

in the U.S. Its traditional (SBC only) wireline subsidiaries provide services in 13 states, including California, Texas, Illinois, Michigan, Ohio, Missouri, Connecticut, Indiana, Wisconsin, Oklahoma, Kansas, Arkansas, and Nevada. Also owns Cingular (now AT&T Wire-

tions: 35.8 mill. '13 sales mix: Wireless segment, 54%; Wireline, 46%; Other, less than 1%. Has 247,700 employees. Chrmn. & CEO: Randall Stephenson. Inc.: DE. Addr.: 208 S. Akard St., Dallas, Texas, 75202. Tel.: 210-821-4105. Internet: www.att.com.

673% 774% Fix. Chg. Cov Past Est'd '11-'13 ANNUAL RATES Past to '17-'19 of change (per sh) 10 Yrs. 5 Yrs. 4.5% 2.0% 4.0% 2.0% 3.5% 4.5% Revenues "Cash Flow -.5% 4.0% -4.5% 1.5% 4.5% 7.0% Dividends Book Value 5.0% 5.5% QUARTERLY REVENUES (\$ mill.) E Cal-Full

20911

31787

3486

21107 5498

34995

8390

24119 5109

1075

39979

532%

Accts Payable Debt Due

Current Liab.

Other

Mar.31 Jun.30 Sep.30 Dec.31 Year 2011 31247 31495 31478 26723 31575 31459 32578 27434 2012 31822 2013 31356 32075 32158 33163 28752 32957 133100 2014 32476 32575 35092 2015 33300 33400 33800 36000 36500 EARNINGS PER SHARE A Full Calendar Mar.31 Jun.30 Sep.30 Dec.31 Year 2011 2.20 2012 .60 .66 .63 .44 2.33 2013 .64 .67 .66 .53 2.50 2014 .71 .62 .63 .59 2.55 .67 2015 .76 .68 QUARTERLY DIVIDENDS PAID B = Cal-Full Mar.31 Jun.30 Sep.30 Dec.31 endar 2010 2011 .43 .43 .43 .43 1.72 2012 .44 .44 .44 .44 1.76 .45 .45 .45 2013 .45 1.80 2014 .46 .46 .46 .46

AT&T's bottom line has been under **some pressure of late.** In fact, we have trimmed our share-net call for 2014 by a nickel, to \$2.55, mainly because of a modest profit squeeze across the wireline business. Wireline margins are being hurt by a transition away from the legacy operations, an uptick in content costs, and heavy infrastructure spending, including investments related to a large network buildout. These negatives are overshadowing a welcome strengthening of the enterprise segment and significant inroads by U-verse, the company's new video offering. The wireless division, now the carrier's primary growth engine, has been **performing pretty well.** True, AT&T still appears to be lagging Verizon in terms of wireless subscriber metrics, and the uptake for its "Next" program has been a tad softer than was hoped for. (The "Next" plan lets consumers pay a small monthly fee for the privilege of upgrading their smartphones every year without a down payment.) But postpaid net additions have been solid (785,000 during the September interim), and churn has been

very low, indicating that the company is

doing a fine job of retaining its customers in the face of stiff competition. What's more, wireless margins have been reasonably healthy, which ought to ease investor concerns that pricing trends will deteriorate as AT&T migrates toward discounted data packages. All in all, results remain pretty decent at the former Baby Bell. And free cash flow continues to be ample, which is supporting an attractive (5%-plus) dividend yield.

The proposed DirecTV deal is being closely scrutinized by federal regulators. Still, we expect the \$49 billion transaction, not yet factored into our estimates, to get the go-ahead from the FCC and U.S. Justice Department by mid-2015. And we continue to have high hopes for the merger, as it should expand AT&T's presence in emerging markets (especially in Latin America), and enable the company to get a lot more aggressive in the video/streaming space.

We like this high-quality Dow stock for defensive, income investors. Appreciation potential to 2017-2019 should also be decent—even without DirecTV. Justin Hellman December 19, 2014

(A) Diluted earnings. Excl. nonrecurring gains/(losses): '98, (\$0.05); '03, \$1.04; '04, \$0.32; '05, (\$0.30); '06, (\$0.45). Next earnings report due late Jan. (B) Div'ds paid in Feb.,

May, Aug., and Nov. Incl. one-time div'ds: In '03, \$0.25. ■ Div'd reinvestment plan avail. (C) Incl. goodwill: '13: \$69273 mill., \$13.25/sh. (D) In mill., adjusted for splits. (E) Starting in '03,

proportionate rev. from Cingular no longer incl. in top line.

Company's Financial Strength Stock's Price Stability A++ 100 Price Growth Persistence **Earnings Predictability** 95