## DCF MODEL - NON-UTILITY GROUP

## **DIVIDEND YIELD**

			(a)	(b)	
	Company	Industry Group	Price	Dividends	Yield
1	Abbott Labs.	Med Supp Non-Invasive	\$116.55	\$ 2.20	1.9%
2	Air Products & Chem.	Chemical (Diversified)	\$235.63	\$ 7.00	3.0%
3	Amdocs Ltd.	IT Services	\$91.43	\$ 1.92	2.1%
4	Amgen	Biotechnology	\$279.42	\$ 9.00	3.2%
5	Archer Daniels Midl'd	Food Processing	\$177.29	\$ 0.96	0.5%
6	Becton, Dickinson	Med Supp Invasive	\$239.60	\$ 3.85	1.6%
7	Bristol-Myers Squibb	Drug	\$51.48	\$ 2.40	4.7%
8	Brown & Brown	Financial Svcs. (Div.)	\$84.33	\$ 0.52	0.6%
9	Brown-Forman 'B'	Beverage	\$56.05	\$ 0.87	1.6%
10	Church & Dwight	Household Products	\$101.53	\$ 1.14	1.1%
11	Cisco Systems	Telecom. Equipment	\$49.17	\$ 1.60	3.3%
12	Coca-Cola	Beverage	\$60.17	\$ 1.96	3.3%
13	Colgate-Palmolive	Household Products	\$86.81	\$ 2.00	2.3%
14	Comcast Corp.	Cable TV	\$42.42	\$ 1.24	2.9%
15	Costco Wholesale	Retail Store	\$737.29	\$ 4.38	0.6%
16	Danaher Corp.	Diversified Co.	\$246.58	\$ 2.40	1.0%
17	Gen'l Mills	Food Processing	\$65.51	\$ 2.42	3.7%
18	Gilead Sciences	Drug	\$73.35	\$ 3.08	4.2%
19	Hershey Co.	Food Processing	\$193.11	\$ 5.48	2.8%
20	Home Depot	Retail Building Supply	\$374.30	\$ 9.00	2.4%
21	Hormel Foods	Food Processing	\$32.43	\$ 1.16	3.6%
22	Intercontinental Exch.	Brokers & Exchanges	\$137.19	\$ 1.80	1.3%
23	Johnson & Johnson	Med Supp Non-Invasive	\$158.84	\$ 4.94	3.1%
24	Kimberly-Clark	Household Products	\$122.90	\$ 4.88	4.0%
25	Lilly (Eli)	Drug	\$764.16	\$ 5.20	0.7%
26	Lockheed Martin	Aerospace/Defense	\$432.03	\$ 12.75	3.0%
27	Marsh & McLennan	Financial Svcs. (Div.)	\$203.42	\$ 2.88	1.4%
28	McCormick & Co.	Food Processing	\$68.06	\$ 1.68	2.5%
29	McDonald's Corp.	Restaurant	\$289.38	\$ 6.83	2.4%
30	McKesson Corp.	Med Supp Non-Invasive	\$521.54	\$ 2.56	0.5%
31	Merck & Co.	Drug	\$125.11	\$ 3.08	2.5%
32	Microsoft Corp.	Computer Software	\$412.57	\$ 3.08	0.7%
33	Mondelez Int'l	Food Processing	\$72.19	\$ 1.70	2.4%
34	NewMarket Corp.	Chemical (Specialty)	\$619.74	\$ 10.00	1.6%
35	Northrop Grumman	Aerospace/Defense	\$459.00	\$ 8.00	1.7%
36	Oracle Corp.	Computer Software	\$117.28	\$ 1.60	1.4%
37	PepsiCo, Inc.	Beverage	\$167.42	\$ 5.20	3.1%
38	Pfizer, Inc.	Drug	\$159.94	\$ 3.76	2.4%
39	Procter & Gamble	Household Products	\$195.18	\$ 0.40	0.2%
40	Progressive Corp.	Insurance (Prop/Cas.)	\$184.02	\$ 2.14	1.2%
41	Republic Services	Environmental	\$547.83	\$ 3.00	0.5%
42	Sherwin-Williams	Retail Building Supply	\$123.37	\$ 4.32	3.5%
43	Smucker (J.M.)	Food Processing	\$167.77	\$ 5.20	3.1%
44	Texas Instruments	Semiconductor	\$573.34	\$ 1.56	0.3%
45	Thermo Fisher Sci.	Precision Instrument	\$220.58	\$ 4.00	1.8%
46	Travelers Cos.	Insurance (Prop/Cas.)	\$499.41	\$ 7.52	1.5%
47	Walmart Inc.	Retail Store	\$59.45	\$ 0.77	1.3%
48	Waste Management	Environmental	\$206.73	\$ 3.00	1.5%
	Average				2.1%

