| WAL-MART STORES NYSE-wMT |  |  |  |  |  |  |  | $\begin{aligned} & \text { RECENT } \\ & \text { PRICE } \end{aligned}$ | $76.64\left(\begin{array}{l} \text { P/E } \\ \text { RATIO } \end{array} 1.9\binom{\text { Trailing: } 15.1}{\text { Median: } 15.0}\right.$ |  |  |  |  | $\begin{aligned} & \text { RELATIVE } \\ & \text { PIE RATIO } 0.79 \end{aligned}$ |  |  | $2.5 \% \text { VALUE }$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TIMELINESS $\mathbf{3}$ Raised $6 / 200 / 14$ <br> SAFETY $\mathbf{1}$ Raised 215／02 <br> TECHNICAL 3 Lowered $8 / 1 / 14$ <br> BETA $.60(1.00=$ Market $)$  |  |  |  | High： | $\begin{aligned} & 60.2 \\ & 46.3 \end{aligned}$ | $\begin{aligned} & \hline 61.3 \\ & 51.1 \\ & \hline \end{aligned}$ | 54.6 42.3 | $\begin{aligned} & \hline 52.2 \\ & 42.3 \end{aligned}$ | $\begin{aligned} & 51.4 \\ & 42.1 \end{aligned}$ | $\begin{aligned} & 63.8 \\ & 43.1 \end{aligned}$ | $\begin{aligned} & 57.5 \\ & 46.3 \end{aligned}$ | $\begin{aligned} & 56.3 \\ & 47.8 \end{aligned}$ | $\begin{aligned} & \hline 60.0 \\ & 48.3 \end{aligned}$ | $\begin{aligned} & 77.6 \\ & 57.2 \end{aligned}$ | $\begin{aligned} & 81.4 \\ & 67.7 \end{aligned}$ | $\begin{aligned} & 1 \\ & 80.0 \\ & 72.3 \end{aligned}$ |  |  | Target Pric 20172018 | ange 2019 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $-160$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | －120 |
| 2017－19 PROJECTIONS    <br>  Price   <br> Ann＇I Total    <br> High 135 Return  <br> Liow 110 $(+45 \%)$ $17 \%$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  | 它’ |  |  |  |  |  | 60 |
|  |  |  |  |  |  |  |  |  |  | 而 | Ill｜1， 1 ， | 1，11 | ＇川 |  |  |  |  |  |  | 50 |
|  |  |  |  |  |  | ， | ， |  |  |  |  |  |  |  |  |  |  |  |  | 40 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | －20 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | －15 |
| Institutional Decisions |  |  |  |  | Percent shares traded |  |  |  |  |  |  |  |  |  |  |  |  |  |  | THIS VL |  |
|  | 302013 | 4 Q2013 | 102014 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | stock |  |
| to Buy | 567 | 623 623 | 582 |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 3 yr ． | $\begin{array}{rr}3.3 & 25.1 \\ 52.2 & 52.6\end{array}$ |  |
| to Sell HId＇s（000） | $\begin{array}{r} 611 \\ 966123 \\ \hline \end{array}$ | $\begin{array}{r} 623 \\ 971546 \\ \hline \end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $\begin{array}{lr}52.2 & 16.6 \\ 75.0 & 168.7\end{array}$ |  |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | $\bigcirc{ }^{\text {® VAL }}$ | UE LINE PUB．LLC | 17－19 |
| 30.71 | 37.02 | 42.80 | 49.36 | 56.09 | 60.00 | 68.02 | 75.79 | 84.40 | 95.34 | 103.34 | 107.82 | 119.98 | 130.76 | 141.57 | 147.32 | 152.80 | 164.50 | Sale | sh A | 191.55 |
| 1.41 | 1.81 | 2.05 | 2.25 | 2.61 | 2.95 | 3.47 | 3.78 | 4.27 | 4.83 | 5.16 | 5.64 | 6.42 | 6.92 | 7.69 | 7.92 | 7.95 | 8.80 | ＂Cash | low＂per sh | 11.35 |
| ． 99 | 1.28 | 1.40 | 1.50 | 1.81 | 2.03 | 2.41 | 2.63 | 2.92 | 3.16 | 3.42 | 3.66 | 4.07 | 4.45 | 5.02 | 5.11 | 5.15 | 5.75 | Earning | per sh AB | 7.60 |
