

Lowe's Companies (LOW)

\$256.21 (Stock Price as of 01/08/2026)

Price Target (6-12 Months): **\$259.00**

Long Term: 6-12 Months | **Zacks Recommendation:** **Neutral**
(Since: 01/22/24)
Prior Recommendation: Underperform

Short Term: 1-3 Months | **Zacks Rank:** (1-5) **3-Hold**
Zacks Style Scores: VGM: C
Value: C | Growth: C | Momentum: D

Summary

Lowe's is reinforcing its Pro leadership through the acquisitions of Foundation Building Materials and Artisan Design Group, expanding fulfillment capabilities and deepening its presence across interior building and finishing solutions. Solid third-quarter execution, supported by productivity initiatives, AI-driven tools and digital growth, has sustained earnings resilience. The Total Home Strategy continues to drive broad-based category strength and loyalty-led demand across Pro and DIY customers. However, near-term risks persist, including declining transactions, tariff-related cost pressures, storm-related volatility and competitive intensity. The FBM and ADG acquisitions are expected to dilute adjusted operating margins in the near term. We expect adjusted operating margin to decline 20 bps year over year to 12.1% in the fiscal 2025.

Data Overview

52 Week High-Low	\$274.98 - \$206.39
20 Day Average Volume (sh)	2,067,104
Market Cap	\$138.6 B
YTD Price Change	2.5%
Beta	0.96
Dividend / Div Yld	\$4.80 / 1.9%
Industry	Retail - Home Furnishings
Zacks Industry Rank	Top 45% (111 out of 244)

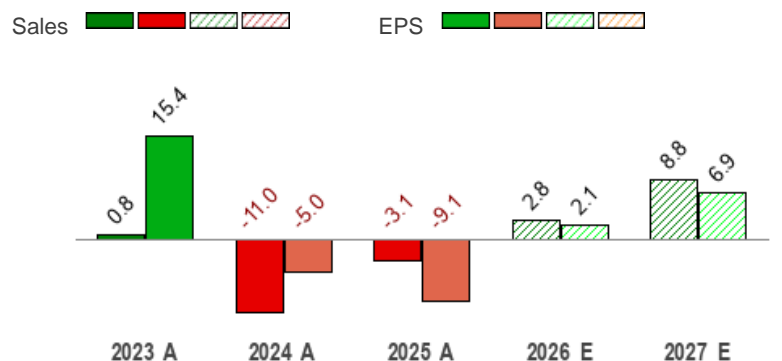
Last EPS Surprise	3.0%
Last Sales Surprise	0.0%
EPS F1 Est- 4 week change	0.0%
Expected Report Date	02/25/2026
Earnings ESP	0.0%

P/E TTM	20.2
P/E F1	20.9
PEG F1	4.7
P/S TTM	1.7

Price, Consensus & Surprise⁽¹⁾



Sales and EPS Growth Rates (Y/Y %)⁽²⁾



Sales Estimates (millions of \$)⁽²⁾

	Q1	Q2	Q3	Q4	Annual*
2027	23,348 E	26,371 E	22,844 E	21,058 E	93,620 E
2026	20,930 A	23,959 A	20,813 A	20,343 E	86,045 E
2025	21,364 A	23,586 A	20,170 A	18,553 A	83,674 A

EPS Estimates⁽²⁾

	Q1	Q2	Q3	Q4	Annual*
2027	3.15 E	4.63 E	3.27 E	2.05 E	13.10 E
2026	2.92 A	4.33 A	3.06 A	1.94 E	12.25 E
2025	3.06 A	4.10 A	2.89 A	1.93 A	12.00 A

*Quarterly figures may not add up to annual.

(1) The data in the charts and tables, except the estimates, is as of 01/08/2026.

(2) The report's text, the analyst-provided estimates, and the price target are as of 01/06/2026.

