

| Cash Assets | 7034 | 6206 | 5532 |
| :---: | :---: | :---: | :---: |
| Receivables | 6005 | 4643 | 7073 |
| Inventory (LIFO) | 7841 | 6140 | 5168 |
| Other | 868 | 766 | 525 |
| Current Assets | 21748 | 17755 | 18298 |
| Accts Payable | 4822 | 3398 | 2627 |
| Debt Due | 1423 | 1165 | 3242 |
| Other | 6395 | 5790 | 3241 |
| Current Liab. | 12640 | 10353 | 9110 |

ANNUAL RATES Past Past Est'd '13-'15 of change (per sh) Sales "Cash Flow" Earnings Dividends
Book Value

| Past | Past | Est'd '13-'15 |
| :--- | :---: | :---: |
| 10 Yrs. | 5 Yrs. | to '19.'21 |
| $2.5 \%$ | $1.5 \%$ | $4.5 \%$ |
| $4.0 \%$ | $4.5 \%$ | $7.5 \%$ |
| $5.5 \%$ | $6.0 \%$ | $6.5 \%$ |
| $2.5 \%$ | $1.5 \%$ | $2.0 \%$ |
| $3.5 \%$ | $11.0 \%$ | $8.0 \%$ |

QUARTERLY SALES (\$ mill.)

| $\begin{array}{\|l} \text { Cal- } \\ \text { endar } \\ \hline \end{array}$ | QUARTERLY SALES (\$ mill.) |  |  |  | Full Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| 2013 | 10408 | 9844 | 7735 | 7747 | 35734 |
| 2014 | 10128 | 9706 | 7511 | 7378 | 34723 |
| 2015 | 7837 | 7121 | 4873 | 5299 | 25130 |
| 2016 | 7405 | 7061 | 4917 | 5517 | 24900 |
| 2017 | 7700 | 7300 | 5100 | 5700 | 25800 |
| Calendar | EARNINGS PER SHARE A |  |  |  | Full Year |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. |  |
| 2013 | 1.56 | 1.28 | . 45 | . 59 | 3.88 |
| 2014 | 1.58 | 1.17 | . 54 | . 71 | 4.01 |
| 2015 | 1.24 | 1.08 | . 13 | . 27 | 2.77 |
| 2016 | 1.26 | 1.24 | . 34 | . 41 | 3.25 |
| 2017 | 1.35 | 1.30 | . 40 | . 60 | 3.65 |
| $\begin{gathered} \text { Cal- } \\ \text { endar } \end{gathered}$ | QUARTERLY DIVIDENDS PAID ${ }^{\text {B }}$ |  |  |  | Full |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2013 | . 43 | . 45 | . 45 | . 45 | 1.78 |
| 2014 | . 45 | . 45 | . 47 | . 47 | 1.84 |
| 2015 | . 47 | . 49 | . 38 | . 38 | 1.72 |
| 2016 | . 38 | . 38 | . 38 | . 38 | 1.52 |

BUSINESS: DuPont is engaged in science and technology in a range of disciplines, including performance materials, electronics, safety and security, and biotechnology. The company operates on a global scale, manufacturing a wide range of products for distribution and sale to many different markets, including automotive, construction, agricultural, medical, protective apparel, electronics, and nutri-

## DuPont likely finished up a challeng-

 ing year on a solid note. Macroeconomic weakness has hurt the top line over the past couple of years. But efforts to reduce expenses supported a nice earnings rebound in recent quarters. The I ndustrial BioSciences and Nutrition \& Health businesses have benefited from healthy demand. The Performance Materials, Protection Solutions, and Agriculture lines have experienced moderate growth in operating earnings in recent periods, despite lower sales. But results at the Electronics \& Communications arm have been hurt by lower demand and continued weakness in consumer electronics. Looking forward, we expect a nice improvement in sales and earnings per share for the company in 2017. The Industrial BioSciences and Nutrition \& Health segments ought to remain the most important performance drivers in the coming quarters.The company's merger-of-equals with Dow Chemical appears set to close in the first quarter. This assumes customary conditions are met, including the necessary regulatory approvals. The new company is to be called DowDuPont.
tion. In 2015: R\&D, 7.6\% of sales; depreciation rate, 4.6\%. Has approx. 52,000 employees. Capital World Investors owns $8.1 \%$ of common stock; BlackRock, Inc, 6.2\%; The Vanguard Group, 6.1\%; off. and dir., less than 1\% (3/16 Proxy). Chair and CEO: Edward D. Breen. Inc.: DE. Address: 974 Centre Road, Wilmington, DE 19805. Telephone: 302-774-1000. Internet: www.dupont.com.
The combination would create leading businesses in agriculture, specialty products, and materials science. These will then be separated into three independent, publicly traded companies through taxfree spinoffs. This would probably occur 18 to 24 months following the closing of the merger
This stock remains unranked for Timeliness due to the upcoming merger. On its own, this equity offers limited long-term capital gains potential, as the shares presently trade within our Target Price Range. DuPont does earn favorable marks for Safety, Financial Strength, and Price Stability. Nevertheless, patient subscribers can probably find more-attractive opportunities elsewhere at this juncture.
Michad Napoli, CFA
J anuary 6, 2017 Restated Sales (Pre-tax Operating Margins) by Business Line

|  | 2014 | 2015 | 2016 | 2017 |
| :--- | ---: | ---: | ---: | ---: |
| Agric. \& Nutr. | $14825(20.5 \%)$ | $13054(15.1 \%)$ | $13100(17.0 \%)$ | $13300(17.5 \%)$ |
| Ind. Biosc. | $1244(15.9 \%)$ | $11711(16.5 \%)$ | $1100(18.0 \%)$ | $1200(18.5 \%)$ |
| Electronics | $2381(11.4 \%)$ | $2070(16.6 \%)$ | $2000(17.5 \%)$ | $2200(18.0 \%)$ |
| Perform. Mat. | $12376(20.2 \%)$ | $5305(22.5 \%)$ | $5250(24.0 \%)$ | $5400(2445 \%)$ |
| Safety \& Prot. | $3892(19.1 \%)$ | $3527(19.4 \%)$ | $3445(20.5 \%)$ | $3690(21.0 \%)$ |
| Other | $5(\mathrm{NMF})$ | $3(\mathrm{NMF})$ | $5(\mathrm{NMF})$ | $10(\mathrm{NMF})$ |
| Company Total | $34723(17.7 \%)$ | $25130(18.0 \%)$ | $24900(19.5 \%)$ | $25800(20.0 \%)$ |

[^0] '05, (25¢); '06, 50 ;' ' 07 , ( $6 ¢$ ); ' 08 , ( $53 ¢$ ); ' 09 , due to rounding. Next egs. rpt. late January. ${ }^{\prime}$ spinoff of The Chemours Company, $7 / 15$ (12¢); '11, (25¢); '12, (72¢); '13, (84¢); '14, (B) Div'd paid mid-March, June, Sept., and (F) Unranked due to upcoming merger.
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Company's Financial Strength Stock's Price Stability Price Growth Persistence Earnings Predictability


[^0]:    A) Diluted egs. Excl. nonrec. items: '00, (54c); (11c), 15, (68c). Excl. discon. items.: $12,34 c ;$ Dec. I Div'd reinvest. plan available. (C) In mill. 01, \$2.99; '02, (\$3.12); '03, (69c); '04, (62c); '13, \$2.14; '14, 2¢; '15, 7c. Egs. may not sum (D) Sold Textile division, 4/04. (E) Completed