| ． 16 | ． 20 | ． 24 | ． 28 | ． 30 | ． 36 | ． 52 | ． 60 | ． 67 | ． 88 | ． 95 | 1.09 | 1.21 | 1.46 | 1.59 | 1.88 | 1.92 | 2.20 | Div＇ds | Decl＇d per sh－${ }^{\text {c }}$ | 2.70 |
| 4.71 | 5.80 | 7.01 | 7.88 | 8.95 | 10.12 | 11.67 | 12.77 | 14.91 | 16.26 | 16.63 | 18.69 | 19.49 | 20.86 | 23.04 | 23.59 | 26.00 | 28.00 | Book V | lue per sh | 38.00 |
| 4482.0 | 4457.0 | 4470.0 | 4453.0 | 4395.0 | 4311.0 | 4234.0 | 4165.0 | 4131.0 | 3973.0 | 3925.0 | 3786.0 | 3516.0 | 3418.0 | 3314.0 | 3233.0 | 3200.0 | 3100.0 | Commo | Shs Outst＇g D | 2950.0 |
| 31.2 | 39.1 | 38.0 | 34.9 | 30.3 | 26.9 | 22.8 | 18.3 | 16.0 | 14.9 | 16.2 | 13.9 | 13.1 | 12.4 | 13.5 | 14.9 | Bold figu | sare | Avg An | ＇I P／E Ratio | 16.0 |
| 1.62 | 2.23 | 2.47 | 1.79 | 1.66 | 1.53 | 1.20 | ． 97 | ． 86 | ． 79 | ． 97 | ． 93 | ． 83 | ． 78 | ． 86 | 84 |  |  | Relative | P／E Ratio | 1.00 |
| ．5\％ | ．4\％ | ．5\％ | ．5\％ | ．5\％ | ．7\％ | ．9\％ | 1．2\％ | 1．4\％ | 1．9\％ | 1．7\％ | 2．1\％ | 2．3\％ | 2．7\％ | 2．3\％ | 2．5\％ |  |  | Avg An | ＇I Div＇d Yield | 2．2\％ |
| CAPITAL STRUCTURE as of 4／30／14 Total Debt $\$ 52028$ mill．Due in 5 Yrs $\$ 16150$ mill． LT Debt $\$ 48441$ mill．LT Interest $\$ 2250$ mill． Incl．\＄2742 mill．capitalized leases． （Total interest coverage：12．4x） <br> （35\％of Cap＇） |  |  |  |  |  | 287989 | 315654 | 348650 | 378799 | 405607 | 408214 | 421849 | 446950 | 469162 | 476294 | 489000 | 510000 | Sales | mill）A | 565000 |
|  |  |  |  |  |  | 23．7\％ | 23．8\％ | 24．2\％ | 24．4\％ | 24．5\％ | 25．4\％ | 25．3\％ | 25．0\％ | 24．9\％ | 26．7\％ | 24．0\％ | 24．5\％ | Gross | argin | 25．5\％ |
|  |  |  |  |  |  | 7．5\％ | 7．4\％ | 7．4\％ | 7．5\％ | 7．3\％ | 7．6\％ | 7．9\％ | 7．7\％ | 7．7\％ | 7．7\％ | 7．6\％ | 7．7\％ | Operati | g Margin | 8．0\％ |
|  |  |  |  |  |  | 5289 | 6141 | 6779 | 7262 | 7720 | 8416 | 8970 | 10130 | 10773 | 10942 | 11470 | 12100 | Number | of Stores | 15000 |
|  |  |  |  |  |  | 10267 | 11014 | 12178 | 12884 | 13512 | 14204 | 14921 | 15523 | 16999 | 16728 | 16500 | 18000 | Net Pro | it（\＄mill） | 22400 |
| Leases，Uncapitalized Annual rentals \＄1722 mill． |  |  |  |  |  | 34．7\％ | 34．7\％ | 33．6\％ | 34．2\％ | 34．2\％ | 34．1\％ | 34．0\％ | 33．4\％ | 31．0\％ | 32．2\％ | 33．0\％ | 33．0\％ | Income | Tax Rate | 33．0\％ |
| No Defined Benefit Pension Plan Pfd Stock None |  |  |  |  |  | 3．6\％ | 3．5\％ | 3．5\％ | 3．4\％ | 3．3\％ | 3．5\％ | 3．5\％ | 3．5\％ | 3．6\％ | 3．5\％ | 3．4\％ | 3．5\％ | Net Pro | it Margin | 4．0\％ |
|  |  |  |  |  |  | d4397 | d5002 | d5166 | d10869 | d6441 | d7230 | d6591 | d7325 | d11878 | d8160 | d7000 | d6000 | Working | Cap＇l（\＄mill） | d4000 |
|  |  |  |  |  |  | 23669 | 30171 | 30735 | 33402 | 34549 | 36401 | 43842 | 47079 | 41417 | 44559 | 42000 | 41000 | Long－T | rm Debt（\＄mill） | 40000 |
| Common Stock $3,223,604,679$ shs． as of $6 / 4 / 14$ MARKET CAP：$\$ 247$ billion（Large |  |  |  |  |  | 49396 | 53171 | 61573 | 64608 | 65285 | 70749 | 68542 | 71315 | 76343 | 76255 | 83200 | 86800 | Shr．Eq | uity（\＄mill） | 112100 |
|  |  |  |  |  |  | 14．8\％ | 14．0\％ | 14．1\％ | 14．1\％ | 14．5\％ | 14．1\％ | 14．1\％ | 14．0\％ | 15．3\％ | 14．7\％ | 13．0\％ | 14．0\％ | Return | on Total Cap＇I | 15．0\％ |
