

|  |  | 1 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | LAST 5 YEAR AVG. | TREND |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  | UP | DOWN |
|  | \% Pre-tax Profit on Sales (Net Before Taxes $\div$ Sales) | 46.8 | 51.2 | 59.4 | 61.5 | 45.6 | 38.5 | 48.9 | 40.0 | 47.0 | 43.7 | 43.6 | EVEN |  |
|  | \% Earned on Equity <br> (E/S $\div$ Book Value) | 32.4 | 28.1 | 25.9 | 21.6 | 15.7 | 13.8 | 17.1 | 13.1 | 25.8 | 32.1 | 20.4 | UP |  |

3 PRICE-EARNINGS HISTORY as an indicator of the future


Assuming one recession and one business boom every 5 years, calculations are made of how high and how low the stock might sell. The upside-downside ratio is the key to evaluating risk and reward.



D UP-SIDE DOWN-SIDE RATIO (Potential Gain vs. Risk of Loss)

| High Price | (4A1) | 78.7 | Minus Present Price |  | 29.850 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Present P |  | 29.850 | Minus Low Price | (4B1) | 28.4 | $\begin{gathered} 48.9 \\ 1.5 \end{gathered}$ |

33.7

To 1

E PRICE TARGET (Note: This shows the potential market price appreciation over the next five years in simple interest terms.)


5-YEAR POTENTIAL This combines price appreciation with dividend yield to get an estimate of total return. It provides a standard for comparing income and growth stocks.

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Printed: 06/12/07 07:41 PM Prepared by: MG Using The Investor's Toolkit


| Cash Assets | 37751 | 34161 | $6$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Receivables | 7180 | 9316 | 454 | BUSINESS: Microsoft Corp. is the largest independent maker of |
| Inventory (Avg Cst) | 491 | 1478 | 1750 | sot |
| Other | 3315 | 4055 | 4343 | software. It develops and sells software products for a wide range | Other

Current Assets
Accts Payable
Debt Due
Other
Current Liab.

| Current Liab. |  | $16877 \quad 22442$ |  |  | $\frac{18784}{21627}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ANNUAL RATES <br> of change (per sh) Sales <br> "Cash Flow" <br> Earnings <br> Dividends <br> Book Value |  | Past Past Est'd '04-'06 <br> 10 Yrs. 5 Yrs. to' 10.12 <br> $19.0 \%$ $12.0 \%$ $17.5 \%$ <br> $19.5 \%$ $5.0 \%$ $17.0 \%$ <br> $21.5 \%$ $7.0 \%$ $15.0 \%$ <br> - -- $17.0 \%$ <br> $24.0 \%$ $6.5 \%$ $8.5 \%$ |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Fiscal Year Ends | QUARTERLY SALES (\$ mill.) A |  |  |  | Full Fiscal Year |
|  | Sep. 30 Dec. 31 Mar. 31 Jun. 30 |  |  |  |  |
| 2004 | 82151 | 0153 | 9175 | 9292 | 36835 |
| 2005 | 91891 | 0818 | 9620 | 10161 | 39788 |
| 2006 | 97411 | 18371 | 10900 | 11804 | 44282 |
| 2007 | 10811 | 12542 | 14398 | 13349 | 51100 |
| 2008 | 125001 | 155001 | 14000 | 15000 | 57000 |
| Fiscal Year Ends | EARNINGS PER SHARE A B |  |  |  | Full Fiscal Year |
|  | Sep. 30 | Dec. 31 | Mar. | Jun. 30 |  |
| 2004 | . 24 | . 28 | . 29 | . 23 | 1.04 |
| 2005 | . 23 | . 32 | . 28 | . 33 | 1.16 |
| 2006 | . 29 | . 34 | . 29 | . 28 | 1.20 |
| 2007 | . 35 | . 26 | . 50 | . 39 | 1.50 |
| 2008 | . 38 | . 45 | . 42 | . 45 | 1.70 |
| Calendar | QUARTERLY DIVIDENDS PAID E. |  |  |  | Full |
|  | Mar. 31 | Jun. 30 | Sep. 30 | 0 Dec. 31 | Year |
| 2003 | . 08 |  |  | . 16 | . 24 |
| 2004 | - |  | . 08 | . 08 | . 16 |
| 2005 | . 08 | . 08 | . 08 | . 08 | . 32 |
| 2006 | . 09 | . 09 | . 09 | . 10 | . 37 |
| 2007 | . 10 |  |  |  |  |

