

software. It develops and sells software products for a wide range of computing environments in consumer and enterprise markets.. 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

99,000 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.

ANNUAL RATES Past Est'd '11-'13 Past 10 Yrs. to '17-'19 of change (per sh) 5 Yrs. Revenues "Cash Flow 12.5% 11.0% 10.0% 12.5% 10.0% 7.5% 7.0% 14.5% 12.5% 14.5% Earnings Dividends 11.0% 5.0% Book Value 16.5% 9.5%

85084

4175

1231

8629

32688

101466

4828

2999

20639 8951

37417

114246

7432

2000

23150 13043

45625

Current Assets

Accts Payable Debt Due

Current Liab

Unearned Revenue Other

Fiscal Year Ends	QUART Sep.30	ERLY REV Dec.31	ENUES (\$ Mar.31	mill.) ^A Jun.30	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
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	.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			

Microsoft's fiscal fourth-quarter earnings report generally met with investors' approval. (Years end June 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 Micro**soft'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 Mobility 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 as consumers continue to move away from

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

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

(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¢;

\$1.77 a share.

'12, d72¢; '13, d7¢. 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 A++ 85 Price Growth Persistence 50 **Earnings Predictability** 85