<sup>(</sup>a) Average of closing prices for 30 trading days ended Mar. 25, 2024.(b) The Value Line Investment Survey, *Summary & Index* (Mar. 29, 2024).

## DCF MODEL - NON-UTILITY GROUP

# **GROWTH RATES**

		(a)	(b)	(c)	
			<b>Earnings Growth</b>		
	Company	V Line	IBES	Zacks	
1	Abbott Labs.	4.00%	7.80%	9.00%	
2	Air Products & Chem.	10.50%	6.69%	7.34%	
3	Amdocs Ltd.	7.50%	8.60%	10.50%	
4	Amgen	5.00%	5.12%	5.43%	
5	Apple Inc.	6.50%	11.00%	12.67%	
6	Becton, Dickinson	5.50%	8.65%	9.35%	
7	Bristol-Myers Squibb	n/a	-2.80%	5.00%	
8	Brown & Brown	6.50%	9.10%	9.10%	
9	Brown-Forman 'B'	16.50%	7.90%	n/a	
10	Church & Dwight	5.50%	9.10%	8.46%	
11	Cisco Systems	4.50%	4.14%	7.00%	
12	Coca-Cola	8.00%	6.21%	6.27%	
13	Colgate-Palmolive	8.00%	8.38%	7.53%	
14	Comcast Corp.	8.00%	9.53%	10.21%	
15	Costco Wholesale	10.50%	9.29%	9.14%	
16	Gallagher (Arthur J.)	22.00%	10.30%	10.35%	
17	Gen'l Mills	5.50%	7.46%	6.43%	
18	Gilead Sciences	8.50%	5.12%	11.16%	
19	Hershey Co.	9.50%	5.84%	6.80%	
20	Home Depot	6.50%	4.50%	9.84%	
21	Hormel Foods	7.50%	7.40%	6.53%	
22	Intercontinental Exch.	7.00%	8.92%	9.45%	
23	Johnson & Johnson	4.50%	4.70%	5.59%	
24	Kimberly-Clark	7.50%	5.05%	4.66%	
25	Lilly (Eli)	27.50%	50.67%	36.64%	
26	Lockheed Martin	9.00%	6.85%	4.18%	
27	Marsh & McLennan	9.00%	9.60%	9.57%	
28	McCormick & Co.	4.50%	10.61%	6.54%	
29	McDonald's Corp.	10.00%	7.41%	7.48%	
30	McKesson Corp.	8.00%	10.61%	11.87%	
31	Merck & Co.	15.50%	67.56%	29.28%	
32	Microsoft Corp.	10.50%	16.30%	16.16%	
33	Mondelez Int'l	11.00%	8.43%	8.35%	
34	NewMarket Corp.	5.50%	7.70%	n/a	
35	Northrop Grumman	8.00%	29.39%	10.08%	
36	Oracle Corp.	10.00%	11.06%	11.64%	
37	PepsiCo, Inc.	7.50%	7.01%	7.84%	
38	Procter & Gamble	5.00%	8.05%	7.60%	
39	Progressive Corp.	14.50%	26.00%	22.34%	
40	Republic Services	10.50%	8.89%	9.52%	
41	Roper Tech.	8.00%	7.70%	10.50%	
42	Smucker (J.M.)	5.50%	7.27%	6.53%	
43	Texas Instruments	3.00%	10.00%	9.00%	
44	Thermo Fisher Sci.	6.50%	6.74%	11.06%	
45	Travelers Cos.	10.50%	15.60%	10.88%	
46	UnitedHealth Group	12.00%	13.40%	13.21%	
47	Walmart Inc.	6.50%	8.00%	6.50%	
48	Waste Management	6.00%	10.00%	9.57%	
	<i>5</i>				

<sup>(</sup>a) The Value Line Investment Survey (various editions as of Mar. 29, 2024).

