| $W A$ |  |  | O | SE |  |  |  | $\begin{aligned} & \text { CENT } \\ & \text { ICE } \end{aligned}$ | $96.2$ | P/E RATIO | $020.4$ | (Trailin | $\begin{aligned} & \text { ing: } 19.9 \\ & \text { ian: } 15.0) \end{aligned}$ | $\begin{aligned} & \text { RELAT } \\ & \text { P/E RA } \end{aligned}$ | $1.2$ | $\begin{aligned} & \hline \text { DIV'D } \\ & \text { YLD } \end{aligned}$ |  |  | LUE |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TIMELIN | NESS | Raised 1/1 |  | High: Low: | $\begin{aligned} & \hline 51.4 \\ & 42.1 \\ & \hline \end{aligned}$ | $\begin{array}{r} 63.8 \\ 43.1 \\ \hline \end{array}$ | 57.5 46.3 | $\begin{array}{l\|} \hline 56.3 \\ 47.8 \end{array}$ | $\begin{aligned} & 60.0 \\ & 48.3 \end{aligned}$ | $\begin{array}{l\|} \hline 77.6 \\ 57.2 \end{array}$ | $\begin{aligned} & \hline 81.4 \\ & 67.7 \end{aligned}$ | $\begin{aligned} & 88.1 \\ & 72.3 \end{aligned}$ | $\begin{aligned} & 91.0 \\ & 56.3 \end{aligned}$ | $\begin{aligned} & \hline 75.2 \\ & 60.2 \end{aligned}$ | $\begin{array}{r} 100.1 \\ 65.3 \end{array}$ | $\begin{array}{r} 110.0 \\ 81.8 \end{array}$ |  |  | Target Pric 2021202 | Range 2023 |
| SAFETY TECHN | ICAL | Raised 2 <br> Lowered | $\begin{aligned} & 15 / 02 \\ & 1 / 18 / 19 \end{aligned}$ | $\begin{array}{\|c} \text { LEGENI } \\ \ldots \ldots \text { Rela } \\ \ldots \text { Ontine } \end{array}$ | $\begin{aligned} & \text { IDS } \\ & \text { OX "Cash } \\ & \text { lative Price } \end{aligned}$ | Flow" $p$ Strength |  |  |  |  |  |  |  |  |  |  |  |  |  | -200 |
| BETA | (1.00 = | Market) |  | $\begin{array}{\|l\|} \hline \text { Options:: } \\ \text { Shaded } \\ \hline \end{array}$ | indi | rece |  |  |  |  |  |  |  |  |  |  |  |  |  | -160 |
|  | 23 PR | JECTI |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | -100 |
|  | Price | Gin A | 'I Total |  |  |  |  |  |  |  |  |  |  |  |  | III |  |  |  | 80 |
| High | rice | $\begin{aligned} & \text { Gain } \\ & +45 \% \end{aligned}$ | urn <br> \% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 60 |
| $\begin{aligned} & \text { Hign } \\ & \text { Low } \end{aligned}$ | $15$ | $\begin{aligned} & +20 \% \\ & +20 \%) \\ & \hline \end{aligned}$ | $7 \%$ |  |  |  |  |  | , |  |  |  |  |  |  |  |  |  |  | 50 |
| Inside | Decisi | ions |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 40 |
| - | M A M | J J A | 0 N |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 30 |
|  | $\begin{array}{llll}0 & 0 & 0 \\ 9 & 8 & 10\end{array}$ | $\begin{array}{llll}0 & 0 & 0 \\ 0 & 8 & 1 \\ 3 & 0 & \end{array}$ | $\begin{array}{llll}0 & 0 & 0 \\ 0 & 7 & 0 \\ & \\ & 0 & \end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | -20 |
| to Sell | 000 | 303 | 202 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | RETURN 12/18 |  |
| Institu | tional D | Decision |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | THIS VL ARITH.* |  |
| to Buy | 802 | 824 | 800 | shares |  |  |  |  |  |  |  |  |  |  |  |  |  |  | -3.4 -11.6 |  |
| to Sell | 831 | 762 | 793 |  |  |  |  | \#1 |  |  |  |  |  | \| 1 | \| |  |  |  | $\begin{array}{ll}64.2 & 23.6 \\ 34.7\end{array}$ |  |
| Hld's'(000) | 885455 | 875087 | 869162 |  |  |  |  | d dma |  | \|lلdll |  | Шل1 |  | 1 |  |  |  |  | $34.7 \quad 23.0$ |  |
| 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | $\bigcirc$ - VAL | E LINE PUB. LLC | 21-23 |
| 56.09 | 60.00 | 68.02 | 75.79 | 84.40 | 95.34 | 103.34 | 107.82 | 119.98 | 130.76 | 141.57 | 147.32 | 150.45 | 152.48 | 159.41 | 169.49 | 177.75 | 184.65 | Sales | sh A | 217.50 |
| 2.61 | 2.95 | 3.47 | 3.78 | 4.27 | 4.83 | 5.16 | 5.64 | 6.42 | 6.92 | 7.69 | 7.92 | 7.93 | 7.64 | 7.72 | 8.07 | 8.60 | 8.45 | "Cash | w"per sh | 11.20 |
| 1.81 | 2.03 | 2.41 | 2.63 | 2.92 | 3.16 | 3.42 | 3.66 | 4.07 | 4.45 | 5.02 | 5.11 | 5.07 | 4.57 | 4.32 | 4.42 | 4.85 | 4.70 | Earning | per sh A B | 6.75 |
