

|  |  |  |  |
| :--- | ---: | ---: | ---: |
| Cash Assets | 5924 | 5457 | 6179 |
| Receivables | 3358 | 3241 | 3677 |
| Inventory (LIFO) | 4337 | 4838 | 5055 |
| Other | $\frac{2357}{}$ | 1489 | 1150 |
| Current Assets | 15976 | 15025 | 16061 |
| Accts Payable | 2131 | 2191 | 2048 |
| Debt Due | 181 | 45 | 331 |
| Other | 4022 | 3122 | 3095 |
| Current Liab. | 6334 | 5358 | 5474 |


| ANNUAL RATES | Past | Past | Est'd '14-'16 |
| :--- | :---: | :---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to '20-'22 |
| Sales | $10.5 \%$ | $11.5 \%$ | $11.0 \%$ |
| "Cash Flow" | $12.5 \%$ | $14.0 \%$ | $14.0 \%$ |
| Earnings | $12.5 \%$ | $13.5 \%$ | $16.0 \%$ |
| Dividends | $16.0 \%$ | $14.5 \%$ | $13.0 \%$ |
| Book Value | $10.0 \%$ | $7.5 \%$ | $8.0 \%$ |


| Dividends Book Value |  | $\begin{aligned} & 16.0 \% \\ & 10.0 \% \end{aligned}$ |  | $\begin{gathered} 14.5 \% \\ 7.5 \% \end{gathered}$ | $\begin{aligned} & 13.0 \% \\ & 8.0 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Fiscal | QUARTERLY SALES (\$ mill.) A |  |  |  | $\begin{aligned} & \text { Full } \\ & \text { Fiscal } \\ & \text { Year } \end{aligned}$ |
| Year Ends | Aug. 31 | Nov. 30 | Feb. 28 | May 31 |  |
| 2014 | 6971 | 6431 | 6972 | 7425 | 27799 |
| 2015 | 7982 | 7380 | 7460 | 7779 | 30601 |
| 2016 | 8414 | 7686 | 8032 | 8244 | 32376 |
| 2017 | 9061 | 8180 | 8432 | 8677 | 34350 |
| 2018 | 9630 | 8880 | 9130 | 9360 | 37000 |
| Fiscal Year Ends | $\begin{array}{r} \text { EAF } \\ \text { Aug. } 31 \end{array}$ | EARNINGS PER SHARE AB |  | $\begin{aligned} & \mathrm{AB} \\ & \text { May } 31 \end{aligned}$ | Full Fiscal Year |
| 2014 | . 43 | . 30 | . 38 | . 38 | 1.49 |
| 2015 | . 54 | . 37 | . 45 | . 49 | 1.85 |
| 2016 | . 67 | . 45 | . 55 | . 49 | 2.16 |
| 2017 | . 73 | . 50 | . 68 | . 60 | 2.51 |
| 2018 | . 75 | . 60 | . 75 | . 65 | 2.75 |
| Cal- | QUART | ERLY DIVI | IIDENDS PA | ID | Full |
| endar | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2013 | -- | . 105 | . 105 | . 105 | . 32 |
| 2014 | . 12 | . 12 | . 12 | . 12 | . 48 |
| 2015 | . 14 | . 14 | . 14 | . 14 | . 56 |
| 2016 | . 16 | . 16 | . 16 | . 16 | . 64 |
| 2017 | . 18 | . 18 | . 18 |  |  |

BUSINESS: NIKE designs, develops, and markets footwear, apparel, 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 362 domestic and 683 international locations (including factory stores) as of $5 / 31 / 16$. Has about 70,700 employees (in-

## NIKE's quotation surged following an

 impressive May-quarter report that closed the books on fiscal 2017 (ended May 31st). Revenues and earnings topped Wall Street's expectations and year-overyear growth was admirable, but there was more to it then just the numbers. International markets shined, like Western Europe and Greater China. M oreover, the direct-to-consumer platform, which NIKE is weighing heavier on going forward given the ever-changing tastes of today's shoppers, displayed $12 \%$ growth, a metric the investment community was pleased about. Still, it was likely a separate disclosure in the earnings call that led to this stock price's large pop. The company announced it is opening up shop on Amazon.com. This fresh direct partnership is only in the pilot stages and includes just a limited assortment of NIKE products. But the move was unanimously applauded, as the sneaker company aims to revamp its sales tactics while brick-and-mortar retailers are suffering and online sales are climbing. Our earnings call for fiscal 2018 is up by $\$ 0.15$ a share, to $\$ 2.75$. The exact ramifications of the Amazon deal are notcluding part-timers). Swoosh, LLC, owns $78.1 \% \mathrm{Cl}$. A shares, $16.0 \% \mathrm{Cl}$. B (representing director Travis Knight's holdings); other officers/directors, $3.9 \%$ of Cl . B; The Vanguard Group, $6.4 \%$; FMR LLC, $6.2 \%$; BlackRock, 5.9\% (7/25/16 proxy). Chairman \& CEO: Mark G. Parker. Inc.: OR. Address: One Bowerman Dr., Beaverton, OR 97005. Tel.: 503-671-6453. Internet: www.nikeinc.com.
easily quantifiable, but we certainly do not see it being a negative in any way. Add to this the initial success of some new direct-to-consumer options, like personal sneaker designing, and the fact that NIKE remains the dominant name in this field, even after Adidas and Under Armour rallied a bit, and we see ample gains available for the taking by the swoosh.
The growing popularity of the NBA on a global scale cannot be discounted. NIKE hitched its wagon to Michael J ordan years ago and changed the world of footwear. As the game has made huge strides in Europe, South America, China, etc., top players like Lebron J ames and Kevin Durant continue to lead the way for the company. Pitch men of this caliber make a difference.
This blue chip checks almost all of the boxes on our potential investment list. A Timeliness of 2 (Above Average) and a Safety of 1 (Highest) immediately grab attention. Plus, appreciation potential out to 2020-2022 is above average. Then, add in the dividend and total-return seekers should get in the game, as well.
Erik M. Manning

[^0] count. Next egs. report due late September.
(C) Dividends historically paid in early January,
April, July, and October. - Reinvestment plan available.


[^0]:    (A) Fiscal years end May 31st. (B) Diluted earnings. Excludes nonrecurring: '03, (25¢); '07, 2¢; '08, 8¢; '09, (13¢); '13, 1¢. Quarterly