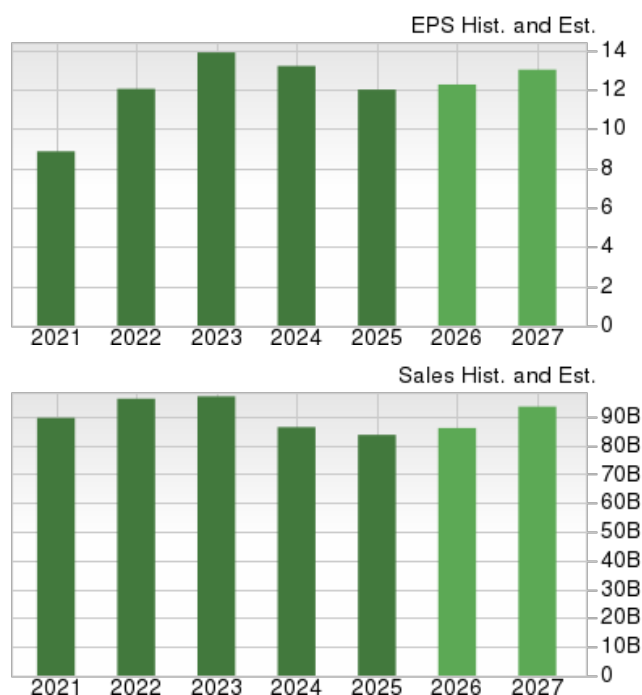
Overview

Lowe's has evolved as one of the world's leading home improvement retailer, offering services to homeowners, renters and commercial business customers. The company has been enhancing experience of its pro customers by upgrading pro-focused brands and revamping pro-service business website, LowesForPros.com. Incorporated in 1952 and based in Mooresville, NC, Lowe's has its operations primarily in the U.S. The company offers services to homeowners, renters and commercial business customers. Homeowners and renters principally include do-it-yourself (DIY) customers and do-it-for-me (DIFM) customers who utilize the company's installed sales programs. Commercial business customers consist of those who work in the construction, repair/remodel, commercial and residential property management and business maintenance professions.

Lowe's offers a comprehensive range of products and services for home decoration, maintenance, repair, remodeling and property management. Its stores typically stock around 40,000 items across diverse categories, such as appliances, lumber, paint, flooring, building materials, millwork, lawn and landscape products. The company also provides a wide assortment of branded merchandise, including products from Whirlpool, Stainmaster, Valspar and Pella, along with several exclusive brands such as Aquasource, Garden Treasures, Harbor Breeze, Kobalt, Reliablit, Top-Choice and Utilitech.

In October 2025, Lowe's completed the \$8.8-billion acquisition of Foundation Building Materials (FBM), an industry-leading building materials and construction products distributor with more than 370 locations across the United States and Canada. The company sells its products under several merchandise categories, namely Home Decor (36.9% of fiscal 2024 revenues), Building Products (31.5%), Hardlines (29%) and Other (2.6%). As of Oct. 31, 2025, Lowe's operated 1,756 stores, encompassing a total of 195.8 million square feet of retail selling space.

(Note: Zacks identifies fiscal years by the month in which the fiscal year ends, while LOW identifies its fiscal year by the calendar year in which it begins; so comparable figures for any given fiscal year, as published by LOW, will refer to this same fiscal year as being the year before the same year, as identified by Zacks)



As of 01/06/2026



As of 01/08/2026

Reasons To Buy:

