| TIMELIN | ESS 3 | 3 Lowere | 727/18 | High: Low: | $\begin{aligned} & 49.1 \\ & 35.8 \\ & \hline \end{aligned}$ | $\begin{array}{r} 39.0 \\ 21.3 \\ \hline \end{array}$ | 40.7 21.4 | $\begin{aligned} & 40.2 \\ & 26.3 \end{aligned}$ | $\begin{aligned} & 47.1 \\ & 30.3 \end{aligned}$ | $\begin{aligned} & 37.8 \\ & 28.5 \end{aligned}$ | $\begin{aligned} & 60.9 \\ & 37.1 \end{aligned}$ | $\begin{aligned} & \hline 78.0 \\ & 55.3 \end{aligned}$ | $\begin{aligned} & 97.3 \\ & 73.0 \end{aligned}$ | $\begin{array}{r} 102.8 \\ 71.5 \end{array}$ | $\begin{aligned} & 88.0 \\ & 63.8 \end{aligned}$ | $\begin{aligned} & 80.7 \\ & 59.1 \end{aligned}$ |  |  | Target Price 2021 2022 | Range 2023 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SAFETY <br> TECHN |  | Lowered <br> 4 Raised $9 /$ | 219/14 | $\begin{gathered} \text { LEGEN } \\ \ldots \ldots \\ \ldots 0 . \\ \text { Rei } \end{gathered}$ | $\begin{aligned} & 5 \mathrm{DS} \\ & \text { "Cash } \\ & \text { Natinn Dric } \end{aligned}$ | Flow" $p$ Strength |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| TECH |  | 4 Raised |  | Options: | 解 | Streng |  |  |  |  |  |  |  |  |  |  |  |  |  | -160 |
| BETA 9 | 0 (1.00 = | = Market) |  | Shaded | ea indica | tes recess |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 23 P | OJECTIO | NS |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | , | An | n'l Total |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | ice | Gain |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| High |  | +85\%) |  |  |  |  |  |  |  |  |  | 111 |  |  |  | 'ı川1 |  |  |  | 60 |
|  |  | +35\%) | 10\% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 50 |
| Insider | Decisi | ions |  | , $\left.\right\|^{\prime \prime}$ | ['II\| |  |  |  |  |  | 1 |  |  |  |  |  |  |  |  | 40 |
| d | N D J | F M A | M J J |  |  | \|Il|l|| |  | ' ${ }^{\text {I }}$ ' |  | M11"11 |  |  |  |  |  |  |  |  |  | 30 |
| to Buy | 000 | 000 | $\begin{array}{lll}0 & 0 & 0\end{array}$ |  |  |  |  | 711 |  |  |  |  |  |  |  |  |  |  |  |  |
| Options | 200 | 00 | 0 00 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 20 |
| to Sell | 101 | 000 | 101 |  |  |  |  |  |  |  |  |  |  |  |  |  |  | \% T | RETURN 8/18 |  |
| Institu | tional D | Decision |  | -* |  |  |  |  |  |  |  |  |  |  |  |  |  |  | THIS VLARITH. |  |
|  | 402017 | 102018 | 202018 | Percent |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $\begin{array}{cc} \text { STOCK } & \text { INDEX } \\ -13.9 & 19.9 \end{array}$ |  |
| to Buy | $\begin{aligned} & 451 \\ & 624 \end{aligned}$ | $\begin{aligned} & 547 \\ & 647 \end{aligned}$ | $\begin{aligned} & 615 \\ & 546 \end{aligned}$ | shares traded |  | $\cdots$ |  |  |  |  |  |  |  |  |  |  |  | 3 yr . | $\begin{array}{ll} -13.9 & 19.9 \\ -15.9 & 48.4 \end{array}$ |  |
| Hld's(000) | 588551 | 606598 | 619660 |  |  |  |  |  |  |  |  |  | 11 | لШ1 | M1111 | [t] \| \| ] |  | 5 yr . | 57.273 .8 |  |
| 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | © VAL | JE LINE PUB. LLC | 21-23 |
