

# Walmart Inc. Profile

702 SW 8TH St
Bentonville, AR 72716-6299 United States

Phone: 1-479-273-4000

http://www.corporate.walmart.com

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## **Company Overview**

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Walmart is an unstoppable retail force that has yet to meet any immovable object. It is the world's #1 retailer, as well as the world's largest company by revenue and largest employer with 2.2 million associates. Walmart sells groceries and general merchandise, operating some 5,400 stores in the US, including about 4,800 Walmart stores and 600 Sam's Club membership-only warehouse clubs. Walmart's international division numbers about 6,000 locations; operating through regional subsidiaries, it's the #1 retailer in Canada and Mexico and has operations in Asia, Africa, Europe, and Latin America. Some 265 million customers visit Walmart's stores and websites each week.

## **Key Information**

DUNS Number	051957769
Location Type	Parent/Headquarters
Subsidiary Status	No
Manufacturer	No
Company Type	Publicly Traded Company - Corporation
Plant/Facility Size (Square Feet)	12,989.00
Owns/Rents	Owns
Accountant	EY
Total Employees	2,300,000
Employee Growth ()	
Employees At This Location	11,700
Year of Founding or Change in Control	1945
Primary Industry	2046: Discount Department Stores
Primary SIC Code	53119901: Department stores, discount
Primary NAICS Code	452210: Department Stores
Tradestyle	WALMART
Latitude/Longitude	36.364313 / -94.216848

## **Key Financials**

Fiscal Year-End	January
2021 Sales (Actual)	\$559,151.00M
1-Year Sales Growth	6.72%
Net Income	\$13,510.00M
1-Year Net Income Growth	(9.21)%
Total Assets	\$252,496.00M
Market Value	\$399,445.90M
Prescreen Score	Low Risk



# Company Rankings

1 in Fortune 1000 Revenue Rank (2021) 1 in Fortune 500 (2021)

# Key People

Name	Title
C DOUGLAS MCMILLON GREGORY B PENNER	President, Chief Executive Officer Chairman of the Board
M BRETT BIGGS	Executive Vice President, Chief Financial Officer
SURESH KUMAR	Executive Vice President, Chief Technology Officer, Officer
RACHEL BRAND	Executive Vice President, Officer, Secretary
DAVID M CHOJNOWSKI	Senior Vice President, Controller
JEAN BATTHANY	Senior Vice President, Officer
MATT MINER	Executive Vice President, Principal, Officer



# **Company Description**

#### Operations

Walmart operates through three segments: Walmart US, Walmart International, and Sam's Club.

Walmart US is the largest segment with about 65% of sales and includes multiple store formats operating under the Walmart name across the US and Puerto Rico. It also includes Walmart.com and other e-commerce sites and mobile apps. Walmart sells merchandise in three main categories of grocery, health and wellness, and general merchandise, with grocery representing about 55% of segment sales.

The International division, which accounts for about a quarter of sales, operates retail, wholesale, and drug and convenience store formats under Walmart/Sam's Club brands and various other banners in more than two dozen countries. Mexico is the largest international market; others include the UK -- where it owns "big four" supermarket Asda -- as well as China, Canada, and South Africa, through majority-owned Massmart. International customers have access to online shopping in about ten countries.

The Sam's Club segment, accounting for more than 10% of sales, includes US operations of the membershiponly warehouse club and samsclub.com. Sam's Club's largest merchandise categories are grocery and fuel, representing 60% and about 20%, respectively.

#### Financial Performance

For the past five years, total revenue for Walmart showed a steady increase. However, income for the same period fluctuated.

Walmart's total revenues, which includes net sales and membership and other income, increased \$9.6 billion or 2% for fiscal 2020. These increases in revenues were due to increase in net sales, which increased \$9.6 billion for fiscal 2020.

Walmart reported \$14.9 billion of consolidated net income for fiscal 2020, which represents an increase of \$8.2 billion for fiscal 2020.

Cash held by the company in 2020 increased by \$1.8 billion to \$9.5 billion compared to \$7.8 billion in the prior year. Cash provided by operations was \$25.3 billion while cash used for investing and financing activities were \$9.1 billion and \$14.3 billion, respectively.