- ▲ **Strengthening Pro Dominance Through Expansion:** Lowe's is accelerating growth in the Pro segment through the acquisitions of Artisan Design Group (ADG) and Foundation Building Materials (FBM). Completed in October 2025, the \$8.8 billion FBM acquisition adds a leading distributor of interior building products, including drywall, insulation, metal framing and ceiling systems, with approximately 370 locations nationwide and a balanced mix of commercial and residential exposure. FBM enhances Lowe's fulfillment capabilities, particularly for large, complex job-site deliveries and in dense urban markets where Lowe's store presence is more limited. Management noted that the transaction is expected to be accretive in its first full year, excluding synergies, reflecting strong financial discipline. Combined with ADG's interior finishing capabilities, the acquisitions create a comprehensive interior solutions platform for homebuilders and contractors. Integration efforts are underway to connect FBM's catalog to Lowe's Pro extended aisle, strengthening Lowe's ability to serve small, medium and larger Pro customers more effectively.
- ▲ **Consistent Operating Momentum:** Lowe's delivered a solid performance in the third quarter of fiscal 2025, demonstrating earnings resilience despite macro uncertainty and hurricane-related disruptions. Revenues totaled \$20.8 billion, with comparable sales increasing 0.4% year over year. We expect comparable sales to increase 0.2% in the fourth quarter of fiscal 2025. Adjusted operating margin expanded approximately 10 basis points to 12.4%, reflecting disciplined execution and benefits from Perpetual Productivity Improvement initiatives. Adjusted earnings per share reached \$3.06, up 5.9% year over year. Gross margin improved 50 basis points to 34.2%, driven by improved inventory sell-through, credit income and SKU rationalization. Comparable average ticket rose 3.4% due to Pro and appliance mix. Lowe's now expects total sales of \$86 billion, up from the prior range of \$84.5-\$85.5 billion. We anticipate a year-over-year increase in total revenues of approximately 2.8% and 8.8% in fiscal 2025 and 2026, respectively.
- ▲ **AI-Driven Productivity & Digital Transformation:** Technology and data-led execution remain central to Lowe's Total Home Strategy. The company highlighted strong adoption of its AI-powered tools, including Mylow and Mylow Companion, which together answer nearly 1 million customer and associate questions per month, improving conversion rates and boosting customer satisfaction scores by roughly 200 basis points. Online sales increased 11.4% year over year in the third quarter, supported by higher traffic, improved conversion and continued enhancements to lowes.com and the mobile app. Lowe's surpassed the 100 billion token milestone and was formally recognized by OpenAI. Following the FBM acquisition, Lowe's plans to leverage FBM's established ERP platform — already aligned with Lowe's Pro Supply systems — to accelerate integration, improve order fulfillment and connect FBM's catalog to the Pro extended aisle. These digital and systems capabilities are expected to enhance fulfillment efficiency, cross-selling and the overall Pro and DIY customer experience.
- ▲ **Total Home Strategy Driving Momentum:** Execution of Lowe's Total Home Strategy continues to produce tangible, broad-based operating gains. In the third quarter of fiscal 2025, Lowe's delivered positive comparable sales in 10 of 14 merchandise divisions. Strength was evident across appliances, flooring, paint, kitchens and bath, millwork, plumbing, lawn and garden, and tools. Home services delivered double-digit comparable growth, driven by windows and doors, HVAC, water heaters, and kitchen and bath installations. Centralized selling and tech-enabled scheduling reduced friction and improved close rates. Management also highlighted improved DIY engagement and discretionary project activity. Appliance sales posted their fourth consecutive quarter of unit and dollar comp growth, supported by exclusive offerings and next-day delivery coverage. This breadth of execution supports revenue stability and share gains across market cycles.
- ▲ **Loyalty Ecosystem Strengthens Demand:** Lowe's loyalty ecosystem continues to drive higher spend and frequency. The company now has approximately 30 million MyLowe's Rewards members, who shop twice as often and spend over 50% more than non-members. Pro enrollments in MyLowe's Pro Rewards continue to grow, supported by immediate rewards accrual. Approximately 75% of small-to-medium Pros report confidence in job pipelines and stable backlogs. Lowe's is also improving space productivity through rural format rollouts now approaching 500 stores, along with pet and workwear expansions to over 1,000 locations. SKU rationalization remains on track to reduce in-store SKUs by 15% by year-end. These initiatives improve inventory turns, customer experience, and sales density.
- ▲ **Financial Synopsis:** Lowe's maintained strong capital discipline while funding strategic growth initiatives. In the third quarter of fiscal 2025, the company generated \$687 million in operating cash flow and ended the quarter with \$621 million in cash. Inventory declined year over year to \$17.2 billion despite acquisition-related additions, reflecting improved inventory productivity and best-in-class shrink performance. Lowe's returned \$673 million to its shareholders through dividends, maintaining a quarterly payout of \$1.20 per share. Return on invested capital remained strong at 26.1%. Adjusted debt-to-EBITDAR stood at 3.36x following the FBM acquisition, with deleveraging targeted to 2.75x by mid-2027. Fiscal 2025 sales are guided to approximately \$86 billion, reinforcing scale and cash flow visibility.

Lowe's drives growth through Pro momentum, omnichannel expansion, and tech innovation, well-positioned to capitalize on home improvement market recovery.

Reasons To Sell:

