

Date: 17 June 2011

Sector:

Industry:

Business Summary

International Business Machines Corporation (IBM) is an information technology (IT) company. It operates under five segments: Global Technology Services (GTS), Global Business Services (GBS), Software, Systems and Technology, and Global Financing. GTS primarily provides IT infrastructure services and business process services. GBS primarily provides professional services and application management services. IBM's Software segment consists primarily of middleware and operating systems software. IBM provides clients with business solutions requiring advanced computing power and storage capabilities. Global Financing invests in financing assets and leverages with debt. During the year ended December 31, 2010, IBM acquired Intelliden Inc., National Interest Security Company, LLC, Cast Iron Systems, BigFix, Inc., Datacap Inc., Clarity Systems, BLADE Network Technologies, Netezza Corporation, Lombardi and Unica Corporation. In April 2011, it acquired TRIRIGA, Inc.

Share Performance

Price (\$): 162.67 52 Week High: 173.54 Currency: USD
 Volume (millions): 4.8 52 Week Low: 120.61



Financial Summary

BRIEF: For the three months ended 31 March 2011, International Business Machines Corporation's revenues increased 8% to \$24.61B. Net income increased 10% to \$2.86B. Revenues reflect an increase in income from Global Technology Services, Global Business Services, Software and Systems & Technology segments. Net income also reflects increased gross margins and an increase in intellectual property & custom development income.

Valuation Ratios

Price/Earnings (TTM)	13.65
Price/Sales (TTM)	1.94
Price/Book (MRQ)	8.69
Price/Cashflow (TTM)	9.88

Per Share Data

Earnings (TTM)	11.92
Sales (TTM)	80.21
Book Value (MRQ)	18.72
Cash Flow (TTM)	15.74
Cash (MRQ)	9.49

Profitability Ratios (%)

Gross Margin (TTM)	46.15
Operating Margin (TTM)	18.50
Net Profit Margin (TTM)	14.85

Management Effectiveness (%)

Return on Equity (TTM)	67.53
Return on Assets (TTM)	13.84
Return on Investment (TTM)	21.11

Financial Strength

Quick Ratio (MRQ)	1.11
Current Ratio (MRQ)	1.18
LT Debt/Equity (MRQ)	95.93
Total Debt/Equity (MRQ)	133.46

Dividend Information

Dividend Yield (%)	1.84
Dividend per Share (MRQ)	0.65
Payout Ratio (MRQ)	27.50

TTM: Trailing Twelve Months; MRQ: Most Recent Quarter; MRI: Most Recent Interim.
 Latest fiscal year: 2010; Most recent quarter: 1; Fiscal year end month: December;
 All Ratios are calculated for the latest fiscal year end unless otherwise indicated.
 Data Source: Reuters Fundamentals



REUTERS

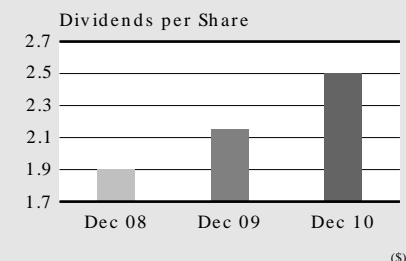
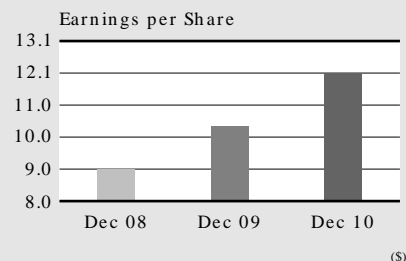
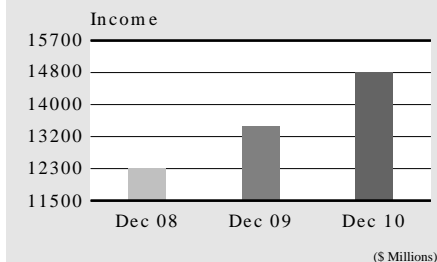
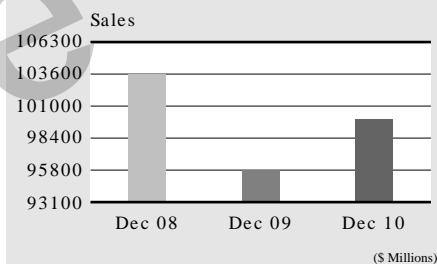
International Business Machines Corp

One New Orchard Road
 Armonk
 NY 10504
 United States

(Investor Relations)

<http://www.ibm.com>

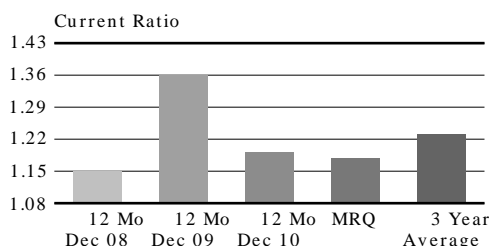
P/E: 13.65
 Employees: 426,751 (Millions)
 Market Cap: 197,025.91
 Shares Outstanding: 1,211.20
 Float: 1,210.22



Key Ratios & Statistics

Financial Strength

	12 Mo Dec 08	12 Mo Dec 09	12 Mo Dec 10	MRQ	3 Year Average
Quick Ratio	1.22	1.43	1.24	1.11	1.30
Current Ratio	1.15	1.36	1.19	1.18	1.23
LT Debt/Equity	1.68	0.97	0.95	95.93	1.20
Total Debt Equity	2.52	1.15	1.24	133.46	1.64



Quick Ratio: Cash plus Short Term Investments plus Accounts Receivable divided by the Total Current Liabilities for the same period. **Current Ratio:** Total Current Assets divided by Total Current Liabilities for the same period. **Long Term Debt To Total Equity:** Total Long Term Debt divided by Total Shareholder Equity. **Total Debt to Total Equity:** Total Debt divided by Total Shareholder Equity for the same period.

Financial Strength looks at business risk. The stronger a company is from a financial standpoint, the less risky it is. The Quick Ratio compares cash and short-term investments (investments that could be converted to cash very quickly) to the financial liabilities they expect to incur within a year's time.

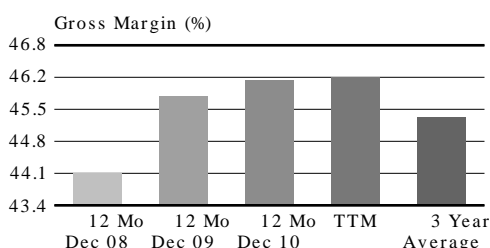
The Current Ratio compares year-ahead liabilities to cash on hand now plus other inflows (e.g. Accounts Receivable) the company is likely to realize over that same twelve-month period.