|  |  |  |  | Cap） |  | 20．8\％ | 20．7\％ | 19．8\％ | 19．9\％ | 20．7\％ | 20．1\％ | 21．8\％ | 21．8\％ | 22．3\％ | 21．9\％ | 20．0\％ | 21．0\％ | Return | on Shr．Equity | 20．0\％ |
| CURRENT POSITION <br> （\＄MILL．） $2012 \quad 2013$ $4 / 30 / 14$ |  |  |  |  |  | 16．3\％ | 16．0\％ | 15．2\％ | 14．4\％ | 15．0\％ | 14．1\％ | 15．3\％ | 14．7\％ | 15．2\％ | 13．9\％ | 12．5\％ | 13．0\％ | Retaine | to Com Eq | 14．0\％ |
|  |  |  |  |  |  | 22\％ | 23\％ | 23\％ | 28\％ | 28\％ | 30\％ | 30\％ | 33\％ | $32 \%$ | 37\％ | 37\％ | 38\％ | All Div＇ | s to Net Prof | 33\％ |


| Cash Assets | 7781 | 7281 |  |
| :---: | :---: | :---: | :---: |
| Receivables | 6768 | 6677 | 6096 |
| Inventory（LIFO） | 43803 | 44858 | 45315 |
| Other | 1588 | 2369 | 2264 |
| Current Assets | 59940 | 61185 | 59687 |
| Accts Payable | 38080 | 37415 | 36347 |
| Debt Due | 12392 | 4412 | 3587 |
| Other | 21346 | 27518 | 28008 |
| Current Liab． | 71818 | 69345 | 67942 |


| ANNUAL RATES <br> of change（per sh） Sales <br> ＂Cash Flow＂ <br> Earnings <br> Dividends <br> Book Value |  | Past P <br> 10 Yrs． 5 <br> $10.0 \%$  <br> $11.0 \%$  <br> $10.5 \%$  <br> $18.0 \%$ 1 <br> $9.5 \%$  |  | Past Est＇d＇111＇13 <br> 5 Yrs． to＇17．＇19 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\underset{8.0 \%}{5 \mathrm{Yrs} .} \text { to }$ | 17．19 $5.5 \%$ |
|  |  | 9．5\％ | 7．0\％ |
|  |  | 9．0\％ | 7．5\％ |
|  |  | 14.5 | 8．5\％9．0\％ |
|  |  |  |  |
| $\begin{aligned} & \text { Fiscal } \\ & \text { Year } \end{aligned}$ | QUARTERLY SALES（\＄mill．）${ }^{\text {A }}$ |  |  |  | $\begin{aligned} & \text { Full } \\ & \text { Fiscal } \\ & \text { Year } \\ & \hline \end{aligned}$ |
| Begins | Apr． 30 | Jul． 31 | Oct． 31 | Jan． 31 |  |
| 2011 | 104189109366 |  | 110226 | 123169 | 446950 |
| 2012 | 113018 | 114296 | 113929 | 127919 | 469162 |
| 2013 | 114071 | 116829 | 115688 | 129706 | 476294 |
| 2014 | 114960 | 119500 | 119000 | 135540 | 489000 |
| 2015 | 119000 | 123300 | 124400 | 143300 | 510000 |
| $\begin{array}{\|c\|} \hline \text { Fiscal } \\ \text { Yeail } \\ \text { Begins } \end{array}$ | EARNINGS PER SHARE A B |  |  |  | $\begin{aligned} & \text { Full } \\ & \text { Fiscal } \\ & \text { Year } \end{aligned}$ |
|  | Apr． 30 | Jul． 31 | Oct． 31 | Jan． |  |
| 2011 | ． 97 | 1.09 | 99 | 1.44 | 4.45 |
| 2012 | 1.09 | 1.18 | 1.08 | 1.67 | $\begin{aligned} & 4.4 \\ & 5.02 \\ & 5.11 \\ & 5.15 \\ & 5.75 \end{aligned}$ |
| 2013 | 1.14 | 1.24 | 1.14 | 1.60 |  |
| 2014 | 1.10 | 1.20 | 1.15 | 1.70 |  |
| 2015 | 1.25 | 1.37 | 1.32 | 1.81 |  |
| Cal－ | QUARTERLY DIVIDENDS PAID－${ }^{\text {c }}$ |  |  |  | Full Year |
| endar | Mar． 31 | Jun． 30 | Sep． 30 | Dec． 31 |  |
| 2010 | ． 2725 | ． 605 | ． 3025 |  | 1.18 |
| 2011 | ． 3025 | .730.795 | ． 365 |  | 1.40 |
| 2012 | $.365$ |  | ． 3975 | ． 3975 | 1.96 |
| 2013 |  | ． 795 |  | ． 47 | 1.88 |
| 2014 | ． 48 | ． 48 |  |  |  |

BUSINESS：Wal－Mart Stores，Inc．is the world＇s largest retailer，op－ erating 3,288 supercenters（includes sizable grocery departments）， 508 discount stores， 632 Sam＇s Clubs，and 407 Neighborhood Mar－ kets in the U．S．，plus 6,107 foreign stores，mainly in Latin America with the balance in Asia，Canada，and the U．K．as of $1 / 31 / 14$ ．Total store space： 1.101 billion square feet．Retail space is largely