- ▼ **Declining Transactions and Traffic Erosion:** Lowe's experienced a meaningful decline in comparable transactions during the third quarter of fiscal 2025. Management disclosed that transactions fell approximately 3% year over year, indicating reduced customer traffic across stores and digital channels. If macro conditions deteriorate or Pro spending slows, ticket-driven growth may not be sufficient to offset declining traffic. October comparable sales declined 2.6%, reinforcing the volatility in underlying demand trends. The company has lowered its comparable sales guidance.
- ▼ **Margin Dilution and Execution Risk:** While strategically attractive, the acquisitions of Foundation Building Materials and Artisan Design Group introduce tangible near- and medium-term financial pressure. Management disclosed that ADG diluted the adjusted operating margin by approximately 15 basis points in the third quarter of fiscal 2025. Combined, FBM and ADG are expected to dilute adjusted operating margin by roughly 20 basis points in fiscal 2025 and by approximately 50 basis points on an annualized basis heading into fiscal 2026. Although management expects long-term EBITDA synergies, these benefits are not yet quantified and will require successful integration across IT systems, fulfillment networks and sales teams. The company anticipates an adjusted operating margin of 12.1%, slightly below the previous forecast of 12.2%-12.3%. Lowe's also foresees earnings per share of \$12.25, as compared with the previously anticipated \$12.20-\$12.40. We expect adjusted operating margin to decline 20 basis points year over year to 12.1% in the fiscal 2025.
- ▼ **Storm-Related Volatility:** Lowe's third quarter of fiscal 2025 performance was materially impacted by an estimated 100 basis point storm-related headwind to comparable sales that the company is cycling in the fourth quarter, which will continue to pressure comparable sales and DIY transactions in the fourth quarter.
- ▼ **Near-Term Tariff Risks:** Management highlighted that tariff costs began ramping in the third quarter and are expected to continue increasing into the fourth quarter, creating ongoing pressure on both gross margin and operating margin. While pricing actions have been modest so far, the lag between cost inflation and price realization could compress margins, especially in the first half of next year.
- ▼ **Rising Cost Structure & Potential SG&A Deleveraging:** Lowe's experienced SG&A deleveraging in the third quarter of fiscal 2025. Adjusted SG&A rose to 19.6% of sales, deleveraging by 36 basis points year over year. Management cited higher investments in sales-driving initiatives, technology and AI, along with the cycling of lower incentive compensation from the prior year. While these investments support long-term strategy, they weigh on near-term operating leverage. Ongoing investments in digital platforms, Pro capabilities and supply chain modernization further elevate the cost base. We expect adjusted SG&A costs to rise 4.9% in fiscal 2025.
- ▼ **Competitive Backdrop:** In the home improvement arena, Lowe's contends with industry titans like Home Depot, a dominant force renowned for its expansive market share and robust offerings. This rivalry extends beyond mere product lines, encompassing pricing strategies and customer service excellence. Moreover, the ascent of online juggernauts like Amazon presents an additional challenge, offering customers convenient alternatives. As these competitors aggressively expand their reach and invest heavily in digital platforms, Lowe's risks struggling to carve out a distinct identity and attract customers, potentially resulting in dwindling sales and margins. Additionally, increased competition could exert downward pressure on prices, squeezing Lowe's profitability and limiting its ability to invest in growth initiatives.
- ▼ **Cautious Consumer Behavior and Prolonged Macro Uncertainty:** Management repeatedly emphasized that elevated interest rates, affordability pressures and macro uncertainty continue to weigh on homeowner spending decisions. Larger discretionary remodeling projects remain delayed as consumers prioritize essential expenses. While Lowe's highlighted homeowner equity strength, it acknowledged that confidence remains fragile. The company stated that the timing of a meaningful housing and home improvement recovery remains uncertain. For fiscal 2025, management guided to roughly flat comparable sales, revised toward the lower end of its prior range. This cautious stance suggests limited visibility into demand acceleration. Furthermore, management did not provide constructive forward commentary on fiscal 2026, reinforcing uncertainty around the recovery timeline.

Lowe's faces mounting pressure from rising SG&A costs, testing its margin resilience and financial flexibility amid macroeconomic headwinds.

Last Earnings Report

Lowe's Q3 Earnings Top, Comps Rise on Pro Strength, FY25 Sales View Up

Lowe's posted third-quarter fiscal 2025 results with year-over-year growth in both the top and bottom lines. While revenues came in line with the Zacks Consensus Estimate, earnings surpassed the same. The Mooresville, NC-based home improvement retailer posted another quarter of positive comparable sales, reflecting continued traction across Pro, online and home services performance.

Management noted that November also started with positive comparable sales, even against last year's hurricane-related demand. With the Foundation Building Materials (FBM) acquisition completed last month, Lowe's emphasized that it is positioned to expand its reach within the Pro segment and drive long-term sales and profit improvement. Lowe's also updated its full-year outlook to incorporate the recently closed FBM acquisition and reflect ongoing macro uncertainty.

LOW's Quarterly Performance: Key Metrics & Insights

Lowe's posted adjusted earnings of \$3.06 per share, which beat the Zacks Consensus Estimate of \$2.97. The figure marked a 5.9% increase from earnings of \$2.89 per share reported in the same period last year. Including costs related to the acquisition of FBM and Artisan Design Group, quarterly earnings came in at \$2.88 per share, down from \$2.99 in the prior-year period.

Net sales of \$20,813 million met the consensus estimate and increased slightly from \$20,170 million in the previous year. The growth was driven by a 0.4% rise in comparable sales, reflecting 11.4% online sales growth, double-digit growth in home services and continued expansion in the Pro segment. We had expected a 1.3% increase in comparable sales.

LOW's Margin & Cost Details

The gross margin expanded to 34.2%, up 50 basis points from the prior-year quarter. SG&A expenses increased to 20% of sales, up from 19% in the year-ago period, reflecting acquisition-related items and higher operating costs.

As a result, operating income came in at \$2,481 million, down from \$2,536 million in the year-ago quarter. The operating margin contracted to 11.9% from 12.6%.

