

erating 3,570 supercenters (includes grocery departments), 386 discount stores, 599 Sam's Clubs, and 813 Neighborhood Markets in the U.S., plus 5,993 foreign stores, many in Latin America, with the rest in Asia, Canada, and the U.K. as of 1/31/19. Total store space: 1.129 billion square feet. Retail space is largely owned, and

accounted for 56% of U.S. sales; sales per square foot in 2018: about \$455. Has 2,200,000 employees. Off./dir. own 50.2% of shares (4/19 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 '16-'18 Past 10 Yrs. to '22-'24 of change (per sh) 5 Yrs. Sales "Cash Flow" 6.0% 5.5% 4.0% 1.5% 4.5% 5.5% 7.5% 4.0% 3.5% Earnings Dividends -1.5% 4.5% 3.5% Book Value

3511

59664

46092

78521

Current Assets

Accts Payable Debt Due

Current Liab.

Other

3623

61897

47060

2605 27812

2572

61371

4587

8516 25896

80283

Fiscal Year Begins	QUA Apr.30	RTERLY S Jul.31	ALES (\$ m Oct.31	nill.) A Jan.31	Full Fiscal Year
2016	115904	120854	118179	130936	485873
2017	117542	123355	123179	136267	500343
2018	122690	128028	124894	138793	514405
2019	123925	130377	129000	145623	528925
2020	129180	134800	132875	149965	546820
Fiscal	EARNINGS PER SHARE A B Apr.30 Jul.31 Oct.31 Jan.31 Fiscal Year				
Year Begins	Apr.30	Jul.31	Oct.31	Jan.31	Year
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	1.41	4.91
2019	1.13	1.27	1.09	1.41	4.90
2020	1.16	1.27	1.12	1.50	5.05
Cal-	QUARTERLY DIVIDENDS PAID = C Full				
endar	Mar.31	Jun.30	Sep.30	Dec.31	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
2019	.53	.53	.53		

Walmart continues to please investors with strong results. Walmart U.S. saw same-store sales (excluding fuel) rise 2.8% during the fiscal second period, with traffic up 60 basis points, and the average transaction amount growing 2.2%. E-commerce sales grew 37%, reflecting strength in online grocery.

Guidance looks promising. Constantcurrency net sales are expected to grow at least 3% versus the prior outlook of around 3%. E-commerce guidance was unchanged at 35% growth. The company is lowering expectations for international sales growth to a range between 3.0% and 4.0%, largely due to weakness in the U.K. and Canada. Adjusted earnings are expected to range from a slight decrease to a slight increase. Importantly, all of the company's data and surveys are saying consumers are feeling pretty good about the economy, their financial stability, and employment status.

Walmart is better positioned to compete with Amazon than most retailers. The company recently introduced its Competitive Price Adjustment program, which allows it to temporarily lower the price

consumers pay for third-party items on its e-commerce marketplace in order to boost sales. In return, Walmart pays vendors the difference between the original and reduced prices. The program only applies to select items and sellers. The concept was likely motivated by a similar program where Amazon can set prices of third-party products on its platform in exchange for a minimum payout. Meanwhile, Walmart's grocery pickup (a.k.a. click and collect) has proven immensely popular because shoppers never have to leave their cars. This is something Amazon simply can't replicate at this time. Meanwhile, the company is working hard to compete with Amazon on shortening shipping times. Too, InHome delivery is a subscription service that was recently launched in four cities where associates enter customers' garages or homes to stock fridges and pantries. Even though associates must wear body cameras, it remains to be seen if consumers will tolerate these people in their homes while they are not around.

These neutrally-ranked shares appeal to conservative investors. Kevin Downing October 25, 2019

(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

(losses)/gains: '05, \$0.03; '08, (\$0.07); '09, \$0.04; '10, \$0.40; '11, \$0.03; '13, (\$0.23); '15 (\$0.08). Next earnings report due mid-November. (C) Divds. historically paid in early

Mar., May, Aug., and Dec.■ Dividend reinvestment plan available.

Company's Financial Strength Stock's Price Stability A++ 95 Price Growth Persistence 40 **Earnings Predictability** 95

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