| . 30 | . 36 | . 52 | . 60 | . 67 | . 88 | . 95 | 1.09 | 1.21 | 1.46 | 1.59 | 1.88 | 1.92 | 1.96 | 2.00 | 2.04 | 2.08 | 2.12 | Div'ds | cl'd per sh $\quad$ c | 3.10 |
| 8.95 | 10.12 | 11.67 | 12.77 | 14.91 | 16.26 | 16.63 | 18.69 | 19.49 | 20.86 | 23.04 | 23.59 | 25.22 | 25.47 | 25.52 | 26.38 | 27.05 | 27.05 | Book V | ue per sh | 32.00 |
| 4395.0 | 4311.0 | 4234.0 | 4165.0 | 4131.0 | 3973.0 | 3925.0 | 3786.0 | 3516.0 | 3418.0 | 3314.0 | 3233.0 | 3228.0 | 3162.0 | 3048.0 | 2952.0 | 2900.0 | 2870.0 | Commo | Shs Outst'g D | 2600.0 |
| 30.3 | 26.9 | 22.8 | 18.3 | 16.0 | 14.9 | 16.2 | 13.9 | 13.1 | 12.4 | 13.5 | 14.9 | 15.4 | 15.5 | 16.2 | 18.6 | Bold figu | res are | Avg An | P/E Ratio | 19.0 |
| 1.66 | 1.53 | 1.20 | . 97 | . 86 | . 79 | . 97 | . 93 | . 83 | . 78 | . 86 | . 84 | . 81 | . 78 | . 85 | . 93 |  | Line | Relative | P/E Ratio | 1.20 |
| .5\% | .7\% | .9\% | 1.2\% | 1.4\% | 1.9\% | 1.7\% | 2.1\% | 2.3\% | 2.7\% | 2.3\% | 2.5\% | 2.5\% | 2.8\% | 2.9\% | 2.5\% |  |  | Avg An | I Div'd Yield | 2.4\% |
| CAPITAL STRUCTURE as of 10/31/18 <br> Total Debt $\$ 60991$ mill. Due in 5 Yrs $\$ 13861$ mill. <br> LT Debt $\$ 49896$ mill. LT Interest $\$ 2100$ mill. <br> Incl. \$6621 mill. property under capital lease. <br> (Total interest coverage: 10.5x) <br> ( $41 \%$ of Cap') |  |  |  |  |  | 405607 | 408214 | 421849 | 446950 | 469162 | 476294 | 485651 | 482130 | 485873 | 500343 | 515500 | 530000 | Sales | nill) A | 565500 |
|  |  |  |  |  |  | 24.5\% | 25.4\% | 25.3\% | 25.0\% | 24.9\% | 24.8\% | 24.8\% | 25.1\% | 25.6\% | 25.4\% | 24.5\% | 24.5\% | Gross | argin | 25.0\% |
|  |  |  |  |  |  | 7.3\% | 7.6\% | 7.9\% | 7.7\% | 7.7\% | 7.7\% | 7.6\% | 7.0\% | 6.7\% | 6.7\% | 6.3\% | 6.2\% | Operati | Margin | 7.0\% |
|  |  |  |  |  |  | 7720 | 8416 | 8970 | 10130 | 10773 | 10942 | 11453 | 11528 | 11695 | 11718 | 11810 | 11980 | Number | of Stores | 12605 |
|  |  |  |  |  |  | 13512 | 14204 | 14921 | 15523 | 16999 | 16728 | 16426 | 14694 | 13452 | 13283 | 14250 | 13500 | Net Pr | (\$mill) | 17550 |
| Leases, Uncapitalized Annual rentals \$2270 mill. |  |  |  |  |  | 34.2\% | 34.1\% | 34.0\% | 33.4\% | 31.0\% | 32.2\% | 31.9\% | 30.3\% | 30.6\% | 31.4\% | 25.0\% | 25.0\% | Income | ax Rate | 25.0\% |
| No Defined Benefit Pension Plan |  |  |  |  |  | 3.3\% | 3.5\% | 3.5\% | 3.5\% | 3.6\% | 3.5\% | 3.4\% | 3.0\% | 2.8\% | 2.7\% | 2.8\% | 2.5\% | Net Pro | Margin | 3.1\% |
|  |  |  |  |  |  | d6441 | d7230 | d6591 | d7325 | d11878 | d8160 | d1994 | d4380 | d9239 | d18857 | d5300 | d5000 | Worki | Cap'I (\$mill) | 5300 |
| Prd Stock None |  |  |  |  |  | 34549 | 36401 | 43842 | 47079 | 41417 | 44559 | 43692 | 44030 | 42018 | 36825 | 50000 | 47500 | Long-Te | m Debt (\$mill) | 40000 |
| Common Stock 2,905,260,059 shs. as of $11 / 28 / 18$ |  |  |  |  |  | 65285 | 70749 | 68542 | 71315 | 76343 | 76255 | 81394 | 80546 | 77798 | 77869 | 78500 | 77650 | Shr. Eq | ty (\$mill) | 83200 |
|  |  |  |  |  |  | 14.5\% | 14.1\% | 14.1\% | 14.0\% | 15.3\% | 14.7\% | 14.0\% | 12.6\% | 12.1\% | 12.1\% | 11.0\% | 11.0\% | Return | Total Cap'l | 14.0\% |
|  |  |  |  |  |  | 20.7\% | 20.1\% | 21.8\% | 21.8\% | 22.3\% | 21.9\% | 20.2\% | 18.2\% | 17.3\% | 17.1\% | 18.0\% | 17.5\% | Return | Shr. Equity | 21.0\% |
| MARKET CAP: \$280 billion (Large Cap) |  |  |  |  |  | $\begin{array}{r} 15.0 \% \\ 28 \% \end{array}$ | $\begin{array}{r} 14.1 \% \\ 30 \% \end{array}$ | $\begin{array}{r} 15.3 \% \\ 30 \% \end{array}$ | $\begin{gathered} 14.7 \% \\ 33 \% \end{gathered}$ | $\begin{array}{r} 15.2 \% \\ 32 \% \end{array}$ | $\begin{array}{r} 13.9 \% \\ 37 \% \end{array}$ | $\begin{array}{r} \hline 12.6 \% \\ 38 \% \end{array}$ | $10.4 \%$$43 \%$ | 9.3\% | 9.2\% | 10.0\% | 9.5\% |  |  | 11.5\% |
| $\substack{\text { CURRENT POSITION } \\ \text { (SMILL.) }}$ 2016 2017 10/31/18 |  |  |  |  |  |  |  |  |  |  |  |  |  | 46\% | 46\% | 43\% | 45\% | All Div'ds to Net Prof |  | 46\% |


