

| Cash Assets | 8705 | 6867 | 6469 |
| :---: | :---: | :---: | :---: |
| Receivables | 5624 | 5835 | 5395 |
| Inventory (LIFO) | 44469 | 43046 | 43442 |
| Other | 1441 | 1941 | 1457 |
| Current Assets | 60239 | 57689 | 56763 |
| Accts Payable | 38487 | 41433 | 42839 |
| Debt Due | 6004 | 3920 | 6028 |
| Other | 20128 | 21575 | 23944 |
| Current Liab. | 64619 | 66928 | 72811 |
| ANNUAL RATES of change (per sh) | Past 10 Yrs. | Past Est 5 Yrs. | $\begin{aligned} & \text { t'd '14-'16 } \\ & 0 \text { '20'22 } \end{aligned}$ |
| Sales | 7.5\% | 5.0\% | 5.0\% |
| "Cash Flow" | 7.5\% | 4.0\% | 6.5\% |
| Earnings | 6.0\% | 3.0\% | 5.5\% |
| Dividends | 12.5\% | 9.5\% | 8.0\% |


| Fiscal | QUARTERLY SALES (\$ mill.) A | ${ }^{\text {Fiscll }}$ |
| :---: | :---: | :---: |
| Begins | Apr. 30 Jul. 31 Oct. 31 Jan. 31 | Frscal |


| 2014 | 114960 | 120125 | 119001 | 131565 | 485651 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |

2015114826120229117408129667482130 | 2016 | 115904 | 120854 | 118179 | 130936 | 485873 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 2017 | 117542 | 123355 | 120900 | 133203 | 495000 | 2018 120625 125250123700136425506000

EARNINGS PER SHARE A B

| Begins | Apr. 30 | Jul. 31 | Oct. 31 | Jan. 31 | Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2014 | 1.10 | 1.21 | 1.15 | 1.61 | 5.07 |

201

| 2016 | .98 | 1.07 | .98 | 1.30 | 4.32 |
| ---: | ---: | ---: | ---: | ---: | ---: |
| 2017 | 1.00 | 1.08 | .97 | 1.30 | 4.35 |
| 2018 | 1.05 | 1.15 | 1.10 | 1.35 | 4.65 |


| Cal- <br> endar | QUARTERLY DIVIDENDS PAID - c <br> Mar.31 |  |  |  | Fun. <br> Yull |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2013 | .47 | .47 | .47 | .47 | 1.88 |
| 2014 | .48 | .48 | .48 | .48 | 1.92 |
| 2015 | .49 | .49 | .49 | .49 | 1.96 |
| 2016 | .50 | .50 | .50 | .50 | 2.00 |
| 2017 | .51 | .51 | 51 |  |  |

BUSINESS: Wal-Mart Stores, Inc. owns the world's largest retail 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
Wal-Mart's stock is doing well. The share price advanced around 9\% after the company gave an upbeat outlook for next year and provided encouraging details on its growth initiatives at the annual investor meeting. Prior 2017 earnings guidance of \$4.30-\$4.40 was reiterated, and WMT released 2018 revenue and earnings growth guidance of $3 \%$ and $5 \%$, respectively. Same-store sales ought to remain positive, and the U.S. e-commerce platform is expected to increase sales by $40 \%$. A new $\$ 20$ billion share repurchase program that's scheduled to be completed in two years was also well received. We would have preferred it if even more capital was going back into the business, though.
Omni-channel initiatives abound. WalMart's pace of innovation is making rivals' efforts look pedestrian. The company continues to test and roll out cutting-edge ways to streamline the online and in-store shopping experiences, as well as cater to shoppers' evolving preferences. The newest initiative is Mobile Express Returns, which uses the Walmart app to make returning products more seamless. Wal-Mart also struck a deal with Google to allow
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 2016: about $\$ 420$. Has $2,300,000$ employees. Off./dir. own $51.6 \%$ of shares ( $4 / 17$ proxy). Chairman: Gregory B. Penner. CEO and Pres.: Doug McMillon. Inc.: DE. Addr.: 702 S.W. 8th St., Bentonville, AR 72716. Tel.: 479-273-4000. Internet: www.walmart.com.
shoppers to order goods via the tech giant's voice-activated smart speaker, Google Home. Too, Wal-M art was an early mover on the buy online, pickup in-store trend and plans to expand the service to 1,000 more locations in 2018, roughly doubling the current footprint. A new option for longer delivery times in exchange for discounts is also promising. As good as the e-commerce business has been, it is still operating at a loss. We expect this to narrow in 2018 as higher volumes leverage fixed costs, and fees third-parties pay to list goods on Walmart.com expand.
Wal-Mart's investment strategy appears sound. The company plans to open just 25 U.S. stores in 2018. Capital expenditures will instead be focused on opening 255 locations in attractive existing international markets, e-commerce, supply chain initiatives, and upgrading IT infrastructure. Wal-Mart will continue to "invest in price" and pressure vendor partners to keep merchandise costs low.
Although untimely, the shares offer solid long-term price appreciation potential on a risk-adjusted basis.

October 27, 2017

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[^0]:    (A) Fiscal year ends Jan. 31st of following (losses)/gains: '01, (\$0.01); '05, \$0.03; '08, Mar., May, Aug., and Dec.■ Dividend reinvestcalendar year. Sales exclude rentals from li- (\$0.07); '09, \$0.04; '10, \$0.40; '11, \$0.03; '13, ment plan available. censed depts. (B) Based on diluted shares. (\$0.23); '15 (\$0.08). Next earnings report due (D) In millions. May not sum due to rounding. Excls. $n / r \mid$ mid-Nov. (C) Divds. historically paid in early

    Company's Financial Strength

