

sumer packaged goods, which are marketed in more than 180 countries around the world. Has six reportable segments: Beauty (24% of fiscal 2011 sales, 22% of pretax profits); Grooming (10%, 13%); Health Care (14%, 16%); Snacks & Pet Care (4%, 2%); Fabric Care & Home Care (30%, 28%); and Baby Care & Famility Care

top line; Wal-Mart Stores accounted for 15%. Has approximately 129,000 employees. Officer & directors own .3% of common stock (8/11 proxy). President, Chairman & CEO: Robert A. McDonald. Incorporated: Ohio. Address: One Procter & Gamble Plaza, Cincinnati, Ohio 45202. Telephone: 513-983-1100. Internet: www.pg.com.

ANNUAL RATES Past Past Est'd '09-'11 of change (per sh) 5 Yrs. to '15-'17 6.5% 7.5% 9.5% 5.5% 8.0% Sales "Cash Flow" 7.0% 8.5% Earnings 8.0% 10.0% 10.5% 8.0% Dividends Book Value 16.0% 19.0%

18782

7251 8472

24282

21970

8022

9981

27293

23651

6735 14118

29792

8939

Current Assets

Accts Payable Debt Due

Current Liab.

Fiscal   Year	QUARTERLY SALES (\$ mill.) A				Full Fiscal
Ends	Sep.30	Dec.31	Mar.31	Jun.30	Year
2009	21582	20368	18417	18662	79029
2010	19807	21027	19178	18926	78938
2011	20122	21347	20230	20860	82559
2012	21917	22135	20348	20700	85100
2013	22300	22600	20900	21300	87100
Fiscal	Voor Entitle Office				
Year Ends	Sep.30	Dec.31	Mar.31	Jun.30	Fiscal Year
2009	1.03	.94	.83	.78	3.58
2010	.97	1.01	.83	.71	3.53
2011	1.02	1.11	.96	.84	3.93
2012	1.03	1.10	.94	.93	4.00
2013	1.09	1.16	1.05	1.05	4.35
Cal-	QUARTERLY DIVIDENDS PAID C=				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2008	.35	.40	.40	.40	1.55
2009	.40	.44	.44	.44	1.72
2010	.44	.482	.482	.482	1.89
2011	.482	.525	.525	.525	2.06
2012	.525				
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Procter & Gamble is having a rough go of it. Sales came in below expectations in the December interim, and we anticipate that the top line will merely hold steady in the second half of fiscal 2012 (ends June 30th). Share net comparisons, which have recently been lackluster, will probably remain uninspiring. price hikes, which have been implemented across the board, are helping to drive the top line and offset higher input costs.

Things should get better in fiscal 2013. We are looking for sales to edge up by 2%, to \$87.1 billion; share net should advance 9%, to \$4.35. An improving global economy will probably help spur demand for P&G's offerings and lead to a better

overall operating environment.

P&G announced a new plan to divest its Snacks business to The Kellogg Company in an all-cash transaction worth \$2.7 billion. (The prior agreement to sell the unit, which houses the Pringles brand, to Diamond Foods was mutually terminated.) This new deal is expected to close sometime in the summer of 2012. Management said the results of the Snacks group, which accounted for a very small portion of

P&G's top and bottom lines, will be classified as discontinued going forward. We have updated our presentation accordingly. This divestiture of *Pringles* ought to create decent value for PG holders, as the after-tax gain will probably be about \$1.5 billion. No plans for the proceeds have been announced yet, but acquisitions or debt repayments are likely.

This issue is untimely, entirely due to recent bottom-line weakness. In fact, the stock price has risen slightly since our December review, and has regained all of the ground that was lost last summer.

Conservative investors should like just about everything they see on this page. The issue is ranked 1 (Highest) for Safety. The Beta is well below the market averages, making PG stock one of the most stable holdings out there (Price Stability is 100). Finally, the company's Financial Strength is gilt-edged at A++

This equity is best suited for our risksubscribers with an eye toward 2015-2017. Indeed, capital appreciation potential is well-defined, and the rising dividend is a nice bonus.

Erik A. Antonson March 30, 2012

(A) Fiscal years end June 30th. (B) Based on average shares thru '96, diluted thereafter. Excludes nonrecurring: '99, (13¢); '00, (24¢); '01, (53¢); '02, (25¢); '03, (19¢); '08, (12¢); '09,

Dividends historically paid in February, May, adjusted for splits.

(64¢); '10, 58¢; '11, (53¢). EPS may not sum dugust, and November. ■ Dividend reinvestment plan available. (D) Includes intangibles. In Next earnings report due late April. (C) '11: \$90.2 bill., \$32.61 a share. (E) In millions,

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