Zacks Report Date: December 06, 2025

Williams-Sonoma, Inc. (WSM)

$179.36 (Stock Price as of 12/05/2025)

Price Target (6-12 Months): **$189.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 02/17/25) Prior Recommendation: Outperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**3-Hold**
	Zacks Style Scores:	VGM: D
	Value: C | Growth: F	Momentum: B

Summary

Williams-Sonoma's third quarter of fiscal 2025 earnings and net revenues topped the Zacks Consensus Estimate by 4.8% and 1.1%, with the metrics increasing year over year by 4.8% and 4.4%, respectively. The quarterly performance reflects benefits realized from an effective operating model, diversified brand portfolios, a robust e-commerce channel and global expansion efforts. In the quarter, comps were up 4% against a negative 2.9% in the year-ago period, indicating demand strength across all its brands. Besides, the launch of new AI culinary and shopping companion, Olive, alongside AI integration across all brands is boding well. Shares of Williams-Sonoma have outperformed the industry in the past six months. However, the incremental tariffs on China, India and Vietnam, with the new Section 232 tariffs on furniture, are concerning.

Price, Consensus & Surprise(1)

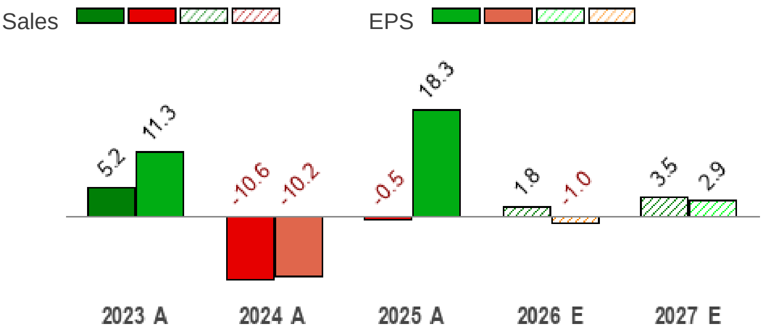
Data Overview

52 Week High-Low	**$219.98 - $130.07**
20 Day Average Volume (sh)	**1,314,783**
Market Cap	**$21.4 B**
YTD Price Change	**-3.1%**
Beta	**1.55**
Dividend / Div Yld	**$2.64 / 1.5%**
Industry	**Retail - Home Furnishings**
Zacks Industry Rank	**Top 43% (104 out of 243)**

Last EPS Surprise	**4.8%**
Last Sales Surprise	**1.5%**
EPS F1 Est- 4 week change	**1.5%**
Expected Report Date	**03/18/2026**
Earnings ESP	**0.0%**

P/E TTM	**19.7**
P/E F1	**20.6**
PEG F1	**22.7**
P/S TTM	**2.7**

Sales and EPS Growth Rates (Y/Y %)(2)



Sales Estimates (millions of $)(2)

	Q1	Q2	Q3	Q4	Annual*
2027	1,793 E	1,902 E	1,956 E	2,479 E	8,130 E
2026	1,730 A	1,837 A	1,883 A	2,403 E	7,852 E
2025	1,660 A	1,788 A	1,801 A	2,462 A	7,712 A

EPS Estimates(2)

	Q1	Q2	Q3	Q4	Annual*
2027	1.87 E	2.02 E	2.07 E	2.99 E	8.95 E
2026	1.85 A	2.00 A	1.96 A	2.89 E	8.70 E
2025	2.04 A	1.74 A	1.96 A	3.28 A	8.79 A

*Quarterly figures may not add up to annual.

(1) The data in the charts and tables, except the estimates, is as of 12/05/2025.
(2) The report's text, the analyst-provided estimates, and the price target are as of 12/03/2025.

Overview

Headquartered in San Francisco, CA, Williams-Sonoma, Inc. is a multi-channel specialty retailer of premium quality home products. Incorporated in 1973, the company has five brands and each brand is currently an operating segment.

