

| (\$MILL.) <br> Cash Assets | 85709 | 96526 | 105552 | 28\% | 27\% | 23\% | $31 \%$ | 24\% | 22\% | 28\% | 33\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Receivables | 19544 | 17908 | 12247 | JSIN | : M | ft | . is | arge | dep | nt |  |
| Inventory (Avg Cst) | 2660 | 2902 | 2450 |  | . | 促 | , is | 号 | depe | t |  | Inventory (Avg Cst) Other

Current Assets

## Debt Due

Debt Due Other Current Liab.

| ANNUAL RATES | Past | Past | Est'd '13-'15 |
| :--- | ---: | ---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to '19.'21 |
| Revenues | $12.0 \%$ | $9.0 \%$ | $7.0 \%$ |
| "Cash Flow" | $11.0 \%$ | $8.5 \%$ | $7.0 \%$ |
| Earnings | $9.5 \%$ | $7.0 \%$ | $7.0 \%$ |
| Dividends | $19.0 \%$ | $17.0 \%$ | $11.0 \%$ |
| Book Value | $6.0 \%$ | $17.0 \%$ | $1.5 \%$ |


| $\begin{aligned} & \text { Fiscal } \\ & \text { Year } \\ & \text { Ends } \end{aligned}$ | QUARTERLY REVENUES (\$ mill.) A |  |  |  | $\begin{aligned} & \text { Full } \\ & \text { Fiscal } \\ & \text { Year } \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep. 30 | Dec. 31 | Mar. 31 | Jun. 30 |  |
| 2013 | 16008 | 21456 | 20489 | 19858 | 77811 |
| 2014 | 18529 | 24519 | 20403 | 23382 | 86833 |
| 2015 | 23201 | 26470 | 21729 | 22180 | 93580 |
| 2016 | 21660 | 25693 | 22076 | 22201 | 91630 |
| 2017 | 22250 | 26250 | 23250 | 23500 | 95250 |
| Fiscal Year Ends | $\begin{aligned} \text { EAF } \\ \text { Sep. } 30 \end{aligned}$ | Dec. 31 | $\begin{gathered} \text { ER SHARE } \\ \text { Mar. } 31 \end{gathered}$ | AB Jun. 30 | $\begin{aligned} & \text { Full } \\ & \text { Fiscal } \\ & \text { Year } \end{aligned}$ |
| 2013 | . 53 | . 76 | . 72 | . 66 | 2.65 |
| 2014 | . 62 | . 78 | . 68 | . 55 | 2.63 |
| 2015 | . 65 | . 77 | . 62 | . 62 | 2.65 |
| 2016 | . 67 | . 78 | . 62 | . 59 | 2.66 |
| 2017 | . 69 | . 79 | . 69 | . 68 | 2.85 |
| Calendar | $\begin{gathered} \begin{array}{c} \text { QUAR } \\ \text { Mar.31 } \end{array} \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { TERLY DIV } \\ \text { Jun. } 30 \end{gathered}$ | $\begin{gathered} \text { IIDENDS P } \\ \text { Sep. } 30 \end{gathered}$ | $\begin{aligned} & \text { AID E E. } \\ & \text { Dec. } 31 \end{aligned}$ | Full 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 | . 36 |  |  |  |  |

BUSINESS: Microsoft Corp. is the largest independent maker of
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
Microsoft's financial performance for its fiscal third quarter was respectable, in our view. (Years end J une 30th.) That said, Wall Street had expected a somewhat stronger showing at the bottom line, and MSFT shares lost a degree of market support in the wake of the companys latest earnings release
Cloud computing and cloud services are tremendous opportunities for Microsoft. The software giant is having good success in this regard, as demonstrated by the strong interest in its Azure platform and the deferred revenue accumulation in the commercial arena. Still, the transition to the doud requires large investments on its part. In addition, the service orientation of the cloud requires Microsoft to recognize revenue from the contracts over time, rather than via a large upfront transaction. The combination has tended to act as a check on earnings growth, and the company has suggested that it will likely continue doing so into fiscal 2017. Nonetheless, we believe Microsoft is clearly headed in the right direction. The rapid adoption of its cloud platform and services should continue, with profit margins im-
and Other, $0.2 \%$. R\&D, $12.9 \%$ of 2015 revenues. Employed 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.
proving as the rate of investment eventually moderates, allowing serviceoriented revenue and associated costs to better align.
Meanwhile, the company continues having good success with Windows 10. The new operating system is finding good demand. Corporate IT departments are also taking a close look at Windows 10 , suggesting it will likely find a place in this arena. M oreover, the broader strategy behind the new system-aimed at countering the general decline in the PC market seems to be taking hold, as it is finding its way into a wider range of products, and application developers seem to be showing new interest Microsoft.
What about Microsoft stock? Despite the market's reaction to the company's March-quarter earnings report and forecast, we think it is well-positioned to prosper over the next few years. Accordingly, if timely MSFT shares are already owned we recommend to continue holding them, with the recent weakness making them moderately attractive for the longer term on a risk-adjusted basis. Charles Clark

May 13, 2016
A) Fiscal year ends June 30th. (B) Diluted earnings. Quarters may not add to total. Excl. nonrec. items: '99, 1c; '01, d264; '02, d23c; nonrec. items: '99, 1c; '01, d26c; '02, d23 '03, d5¢; '04, d29¢; '05, d4c; '12, d72¢;

13, d7c; 15 , d\$1.17. Next earnings report, late (E) Dividends historically paid in March, June, July. (C) In millions, adjusted for stock split. Sept., and Dec. -Dividend reinvestment plan (D) Includes intangibles. In 2015: $\$ 16.9$ billion, available. Special dividend of $\$ 3.00$ a share (D) Includes inta
$\$ 2.11$ a share.