| 27.98 | 31.72 | 36.65 | 41.16 | 47.04 | 54.24 | 59.68 | 64.07 | 71.83 | 81.17 | 75.88 | 76.29 | 80.38 | 94.91 | 108.36 | 115.46 | 136.10 | 148.65 | Sales | sh ${ }^{\text {A }}$ | 175.00 |
| 1.29 | 1.47 | 1.72 | 1.99 | 2.30 | 2.74 | 3.03 | 3.02 | 3.37 | 3.93 | 3.59 | 3.99 | 4.33 | 5.35 | 6.21 | 6.99 | 7.95 | 8.75 | "Cash | ow"per sh | 11.10 |
| . 98 | 1.12 | 1.32 | 1.52 | 1.72 | 2.03 | 2.17 | 2.02 | 2.16 | 2.64 | 2.53 | 2.61 | 2.90 | 3.88 | 4.59 | 5.10 | 6.05 | 6.50 | Earning | per sh AB | 8.25 |
| . 15 | . 16 | . 18 | . 22 | . 27 | . 33 | . 40 | . 48 | . 59 | . 80 | . 95 | 1.14 | 1.28 | 1.37 | 1.46 | 1.53 | 1.62 | 1.74 | Div'ds | Decl'd per sh C- | 2.24 |
| 6.08 | 7.02 | 8.04 | 8.67 | 10.04 | 11.20 | 13.01 | 14.54 | 15.34 | 16.70 | 19.32 | 20.55 | 21.63 | 28.32 | 27.59 | 26.83 | 29.10 | 32.45 | Book V | alue per sh | 43.90 |
| 1024.9 | 1024.9 | 1023.3 | 1025.4 | 1007.9 | 991.14 | 989.18 | 988.56 | 938.61 | 889.29 | 944.06 | 946.60 | 950.39 | 1089.9 | 1083.0 | 1023.8 | 970.00 | 940.00 | Comm | Shs Outst'g D | 900.00 |
| 36.8 | 27.7 | 26.3 | 27.9 | 26.0 | 22.2 | 17.1 | 13.9 | 15.9 | 14.8 | 13.2 | 16.3 | 21.8 | 20.2 | 18.0 | 16.1 | Bold fig | are | Avg An | 'IP/E Ratio | 13.0 |
| 2.01 | 1.58 | 1.39 | 1.49 | 1.40 | 1.18 | 1.03 | . 93 | 1.01 | . 93 | . 84 | . 92 | 1.15 | 1.02 | . 94 | . 81 |  |  | Relative | P/E Ratio | . 70 |
| .4\% | .5\% | .5\% | .5\% | .6\% | .7\% | 1.1\% | 1.7\% | 1.7\% | 2.1\% | 2.8\% | 2.7\% | 2.0\% | 1.8\% | 1.8\% | 1.9\% |  |  | Avg An | 'I Div'd Yield | 2.0\% |
| CAPITAL | L STRUC | UCTURE a | of 5/31 |  |  | 59034 | 63335 | 67420 | 72184 | 71633 | 72217 | 76392 | 103444 | 117351 | 118214 | 132000 | 139750 | Sales | mill) ${ }^{\text {A }}$ | 157500 |
| Total D | bt \$1504 | 043 mill. D | ue in 5 Y | rs. \$5660 | mill. | 29.6\% | 29.3\% | 29.7\% | 29.9\% | 30.0\% | 31.0\% | 31.3\% | 27.7\% | 27.9\% | 27.7\% | 28.0\% | 28.5\% | Gross | argin | 29.5\% |
| LT Debt | \$12456 | mill LT | Interest | $\$ 520.0 \mathrm{~m}$ |  | 7.3\% | 6.7\% | 6.7\% | 7.0\% | 6.7\% | 6.8\% | 7.8\% | 5.7\% | 7.6\% | 7.7\% | 7.5\% | 7.5\% | Operati | g Margin | 8.0\% |
| Lease | Uncap. | Annual |  | $\begin{aligned} & \text { \% of Cap'l) } \\ & 3.2 \text { bill. } \end{aligned}$ |  | 6934 | 7496 | 7562 | 8210 | 8385 | 8582 | 8309 | 13100 | 12848 | 12822 | 14750 | 15000 | Number | of Stores | 16500 |
|  |  |  |  |  |  | 2157.0 | 2006.0 | 2134.0 | 2411.1 | 2223.8 | 2497.0 | 2798.0 | 4085.0 | 5009.0 | 5503.0 | 6000 | 6300 | Net Pro | it (\$mill) | 7500 |
| Pension | Assets | -8/17 \$89 | 80 mill. 0 | blig. \$88 |  | 37.1\% | 36.6\% | 36.7\% | 37.5\% | 37.0\% | 37.1\% | 36.9\% | 19.9\% | 21.5\% | 22.1\% | 20.0\% | 20.0\% | Income | Tax Rate | 20.0\% |
| mill. |  |  |  |  |  | 3.7\% | 3.2\% | 3.2\% | 3.3\% | 3.1\% | 3.5\% | 3.7\% | 3.9\% | 4.3\% | 4.7\% | 4.5\% | 4.5\% | Net Pro | t Margin | 4.8\% |
| d Sto | N None |  |  |  |  | 3789.0 | 5280.0 | 4489.0 | 4239.0 | 2038.0 | 2991.0 | 3347.0 | 3100.0 | 8870.0 | 1206.0 | 1900 | 3800 | Working | Cap'I (\$mill) | 13750 |
