

(A) Based on diluted shares. Next earnings report due late January. Excludes nonrecurring gain/(losses): '04, (3¢); '05, (7¢); '06, (11¢); '19, (4¢), (B) Div'ds historically paid \$6.25/sh. about the first April, July, Oct., Dec. Div'd (D) In millions, adjusted for stock split. (C) Includes intangibles. In '19: \$2ir (51¢); '19, (4¢), (B) Div'ds historically paid \$6.25/sh. about the first April, July, Oct., Dec. Div'd (D) In millions, adjusted for stock split. (P) In millions, adjusted for stock split.

(C) Includes intangibles. In '19: \$26.8 bill.,

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

100 100