

| Current Liab. | $3 2 6 8 8 \longdiv { 3 7 4 1 7 }$ |  |  |
| :---: | :---: | :---: | :---: |
| ANNUAL RATES | Past | Past | Est'd '11-13 |
| of change (per sh) | 10 Yrs. | 5 Yrs . | to '17.'19 |
| Revenues | 12.5\% | 10.0\% | 10.0\% |
| "Cash Flow" | 11.0\% | 12.5\% | 7.5\% |
| Earnings | 11.0\% | 12.5\% | 7.0\% |
| Dividends | - | 14.5\% | 14.5\% |
| Book Value | 5.0\% | 16.5\% | 9.5\% |


| Fiscal Year | QUARTERLY REVENUES (\$ mill.) A |  |  |  | Full Fiscal Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
| 2011 | 16195 | 19953 | 16428 | 17367 | 69943 |
| 2012 | 17372 | 20885 | 17407 | 18059 | 73723 |
| 2013 | 16008 | 21456 | 20489 | 19858 | 77811 |
| 2014 | 18529 | 24519 | 20403 | 23382 | 86833 |
| 2015 | 21700 | 28000 | 24250 | 25300 | 99250 |
| $\begin{aligned} & \text { Fiscal } \\ & \text { Year } \\ & \text { Ends } \end{aligned}$ | EARNINGS PER SHARE AB <br> Sep. 30 Dec. 31 Mar. 31 Jun. 30 |  |  |  | Full 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 | . 55 | 2.63 |
| 2015 | . 52 | . 75 | . 72 | . 76 | 2.75 |
| 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 | . 28 |  |  |  |

BUSINESS: Microsoft Corp. is the largest independent maker of software. It develops and sells software products for a wide range Hardware products include Nokia mobile phones, the Xbox video game console, and Surface tablet. Revenue sources in fiscal 2014:
Devices and Consumer, 43.4\%; Commercial, $57.1 \%$; Corporate

## Microsoft's fiscal fourth-quarter earn-

ings report generally met with investors' approval. (Years end J une 30th.) True, Nokia Devices \& Services (NDS), which was acquired on April 25th, was a drag on the software giant's performance.
Still, this was not a surprise, and the focus was mainly on core operations and the prospects for the strategy now unfolding under new CEO Satya Nadella.
It is clear that productivity and platform are important factors in Microsoft's future. These are the company's traditional strengths (think Office 365, Windows operating systems, commercial servers, etc.), and it will use them to pursue the quickly evolving opportunities in the cloud and mobile computing markets. At this juncture, the Commercial segment is already having success in this regard, with Azure (cloud infrastructure), Office 365, and Enterprise M obility Suite (EMS). In addition, Microsoft's more expansive take on the Windows operating system and its application on a broad range of device maker's products should help to
broaden its market appeal and acceptance broaden its market appeal and acceptance as consumers continue to move away from
and Other, - $0.6 \%$. R\&D, $13.1 \%$ of 2014 revenues. Employed offs. \& dirs., $4.0 \%$; BlackRock, Inc., $5.6 \%$ (10/13 proxy). Chairman: John W. Thompson. CEO: Satya Nadella. Incorporated: Washing-
ton. Address: One Microsoft Way, Redmond, Washington 980526399. Telephone: 425-882-8080. Internet: www.microsoft.com.
traditional PCs. That said, our sense is the Commercial business is likely to continue being the primary avenue for growth, at least in the near term. That is not to say we do not expect improvement in the Devices \& Consumer group in coming quarters.
Our estimates and projections now include Nokia Devices \& Services. We are looking for revenue and earnings of $\$ 99.25$ billion and $\$ 2.75$ a share for fiscal 2015. As mentioned, the Commercial segment should continue performing well, though the integration of Nokia will weigh on the Devices \& Consumer group. Still, close attention to operating expenses ought to yield moderate earnings growth, despite the lower profit margins we foresee. We look for profitability to improve and earnings growth to quicken over the next two or three years.
We like the direction Microsoft has chosen under Satya Nadella. Accordingly, holders of MSFT shares should continue to benefit. That said, recent market support suggests new commitments to the untimely stock should be made carefully. Charles Clark

August 15, 2014

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[^0]:    (A) Fiscal year ends June 30th. (B) Diluted earnings. Quarters may not add to total. Excl. nonrec. items: '98, d3¢; '99, 14; '01, d26¢;

    12, d72c; '13, d7c. Next earnings report, late (E) Dividends historically paid in March, June, October. (C) In millions, adjusted for stock split. Sept., and Dec. - Dividend reinvestment plan (D) Includes intangibles. In 2013: $\$ 14.7$ billion, available. Special dividend of $\$ 3.00$ a share paid December 2, 2004.

    Company's Financial Strength Stock's Price Stability
    Price Growth Persistence '02, d234; '03, d5¢; '04, d29¢;' 05 , d4¢;