LOW's Financial Health Snapshot

This company ended the quarter with cash and cash equivalents of \$621 million, long-term debt (excluding current maturities) of \$37,498 million and a shareholders' deficit of \$10,382 million.

For the nine months ended Oct. 31, operating cash flow totaled \$8,297 million. During the quarter, the company deployed \$8.8 billion for the FBM acquisition and paid \$673 million in dividends.

As of Oct. 31, 2025, Lowe's operated 1,756 stores, encompassing a total of 195.8 million square feet of retail selling space.

A Sneak Peek Into LOW's FY25 Outlook

Lowe's now expects total sales of \$86 billion, up from the prior range of \$84.5-\$85.5 billion. Comparable sales are projected to be flat compared with the earlier expectation of flat to up 1%. The company anticipates an adjusted operating margin of 12.1%, slightly below the previous forecast of 12.2%-12.3%. Net interest expenses are now expected to be approximately \$1.4 billion versus the prior \$1.3 billion.

Lowe's expects adjusted earnings of about \$12.25 per share, within the earlier projected range of \$12.20-\$12.45. Capital expenditures remain guided at approximately \$2.5 billion.

FY Quarter Ending **1/31/2025**

Earnings Reporting Date	Nov 19, 2025
Sales Surprise	0.00%
EPS Surprise	3.03%
Quarterly EPS	3.06
Annual EPS (TTM)	12.24

Recent News

Lowe's Completes FBM Acquisition to Advance Total Home Strategy- Oct. 9, 2025

Lowe's has completed its acquisition of FBM, a leading distributor of construction products with over 370 locations across the U.S. and Canada. The move strengthens Lowe's position in the Pro customer market, expanding its product offerings, fulfillment capabilities, digital tools, and trade credit services. It also boosts Lowe's presence in key regions such as California, the Northeast, and the Midwest, while creating cross-selling opportunities with its recently acquired ADG.

According to Chairman and CEO Marvin R. Ellison, the acquisition marks an important milestone in advancing Lowe's Total Home strategy to better serve large Pro customers in a \$250 billion market. With FBM and ADG, Lowe's aims to create a comprehensive interior solutions platform for homebuilders and leverage the expected housing recovery. FBM will continue to operate under its founder Ruben Mendoza and its existing leadership team.

Valuation

Lowe Companies' shares are up 8.7% in the past six-month period and down 0.7% in the trailing 12-month period. Stocks in the Zacks sub-industry are down 9.5%, and the Zacks Retail Wholesale sector is up 1.3%, in the past six-month period. Over the past year, the sub-industry is down 16.5%, and the sector is up 5.5%.

The S&P 500 index is up 12.9% in the past six-month period and 18.2% in the past year.

The stock is currently trading at 18.88X forward 12-month earnings, which compares to 20.93X for the Zacks sub-industry, 24.27X for the Zacks sector, and 23.11X for the S&P 500 index.

Over the past five years, the stock has traded as high as 22.73X and as low as 12.31X, with a 5-year median of 17.56X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$259 price target reflects 20.01X forward 12-month earnings.

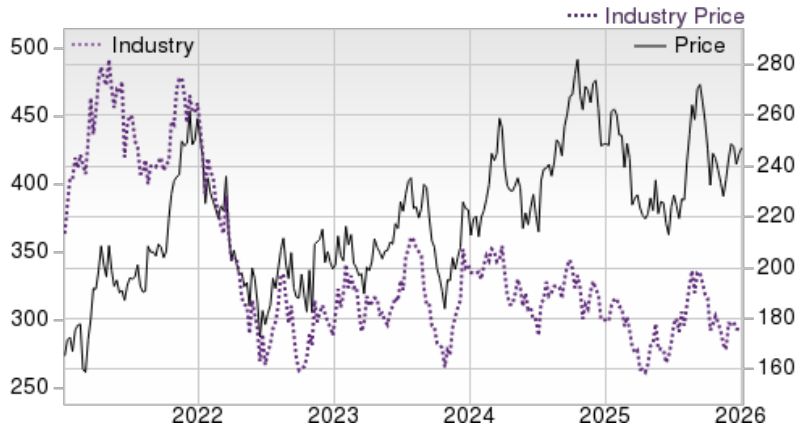
The table below shows summary valuation data for LOW

Valuation Multiples - LOW					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	18.88	20.93	24.27	23.11
	5-Year High	22.73	25.10	34.40	23.8
	5-Year Low	12.31	14.19	21.48	15.74
	5-Year Median	17.56	20.15	24.68	21.21
P/S F12M	Current	1.48	1.45	4.97	8.52
	5-Year High	1.92	2.00	10.46	9.13
	5-Year Low	1.11	1.25	4.74	6.57
	5-Year Median	1.49	1.57	6.12	8.04
EV/EBITDA TTM	Current	14.16	10.84	13.17	18.68
	5-Year High	15.53	15.22	26.94	22.34
	5-Year Low	8.51	9.38	11.24	13.86
	5-Year Median	12.32	12.09	14.40	17.93

