

Item 6. Selected Financial Data

Financial History

| | <u>2002</u> | <u>2001</u> | <u>2000</u> | <u>1999</u> | <u>1998</u> | <u>1997</u> | <u>1996</u> | <u>1995</u> | <u>1994</u> | <u>1993</u> | <u>1992</u> |
|---|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| (In millions, except per share data, financial ratios and number of shareholders) | | | | | | | | | | | |
| Year Ended May 31, | | | | | | | | | | | |
| Revenues | \$9,893.0 | \$9,488.8 | \$8,995.1 | \$8,776.9 | \$9,553.1 | \$9,186.5 | \$6,470.6 | \$4,760.8 | \$3,789.7 | \$3,931.0 | \$3,405.2 |
| Gross margin | 3,888.3 | 3,703.9 | 3,591.3 | 3,283.4 | 3,487.6 | 3,683.5 | 2,563.9 | 1,895.6 | 1,488.2 | 1,544.0 | 1,316.1 |
| Gross margin % | 39.3% | 39.0% | 39.9% | 37.4% | 36.5% | 40.1% | 39.6% | 39.8% | 39.3% | 39.3% | 38.7% |
| Restructuring charge, net | — | 0.1 | (2.5) | 45.1 | 129.9 | — | — | — | — | — | — |
| Income before accounting change | 668.3 | 589.7 | 579.1 | 451.4 | 399.6 | 795.8 | 553.2 | 399.7 | 298.8 | 365.0 | 329.2 |
| Cumulative effect of change in accounting principle | 5.0 | — | — | — | — | — | — | — | — | — | — |
| Net income | 663.3 | 589.7 | 579.1 | 451.4 | 399.6 | 795.8 | 553.2 | 399.7 | 298.8 | 365.0 | 329.2 |
| Basic earnings per common share: | | | | | | | | | | | |
| Income before accounting change | 2.50 | 2.18 | 2.10 | 1.59 | 1.38 | 2.76 | 1.93 | 1.38 | 1.00 | 1.20 | 1.09 |
| Cumulative effect of change in accounting principle | 0.02 | — | — | — | — | — | — | — | — | — | — |
| Net income | 2.48 | 2.18 | 2.10 | 1.59 | 1.38 | 2.76 | 1.93 | 1.38 | 1.00 | 1.20 | 1.09 |
| Diluted earnings per common share: | | | | | | | | | | | |
| Income before accounting change | 2.46 | 2.16 | 2.07 | 1.57 | 1.35 | 2.68 | 1.88 | 1.36 | 0.99 | 1.18 | 1.07 |
| Cumulative effect of change in accounting principle | 0.02 | — | — | — | — | — | — | — | — | — | — |
| Net income | 2.44 | 2.16 | 2.07 | 1.57 | 1.35 | 2.68 | 1.88 | 1.36 | 0.99 | 1.18 | 1.07 |
| Average common shares outstanding | 267.7 | 270.0 | 275.7 | 283.3 | 288.7 | 288.4 | 286.6 | 289.6 | 298.6 | 302.9 | 301.7 |
| Diluted average common shares outstanding | 272.2 | 273.3 | 279.4 | 288.3 | 295.0 | 297.0 | 293.6 | 294.0 | 301.8 | 308.3 | 306.4 |
| Cash dividends declared per common share | 0.48 | 0.48 | 0.48 | 0.48 | 0.46 | 0.38 | 0.29 | 0.24 | 0.20 | 0.19 | 0.15 |
| Cash flow from operations | 1,081.5 | 656.5 | 699.6 | 941.4 | 517.5 | 323.1 | 339.7 | 254.9 | 576.5 | 265.3 | 435.8 |
| Price range of common stock | | | | | | | | | | | |
| High | 63.99 | 59.438 | 64.125 | 65.500 | 64.125 | 76.375 | 52.063 | 20.156 | 18.688 | 22.563 | 19.344 |
