

Discounted Cash Flow Valuation				Stub				
In millions \$	2013	2014	2015	Q3-Q4 2016E	2017E	2018E	2019E	2020E
Revenue	\$ 46,854	\$ 45,998	\$ 44,294	\$ 20,784	\$ 43,031	\$ 44,322	\$ 46,095	\$ 47,247
% Growth		-1.8%	-3.7%	-3.0%	1.0%	3.0%	4.0%	2.5%
EBIT	10,228	9,708	8,728	4,573	9,467	9,751	10,141	10,394
EBIT Margin	21.8%	21.1%	19.7%	22.0%	22.0%	22.0%	22.0%	22.0%
Taxes	\$ 2,851	\$ 2,201	\$ 2,239	\$ 1,600	\$ 3,313	\$ 3,413	\$ 3,549	\$ 3,638
EBIAT	\$ 7,377	\$ 7,507	\$ 6,489	\$ 2,972	\$ 6,153	\$ 6,338	\$ 6,592	\$ 6,756
Depreciation & Amortization	\$ 1,977	\$ 1,976	\$ 1,970	\$ 900	\$ 1,957	\$ 2,193	\$ 2,473	\$ 2,740
Capital Expenditures	\$ (2,550)	\$ (2,406)	\$ (2,553)	\$ (1,081)	\$ (2,238)	\$ (2,393)	\$ (2,581)	\$ (2,740)
Inc./(Dec.) in Net Working Capital	\$ 152	\$ 1,394	\$ (470)	\$ 2	\$ (39)	\$ (54)	\$ (35)	\$ (35)
Free Cash Flow to Firm	\$ 7,229	\$ 7,300	\$ 2,321	\$ 5,874	\$ 6,098	\$ 6,429	\$ 6,721	\$ 6,721

Terminal value (growth)								199,904
Terminal value (multiple)								214,404
Discount period (mid-year)				0.25	0.75	1.75	2.75	3.75
Present value of cash flow (growth)				2,288	5,625	5,512	5,485	166,384
Present value of cash flow (multiple)				2,288	5,625	5,512	5,485	178,060

Multiples Method	
EV / EBITDA	16.3x
Terminal EBITDA	13,135
Terminal Value	214,404
Enterprise Value	\$ 196,970

Equity Value Calculation	
Enterprise Value	196,970
Debt	34,147
Minority Interests	201
Cash, Marketable Securities	24,075
Equity Value	186,697
Diluted Shares Outstanding	4,377
Per Share Value	\$ 42.65

		Terminal Multiple				
\$		14.3x	15.3x	16.3x	17.3x	18.3x
42.65	6.9%	36.46	38.80	41.13	43.46	45.79
6.9%	6.4%	37.11	39.48	41.86	44.23	46.60
6.4%	5.9%	37.76	40.18	42.60	45.01	47.43
5.9%	5.4%	38.44	40.90	43.36	45.82	48.28
5.4%	4.9%	39.13	41.63	44.13	46.64	49.14

Gordon Growth Method	
Final Year FCFF	\$ 6,721
WACC	5.95%
Terminal Value	199,904
Terminal Growth	2.50%
Enterprise Value	\$ 185,294

Equity Value Calculation	
Enterprise Value	185,294
Debt	34,147
Minority Interests	201
Cash, Marketable Securities	24,075
Equity Value	175,021
Diluted Shares Outstanding	4,377
Per Share Value	\$ 39.99

		Terminal Growth Rate				
\$		2.00%	2.25%	2.50%	2.75%	3.00%
39.99	6.9%	27.72	29.09	30.62	32.33	34.26
6.9%	6.4%	31.03	32.76	34.71	36.93	39.47
6.4%	5.9%	35.17	37.42	39.99	42.96	46.44
5.9%	5.4%	40.52	43.53	47.05	51.23	56.26
5.4%	4.9%	47.68	51.91	57.01	63.26	71.13