

**Wal-Mart Conference Call**  
**November 13, 2001**  
**Chris Lovisone**  
**Analyst – Consumer Discretionary**

**Record Sales and Earnings Help Meet Expectations**

In spite of the economic slowdown and the events of September 11, Wal-Mart Stores, Inc. reported that they met First Call estimates of \$.33 per share for 3Q 2001. Wal-Mart was able to generate sales and earnings that were at record levels. They added \$7.1 billion in sales during 3Q 2001.

**Financial Highlights**

Wal-Mart Stores, Inc. EPS of \$.33 was up from \$.31 per share reported in the same quarter during the previous year. Sales and earnings were at record levels, which helped the company meet First Call estimates. The company has continued to gain market share and is confident that this trend will continue as well as increased revenue and earnings growth. Wal-Mart remains optimistic that its commitment to customer service and low cost merchandise will be the main drivers in achieving its revenue and earnings estimates.

- Net income reported for the quarter was \$1.481 billion, up from \$1.369 from the same quarter previous year.
- EPS of \$.33 up from \$.31 for same period previous year.
- Total sales were up to \$52.738 billion, an increase of 15.5% over the similar period of the previous year.
- Wal-Mart Stores Segment increased operating profit by 4.8%, from similar quarter previous year, to \$2.346 billion (profit before interest, unallocated corporate expenses, and income taxes).
- SAM's Club Segment increased operating profit by 12.3%, from similar quarter previous year, to \$246 million.
- International Segment increased its operating profit from similar quarter previous year by 42.7% to \$344 million.
- The company has repurchased \$843 million worth of common stock to date and have \$1.9 billion of capacity remaining in its buy-back program to repurchase additional shares.

**Sales by Segment**

(dollars in billions)

	<b>Quarter Ended October 31</b>			<b>Nine Months Ended October 31</b>		
	2001	2000	% change	2001	2000	% change
Wal-Mart	\$33.601	\$29.226	15.0	\$98.22	\$86.413	13.7
SAM's Club	7.295	6.573	11.0	21.099	19.317	9.2
International	8.678	7.437	16.7	24.676	22.038	12.0
McLane	3.164	2.440	29.7	9.591	7.005	36.9
Total	\$52.738	\$45.676	15.5	\$153.588	\$134.77	14.0

### **Summary and 4Q 2001 Estimate**

Wal-Mart Stores, Inc. executives were very optimistic on the call about the company's performance to date and expectations for the remainder of the year. History has shown that Wal-Mart has performed quite well despite the difficult times the economy is facing. In spite of these difficult times the company is gaining market share and growing sales, which is extremely important when consumers are spending cautiously, causing margins to be reduced. The recent reduction in fuel prices is putting more money in Wal-Mart customers' hands contributing to increasing sales.

Wal-Mart is "comfortable" with its 4Q 2001 estimate of \$.48 per share, which is in line with "most" Wall Street analysts. Some analysts have the company's EPS at \$.51. The company's executives cautioned that increasing pressure on margins and expenses due to the country's economy could have an adverse affect on estimates above \$.48 per share. They continue to look for growth improvements in all of its international assets to contribute to the \$.48 per share estimate. Wal-Mart will also focus on continuing to gain market share, sales growth, and new store openings to reach its target for 4Q.