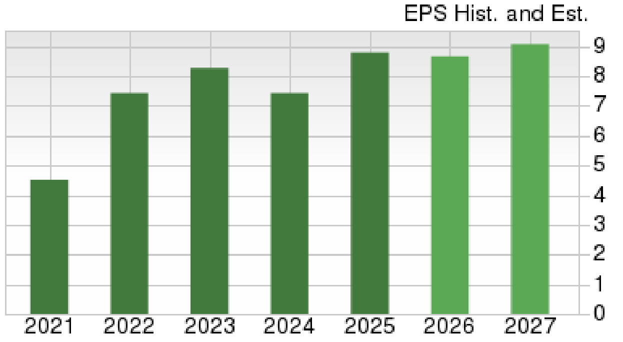
Pottery Barn (accounting for 39.4% of fiscal 2024 net revenues) is the largest brand of the company and offers premium quality furniture, lighting, tabletop, outdoor and decorative accessories.

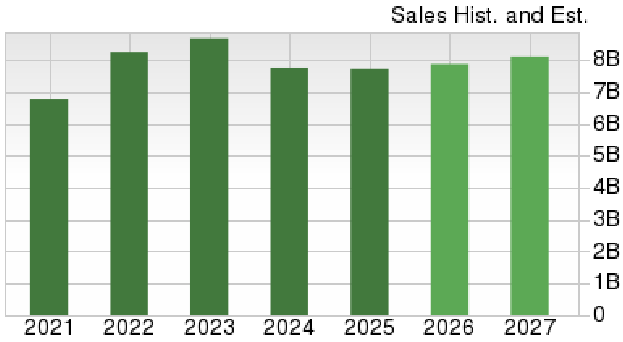
West Elm (23.9%) produces personalized products designed by the company's team of artists and designers.

Williams-Sonoma (16.9%) offers cookware, tools, cutlery, electrics, tabletop and bar, outdoor, furniture and cookbooks.

Pottery Barn Kids and Teen (14.4%) deals with products used for putting up nurseries, bedrooms and play spaces. It also caters to the teenage population with furniture, bedding, lighting and decorative accents for teen bedrooms, dorm rooms, study spaces and lounges.

Other segment (5.5%) primarily consists of international franchise operations, Rejuvenation and Mark and Graham. Rejuvenation offers premium quality products that are inspired by history and manufactured in facilities in Portland, OR. Mark and Graham are known for personalized gift items. The brand manufactures women's and men's accessories, home décor as well as seasonal items.





As of 12/03/2025

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

As of 12/05/2025

Reasons To Buy:

▲ **Leading E-commerce Retailer:** Williams-Sonoma is one of the largest e-commerce retailers in the United States, consistently gaining market share through strong online platforms, direct mail catalogs, retail stores and shipping revenues. These strengths have driven solid performance, reflected in the company beating earnings estimates in 31 of the past 32 quarters. It is also seeing stronger-than-expected e-commerce traffic and solid demand in the Canadian market. Despite pressure from tariffs, geopolitical uncertainty, and a weak housing market, Williams-Sonoma delivered positive comps of 3.7% in the first nine months of fiscal 2025, outpacing industry declines. Strength in furniture and non-furniture categories, new product launches, collaborations, and higher full-price selling supported this performance.

> Continued enhancement of the e-commerce channel, optimization of the supply chain and the transformation of the retail fleet by investing in new and remodeled stores are expected to drive growth.

In the first nine months of fiscal 2025, retail comps rose 7.4% and e-commerce comps increased 2% year over year, helped by improved in-stock levels driven by supply-chain efficiencies. E-commerce penetration continues to rise, supported by the company's proprietary tech platform, rapid testing capabilities, rich digital content, and strong marketing. For fiscal 2025, capital allocation remains focused on operations and long-term growth, with planned capital spending of $250–$275 million, about 85% of which will be allocated to strengthening the e-commerce channel, retail optimization and supply-chain efficiency. For fiscal 2025, the company expects comparable brand revenue growth between +2.0% and +5.0%. Our model expects the metric to grow 3.6% year over year in fiscal 2025.