#### Geographic Reach

Walmart rings up more than 75% of its sales in the US. In the 20-plus years since the Arkansas-based retailer entered Mexico, its first and largest foreign market, Walmart has become an international retail powerhouse with operations in more than 25 countries. Of its approximately 11,500 stores, more than half are located outside the US. Mexico, with more than 2,400 locations, represents more than 40% of total international units. Other major foreign markets include Canada, the UK, Argentina, Brazil, Chile, China, India, Japan, Africa, and Central America.

#### Mergers and Acquisitions

In early 2019, Walmart has acquired Aspectiva, an Israeli-based start-up, for an undisclosed sum. Aspectiva's experience.

#### Sales and Marketing

Walmart spent \$3.7 billion in fiscal 2020, \$3.5 billion on advertising in fiscal 2019 (ended January), and \$3.1 billion in fiscal 2018. Its advertising consists primarily of print, television, and digital advertising.

The Walmart US segment operates about 160 distribution facilities, including return facilities, and 30-plus ecommerce fulfillment centers; the Sam's Club segment operates about two dozen distribution facilities. The company also has more than 220 international distribution facilities.

#### Strategy

Walmart's strategy is to make every day easier for busy families, operate with discipline, sharpen their culture



and become digital, and make trust a competitive advantage. Making life easier for busy families includes their commitment to price leadership, which has been and will remain a cornerstone of the company's business, as well as increasing convenience to save their customers time. By leading on price, WalMart earn the trust of their customers every day by providing a broad assortment of quality merchandise and services at everyday low prices ("EDLP"). EDLP is the company's pricing philosophy under which they price items at a low price every day so their customers trust that their prices will not change under frequent promotional activity. Everyday low customers.

Walmart International's strategy is to create strong local businesses powered by Walmart which means being locally relevant and customer-focused in each of the markets it operates. They are being deliberate about where and how they choose to operate and continue to re-shape the portfolio to best enable long-term, sustainable and profitable growth.



## **Company History**

#### Company Background

Sam Walton began his retail career as a J. C. Penney management trainee and later leased a Ben Franklin-franchised dime store in Newport, Arkansas, in 1945. In 1950 he relocated to Bentonville, Arkansas, and opened a Walton 5 & 10. By 1962 Walton owned 15 Ben Franklin stores under the Walton 5 & 10 name. After Ben Franklin management rejected his suggestion to open discount stores in small towns, Walton, with his brother James "Bud" Walton, opened the first Wal-Mart Discount City in Rogers, Arkansas, in 1962. Wal-Mart Stores went public in 1970 with 18 stores and sales of \$44 million.



# **Industry Information**

**Primary SIC Code** 

53119901: Department stores, discount

**Primary NAICS Code** 

452210: Department Stores



# People

# **Employees**

Title	Name	Age	Salary	Bonus
President, Chief Executive Officer	C DOUGLAS MCMILLON			
Chairman of the Board	GREGORY B PENNER			
Executive Vice President, Chief Financial Officer	M BRETT BIGGS			
Executive Vice President, Chief Technology Officer, Officer	SURESH KUMAR		\$1.02M	\$2.30M
Executive Vice President, Officer, Secretary	RACHEL BRAND			
Senior Vice President, Controller	DAVID M CHOJNOWSKI			
Senior Vice President, Officer	JEAN BATTHANY			
Executive Vice President, Principal, Officer	MATT MINER			

## **Board Members**

Title	Name	Age
Board Member	MS. ADRIANNE HARRIS	
Board Member	MR. ANTHONY SHABLAK	
Board Member	MS. CARLA HARRIS	
Non-Executive Chairman of the Board	GREG PENNER	
Chairman of the Board	GREGORY PENNER	
Board Member	MR. JOE HATFIELD	
Board Member	MR. STEPHEN QUINN	
Board Member	MR. STEVEN REINEMUND	
Board Of Directors	MR. TOM BUTRYNSKI	
Board Member	MR. VINCENT TRIUS	
Board Member	ZHANG JIASHENG	

## Biographies

### C DOUGLAS MCMILLON

President, Chief Executive Officer

### GREGORY B PENNER

Chairman of the Board

### M BRETT BIGGS

Executive Vice President, Chief Financial Officer

### SURESH KUMAR

Executive Vice President, Global Chief Technology Officer and Chief Development Officer

Salary: \$1.02M Bonus: \$2.30M

#### Biography

Mr. Suresh Kumar serves as Executive Vice President, Global Chief Technology Officer and Chief Development Officer of the Company effective July 2019. From February 2018 until June 2019, Mr. Kumar was Vice President and General Manager at Google LLC. From May 2014 until February 2018, he was Corporate Vice President at Microsoft Corporation.

