

63% of systemwide sales and 55% of consolidated operating in-

Telephone: 630-623-3000. Internet: www.mcdonalds.com.

ANNUAL RATES of change (per sh) Revenues "Cash Flow" Earnings Dividends Book Value		Past 10 Yrs. 3.0% 7.5% 8.0% 9.5%	Past 5 Yrs. 6.5% 7.5% 6.5%	to	'17-'19 23-'25 5.5% 3.5% 9.0% 8.0% NMF	•
Cal-	QUARTE	RLY REVENU	JES (\$ mill	ĮΕ	Full	-

QUAR Mar.31	Full Year			
5675	6049	5754	5340	22820
5139	5354	5369	5163	21025
4956	5341	5431	5349	21077
4714	3762	5418	5456	19350
5175	<i>5550</i>	5650	5625	22000
EA	Full			
Mar.31	Jun.30	Sep.30	Dec.31	Year
1.47	1.70	1.76	1.71	6.66
1.79	1.99	2.10	1.97	7.90
1.72	2.05	2.11	1.97	7.84
1.47	.65	2.22	2.01	6.35
1.85	2.15	2.25	2.15	8.40
QUART	Full			
Mar.31	Jun.30	Sep.30	Dec.31	Year
.89	.89	.89	.94	3.61
.94	.94	.94	1.01	3.83
1.01	1.01	1.01	1.16	4.19
1.16	1.16	1.16	1.25	4.73
1.25				
	Mar.31 5675 5139 4956 4714 5175 EAI Mar.31 1.47 1.79 1.72 1.47 1.85 QUART Mar.31 89 94 1.01	Mar.31 Jun.30 5675 6049 5139 5354 4956 5341 4714 3762 5175 5550 EARNINGS P Mar.31 Jun.30 1.79 1.99 1.72 2.05 1.47 65 1.85 2.15 QUARTERLY DIV Mar.31 Jun.30 89 89 94 94 1.01 1.01	Mar.31 Jun.30 Sep.30 5675 6049 5754 5139 5354 5369 5341 5431 4714 3762 5418 5175 5550 5650 EARNINGS PER SHARE Mar.31 Jun.30 Sep.30 1.47 1.70 1.76 1.79 1.99 2.10 1.72 2.05 2.11 1.47 65 2.22 1.85 2.15 2.25 QUARTERLY DIVIDENDS PIMar.31 Jun.30 Sep.30 89 89 89 89 89 94 94 94 94 1.01 1.01 1.01	5675 6049 5754 5340 5139 5354 5369 5163 4956 5341 5431 5349 4714 3762 5418 5456 5175 5550 5650 5625 EARNINGS PER SHARE AE Mar.31 Jun.30 Sep.30 Dec.31 1.47 1.70 1.76 1.71 1.79 1.99 2.10 1.97 1.72 2.05 2.11 1.97 1.47 65 2.22 2.01 1.85 2.15 2.25 2.15 QUARTERLY DIVIDENDS PAID B ■ Mar.31 Jun.30 Sep.30 Dec.31 89 89 89 94 94 94 94 1.01 1.01 1.01 1.16

McDonald's results continued recover in the third quarter. As was the case in the June interim, the United States was the standout, while international markets were slower to rebound. This was largely due to stricter measures to combat the pandemic and a less expansive drive-through presence (nearly 95% of U.S. locations offer the service, versus about 70% in Europe). On our shores, comparable-store sales returned to positive territory, climbing 4.6%. While guest counts were down, order sizes were larger. Effective marketing also helped, highlighted by a much-buzzed-about collaboration with rapper Travis Scott. Elsewhere, comps were down 4.4% in the International Operated segment, hurt by weakness in France, Germany, Spain, and the United Kingdom. The International Developmental Licensed market was even softer, with same-store sales decreasing 10.1%. Strength in Japan was offset by weakness in Latin America and China. All told, share earnings clocked in at \$2.22 (excluding a \$0.13 gain from the sale of McDonald's Japan stock), versus \$2.11 in the like period of 2019 and our original

\$1.80 forecast.

The fourth quarter should bring more of the same. By that we mean that the U.S. should remain a relative outperformer, though probably even more so, as stricter lockdown measures have been implemented in places like the United Kingdom, France, and Germany. New cases are rising quickly on our shores too, though restrictions on par with those in Europe don't appear to be in the offing at this point. Regional restrictions on indoor dining are more likely here, though MCD has kept most of its dining rooms closed this year. Too, as noted, the company's operations are well suited pandemic life with extensive through, delivery, and digital capabilities. Longer term, management is exploring a loyalty program and is looking to introduce a crispy chicken sandwich next year to compete with Popeye's and Chick-fil-A. With the stock trading less than 10% below its all-time high, capital gains potential is subdued. However, there is considerable appeal for conservative accounts looking for a bit of current income. Matthew Spencer, CFA November 20, 2020

(A) Based on diluted shares. Excl. nonrecur. gain/(loss): '04, (6¢), '05, 3¢; '06, 53¢; '07, (93¢), '08, 9¢; '09, 13¢; '10, (2¢); '15, (17¢); '16, (27¢); '17, (29¢); '18, (16¢); '19, 4¢; '20,

12¢. Excl. cum. effect of accting change: '04, (8¢). Incl. tax benefit: '04, 7¢. Excl. tax benefit 4¢. Next egs. report due late January. (B) Div'ds paid mid-Mar., Jun., Sep., Dec.

■ Div'd. reinvestment plan available. (C) Incl. intang. At 12/31/19: \$2,677.4 mill., \$3.59/share. (D) In mill., adj. for splits. (E) May not sum due to rounding.

Company's Financial Strength Stock's Price Stability A++ 95 Price Growth Persistence **Earnings Predictability**