

| Cash Assets | 619.6 | 471.2 | 751.2 |
| :--- | ---: | ---: | ---: |
| Receivables | 1162.3 | 1323.6 | 1591.5 |
| lnventory | 1609.3 | 1478.8 | 1606.4 |
| Other | 510.8 | 417.8 | 416.7 |
| Current Assets | $\overline{3902.0}$ | 3691.4 | 4365.8 |
| Accts Payable | 995.1 | 1148.9 | 1186.0 |
| Debt Due | 1342.6 | 1267.7 | 1426.7 |
| Other | 1321.5 | 1426.6 | 1669.9 |
| Current Liab. | $\overline{3659.2}$ | 3843.2 | 4282.6 |


| ANNUAL RATES | Past | Past |  |
| :--- | ---: | ---: | ---: | Est'd '10''12


| Fiscal <br> Year <br> Ends | QUARTERLY SALES (\$ mill.) A <br> Aug.Per Nov.Per Feb.Per May Per |  |  | Full <br> Fiscal <br> Year |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2010 | 3519 | 4078 | 3629 | 3570 | 14796 |
| 2011 | 3533 | 4066 | 3646 | 3635 | 14880 |
| 2012 | 3848 | 4624 | 4120 | 4066 | 16658 |
| 2013 | 4051 | 4881 | 4431 | 4312 | 17675 |
| 2014 | 4275 | 5000 | 4600 | 4425 | 18300 |
| Fiscal | EARNINGS PER SHARE ABE |  |  |  | Full <br> Year <br> Ends |
| 2010 | Aug.Per Nov.Per Feb.Per May Per | Fiscal |  |  |  |
| 2011 | .64 | .77 | .49 | .40 | 2.30 |
| 2011 | .64 | .76 | .56 | .52 | 2.48 |
| 2012 | .64 | .76 | .55 | .60 | 2.56 |
| 2013 | .66 | .86 | .64 | .53 | 2.69 |
| 2014 | .70 | .90 | .65 | .65 | 2.90 |
| Cal- | QUARTERLY DIVIDENDS PAID Ca | Full |  |  |  |
| endar | Mar.31 Jun.30 Sep.30 Dec. 31 | Year |  |  |  |
| 2009 | .215 | .215 | .235 | .235 | .90 |
| 2010 | .245 | .245 | .28 | .28 | 1.05 |
| 2011 | .28 | .28 | .305 | .305 | 1.17 |
| 2012 | .305 | .305 | .33 | .33 | 1.27 |
| 2013 | .33 | .33 | .38 |  |  |

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## Interest in General Mills stock contin-

ues to build. It is up 22\% since our late$J$ anuary report and is even more notably higher than its most recent nadir in 2011. The investment community seems pleased by the cereal and snacks maker's recent results, which included a better-thananticipated 16\% advance in adjusted fiscal third-period (ended February 24th) share earnings. The primary catalyst has been contributions from new businesses, which accounted for six percentage points of the 8\% February-quarter sales growth. Our sense is that investors also are excited about the possibility of much stronger recoveries in the underlying businesses in the quarters ahead. This is based on the assumption that the company's focus on reinvestment in the business, especially in the area of product innovation, over the last two years will begin to be noticeable at General Mills' top line. However,
There are some near-term concerns here. Most notably, General Mills' two largest businesses, cereal and yogurt, continue to report sales declines. In fact, sales of Big G cereals and Yoplait yogurt fell 2\%

quarter. On the cereal side, our sense is that lower-income consumers are still cash-strapped (maybe even more so than last year due to higher payroll taxes) and thus could opt for more cheaply priced private-label offerings. Such a trend will probably continue to take a toll on cereal sales. Meanwhile, the Yoplait business continues to face stiff competition, particularly in the fast-growing Greek yogurt category. Given these headwinds, we are only looking for a modest pickup in earnings growth over the next few years. However, investors should note that a moderation in commodity (i.e., input) cost inflation could prove our projections conservative.
High-quality, neutrally ranked General Mills stock remains a preferred choice for conservative accounts stressing income. The company continues to do an excellent job returning profits to shareholders. To this end, General Mills announced a 15\% dividend increase beginning with its August payment and has reaffirmed its plans to continue buying back stock.
William G. Ferguson
April 26, 2013


[^0]:    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 revenues); Int'l (25\%); and Bakeries \& Foodservice (12\%). Well known brands: Cheerios, Wheaties, Total, Chex, Betty Crocker, Bisquick, Hamburger Helper, Yoplait, and Progresso. Acq'd. controlling inter-
    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.