▲ **Focusing on Key Priorities:** Williams-Sonoma is now centered on three priorities: returning to growth, elevating customer service, and strengthening profitability. Moving into the last quarter of fiscal 2025, the company highlighted progress achieved surrounding these three key priorities. Its core brands are achieving positive comps growth and witnessing incremental momentum in furniture. Strategic collaborations, aimed at broadening its customer base and boosting sales, are boding well. Notably, the company's focus on innovation is driving strong and improving furniture comps, with the B2B division being the major growth driver. In the third quarter of fiscal 2025, the B2B business was up year over year by 9% thanks to the strength seen in trade and contracts, alongside the emerging brands, Rejuvenation, Mark and Graham and GreenRow adding to it.

The company sees long-term B2B potential of $2 billion, leveraging its portfolio brands, in-house design expertise and global sourcing. Besides, improving customer service is another core priority, supported by operational efficiencies aimed at reducing returns and damages, cutting split shipments and speeding fulfillment. Year to date, earnings per share (EPS) grew 5% year over year despite tariff headwinds, thanks to strategic cost discipline. Williams-Sonoma's focus on enhancing its core brands through product innovation and category diversification, while targeting white-space opportunities that offer competitive advantages and support exclusive, high-quality offerings at strong value.

▲ **Global Expansion Efforts:** Williams-Sonoma's global presence is expanding notably, despite the ongoing macroeconomic pressures, thanks to the effective execution of its strategic initiatives. It is delivering positive results across its key strategic markets, including Canada, Mexico and India. Overall, its assortment, market and service strategies are the differentiators for continued growth in these global markets. During the third quarter of fiscal 2025 earnings call, the company highlighted expanding its brand presence in the United Kingdom by launching Pottery Barn Online and opening a pop-up store in the West Elm Tottenham Court Road in London.

Williams-Sonoma is doing well in other international markets, including Canada, Mexico and India. In Canada, growth is supported by diversified product offerings, an enhanced omnichannel strategy and the expansion of its B2B program. In Mexico, growth is supported through the partnership with Liverpool, showcasing its summer assortment and strategic growth in the design and trade business. In India, the collaboration with Reliance has been witnessing strong demand trends driven by its new marketing initiatives, fueling brand awareness.

▲ **Focus on Digitalization:** Williams-Sonoma's digital-first, but not digital-only, strategy gives it a competitive advantage over retail- or marketplace-only players and positions the business for long-term scale. The company has been acquiring new digital customers at record levels, with improved retention rates. It is also upgrading its mobile experience by moving to progressive web app technology, simplifying checkout, and introducing next-generation machine learning for search and personalization.

During the third quarter of fiscal 2025, the company integrated AI across its portfolio, offering AI-powered chat experiences across all its brands for customer service, delivery support and product guidance. This strategic integration has resulted in handle times reduced to five minutes and resolving 60% of chats without human assistance, reflecting improved speed, consistency and satisfaction. During the fiscal third quarter, Williams-Sonoma reached another milestone with the debut launch of the new AI culinary and shopping companion, Olive, for its namesake brand. The integration of AI enhances an already strong foundation of the company across proprietary data, vertically integrated operations from design to delivery, multichannel customer engagement, and deep expertise in home design and the culinary space. Going forward, the company is optimistic about the benefits to be realized from AI integration and opportunities in downsizing its costs and driving sales.

▲ **Marketing Initiatives Bode Well:** Williams-Sonoma's marketing capabilities are central to its return-to-growth strategy. Its skilled, adaptable team leverages in-house tools, first-party data, a 360-degree customer view, and its multi-brand platform to optimize advertising spend, strengthen its competitive edge, and drive incremental customer growth. The company is also refining its approach by prioritizing digitally targeted marketing and investing in store remodels.

