

## $\begin{array}{lllll}\text { Cash Assets } & 2820.8 & 4112.0 & 8809.3\end{array}$ Receivables

 Inventory (FIFO) OtherCurrent Asset
Accts Payable Debt Due Other
Current Liab.

| ANNUAL RATES | Past | Past | Est'd '06-'08 |
| :--- | ---: | :---: | ---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to '13.15 |
| Sales | $8.0 \%$ | $8.0 \%$ | $7.5 \%$ |
| "Cash Flow" | $8.0 \%$ | $7.0 \%$ | $8.5 \%$ |
| Earnings | $7.5 \%$ | $6.5 \%$ | $10.0 \%$ |
| Dividends | $9.0 \%$ | $7.5 \%$ | $9.0 \%$ |
| Book Value | $12.0 \%$ | $9.0 \%$ | $12.5 \%$ |


| $\begin{array}{\|l} \text { Cal- } \\ \text { endar } \\ \hline \end{array}$ | QUARTERLY SALES (\$ mill.) |  |  |  | Full Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| 2007 | 5945 | 6371 | 6377 | 7221 | 25914 |
| 2008 | 6766 | 7314 | 7498 | 7950 | 29528 |
| 2009 | 6718 | 7495 | 7761 | 8790 | 30765 |
| 2010 | 7680 | 8700 | 9020 | 10100 | 35500 |
| 2011 | 8400 | 9400 | 9750 | 10650 | 38200 |
|  |  | RNINGS P | ER SHARE |  | Fulf |
| enda | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2007 | . 55 | . 69 | . 67 | . 93 | 2.84 |
| 2008 | . 60 | . 85 | . 69 | . 89 | 3.03 |
| 2009 | . 73 | . 89 | . 92 | 1.18 | 3.72 |
| 2010 | . 80 | 1.05 | 1.05 | 1.30 | 4.20 |
| 2011 | . 95 | 1.15 | 1.20 | 1.40 | 4.70 |
| Cal- | QUAR | ERLY DIV | IIDENDS P | PAID ${ }^{\text {B }}$ | Full |
| endar | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2006 | . 275 | . 295 | . 295 | . 295 | 1.16 |
| 2007 | . 295 | . 325 | . 325 | . 325 | 1.27 |
| 2008 | . 325 | . 36 | . 36 | . 36 | 1.41 |
| 2009 | . 36 | . 40 | . 40 | . 40 | 1.56 |
| 2010 | 40 |  |  |  |  |

BUSINESS: Abbott Laboratories operates four segments: Pharmaceutical Products ( $56.6 \%$ of '08 sales) develops, manufactures, and sells a broad line of adult and pediatric pharmaceuticals, which are sold primarily on the prescription, or recommendation, of physicians; Diagnostic Products (12.1\%) diagnostic systems and tests for blood banks, hospitals, labs, physicians' offices, etc.; Nutri-
Abbott Laboratories finished 2009 on a strong note. Fourth-quarter sales advanced $11 \%$, to $\$ 8.79$ billion, ahead of our expectation, while share-net soared $33 \%$. The top-line gain reflected a favorable currency translation, which boosted sales by $2 \%$ Vigorous sales of flagship drug Humira (accounted for 19\% of total volume) and strong international results continued to drive ABT's performance. International Humira sales surged $48 \%$, helping offset relatively weak U.S. results (the U.S. segment faced a difficult comparison to the 43\% gain in 2008). Overall, international sales advanced 22\% (17\% excluding currency effects).
We are maintaining our 2010 sharenet estimate of \$4.20, and look for continued double-digit earnings growth in 2011. Our 2010 estimate falls at the low end of management's guidance range (\$4.20-\$4.25). Although there may actually be upside to the current guidance, we remain cautious due to the numerous moving parts and some uncertainty in the year-ahead outlook. The company has significant exposure to currency fluctuations, and should see a sharp drop in revenue
tional Products ( $16.7 \%$ ) a wide range of adult and pediatric nutritional products; Vascular products ( $7.6 \%$ ) coronary, vessel-closure, and endovascular devices; Other (7.0\%). '08 R\&D: $\$ 2.7$ billion. Employs about 69,000. Chairman \& CEO: Miles D. White. Incorporated: IL. Address: 100 Abbott Park Road, Abbott Park, IL 60064. Telephone: 847-937-6100. Internet: www.abbott.com.

## from Venezuela, as a result of the recent

 currency devaluation (Venezuela contributed about $\$ 350$ million in revenue in 2009). However, earnings accretion from the Solvay acquisition may provide an extra boost to the bottom line.
## Recent acquisitions should provide

 further diversification and a stronger global presence. Abbott announced/completed numerous deals in 2009, which allowed it to add new business segments and long-term avenues for growth. Advanced Medical Optics and Visiogen provides ABT with an immediate foothold in the eye care business, while Solvay's \$3 billion pharmaceutical products portfolio adds a significant international presence, with a strong position in key emerging markets. Meanwhile, the additions of Evalve (devices) and Starlims (diagnostics) should help ABT diversify into new business segments.These high-quality shares offer meaningful long-term appreciation potential. ABT should continue to post strong earnings gains to 2013-2015, with key acquisitions lifting results.
J oel Schwed
April 16, 2010
(A) Primary earnings thru '96, diluted earnings (53¢); '08, 19¢. Next earnings report due late tangibles. In '08: $\$ 15.1$ billion, $\$ 9.95$ a share. thereafter. Excludes nonrecurring gain/ April. (B) Dividends historically paid in Febru- (D) In millions, adjusted for stock split. thereafter, Excludes nonrecurring gain/ April. (B) Dividends historically paid in Febru-
(losses): '99, (9c); '01, (89¢); '02, (28¢); '03,


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

