DIVIDEND YIELD

| | | | (a) | (b |)) | |
|----------|------------------------|----------------------------------|----------------------|-------|------|-------|
| | Company | Industry Group | Price | Divid | | Yield |
| 1 | 3M Company | Diversified Co. | \$106.36 | \$ | 6.00 | 5.6% |
| 2 | Abbott Labs. | Med Supp Non-Invasive | \$100.29 | \$ | 2.04 | 2.0% |
| 3 | Air Products & Chem. | Chemical (Diversified) | \$281.14 | \$ | 7.00 | 2.5% |
| 4 | Allstate Corp. | Insurance (Prop/Cas.) | \$120.44 | \$ | 3.56 | 3.0% |
| 5 | Amdocs Ltd. | IT Services | \$92.79 | \$ | 1.74 | 1.9% |
| 6 | Amgen | Biotechnology | \$234.21 | \$ | 8.52 | 3.6% |
| 7 | Archer Daniels Midl'd | Food Processing | \$79.03 | | 1.80 | 2.3% |
| 8 | Becton, Dickinson | Med Supp Invasive | \$237.50 | | 3.68 | 1.5% |
| 9 | Bristol-Myers Squibb | Drug | \$68.51 | | 2.31 | 3.4% |
| 10 | Brown & Brown | Financial Svcs. (Div.) | \$55.82 | | 0.46 | 0.8% |
| 11 | Brown-Forman 'B' | Beverage | \$63.90 | | 0.82 | 1.3% |
| 12 | Church & Dwight | Household Products | \$84.48 | | 1.09 | 1.3% |
| 13 | Cisco Systems | Telecom. Equipment | \$49.51 | | 1.56 | 3.2% |
| 14 | Coca-Cola | Beverage | \$60.07 | | 1.84 | 3.1% |
| 15 | Colgate-Palmolive | Household Products | \$72.99 | | 1.92 | 2.6% |
| 16 | Comcast Corp. | Cable TV | \$36.81 | | 1.16 | 3.2% |
| 17 | Costco Wholesale | Retail Store | \$488.50 | | 3.75 | 0.8% |
| 18 | Danaher Corp. | Diversified Co. | \$247.94 | | 1.08 | 0.4% |
| 19 | Gen'l Mills | Food Processing | \$80.16 | | 2.17 | 2.7% |
| 20 | Gilead Sciences | Drug | \$80.65 | | 3.00 | 3.7% |
| 21 | Hershey Co. | Food Processing | \$241.73 | | 4.27 | 1.8% |
| 22 | Home Depot | Retail Building Supply | \$292.87 | | 8.36 | 2.9% |
| 23 | Hormel Foods | Food Processing | \$41.24 | | 1.10 | 2.7% |
| 24 | Intercontinental Exch. | Brokers & Exchanges | \$100.99 | | 1.68 | 1.7% |
| 25 | Johnson & Johnson | Med Supp Non-Invasive | \$154.32 | | 4.52 | 2.9% |
