 $\begin{array}{lrrrr} & 546 & 565 & 609 \\ \text { HId's }(000) & 604365 & 614104 & 678277\end{array}$ | 2001 | 2002 | 2003 | $2004^{\mathrm{D}}$ |
| :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |



| 24.68 | 24.15 | 27.07 | 27.50 | 2. |
| ---: | ---: | ---: | ---: | ---: |
| 2.98 | 3.54 | 3.19 | 3.75 |  |
| 1.19 | 2.01 | 1.65 | 2.38 |  |
| 1.40 | 1.40 | 1.40 | 1.40 |  |
| 1.49 | 1.29 | 1.72 | 1.24 |  |
| 14.19 | 8.88 | 9.57 | 11.20 |  |
| 1002.0 | 993.94 | 997.28 | 994.34 | 91 |
| 36.5 | 21.5 | 25.1 | 18.4 |  |
| 1.87 | 1.17 | 1.43 | .97 |  |
| $3.2 \%$ | $3.2 \%$ | $3.4 \%$ | $3.2 \%$ | 3.0 |

CAPITAL STRUCTURE as of $3 / 31 / 17$
Total Debt $\$ 10378$ mill. Due in 5 Yrs $\$ 5271$ mill. LT Debt $\$ 8099$ mill. LT Interest $\$ 300.0$ mill. (Total interest coverage: 10.3x) ( $41 \%$ of Cap'l)

Leases, Uncapitalized Annual rentals $\$ 263$ mill.
Pension Assets-12/16 $\$ 16.7$ bill. Oblig. $\$ 24.8$ bill.
Pfd Stock $\$ 237.0$ mill. Pfd Div'd $\$ 10.0$ mill.
Includes 700,000 shs. $\$ 3.50$ cum. callable at $\$ 102$;
$1,673,000$ shs. $\$ 4.50$ cum. callable at $\$ 120$
Common Stock $867,032,000$ shs. as of $4 / 17 / 17$
MARKET CAP: $\$ 70$ billion (Large Cap)

| CURRENT POSITION | 2015 | 2016 | $3 / 31 / 17$ |
| :--- | :--- | :--- | :--- |

(\$MILLL.)
Cash Asets
Receivables Receivables
Inventory (LIFO) Other

| 6206 | 5967 | 5917 |
| ---: | ---: | ---: |
| 4643 | 4971 | 7272 |
| 6140 | 5673 | 5287 |
| 766 | 506 | 574 |
| 17755 | 17117 | 19050 |
| 3398 | 3705 | 3038 |
| 165 | 429 | 2279 |
| 5790 | 4763 | 4493 |
|  | 8897 | 9810 |

Accts Payable
Debt Due
Current Liab.

## ANNUAL RATES

Sales
"Cash Flow" Earnings Dividends

| ANNUAL RATES <br> of change (per sh) Sales "Cash Flow" Earnings Dividends Book Value |  | Past 10 Yrs. 1.0\% $3.0 \%$ 1.5\% 2.0 | Past  Est' <br>  5 Yrs. to <br> $\%$ $-1.5 \%$  <br> $\%$ $1.5 \%$  <br> $\%$ $2.0 \%$  <br> $\%$ $7.0 \%$  |  | Est'd '14-'16 to '20.'22 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $6.5 \%$$8.5 \%$ |  |  |
|  |  |  |  |  |
|  |  | 8.0\% |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
| $\begin{gathered} \text { Cal- } \\ \text { endar } \end{gathered}$ | QUARTERLY SALES (\$ mill.) <br> Mar. 31 Jun. 30 Sep. 30 Dec. 31 |  |  |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \\ & \hline \end{aligned}$ |
|  |  |  |  |  |  |  |  |  |
| 14 | 10128 | 9706 | 7511 | 7378 | 34723 |
| 015 | 7837 | 7121 | 4873 | 5299 | 25130 |
| 2016 | 7405 | 7061 | 4917 | 5211 | 24594 |
| 2017 | 7743 | 7350 | 5250 | 5657 | 26000 |
| 2018 | 8000 | 7600 | 5500 | 5900 | 27000 |
| Calendar | EARNINGS PER SHARE A |  |  |  | Full Year |
|  | Mar. 31 | Jun. 30 | Sep. 30 | D |  |
| 2014 | 58 | 1.17 | . 54 | . 71 | . |
| 2015 | 1.24 | 1.08 | . 13 | . 27 | 2.77 |
| 2016 | 1.26 | 1.24 | . 34 | . 51 | 3.35 |
| 2017 | 1.64 | 1.26 | . 42 | . 58 | 3.90 |
| 2018 | 1.60 | 1.35 | . 50 | . 70 |  |
| Calendar | QUARTERLY DIVIDENDS PAID ${ }^{\text {B }}$ |  |  |  | Full Year |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| 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 |
| 2017 | 38 | 38 |  |  |  |

