

parel, equipment, accessories, and services. It sells products to retail accounts, through NIKE-owned retail stores and the Internet, and through a mix of independent distributors and licensees in approximately 190 countries. Has 322 domestic and 536 international locations (including factory stores) as of 5/31/14. Has about 56,500

directors own 75.1% of Class A and 17.2% of Class B shares; The Vanguard Group, 6.0% of Class B; BlackRock, 5.8% of Class B (7/14 proxy). Chairman: Philip H. Knight. President & CEO: Mark G. Parker, Incorported: OR. Address: One Bowerman Dr., Beaverton. OR 97005. Telephone: 503-671-6453. Internet: www.nikeinc.com.

2923 5027 3926 **ANNUAL RATES** Past Est'd '12-'14 Past 5 Yrs. 9.5% to '18-'20 12.5% of change (per sh) 10 Yrs. 11.0% 12.5% 14.0% Sales "Cash Flow" 16.5% 17.5% 17.5% 10.5% 10.5% Earnings Dividends Book Value 18.5% 12.0%

13626

1646

13696

1930 174

15207

1821

169

3596

5586

Current Assets

Accts Payable Debt Due

Current Liab

Fiscal Year Ends	QUA Aug.31	RTERLY S Nov.30		ill.) ^A May 31	Full Fiscal Year
2012	6081	5731	5846	6470	24128
2013	6474	5955	6187	6697	25313
2014	6971	6431	6972	7425	27799
2015	7982	7380	7460	7738	30560
2016	8190	7620	7995	8545	32350
Fiscal	EARNINGS PER SHARE AB				_Full _
Year Ends	Aug.31	Nov.30	Feb.28	May 31	Fiscal Year
2012	.68	.50	.60	.59	2.37
2013	.63	.57	.73	.76	2.69
2014	.86	.59	.75	.78	2.97
2015	1.09	.74	.89	.83	3.55
2016	1.10	.80	1.00	.95	3.85
Cal-	QUARTERLY DIVIDENDS PAID C=				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2011	D	.155	.155	.155	.47
2012	.18	.18	.19	.39⋿	.93
2013		.21	.21	.21	.63
2014	.24	.24	.24	.24	.96
2015	.28	.28			

Underlying demand for NIKE's products is much stronger than recent reported sales suggest. Weaker-thanexpected top-line growth in the fiscal third quarter (ended February 28th) was largely the result of a stronger dollar against most other currencies. On a currency-neutral basis, sales grew 13%, year to year, versus the reported gain of 7%. Excluding changes in currency, sales in Western Europe jumped an impressive 21% as NIKÉ continues to win market share. Greater China is clearly back into growth mode, with a 17% gain, after retail operations there underwent a strategic resetting. Revenue in North America rose a more modest 6%, hindered by port congestion on the U.S. West Coast, a problem which will linger through the May quarter. Performance in Mexico, Russia, and Brazil will likely remain soft. Reported futures orders were up only 2%, but in constant currency increased a solid 11%, including 15% in North America. NIKE expects currency translation to shave 8% and 5% from sales in the May quarter and fiscal 2016, respectively, as reflected in our estimates.

A stronger dollar will also dampen

gross margins in the near term. Fiscal third-quarter gross margin expanded 140 basis points, which drove better-thanexpected earnings. However, negative currency translation effects should be more intense over the next several months. We're looking for margin improvement as fiscal 2016 progresses, though, based on pricing power of the brand, an ongoing shift toward more-profitable products, and lean manufacturing processes.

The company is investing heavily to **support future growth.** A top priority is developing and expanding the digital platform including e-commerce. where February-period sales jumped 42%. Sites are now offered in 18 languages. Women are also purchasing more workout and "athleisure" apparel and footwear, and NIKE is on top of this trend. And, as always, the company continues to roll out innovative new products.

Momentum investors may find interest in this timely issue. But we think the valuation is too high for longer-term accounts, even given the top mark for Safety and NIKE's stellar balance sheet. Craig Sirois May 1, 2015

(A) Fiscal years end May 31st. (B) Diluted earnings. Excludes nonrecurring: '99, (5¢); '03, (50¢); '07, 4¢; '08, 15¢; '09, (25¢); '13, 2¢. Quarterly EPS may not sum due to change in

share count. Next earnings report due early July. (C) Dividends historically paid in early January, April, July, and October. ■ Reinvest-

December of prior year. (E) Includes 21¢ dividend paid December 26th. (F) In millions, adjusted for splits. (G) Each share of Class A is ment plan available. (D) Paid 15.5¢ dividend in convertible to one share of Class B.

Company's Financial Strength Stock's Price Stability A++ 85 Price Growth Persistence 100 **Earnings Predictability** 100