Current Ratio	1.19
Total Current Assets	48,116.00
Total Current Liabilities	40,562.00

The Long Term Debt/Equity Ratio looks at the company's capital base. A ratio of 1.00 means the company's long-term debt and equity are equal. The Total Debt/Equity Ratio includes long-term debt and short term debt.

Profitability

	12 Mo Dec 08	12 Mo Dec 09	12 Mo Dec 10	TTM	3 Year Average
Gross Margin (%)	44.06	45.73	46.07	46.15	45.29
Operating Margin (%)	15.38	17.76	18.17	18.50	17.10
Net Profit Margin (%)	11.90	14.02	14.85	14.85	13.59
Interest Coverage	23.68	42.32	49.32	--	38.44



Gross Margin: This value measures the percent of revenue left after paying all direct production expenses. It is calculated as Revenue minus the Cost of Goods Sold divided by the Revenue and multiplied by 100. **Operating Margin:** This value measures the percent of revenues remaining after paying all operating expenses. It is calculated as Operating Income divided by the Total Revenue, multiplied by 100. **Net Profit Margin:** Also known as Return on Sales, this value is the Income After Taxes divided by Total Revenue for the same period and is expressed as a percentage. **Interest Coverage:** The Operating Income divided by the company's interest obligations.

These ratios realize overall profitability, or the bottom line.

Gross Margin (%)	46.07 (%)
Gross Profit	46,014.00
Revenue	99,871.00

$\frac{46,014.00}{99,871.00} \times 100$

Gross Margin shows the amount of revenue left over after deducting direct costs of producing the goods or services. Operating Profit and Operating Margin trace the progress revenue down to another important level. From gross profit, we now subtract indirect costs, often referred to as overhead e.g. facilities and salaries associated with headquarters operations.

Finally, Profit Margin shows you how much of each revenue dollar is left after all costs, of any kind, are subtracted. These other costs include such items as interest on corporate debt and income taxes.

TTM: Trailing Twelve Months; MRQ: Most Recent Quarter; MRI: Most Recent Interim.

Latest fiscal year: 2010; Most recent quarter: 1; Fiscal year end month: December;

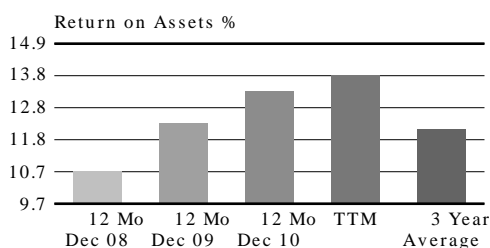
All Ratios are calculated for the latest fiscal year end unless otherwise indicated.

Data Source: Reuters Fundamentals

Key Ratios & Statistics (cont.)

Management Effectiveness (%)

	12 Mo Dec 08	12 Mo Dec 09	12 Mo Dec 10	TTM	3 Year Average
Return on Equity %	58.82	74.37	64.94	67.53	66.04
Return on Assets %	10.73	12.29	13.33	13.84	12.12
Return on Investments %	17.23	19.16	20.33	21.11	18.91



Return On Equity: Income Available to Common Stockholders divided by the Common Equity and expressed as a percentage. **Return on Assets:** This value is the Income After Taxes divided by the Average Total Assets, expressed as a percentage. **Return on Investments:** Income after taxes divided by the average total long term debt, other long term liabilities and shareholders equity, and expressed as a percentage.

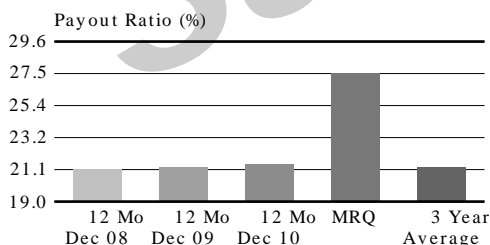
A company's ability to operate profitably can be measured directly by measuring its return on assets. ROA (Return On Assets) is the ratio of a company's net profit to its total assets, expressed as a percentage.

$$\text{Return on Assets (\%)} = \frac{\text{Income After Taxes}}{\text{Average Total Assets}} \times 100 = \frac{14,833.00}{111,236.00} \times 100 = 13.33\%$$

ROA measures how well a company's management uses its assets to generate profits. It is a better measure of operating efficiency than ROE, which only measures how much profit is generated on the shareholders equity but ignores debt funding. This ratio is particularly relevant for banks which typically have huge assets.

Dividend Information

	12 Mo Dec 08	12 Mo Dec 09	12 Mo Dec 10	MRQ	3 Year Average
Payout Ratio (%)	21.09	21.25	21.38	27.50	21.24
Dividend Per Share	1.90	2.15	2.50	0.65	2.18



Dividend Per Share: Common Stock Cash Dividends divided by the shares outstanding. **Payout Ratio:** This ratio is the percentage of the Primary/Basic Earnings Per Share Excluding Extraordinary Items paid to common stockholders in the form of cash dividends.

The annual dividend is the total amount(\$) of dividends you could expect to receive if you held the stock for a year (assuming no change in the company's dividend policy).

$$\text{Payout Ratio (\%)} = \frac{\text{Dividend Per Share}}{\text{Primary EPS}} \times 100 = \frac{2.50}{11.69} \times 100 = 21.38\%$$

The dividend yield is the indicated annual dividend rate expressed as a percentage of the price of the stock, and could be compared to the coupon yield on a bond. The Payout Ratio tells you what percent of the company's earnings have been given to shareholders as cash dividends. A low payout ratio indicates that company has chosen to reinvest most of the profits back into the business.

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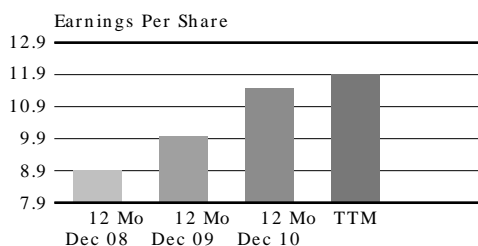
All Ratios are calculated for the latest fiscal year end unless otherwise indicated.

Data Source: Reuters Fundamentals

Key Ratios & Statistics (cont.)