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-
The merger of DuPont with Dow Chemical appears set to close in the current quarter. The two companies have recently received antitrust clearance from the U.S. Department of J ustice for the proposed merger of equals. DuPont and Dow have obtained regulatory clearance in many other jurisdictions, and are working with regulators in the remaining areas. In keeping with commitments made to obtain the European Commission's regulatory approval, DuPont will divest certain parts of its crop protection portfolio. The deal is expected to result in cost savings of about $\$ 3$ billion. The combination would create leading businesses in agriculture, specialty products, and materials science. These will then be separated into three independent, publicly traded companies via tax-free spinoffs. This would likely occur 18 months after the closing of the transaction.
The company posted a strong earnings performance in the first quarter, and favorable comparisons ought to continue throughout the year. We envision solid results across the board. In particular, sales will probably further
tion. In 2016: R\&D, 6.7\% of sales; depreciation rate, 5.2\%. Has approx. 46,000 employees. Capital World Investors owns $10.5 \%$ of common stock; The Vanguard Group, 6.8\%; BlackRock, Inc., $6.6 \%$; off. and dir., less than 1\% (4/17 Proxy). Chair and CEO: Edward D. Breen. Inc.: DE. Address: 974 Centre Road, Wilmington, DE 19805. Telephone: 302-774-1000. Internet: www.dupont.com.
benefit from strength in global automotive markets and the favorable impact from a change in the timing of seed deliveries. The Industrial BioSciences and the Nutrition \& Health businesses will likely be important performance drivers here. Efforts to control operating costs will likely support profitability going forward.
These shares are unranked for Timeliness, due to the pending merger. On its own, the stock has unimpressive appreciation potential from the recent quotation. Though we expect a solid operating performance in the coming years, the equity presently trades at a price-to-earnings multiple somewhat above its historical average. On the bright side, DuPont earns favorable marks for Safety, Financial Strength, and Price Stability. Michad N apoli, CFA

July 7, 2017
Restated Sales (Pre-tax Operating Margins) by Business Line

|  | 2015 | 2016 | 2017 | 2018 |
| :--- | ---: | ---: | ---: | ---: |
| Agric. \& Nutr. | $13054(15.1 \%)$ | $12784(17.2 \%)$ | $13300(17.5 \%)$ | $13600(17.5 \%)$ |
| Ind. Biosc. | $1171(16.5 \%)$ | $1500(17.0 \%)$ | $1700(18.5 \%)$ | $1850(18.5 \%)$ |
| Electronics | $2070(16.6 \%)$ | $1960(17.0 \%)$ | $2200(17.5 \%)$ | $2350(18.0 \%)$ |
| Perform. Mat. | $5305(22.5 \%)$ | $5249(23.5 \%)$ | $5500(24.5 \%)$ | $5700(24.5 \%)$ |
| Safety \& Prot. | $3527(19.4 \%)$ | $2954(21.5 \%)$ | $3250(21.5 \%)$ | $3450(21.0 \%)$ |
| Other | $3($ NMF) | $147(\mathrm{NMF})$ | $50($ (NMF) | $50(\mathrm{NMF})$ |
| Company Total | $25130(18.0 \%)$ | $24594(19.3 \%)$ | $26000(20.0 \%)$ | $27000(20.0 \%)$ |

[^0] (25¢); '12, (72¢); '13, (84¢); '14, (11¢); '15, (B) Div'd paid mid-March, June, Sept., and (F) Unranked due to upcoming merger.
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| Company's Financial Strength | A++ |
| :--- | ---: |
| Stock's Price Stability | 80 |
| Price Growth Persistence | 65 |
| Earnings Predictability | 70 |


[^0]:    A) Diluted egs. Excl. nonrec. items: $01, \$ 2.99 ;$ (68c); 16, (50c). Excl. discon. items.: 12, 34c; Dec. I Div'd reinvest. plan available. (C) In mill. '02, (\$3.12); '03, (69¢); '04, (62c); '05, (25c); '13, \$2.14; '14, 2¢; '15, 7¢. Egs. may not sum (D) Sold Textile division, 4/04. (E) Completed
    

