

# Retail and Wholesale Business

# Agenda

# Economic Overview

# Industry Overview

Company

# Walmart

- Analyst Opinion
- Management
- Positioning & strategy
- Red flags (payoff and legal issues)
- Ratio & trend analysis
- DCF Analysis
- Scenario Analysis (COGS & membership)\*
- Comps Valuation
- Risk & contingencies

# Analyst Opinion

# Management

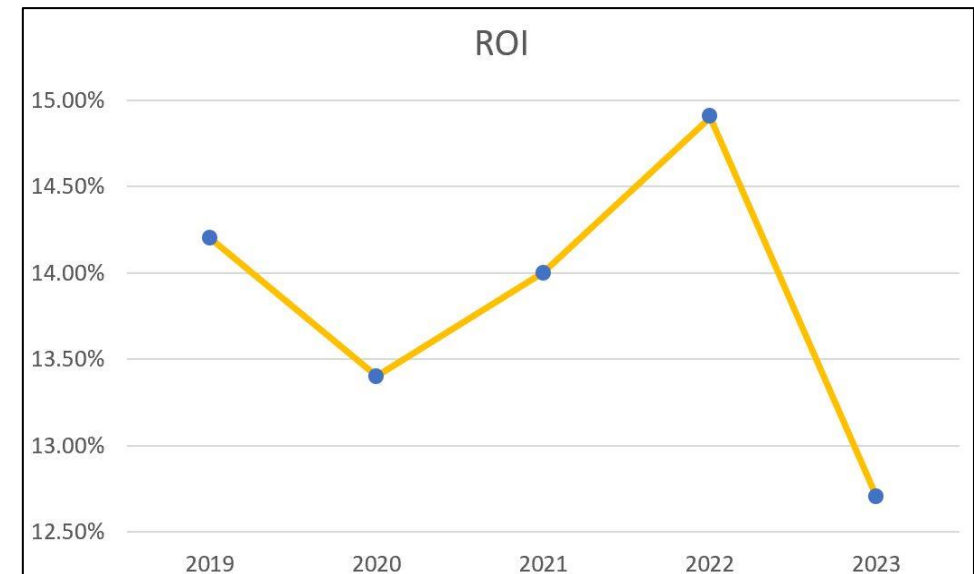
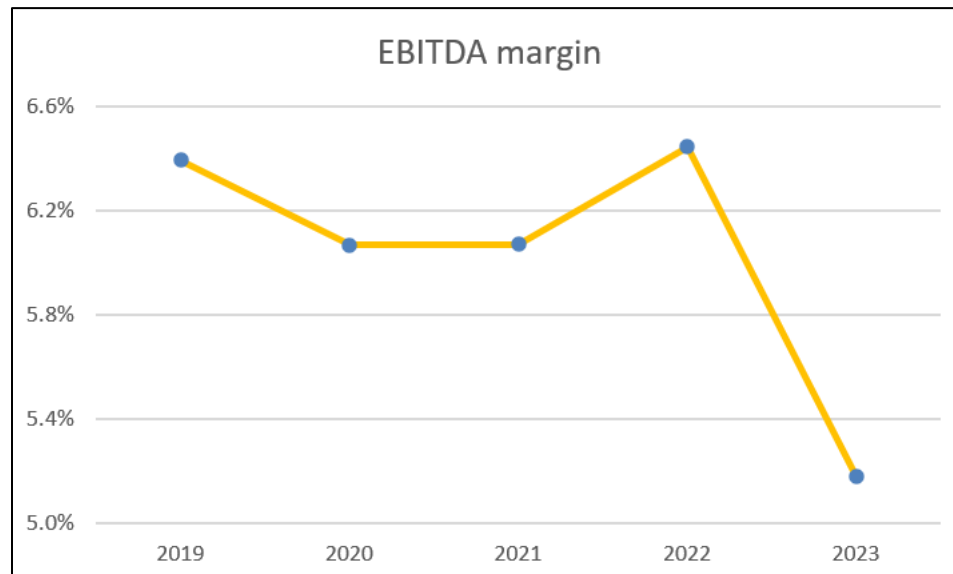
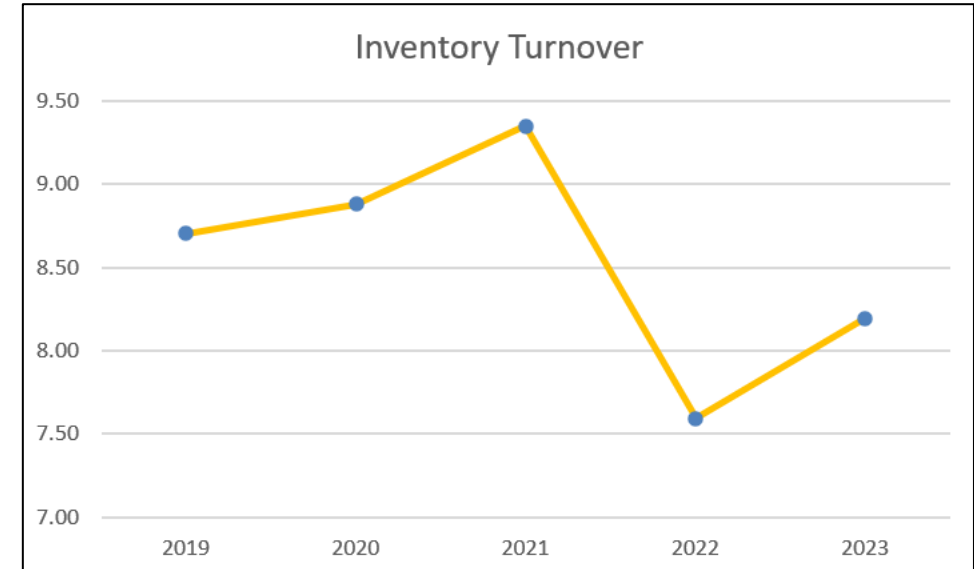
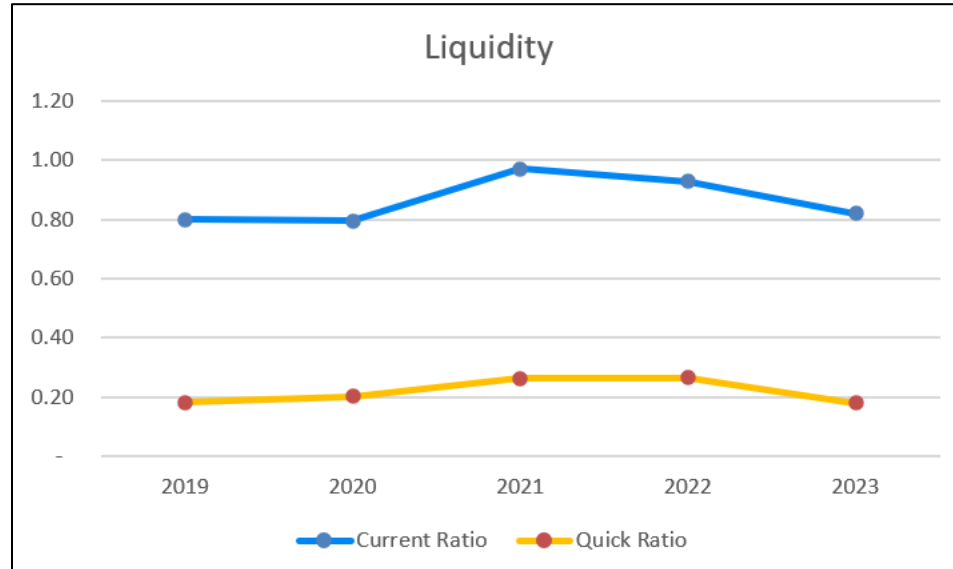


# Positioning & Strategy

- Competitive Positioning: North America's biggest Retailer and Wholesaler (Market Cap: \$409 bn)
- Mission Statement: "Save people money so they can live better"
- Target Market: budget-conscious consumers in suburban and rural areas
- Wide range of products and merchandises available in stores and through eCommerce
- EDLP (Every Day Low Prices):
- Focus on low prices through cost-cutting and economies of scale
- Significant investment in eCommerce, including online selection and services like grocery pickup and delivery

# Red Flags

# Ratio and Trend Analysis



# DCF Analysis

- Key assumptions
- Sensitivity analysis
- Bear/bull/base case overall

# Scenario Analysis

- COGS
- Membership











