

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

ter. 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.

ANNUAL RATES Past Est'd '14-'16 Past to '20-'22 10 Yrs. of change (per sh) 5 Yrs. Sales "Cash Flow" 7.5% 7.5% 5.0% 4.0% 5.0% 6.5% Earnings Dividends Book Value 5.5% 8.0% 4.0% 3.0% 9.5% 6.0% 5.0%

60239

38487

64619

Current Assets

Accts Payable Debt Due

Current Liab.

Other

1941

57689

41433

3920 21575

66928

2330 65368

47587

9021

80435

Fiscal Year Begins	QUA Apr.30	RTERLY S Jul.31	ALES (\$ m Oct.31	ill.) ^A Jan.31	Full Fiscal Year
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
Fiscal	EARNINGS PER SHARE A B				_Full
Year Begins	Apr.30	Jul.31	Oct.31	Jan.31	Fiscal Year
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
Cal-	QUARTERLY DIVIDENDS PAID = C Full				
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
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					

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 Jet.com acquisition. Most growth should remain organic, as walmart.com shoppers continue to buy more nonstore items supplied by third-party vendor partners. The loss being generated by e-commerce will likely peak in

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 January 26, 2018

(A) Fiscal year ends Jan. 31st of following calendar year. Sales exclude rentals from licensed depts. (B) Based on diluted shares. May not sum due to rounding. Excls. n/r

late February. (C) Divds. historically paid in

(losses)/gains: '01, (\$0.01); '05, \$0.03; '08, | early Mar., May, Aug., and Dec.■ Dividend (\$0.07); '09, \$0.04; '10, \$0.40; '11, \$0.03; '13, | reinvestment plan available. (**D**) In millions.

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