

| Cash Assets |  |  | 9135 | 8705 | 97 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 6778 | 5624 | 5187 |
| Inventory (LIFO) |  |  | 5141 | 44469 | 44513 |
| Other |  |  | 2224 | 1441 | 1800 |
| Current Assets |  |  | 3278 | 60239 | 59097 |
| Accts Payable |  |  | 8410 | 38487 | 37997 |
| Debt Due |  |  | 6402 | 6004 | 6629 |
| Other |  |  | 0460 | 20128 | 25656 |
| Current Liab. |  |  | 5272 | 64619 | 70282 |
| ANNUAL RATES of change (per sh) |  | Past |  |  |  |
|  |  |  |  |  |  |
| of change (per sh) |  | 8.0 |  | 5\% | 4.0\% |
| "Cash Flow" |  | 8.5\% |  | 5\% | 2.0\% |
| Earnings |  | 7.5\% |  | 0\% | 1.0\% |
| Dividends |  | 14.5 | \% 12. | \% | 3.5\% |
| Book V | alue | 8.0\% |  |  | 3.5\% |
| $\begin{gathered} \text { Fiscal } \\ \text { Yeal } \\ \text { Begins } \\ \hline \end{gathered}$ | QUARTERLY SALES (\$ mill.) ${ }^{\text {A }}$ |  |  |  | $\begin{aligned} & \text { Full } \\ & \text { Fiscal } \\ & \text { Year } \\ & \hline \end{aligned}$ |
|  | Apr. 30 | Jul. 31 | Oct. 31 | J |  |
| 2013 | 114071 | 116829 | 115688 | 129706 | 476294 |
| 2014 | 114960 | 120125 | 119001 | 131565 | 485651 |
| 2015 | 114826 | 120229 | 117408 | 129667 | 482130 |
| 2016 | 115904 | 119000 | 118000 | 129096 | 482000 |
| 2017 | 116000 | 122000 | 120500 | 134500 | 493000 |
| $\begin{gathered} \text { Fiscal } \\ \text { Year } \\ \text { Begins } \end{gathered}$ | EARNINGS PER SHARE A B |  |  |  | $\begin{aligned} & \text { Full } \\ & \text { Fiscal } \\ & \text { Year } \end{aligned}$ |
|  | Apr. 30 | Jul. 31 | Oct. 31 | Jan. 31 |  |
| 2013 | 1.14 | 1.24 | 1.14 | 1.59 | 5.11 |
| 2014 | 1.10 | 1.21 | 1.15 | 1.61 | 5.07 |
| 2015 | 1.03 | 1.08 | 1.03 | 1.43 | 4.57 |
| 2016 | . 98 | 1.00 | . 93 | 1.28 | 4.20 |
| 2017 | . 95 | 1.05 | . 95 | 1.35 | 4.30 |
| Calendar | QUARTERLY DIVIDENDS PAID - C |  |  |  | Full |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2012 | . 365 | . 795 | 3975 | . 3975 | 1.96 |
| 2013 | . 47 | . 47 | . 47 | . 47 | 1.88 |
| 2014 | . 48 | . 48 | . 48 | . 48 | 1.92 |
| 2015 | . 49 | . 49 | 49 | . 49 | 1.96 |
| 2016 | 50 | 50 |  |  |  |

BUSINESS: Wal-Mart Stores, Inc. owns the world's largest retail chain, operating 3,465 supercenters (includes grocery departments), 442 discount stores, 655 Sam's Clubs, and 667 Neighborhood Markets in the U.S., plus 6,299 foreign stores, many in Latin America, with the rest in Asia, Canada, and the U.K. as of $1 / 31 / 16$. Total store space: 1.149 billion square feet. Retail space is largely

## Wal-Mart shares have outpaced their

 Dow counterparts in recent weeks. A combination of better-than-expected fiscal first-quarter results, and investors' rising interest in "safe haven" stocks amid market volatility and poor visibility help explain why WMT has beaten the benchmark Dow index by over $10 \%$ since earnings were released in late May.Consumer satisfaction scores have improved. The company continues to make progress managing inventory and labor to keep shelves stocked. Too, more associates are being made available to assist shoppers and keep lines moving. This helped Walmart U.S. grow first-quarter samestore sales 1\% (1.6\% excluding food deflation) on a $1.5 \%$ rise in traffic. These numbers are solid considering Walmart's massive scale. The core business also enjoyed 44 basis points of gross margin expansion, thanks to success with merchandise price negotiations, lower transportation costs (fuel), and less lost/stolen merchandise.
The customer base has mixed feelings about retail spending. Low unemployment, interest rates, inflation, and gas prices are all positives for Walmart shop-
owned, and most stores are within 400 miles of a distribution center. Groceries accounted for $56 \%$ of U.S. sales; sales per square foot in 2015: about $\$ 420$. Has $2,300,000$ employees. Off./dir. own $51.6 \%$ of shares ( $4 / 16$ 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.
pers. Still, many continue to focus on saving money and paying down debt. Overall, we think it will be difficult for comps to surpass the $1 \%$ guidance management provided for the J uly quarter.
E-commerce remains a priority. Companywide e-commerce sales rose 7\% in the quarter. This pales in comparison to the $25 \%$ retail sales growth Amazon experienced in the first quarter. Too, that company recently became the largest apparel retailer in the U.S., behind only Walmart. The company hopes Walmart Pay will help fend off the juggernaut e-tailer. The technology allows shoppers to make purchases with iOS or Android devices via the Walmart app. We find the suggested convenience of tapping a phone versus swiping a card to be questionable at best.
These shares may interest those looking for a defensive play. Wal-Mart fits the bill as a safe-haven stock. That said, the recent appreciation of the shares leaves them with lackluster potential price appreciation. Further, the market seems to already be pricing in solid same-store sales growth in the coming quarters. Kevin Downing

J uly 29, 2016

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[^0]:    (A) Fiscal year ends Jan. 31st of following $\begin{aligned} & \text { (losses)/gains: '01, (\$0.01); '05, \$0.03; '08, } \\ & (\$ 0.07) \text { ' '09, } \$ 0.04 \cdot ' 10, \$ 0.40 \cdot ' 11, \$ 0.03 \text { ' '13, May, Aug., and } \\ & \text { ment plan available }\end{aligned}$ calendar year. Sales exclude rentals from li- $\begin{gathered}(\$ 0.07) ; ~ ' 09, ~ \$ 0.04 ; ~ ' 10, ~ \$ 0.40 ; ' 11, \$ 0.03 ; ~ ' 13, ~ m e n t ~ p l a n ~ a v a i l a b l e ~\end{gathered}$ censed depts. (B) Based on diluted shares.
    May not sum due to rounding. Excls. n/r $\begin{aligned} & \text { (\$0.23); '15 (\$0.08). Next earnings report due } \\ & \text { Auth. (C) Divds. historically paid in early }\end{aligned}$

