

| (\$MILL.) |  |  |  |
| :--- | ---: | ---: | ---: |
| Cash Assets | 6179 | 5245 | 4046 |
| Receivables | 3677 | 3498 | 4549 |
| Inventory (LIFO) | 5055 | 5261 | 5415 |
| Other | 1150 | 1130 | 1786 |
| Current Assets | $\frac{16061}{}$ | 15134 | 15796 |
| Accts Payable | 2048 | 2279 | 2307 |
| Debt Due | 331 | 342 | 22 |
| Other | 3095 | 3419 | 4952 |
|  |  | 5474 | 6040 |
| Current Liab. |  |  | 7281 |

ANNUAL RATES of change (per sh) Sales "Cash Flow" Earnings Dividends
Book Value

| Past | Past | Est'd '16-'18 |
| :---: | :---: | :---: |
| 10 Yrs. | 5 Yrs. | to '22-'24 |
| $10.0 \%$ | $10.5 \%$ | $9.0 \%$ |
| $12.5 \%$ | $14.5 \%$ | $13.0 \%$ |
| $12.0 \%$ | $14.5 \%$ | $15.0 \%$ |
| $14.5 \%$ | $15.0 \%$ | $12.0 \%$ |
| $7.0 \%$ | $4.0 \%$ | $4.5 \%$ |


| Fiscal <br> Year <br> Ends | QUARTERLY SALES (\$ mill.) A <br> Aug.31 |  |  |  | Full <br> Fov.30 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2016 | 8414 | 7686 | 8032 | 8244 | 32376 |
| Year |  |  |  |  |  |$|$

BUSINESS: NIKE designs, develops, and markets footwear, apparel, equipment, and accessories. Sells products to retail accounts, through NIKE-owned stores and the Internet, and through a mix of independent distributors and licensees in numerous countries. Offerings are focused in six categories: running, basketball, the Jordan brand, football (soccer), training, and sportswear. There

## NIKE's high-quality shares are trad-

 ing near all-time highs. With the controversial Colin Kaepernick ad campaign now in the rearview mirror, the company has strung together some solid quarterly earnings reports. Yes, there was a bout of profit taking after the February-quarter financial disclosure, but that dip was quickly retraced. All in all, the swoosh is performing well. In particular, growth at the top line has been broad-based, with the vital North American market putting up handsome statistics, and areas like China and Latin America following suit. More importantly, footwear sales, the company's bread and butter, rose $9 \%$ in the most recent three-month period here in the U.S., and the highly competitive backdrop NKE has been dealing with here at home may be shaking out some lesser participants (more color below). Nonetheless, all this good news looks to be already factored into NIKE's stock price. The neutrally ranked selection is a subpar choice for three to five-year appreciation potential. Earnings growth for fiscal 2019 (years end May 31st) should approach 10\%is another product line for kids. Has about 73,100 employees (including part-timers). Swoosh, LLC, owns $77.5 \% \mathrm{Cl}$. A shares, $16.7 \% \mathrm{Cl}$. B; officers/directors, $3.9 \%$ of CI. B; The Vanguard Group, 7.8\%; BlackRock, $6.1 \%$ (7/18 proxy). Chairman \& CEO: Mark G. Parker. Inc.: Oregon. Address: One Bowerman Drive, Beaverton, OR 97005. Telephone: 503-671-6453. Internet: www.nikeinc.com.
is growing and EPS continues to climb even with the elevated amount of funding NIKE is pouring into its online platform, research and development, and direct-toconsumer ventures that are striking a chord with millennials. For fiscal 2020, we think the capital layouts needed for these projects should start to taper, leading to a larger share-net figure north of \$3.00.
This time of year, NIKE's visibility is elevated due to its impressive roster of pitchmen. The Masters was earlier this month, and Tiger Woods was front and center and won the tournament. Also, the NBA playoffs are now in full swing and the swoosh has a bevy of big names under contract: Kevin Durant, Kyrie Irving, and Paul George to name a few.
A recent survey depicts a scenario where one of the company's primary competitors is falling off. Under Armour looks to be falling out of favor with the 18-34 crowd, as a lack of innovation is evident. The company's spot has slipped in both the basketball and casual categories, and it remains a distant sixth in the running group.
Erik M. Manning

| Company's Financial Strength |
| :--- | :--- |
| Stock's Price Stability |
| Price Growth Persistence |
| Earnings Predictability |

(D) Includes 21¢ dividend paid Decembe
(F) Each share of Class A is convertible to one (F) Each share of
share of Class B.
late June/early July.
(C) Dividends historically paid in early January April, July, and October. - Reinvestment plan Apri, July,
available.
(A) Fiscal years end May 31st. (B) Diluted earnings. Excludes nonrecurring: '03, (25¢) 07 2c.'08 8c.'09 (13c):'13, 1c.'18 (\$1 07, 2¢; '08, 8¢; '09, (13¢); '13, 1¢; '18, (\$1.23) due to tax law change. Next egs. report due

