


BUSINESS: The Home Depot, Inc. operates a chain of 2,286 retail
building supply/home improvement "warehouse" stores across the U.S. and in Canada and Mexico (as of $7 / 29 / 18$ ). Acquired Hughes Supply in $1 / 06$. Average store size: roughly 104,000 sq. ft. indoor plus $24,000 \mathrm{sq}$. ft. garden center. Items stocked: about 35,000 . Product lines include building materials; lumber; floor/wall cover
The Home Depot reported better-than-expected fiscal second-quarter (ended J uly 29th) results. The top line increased $8.4 \%$ from a year earlier, to $\$ 30.463$ billion, a bit ahead of our $\$ 30.350$ billion forecast. Comparable-store sales rose $8.0 \%$, with the metric climbing $8.1 \%$ in the United States. After a cold, wet April weighed on demand for outdoor and seasonal items, more favorable weather conditions in the J uly term enabled sales of these goods to rebound nicely. In fact, it appeared that the majority of seasonal sales lost in the April term were recovered in the July period. Strength was also broad based across geographies and product categories. Growth in sales to professionals outpaced those to do-it-yourself (DIY) customers, while online sales surged 26\%. Large-ticket sales (now defined as those over $\$ 1,000$ ) rose $20 \%$. On the profitability front, the gross margin expanded 36 basis points from a year earlier, helped by a new accounting standard and partially offset by higher transportation and fuel costs. A lower tax rate and stock repurchases were also boons to the per-share tally, which clocked in at $\$ 3.05$, nicely
ings; plumbing, heating, \& electrical; paint \& furniture; seasonal and specialty items; hardware \& tools. Has about 413,000 employees. Off. \& dir. own less than $1.0 \%$ of common stock; The Vanguard Group, 7.0\% (4/18 Proxy). Chairman, CEO, \& President: Craig Menear. Inc.: DE. Addr.: 2455 Paces Ferry Road, Atlanta, Georgia 30339. Telephone: 770-433-8211. Internet: www.homedepot.com.

## ahead of our $\$ 2.85$ call.

The good times seem apt to continue. The macroeconomic environment ought to remain favorable, given stout GDP growth, low unemployment, and rising wages and home prices, all of which have contributed to high levels of consumer confidence. The company's investments in its digital capabilities and its efforts to court professional customers should continue to drive sales, as well. Additionally, $\$ 6$ billion in expected stock repurchases this year, along with a roughly 10-percentage-point decline in the tax rate and modest gross-margin expansion, should give a nice lift to the bottom line, as will an extra week of sales versus last year. In sum, management raised its forecasts and now looks for sales growth of $7 \%$, a comp increase of $5.3 \%$, and earnings of $\$ 9.42$ a share. We've added a dime to our bottom-line call, to $\$ 9.45$ a share, but even this is likely on the conservative side. We continue to like this timely bluechip stock for a variety of investors, especially those with a conservative bent that are looking for a decent level of current income.
Matthew Spencer, CFA September 21, 2018
(A) Fiscal year ends Sunday
(B) Diluted earnings. Excludes nonrecurring gains/(losses): '07, (\$0.10); '08, (\$0.44); '09,
(\$0.09); '10, (\$0.02); '12, (\$0.10); '14, \$0.15; '15, \$0.12; '17, (\$0.17). Totals may not sum $\quad \begin{aligned} & \text { March, June, Sept., and Dec. ■ Div'd reinves } \\ & \text { plan avail. (D) In millions, adjusted for stock }\end{aligned}$ due to rounding. Next earnings report due No- $\quad \begin{aligned} & \text { plan avail. (D) In millions, adjusted for stock } \\ & \text { splits. (E) Includes intangibles. At 1/28/18: }\end{aligned}$ vember 13th. (C) Dividends historically paid in

Company's Financial Strength Stock's Price Stability Price Growth Persistence