### RACHEL BRAND

Executive Vice President, Global Governance, Chief Legal Officer, and Corporate Secretary

### Biography

Ms. Rachel L. Brand serves as Executive Vice President, Global Governance, Chief Legal Officer, and Corporate Secretary of the Company effective April 2018. From May 2017 to February 2018, she served as Associate Attorney General in the United States Department of Justice. From January 2017 to May 2017, Ms. Brand was an Associate Professor of Law at George Mason University Antonin Scalia Law School. From August 2012 to February 2017, she served as a board member on the Privacy and Civil Liberties Oversight Board of the U.S. government.

### DAVID M CHOJNOWSKI

Senior Vice President and Controller



### **Biography**

Mr. David M. Chojnowski serves as Senior Vice President and Controller of the Company effective January 2017. From October 2014 to January 2017, he served as Vice President and Controller, Walmart U.S.

### **JEAN BATTHANY**

Senior Vice President, Officer

### MATT MINER

Executive Vice President, Principal, Officer



# **Company Financials**

# **Financial Summary**

Company Type Publicly Traded Company - Corporation

NYSE:WMT

Parent/Headquarters

Fiscal Year-End January 2021 Sales (Actual) \$559,151.00M

1-Year Sales Growth 6.72%

2021 Net Income \$13,510.00M 1-Year Net Income Growth (9.21)%

Prescreen Score Low Risk



## **Annual Income Statement**

	Jan 2021	Jan 2020	Jan 2019	Jan 2018	Jan 2017
Revenue	559,151.00	523,964.00	514,405.00	500,343.00	485,873.00
Cost of Goods Sold	420,315.00	394,605.00	385,301.00	373,396.00	361,256.00
Gross Profit	138,836.00	129,359.00	129,104.00	126,947.00	124,617.00
Gross Profit Margin	24.83%	24.69%	25.10%	25.37%	25.65%
SG&A Expense	116,288.00	108,791.00	107,147.00	106,510.00	101,853.00
Depreciation and Amortization					
Operating Income	22,548.00	20,568.00	21,957.00	20,437.00	22,764.00
Operating Margin	4.03%	3.93%	4.27%	4.08%	4.69%
Nonoperating Income					0.00
Nonoperating Expenses					
Income Before Taxes	20,564.00	20,116.00	11,460.00	15,123.00	20,497.00
Income Taxes	6,858.00	4,915.00	4,281.00	4,600.00	6,204.00
Net Income After Taxes	13,510.00	14,881.00	6,670.00	9,862.00	13,643.00
Continuing Operations	13,706.00	15,201.00	7,179.00	10,523.00	14,293.00
Discontinued Operations					
Total Operations					
Total Net Income	13,510.00	14,881.00	6,670.00	9,862.00	13,643.00
Net Profit Margin	2.42%	2.84%	1.30%	1.97%	2.81%
Diluted EPS from Continuing Operations					
Diluted EPS from Total Operations					
Diluted EPS from Total Net Income	4.75	5.19	2.26	3.28	4.38
Dividends Per Share	2.16	2.12	2.08	2.04	2.00



# **Quarterly Income Statement**

Quarter Ending	Apr 2021	Jan 2021	Oct 2020	Jul 2020	Apr 2020
Revenue	138,310.00	152,079.00	134,708.00	137,742.00	134,622.00
Cost of Goods Sold	103,272.00	115,261.00	100,339.00	102,689.00	102,026.00
Gross Profit	35,038.00	36,818.00	34,369.00	35,053.00	32,596.00
Gross Profit Margin	25.33%	24.21%	25.51%	25.45%	24.21%
SG&A Expense	28,129.00	31,331.00	28,591.00	28,994.00	27,372.00
Depreciation and Amortization					
Operating Income	6,909.00	5,487.00	5,778.00	6,059.00	5,224.00
Operating Margin	5.00%	3.61%	4.29%	4.40%	3.88%
Nonoperating Income					
Nonoperating Expenses					
Income Before Taxes	3,844.00	(593.00)	7,115.00	8,646.00	5,396.00
Income Taxes	1,033.00	1,415.00	1,914.00	2,207.00	1,322.00
Net Income After Taxes	2,730.00	(2,091.00)	5,135.00	6,476.00	3,990.00
Continuing Operations	2,811.00	(2,008.00)	5,201.00	6,439.00	4,074.00
Discontinued Operations					
Total Operations					
Total Net Income	2,730.00	(2,091.00)	5,135.00	6,476.00	3,990.00
Net Profit Margin	1.97%	(1.37%)	3.81%	4.70%	2.96%
Diluted EPS from Continuing Operations					
Diluted EPS from Total Operations					
Diluted EPS from Total Net Income	0.97	(0.74)	1.80	2.27	1.40
Dividends Per Share	1.10	0.54	0.54	0.54	0.54