| 26 | Kimberly-Clark | Household Products | \$126.71 | | 4.72 | 3.7% |
| 27 | Lilly (Eli) | Drug | \$325.23 | | 4.52 | 1.4% |
| 28 | Lockheed Martin | Aerospace/Defense | \$475.63 | | 2.20 | 2.6% |
| 29 | Marsh & McLennan | Financial Svcs. (Div.) | \$161.25 | | 2.48 | 1.5% |
| 30 | McCormick & Co. | Food Processing | \$73.91 | | 1.56 | 2.1% |
| 31 | McDonald's Corp. | Restaurant | \$267.83 | | 6.20 | 2.1% |
| 32 | McKesson Corp. | Med Supp Non-Invasive | \$348.20 | | 2.28 | 0.7% |
| 33 | Merck & Co. | Drug | \$107.28 | | 2.28 | 2.7% |
| 34 | Microsoft Corp. | Computer Software | \$262.00 | | 2.73 | 1.0% |
| 35 | Mondelez Int'l | Food Processing | \$66.46 | | 1.54 | 2.3% |
| 36 | NewMarket Corp. | Chemical (Specialty) | \$347.55 | | 8.40 | 2.4% |
| 37 | Northrop Grumman | Aerospace/Defense | \$461.03 | | 6.92 | 1.5% |
| 38 | Oracle Corp. | Computer Software | \$87.33 | | 1.60 | 1.8% |
| 39 | PepsiCo, Inc. | Beverage | \$175.49 | | 4.60 | 2.6% |
| 40 | Pfizer, Inc. | Drug | \$40.85 | | 1.64 | 4.0% |
| 41 | Procter & Gamble | Household Products | | | 3.65 | 2.6% |
| 41 | Progressive Corp. | | \$140.96 | | 0.40 | |
| | | Insurance (Prop/Cas.) | \$141.53 | | | 0.3% |
| 43 | Republic Services | Environmental | \$129.80 | | 1.98 | 1.5% |
| 44 45 | Sherwin-Williams | Retail Building Supply | \$219.55 \$150.87 | | 2.42 | 1.1% |
| | Smucker (J.M.) | Food Processing Semiconductor | | | 4.14 | 2.7% |
| 46 | Texas Instruments | Precision Instrument | \$174.94 \$551.80 | | 4.96 | 2.8% |
| 47 | Thermo Fisher Sci. | | \$551.89 \$176.47 | | 1.40 | 0.3% |
| 48 | Travelers Cos. | Insurance (Prop/Cas.) | \$176.47 | | 3.72 | 2.1% |
| 49 50 | Verizon Communic. | Telecom. Services | \$38.05 | | 2.64 | 6.9% |
| 50 | Walmart Inc. | Retail Store | \$141.28 \$152.25 | | 2.32 | 1.6% |
| 51 | Waste Management | Environmental | \$152.25 | \$ | 2.80 | 1.8% |
| | Average | | | | | 2.3% |