Per Share Data

	12 Mo Dec 08	12 Mo Dec 09	12 Mo Dec 10	TTM	3 Year Growth
Earning Per Share	8.89	10.01	11.52	11.92	0.17
Sales Per Share	74.67	71.39	77.58	80.21	0.05
Book Value	10.06	17.34	18.77	18.72	(0.03)
Cash Flow	8.89	10.01	11.52	15.74	0.17
Cash Per Share	9.64	10.71	9.49	9.49	(0.07)



EPS Excluding Extraordinary Items: This is the adjusted income available to Common divided by the diluted weighted average shares outstanding. **Sales (Revenue) Per Share:** Total Revenue divided by the Average Diluted Shares Outstanding. **Book Value Per Share:** This is defined as the Common Shareholder's Equity divided by the Shares Outstanding. **Cash Flow:** Cash Flow is defined as the sum of Income After Taxes minus Preferred Dividends and General Partner Distributions plus Depreciation, Depletion and Amortization. **Cash Per Share:** This is the Total Cash plus Short Term Investments divided by the Shares Outstanding.

The most important Per-Share Data item is Earnings Per Share. That's because ultimately, the price of your stock is related in some way to the value of the stream of earnings attributable to that share.

Earnings Per Share	11.52
Adjusted Income Avail. to Common Shareholders	14,833.00
Diluted Weighted Average Shares	1,287.36

This section also includes the amount of Cash Per Share the company had at the time of its most recent quarterly or annual report. Most of the time, this number will be far below the stock price. In a healthy industrial company, a Cash Per Share figure that is close the stock price might suggest that investors are underestimating the worth of the company's ongoing business, thereby creating an interesting investment opportunity for you.

Consensus Estimates

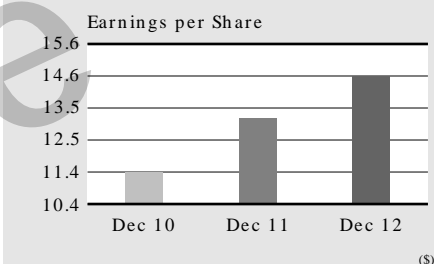
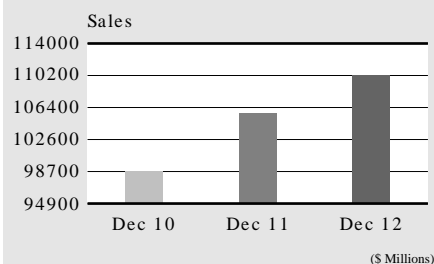
Analyst Recommendations & Revisions	Current	As of 1 Week Ago	As of 4 Weeks Ago	As of 8 Weeks Ago	As of 13 Weeks Ago
Buy	12	12	12	12	13
Outperform	4	4	4	5	5
Hold	11	11	11	11	9
Underperform	0	0	0	0	0
Strong Sell	0	0	0	0	0
Mean Rating	2.0	2.0	2.0	2.0	1.9

Consensus Recommendation
OUTPERFORM

Company Fiscal Year End Month
December

Last Updated
17 June 2011

Consensus Estimate Trends	Current	As of 1 Week Ago	As of 4 Weeks Ago	As of 8 Weeks Ago	As of 13 Weeks Ago
Sales (Millions)					
Year Ending Dec 11	105,669.0	105,669.0	105,669.0	104,643.0	104,517.0
Year Ending Dec 12	110,219.0	110,219.0	110,219.0	109,485.0	109,241.0
Quarter Ending Jun 12	26,311.8	26,311.8	26,311.8	26,231.5	26,254.2
Quarter Ending Sep 12	26,695.1	26,695.1	26,695.1	26,696.6	26,679.3
Earnings (Per share)					
Year Ending Dec 11	13.2	13.2	13.2	13.0	13.0
Year Ending Dec 12	14.6	14.6	14.6	14.4	14.3
Quarter Ending Sep 12	3.5	3.5	3.5	3.5	3.4
Quarter Ending Dec 12	5.2	5.2	5.2	5.1	5.1

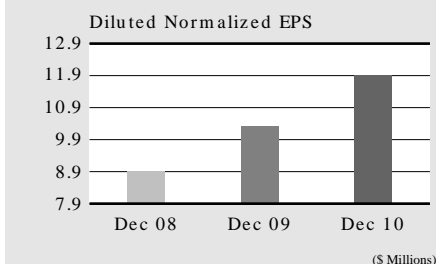
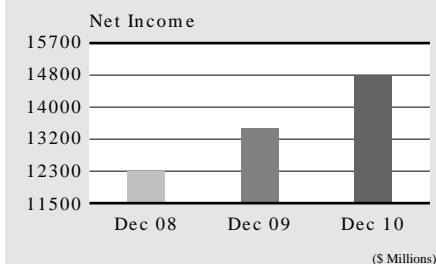
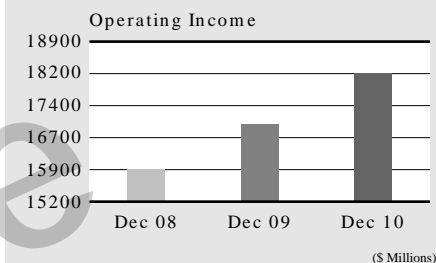
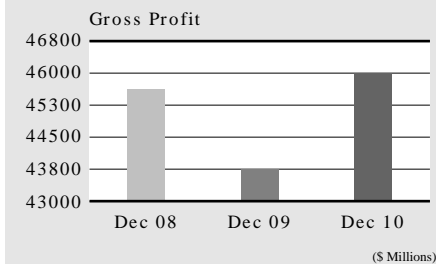
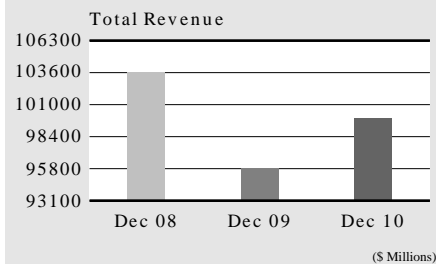


Consensus Estimate Analysis	No. of Estimates	Mean Estimate	High Estimate	Low Estimate
Sales (Millions)				
Year Ending Dec 11	23	105,669.0	107,032.0	103,995.0
Year Ending Dec 12	21	110,219.0	111,670.0	107,739.0
Quarter Ending Jun 12	9	26,311.8	26,818.0	25,715.0
Quarter Ending Sep 12	9	26,695.1	27,069.4	26,209.0
Earnings (Per share)				
Year Ending Dec 11	27	13.2	13.4	12.7
Year Ending Dec 12	25	14.6	15.1	13.9
Quarter Ending Sep 12	14	3.5	3.7	3.4
Quarter Ending Dec 12	14	5.2	5.5	4.9
LT Growth Rate	8	10.7	15.0	7.5

