



# Walmart Inc. (WMT)

Updated November 22<sup>nd</sup>, 2023, by Josh Arnold

## Key Metrics

<b>Current Price:</b>	\$156	<b>5 Year CAGR Estimate:</b>	6.4%	<b>Market Cap:</b>	\$418 B
<b>Fair Value Price:</b>	\$137	<b>5 Year Growth Estimate:</b>	8.0%	<b>Ex-Dividend Date:</b>	12/07/23
<b>% Fair Value:</b>	114%	<b>5 Year Valuation Multiple Estimate:</b>	-2.6%	<b>Dividend Payment Date:</b>	01/02/24
<b>Dividend Yield:</b>	1.5%	<b>5 Year Price Target</b>	\$201	<b>Years Of Dividend Growth:</b>	50
<b>Dividend Risk Score:</b>	A	<b>Retirement Suitability Score:</b>	B	<b>Rating:</b>	Hold

## Overview & Current Events

Walmart traces its roots back to 1945 when Sam Walton opened his first discount store. The company has since grown into the largest retailer in the world, serving more than 230 million customers each week. Revenue should be around \$635 billion this year and the stock trades with a market capitalization of \$418 billion. Walmart is one of the largest employers in the world, counting 2.3 million people in its ranks. Walmart has increased its dividend for 50 consecutive years, making it a new member of the prestigious Dividend Kings.

Walmart posted third quarter earnings on November 16<sup>th</sup>, 2023, and results were better than expected on both the top and bottom lines. Adjusted earnings-per-share came to \$1.53, which was a penny ahead of estimates. Revenue was up 5.2% year-over-year to \$160.8 billion, and was \$2.26 billion better than expected. US comparable sales were up 4.9% year-over-year, which was 150bps better than expected. Transactions rose 3.4%, while average ticket rose 1.5%. E-commerce contribution to comparable sales was down 300bps.

Gross margins were up fractionally, rising 32bps. Consolidated operating expenses as a percentage of sales rose 37bps, offsetting the rise in gross margins. Operating income was up 3% year-over-year on an adjusted basis.

Walmart ended the quarter with net cash of \$12.2 billion, and total debt of \$55.4 billion. Free cash flow was \$4.3 billion, up from \$3.6 billion a year ago. We have updated our estimate to \$6.50 in earnings-per-share after Q3 results.

## Growth on a Per-Share Basis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
<b>EPS</b>	\$5.11	\$5.07	\$4.57	\$4.32	\$4.42	\$4.91	\$4.93	\$5.48	\$6.43	\$6.29	<b>\$6.50</b>	<b>\$9.55</b>
<b>DPS</b>	\$1.88	\$1.92	\$1.96	\$2.00	\$2.04	\$2.08	\$2.12	\$2.16	\$2.20	\$2.24	<b>\$2.28</b>	<b>\$2.52</b>
<b>Shares<sup>1</sup></b>	3,233	3,228	3,162	3,048	2,952	2,914	2,855	2,826	2,769	2,696	<b>2,650</b>	<b>2,500</b>

The largest concern for Walmart is operating margins, as gross margins have remained flat while operating expenses have risen in recent quarters. This is the product of Walmart's focus on building out its online business as well as integrating its acquisitions, both of which are expensive endeavors. We note that while operating margins have improved of late, given the pace of revenue growth, one would generally expect higher margins, but Walmart simply isn't delivering as it reinvests in pricing and digital channels, as well as dealing with labor cost inflation. We see strength in comparable sales, as well as gross margins rising more quickly than operating expenses as supporting earnings growth. We note Q3 results saw expenses and gross margins move higher at the same rate.

Looking forward, we are forecasting 8% annual earnings growth for the next five years as Walmart continues to work through its margin issues and caution on consumer spending. The company continues to buy back stock as well. We see low single-digit sales growth each year, with its e-commerce business being the primary driver of top line growth. That combination should be good enough to create mid-single-digit growth without the benefit of margin expansion. We note that revenue growth was much better in 2020 and 2021 due to COVID-19, but that this performance should not be repeatable. Guidance on this year's revenue supports this. We continue to be bullish on Walmart's ability to grow

<sup>1</sup> Share count in millions

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revenue, but with a watchful eye on margins. Walmart has also thus far successfully lapped the tough periods of the pandemic in terms of comparable sales. We note comparables will begin to be much tougher in the coming quarters.

