

chain, operating 3,522 supercenters (includes grocery departments), 415 discount stores, 660 Sam's Clubs, and 735 Neighborhood Markets in the U.S., plus 6,363 foreign stores, many in Latin America, with the rest in Asia, Canada, and the U.K. as of 1/31/17. Total store space: 1.164 billion square feet. Retail space is largely

ter. Groceries accounted for 56% of U.S. sales; sales per square foot in 2016: about \$420. Has 2,300,000 employees. Off./dir. own 51.6% of shares (4/17 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.

ANNUAL RATES Past Est'd '14-'16 Past to '20-'22 10 Yrs. of change (per sh) 5 Yrs. Sales "Cash Flow" 7.5% 7.5% 5.0% 4.0% Earnings Dividends Book Value 4.0% 5.0% 4.0% 3.0% 9.5% 6.0% 5.0%

2224

63278

38410

6402 20460

**Current Assets** 

Accts Payable Debt Due

Current Liab.

Other

1441

60239

38487

6004 20128

1941

57689

41433

21575

66928

3920

Fiscal   QUARTERLY SALES (\$ mill.) A   Figure   Apr.30   Jul.31   Oct.31   Jan.31   Z014   114960   120125   119001   131565   4856	ar 351 130
<b>2014</b> 114960 120125 119001 131565 4856	130
<b>2015</b>   114826 120229 117408 129667   4821	70
<b>2016</b>   115904 120854 118179 130936   4858	3/3
2017   118000 122500 121000 133500   4950	000
2018   120625   125250   123700   136425   5060	000
Fiscal EARNINGS PER SHARE A B FU	ıll,
Begins Apr.30 Jul.31 Oct.31 Jan.31 Yes	cai ar
<b>2014</b> 1.10 1.21 1.15 1.61 5.	07
<b>2015</b>   1.03   1.08   1.03   1.43   4.5	57
<b>2016</b> .98 1.07 .98 1.30 4.	32
2017 .97 1.07 .98 1.28 4.	30
2018   1.02   1.11   1.06   1.31   4.	50
Cal- QUARTERLY DIVIDENDS PAID ■ C FL	ıll
endar Mar.31 Jun.30 Sep.30 Dec.31 Ye	ar
<b>2013</b> .47 .47 .47 .47 1.8	38
<b>2014</b> .48 .48 .48 .48 1.9	)2
<b>2015</b> .49 .49 .49 .49 1.9	96
<b>2016</b> .50 .50 .50 .50 2.0	00
2017 .51	

Wal-Mart continues to report encouraging top-line results. Revenue advanced 1% year over year in the January quarter, and 3% on a constant-currency basis. Domestic same-store sales increased 1.8% on a 1.4% rise in traffic, the ninthconsecutive quarter with a higher number of transactions. It appears customers are responding well to cleaner stores, friendlier service, better inventory availability, and faster check-out times enabled by new technology and associate training programs. Comps may have slowed in the April quarter, though, due to a delay in tax refunds compared to last year. Wal-Mart expects domestic comps to land between 1.0% and 1.5% in the period.

Deflation should continue to impact results ahead. The company is passing off lower food prices onto customers. This created a 90-basis-point headwind in the first quarter. Management expects deflation to moderate some this year, but to remain a headwind.

Wal-Mart is making moves to better compete with Amazon. The company launched a free two-day shipping program on orders of \$35 or more to counter

Amazon's similar offer on orders of \$50 or more. Too, Wal-Mart will discount one million online-only items if customers agree to pick them up in-store. Elsewhere, the company continues to buy up trendy ecommerce shops. In addition to last year's purchase of Amazon rival Jet.com for \$3 billion, WMT recently bought home furnishing e-tailer Hayneedle, ShoeBuy, Women's clothing outfit ModCloth, and outdoor goods seller MooseJaw. Too, the company is reportedly in talks to purchase popular men's clothing startup Bonobos for \$300 million. We applaud this strategy and think it will help support an already strong e-commerce business. Indeed, ecommerce sales were up 15.5% in January, thanks to a 36% rise in domestic activity. Conservative investors may find these neutrally ranked shares appealing. The company continues to invest heavily to improve its online and in-store experi-

ences, which will likely keep a lid on nearterm earnings growth. However, we think this should eventually pay off and lead to decent risk-adjusted long-term price appreciation.

Kevin Downing

April 28, 2017

(A) Fiscal year ends Jan. 31st of following calendar year. Sales exclude rentals from licensed depts. (B) Based on diluted shares. May not sum due to rounding. Excls. n/r

May 18th. (C) Divds. historically paid in early

(losses)/gains: '01, (\$0.01); '05, \$0.03; '08, Mar., May, Aug., and Dec.■ Dividend reinvest-(\$0.07); '09, \$0.04; '10, \$0.40; '11, \$0.03; '13, ment plan available. (\$0.23); '15 (\$0.08). Next earnings report due (**D**) In millions.

Company's Financial Strength Stock's Price Stability A++ 95 Price Growth Persistence 30 **Earnings Predictability** 95

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