## **Annual Balance Sheet**

Assets
--------

	Jan 2021	Jan 2020	Jan 2019	Jan 2018	Jan 2017
Cash	17,741.00	9,465.00	7,722.00	6,756.00	6,867.00
Net Receivables	6,516.00	6,284.00	6,283.00	5,614.00	5,835.00
Inventories	44,949.00	44,435.00	44,269.00	43,783.00	43,046.00
Other Current Assets					
Total Current Assets	90,067.00	61,806.00	61,897.00	59,664.00	57,689.00
Net Fixed Assets	109,848.00	127,049.00	111,395.00	114,818.00	114,178.00
Other Noncurrent					
Total Assets	252,496.00	236,495.00	219,295.00	204,522.00	198,825.00
Shareholder's Equity					
	Jan 2021	Jan 2020	Jan 2019	Jan 2018	Jan 2017
Preferred Stock Equity					
Common Stock Equity	282.00	284.00	288.00	295.00	305.00
Total Equity	80,925.00	74,669.00	72,496.00	77,869.00	77,798.00
Shares Outstanding (M)	2,821.00	2,800.00	2,900.00	2,952.00	3,048.00
Liabilities					
	Jan 2021	Jan 2020	Jan 2019	Jan 2018	Jan 2017
Accounts Payable	49,141.00	46,973.00	47,060.00	46,092.00	41,433.00
Short-Term Debt	3,339.00	5,937.00	7,101.00	8,995.00	3,355.00
Other Current Liabilities	12,734.00				
Total Current Liabilities	92,645.00	77,790.00	77,477.00	78,521.00	66,928.00
Long-Term Debt	41,194.00	43,714.00	43,520.00	30,045.00	36,015.00
Other Noncurrent					
Total Liabilities	164,965.00	154,943.00	139,661.00	123,700.00	118,290.00



# **Quarterly Balance Sheet**

Assets					
Quarter Ending	Apr 2021	Jan 2021	Oct 2020	Jul 2020	Apr 2020
Cash	22,846.00	17,741.00	14,325.00	16,906.00	14,930.00
Net Receivables	5,797.00	6,516.00	5,770.00	5,111.00	5,029.00
Inventories	46,383.00	44,949.00	51,842.00	41,084.00	41,217.00
Other Current Assets					
Total Current Assets	76,591.00	90,067.00	73,602.00	64,996.00	63,328.00
Net Fixed Assets	108,625.00	109,848.00	124,289.00	122,894.00	123,378.00
Other Noncurrent					
Total Assets	236,581.00	252,496.00	250,863.00	237,382.00	232,892.00
Shareholder's Equity					
Quarter Ending	Apr 2021	Jan 2021	Oct 2020	Jul 2020	Apr 2020
Preferred Stock Equity					
Common Stock Equity	280.00	282.00	283.00	283.00	284.00
Total Equity	78,335.00	80,925.00	81,431.00	75,310.00	68,240.00
Shares Outstanding (M)	2,805.00	2,821.00	2,831.00	2,834.00	2,832.00
Liabilities					
Quarter Ending	Apr 2021	Jan 2021	Oct 2020	Jul 2020	Apr 2020
Accounts Payable	48,151.00	49,141.00	54,152.00	46,326.00	44,096.00
Short-Term Debt	3,862.00	3,339.00	4,598.00	5,910.00	10,031.00
Other Current Liabilities		12,734.00			
Total Current Liabilities	80,841.00	92,645.00	88,121.00	81,957.00	82,647.00
Long-Term Debt	40,273.00	41,194.00	40,849.00	40,959.00	43,006.00
Other Noncurrent					
Total Liabilities	151,989.00	164,965.00	163,359.00	156,185.00	158,782.00