## Valuation Analysis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Now	2028
Avg. P/E	14.9	15.4	15.5	16.2	18.9	18.8	22.3	24.1	21.9	22.5	24.0	21.0
Avg. Yld.	2.5%	2.5%	2.8%	2.9%	2.1%	2.3%	1.9%	1.6%	1.6%	1.6%	1.5%	1.3%

Walmart's valuation has deteriorated somewhat as the share price has risen. We are forecasting the price-to-earnings multiple to decline from the current 24 to 21, implying a headwind to total annual returns from the valuation. The yield is 1.5%, which is still below its historical range. Given small dividend increases in recent years, we've reduced our dividend growth forecast accordingly.

## Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
Payout	32%	37%	38%	43%	46%	42%	43%	39%	34%	36%	35%	26%

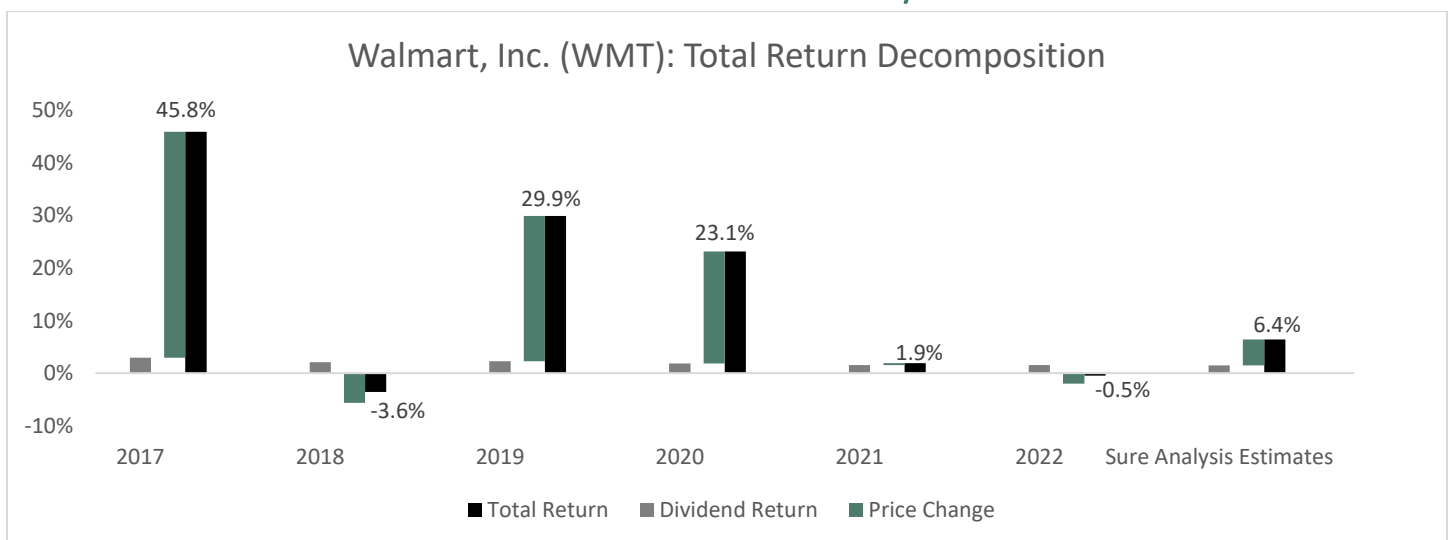
The company's payout ratio is quite low at 35% of earnings, making for a conservative dividend policy. The dividend should be very safe, even if earnings decline meaningfully.

Walmart's competitive advantage is in its enormous size as it can buy and ship product at scales no other company can rival. This allows it to operate with low prices to consumers and as more than half of its revenue comes from groceries, its recession performance is excellent. The company managed to increase earnings steadily during and after the Great Recession. Hard economic conditions tend to send consumers on the margins to Walmart, which is also an advantage. We note that Walmart's strength during the COVID-19 crisis highlights its recession resistance.