| Cash Assets | 6867 | 6756 | 9174 |
| :---: | :---: | :---: | :---: |
| Receivables | 5835 | 5614 | 5785 |
| Inventory (LIFO) | 43046 | 43783 | 50380 |
| Other | 1941 | 3511 | 4107 |
| Current Assets | 57689 | 59664 | 69446 |
| Accts Payable | 41433 | 46092 | 49729 |
| Debt Due | 3920 | 9662 | 11095 |
| Other | 21575 | 22767 | 24927 |
| Current Liab. | 66928 | 78521 | 85751 |


| ANNUAL RATES of change (per sh) Sales "Cash Flow" Earnings DividendsBook Value Book Value |  | $\begin{array}{r} \text { Past } \\ 10 \text { Yrs. } \\ 6.5 \\ 6.0 \% \\ 4.5 \% \\ 11.0 \% \\ 6.0 \% \\ \hline \end{array}$ |  |  | $\begin{aligned} & { }^{\prime} \quad 155^{\prime} 17 \\ & 212.23 \\ & 4.5 \% \\ & 6.0 \% \\ & 7.0 \% \\ & 7.5 \% \\ & 3.5 \% \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{array}{\|c} \hline \begin{array}{c} \text { Fiscal } \\ \text { Beagin } \end{array} \\ \hline \end{array}$ | QUARTERLY SALES (\$ mill.).Apr. 30 Jul. 31Oct. 31 |  |  |  | $\begin{aligned} & \hline \text { Full } \\ & \text { Fiscal } \\ & \text { Yeaar } \end{aligned}$ |
| 2015 | 114826 | 120229 | 117408 | 129667 | 482130 |
| 2016 | 115904 | 120854 | 118179 | 130936 | 485873 |
| 2017 | 117542 | 123355 | 123179 | 136267 | 500343 |
| 2018 | 122700 | 128028 | 124894 | 139878 | 515500 |
| 2019 | 125800 | 131000 | 129000 | 144200 | 530000 |
| $\begin{array}{\|c} \hline \begin{array}{c} \text { Fiscal } \\ \text { Beal } \\ \text { Begins } \end{array} \end{array}$ | $\begin{aligned} & \text { EARN } \\ & \text { Apr. } 30 \end{aligned}$ |  | $\begin{aligned} & \text { RSHARE } \\ & \text { Oct. } 31 \end{aligned}$ | Jan. 31 | $\begin{aligned} & \text { Full } \\ & \text { Fillal } \\ & \text { Yeaar } \end{aligned}$ |
| 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 | 1.33 | 4.42 |
| 2018 | 1.14 | 1.29 | 1.08 | 1.34 | 4.85 |
| 2019 | 1.08 | 1.22 | 1.04 | 1.36 | 4.70 |
| Calendar | $\begin{gathered} \text { QUARTE } \\ \text { Mar. } 31 \end{gathered}$ | $\begin{aligned} & \text { ERLY DVIII } \\ & \text { Jun. } \end{aligned}$ | $\begin{aligned} & \text { IDENDS PA } \\ & \text { Sep. } 30 \end{aligned}$ | $\begin{aligned} & \text { AID } \mathrm{C} \\ & \text { Dec. } 31 \end{aligned}$ | Full Year |
| 2015 | . 49 | . 49 | . 49 | 49 | 1.96 |
| 2016 | . 50 | . 50 | 50 | . 50 | 2.00 |
| 2017 | . 51 | . 51 | . 51 | . 51 | 2.04 |
| 2018 | . 52 | . 52 | . 52 | . 52 | 2.08 |