## **Annual Cash Flow**

	Jan 2021	Jan 2020	Jan 2019	Jan 2018	Jan 2017
Cash & Cash Equivalents at Beginning of Year	9,515.00	7,756.00	7,014.00	7,144.00	8,891.00
Net Cash Provided by Operating Activities	36,074.00	25,255.00	27,753.00	28,337.00	31,673.00
Net Cash Provided by Investing Activities	(10,071.00)	(9,128.00)	(24,036.00)	(9,079.00)	(13,896.00)
Net Cash Privided by Financing Activities	(16,117.00)	(14,299.00)	(2,537.00)	(19,875.00)	(19,072.00)
Net Increase/Decrease in Cash & Equivalents	9,886.00	1,828.00	1,180.00	(617.00)	(1,295.00)
Cash & Cash Equivalents at End of Year	17,788.00	9,515.00	7,756.00	7,014.00	7,144.00

# **Quarterly Cash Flow**

Quarter Ending Cash & Cash Equivalents at Beginning of Year	<b>Apr 2021</b> 17,788.00	<b>Jan 2021</b> 14,378.00	Oct 2020 16,954.00	<b>Jul 2020</b> 14,985.00	<b>Apr 2020</b> 9,514.00
Net Cash Provided by Operating Activities	2,858.00	13,194.00	3,924.00	11,939.00	7,017.00
Net Cash Provided by Investing Activities	5,850.00	(3,564.00)	(2,873.00)	(1,938.00)	(1,696.00)
Net Cash Privided by Financing Activities	(5,399.00)	(4,777.00)	(3,526.00)	(8,379.00)	565.00
Net Increase/Decrease in Cash & Equivalents	3,309.00	4,853.00	(2,475.00)	1,622.00	5,886.00
Cash & Cash Equivalents at End of Year	22,894.00	17,788.00	14,378.00	16,954.00	14,985.00

# **Financial Market Data**

### **Current Information**

Last Close (03-Sep-2021)	\$149.25	Price/Sales Ratio	0.72
52-Week High	\$153.66	Price/Book Ratio	5.10
52-Week Low	\$126.28	Price/Earnings Ratio	33.00
60-Month Beta	0.47	Price/Cash Flow Ratio	12.69
Market Cap	\$399,445.90M	Return on Assets	5.53%
Shares Outstanding		Return on Equity	17.37%
Dividend Rate	2.20	Current Ratio	0.97
Dividend Yield	1.47%	Long-Term Debt/Equity	0.72
# of Institutional Holders	1,384	% Owned by Institutions	25.71%
Latest Short Interest Ratio		Latest Net Insider Transactions	

Growth	12 Month	36 Month	60 Month
Revenue Growth	6.72%	3.77%	3.01%
EPS Growth	(8.48%)	13.14%	0.78%
Dividend Growth	1.89%	1.92%	1.96%

# **Historical Financials**

## **Income Statement**

Year	Revenue (\$M)	Net Income (\$M)	Net Profit Margin
Jan 2021	559,151.00	13,510.00	2.42%
Jan 2020	523,964.00	14,881.00	2.84%
Jan 2019	514,405.00	6,670.00	1.30%
Jan 2018	500,343.00	9,862.00	1.97%
Jan 2017	485,873.00	13,643.00	2.81%

### 2021 Year-End Financials

Debt Ratio	71.61%
Return on Equity	17.37%
Cash (\$M)	17,741.00
Current Ratio	0.97
Long-Term Debt (\$M)	41,194.00
Shares Outstanding (M)	
Dividend Yield	1.47%
Dividend Payout	0.50
Market Cap (\$M)	399,445.90

# **Competitors List**

Company	Gross Revenue	Employees
Amazon.com, Inc. (Top Competitor)	\$386,064.00M	1,298,000
Best Buy Co., Inc.	\$47,262.00M	125,000
CARREFOUR	\$889,570.00	
Costco Wholesale Corporation	\$166,761.00M	273,000
Kohl's Corporation	\$15,955.00M	122,000
Target Corporation (Top Competitor)	\$93,561.00M	409,000
The Kroger Co (Top Competitor)	\$132,498.00M	465,000

# Competitive Landscape

Companies listed are Top Competitors.

