

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 to '18-'20 12.5% 17.5% 5 Yrs. 9.5% of change (per sh) 10 Yrs. 11.0% 12.5% 14.0% Sales "Cash Flow" 10.5% 10.5% 18.5% Earnings Dividends Book Value 18.5% 12.0%

13626

1646

13696

1930 174

15976

2131 181

4022

6334

**Current Assets** 

Accts Payable Debt Due

Current Liab

Fiscal Year Ends	QUA Aug.31	RTERLY S Nov.30	ALES (\$ m Feb.28	ill.) <sup>A</sup> 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	7779	30601
2016	8150	7620	7980	8460	32210
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	.98	3.70
2016	1.15	.85	1.05	1.05	4.10
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	.28		

NIKE finished fiscal 2015 strongly. though much of the upside surprise in earnings was due to items below the operating line. Fourth-quarter (ended May 31st) sales were up 13% on a constant-currency basis. Growth came from all geographic regions and product categories except for Emerging Markets and Global Football, respectively. This reflected the benefits of the World Cup soccer tournament a year earlier, rather than the bribery scandal now enveloping the sport. (As an aside, NIKE recently won the apparel rights to outfit the NBA starting in 2017, which locks its dominance in the basketball arena.) Share net came in at \$0.98, compared to our \$0.83 estimate. A reduced share count added one cent, while a lower tax rate (reflecting adjustment for prior quarters) contributed \$0.07. Also, other income was \$58 million, versus an expense of \$17 million a year earlier, thanks to currency hedging gains. This kept the pretax loss related to currency changes (including translation losses) to \$37 million, or \$0.05 a share better than our expectation. At current exchange rates, hedging gains would be \$200 million

in fiscal 2016. That accounts for half of our \$0.25 increase in the share-net call to \$4.10, with a higher estimate for gross margin responsible for the balance. Currency-neutral future orders on May 31st were up 13%, which is impressive. However, inventory was up 10%, while reported futures were up 2%.

A higher mix of direct-to-consumer (DTC) business is a driving force behind gross margin expansion. In fiscal 2015, DTC sales jumped 29% (wholesale increased 10%), with same-store gains of 16%, online sales up 59%, and store-count (measured at yearend) growth of 8%. DTC business in China surged 52% for the May period, showcasing a successful reset in product and stores. DTC sales have significantly higher gross margins, partially offset by SG&A expenses.

The stock's longer-term appreciation potential is subpar. At the recent quotation, the valuation is well above the historic average and that of the group. Moreover, we see encroaching competition from the likes of Skechers and Under Armour, which are growing more rapidly. Craig Sirois

Julv 31. 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 late September. (C) Dividends historically paid in early January, April, July, and October. ■ Reinvestment plan available. (D) Paid 15.5¢ divi-

dend in December of prior year. (E) Includes 21¢ dividend paid December 26th. (F) In millions, adjusted for splits. (G) Each share of Class A is convertible to one share of Class B. Company's Financial Strength Stock's Price Stability A++ 85 Price Growth Persistence 100 **Earnings Predictability** 100