<sup>(</sup>b) www.finance.yahoo.com (retrieved Mar. 27, 2024).

<sup>(</sup>c) www.zacks.com (retrieved Mar. 27, 2024).

# DCF COST OF EQUITY ESTIMATES

		(a)	(b)	(c)
	Company	V Line	IBES	Zacks
1	Abbott Labs.	5.9%	9.7%	10.9%
2	Air Products & Chem.	13.5%	9.7%	10.3%
3	Amdocs Ltd.	9.6%	10.7%	12.6%
4	Amgen	8.2%	8.3%	8.7%
5	Archer Daniels Midl'd	7.0%	11.5%	13.2%
6	Becton, Dickinson	7.1%	10.3%	11.0%
7	Bristol-Myers Squibb	n/a	1.9%	9.7%
8	Brown & Brown	7.1%	9.7%	9.7%
9	Brown-Forman 'B'	18.1%	9.5%	n/a
10	Church & Dwight	6.6%	10.2%	9.6%
11	Cisco Systems	7.8%	7.4%	10.3%
12	Coca-Cola	11.3%	9.5%	9.5%
13	Colgate-Palmolive	10.3%	10.7%	9.8%
14	Comcast Corp.	10.9%	12.5%	13.1%
15	Costco Wholesale	11.1%	9.9%	9.7%
16	Danaher Corp.	23.0%	11.3%	11.3%
17	Gen'l Mills	9.2%	11.2%	10.1%
18	Gilead Sciences	12.7%	9.3%	15.4%
19	Hershey Co.	12.3%	8.7%	9.6%
20	Home Depot	8.9%	6.9%	12.2%
21	Hormel Foods	11.1%	11.0%	10.1%
22	Intercontinental Exch.	8.3%	10.2%	10.1%
23	Johnson & Johnson	7.6%	7.8%	8.7%
24	Kimberly-Clark	11.5%	9.0%	8.6%
25	Lilly (Eli)	28.2%	51.4%	37.3%
26	Lockheed Martin	12.0%	9.8%	7.1%
27	Marsh & McLennan	10.4%	11.0%	11.0%
28	McCormick & Co.	7.0%	13.1%	9.0%
29	McDonald's Corp.	12.4%	9.8%	9.8%
30	McKesson Corp.	8.5%	11.1%	12.4%
31	Merck & Co.	18.0%	70.0%	31.7%
32	Microsoft Corp.	11.2%	17.0%	16.9%
33	Mondelez Int'l	13.4%	10.8%	10.7%
34	NewMarket Corp.	7.1%	9.3%	n/a
35	Northrop Grumman	9.7%	31.1%	11.8%
36	Oracle Corp.	11.4%	12.4%	13.0%
37	PepsiCo, Inc.	10.6%	10.1%	10.9%
38	Pfizer, Inc.	7.4%	10.1%	10.0%
39	Procter & Gamble	14.7%	26.2%	22.5%
40	Progressive Corp.	11.7%	10.1%	10.7%
41	Republic Services	8.5%	8.2%	11.0%
42	Sherwin-Williams	9.0%	10.8%	10.0%
43	Smucker (J.M.)	6.1%	13.1%	12.1%
44	Texas Instruments	6.8%	7.0%	11.3%
45	Thermo Fisher Sci.	12.3%	17.4%	12.7%
46	Travelers Cos.	13.5%	14.9%	14.7%
47	Walmart Inc.	7.8%	9.3%	7.8%
47		7.5%		11.0%
40	Waste Management		11.5%	
	Average (b)	10.7%	10.4%	10.9%

<sup>(</sup>a) Sum of dividend yield (p. 1) and respective growth rate (p. 2).(b) Excludes highlighted figures.