Key Numbers	Walmart Inc.	Amazon.com, Inc.	Target Corporation	The Kroger Co
Annual Sales (\$M)	\$559,151.00M	\$386,064.00M	\$93,561.00M	\$132,498.00M
Employees	2,300,000			
Market Cap (\$M)	\$399,445.90M	\$1,685,226.41M	\$129,147.66M	\$30,412.59M
Profitability	Walmart Inc.	Amazon.com, Inc.	Target Corporation	The Kroger Co
Gross Profit Margin	24.83%	24.41%	29.27%	23.32%
Pre-Tax Profit	3.68%	6.26%	5.93%	2.54%
Net Profit Margin	2.42%	5.53%	4.67%	1.95%
Return on Equity	17.37%	27.44%	33.25%	28.12%
Return on Assets	5.53%	7.81%	9.29%	5.44%
Return on Invested Capital	10.28%	14.71%	18.56%	9.92%
Valuation	Walmart Inc.	Amazon.com,	Target	The Kroger Co
		Inc.	Corporation	
Price/Sales Ratio	0.72	3.85	1.34	0.24
	0.72 33.00		•	0.24 21.09
Price/Sales Ratio Price/Earnings Ratio Price/Book Ratio		3.85	1.34	
Price/Earnings Ratio	33.00	3.85 57.94	1.34 21.31	21.09
Price/Earnings Ratio Price/Book Ratio	33.00 5.10	3.85 57.94 14.68	1.34 21.31 8.63	21.09 3.30
Price/Earnings Ratio Price/Book Ratio Price/Cash Flow	33.00 5.10 12.69	3.85 57.94 14.68 28.78 Amazon.com,	1.34 21.31 8.63 12.70	21.09 3.30 6.53
Price/Earnings Ratio Price/Book Ratio Price/Cash Flow  Operations	33.00 5.10 12.69 Walmart Inc.	3.85 57.94 14.68 28.78 Amazon.com, Inc.	1.34 21.31 8.63 12.70 Target Corporation	21.09 3.30 6.53 The Kroger Co
Price/Earnings Ratio Price/Book Ratio Price/Cash Flow  Operations  Days of Sales Outstanding	33.00 5.10 12.69 <b>Walmart Inc.</b>	3.85 57.94 14.68 28.78 Amazon.com, Inc.	1.34 21.31 8.63 12.70 Target Corporation	21.09 3.30 6.53 The Kroger Co



2.3

87.4

1.4

17.0

Net Receivables Turnover Flow

Asset Turnover

2.0

165.7

2.8

76.0

Effective Tax Rate	33.35%	11.84%	21.24%	23.20%
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Financial	Walmart Inc.	Amazon.com, Inc.	Target Corporation	The Kroger Co
Current Ratio	0.97	1.05	1.03	0.81
Quick Ratio	0.26	0.86	0.48	0.30
Leverage Ratio	3.12	3.44	3.55	5.08
Total Debt/Equity	0.78	0.90	1.05	2.15
Interest Coverage	9.88	15.68	6.68	7.19
Per Share Data	Walmart Inc.	Amazon.com, Inc.	Target Corporation	The Kroger Co
Earnings Per Share	\$4.77	\$42.64	\$8.72	\$3.31
Dividend Per Share	\$2.16		\$2.68	\$0.68
Cash Flow Per Share	\$11.23	\$115.64	\$20.56	\$6.24
Working Capital Per Share	-\$1.52	\$45.53	\$2.69	-\$3.57
Long-Term Debt Per Share				
Book Value Per Share	\$27.96	\$226.69	\$30.24	\$12.35
Total Assets Per Share	\$84.43	\$711.47	\$102.02	\$65.32
Growth	Walmart Inc.	Amazon.com, Inc.	Target Corporation	The Kroger Co
12-Month Revenue	6.72%	37.62%	19.78%	8.35%
12-Month Net Income	(9.21%)	84.08%	33.13%	55.82%
12-Month EPS Growth	(8.48%)	81.79%	35.85%	60.29%
12-Month Dividend Growth	1.89%		3.08%	13.33%
36-Month Revenue	3.77%	29.48%	8.77%	2.43%
36-Month Net Income	11.06%	91.59%	14.45%	10.67%
36-Month EPS Growth	13.14%	89.47%	17.77%	16.09%
36-Month Dividend Growth	1.92%		3.18%	11.54%



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