

| Cash Assets Receivables |  |  | 8705 | 6867 | 7026 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 5624 | 5835 | 5865 |
| Receivables Inventory (LIFO) |  |  | 4469 | 43046 | 50147 |
| Other |  |  | 1441 | 1941 | 2330 |
| Current Assets |  |  | 0239 | 57689 | 65368 |
| Accts Payable |  |  | 8487 | 41433 | 47587 |
| Debt Due |  |  | 6004 | 3920 | 9021 |
| Other Current Liab. |  |  | 0128 | 21575 | 23827 |
|  |  |  | 4619 | 66928 | 80435 |
| ANNUAL RATES of change (per sh) |  | Past 10 Yrs. |  | Past Est'd '14-'16 |  |
| of change (per shSales |  | 7.5\% |  | 0\% | 5.0\% |
| "Cash Flow" |  | 7.5\% |  | 0\% | 6.5\% |
| Earnings |  | 6.0\% |  | 0\% | 5.5\% |
| Dividends |  | 12.5\% |  | .5\% | 8.0\% |
|  |  | 7.0\% |  | 0\% | 4.0\% |
| $\begin{array}{\|c} \text { Fiscal } \\ \text { Yeail } \\ \text { Begins } \end{array}$ | QUARTERLY SALES (\$ mill.) ${ }^{\text {A }}$ |  |  |  | Full <br> Year |
|  | Apr. 30 | Jul. 31 | Oct. 31 | Jan. 31 |  |
| 2014 | 114960 | 120125 | 119001 | 131565 | 485651 |
| 2015 | 114826 | 120229 | 117408 | 129667 | 482130 |
| 2016 | 115904 | 120854 | 118179 | 130936 | 485873 |
| 2017 | 117542 | 123355 | 123179 | 130924 | 495000 |
| 2018 | 120625 | 125250 | 123700 | 136425 | 506000 |
| $\begin{gathered} \text { Fiscal } \\ \text { Year } \\ \text { Yegins } \end{gathered}$ | EARNINGS PER SHARE A B |  |  |  | $\begin{aligned} & \text { Full } \\ & \text { Fisclal } \\ & \text { Year } \end{aligned}$ |
|  | Apr. 30 | Jul. 31 | Oct. 31 | Jan. 31 |  |
| 2014 | 1.10 | 1.21 | 1.15 | 1.61 | 5.07 |
| 2015 | 1.03 | 1.08 | 1.03 | 1.43 | 4.57 |
| 2016 | . 98 | 1.07 | . 98 | 1.30 | 4.32 |
| 2017 | 1.00 | 1.08 | 1.00 | 1.35 | 4.43 |
| 2018 | 1.10 | 1.20 | 1.05 | 1.45 | 4.80 |
| Calendar | QUARTERLY DIVIDENDS PAID - C |  |  |  |  |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | ar |
| 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 | . 51 | 2.04 |
| 2018 |  |  |  |  |  |

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 core business remains

 strong. Domestic same-store sales grew 2.7\% in the fiscal-third quarter, the best quarterly comp in more than eight years. Around $15 \%$ of that came from Hurricanerelated sales, traffic drove approximately $55 \%$ of the gain, and e-commerce was responsible for $30 \%$. The fourth-quarter comp is expected to slow to $1.5 \%-2 \%$, owing to a more difficult comparison.Investors are euphoric about the future of the digital operation. Thirdquarter e-commerce growth of $50 \%$ contributed to the mid-November price spike. An upbeat investment community meeting in early October was another catalyst. There, management forecast fiscal 2018 domestic web-initiated sales to grow 40\% year over year, off a base of $\$ 11.5$ billion in 2017 (or $2.3 \%$ of our sales estimate). This would be a slowdown from recent levels, but that's largely due to a bigger base comparison and lapping the J et.com acquisition. M ost growth should remain organic, as walmart.com shoppers continue to buy more nonstore items supplied by thirdparty vendor partners. The loss being generated by e-commerce will likely peak in
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.
2017, then improve a bit in 2018, on fixedcost leverage and distribution efficiencies.
Wal-Mart is closing 10\% of the Sam's
Club store base. The 63 stores in question are largely victims of cannibalization, or are located in areas where population growth missed expectations. The shutterings are expected to reduce the employee count by 10,000.
Savings from a lower corporate tax rate will help fund a wage increase. Starting hourly pay for U.S. workers is set to rise $\$ 1-\$ 2$ to $\$ 11$ per hour starting in February. Around $\$ 400$ million in one-time bonuses will also be handed out, with the individual amount based on tenure.
The company will be eliminating more than 1,000 corporate positions. Sources claim most of the cuts will come from headquarters as the company is looking to "operate more effectively."
Wal-Mart Stores is changing its legal name on February 2nd. The company feels Walmart Inc. is more representative of its omnichannel shopping experience.
The shares are untimely, but may still interest conservative investors. Kevin Downing

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[^0]:    (A) Fiscal year ends Jan. 31st of following (losses)/gains: '01, (\$0.01); '05, \$0.03; '08, early Mar., May, Aug., and calendar year. Sales exclude rentals from $1-$
    censed depts. (B) Based on diluted shares.
    $(\$ 0.23) ; ' 15(\$ 0.08)$. Next earnings report due
    (D) In millions. censed depts. (B) Based on diluted shares.
    May not sum due to rounding. Excls. n/r

    | Company's Financial Strength | A++ |
    | :--- | ---: |
    | Stock's Price Stability | 95 |
    | Price Growth Persistence | 20 |
    | Earnings Predictability | 95 |

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