|  |  |  |  |  |  | 1337.0 | 2336.0 | 2389.0 | 2396.0 | 4073.0 | 4477.0 | 3736.0 | 13315 | 18705 | 12684 | 12250 | 11500 | Long-T | rm Debt (\$mill) | 8500 |
| Commo | n Stock | 992,411, | 822 share |  |  | 12869 | 14376 | 14400 | 14847 | 18236 | 19454 | 20561 | 30861 | 29880 | 27466 | 28250 | 30500 | Shr. Eq | ity (\$mill) | 39500 |
| as of 5/270 | 27/18 |  |  |  |  | 15.2\% | 12.2\% | 13.0\% | 14.2\% | 10.2\% | 10.7\% | 11.8\% | 9.9\% | 10.9\% | 14.3\% | 15.5\% | 15.0\% | Return | n Total Cap'l | 16.0\% |
| MARKE | T CAP: | \$67.1 bill | on (Larg | e Cap) |  | 16.8\% | 14.0\% | 14.8\% | 16.2\% | 12.2\% | 12.8\% | 13.6\% | 13.2\% | 16.8\% | 20.0\% | 21.0\% | 20.5\% | Return | o Shr. Equity | 19.0\% |
| $\underset{\text { (\$MILL }}{\text { CURRE }}$ | NT POS | ITION |  | $2017$ | 5/31/18 | 13.8\% | 10.9\% | $11.1 \%$ | 11.9\% | $7.9 \%$ | $7.5 \%$ | $\begin{gathered} 7.8 \% \\ 43 \% \end{gathered}$ | $8.8 \%$ $34 \%$ | 11.5\% | 13.8\% | 15.5\% | $15.0 \%$ | Retaine | to Com Eq | 14.0\% |
| Cash A |  |  | 7 | 301 | 1818 |  | 22\% | 25\% | 27\% | 35\% | 42\% | 43\% | 34\% | 31\% | 31\% | 27\% | 26\% | All Div' | to Net Prof | 27\% |


| Cash Assets |  | 9807 | 3301 |
| :--- | ---: | ---: | ---: |
| (SMLL | 1818 |  |  |
| Receivables | 6260 | 6528 | 7159 |
| Inventory (LIFO) | 8956 | 8899 | 9889 |
| Other | 860 | 1025 | 1122 |
| Current Assets | 25883 | 19753 | 19988 |
| Accts Payable | 11000 | 12594 | 13089 |
| Debt Due | 323 | 251 | 2587 |
| Other | $\frac{5690}{}$ | $\frac{5802}{}$ | 5806 |
| Current Liab. | 17013 | 18547 | 21482 |


| ANNUAL RATES | Past | Past | Est'd '15-'17 |
| :--- | :---: | :---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to 21.23 |
| Sales | $8.5 \%$ | $7.0 \%$ | $8.5 \%$ |
| "Cash Flow" | $10.0 \%$ | $11.0 \%$ | $10.0 \%$ |
| Earnings | $10.0 \%$ | $13.0 \%$ | $11.0 \%$ |
| Dividends | $18.0 \%$ | $13.0 \%$ | $7.5 \%$ |
| Book Value | $10.5 \%$ | $10.0 \%$ | $8.0 \%$ |


| Fiscal Year Ends | QUARTERLY SALES (\$ mill.) A |  |  |  | $\begin{aligned} & \text { Full } \\ & \text { Fiscal } \\ & \text { Year } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nov. 30 | Feb 28 | May 31 | Aug. 31 |  |
| 2015 | 19554 | 26573 | 28795 | 28522 | 103444 |
| 2016 | 29033 | 30184 | 29498 | 28636 | 117 |
| 2017 | 28501 | 29446 | 30118 | 30149 | 18214 |
| 2018 | 30740 | 33021 | 3433 | 33905 | 132000 |
| 2019 | 32650 | 34750 | 36250 | 36100 | 139750 |
| Fiscal Year Ends | EARNINGS PER SHARE AB |  |  |  | Full <br> Fiscal <br> Year |
|  | $\text { Nov. } 30$ | $\text { Feb. } 28$ | May 31 | Aug. 31 |  |
| 2015 | 81 | 1.18 | 1.02 | 88 | 3.88 |
| 2016 | 1.03 | 1.31 | 1.18 | 1.07 | 4.59 |
| 2017 | 1.10 | 1.36 | 1.33 | 1.31 | . 10 |
| 2018 | 1.28 | 1.73 | 1.53 | 1.51 | 6.05 |
| 2019 | 1.40 | 1.85 | 1.60 | 1.65 | 6.50 |
| Calendar | QUARTERLY DIVIDENDS PAID ${ }_{\text {ct }}$ |  |  |  |  |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| 2014 | 15 | . 315 | . 3375 | . 3375 | 1.26 |
| 2015 | . 3375 | . 3375 | . 360 | . 360 | 1.40 |
| 2016 | . 360 | . 360 | . 375 | . 375 | 1.46 |
| 2017 | . 375 | . 375 | . 400 | . 400 | 1.53 |
