

| ANNUAL RATES | Past | Past | Est'd '08-'10 |
| :--- | :---: | :---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to '14.'16 |
| Revenues | $3.5 \%$ | $7.5 \%$ | $9.5 \%$ |
| "Cash Flow" | $-2.0 \%$ | $-2.0 \%$ | $18 \%$ |
| Earnings | $-3.0 \%$ | $-3.0 \%$ | $23.0 \%$ |
| Dividends | -- | $7.0 \%$ |  |
| Book Value | $6.0 \%$ | $1.0 \%$ | $11.5 \%$ |

Fiscal QUARTERLY REVENUES (\$ mill.) A $\quad$ Full \begin{tabular}{l|l|l}
$\begin{array}{l}\text { Year } \\
\text { Ends }\end{array}$ \& Jan.Per Apr.Per Jul.Per Oct.Per \& $\begin{array}{l}\text { Fiscal } \\
\text { Year }\end{array}$ \\
\hline 2008 \&

 

\hline 2008 \& 2087 \& 2150 \& 1848 \& 2044 \& 8129 \\
2009 \& 1333 \& 1020 \& 1134 \& 1527 \& 5014 \\
2010 \& 1849 \& 2296 \& 2518 \& 2886 \& 9549 \\
2011 \& 2686 \& 2862 \& 2787 \& 2265 \& 10600 \\
\hline

 

2012 \& 2200 \& 2250 \& 2350 \& 2500 \\
\hline Fiscal \& \& EARNINGS PER SHARE A B
\end{tabular} Year

Ynds
EARNINGS PER SHARE A B
Jan.Per Apr.Per Jul.Per Oct.Per
ш

| Ends | Jan.Per | Apr.Per | Jul.Per | Oct.Per | Year |
| :---: | :---: | :---: | :---: | :---: | :---: | ---: |
| 2008 | .19 | .22 | .12 | .17 | .70 |
| 2009 | d.10 | d.19 | d.04 | .10 | d.23 |
| 2010 | .13 | .22 | .29 | .36 | 1.00 |
| 2011 | .38 | .37 | .36 | .19 | 1.30 |
| 2012 | .20 | .25 | .25 | .30 | 1.00 |
| Cal- | QUARTERLY DIVIDENDS PAID E |  |  |  | Full |
| endar | Mar.31 | Jun.30 | Sep.30 | Dec.31 | Year |
| 2007 | .05 | .06 | .06 | .06 | .23 |
| 2008 | .06 | .06 | .06 | .06 | .24 |
| 2009 | .06 | .06 | .06 | .06 | .24 |
| 2010 | .06 | .07 | .07 | .07 | .27 |
| 2011 | .07 | .08 | .08 |  |  |

(A) Fiscal year ends last Sunday in October (B) Diluted earnings. Excl. nonrecurring items: 96, d\$0.02; '97, d\$0.04; '98, d\$0.27; '99, \$0.03; '01, d\$0.25; '02, d\$0.02; '03, d\$0.11;
 writedown in '03. Next earnings report due late ments in Mar., Jun., Sep., Dec. (F) Includes in November. (C) In mill., adj. for splits. (D) F'06
earnings include stock option expense of $\$ 0.11$

