

Financial Highlights

For the year ended November 30 (millions except per share data)	2012	2011	% Change
Net sales	\$4,014.2	\$3,697.8	8.6%
Gross profit	1,617.8	1,522.5	6.3%
Gross profit margin	40.3%	41.2%	
Operating income	578.3	540.3	7.0%
Operating income margin	14.4%	14.6%	
Net income	407.8	374.2	9.0%
Earnings per share—diluted	3.04	2.79	9.0%
Dividends paid	164.7	148.5	10.9%
Dividends paid per share	1.24	1.12	10.7%

Management Committee

PICTURED BELOW FROM LEFT TO RIGHT: Mark Timbie, Lawrence Kurzius, Gordon Stetz, Alan Wilson, Cile Perich, Chuck Langmead