Quarter Historical Surprises	Estimate	Actual	Difference	Surprise (%)
Sales (Millions)				
March 2011	23,999.90	24,607.00	607.14	2.53
December 2010	28,261.70	29,019.00	757.27	2.68
September 2010	24,130.20	24,271.00	140.83	0.58
June 2010	24,178.40	23,724.00	454.42	1.88
Earnings (Per share)				
March 2011	2.29	2.41	0.12	5.26
December 2010	4.08	4.18	0.10	2.49
September 2010	2.75	2.82	0.07	2.63
June 2010	2.58	2.61	0.03	1.10

Annual Income Statement

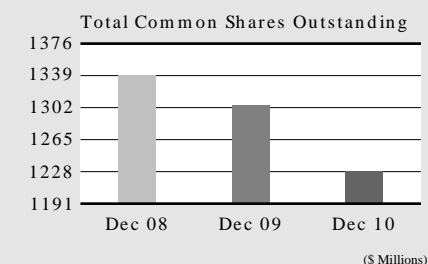
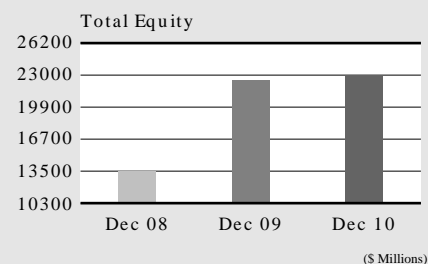
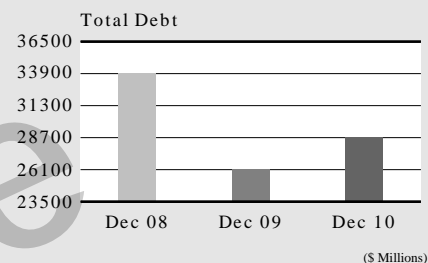
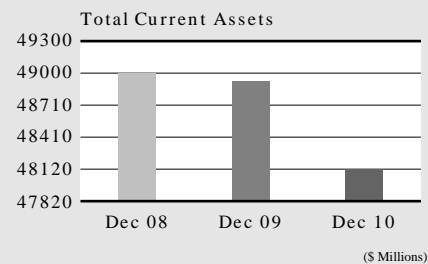
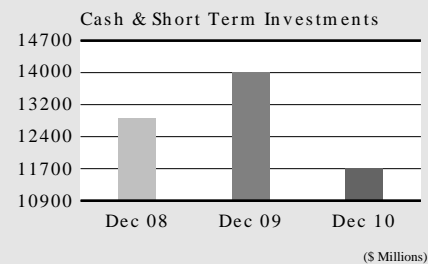
	Type of Update	UPD	UPD	UPD
		(\$ Millions) 12Months 31 Dec 08	(\$ Millions) 12Months 31 Dec 09	(\$ Millions) 12Months 31 Dec 10
Total Revenue		103,630.0	95,759.0	99,870.0
Cost of Revenue, Total		57,969.0	51,972.0	53,857.0
Gross Profit		45,661.0	43,787.0	46,014.0
Selling/General/Admin. Expenses		23,386.0	20,193.0	20,943.0
Research & Development		6,337.0	5,820.0	6,026.0
Depreciation/Amortization		--	285.0	253.0
Interest Expense/Income Net Op.		--	--	--
Unusual Income/Expense		--	474.0	641.0
Other Operating Expenses, Total		--	4.0	--
Total Operating Expense		87,692.0	78,748.0	81,720.0
Operating Income		15,938.0	17,011.0	18,150.0
Interest Expense/Income Net Non Op.		--	--	--
Gain/(Loss) on Sale of Assets		26.0	5.0	--
Other, Net		1,332.0	1,529.0	1,944.0
Income Before Tax		16,715.0	18,138.0	19,723.0
Income Tax - Total		4,381.0	4,713.0	4,890.0
Income After Tax		12,334.0	13,425.0	14,833.0
Minority Interest		--	--	--
Equity In Affiliates		--	--	--
U.S. GAAP Adjustment		--	--	--
Net Income Before Extra. Items		12,334.0	13,425.0	14,833.0
Accounting Change		--	--	--
Discontinued Operations		0.0	0.0	--
Extraordinary Item		--	--	--
Tax on Extraordinary Items		--	--	--
Net Income		12,334.0	13,425.0	14,833.0
Preferred Dividends		--	--	--
General Partner's Distributions		--	--	--
Inc. Avail. to Common Excl. Extra. Items		12,334.0	13,425.0	14,833.0
Inc. Avail. to Common Incl. Extra. Items		12,334.0	13,425.0	14,833.0
Basic Weighted Average Shares		1,369.4	1,327.2	1,268.8
Basic EPS Excl. Extra. Items		9.007	10.116	11.691
Basic EPS Incl. Extra. Items		9.007	10.116	11.691
Dilution Adjustment		(1.000)	0.000	0.000
Diluted Net Income		12,333.000	13,425.000	14,833.000
Diluted Weighted Average Shares		1,387.800	1,341.350	1,287.360
Diluted EPS Excl. Extra. Items		8.887	10.009	11.522
Diluted EPS Incl. Extra. Items		8.887	10.009	11.522
Div's per Share - Common Stock		1.900	2.150	2.500
Gross Dividends - Common Stock		2,585.000	2,860.000	3,177.000
Interest Expense, Supplemental		673.000	402.000	368.000
Interest Capitalized, Supplemental		(15.000)	(13.000)	(5.000)
Depreciation, Supplemental		4,140.000	3,773.000	3,657.000
Total Special Items		(26.000)	469.000	641.000
Normalized Income Before Tax		16,689.000	18,607.000	20,364.000
Effect of Special Items on Inc. Taxes		(6.815)	121.866	158.926
Inc. Taxes Excl. Impact Special Items		4,374.190	4,834.870	5,048.930
Normalized Income After Tax		12,314.800	13,772.100	15,315.100
Normalized Income Available to Common		12,314.800	13,772.100	15,315.100
Basic Normalized EPS		8.993	10.377	12.071
Diluted Normalized EPS		8.873	10.267	11.896
Auditor		PWCL	PWCL	PWCL
Auditor Opinion		UNO	UNO	UNO
Source Document		10-K	10-K	10-K



