

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 2015: Devices and Consumer, 44.3%; Commercial, 55.4%; Corporate

117,350 at 6/30/15. Stock owners: William H. Gates, 2.8%;, other offs. & dirs., 1%; BlackRock, Inc., 5.8%; The Vanguard Group, 5.2% (10/15 proxy). Chrmn: John Thompson. CEO: Satya Nadella. Inc.: Washington. Addr.: One Microsoft Way, Redmond, Washington 98052-6399. Tel.: 425-882-8080. Internet: www.microsoft.com.

ANNUAL RATES Est'd '13-'15 Past Past 10 Yrs. to '18-'20 of change (per sh) 5 Yrs. 9.0% 8.5% 7.0% 17.0% Revenues "Cash Flow 12.0% 11.0% 8.0% 8.0% 9.5% 19.0% 8.0% 12.5% Earnings Dividends Book Value 17.0% 4 5%

114246

7432

2000

23150 13043

45625

124712

6591 7484

23223 12560

49858

127812

6936 3750

20929

11028

42643

Current Assets

Accts Payable Debt Due

Current Liab

Unearned Revenue Other

Fiscal Year Ends	QUART Sep.30	ERLY RE\ Dec.31	/ENUES (\$ Mar.31	mill.) A Jun.30	Full Fiscal Year
2012	17372	20885	17407	18059	73723
2013	16008	21456	20489	19858	77811
2014	18529	24519	20403	23382	86833
2015	23201	26470	21729	22180	93580
2016	21660	25693	22000	22647	92000
Fiscal	EARNINGS PER SHARE AB				Full .
Year Ends	Sep.30	Dec.31	Mar.31	Jun.30	Fiscal Year
2012	.68	.78	.60	.67	2.72
2013	.53	.76	.72	.66	2.65
2014	.62	.78	.68	.55	2.63
2015	.65	.77	.62	.62	2.65
2016	.67	.78	.63	.67	2.75
Cal-	QUARTERLY DIVIDENDS PAID E■				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2012	.20	.20	.20	.23	.83
2013	.23	.23	.23	.28	.97
2014	.28	.28	.31	.31	1.18
2015	.31	.31	.31	.36	1.29
2016					

Microsoft Corp. is making presence known in the cloud arena. The software giant continued benefiting from the rapid adoption of cloud architecture and cloud computing in the December period. On point, after a good showing in this regard in the September quarter, the company's efforts were once again rewarded, as customers continued taking active interest in its cloud offerings, with the uptake spanning SaaS, PaaS, IaaS, and hybrid cloud at scale, that, in turn, was reflected in the continued success of the Azure platform, Office 365, and the Dynamics enterprise applications. strength of customer interest is such that Microsoft will need to keep investing in cloud infrastructure (a good thing). We expect that the company's efforts in the cloud arena should breed success for the foreseeable future.

Meanwhile, Microsoft's latest financial results showed that it also had a good holiday season. Sales of Xbox and Surface Pro advanced nicely, and its games business produced a strong per-formance, as well. Moreover, Windows 10 continued to show tremendous promise,

not only benefiting from the holiday season, but from a general interest in the new operating system. The company's strategy of building and fortifying an ecosystem around *Windows 10* seems to be having the desired effect, as Microsoft brings more value and innovation, services, and new devices into the realm. Separately, we note that Bing search once again picked up market share, rising to 21%, and continues to make money, as earlier promised by the executive management team.

We have made some adjustments to our estimates for fiscal 2016. (Years end June 30th.) The strength of the U.S. dollar will likely limit reported revenue growth in the second half, though probably less in the June quarter; challenging business conditions in Brazil, China, and Russia may also be factor in this regard. That said, we now estimate revenue and earnings of \$92 billion and \$2.75 a share for fiscal 2016. Finally, our sense is new commitments to timely MSFT shares should be made carefully, given the recent market support. Those already holding the stock would likely do well to continue doing so.

Charles Clark February 12, 2016

(A) Fiscal year ends June 30th. (B) Diluted earnings. Quarters may not add to total. Excl. nonrec. items: '99, 1¢; '01, d26¢; '02, d23¢; '03, d5¢; '04, d29¢; '05, d4¢; '12, d72¢;

(D) Includes intangibles. In 2015: \$16.9 billion, \$2.11 a share.

'13, d7¢; '15, d\$1.17. Next earnings report, late April. (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.

Company's Financial Strength Stock's Price Stability A++ 75 Price Growth Persistence 65 **Earnings Predictability** 85