

| (\$MILL.) |  | 2010 |  |
| :--- | :--- | :--- | :--- | :--- |
| Cash Assets | 8809.3 | 3648.4 | 4077.0 | Cash Assets Receivables Reventory (FIFO)

Other
Current Assets
Accts Payable Debt Due
Current Liab.
$\begin{array}{lll}8809.3 & 3648.4 & 4077.0 \\ 6541.9 & 7184.0 & 7038.1\end{array}$
$\begin{array}{lll}6541.9 & 7184.0 & 7038.1 \\ 3264.9 & 3188.7 & 3475.0\end{array}$
$\begin{array}{lll}3264.9 & 3188.7 & 3475.0 \\ 4697.8 & 8296.4 & 9542.1\end{array}$
$\frac{4697.8}{3313.9}-\frac{8296.4}{2317.5}, \frac{9542.1}{4132.2}$
$2 \overline{3313.9} 2 \overline{2317.5} 2 \overline{4132.2}$
$\begin{array}{lll}1280.5 & 1535.8 & 1448.6 \\ 5189.6 & 63948 & 55913\end{array}$
$\begin{array}{lll}5189.6 & 6394.8 & 5591.3 \\ 6579.4 & 9331.8 & 8800.0\end{array}$
$1 \overline{3049.5} 1 \overline{7262.4} \quad 1 \overline{5839.9}$

ANNUAL RATES Past Past Est'd '08-'10
of change (per sh)
Sales
"Cash Flow" Earnings Dividends Book Value

| Past | Past | Est'd '08-'10 |
| :---: | :---: | :---: |
| 10 Yrs. | 5 Yrs. | to '14-'16 |
| $9.0 \%$ | $9.5 \%$ | $7.5 \%$ |
| $9.0 \%$ | $10.0 \%$ | $8.5 \%$ |
| $8.0 \%$ | $9.5 \%$ | $10.0 \%$ |
| $9.0 \%$ | $9.0 \%$ | $9.0 \%$ |
| $11.0 \%$ | $9.0 \%$ | $12.5 \%$ |


| Cal- | QUAARTERLY SALES (\$ mill.) |  |  |
| :--- | :---: | :---: | :---: | :---: |
| endar | Mar. 31 Jun. 30 | Sep. 30 | Dec. 31 | | 2008 | 6765 | 7314 | 7498 | 7951 | 29528 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 2009 | 6718 | 7496 | 7761 | 8790 | 30765 |
| 2010 | 7698 | 8096 |  |  |  | | 2010 | 678 | 7496 | 776 | 8998 | 30765 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 2010 |  |  |  |  |  |
| 2011 | 6988 | 8826 | 8675 | 9968 | 35167 |
| 9041 | 9616 | 9580 | 10363 | 38600 |  | | 2012 | 9450 | 9850 | 9800 | 11150 |
| :---: | :---: | :---: | :---: | :---: |
| Cal- | EARNINGS PER SHARE A | Full |  |  | | $\begin{array}{c}\text { Cal- } \\ \text { endar }\end{array}$ | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | $\begin{array}{c}\text { Fulir } \\ \text { Year }\end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2008 | .60 | .85 | .69 | .89 | 3.03 |


| 2008 | .60 | .85 | .69 | .89 | 3.03 |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 2009 | .73 | .89 | .92 | 1.18 | 3.72 |
| 2010 | .81 | 1.01 | 1.05 | 1.30 | 4.17 |
| 2011 | .91 | 1.12 | 1.18 | 1.46 | 4.67 |
| 2012 | 1.00 | 1.22 | 1.26 | 1.52 | 5.00 |
| Cal- | QUARTERLY DIVIDENDS PAID Ba |  |  |  | Full |
| endar | Mar.31 | Jun.30 | Sep.30 | Dec.31 | Year |
| 2007 | .295 | .325 | .325 | .325 | 1.27 |
| 2008 | .325 | .36 | .36 | .36 | 1.41 |
| 2009 | .36 | .40 | .40 | .40 | 1.56 |
| 2010 | .40 | .44 | .44 | .44 | 1.72 |
| 2011 | 44 | 48 |  |  |  |

BUSINESS: Abbott Laboratories operates four segments: Pharmaceutical Products ( $56.5 \%$ of ' 10 sales) develops, manufactures, and sells a broad line of adult and pediatric pharmaceuticals, which are sold primarily on the prescription, or recommendation, of physicians; Diagnostic Products (10.8\%) diagnostic systems and tests for blood banks, hospitals, labs, physicians' offices, etc.; Nutri-
Abbott Laboratories is on track for another year of double-digit earnings growth in 2011. Second-quarter share net improved $11 \%$, to $\$ 1.12$, which matched our expectation. The top line advanced 9\%, though constant-currency growth was only $4.4 \%$. The softer organic growth was attributable to lower contributions from a few segments, particularly the Established Pharmaceuticals division. Importantly, Humira demand remained robust with sales climbing $19 \%$ in the U.S. and $31 \%$ (19\% excluding currency effects) internationally. Meanwhile, emerging market performance remains strong.
We have raised our 2011 share-net estimate by $\mathbf{\$ 0 . 0 5}$, to $\mathbf{\$ 4 . 6 7}$. Our revised estimate is in the upper end of management's updated guidance range of $\$ 4.58$ $\$ 4.68$. The top-line outlook is a little more favorable, with a higher projected contribution from Humira and a boost from currency translation.
The long-term outlook remains solid. Investor concerns regarding the potential impact of competition on Humira sales appear to be overblown. Humira will likely eventually have to deal with competing
tional Products ( $15.7 \%$ ) a wide range of adult and pediatric nutritional products; Vascular products (9.1\%) coronary, vessel-closure, and endovascular devices; Other ( $7.9 \%$ ). ' 10 R\&D: $\$ 3.7$ billion. Employs about 69,000 . Chairman \& CEO: Miles D. White. Incorporated: IL. Address: 100 Abbott Park Road, Abbott Park, IL 60064. Telephone: 847-937-6100. Internet: www.abbott.com.
products that offer the benefit of oral administration. However, it should still have the market to itself for a few years, and ought to remain a significant contributor to earnings at least through the 2014-2016 period. Meanwhile, ABT has time to allow its segment and geographic diversification strategy to play out. The company has invested heavily to expand its presence in higher-growth emerging markets, like India. Emerging market sales climbed $23 \%$ in the recent period, to $\$ 2.6$ billion ( $27 \%$ of total sales). The region represents a substantial avenue of growth, and accounted for 58\% of the Established Pharmaceuticals segment and $42 \%$ of Nutritionals in the recent quarter. Notably, emerging market nutritionals sales should exceed \$2 billion this year, and are projected to double over the next five years.
These shares maintain an AboveAverage (2) Timeliness rank. ABT's valuation remains attractive at a P/E ratio of 10.6, and the shares have decent appreciation potential. Moreover, investors should find the solid dividend yield and top rank for Price Stability appealing. J od Schwed

October 14, 2011

[^0]
[^0]:    (A) Primary earnings thru '96, diluted earnings
    thereafter. Excludes nonrecurring gain/
    (53¢); '08, 19¢; '10, (\$1.21). Next earnings
    report due late January. (B) Dividends histori-
    able. (C) Includes intan,
    lion, $\$ 18.15$ a share. (losses): '99, (9¢); '01, (89¢); '02, (28¢); '03, cally paid in February, May, August, and No- (D) In millions.
    (46¢); '04, (21¢); '05, (34¢); '06, (\$1.40); '07, vember. Dividend reinvestment plan avail-
    mpany's Financial Strength
    Stock's Price Stability
    Price Growth Persistence