Annual Balance Sheet

Type of Update	CLA	UPD	UPD
	(\$ Millions) 31 Dec 08	(\$ Millions) 31 Dec 09	(\$ Millions) 31 Dec 10
Cash	--	--	--
Cash and Equivalents	12,741.0	12,183.0	10,661.0
Short Term Investments	166.0	1,791.0	990.0
Cash and Short Term Investments	12,907.0	13,974.0	11,651.0
Accounts Receivable(Trade), Net	27,555.0	26,793.0	28,225.0
Notes Receivable - Short Term	--	--	--
Other Receivables	--	--	--
Total Receivables, Net	27,555.0	26,793.0	28,225.0
Total Inventory	2,700.0	2,493.0	2,450.0
Prepaid Expenses	4,299.0	3,946.0	4,226.0
Other Current Assets	1,542.0	1,730.0	1,564.0
Total Current Assets	49,003.0	48,936.0	48,116.0
Property/Plant/Equipment - Gross	38,444.0	39,595.0	40,289.0
Accumulated Depreciation	(24,140.0)	(25,431.0)	(26,193.0)
Property/Plant/Equip., Net	14,304.0	14,164.0	14,096.0
Goodwill, Net	18,226.0	20,190.0	25,136.0
Intangibles, Net	2,879.0	2,513.0	3,488.0
Long Term Investments	5,058.0	5,379.0	5,778.0
Note Receivable - Long Term	11,183.0	10,644.0	10,548.0
Other Long Term Assets, Total	8,871.0	7,196.0	6,288.0
Other Assets, Total	--	--	--
Total Assets	109,524.0	109,022.0	113,450.0
Accounts Payable	7,014.0	7,436.0	7,804.0
Payable/Accrued	--	--	--
Accrued Expenses	11,203.0	9,728.0	10,184.0
Notes Payable/Short Term Debt	2,295.0	1,946.0	2,761.0
Current Port. LT Debt/Capital Leases	8,942.0	2,222.0	4,017.0
Other Current Liabilities, Total	12,982.0	14,671.0	15,796.0
Total Current Liabilities	42,436.0	36,003.0	40,562.0
Long Term Debt	22,689.0	21,932.0	21,846.0
Capital Lease Obligations	--	--	--
Total Long Term Debt	22,689.0	21,932.0	21,846.0
Total Debt	33,926.0	26,100.0	28,624.0
Deferred Income Tax	270.0	470.0	378.0
Minority Interest	119.0	118.0	126.0
Other Liabilities, Total	30,545.0	27,864.0	27,492.0
Total Liabilities	96,059.0	86,387.0	90,404.0
Redeemable Preferred Stock	--	--	--
Preferred Stock(Non Redeemable), Net	--	--	--
Common Stock	39,129.0	41,810.0	45,418.0
Additional Paid-In Capital	--	--	--
Retained Earnings/Accum. Deficit	70,353.0	80,900.0	92,532.0
Treasury Stock - Common	(74,171.0)	(81,243.0)	(96,161.0)
ESOP Debt Guarantee	--	--	--
Unrealized Gain/Loss	--	--	--
Other Equity, Total	(21,845.0)	(18,830.0)	(18,743.0)
Total Equity	13,466.0	22,637.0	23,046.0
Total Liability & Shareholders' Equity	109,525.0	109,024.0	113,450.0
Total Common Shares Outstanding	1,339.1	1,305.3	1,228.0
Total Preferred Stock Shares Outs.	--	--	--

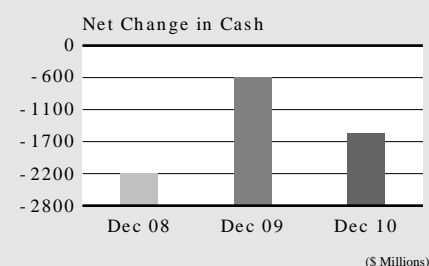
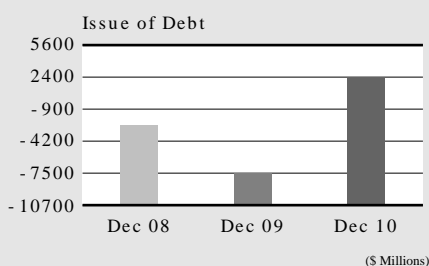
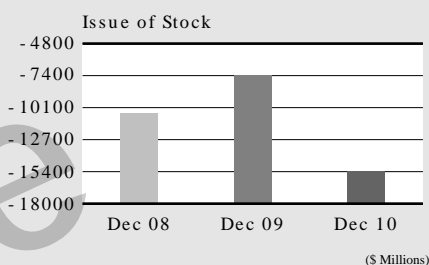
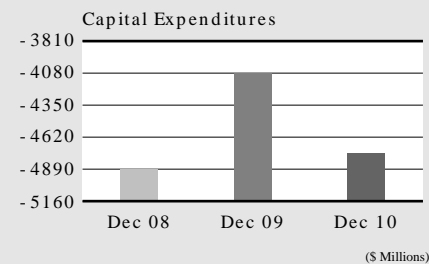
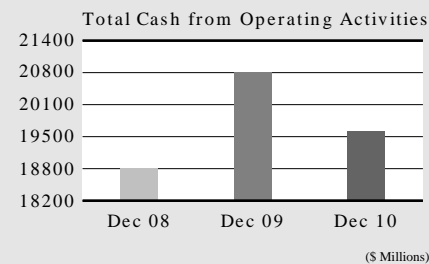
Auditor	PWCL	PWCL	PWCL
Auditor Opinion	UNO	UNO	UNO
Source Document	10-K	10-K	10-K