| Low | 40.81 | 35.188 | 26.563 | 31.750 | 37.750 | 47.875 | 19.531 | 14.063 | 10.781 | 13.750 | 8.781 |
| At May 31, | | | | | | | | | | | |
| Cash and equivalents | \$ 575.5 | \$ 304.0 | \$ 254.3 | \$ 198.1 | \$ 108.6 | \$ 445.4 | \$ 262.1 | \$ 216.1 | \$ 518.8 | \$ 291.3 | \$ 260.1 |
| Inventories | 1,373.8 | 1,424.1 | 1,446.0 | 1,170.6 | 1,396.6 | 1,338.6 | 931.2 | 629.7 | 470.0 | 593.0 | 471.2 |
| Working capital | 2,321.5 | 1,838.6 | 1,456.4 | 1,818.0 | 1,828.8 | 1,964.0 | 1,259.9 | 938.4 | 1,208.4 | 1,165.2 | 964.3 |
| Total assets | 6,443.0 | 5,819.6 | 5,856.9 | 5,247.7 | 5,397.4 | 5,361.2 | 3,951.6 | 3,142.7 | 2,373.8 | 2,186.3 | 1,871.7 |
| Long-term debt | 625.9 | 435.9 | 470.3 | 386.1 | 379.4 | 296.0 | 9.6 | 10.6 | 12.4 | 15.0 | 69.5 |
| Redeemable Preferred Stock | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 |
| Shareholders' equity | 3,839.0 | 3,494.5 | 3,136.0 | 3,334.6 | 3,261.6 | 3,155.9 | 2,431.4 | 1,964.7 | 1,740.9 | 1,642.8 | 1,328.5 |
| Year-end stock price | 53.75 | 41.100 | 42.875 | 60.938 | 46.000 | 57.500 | 50.188 | 19.719 | 14.750 | 18.125 | 14.500 |
| Market capitalization | 14,302.5 | 11,039.5 | 11,559.1 | 17,202.2 | 13,201.1 | 16,633.0 | 14,416.8 | 5,635.2 | 4,318.8 | 5,499.3 | 4,379.6 |
| Financial Ratios: | | | | | | | | | | | |
| Return on equity | 18.2% | 17.8% | 17.9% | 13.7% | 12.5% | 28.5% | 25.2% | 21.6% | 17.7% | 24.5% | 27.9% |
| Return on assets | 10.9% | 10.1% | 10.4% | 8.5% | 7.4% | 17.1% | 15.6% | 14.5% | 13.1% | 18.0% | 18.4% |
| Inventory turns | 4.3 | 4.0 | 4.1 | 4.3 | 4.4 | 4.8 | 5.0 | 5.2 | 4.3 | 4.5 | 3.9 |
| Current ratio at May 31 | 2.3 | 2.0 | 1.7 | 2.3 | 2.1 | 2.1 | 1.9 | 1.8 | 3.2 | 3.6 | 3.3 |
| Price/Earnings ratio at May 31 (Diluted) | 21.8 | 19.0 | 20.7 | 38.8 | 34.1 | 21.5 | 26.6 | 14.5 | 14.9 | 15.3 | 13.5 |
| Geographic Revenues: | | | | | | | | | | | |
| United States | \$5,258.8 | \$5,144.2 | \$5,017.4 | \$5,042.6 | \$5,460.0 | \$5,538.2 | \$3,964.7 | \$2,997.9 | \$2,432.7 | \$2,528.8 | \$2,270.9 |
| Europe | 2,731.5 | 2,584.8 | 2,407.0 | 2,293.8 | 2,096.1 | 1,789.8 | 1,334.3 | 980.4 | 927.3 | 1,085.7 | 919.8 |
| Asia/Pacific | 1,211.7 | 1,110.0 | 955.1 | 844.5 | 1,253.9 | 1,241.9 | 735.1 | 515.6 | 283.4 | 178.2 | 75.7 |
| Americas (exclusive of United States) | 691.0 | 649.8 | 615.6 | 596.0 | 743.1 | 616.6 | 436.5 | 266.9 | 146.3 | 138.3 | 138.8 |
| Total Revenues | <u>\$9,893.0</u> | <u>\$9,488.8</u> | <u>\$8,995.1</u> | <u>\$8,776.9</u> | <u>\$9,553.1</u> | <u>\$9,186.5</u> | <u>\$6,470.6</u> | <u>\$4,760.8</u> | <u>\$3,789.7</u> | <u>\$3,931.0</u> | <u>\$3,405.2</u> |