

parel, equipment, and accessories. Sells products to retail accounts, through NIKE-owned stores and the Internet, and through a mix of independent distributors and licensees in approximately 190 countries. Has 339 domestic and 592 international locations (including factory stores) as of 5/31/15. Has about 62,600 employees (in-

16.0% Cl. B (representing director Travis Knight's holdings); other officers/directors, 9.8% of Cl. A and 3.7% of Cl. B; The Vanguard Group, 6.1%; BlackRock, 5.4% (7/15 proxy). Chairman & CEO: Mark G. Parker, Inc.: OR. Address: One Bowerman Dr., Beaverton, OR 97005. Tel.: 503-671-6453. Internet: www.nikeinc.com

Retro 12 dating back to 1997. But Under

Past Est'd '13-'15 **ANNUAL RATES** Past 10 Yrs. 10.5% 12.5% 13.5% to '19-'21 12.5% 17.5% 5 Yrs. 10.5% of change (per sh) Sales "Cash Flow" 12.0% 11.5% 18.0% Earnings Dividends Book Value 14.0% 17.5%

13696

1930

5027

174 2923 15976

2131 181

4022

6334

15025

2191

3122

5358

Current Assets

Accts Payable Debt Due

Current Liab

Fiscal Year Ends	QUA Aug.31	RTERLY S Nov.30	ALES (\$ m Feb.28	ill.) ^A May 31	Full Fiscal Year
2013	6474	5955	6187	6697	25313
2014	6971	6431	6972	7425	27799
2015	7982	7380	7460	7779	30601
2016	8414	7686	8032	8244	32376
2017	8770	8200	8720	9210	34900
Fiscal	EARNINGS PER SHARE AB				Full .
Year Ends	Aug.31	Nov.30	Feb.28	May 31	Fiscal Year
2013	.32	.29	.37	.37	1.35
2014	.43	.30	.38	.38	1.49
2015	.54	.37	.45	.49	1.85
2016	.67	.45	.55	.49	2.16
2017	.55	.50	.66	.64	2.35
Cal-	QUARTERLY DIVIDENDS PAID C=				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2012	.09	.09	.095	.195	.47
2013		.105	.105	.105	.32
2014	.12	.12	.12	.12	.48
2015	.14	.14	.14	.14	.56
2016	.16	.16	.16		

Innovation is seen as key to NIKE's future success. Diversification and continuous new product rollouts are a competitive strength of the world's leading supplier of athletic footwear and sportswear. In the fiscal fourth quarter (ended May 31st), the company introduced LunarEpic Flyknit with a sock-like fit and the Free Run series. In apparel, it launched Thermosphere Max, which regulates temperature, and lightweight vapor kits with AeroSwift technology. Earlier hits that are still going strong include anti-clog cleats and self-lacing shoes. NIKE has the flexibility to shift with the trends, as well. For example, it is putting more emphasis on lifestyle sportswear this year. New products are placing a floor on average selling prices. Innovation is also applied to manufacturing to reduce costs and speed delivery, which is beginning to pay off.

Competition is heating up, however. Adidas is staging an impressive turnaround. That rival is coming out with leather tennis and basketball shoes, which are popular this year. Skechers is offering more retro looks, too. NIKE is not standing still, though, launching the Air Jordan

Armour is coming on strong, signing basketball great Stephen Curry as a sponsor. We expect earnings in fiscal 2017 to start off slow and finish strong. Future product orders for delivery over the next two quarters were up 8%, year to year, at the end of May, compared to a 12% gain at the end of the third quarter. On a currency-neutral basis, the respective increases were 11% and 17%. Currency headwinds will likely blow hard in the first half of the new fiscal year. NIKE continues to clear some excess inventory in North America, which will further pressure the gross margin, offsetting improved pricing and productivity. Marketing and other expenses will also be elevated ahead of the summer Olympics and European

Football Championships. Although the issue is untimely, it is becoming more attractive as a longterm investment on a risk-adjusted basis. NIKE has good growth tracks in women's product, direct-to-consumer channels, and the Greater China region (futures there were up 24%).

Craig Sirois July 29, 2016

(A) Fiscal years end May 31st. (B) Diluted earnings. Excludes nonrecurring: '03, (25¢); '07, 2¢; '08, 8¢; '09, (13¢); '13, 1¢. Quarterly EPS may not sum due to change in share

count. Next earnings report due late Sept. (C) Dividends historically paid in early January, April, July, and October. ■ Reinvestment plan available

(D) Includes 21¢ dividend paid December 26th. (E) In millions, adjusted for splits. (F) 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** 95