As of 01/05/2026

Source: Zacks Investment Research

Industry Analysis⁽¹⁾ Zacks Industry Rank: Top 45% (111 out of 244)



Top Peers⁽¹⁾

Company (Ticker)	Rec	Rank
Builders FirstSource... (BLDR)	Neutral	3
Fastenal Company (FAST)	Neutral	2
Floor & Decor Holdin... (FND)	Neutral	3
Ollie's Bargain Outl... (OLLI)	Neutral	3
Target Corporation (TGT)	Neutral	3
Williams-Sonoma, Inc... (WSM)	Neutral	3
The Home Depot, Inc. (HD)	Underperform	4
Tecnoglass Inc. (TGLS)	Underperform	5

Industry Comparison⁽¹⁾ Industry: Retail - Home Furnishings

	LOW	X Industry	S&P 500	BLDR	FND	HD
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Underperform
Zacks Rank (Short Term)	3	-	-	3	3	4
VGM Score	C	-	-	B	D	D
Market Cap	138.62 B	458.73 M	40.07 B	11.62 B	6.97 B	347.49 B
# of Analysts	13	4	22	7	9	13
Dividend Yield	1.94%	0.00%	1.38%	0.00%	0.00%	2.64%
Value Score	C	-	-	A	C	D
Cash/Price	0.01	0.04	0.04	0.03	0.03	0.00
EV/EBITDA	14.08	6.36	14.89	7.28	14.25	15.39
PEG Ratio	4.66	2.06	2.04	12.76	2.53	13.00
Price/Book (P/B)	NA	2.95	3.41	2.69	2.95	28.68
Price/Cash Flow (P/CF)	15.86	15.86	15.44	6.22	16.05	18.35
P/E (F1)	20.88	22.07	18.58	16.98	30.38	24.06
Price/Sales (P/S)	1.65	0.96	3.06	0.74	1.50	2.09
Earnings Yield	4.96%	4.34%	5.38%	5.89%	3.29%	4.16%
Debt/Equity	-3.61	0.00	0.57	1.03	0.08	3.82
Cash Flow (\$/share)	15.58	2.67	8.98	16.88	4.03	19.02
Growth Score	C	-	-	B	D	C
Hist. EPS Growth (3-5 yrs)	3.14%	-1.38%	8.24%	14.85%	-3.00%	1.42%
Proj. EPS Growth (F1/F0)	2.08%	7.67%	9.21%	-38.84%	3.24%	-4.79%
Curr. Cash Flow Growth	-8.82%	-8.82%	7.00%	-20.54%	-3.33%	2.74%
Hist. Cash Flow Growth (3-5 yrs)	8.43%	14.16%	7.49%	40.96%	17.37%	6.89%
Current Ratio	1.04	1.25	1.19	1.79	1.27	1.05
Debt/Capital	NA%	0.00%	38.14%	50.64%	7.60%	79.27%
Net Margin	8.05%	4.64%	12.77%	3.79%	4.65%	8.77%
Return on Equity	-55.86%	9.34%	17.03%	21.28%	9.34%	160.74%
Sales/Assets	1.79	1.44	0.53	1.39	0.87	1.66
Proj. Sales Growth (F1/F0)	2.80%	3.03%	5.29%	-6.90%	5.30%	3.20%
Momentum Score	D	-	-	D	F	C
Daily Price Chg	0.26%	-0.53%	-0.34%	-5.58%	-1.64%	-0.07%
1 Week Price Chg	0.98%	-1.12%	1.10%	0.62%	0.49%	-1.13%
4 Week Price Chg	0.37%	-2.42%	0.50%	-4.13%	4.44%	-0.59%
12 Week Price Chg	2.31%	-3.86%	3.75%	-16.82%	-8.67%	-10.11%
52 Week Price Chg	0.09%	-0.66%	16.94%	-26.79%	-32.71%	-9.85%
20 Day Average Volume	2,067,104	737,100	2,431,070	1,403,392	2,013,051	3,826,383
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 12 week change	-0.49%	-2.70%	0.44%	-13.63%	-2.04%	-3.35%
(Q1) EPS Est Mthly Chg	0.00%	0.00%	0.00%	0.00%	0.00%	-0.10%

Analyst Earnings Model⁽²⁾

Lowe's Companies, Inc. (LOW)

