

software. It develops and sells software products for a wide range of computing devices. Also sells the Xbox video game console and Surface tablet. Revenue sources in fiscal 2013: Devices and Consumer, 41.2% (Licensing, 59.3%, Hardware, 20.1%, Other, 20.6%); Commercial, 58.2% (Licensing, 87.5%, Other, 12.5%); Corporate

at 6/30/13. Stock owners: William H. Gates, 4.5%;, other offs. & dirs., 4.0%; BlackRock, Inc., 5.6% (10/13 proxy). Chairman: John W. Thompson. CEO: Satya Nadella. Incorporated: Washington. Address: One Microsoft Way, Redmond, Washington 98052-6399. Telephone: 425-882-8080. Internet: www.microsoft.com.

Est'd '11-'13 ANNUAL RATES Past Past 10 Yrs. to '17-'19 of change (per sh) 5 Yrs. Revenues "Cash Flow 12.5% 11.0% 10.0% 12.5% 9.0% 7.5% 12.5% 14.5% Earnings Dividends 11.0% 7.0% 5.0% **Book Value** 16.5% 10.5%

85084

4175

1231

8629

32688

101466

4828

2990

20639 8951

37417

109066

4583

2000

9650

17670

33903

Current Assets

Accts Payable Debt Due

Current Liab

Unearned Revenue Other

Fiscal	QUARTERLY REVENUES (\$ mill.) A				Full
Year Ends	Sep.30	Dec.31	Mar.31	Jun.30	Fiscal Year
2011	16195	19953	16428	17367	69943
2012	17372	20885	17407	18059	73723
2013	16008	21456	20489	19858	77811
2014	18529	24519	20403	20799	84250
2015	19875	25975	21675	21975	89500
Fiscal	EARNINGS PER SHARE AB				<u>F</u> ull .
Year Ends	Sep.30	Dec.31	Mar.31	Jun.30	Fiscal Year
2011	.62	.77	.61	.69	2.69
2012	.68	.78	.60	.67	2.72
2013	.53	.76	.72	.66	2.65
2014	.62	.78	.68	.61	2.69
2015	.66	.82	.71	.72	2.90
Cal-	QUARTERLY DIVIDENDS PAID E■				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2010	.13	.13	.16	.16	.58
2011	.16	.16	.16	.20	.68
2012	.20	.20	.20	.23	.83
2013	.23	.23	.23	.28	.97
2014	28				

The market has shown support for Microsoft shares since our February report. Our sense is the selection of Satya Nadella as CEO is an important factor in this regard. From a broad perspective, Mr. Nadella is clearly focused on a strategy to build on Microsoft's strengths, as the company refines its focus on the rapidly changing consumer markets, particularly in mobile and cloud. Although Microsoft will have to play a game of catch-up, new leadership's wider view on how the company's strengths can be applied to improve its competitive position is refreshing.

The software giant's latest financial performance largely made for good reading. There was not much change in the composition of the results. On point, although the *Windows* franchise continues to experience softness in consumer markets, demand remains brisk at the enterprise level. Office 365 continues to find broad appeal in both consumer and enterprise markets. And on the hardware side, higher volumes of Surface and Xbox worked to improve the economics of this part of Microsoft's operations. Meanwhile, the company's Commercial segment con-

tinued to show strength. This group is a formidable competitor, and is underscoring the company's current success in the data center and in cloud services.

We have made minor adjustments to our estimates for fiscal 2014. (Years end June 30th.) Our revenue figure is only slightly lower, largely reflecting a bit of fine-tuning. Our earnings target, on the other hand, is now \$2.69 a share, versus the earlier \$2.72. The reduction does not result from a step down in profitability. Rather, the company's tax rate will be higher in the June quarter than the previous three. Finally, our estimates for fiscal 2015 do not incorporate any effects from the Nokia acquisition. Microsoft has not yet provided any guidance in this regard, only indicating that Nokia will be part of the Devices and Consumer (Hardware) segment.

We advise those holding Microsoft shares to continue to do so. The stock has performed well recently. And though it is early days under the leadership of Satva Nadella, our sense is his turn at the helm will be positive for investors.

May 16, 2014

(A) Fiscal year ends June 30th. (B) Diluted earnings. Quarters may not add to total. Excl. nonrec. items: '98, d3¢; '99, 1¢; '01, d26¢; '02, d23¢; '03, d5¢; '04, d29¢; '05, d4¢;

(D) Includes intangibles. In 2013: \$14.7 billion, \$1.77 a share.

'12, d72¢; '13, d7¢. Next earnings report, late July. (C) In millions, adjusted for stock split. (E) Dividends historically paid in March, June, Sept., and Dec. ■Dividend reinvestment plan available. Special dividend of \$3.00 a share paid December 2, 2004.

Charles Clark

Company's Financial Strength Stock's Price Stability A++ 85 Price Growth Persistence 50 **Earnings Predictability** 85

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