Annual Cash Flow Statement

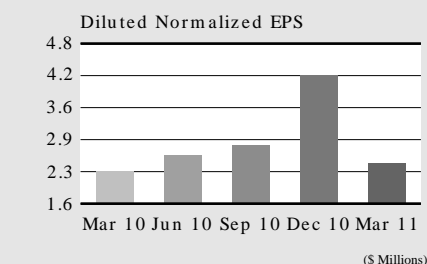
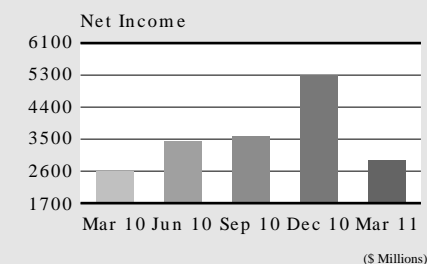
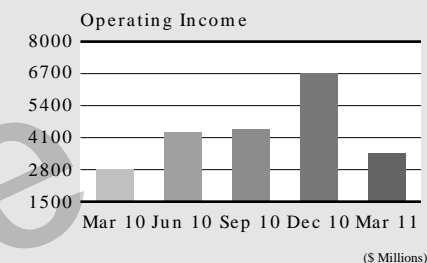
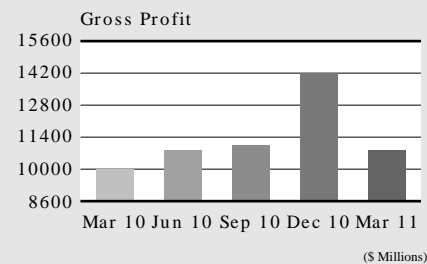
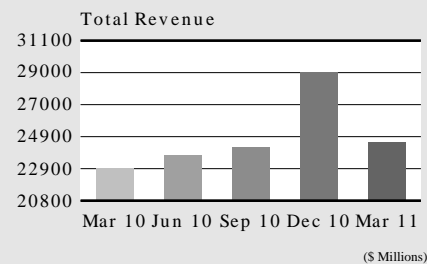
	Type of Update	UPD	UPD	UPD
		(\$ Millions) 12Months 31 Dec 08	(\$ Millions) 12Months 31 Dec 09	(\$ Millions) 12Months 31 Dec 10
Net Income/Starting Line		12,334.0	13,425.0	14,833.0
Depreciation/Depletion		4,140.0	3,773.0	3,657.0
Amortization		1,310.0	1,221.0	1,174.0
Deferred Taxes		1,900.0	1,773.0	1,294.0
Non-Cash Items		321.0	163.0	(172.0)
Cash Receipts		--	--	--
Cash Payments		--	--	--
Cash Taxes Paid		2,111.0	1,567.0	3,238.0
Cash Interest Paid		1,460.0	1,240.0	951.0
Changes in Working Capital		(1,193.0)	418.0	(1,237.0)
Total Cash from Operating Activities		18,812.0	20,773.0	19,549.0
Capital Expenditures		(4,887.0)	(4,077.0)	(4,754.0)
Other Investing Cash Flow Items, Total		(4,398.0)	(2,653.0)	(3,753.0)
Total Cash from Investing Activities		(9,285.0)	(6,730.0)	(8,507.0)
Financing Cash Flow Items		3,774.0	3,052.0	3,773.0
Total Cash Dividends Paid		(2,585.0)	(2,860.0)	(3,177.0)
Insurance/Retirement of Stock, Net		(10,578.0)	(7,429.0)	(15,375.0)
Insurance/Retirement of Debt, Net		(2,444.0)	(7,463.0)	2,350.0
Total Cash from Financing Activities		(11,833.0)	(14,700.0)	(12,429.0)
Foreign Exchange Effects		58.0	98.0	(135.0)
Net Change in Cash		(2,250.0)	(558.0)	(1,522.0)
Depreciation, Supplemental		4,140.0	3,773.0	3,657.0
Cash Interest Paid, Supplemental		1,460.0	1,240.0	951.0
Cash Taxes Paid, Supplemental		2,111.0	1,567.0	3,238.0

	Auditor	PWCL	PWCL	PWCL
Auditor Opinion	UNO	UNO	UNO	UNO
Source Document	10-K	10-K	10-K	10-K



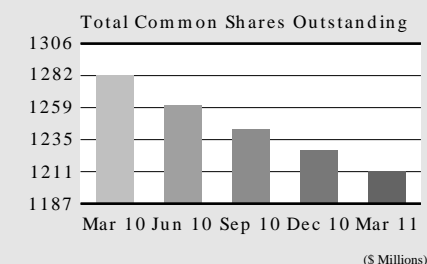
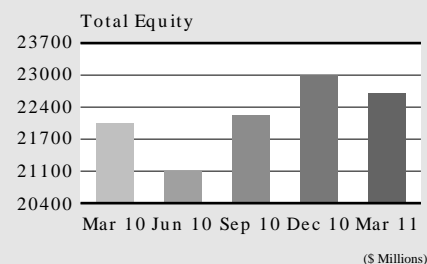
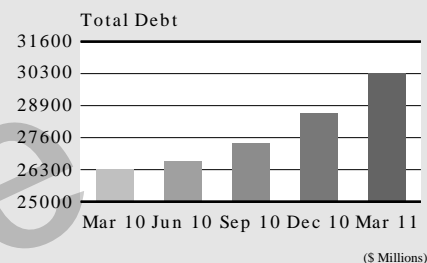
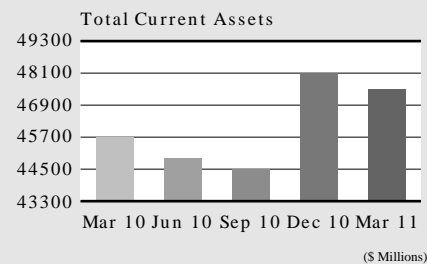
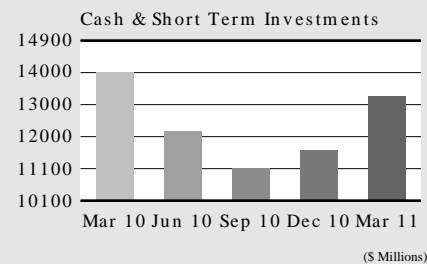
Quarterly Income Statement

