

erating 3,288 supercenters (includes sizable grocery departments), 508 discount stores, 632 Sam's Clubs, and 407 Neighborhood Markets 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

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., Bentonville, AR 72716. Tel.: 479-273-4000. Internet: www.walmart.com.

ANNUAL RATES Past Est'd '11-'13 Past to '17-'19 10 Yrs. of change (per sh) 5 Yrs. Sales "Cash Flow" 10.0% 11.0% 8.0% 9.5% 5.5% 7.0% 7.5% 8.5% 9.0% Earnings Dividends 10.5% 18.0% 9.0% 14.5% 14.5% 7.0% **Book Value** 

1588

59940

38080

12392 21346

**Current Assets** 

Accts Payable Debt Due

Current Liab.

Other

2369

61185

37415

4412 27518

69345

2264

59687

36347

3587 28008

Fiscal Year Begins	QUA Apr.30	RTERLY S Jul.31	ALES (\$ m Oct.31	nill.) A Jan.31	Full Fiscal Year
2011	104189	109366	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
Fiscal	EARNINGS PER SHARE A B				Full
Year Begins	Apr.30	Jul.31	Oct.31	Jan.31	Fiscal Year
2011	.97	1.09	.99	1.44	4.45
2012	1.09	1.18	1.08	1.67	5.02
2013	1.14	1.24	1.14	1.60	5.11
2014	1.10	1.20	1.15	1.70	5.15
2015	1.25	1.37	1.32	1.81	5.75
Cal-	QUARTERLY DIVIDENDS PAID = C				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2010	.2725	.605	.3025		1.18
2011	.3025	.730	.365		1.40
2012	.365	.795	.3975	.3975	1.96
2013	.47	.47	.47	.47	1.88
2014	.48	.48			

Wal-Mart posted decent results in the first quarter (ended April 30th). Samestore sales (comps) rose 80 basis points, and would have been up 210 basis points excluding the effect of foreign currency exchange. Given the "challenging retail environment," Wal-Mart expects domestic comps to remain flat in the July 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 addressing the issue head on, saying shelf stockers now quickly respond when IT infrastructure notifies them of out-of-stock items. It is now surpassing its goal of 95% availability, which is helping improve results 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 merchandise. It couldn't confirm whether this

was having its intended effect, but we are inclined to believe that this "price investment" is having a positive impact on customer loyalty and satisfaction.

Wal-Mart remains focused on expanding its small format stores. Neighborhood Markets are designed to satisfy customers' need for goods that they replenish so frequently, they don't necessarily want to go to a supercenter to do so (i.e., stock-up trip"). Wal-Mart is on track to open between 180 and 200 of these locations this year alone. Some investors have voiced concerns about these locations cannibalizing 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 investors. The company is doing well to cater to the needs of its cost-conscious customers, and appears to be resolving performance 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 calendar year. Sales exclude rentals from licensed depts. (B) Based on diluted shares. May not sum due to rounding. Excls. n/r (losses)/gains: '01, (\$0.01); '05, \$0.03; '08, Aug., and Dec.■ Dividend reinvestment plan (\$0.07); '09, \$0.04; '10, \$0.40; '11, \$0.03; '13, available. (\$0.23). Next earnings report due Aug. 14th. (**D)** In millions.

Company's Financial Strength Stock's Price Stability A++ 100 Price Growth Persistence **Earnings Predictability** 100

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