

## Stock Selection Guide ®

The most widely used aid to good investment judgment

Company MICROSOFT CO	RPORATION		Da	te 06/	12/07			
Prepared by MG	D	ata tak	en from	NAI	C Data			
Where traded NASDAQ Major product/service Systems Sof								
CAPITALIZATION Outstanding	Amounts	Ref	erence _					
Preferred(\$M)	0.0	% Ir	nsiders	% Inst	itution			
Common(M Shares)	9,572.0		16.8	58	.6			
Debt(\$M) 0.0	% to Tot.Cap.	0.0	% Potent	ial Dil.	None			



		1997	1000	1999	2000	2001	2002	2003	2004	2004 2005 2006 LAST 5		LAST 5	TREND	
		1997	1990	1999	2000	2001	2002	2003	2004	2005	2000	YEAR AVG.	UP	DOWN
A	% Pre-tax Profit on Sales (Net Before Taxes ÷ Sales)	46.8	51.2	59.4	61.5	45.6	38.5	48.9	40.0	47.0	43.7	43.6	EVEN	
В	% Earned on Equity (E/S ÷ 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	
<u> </u>			•		•		•	•	•				•	•

## PRICE-EARNINGS HISTORY as an indicator of the future

This shows how stock prices have fluctuated with earnings and dividends. It is a building block for translating earnings into future stock prices. 29.850 HIGH THIS YEAR 21,460 PRESENT PRICE 31,480 LOW THIS YEAR Α В С D Ε F G Н **PRICE Earnings** Price Earnings Ratio Dividend Year % Payout % High Yield HIGH Per LOW B ÷ C F ÷ C X 100 F ÷ B X 100 HIGH LOW Share Share 2002 36.6 23.8 0.67 54.6 35.5 0.000 0.0 0.0 2003 29.5 20.7 0.97 30.4 21.3 0.080 8.2 0.4 2004 30.0 24.0 0.90 33.3 26.7 0.160 17.8 0.7 2005 30.2 23.8 1.16 26.0 20.5 3.320 286.2 13.9

1 2 3 4 5 2006 28.4 21.5 1.28 22.2 16.8 0.340 26.6 1.6 6 **TOTAL** 113.8 111.9 120.8 52.6 7 **AVERAGE** 22.8 28.0 24.2 17.5 8 AVERAGE PRICE EARNINGS RATIO 9 **CURRENT PRICE EARNINGS RATIO** 21.0 26.1 Proj. P/E [17.79] Based on Next 4 qtr. EPS [1.68] Current P/E Based on Last 4 qtr. EPS [1.42] **EVALUATING RISK and REWARD over the next 5 years** PEG=98Assuming 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. A HIGH PRICE -- NEXT 5 YEARS Avg. High P/E \_\_\_\_\_ 28.0 **24.0** X Estimate High Earnings/Share 3.28 = Forecast High Price \$ (3D7 as adj.) (4A1) **B LOW PRICE -- NEXT 5 YEARS** 24.2 20.0 1.28 1.42 = \$ 28.4 (a) Avg. Low P/E X Estimated Low Earnings/Share (3E7 as adj.) 22.8 (b) Avg. Low Price of Last 5 Years = (3B7) (c) Recent Severe Market Low Price = 21.5 2.9 0.400 Present Divd. (d) Price Dividend Will Support (H) High Yield 0.139 28.4 Selected Estimate Low Price

C ZONING 78.7 28.4 50.3 12.6 High Forecast Price Minus Low Forecast Price Equals Range. 1/3 of Range = (4A1) (4C2) Lower 1/3 = 28.4 41.0 (4B1) to (Buy) Note: Ranges changed to 25%/50%/25% (4C3) Middle 1/3 = 41.0 \_ (Maybe) (4C4) Upper 1/3 = 66.1 78.7 (4A1) (Sell) 29.850 Buv Present Market Price of is in the Range

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

High Price (4A1)	78.7	Minus Present Price	29.850					
	29 850		00 4	_ =	48.9	= _	33.7	To 1
Present Price	29.850	Minus Low Price	(4B1) <b>28.4</b>	_	1.5		(4D)	

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

High Price (4A1)	78.7							
		= (	2.637	) X 100 = (	263.7	) - 100 =	163.7	% Appreciation
Present Market Price	29.850						(4E)	

Relative Value: 80.5% Proj. Relative Value: 68.1%

% Compd Ann Rate of Ret

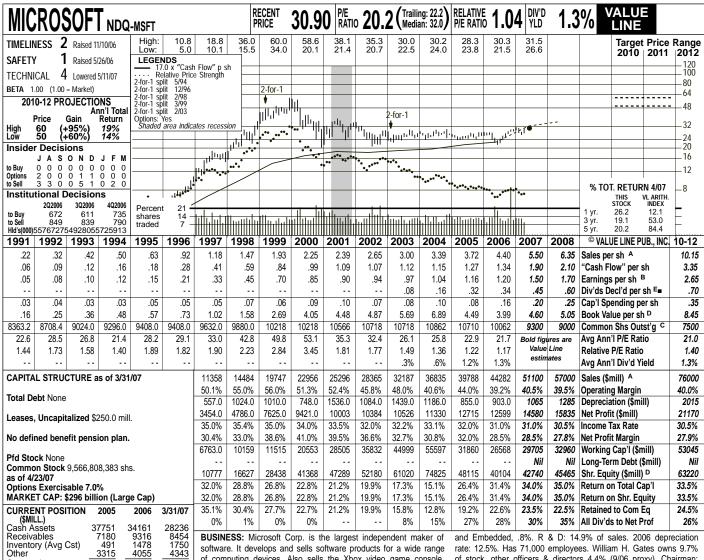
(4C5)