In \$MM, except per share data

	2023A	2024A	2025A	2026 E				2027E				2028E		
	FY	FY	FY	1QA	2QA	3QA	4QE	FY	1QE	2QE	3QE	4QE	FY	
FY Ends January 31 st	Jan-23	Jan-24	Jan-25	30-Apr-25	31-Jul-25	31-Oct-25	31-Jan-26	Jan-26	30-Apr-26	31-Jul-26	31-Oct-26	31-Jan-27	Jan-27	Jan-28
Income Statement														
Total Revenue	\$97,059.0	\$86,377.0	\$83,674.0	\$20,930.0	\$23,959.0	\$20,813.0	\$20,343.1	\$86,045.1	\$23,348.1	\$26,370.6	\$22,844.0	\$21,057.5	\$93,620.3	\$97,093.7
Cost of Sales, Adjusted	\$64,802.0	\$57,533.0	\$55,797.0	\$13,944.0	\$15,851.0	\$13,697.0	\$13,698.5	\$57,190.5	\$15,578.3	\$17,472.9	\$15,056.4	\$14,158.5	\$62,266.2	\$64,479.3
Cost of Sales, GAAP	\$64,802.0	\$57,533.0	\$55,797.0	\$13,944.0	\$15,858.0	\$13,697.0	\$13,698.5	\$57,197.5	\$15,578.3	\$17,472.9	\$15,056.4	\$14,158.5	\$62,266.2	\$64,479.3
Gross Profit, Adjusted	\$32,257.0	\$28,844.0	\$27,877.0	\$6,986.0	\$8,108.0	\$7,116.0	\$6,644.6	\$28,854.6	\$7,769.8	\$8,897.8	\$7,787.6	\$6,899.0	\$31,354.1	\$32,614.5
Gross Profit, GAAP	\$32,257.0	\$28,844.0	\$27,877.0	\$6,986.0	\$8,101.0	\$7,116.0	\$6,644.6	\$28,847.6	\$7,769.8	\$8,897.8	\$7,787.6	\$6,899.0	\$31,354.1	\$32,614.5
Selling, General & Administrative, Adjusted	\$17,831.0	\$15,633.0	\$15,860.0	\$4,046.0	\$4,149.0	\$4,079.0	\$4,366.0	\$16,640.0	\$4,606.8	\$4,672.1	\$4,522.7	\$4,519.3	\$18,321.0	\$18,898.1
Selling, General & Administrative, GAAP	\$20,332.0	\$15,570.0	\$15,682.0	\$4,046.0	\$4,175.0	\$4,160.0	\$4,366.0	\$16,747.0	\$4,606.8	\$4,672.1	\$4,522.7	\$4,519.3	\$18,321.0	\$18,898.1
Depreciation & Amortization, Adjusted	\$1,766.0	\$1,717.0	\$1,729.0	\$446.0	\$447.0	\$455.0	\$455.6	\$1,803.6	\$456.2	\$456.8	\$457.6	\$458.2	\$1,828.8	\$1,839.2
Depreciation & Amortization, GAAP	\$1,766.0	\$1,717.0	\$1,729.0	\$446.0	\$457.0	\$475.0	\$455.6	\$1,833.6	\$456.2	\$456.8	\$457.6	\$458.2	\$1,828.8	\$1,839.2
Total Operating Expenses, Adjusted	\$19,596.0	\$17,349.0	\$17,589.0	\$4,492.0	\$4,596.0	\$4,534.0	\$4,821.6	\$18,443.6	\$5,063.0	\$5,128.9	\$4,980.3	\$4,977.5	\$20,149.8	\$20,737.3
Total Operating Expenses, GAAP	\$22,098.0	\$17,286.0	\$17,412.0	\$4,492.0	\$4,632.0	\$4,635.0	\$4,821.6	\$18,580.6	\$5,063.0	\$5,128.9	\$4,980.3	\$4,977.5	\$20,149.8	\$20,737.3
Adjusted EBITDA	\$14,427.0	\$13,212.0	\$12,018.0	\$2,940.0	\$3,959.0	\$3,037.0	\$2,278.6	\$12,214.6	\$3,162.9	\$4,225.6	\$3,264.8	\$2,379.7	\$13,033.1	\$13,716.4
Operating Income, Adjusted	\$12,661.0	\$11,494.0	\$10,289.0	\$2,494.0	\$3,512.0	\$2,582.0	\$1,823.0	\$10,411.0	\$2,706.8	\$3,768.8	\$2,807.2	\$1,921.5	\$11,204.3	\$11,877.2
Operating Income, GAAP	\$10,159.0	\$11,557.0	\$10,466.0	\$2,494.0	\$3,469.0	\$2,481.0	\$1,823.0	\$10,267.0	\$2,706.8	\$3,768.8	\$2,807.2	\$1,921.5	\$11,204.3	\$11,877.2
Net Interest Expense	\$1,123.0	\$1,382.0	\$1,313.0	\$337.0	\$313.0	\$352.0	\$390.2	\$1,392.2	\$364.3	\$331.3	\$374.9	\$393.3	\$1,463.8	\$1,450.2