## Wal－Mart posted decent results in the

 first quarter（ended April 30th）．Same－ store sales（comps）rose 80 basis points， and would have been up 210 basis points excluding the effect of foreign currency ex－ change．Given the＂challenging retail envi－ ronment，＂Wal－M art expects domestic com－ ps to remain flat in the J uly period．The company is focused on keeping its shelves fully stocked．In the recent past，third parties were reporting evidence that Wal－Mart was having difficulty making available enough merchandise to customers，due to lack of necessary labor． The company seems to finally be address－ ing the issue head on，saying shelf stock－ ers now quickly respond when IT infra－ structure notifies them of out－of－stock items．It is now surpassing its goal of $95 \%$ availability，which is helping improve re－ sults at underperforming locations．
There has been cost inflation，of late． The first quarter saw this metric rise 120 basis points，driven largely by meat and produce．WMT has generally not passed this onto customers in hopes of increasing traffic and，thus，sales of other mer－ chandise．It couldn＇t confirm whether this
owned，and most stores are within 400 miles of a distribution cen－ ter．Groceries accounted for $55 \%$ of U．S．sales；sales per square foot in 2012：about $\$ 437$ ．Has 2，200，000 employees．Off．／dir．own $50.6 \%$ of shares（4／14 proxy）．Chairman：S．Robson Walton．CEO and Pres．：Doug McMillon．Inc．：DE．Addr．： 702 S．W．8th St．，Ben－ tonville，AR 72716．Tel．：479－273－4000．Internet：www．walmart．com．
was having its intended effect，but we are inclined to believe that this＂price invest－ ment＂is having a positive impact on cus－ tomer loyalty and satisfaction．
Wal－Mart remains focused on expand－ ing its small format stores．Neighbor－ hood Markets are designed to satisfy cus－ tomers＇need for goods that they replenish so frequently，they don＇t necessarily want to go to a supercenter to do so（i．e．，＂a stock－up trip＂）．Wal－Mart is on track to open between 180 and 200 of these loca－ tions this year alone．Some investors have voiced concerns about these locations can－ nibalizing sales of nearby supercenters， but WMT said this only appears to be a concern with stores that are located within a two－mile radius of one another．
We think these neutrally ranked shares are suitable for long－term in－ vestors．The company is doing well to cater to the needs of its cost－conscious cus－ tomers，and appears to be resolving per－ formance issues with its representatives． We like the small－format store expansion initiative and think it will help drive sales in the coming years．
Kevin Downing
August 1， 2014
（A）Fiscal year ends Jan．31st of following（losses）／gains：＇01，（\＄0．01）；＇05，\＄0．03；＇08，Aug．，and Dec．■ Dividend reinvestment plan calendar year．Sales exclude rentals from li－（\＄0．07）；＇09，\＄0．04；＇10，\＄0．40；＇11，\＄0．03；＇13，available． censed depts．（B）Based on diluted shares．（\＄0．23）．Next earnings report due Aug．14th．（D）In millions． May not sum due to rounding．Excls．$n / r$（C）Divds．historically paid in early Mar．，May，
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