


| Fiscal <br> Year <br> Begins | QUARTERLY SALES (\$ mill.) A <br> Apr.Per Jul.Per Oct.Per Jan.Per | Full <br> Fisca <br> Year |
| :---: | :---: | :---: | :---: |
| 20 |  |  |


| 2013 | 19124 | 22522 | 19470 | 17696 | 78812 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2014 | 19687 | 23811 | 20516 | 19162 | 83176 |
| 2015 | 20891 | 24829 | 21819 | 20980 | 88519 |
| 2016 | 22762 | 26472 | 23154 | 21712 | 94100 |
| 2017 | 23575 | 27675 | 24175 | 22775 | 98200 |
| $\begin{gathered} \text { Fiscal } \\ \text { Fear } \\ \text { Begin } \end{gathered}$ | EARNINGS PER SHARE A B Apr.Per Jul.Per Oct.Per Jan.Per |  |  |  | $\begin{aligned} & \text { Full } \\ & \text { Fiscal } \\ & \text { Year } \end{aligned}$ |
| 2013 | . 83 | 1.24 | . 95 | . 73 | 3.76 |
| 2014 | . 96 | 1.52 | 1.10 | 1.00 | 4.56 |
| 2015 | 1.16 | 1.66 | 1.35 | 1.17 | 5.34 |
| 2016 | 1.44 | 1.97 | 1.60 | 1.32 | 6.33 |
| 2017 | 1.60 | 2.20 | 1.80 | 1.55 | 7.15 |
| $\begin{aligned} & \text { Cal- } \\ & \text { endar } \end{aligned}$ | QUARTERLY DIVIDENDS PAID C^ |  |  |  | 11 |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2012 | . 29 | . 29 | . 29 | . 29 | 1.16 |
| 2013 | . 39 | . 39 | . 39 | . 39 | 1.56 |
| 2014 | . 47 | . 47 | . 47 | . 47 | 1.88 |
| 2015 | . 59 | . 59 | . 59 | . 59 | 2.36 |
| 2016 | . 69 | . 69 | . 69 | . 69 |  |

BUSINESS: The Home Depot, Inc. operates a chain of 2,276 retail building supply/home improvement "warehouse" stores across the U.S. and in Canada and Mexico (as of 10/30/16). Acquired Hughes Supply in $1 / 06$. Average store size: $104,000 \mathrm{sq}$. ft. indoor plus 24,000 sq. ft. garden center. Items stocked: about 35,000. Product lines include building materials, lumber, floor/wall coverings; plumb-

## The Home Depot posted solid fiscal

 third-quarter (ended October 30th) results. Sales climbed 6.1\% from a year earlier, topping our $\$ 23.055$ billion forecast. Too, same-store sales rose $5.5 \%$, with U.S. stores notching a 5.9\% advance. Demand was broad based, though categories such as appliances, lumber, tools, garden, and flooring were particularly strong. Favorable weather enabled an extension of the outdoor project season, while repairs/rebuilding in the wake of Hurricane Matthew and flooding in Louisiana gave a boost to sales in the South. Sales to both professional and DIY customers were solid (professional grew faster than DIY). Finally, investments in online selling capabilities continued to pay off, as Internet sales jumped $17 \%$ and made up $5.6 \%$ of the top line. Moreover, management's ongoing focus on productivity enhancements and supply chain improvements helped to push the bottom line 18.5\% higher on a year-over-year basis. Compared with 2015's fiscal third quarter, the gross margin inched up six basis points (bps); operating expenses as a percentage of the top line dipped 62 bps ; and interest ex-ing, heating, and electrical; paint \& furniture; seasonal and specialty items; hardware \& tools. Has about 385,000 employees. Off. \& dir. own less than $1.0 \%$ of common; Capital World Investors, 6.9\% (4/16 Proxy). Chairman, CEO, \& President: Craig Menear. Incorporated: DE. Address: 2455 Paces Ferry Road, Atlanta, Georgia 30339. Telephone: 770-433-8211. Internet: www.homedepot.com.
penses fell seven bps. A lower tax rate and stock repurchases also hel ped earnings per share clock in $\$ 0.03$ ahead of our call.
Management made some tweaks to its full-year fiscal 2016 guidance. Estimated top-line and comp advances were unchanged at $6.3 \%$ and $4.9 \%$, respectively. However, the share-earnings target was raised $\$ 0.02$, to $\$ 6.33$. While J anuaryperiod comparisons are tough, we look for housing to remain a tailwind (despite a recent uptick in mortgage rates) thanks to favorable trends in home-price appreciation, housing turnover, household formation, and the aging of the U.S. housing stock. GDP growth ought to be supportive, as well, as should internal efforts to create a more formidable online presence, increase productivity, and court professional customers. Our fiscal 2017 earnings call is intact at $\$ 7.15$ a share.
While we like Home Depot stock for conservative accounts looking for exposure to the housing market and some income, near-term investors will probably want to look beyond this untimely equity.
Matthew Spencer, CFA December 23, 2016

[^0]Company's Financial Strength Stock's Price Stability
Price Growth Persistence


[^0]:    31st of the following year.
    (B) Diluted earnings. Excludes nonrecurring gains/(losses): '07, (\$0.10); '08, (\$0.44); '09
    (\$0.09); '10, (\$0.02); '12, (\$0.10); '14, \$0.15; ' $15, \$ 0.12$. Totals may not sum due to rounding. Next earnings report due late February. ing. Next earnings report due late February.
    (C) Dividends historically paid in March, June

    Sept., and Dec. ■ Div'd reinvest. plan avail.
    (D) In millions, adjusted for stock splits.
    (E) Includes intangibles. At 1/31/16: \$2,102