BUSINESS: Microsoft Corp. is the largest independent maker of
software. It develops and sells software products for a wide range of computing devices. Also sells the Xbox video game console, Revenue sources in fiscal 2006: Client, 29.8\% of total; Information Worker, 26.6\%; Server, 25.9\%; Home and Entertainment, 9.6\%; MSN (Microsoft Network), 5.2\%; Business Solutions, 2.1\%; Mobile
Will Microsoft buy Yahoo! Inc.? Earlier this month, there were reports that Microsoft and Yahoo! had talks concerning a tieup, including the possibility of Microsoft acquiring Yahoo! Inc. The discussions reportedly ended with no action taken. An acquisition of Yahoo! would solidify Microsoft's position in the search advertising market. However, given the need to pay a premium of perhaps 25\% over Yahoo!'s market capitalization of roughly $\$ 40$ billion, a deal would likely be dilutive to GAAP earnings for two or three years. Moreover, retaining key Yahoo! personnel might be difficult. Thus, we think a deal between the two is unlikely.

## Operations, meanwhile, are generally

 faring well. In the March quarter, revenues rose $32 \%$, and earnings jumped over $70 \%$. Those figures were inflated by $\$ 1.7$ billion and 12 cents of revenues and earnings, respectively, that were deferred from the December quarter as a result of the rollout of Vista and Office 2007. Still, even if those deferred revenues were excluded, the company posted an impressive $17 \%$gain in sales, and share net advanced $31 \%$. gain in sales, and share net advanced $31 \%$.
and Embedded, . $8 \%$. R \& D: $14.9 \%$ of sales. 2006 depreciation rate: $12.5 \%$. Has 71,000 employees. William H. Gates owns $9.7 \%$ of stock, other officers \& directors $4.4 \%$ (9/06 proxy). Chairman: William H. Gates. CEO: Steven A. Ballmer. Inc.: WA. Address: One Microsoft Way, Redmond, WA 98052-6399. Telephone: 425-8828080. Internet: www.microsoft.com.
server and tools offerings. But revenues at the entertainment and devices unit fell, primarily because of lower sales of the Xbox 360 game console, and that segment continued to lose money, as did the online services business, where the company is investing for growth. Those investments, and a steady stream of new and upgraded products, should lead to continued good sales and earnings gains in the years ahead. Still, it won't all be smooth sailing. Google has a very strong position in the search field (a key area Microsoft is targeting for growth), and continues to roll out products, such as word processing programs and spreadsheets, that infringe on Microsoft's strongholds. Still, we think Microsoft will rise to the challenge and post good earnings gains through 2010-2012.
Top-quality Microsoft shares have a good deal of appeal. The issue is ranked to outpace the year-ahead market, and has above-average price appreciation potential for the haul to 2010-2012. The company's dispute with European regulators over allowing competitors access to certain technology adds risk, though.
George A. Niemond
(A) Fiscal year ends June 30th. (B) Primary 14; accounting charge, '01, 3¢. Next earnings cally paid in early March, June, Sept., and Dec. earnings through fiscal '97, then diluted. Ex- report due late July. (C) In millions, adjusted for $\quad$ Dividend reinvestment plan available. A specludes nonrecurring losses: '98, 3¢; '01, 23¢; stock splits. (D) Includes intangibles. In 2006: cial dividend of $\$ 3.00$ a share was paid Decem'02, 23¢; '03, 5¢; '04, 29¢; '05, 4¢'; gain: '99, $\$ 4.4$ billion, 44¢ a share. (E) Dividends histori- ber 2, 2004.