20.1%

22.1%

5-YEAR POTENTIAL	This combines price appreciation	on with dividend yield to get a	an estimate of t	otal return. It provides a	standard for comparing income	and growth stocks.		
A Present Full Year's Dividend \$ 0.400			re expressed	·	e table below to convert to a	compound rate.		
Present Price of Stock \$	29.850	0.013	_ X 100 =	1.3 (5A)	Present Yield or % Retu	irned on Purchase	e Price	
B AVERAGE YIELD OVER NEXT Avg. Earnings Per Share Next 5		X Avg. % Payout	(3G7)	17.5	= <u>41.0</u> 29.850	_ =	1.4 (5B)	%
C ESTIMATED AVERAGE ANNUA 5 Year Appreciation Potential	AL RETURN OVER NEXT FIVE	YEARS		Fleselit Flice (		P.A.R.	Tot.	Ret.
Average Yield (5B)	(:-)	32.7	_ %		Average Yield Appreciation			0.7% 21.4%
Average Total Annual Return Ove	r the Next 5 Years		_ %		_			

34.1



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

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: 425-882-8080. Internet: www.microsoft.com.

ANNUAL RATES Past Past Est'd '04-'06 to '10-'12 of change (per sh) 5 Yrs. 12.0% 5.0% 7.0% Sales "Cash Flow" 17.5% 17.0% 19.0% 19.5% Earnings 21.5% 15.0% 17.0% 8.5% Dividends Book Value 24.0% 6.5%

48737

2086

14791

16877

49010

2909

19533

22442

42783

2843

18784

21627

Current Assets

Accts Payable Debt Due

Current Liab.

Fiscal Year Ends	QUA Sep.30	RTERLY S Dec.31		nill.) ^ Jun.30	Full Fiscal Year
2004	8215	10153	9175	9292	36835
2005	9189	10818	9620	10161	39788
2006	9741	11837	10900	11804	44282
2007	10811	12542	14398	13349	51100
2008	12500	15500	14000	15000	57000
Fiscal	EAI	RNINGS PI	ER SHARE	АВ	<u>F</u> ull .
Year Ends	Sep.30	Dec.31	Mar.31	Jun.30	Fiscal Year
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
Cal-	QUAR	TERLY DI	/IDENDS I	PAID E	Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2003	.08			.16	.24
2004			.08	.08	.16
2005	.08	.08	.08	.08	.32
2006	.09	.09	.09	.10	.37
2007	۰. ا				
2007	.10				

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%. Demand was strong for the company's

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 May 25, 2007

(A) Fiscal year ends June 30th. (B) Primary earnings through fiscal '97, then diluted. Excludes nonrecurring losses: '98, 3¢; '01, 23¢; '02, 23¢; '03, 5¢; '04, 29¢; '05, 4¢; gain: '99,

\$4.4 billion, 44¢ a share. **(E)** Dividends historilber 2, 2004.

1¢; accounting charge, '01, 3¢. Next earnings report due late July. (C) In millions, adjusted for stock splits. (D) Includes intangibles. In 2006: all dividend of \$3.00 a share was paid December 10.00 and 10.00 and 10.00 are reported by the control of \$3.00 a share was paid December 10.00 and 10.00 are reported by the control of \$3.00 a share was paid December 10.00 and 10.00 are reported by the control of \$3.00 a share was paid December 10.00 and 10.00 are reported by the control of \$3.00 a share was paid the control of \$3.00 a share was paid December 10.00 and 10.00 are reported by the control of \$3.00 a share was paid December 10.00 are reported by the control of \$3.00 a share was paid December 10.00 are reported by the control of \$3.00 a share was paid December 10.00 are reported by the control of \$3.00 a share was paid December 10.00 are reported by the control of \$3.00 a share was paid December 10.00 are reported by the control of \$3.00 a share was paid December 10.00 are reported by the control of \$3.00 a share was paid December 10.00 are reported by the control of \$3.00 a share was paid December 10.00 are reported by the control of \$3.00 a share was paid December 10.00 are reported by the control of \$3.00 a share was paid December 10.00 are reported by the control of \$3.00 a share was paid December 10.00 are reported by the control of \$3.00 a share was paid December 10.00 are reported by the control of \$3.00 a share was paid December 10.00 are reported by the control of \$3.00 a share was paid December 10.00 are reported by the control of \$3.00 a share was paid December 10.00 are reported by the control of \$3.00 a share was paid December 10.00 are reported by the control of \$3.00 a share was paid December 10.00 are reported by the control of \$3.00 a share was paid December 10.00 are reported by the control of \$3.00 a share was paid December 10.00 are reported by the control of \$3.00 a share was paid December 10.00 are reported by the control of \$3.00 a share was paid December 10.00 are reported by the co

Company's Financial Strength Stock's Price Stability A++ 85 Price Growth Persistence **Earnings Predictability** 100