

| C\$MLL.) |  |  |  |
| :--- | ---: | ---: | ---: |
| Cash Assets | 619.6 | 471.2 | 734.9 |
| Receivables | 1162.3 | 1323.6 | 1673.8 |
| lnventory (LIFO) | 1609.3 | 1478.8 | 1770.2 |
| Other | 510.8 | 417.8 | 386.6 |
| Current Assets | 3902.0 | 3691.4 | 4565.5 |
| Accts Payable | 995.1 | 1148.9 | 1244.9 |
| Debt Due | 1342.6 | 1267.7 | 2760.7 |
| Other | $\underline{1321.5}$ | $\frac{1426.6}{1730.8}$ |  |
| Current Liab. | 3659.2 | 3843.2 | $\frac{5736.4}{}$ |


| ANNUAL RATES | Past | Past | Est'd '10-'12 |
| :--- | ---: | ---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to '15-'17 |
| Sales | $7.5 \%$ | $7.5 \%$ | $7.0 \%$ |
| "Cash Flow" | $9.0 \%$ | $8.5 \%$ | $8.0 \%$ |
| Earnings | $9.5 \%$ | $10.5 \%$ | $7.5 \%$ |
| Dividends | $7.0 \%$ | $10.5 \%$ | $8.5 \%$ |
| Book Value | $20.0 \%$ | $3.5 \%$ | $7.0 \%$ |


| Fiscal <br> Year <br> Ends | QUARTERLY SALES (\$ mill.) A <br> Aug.Per Nov.Per Feb.Per May Per |  |  | Full <br> Fiscal <br> Year |  |
| :---: | :---: | :---: | :---: | :---: | ---: |
| 2009 | 3497 | 4011 | 3537 | 3646 | 14691 |
| 2010 | 3519 | 4078 | 3629 | 3570 | 14796 |
| 2011 | 3533 | 4066 | 3646 | 3635 | 14880 |
| 2012 | 3848 | 4624 | 4120 | 4066 | 16658 |
| 2013 | 4051 | 4882 | 4300 | 4292 | 17525 |
| Fiscal | EARNINGS PER SHARE ABE |  |  |  | Full <br> Year <br> Ends |
| Aug.Per Nov.Per Feb.Per May Per |  |  |  |  |  |
| Fiscal |  |  |  |  |  |
| Year |  |  |  |  |  |

BUSINESS: General Mills, Inc. processes and markets consumer
foods. Sales breakdown (excl. joint ventures): U.S. Retail, including
cereals, U.S. Pillsbury, baking/snacks/yogurt, meals (63\% of reve-
nues); Int'I (25\%); and Bakeries \& Foodservice (12\%). Well known
brands: Cheerios, Wheaties, Total, Chex, Betty Crocker, Bisquick,
Hamburger Helper, Yoplait, and Progresso. Acq'd. controlling inter-
General Mills posted better-thanexpected results in the fiscal second quarter (ended November 25, 2012). There were a few factors behind the upside, most notably a significant contribution from businesses acquired in 2012. The new units accounted for four percentage points of the $6 \%$ growth in total sales. Also hel ping the bottom line-which came in at $\$ 0.86$ a share, excluding items reducing compatibility, versus our estimate of \$0.80 and the year-earlier tally of $\$ 0.76$ - were income from joint ventures, a lower interest expense, and a reduction in spending on marketing and promotions.
But we still have our concerns about the remainder of fiscal 2013. Despite the aforementioned outperformance, we have only added $\$ 0.02$ to our full fiscalyear share-net estimate, which includes a likely year-over-year decline in the final period. The primary reason for our so-so outlook is the continued struggles of the company's Big G cereal, Yoplait yogurt, and Baking Products divisions. Sales in the company's flagship cereal unit fell 2\% in the second quarter, hurt by an ultra competitive category and competition from
est in Yoplait, 7/11; Pillsbury, 11/01; Chex, 2/97. Owns 50\% of Cereal Partners Worldwide with Nestle. Has 35,000 emplys. Officers/directors own $1.4 \%$ of common stock; State Street Corp., 6.4\% (8/12 proxy). Chairman \& CEO: Kendall J. Powell. Inc.: DE. Address: Number One General Mills Blvd., Minneapolis, MN 55426. Tel.: 763-764-7600. Internet: www.generalmills.com.
other breakfast options. Too, the company's effort to gain market share in the yogurt category has proven challenging, as General Mills faces stiff competition in the emerging Greek yogurt category. Yoplait sales fell 5\% in the November period, though it was an improvement from the $10 \%$ drop recorded in the initial quarter of fiscal 2013. Moreover, the company noted during it last conference call that inflation is now expected to be at the high end of its 2\%-3\% guidance range. Meanwhile
General Mills remains aggressive on the product development front. It plans to unveil 100 products in fiscal 2013, including new flavors for a 100-calorie version of its Yoplait Greek yogurt. In the cereal category, it will introduce a "Medley Crunch" version of its biggest brand Honey Nut Cheerios. The company also plans to ramp up marketing and advertising spending behind the new products.
High-quality General Mills stock is ranked 2 (Above Average) for Timeliness. It also offers a nice dividend yield and total-return potential for conservative, income-oriented investors.
William G. Ferguson
(A) Fiscal year ends last Sun. in May
(B) Primary egs. through 1997, dil. thereafter. '12, (21c); '13 Q1-Q2, 12c. Next egs. report $\$ 13.6$ bill., $\$ 20.51 /$ sh. (E) Quarterly egs. may Excl. nonrecurring: '98, 10¢; '99, 5 ¢; '00, 1 1 ; due late March. (C) Div'ds. historically paid in $\quad$ not sum to total due to rounding/changes in


Company's Financial Strength Stock's Price Stability
Price Growth Persistence
Earnings Predictability

