

| Cash Assets | 2216 | - 2538 | 4830 |
| :---: | :---: | :---: | :---: |
| Receivables | 1890 | - 2029 | 2187 |
| Inventory (LIFO) | 11809 | 12549 | 12868 |
| Other | 1078 | 808 | 626 |
| Current Assets | 16993 | 17724 | 20511 |
| Accts Payable | 6565 | 7000 | 8541 |
| Debt Due | 427 | 1252 | 545 |
| Other | 5534 | 4581 | 6737 |
| Current Liab. | 12526 | $6 \overline{14133}$ | 15823 |
| ANNUAL RATES | Past 10 Yrs | Past Est 5 Yrs | tod '14-'16 |
| of change (per sh) | 10 Yrs. | 5 Yrs. |  |
| Sales | 6.0\% | 11.0\% | 7.5\% |
| "Cash Flow" | 7.5\% | 17.5\% | 9.5\% |
| Earnings | 7.5\% | 21.5\% | 10.5\% |
| Dividends | 17.5\% | 19.5\% | 15.0\% |
| Book Value | -8.0\% | -14.5\% | -25.0\% |


| $\begin{aligned} & \text { Fiscal } \\ & \text { Year } \\ & \text { Begins } \end{aligned}$ | QUARTERLY SALES (\$ mill.) A Apr.Per Jul.Per Oct.Per Jan.Per |  |  |  | Full Year Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2014 | 19687 | 23811 | 20516 | 19162 | 83176 |
| 2015 | 20891 | 24829 | 21819 | 20980 | 88519 |
| 2016 | 22762 | 26472 | 23154 | 22207 | 94595 |
| 2017 | 23887 | 28108 | 24475 | 23230 | 99700 |
| 2018 | 25000 | 29300 | 25475 | 25225 | 105000 |
| $\begin{gathered} \text { Fiscal } \\ \text { Fear } \\ \text { Begins } \end{gathered}$ | EARNINGS PER SHARE A B Apr.Per Jul.Per Oct.Per Jan.Per |  |  |  | $\begin{aligned} & \text { Full } \\ & \text { Fiscal } \\ & \text { Year } \end{aligned}$ |
| 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 | 1.44 | 6.45 |
| 2017 | 1.67 | 2.25 | 1.84 | 1.59 | 7.35 |
| 2018 | 1.85 | 2.51 | 2.00 | 1.89 | 8.25 |
| Cal- | QUARTERLY DIVIDENDS PAID C. |  |  |  | Full |
| endar |  |  |  |  | 退 |
| 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 | 2.76 |
| 2017 | . 89 | 89 |  |  |  |

[^0]The Home Depot delivered another quarter of stellar results, as it continued to buck trends in the broader retail space. HD is benefiting from its own internal initiatives to drive growth and a favorable macroeconomic backdrop in which consumers are willing, even eager, to invest in their homes. The end result was record high quarterly sales and earnings for The Home Depot. Specifically, fiscal second-quarter (ended July 30th) sales rose $6.2 \%$ and comparable-store sales were up $6.3 \%$, while the metric rose $6.6 \%$ for stores in the United States. The number of customer transactions was up 2.8\%; the average ticket increased 3.6\%; and sales per square foot rose 5.9\%. Demand was broad based across categories and geographies, and growth in sales to professionals outpaced those to DIY customers. Big-ticket sales (those over \$900) were up $12.4 \%$ thanks to strong demand for appliances and flooring. Consequently, share net was $\$ 0.05$ above our call.

## Looking ahead, we think that the

 good times will continue for The Home Depot. Recent housing data havestronger than the numbers suggest, as inventories are tight while demand remains solid. Indeed, home price appreciation, household formation, and housing turnover have all been supportive. This is a trend we expect to continue, as consumer confidence is high and the labor market has been making strides, despite a lackluster August jobs report. All told, we look for GDP to rise around $3 \%$ in the second half of 2017. This favorable backdrop, combined with management's efforts to court professional customers and bolster the store's digital presence and interconnected retail capabilities, should also support sales and earnings. In fact, leadership increased its full-year 2017 guidance, and looks for sales and comps to rise 5.3\% and $5.5 \%$, respectively. Share net is forecast to be $\$ 7.29$ a share. We've raised our call to $\$ 7.35$, as rebuilding efforts in the wake of hurricanes Harvey and Irma should give a short-term boost to results.
Conservative accounts looking to gain exposure to the housing market, along with some income, will likely want to take a closer look at this timely stock. Matthew Spencer, CFA September 22, 2017

[^1]
[^0]:    BUSINESS: The Home Depot, Inc. operates a chain of 2,282 retail
    building supply/home improvement "warehouse" stores across the U.S. and in Canada and Mexico (as of $7 / 30 / 17$ ). Acquired Hughes Supply in 1/06. Average store size: $104,000 \mathrm{sq}$. ft. indoor plus $24,000 \mathrm{sq}$. ft. garden center. Items stocked: about 35,000 . Product lines include building materials, lumber, floor/wall coverings; plumb
    ing, heating, and electrical; paint \& furniture; seasonal and specialty items; hardware \& tools. Has about 406,000 employees. Off. \& dir. own less than $1.0 \%$ of common; Capital World Investors, 6.8\% (4/17 Proxy). Chairman, CEO, \& President: Craig Menear. Incorporated: DE. Address: 2455 Paces Ferry Road, Atlanta, Georgia 30339. Telephone: 770-433-8211. Internet: www.homedepot.com.

[^1]:    A) Fiscal year ends Sunday

    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; $\quad$ Sept., and Dec. ■ Div'd reinvest. plan avail.
    15, \$0.12. Totals may not sum due to round- (D) In millions, adjusted for stock splits. ing. Next earnings report due November 14th. (E) Includes intangibles. At 1/31/16: \$2,102 (C) Dividends historically paid in March, June, $\quad$ mill. (\$1.68/share).

    Company's Financial Strength Stock's Price Stability
    Price Growth Persistence
    Earnings Predictability