## Final Thoughts & Recommendation

Overall, Walmart looks poised to deliver decent returns in the coming years. We are forecasting total five-year annual returns of 6.4%, as the yield remains low at 1.5%, and the valuation is ahead of our fair value estimate, driving a 2.6% headwind, despite 8% projected growth. Walmart is a safe, defensive stock in times of economic hardship, and the stock remains a hold.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Revenue (\$B)</b>	476.3	485.65	482.13	485.87	500.3	514.41	524.0	559.2	572.7	611.3
<b>Gross Profit (\$B)</b>	118.2	120.57	121.15	124.62	127.0	129.10	129.4	138.8	143.8	147.6
<b>Gross Margin</b>	24.8%	24.8%	25.1%	25.6%	25.4%	25.1%	24.7%	24.8%	25.1%	24.1%
<b>SG&amp;A Exp. (\$B)</b>	91.35	93.42	97.04	101.85	106.5	107.15	108.8	116.3	117.8	127.1
<b>D&amp;A Exp.</b>	8870	9173	9454	10080	10529	10678	10,987	11,152	10,658	10,945
<b>Operating Profit</b>	26872	27147	24105	22764	20437	21957	20,568	22,548	25,942	20,428
<b>Op. Margin</b>	5.6%	5.6%	5.0%	4.7%	4.1%	4.3%	3.9%	4.0%	4.5%	3.3%
<b>Net Profit</b>	16022	16363	14694	13643	9862	6670	14,881	13,510	13,673	11,680
<b>Net Margin</b>	3.4%	3.4%	3.0%	2.8%	2.0%	1.3%	2.8%	2.4%	2.4%	1.9%
<b>Free Cash Flow</b>	10142	16390	16075	21054	18286	17409	14,550	25,810	11,075	12,244
<b>Income Tax</b>	8105	7985	6558	6204	4600	4281	4,915	6,858	4,756	5,724

## Balance Sheet Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Total Assets (\$B)</b>	204.75	203.49	199.58	198.83	204.52	219.30	236.5	252.5	244.9	243.5
<b>Cash &amp; Equivalents</b>	7281	9135	8705	6867	6756	7722	9,465	17,741	14,760	8,885
<b>Acc. Receivable</b>	6677	6778	5624	5835	5614	6283	6,284	6,516	8,280	7,933
<b>Inventories</b>	44858	45141	44469	43046	43783	44269	44,435	44,949	56,511	56,576
<b>Goodwill &amp; Int.</b>	19510	18102	16695	17037	18242	31181	31,073	28,983	29,014	28,174
<b>Total Liab. (\$B)</b>	123.41	117.55	115.97	118.29	123.70	139.66	154.9	164.5	153.0	159.5
<b>Accounts Payable</b>	37415	38410	38487	41433	46092	47060	46,973	49,141	55,261	54,002
<b>Long-Term Debt</b>	53544	47272	43667	39370	39040	50621	49,651	44,533	38,077	39,212
<b>Total Equity</b>	76255	81394	80546	77798	77869	72496	74,669	81,298	83,253	76,693
<b>LTD/E Ratio</b>	0.70	0.58	0.54	0.51	0.50	0.70	0.66	0.55	0.46	0.51

## Profitability & Per Share Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Return on Assets</b>	7.9%	8.0%	7.3%	6.8%	4.9%	3.1%	6.5%	5.5%	5.5%	4.8%
<b>Return on Equity</b>	21.0%	20.8%	18.1%	17.2%	12.7%	8.9%	20.2%	17.3%	16.7%	14.6%
<b>ROIC</b>	12.0%	12.2%	11.3%	11.0%	8.2%	5.3%	11.4%	10.3%	10.4%	9.2%
<b>Shares Out.</b>	3,233	3,228	3,162	3,048	2,952	2,914	2,855	2,826	2,769	2,734
<b>Revenue/Share</b>	138.29	145.08	149.75	149.87	156.13	166.23	182.69	196.40	204.19	223.59
<b>FCF/Share</b>	3.09	5.05	5.00	6.77	6.08	5.91	5.07	9.07	3.95	4.48

Note: All figures in millions of U.S. Dollars unless per share or indicated otherwise.

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