Adjustment				\$0.0	\$0.0	\$28.0	\$0.0	\$28.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Loss on Extinguishment of Debt	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Pre-Tax Income (Loss), Adjusted	\$11,537.0	\$10,112.0	\$8,975.0	\$2,157.0	\$3,199.0	\$2,258.0	\$1,432.8	\$9,046.8	\$2,342.5	\$3,437.5	\$2,432.3	\$1,528.1	\$9,740.4	\$10,427.0
Pre-Tax Income (Loss), GAAP	\$9,036.0	\$10,175.0	\$9,153.0	\$2,157.0	\$3,156.0	\$2,129.0	\$1,432.8	\$8,874.8	\$2,342.5	\$3,437.5	\$2,432.3	\$1,528.1	\$9,740.4	\$10,427.0
Income Tax, Adjusted	\$2,797.0	\$2,450.0	\$2,151.0	\$516.0	\$771.0	\$541.0	\$343.9	\$2,171.8	\$573.9	\$842.2	\$595.9	\$374.4	\$2,386.4	\$2,554.6
Income Tax, GAAP	\$2,599.0	\$2,449.0	\$2,196.0	\$516.0	\$758.0	\$513.0	\$343.9	\$2,130.9	\$573.9	\$842.2	\$595.9	\$374.4	\$2,386.4	\$2,554.6
Tax Rate, Adjusted	24.2%	24.2%	24.0%	23.9%	24.1%	24.0%	24.0%	24.0%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%
Tax Rate, GAAP	28.8%	24.1%	24.0%	23.9%	24.0%	24.1%	24.0%	24.0%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%
Net Income, GAAP	\$6,437.0	\$7,726.0	\$6,957.0	\$1,641.0	\$2,398.0	\$1,616.0	\$1,088.9	\$6,743.9	\$1,768.6	\$2,595.3	\$1,836.4	\$1,153.7	\$7,354.0	\$7,872.4
Net Earnings Allocable To Participating Securities	\$21.0	\$20.0	\$17.0	\$5.0	\$7.0	\$4.0	\$4.0	\$20.0	\$4.0	\$4.0	\$4.0	\$4.0	\$16.0	\$16.0
Net Earnings Allocable To Common Shares, Adjusted	\$8,718.0	\$7,642.0	\$6,806.0	\$1,636.0	\$2,421.0	\$1,713.0	\$1,084.9	\$6,855.0	\$1,764.6	\$2,591.3	\$1,832.4	\$1,149.7	\$7,338.0	\$7,856.4
Net Earnings Allocable To Common Shares, GAAP	\$6,416.0	\$7,706.0	\$6,940.0	\$1,636.0	\$2,391.0	\$1,612.0	\$1,084.9	\$6,723.9	\$1,764.6	\$2,591.3	\$1,832.4	\$1,149.7	\$7,338.0	\$7,856.4
Basic Shares Outstanding	629.0	582.0	567.0	559.0	559.0	559.0	559.0	559.0	559.0	559.0	559.0	559.0	559.0	556.8
Diluted Shares Outstanding	631.0	584.0	568.0	560.0	560.0	560.0	560.0	560.0	560.0	560.0	560.0	560.0	560.0	557.8
Basic EPS	\$10.20	\$13.23	\$12.25	\$2.93	\$4.28	\$2.88	\$1.94	\$12.03	\$3.16	\$4.64	\$3.28	\$2.06	\$13.14	\$14.09
Diluted EPS, Adjusted	\$13.81	\$13.09	\$11.99	\$2.92	\$4.33	\$3.06	\$1.94	\$12.25	\$3.15	\$4.63	\$3.27	\$2.05	\$13.10	\$14.08
Diluted EPS, GAAP	\$10.17	\$13.20	\$12.23	\$2.92	\$4.27	\$2.88	\$1.94	\$12.01	\$3.15	\$4.63	\$3.27	\$2.05	\$13.10	\$14.08
Dividends Per Share	\$3.95	\$4.35	\$3.40	\$1.15	\$1.15	\$1.20	\$1.20	\$4.70	\$1.20	\$1.20	\$1.25	\$1.25	\$4.90	\$5.10

Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

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The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we have an excellent balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

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Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

Value Score	C
Growth Score	C
Momentum Score	D
VGM Score	C

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

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