BUSINESS: Walmart 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 $1 / 31 / 18$. Total store space: 1.164 billion square feet. Retail space is largely owned, and

## Walmart's consistent results have al-

 lowed it to outperform its Dow counterparts of late. In the October quarter, revenue increased 1.4\% year over year and $2.4 \%$ on a constant-currency basis. The domestic business saw samestore sales (excluding fuel) rise $3.4 \%$, with traffic up $1.2 \%$ and the average transaction amount increasing $2.2 \%$. Nonetheless, the gross margin dropped 28 basis points on lower pricing, greater transportation costs, and a mix shift toward lessprofitable e-commerce sales. The online business continues to thrive, with sales growing an eye-opening 43\%. The division is on pace for $40 \%$ growth for the full year. The company credits a larger product as sortment and more-efficient delivery for improving demand. Meanwhile, 2,100 grocery pickup locations are functional, 700 "pickup towers" will be active by the end of the year, and close to $40 \%$ of the U.S. population will soon have access to home delivery through 800 stores.
## The company faces a roadblock in its

 efforts to expand in India. Walmart paid $\$ 16$ billion to purchase a $77 \%$ stake in India's leading online retailer Flipkart.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 (4/18 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.

Recently, Indian regulators announced an update to the country's policy on foreign direct investment that bans sales of exclusive merchandise and places restrictions on discounts/cash back incentives. Too, brands won't be able to derive more than $25 \%$ of sales from any one online platform. We think that the government is trying to appease mom and pop shopkeepers ahead of an election this year. From our perspective, it may prove difficult for Walmart to circumvent these rules and maintain a competitive advantage in India. Further, integration costs will likely reduce this year's earnings by $\$ 0.25-\$ 0.30$ and next year's by $\$ 0.60$.
These shares are favorably ranked (Timeliness: 1). Initiatives to improve the shopping experience appear to be paying off. Too, same-store sales may get a bump if Sears liquidates. The new India regulations are a bit concerning, but we expect the e-commerce arm to continue to grow at a fast clip. Still, the shares are trading at a relatively high earnings multiple versus the rest of the retail industry, which may dissuade value-oriented investors.
Kevin Downing

[^0]
[^0]:    (A) Fiscal year ends Jan. 31st of following $\begin{aligned} & \text { (losses)/gains: '05, \$0.03; '08, (\$0.07); '09, } \\ & \$ 0.04 \cdot 10, \$ 0.40 \cdot 11, \$ 0.03 \cdot ' 13,(\$ 0.23) \text { ' '15 }\end{aligned}$ calendar year. Sales exclude rentals from li- $\$ 0.04$; '10, $\$ 0.40$; '11, $\$ 0.03$; '13, ( $\$ 0.23$ ); '15 ment plan availab censed depts. (B) Based on diluted shares. (\$0.08). Next earnings report due mid- (D) In millions. May not sum due to rounding. Excls. n/r February. (C) Divds. historically paid in early

