

FINANCIAL SUMMARY

in \$Mil, except per share data

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
Income Statement										
Revenues	\$ 29,139.0	\$ 32,774.0	\$ 36,298.0	\$ 41,862.0	\$ 47,348.0	\$ 50,514.0	\$ 53,324.0	\$ 61,095.0	\$ 63,747.0	\$ 61,897.0
Gross Profit	\$ 21,793.0	\$ 24,864.0	\$ 27,513.0	\$ 31,555.0	\$ 36,050.0	\$ 38,653.0	\$ 40,444.0	\$ 46,121.0	\$ 48,068.0	\$ 46,224.0
Operating Income	\$ 6,477.0	\$ 7,856.0	\$ 9,678.0	\$ 10,871.0	\$ 12,864.0	\$ 13,371.0	\$ 13,709.0	\$ 15,213.0	\$ 16,169.0	\$ 16,663.0
Net Income	\$ 4,800.0	\$ 5,616.0	\$ 6,597.0	\$ 7,197.0	\$ 8,509.0	\$ 10,411.0	\$ 11,053.0	\$ 10,576.0	\$ 12,949.0	\$ 12,266.0
Balance Sheet										
Excess Cash	\$ 3,178.0	\$ 5,515.0	\$ 7,133.0	\$ 9,499.0	\$ 12,375.0	\$ 13,517.0	\$ 4,084.0	\$ 8,522.0	\$ 12,093.0	\$ 19,425.0
Total Current Assets	\$ 15,450.0	\$ 18,473.0	\$ 19,266.0	\$ 22,995.0	\$ 27,320.0	\$ 31,394.0	\$ 22,975.0	\$ 29,945.0	\$ 34,377.0	\$ 39,541.0
Total Fixed Assets	\$ 11,248.0	\$ 12,458.0	\$ 14,314.0	\$ 17,052.0	\$ 18,664.0	\$ 19,716.0	\$ 24,028.0	\$ 26,466.0	\$ 27,392.0	\$ 29,251.0
Total Assets	\$ 31,321.0	\$ 38,488.0	\$ 40,556.0	\$ 48,263.0	\$ 53,317.0	\$ 58,025.0	\$ 70,556.0	\$ 80,954.0	\$ 84,912.0	\$ 94,682.0
Current Liabilities	\$ 7,140.0	\$ 8,044.0	\$ 11,449.0	\$ 13,448.0	\$ 13,927.0	\$ 12,635.0	\$ 19,161.0	\$ 19,837.0	\$ 20,852.0	\$ 21,731.0
Long-Term Debt	\$ 2,037.0	\$ 2,217.0	\$ 2,022.0	\$ 2,955.0	\$ 2,565.0	\$ 2,017.0	\$ 2,014.0	\$ 7,074.0	\$ 8,120.0	\$ 8,223.0
Total Liabilities	\$ 12,513.0	\$ 14,255.0	\$ 17,859.0	\$ 21,394.0	\$ 21,504.0	\$ 20,154.0	\$ 31,238.0	\$ 37,635.0	\$ 42,401.0	\$ 44,094.0
Shareholders' Equity (Common)	\$ 18,808.0	\$ 24,233.0	\$ 22,697.0	\$ 26,869.0	\$ 31,813.0	\$ 37,871.0	\$ 39,318.0	\$ 43,319.0	\$ 42,511.0	\$ 50,588.0
Tangible Equity	\$ 14,185.0	\$ 16,676.0	\$ 15,721.0	\$ 18,653.0	\$ 24,480.0	\$ 30,956.0	\$ 15,765.0	\$ 18,776.0	\$ 19,368.0	\$ 24,698.0
Cash Flow										
Cash From Operations	\$ 6,563.0	\$ 8,864.0	\$ 8,176.0	\$ 10,595.0	\$ 11,131.0	\$ 11,877.0	\$ 14,248.0	\$ 15,249.0	\$ 14,972.0	\$ 16,571.0
Capital Expenditures	\$ (1,485.0)	\$ (1,568.0)	\$ (1,943.0)	\$ (1,927.0)	\$ (1,938.0)	\$ (2,478.0)	\$ (2,227.0)	\$ (3,080.0)	\$ (2,364.0)	\$ (2,365.0)
Free Cash Flow	\$ 5,078.0	\$ 7,296.0	\$ 6,233.0	\$ 8,668.0	\$ 9,193.0	\$ 9,399.0	\$ 12,021.0	\$ 12,169.0	\$ 12,608.0	\$ 14,206.0
Owner Earnings (Quick Calculation)	\$ 4,830.0	\$ 5,653.0	\$ 6,316.0	\$ 7,139.0	\$ 8,695.0	\$ 10,026.0	\$ 11,648.0	\$ 11,671.0	\$ 14,130.0	\$ 13,361.0
Profitability										
Gross Margin	74.8%	75.9%	75.8%	75.4%	76.1%	76.5%	75.8%	75.5%	75.4%	74.7%
Operating Margin	29.7%	31.6%	35.2%	34.5%	35.7%	34.6%	33.9%	33.0%	33.6%	36.0%
Net Margin	16.5%	17.1%	18.2%	17.2%	18.0%	20.6%	20.7%	17.3%	20.3%	19.8%
Efficiency										
CROIC (F Wall Street)	23.0%	22.7%	28.7%	28.2%	32.2%	31.5%	24.6%	22.2%	27.2%	25.0%
Return on Capital (Magic Formula)	51.5%	54.5%	56.3%	52.2%	53.2%	59.8%	50.1%	54.1%	53.1%	51.7%
Return on Equity (Classic Buffett)	25.5%	23.2%	29.1%	26.8%	26.7%	27.5%	28.1%	24.4%	30.5%	24.2%
Owner Earnings / Profit	22.2%	22.7%	23.0%	22.6%	24.1%	25.9%	28.8%	25.3%	29.4%	28.9%
Owner Earnings / Operating Income	74.6%	72.0%	65.3%	65.7%	67.6%	75.0%	85.0%	76.7%	87.4%	80.2%
Performance Over Various Periods										
	2002-2006	2003-2007	2004-2008	2005-2009	2002-2005	2003-2006	2004-2007	2005-2008	2006-2009	MEDIAN
Revenue Growth	8.0%	7.9%	6.1%	4.1%	11.4%	10.1%	9.9%	7.7%	5.2%	7.9%
Gross Margin	75.8%	75.8%	75.8%	75.5%	76.0%	76.0%	76.0%	75.7%	75.4%	75.8%
Operating Margin	34.6%	34.5%	33.9%	33.9%	34.9%	34.5%	34.2%	33.8%	33.8%	34.2%
Owner Earnings Growth	15.6%	13.1%	14.6%	9.0%	15.4%	16.5%	13.1%	12.9%	7.4%	13.1%
CROIC	28.7%	28.2%	27.2%	25.0%	30.1%	29.8%	28.0%	25.9%	24.8%	28.0%
Return on Capital	53.2%	53.2%	53.2%	53.1%	54.7%	52.7%	53.7%	53.6%	52.4%	53.2%
Return on Equity	27.5%	26.8%	27.5%	27.5%	27.1%	27.1%	27.1%	27.8%	26.3%	27.1%
Growth in Fixed Assets	14.0%	13.1%	9.9%	9.4%	12.2%	13.8%	11.6%	10.1%	10.4%	11.6%
Equity Growth	10.2%	13.8%	9.6%	9.7%	11.8%	14.7%	12.7%	7.5%	7.5%	10.2%