| 2018 | . 40 | . 40 | . 44 |  |  |

BUSINESS: Walgreens Boots Alliance, Inc. is the world's premiere drug distributor, anchored by its network of drugstores in North America and Europe. As of $8 / 31 / 17$, it operated 12,822 stores across the globe, including 8,100 locations in 50 states and Puerto Rico. In 2017, pharmacy contributed $69.0 \%$ of sales (3rd party, $97.7 \%$ of Rx); Other general merchandise, $31.0 \%$. Stores average
Walgreens Boots Alliance, the newest member of the Dow-30, posted solid third-quarter financial results. (Fiscal 2018 ended August 31st.) The top line increased a slightly better than expected $14 \%$, to $\$ 34.3$ billion, thanks mostly to strength in the pharmacy business. Indeed, pharmacy sales were up 19\%, year over year. Same-store sales were flat, but the addition of Rite Aid stores drove the overall improvement. M eantime, earnings clocked in at a better-than-anticipated $\$ 1.53$ a share, $15 \%$ higher than the yearearlier tally and a nickel ahead of our call. Share repurchases and a lower tax rate, thanks to the Tax Cuts and J obs Act, were further boons.
We think that the company is being cautious with its guidance. Management tweaked its full-year fiscal 2018 share-earnings estimate, tacking just a nickel onto the bottom of its range, now $\$ 5.90-\$ 6.05$. The midpoint assumes a $17 \%$ gain for all of fiscal 2018 and a $10 \%$ advance for the fourth quarter. However, we are optimistic based on the company's strong first-half performance, the likelihood of further below-the-operating-
$\$ 9.22$ million in annual sales. Has approximately 345,000 employees. Acquired 2,186 Rite Aid stores in September, 2017. Officers \& directors own 14.48\% of common stock. Vanguard, 6.5\%; BlackRock, Inc., 5.5\% (12/17 Proxy). CEO; Stefano Pessina. Chairman: James A. Skinner. Inc.: IL. Address: 108 Wilmot Road, Deerfield, IL 60015. Telephone: 847-914-2500. Internet: www.walgreens.com.
line tailwinds, and contributions from the Rite Aid additions. It should be noted that the board of directors has authorized \$10 billion in share repurchases. Adding it all up, we are modeling for $\$ 1.51$ in share earnings in the August quarter and $\$ 6.05$ for the full year. Our fiscal 2019 share-net forecast remains intact at $\$ 6.50$.
These shares have trended upwards in price since our June review, but are still trading a long ways off their year-to-date peak and even further below their 2016 all-time high. I nvestor sentiment continues to be dampened by an increasingly competitive market environment and uncertainty about the future of the United States' healthcare system. The stock has slipped two notches for Timeliness and is now pegged to mirror the market in the coming six to 12 months. However, we still like Walgreens' longer-term prospects, given the company's market position, diversified business model, financial flexibility, and management's willingness to make moves such as its recent pairing with Humana to open seniorfocused care centers in existing locations. AndreJ. Costanza