⁽a) Average of closing prices for 30 trading days ended Mar. 29, 2023.

⁽b) The Value Line Investment Survey, Summary & Index (Mar. 31, 2023).

GROWTH RATES

| | | (a) | (b) | (c) |
|----|------------------------|--------|-----------------|---------|
| | | | Earnings Growth | |
| | Company | V Line | IBES | Zacks |
| 1 | 3M Company | 7.50% | 0.09% | 9.50% |
| 2 | Abbott Labs. | 6.50% | 8.30% | 5.09% |
| 3 | Air Products & Chem. | 11.50% | 8.79% | 11.68% |
| 4 | Allstate Corp. | 3.50% | -2.19% | 7.00% |
| 5 | Amdoes Ltd. | 7.50% | 11.07% | 11.00% |
| 6 | Amgen | 4.50% | 4.12% | 7.00% |
| 7 | Archer Daniels Midl'd | 13.00% | -2.80% | 6.39% |
| 8 | Becton, Dickinson | 5.00% | 6.30% | 7.77% |
| 9 | Bristol-Myers Squibb | n/a | 4.06% | 5.70% |
| 10 | Brown & Brown | 8.00% | 13.22% | n/a |
| 11 | Brown-Forman 'B' | 14.50% | 8.85% | n/a |
| 12 | Church & Dwight | 6.00% | 7.81% | 7.64% |
| 13 | Cisco Systems | 8.50% | 7.32% | 6.50% |
| 14 | Coca-Cola | 8.00% | 6.06% | 6.66% |
| 15 | Colgate-Palmolive | 6.00% | 6.02% | 6.21% |
| 16 | Comcast Corp. | 8.50% | 6.40% | 12.64% |
| 17 | Costco Wholesale | 10.50% | 9.90% | 9.24% |
| 18 | Danaher Corp. | 16.00% | 3.31% | 12.00% |
| 19 | Gen'l Mills | 4.50% | 7.04% | 7.50% |
| 20 | Gilead Sciences | 12.00% | 2.52% | 12.26% |
| 21 | Hershey Co. | 9.00% | 9.64% | 7.67% |
| 22 | Home Depot | 9.00% | 2.22% | 11.22% |
| 23 | Hormel Foods | 7.50% | 3.30% | 5.83% |
| 24 | Intercontinental Exch. | 7.00% | 5.86% | 5.40% |
| 25 | Johnson & Johnson | 8.00% | 3.94% | 5.53% |
| 26 | Kimberly-Clark | 7.00% | 9.61% | 9.86% |
| 27 | Lilly (Eli) | 11.50% | 22.87% | 20.62% |
| 28 | Lockheed Martin | 7.00% | 9.55% | 6.86% |
| 29 | Marsh & McLennan | 10.50% | 9.08% | 8.46% |
| 30 | McCormick & Co. | 4.50% | 3.51% | 6.92% |
| 31 | McDonald's Corp. | 9.00% | 7.75% | 8.07% |
| 32 | McKesson Corp. | 10.00% | 11.87% | 10.36% |
| 33 | Merck & Co. | 8.50% | 10.47% | 8.01% |
| 34 | Microsoft Corp. | 15.00% | 11.90% | 11.66% |
| 35 | Mondelez Int'l | 7.50% | 6.45% | 7.14% |
| 36 | NewMarket Corp. | 1.00% | 7.70% | n/a |
| 37 | Northrop Grumman | 9.50% | 3.00% | 3.45% |
| 38 | Oracle Corp. | 10.00% | 9.06% | 8.00% |
| 39 | PepsiCo, Inc. | 6.50% | 7.55% | 7.63% |
| 40 | Pfizer, Inc. | 2.00% | -8.00% | 9.00% |
| 41 | Procter & Gamble | 5.50% | 5.07% | 6.14% |
| 42 | Progressive Corp. | 6.50% | 28.64% | 23.89% |
| 43 | Republic Services | 12.50% | 8.97% | 9.11% |
| 44 | Sherwin-Williams | 7.00% | 9.07% | 10.30% |
| 45 | Smucker (J.M.) | 4.00% | 3.79% | 4.00% |
| 46 | Texas Instruments | 4.50% | 10.00% | 9.33% |
| 47 | Thermo Fisher Sci. | 11.00% | 7.77% | 12.50% |
| 48 | Travelers Cos. | 7.50% | 8.83% | 10.71% |
| 49 | Verizon Communic. | 2.50% | 0.13% | 4.15% |
| 50 | Walmart Inc. | 7.50% | 5.09% | 5.50% |
| 51 | Waste Management | 6.50% | 8.75% | 10.88% |
| 51 | Traste Management | 0.3070 | 0.73/0 | 10.00/0 |

⁽a) The Value Line Investment Survey (various editions as of Mar. 31, 2023).

⁽b) www.finance.yahoo.com (retrieved Mar. 30, 2023).

⁽c) www.zacks.com (retrieved Mar. 30, 2023).

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DCF COST OF EQUITY ESTIMATES