Type of Update	UPD	UPD	UPD	UPD	UPD
	(\$ Millions) 3Months 31 Mar 10	(\$ Millions) 3Months 30 Jun 10	(\$ Millions) 3Months 30 Sep 10	(\$ Millions) 3Months 31 Dec 10	(\$ Millions) 3Months 31 Mar 11
Total Revenue	22,857.0	23,724.0	24,271.0	29,018.0	24,607.0
Cost of Revenue, Total	12,881.0	12,914.0	13,270.0	14,792.0	13,749.0
Gross Profit	9,977.0	10,809.0	11,001.0	14,227.0	10,858.0
Selling/General/Admin. Expenses	5,058.0	4,989.0	5,062.0	5,834.0	5,531.0
Research & Development	1,509.0	1,475.0	1,464.0	1,578.0	1,587.0
Depreciation/Amortization	60.0	56.0	62.0	75.0	73.0
Interest Expense/Income Net Op.	--	--	--	--	--
Unusual Income/Expense	559.0	17.0	25.0	40.0	226.0
Other Operating Expenses, Total	--	(1.0)	--	--	--
Total Operating Expense	20,067.0	19,450.0	19,883.0	22,319.0	21,166.0
Operating Income	2,790.0	4,274.0	4,388.0	6,699.0	3,441.0
Interest Expense/Income Net Non Op.	--	--	--	--	--
Gain/(Loss) on Sale of Assets	0.0	1.0	0.0	(1.0)	--
Other, Net	869.0	351.0	350.0	373.0	274.0
Income Before Tax	3,515.0	4,576.0	4,677.0	6,955.0	3,817.0
Income Tax - Total	914.0	1,190.0	1,088.0	1,698.0	954.0
Income After Tax	2,601.0	3,386.0	3,589.0	5,257.0	2,863.0
Minority Interest	--	--	--	--	--
Equity In Affiliates	--	--	--	--	--
U.S. GAAP Adjustment	--	--	--	--	--
Net Income Before Extra. Items	2,601.0	3,386.0	3,589.0	5,257.0	2,863.0
Accounting Change	--	--	--	--	--
Discontinued Operations	--	--	--	--	--
Extraordinary Item	--	--	--	--	--
Tax on Extraordinary Items	--	--	--	--	--
Net Income	2,601.0	3,386.0	3,589.0	5,257.0	2,863.0
Preferred Dividends	--	--	--	--	--
General Partner's Distributions	--	--	--	--	--
Inc. Avail. to Common Excl. Extra. Items	2,601.0	3,386.0	3,589.0	5,257.0	2,863.0
Inc. Avail. to Common Incl. Extra. Items	2,601.0	3,386.0	3,589.0	5,257.0	2,863.0
Basic Weighted Average Shares	1,301.2	1,278.6	1,255.2	1,240.1	1,222.2
Basic EPS Excl. Extra. Items	1.999	2.648	2.859	4.239	2.343
Basic EPS Incl. Extra. Items	1.999	2.648	2.859	4.239	2.343
Dilution Adjustment	0.000	--	--	--	0.000
Diluted Net Income	2,601.000	3,386.000	3,589.000	5,257.000	2,863.000
Diluted Weighted Average Shares	1,321.630	1,296.700	1,272.800	1,258.400	1,240.030
Diluted EPS Excl. Extra. Items	1.968	2.611	2.820	4.178	2.309
Diluted EPS Incl. Extra. Items	1.968	2.611	2.820	4.178	2.309
Div's per Share - Common Stock	0.550	0.650	0.650	0.650	0.650
Gross Dividends - Common Stock	--	--	--	--	--
Interest Expense, Supplemental	82.000	90.000	95.000	101.000	93.000
Interest Capitalized, Supplemental	0.000	--	--	(5.000)	--
Depreciation, Supplemental	924.000	899.000	914.000	920.000	918.000
Total Special Items	561.000	16.000	25.000	41.000	226.000
Normalized Income Before Tax	4,076.000	4,592.000	4,702.000	6,996.000	4,043.000
Effect of Special Items on Inc. Taxes	145.876	4.161	5.816	10.010	56.485
Inc. Taxes Excl. Impact Special Items	--	--	--	--	--
Normalized Income After Tax	3,016.120	3,397.840	3,608.180	5,287.990	3,032.510
Normalized Income Available to Common	3,016.120	3,397.840	3,608.180	5,287.990	3,032.510
Basic Normalized EPS	2.318	2.657	2.875	4.264	2.481
Diluted Normalized EPS	2.282	2.620	2.835	4.202	2.446
Source Document	10-Q	10-Q	10-Q	10-K	10-Q
Fiscal Period	1	2	3	4	1



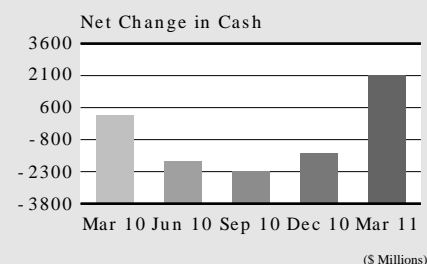
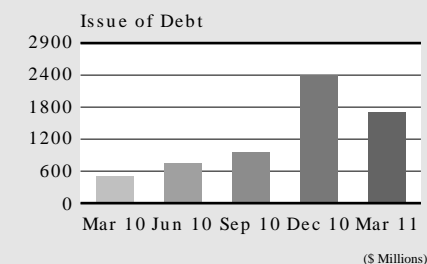
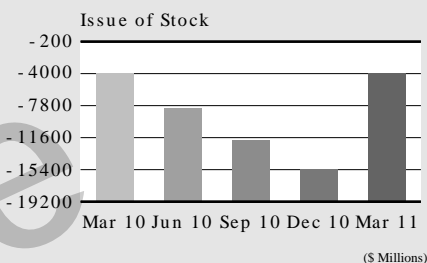
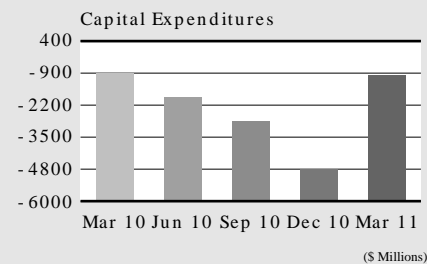
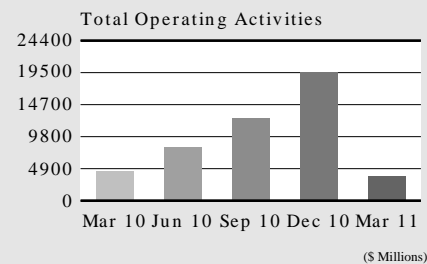
Quarterly Balance Sheet

