

## $\begin{array}{lllll}\text { Cash Assets } & 8809.3 & 3648.4 & 50493\end{array}$

 Receivables Inventory (FIFO) OtherCurrent Asset
Accts Payable Debt Due
Current Liab.
$\begin{array}{lll}8809.3 & 3648.4 & 5049.3 \\ 6541.9 & 7184.0 & 7043.5\end{array}$
$\begin{array}{lll}6541.9 & 7184.0 & 7043.5 \\ 3264.9 & 3188.7 & 3269.3\end{array}$
$\begin{array}{lll}3264.9 & 3188.7 & 3269.3 \\ 4697.8 & 8296.4 & 7732.3\end{array}$
$2 \overline{3313.9} 2 \frac{8296.4}{2317.5} \quad 2 \frac{7732.3}{3094.4}$
$1280.5 \quad 1535.8 \quad 1602.0$
$5189.6 \quad 6394.8 \quad 3624.6$
$6579.4 \quad 9331.8 \quad 10187.4$
$1 \overline{3049.5} 1 \overline{7262.4} 1 \overline{5414.0}$

ANNUAL RATES Past Past Est'd '08-'10
of change (per sh)
Sales
"Cash Flow" Earnings Dividends
Book Value

| Earnings Dividends Book Value |  | 8.0\% | 9.5\% | $\begin{gathered} 10.0 \% \\ 9.0 \% \\ 12.5 \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 9.0\% | 9.0\% |  |
|  |  | 11.0\% | 9.0\% |  |
| Calendar |  | $\begin{aligned} & \text { RLY SA } \\ & 30 S \end{aligned}$ | mill | Full Year |

endar |  | Mar. 31 Jun. 30 Sep. 30 Dec. 31 | Year |
| :---: | :--- | :--- | :--- | :--- |

| 2008 | 6765 | 7314 | 7498 | 7951 | 29528 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 2009 | 6718 | 7496 | 7761 | 8790 | 30765 |


| 2010 | 67698 | 8826 | 8675 | 9968 | 30167 |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 2011 | 9041 | 9616 | 9817 | 10526 | 39000 |  |
| 2012 | 950 | 1050 | 10250 | 11100 |  |  |


| 2012 | 9450 | 10050 | 10250 | 11100 | 40850 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  | EARNNGS PER SHARE A |  |  |  |


| Cal- | EARNINGS PER SHARE A | Full |
| :---: | :---: | :---: |
|  | Mar. 31 Jun. 30 Sep. 30 Dec. 31 | Year |


| 2008 | .60 | .85 | .69 | .89 | 3.03 |
| :---: | ---: | ---: | ---: | ---: | ---: | :---: |
| 2009 | .73 | .89 | .92 | 1.18 | 3.72 |
| 2010 | .81 | 1.01 | 1.05 | 1.30 | 4.17 |
| 2011 | .91 | 1.12 | 1.18 | 1.44 | 4.65 |
| 2012 | 1.00 | 1.22 | 1.26 | 1.52 | 5.00 |
| Cal- | QUARTERLY DIVIDENDS PAID B |  |  |  |  |
| endar | Mar.31 | Jun.30 | Sep.30 | Dec.31 | Year |
| 2008 | .325 | .36 | .36 | .36 | 1.41 |
| 2009 | .36 | .40 | .40 | .40 | 1.56 |
| 2010 | .40 | .44 | .44 | .44 | 1.72 |
| 2011 | .44 | .48 | .48 | .48 | 1.88 |
| 2012 |  |  |  |  |  |

BUSINESS: Abbott Laboratories operates four segments: Pharmaceutical Products ( $56.5 \%$ of '10 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 (10.8\%) diagnostic systems and tests for blood banks, hospitals, labs, physicians' offices, etc.; Nutri-

## Abbott Laboratories has made the

 strategic decision to split into two separate publicly traded companies. The breakup would result in the creation of two separate entities; a diversified medical products company and a proprietary pharmaceuticals company. Under terms of the plan, ABT will spin off its pharmaceuticals unit to shareholders in a tax-free transaction. The pharma business includes the company's branded drug portfolio, led by blockbuster drug Humira, and a diversified development pipeline. The remaining part of Abbott, which will retain the company name, will be comprised of its devices, diagnostics, nutritional, and branded generics businesses. Although many details have yet to be released, the transaction is expected to be completed by the end of the year.The split makes strategic sense for Abbott, and should help unlock value for shareholders. The separation is a logical step in the ongoing evolution of the diversified company. Indeed, the two units have very different characteristics and
growth profiles. The pharmaceutical busigrowth profiles. The pharmaceutical busi-
tional Products ( $15.7 \%$ ) a wide range of adult and pediatric nutritional products; Vascular products ( $9.1 \%$ ) coronary, vessel-closure, and endovascular devices; Other (7.9\%). '10 R\&D: \$3.7 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.
proximately $\$ 18$ billion in sales (45\% of total) in 2011, is a mature business that is dominated by Humira. The flagship $\$ 8$ billion drug has actually been an impediment to share price improvement, due to investor concerns regarding its future growth rate/competition. Investors had been penalizing $A B T$ with a low $P / E$ multiple (both on a historical and industry basis) because of the overhang from Humira concerns, without properly valuing the diversified medical products business. Notably, the medical products group of businesses has a significantly higher growth profile, with a large focus on emerging markets. Indeed, approximately $40 \%$ of segment sales come from these regions. Thus, the separation of the higher-growth medical products business from the pharmaceutical unit should help unlock value. Importantly, both companies are expected to pay dividends, with a combined total that is equal to the current payout.
This timely stock has performed well over the past few months. Moreover, it remains an attractive choice for total return potential out to 2014-2016.
J oel Schwed
J anuary 13, 2012
(A) Primary earnings thru '96, diluted earnings
thereafter. Excludes nonrecurring gain/
( 536 ); '08, 19\&; '10, (\$1.21). Next earnings
report due late January. (B) Dividends histori(losses): '99, (9c); '01, (89¢); '02, (28¢); '03, cally paid in February, May, August, and No- (D) In millions.

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

