

| Cash Assets | 7781 | 7281 | 6718 |
| :---: | :---: | :---: | :---: |
| Receivables | 6768 | 6677 | 6091 |
| Inventory (LIFO) | 43803 | 44858 | 51501 |
| Other | 1588 | 2369 | 1531 |
| Current Assets | 59940 | 61185 | 65841 |
| Accts Payable | 38080 | 37415 | 39656 |
| Debt Due | 12392 | 4412 | 11195 |
| Other | 21346 | 27518 | 20709 |
| Current Liab. | 71818 | 69345 | 71560 |


| ANNUAL RATES <br> of change (per sh) Sales <br> "Cash Flow" <br> Earnings <br> Dividends <br> Book Value |  | Past 10 Yrs. 10.0\% $11.0 \%$ $18.0 \%$ 9.5 |  Past Est <br>  5 Yrs. t <br> $\%$ $8.0 \%$  <br> $\%$ $9.5 \%$  <br> $\%$ $9.0 \%$  <br> $\%$ $14.5 \%$  <br> $\%$ $7.0 \%$  |  | $\begin{gathered} \hline \text { Est'd '11-'13 } \\ \text { to '17.'19 } \\ 5.0 \% \\ 6.5 \% \\ 6.5 \% \\ 6.0 \% \\ 8.0 \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
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|  |  |  |  |  |  |
| $\begin{aligned} & \hline \text { Fiscal } \\ & \text { Year } \\ & \text { Begins } \end{aligned}$ | QUARTERLY SALES (\$ mill.) ${ }^{\text {A }}$ |  |  |  | $\begin{aligned} & \text { Full } \\ & \text { Fiscal } \\ & \text { Year } \end{aligned}$ |
|  | 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 | 120125 | 119001 | 133114 | 487200 |
| 2015 | 118150 | 122600 | 122300 | 136150 | 499200 |
| $\begin{array}{\|c\|} \hline \text { Fiscal } \\ \text { Yeail } \\ \text { Hegins } \end{array}$ | EARNINGS PER SHARE A b |  |  |  | $\begin{aligned} & \text { Full } \\ & \text { Fiscal } \\ & \text { Year } \end{aligned}$ |
|  | Apr. 30 | Jul. 31 | Oct. 31 | Jan. 31 |  |
| 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 | 1.21 | 1.15 | 1.54 | 5.00 |
| 2015 | 1.15 | 1.26 | 1.19 | 1.70 | 5.30 |
| Calendar |  |  |  |  | $\begin{aligned} & \text { Full } \\ & \text { Year } \end{aligned}$ |
|  | QUARTERLY DIVIDENDS PAID © ${ }^{\text {c }}$ ( 31 |  |  |  |  |
| 2011 | . 3025 | . 730 | . 365 |  | 1.40 |
| 2012 | . 365 | . 795 | . 3975 | . 3975 | 1.96 |
| 2013 | . 47 | . 47 | . 47 | . 47 | 1.88 |
| 2014 | . 48 | . 48 | . 48 | . 48 | 1.92 |
| 2015 |  |  |  |  |  |

BUSINESS: Wal-Mart Stores, Inc. is the world's largest retailer, operating 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
Wal-Mart's top line is showing some signs of life. The general merchandise juggernaut saw U.S. sales rise $3.4 \%$ in the October quarter, as same-store sales advanced 50 basis points, the first positive comp in the past seven quarters. Around 20 basis points of that came from higher ecommerce sales. The average ticket was up 120 basis points while traffic declined 70 basis points. Importantly, last year's cuts to the food stamp program lowered comps by 70 basis points, a headwind that was anniversaried on November 1st. Further, small-format Neighborhood Market stores reported an impressive 5.5\% comp thanks to pharmacy sales and an appealing consumables offering.
The company is trying to improve its shopping experience. The primary goals are to keep shelves stocked and inventory low. We think it will be difficult for WMT to accomplish these tasks and still keep profitability at the status quo. I ndeed, operating expenses were up $3.5 \%$ in the October quarter owing to wage increases. To be fair, higher U.S. healthcare expenses also played a part. We expect these trends to continue over the near term.
owned, and most stores are within 400 miles of a distribution center. Groceries accounted for $55 \%$ of U.S. sales; sales per square foot in 2013: about $\$ 433$. 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.

## Domestic fourth-quarter comps

 should be decent compared to recent history. Guidance for this all-important metric is flat to up 1\%, on top of a 40-basis-point decline in the previous year. Management cautioned that the outlook factors in a "highly promotional" holiday selling season. Results may get a boost from e-commerce sales, which have been benefiting from innovative digital marketing tactics and successful integration of its desktop, mobile, and brick and mortar shopping experiences. All told, fourthquarter guidance is now at $\$ 1.46$ to $\$ 1.56$ a share, which reflects the aforementioned higher healthcare costs, investment in ecommerce, and a negative $\$ 0.03$ impact from the closing of underperforming stores in Wal-Mart J apan.The shares are unfavorably ranked for the year ahead (Timeliness: 4). AIthough we think initiatives to improve customer satisfaction are a step in the right direction, and lower gas prices may boost spending somewhat, we do not expect any major spikes in spending from Wal-Mart's cash-strapped customer base. Kevin Downing

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[^0]:    (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 Feb. 19th. (D) In millions. May not sum due to rounding. Excls. n/r (C) Divds. historically paid in early Mar., May,

    | Company's Financial Strength | A++ |
    | :--- | ---: |
    | Stock's Price Stability | 100 |
    | Price Growth Persistence | 55 |
    | Earnings Predictability | 100 |

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