Type of Update	UPD	UPD	UPD	UPD	UPD
	(\$ Millions)	(\$ Millions)	(\$ Millions)	(\$ Millions)	(\$ Millions)
	31 Mar 10	30 Jun 10	30 Sep 10	31 Dec 10	31 Mar 11
Cash	--	--	--	--	--
Cash and Equivalents	12,472.0	10,325.0	9,859.0	10,661.0	12,763.0
Short Term Investments	1,505.0	1,916.0	1,227.0	990.0	482.0
Cash and Short Term Investments	13,977.0	12,241.0	11,086.0	11,651.0	13,245.0
Accounts Receivable(Trade), Net	23,511.0	23,492.0	24,496.0	28,225.0	25,658.0
Notes Receivable - Short Term	--	--	--	--	--
Other Receivables	--	--	--	--	--
Total Receivables, Net	23,511.0	23,492.0	24,496.0	28,225.0	25,658.0
Total Inventory	2,524.0	2,595.0	2,629.0	2,450.0	2,549.0
Prepaid Expenses	4,121.0	5,124.0	4,661.0	4,226.0	4,376.0
Other Current Assets	1,564.0	1,443.0	1,597.0	1,564.0	1,696.0
Total Current Assets	45,697.0	44,895.0	44,469.0	48,116.0	47,524.0
Property/Plant/Equipment - Gross	39,018.0	38,292.0	39,936.0	40,289.0	40,765.0
Accumulated Depreciation	(25,178.0)	(24,758.0)	(25,927.0)	(26,193.0)	(26,557.0)
Property/Plant/Equip., Net	13,840.0	13,534.0	14,009.0	14,096.0	14,208.0
Goodwill, Net	20,889.0	20,544.0	22,703.0	25,136.0	25,408.0
Intangibles, Net	2,618.0	2,526.0	3,047.0	3,488.0	3,324.0
Long Term Investments	5,794.0	6,038.0	6,166.0	5,778.0	5,380.0
Note Receivable - Long Term	9,542.0	9,185.0	9,448.0	10,548.0	10,254.0
Other Long Term Assets, Total	6,828.0	6,698.0	7,332.0	6,288.0	6,862.0
Other Assets, Total	--	--	--	--	--
Total Assets	105,208.0	103,420.0	107,174.0	113,450.0	112,960.0
Accounts Payable	6,345.0	7,233.0	7,084.0	7,804.0	6,747.0
Payable/Accrued	--	--	--	--	--
Accrued Expenses	8,986.0	8,561.0	9,396.0	10,184.0	9,782.0
Notes Payable/Short Term Debt	5,014.0	5,633.0	5,556.0	6,778.0	8,508.0
Current Port. LT Debt/Capital Leases	--	--	--	--	--
Other Current Liabilities, Total	14,230.0	13,566.0	13,407.0	15,796.0	15,350.0
Total Current Liabilities	34,575.0	34,993.0	35,443.0	40,562.0	40,387.0
Long Term Debt	21,305.0	21,017.0	21,899.0	21,846.0	21,749.0
Capital Lease Obligations	--	--	--	--	--
Total Long Term Debt	21,305.0	21,017.0	21,899.0	21,846.0	21,749.0
Total Debt	26,319.0	26,650.0	27,455.0	28,624.0	30,257.0
Deferred Income Tax	--	--	--	--	--
Minority Interest	116.0	117.0	121.0	126.0	104.0
Other Liabilities, Total	27,179.0	26,234.0	27,473.0	27,870.0	28,049.0
Total Liabilities	83,175.0	82,361.0	84,936.0	90,404.0	90,289.0
Redeemable Preferred Stock	--	--	--	--	--
Preferred Stock(Non Redeemable), Net	--	--	--	--	--
Common Stock	42,665.0	43,522.0	44,328.0	45,418.0	46,278.0
Additional Paid-In Capital	--	--	--	--	--
Retained Earnings/Accum. Deficit	82,783.0	85,323.0	88,095.0	92,532.0	94,590.0
Treasury Stock - Common	(85,238.0)	(89,276.0)	(92,707.0)	(96,161.0)	(100,078.0)
ESOP Debt Guarantee	--	--	--	--	--
Unrealized Gain/Loss	--	--	--	--	--
Other Equity, Total	(18,177.0)	(18,510.0)	(17,478.0)	(18,743.0)	(18,119.0)
Total Equity	22,033.0	21,059.0	22,238.0	23,046.0	22,671.0
Total Liability & Shareholders' Equity	105,208.0	103,420.0	107,174.0	113,450.0	112,960.0
Total Common Shares Outstanding	1,282.3	1,261.3	1,242.4	1,228.0	1,211.2
Total Preferred Stock Shares Outs.	--	--	--	--	--
Source Document	10-Q	10-Q	10-Q	10-K	10-Q
Fiscal Period	1	2	3	4	1



Quarterly Cash Flow Statement

Type of Update	UPD	UPD	UPD	UPD	UPD
	(\$ Millions) 3Months 31 Mar 10	(\$ Millions) 6Months 30 Jun 10	(\$ Millions) 9Months 30 Sep 10	(\$ Millions) 12Months 31 Dec 10	(\$ Millions) 3Months 31 Mar 11
Net Income/Starting Line	2,601.0	5,987.0	9,576.0	14,833.0	2,863.0
Depreciation/Depletion	924.0	1,823.0	2,737.0	3,657.0	918.0
Amortization	286.0	570.0	859.0	1,174.0	310.0
Deferred Taxes	--	--	--	1,294.0	--
Non-Cash Items	(407.0)	(270.0)	(197.0)	(172.0)	(152.0)
Cash Receipts	--	--	--	--	--
Cash Payments	--	--	--	--	--
Cash Taxes Paid	--	--	--	3,238.0	--
Cash Interest Paid	--	--	--	951.0	--
Changes in Working Capital	1,033.0	93.0	(221.0)	(1,237.0)	(147.0)
Total Cash from Operating Activities	4,437.0	8,203.0	12,754.0	19,549.0	3,792.0
Capital Expenditures	(904.0)	(1,873.0)	(2,881.0)	(4,754.0)	(1,058.0)
Other Investing Cash Flow Items, Total	205.0	(772.0)	(1,544.0)	(3,753.0)	1,556.0
Total Cash from Investing Activities	(699.0)	(2,645.0)	(4,425.0)	(8,507.0)	498.0
Financing Cash Flow Items	886.0	1,827.0	2,625.0	3,773.0	876.0
Total Cash Dividends Paid	(718.0)	(1,551.0)	(2,369.0)	(3,177.0)	(795.0)
Insurance/Retirement of Stock, Net	(4,017.0)	(8,121.0)	(11,774.0)	(15,375.0)	(4,045.0)
Insurance/Retirement of Debt, Net	481.0	730.0	948.0	2,350.0	1,650.0
Total Cash from Financing Activities	--	--	--	--	--
Foreign Exchange Effects	(81.0)	(301.0)	(83.0)	(135.0)	126.0
Net Change in Cash	289.0	(1,858.0)	(2,324.0)	(1,522.0)	2,102.0
Depreciation, Supplemental	924.0	1,823.0	2,737.0	3,657.0	918.0
Cash Interest Paid, Supplemental	--	--	--	951.0	--
Cash Taxes Paid, Supplemental	--	--	--	3,238.0	--
Source Document	10-Q	10-Q	10-Q	10-K	10-Q
Fiscal Period	1	2	3	4	1



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