


Year | QUARTERLY SALES (\$ mill.) A |
| :--- |
| Yisc |
| Fisc |

| 2014 | 19687 | 23811 | 20516 | 19162 | 83176 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2015 | 20891 | 24829 | 21819 | 20980 | 88519 |
| 2016 | 22762 | 26472 | 23154 | 22207 | 94595 |
| 2017 | 23887 | 28108 | 25026 | 23534 | 100555 |
| 2018 | 25200 | 29450 | 26000 | 25525 | 106175 |
| $\begin{gathered} \text { Fiscal } \\ \text { Year } \\ \text { Begin } \end{gathered}$ | EARNINGS PER SHARE A B Apr.Per Jul.Per Oct.Per Jan.Per |  |  |  | $\begin{aligned} & \text { Full } \\ & \text { Fiscal } \\ & \text { Year } \end{aligned}$ |
| 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 | 1.60 | 7.36 |
| 2018 | 1.88 | 2.53 | 2.07 | 1.92 | 8.40 |


| Cal- <br> endar | QUARTERLY DIVIDENDS PAID C. <br> Mar.31 |  | Full <br> Year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 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 | .89 | .89 |  |

BUSINESS: The Home Depot, Inc. operates a chain of 2,283 retail building supply/home improvement "warehouse" stores across the U.S. and in Canada and Mexico (as of 10/29/17). 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's fiscal third-quarter

 (ended October 29th) results were solid. Sales rose 8\% from a year earlier, to $\$ 25.026$ billion, eclipsing our $\$ 24.475$ billion forecast. Comparable-store sales jumped 7.9\%, while stores in the United States posted a 7.7\% comp gain. Underlying demand was clearly strong, but hurricane-related sales gave a $\$ 282$ million boost to comparable-store sales, according to management. In addition, wildfires in the western U.S. and earthquakes in Mexico prompted spending on repair and rebuilding initiatives. Online sales continued to do well, rising 19\% year to year and making up 6.2\% of the top line. Sales to professionals once again outpaced growth in the do-it-yourself segment. Bigticket sales (those above $\$ 900$ ) were up $12.1 \%$, driven by categories such as flooring and appliances. While natural disasters gave a boost to revenues, the gross margin on hurricane-related sales was below the company average. Combined with $\$ 104$ million in hurricane-related damage suffered by The Home Depot, the storms actually hurt operating profit by $\$ 51$ milIion in the October interim. The gross mar-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.
gin contracted 17 basis points year over year, to 34.56\%. Conversely, SG\&A decreased 44 basis points as a function of the top line. A lower share count also helped earnings per share jump 15\% from a year earlier, to $\$ 1.84$, matching our call.
The housing market should keep acting as a tailwind for The Home Depot. Too, repair and rebuilding efforts are ongoing in several markets, so we expect to see additional demand in the $J$ anuary term, with the bump tailing off during the first half of fiscal 2018. All told, leadership now looks for sales and comps to increase 6.3\% and 6.5\%, respectively, for the year, each up one percentage point from prior guidance. The estimate for stock repurchases was also raised by $\$ 1$ billion, to $\$ 8$ billion. Consequently, share earnings are now pegged at $\$ 7.36$, up from $\$ 7.29$. We think that there is more upside than downside to this number.
Timely Home Depot stock is an enticing selection for many accounts, in our view, including those with a very conservative bent or a focus on growth and/or current income.

| Company's Financial Strength | A++ |
| :--- | ---: |
| Stock's Price Stability | 95 |
| Price Growth Persistence | 100 |
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