| <u>DC</u> | T COST OF EQUITE ESTIMATES | (a) | (b) | (c) |
|-----------|-----------------------------------|---------|------------------------|-------------|
| | | | Earnings Growth | |
| | Company | V Line | IBES | Zacks |
| 1 | 3M Company | 13.1% | 5.7% | 15.1% |
| 2 | Abbott Labs. | 8.5% | 10.3% | 7.1% |
| 3 | Air Products & Chem. | 14.0% | 11.3% | 14.2% |
| 4 | Allstate Corp. | 6.5% | 0.8% | 10.0% |
| 5 | Amdocs Ltd. | 9.4% | 12.9% | 12.9% |
| 6 | Amgen | 8.1% | 7.8% | 10.6% |
| 7 | Archer Daniels Midl'd | 15.3% | -0.5% | 8.7% |
| 8 | Becton, Dickinson | 6.5% | 7.8% | 9.3% |
| 9 | Bristol-Myers Squibb | n/a | 7.4% | 9.1% |
| 10 | Brown & Brown | 8.8% | 14.0% | n/a |
| 11 | Brown-Forman 'B' | 15.8% | 10.1% | n/a |
| 12 | Church & Dwight | 7.3% | 9.1% | 8.9% |
| 13 | Cisco Systems | 11.7% | 10.5% | 9.7% |
| 14 | Coca-Cola | 11.1% | 9.1% | 9.7% |
| 15 | Colgate-Palmolive | 8.6% | 8.7% | 8.8% |
| 16 | Comcast Corp. | 11.7% | 9.6% | 15.8% |
| 17 | Costco Wholesale | 11.3% | 10.7% | 10.0% |
| 18 | Danaher Corp. | 16.4% | 3.7% | 12.4% |
| 19 | Gen'l Mills | 7.2% | 9.7% | 10.2% |
| 20 | Gilead Sciences | 15.7% | 6.2% | 16.0% |
| 21 | Hershey Co. | 10.8% | 11.4% | 9.4% |
| 22 | Home Depot | 11.9% | 5.1% | 14.1% |
| 23 | Hormel Foods | 10.2% | 6.0% | 8.5% |
| 24 | Intercontinental Exch. | 8.7% | 7.5% | 7.1% |
| 25 | Johnson & Johnson | 10.9% | 6.9% | 8.5% |
| 26 | Kimberly-Clark | 10.7% | 13.3% | 13.6% |
| 27 | Lilly (Eli) | 12.9% | 24.3% | 22.0% |
| 28 | Lockheed Martin | 9.6% | 12.1% | 9.4% |
| 29 | Marsh & McLennan | 12.0% | 10.6% | 10.0% |
| 30 | McCormick & Co. | 6.6% | 5.6% | 9.0% |
| 31 | McDonald's Corp. | 11.3% | 10.1% | 10.4% |
| 32 | McKesson Corp. Merck & Co. | 10.7% | 12.5% | 11.0% |
| 33 | | 11.2% | 13.2% | 10.7% |
| 34 | Microsoft Corp. | 16.0% | 12.9% | 12.7% |
| 35 | Mondelez Int'l NewMarket Corp. | 9.8% | 8.8% | 9.5% |
| 36 37 | Northrop Grumman | 11.0% | 4.5% | n/a 5.0% |
| 38 | Oracle Corp. | 11.0% | | 9.8% |
| 39 | PepsiCo, Inc. | 9.1% | 10.9% 10.2% | 10.3% |
| 40 | Pfizer, Inc. | 6.0% | -4.0% | 13.0% |
| 41 | Procter & Gamble | 8.1% | 7.7% | 8.7% |
| 42 | Progressive Corp. | 6.8% | 28.9% | 24.2% |
| 43 | Republic Services | 14.0% | 10.5% | 10.6% |
| 44 | Sherwin-Williams | 8.1% | 10.2% | 11.4% |
| 45 | Smucker (J.M.) | 6.7% | 6.5% | 6.7% |
| 46 | Texas Instruments | 7.3% | 12.8% | 12.2% |
| 47 | Thermo Fisher Sci. | 11.3% | 8.0% | 12.2% |
| 48 | Travelers Cos. | 9.6% | 10.9% | 12.8% |
| 49 | Verizon Communic. | 9.4% | 7.1% | 11.1% |
| 50 | Walmart Inc. | 9.1% | 6.7% | 7.1% |
| 51 | Waste Management | 8.3% | 10.6% | 12.7% |
| - 1 | Average (b) | 10.9% | 10.4% | 10.9% |
| | riverage (D) | 10.7 /0 | 1V.7 /0 | ±0.7/0 |

⁽a) Sum of dividend yield (p. 1) and respective growth rate (p. 2).

⁽b) Excludes highlighted figures.