During the third quarter of fiscal 2025, the company shed light on its marketing team continuing the process of testing and optimizing into different levels of spend. During the quarter, Williams-Sonoma increased investment in digital advertising after testing, with a proprietary in-house analytics model indicating scale. This elevated spend helped accelerate year-over-year site traffic and improved revenue per visit. Going forward, Williams-Sonoma's in-house marketing team continues to optimize performance to achieve greater impact with lower spend by improving targeting and leveraging available data.

Strong Financial Position & Shareholder Value: Williams-Sonoma has decent liquidity to navigate through the current environment. As of Nov. 2, 2025, Williams-Sonoma reported cash and cash equivalents of $884.7 million compared with $1.21 billion at the fiscal 2024-end. As of Nov. 2, 2025, net merchandise inventories increased to $1.53 billion from $1.33 billion as of the fiscal 2024-end.

Since the third quarter-end of fiscal 2024, the company has had no debt, thereby maintaining its strong financial position. This enabled Williams-Sonoma to invest $178.5 million in capital expenditures and return $792.3 million to stockholders through $555.7 million in stock repurchases and $236.6 million in dividends in the first nine months of 2025. In November 2025, Williams-Sonoma's board of directors approved a new $1 billion stock repurchase authorization, which will become effective after its September 2024 authorization is fully utilized, which currently has $636.8 million remaining authorization as of Nov. 2, 2025. Moreover, on March 19, 2025, the company's board of directors approved a 16% hike in the quarterly dividend payments to 66 cents per share (or $2.64 per share).

Reasons To Sell:

Rising expenses, risks surrounding incremental tariff costs, along a competitive retail environment are concerning.

- **Intense Inflation & Macro Uncertainties:** Macroeconomic pressures continue to impact Williams-Sonoma's global business. During the first nine months of fiscal 2025, the company's gross margin contracted 20 basis points (bps) year over year to 45.8%. The decrease was due to out-of-period freight adjustment in the first quarter of fiscal 2024 of 90 bps.

  Williams-Sonoma foresees ongoing macroeconomic uncertainty and the adverse impact of the new tariff regulations to restrict top-line and margin growth. The new Section 232 tariffs on furniture, the revised additional tariffs on China of 20%, India of 50% and Vietnam of 20%, average tariffs on the rest of the world of 18%, the steel and aluminum tariff of 50% and the copper tariff of 50%, are expected to hurt net revenues in fiscal 2025 or prospectively beyond that. Williams-Sonoma continues to maintain strict control over expenditures and is actively shifting sourcing to lower-tariff countries to reduce exposure.

- **Intense Competition:** The specialty e-commerce and retail businesses are highly competitive. Williams-Sonoma competes with other retailers that market the same kind of merchandise. The company also competes with national, regional and local businesses that follow a similar retail store strategy and also with traditional furniture stores, and department and specialty stores. It remains under uncontrollable competitive pressure from companies with similar concepts or products. To proactively respond to this competition, the company needs to keep track on a market-by-market basis regularly. The substantial sales growth in the e-commerce industry in the last decade has encouraged the entry of new competitors and business models as well. Increased competition can reduce Williams-Sonoma's sales and harm its operating results and business.

- **Dependent on Foreign Vendors:** Williams-Sonoma's business is highly reliant on foreign countries, predominantly Asia and Europe. In fiscal 2024, the company sourced approximately 82% of its merchandise from outside the United States, with approximately 23% from China, 16% from India, 14% from Vietnam and 29% from the rest of the world. Thus, any economic or regulatory changes in foreign countries will affect Williams-Sonoma's business. Implementation of tax or tariffs may lead to an increase in the cost of goods sold and, in turn, result in higher product prices. This might also cause a decline in consumer demand, denting the company's financial performance.

- **Foreign Currency Risks:** Williams-Sonoma is subject to foreign currency risks, given that the majority of its inventory suppliers are outside the U.S. borders. Depreciation of the dollar compared with other international currencies will position the company to various risks, including increased purchasing costs from its suppliers. Such cost increases will adversely impact the financial statements and operational results of the company.

- **Seasonal Trends:** The company's business is subject to substantial seasonal variations in demand. It faces comparatively lower revenue flow between February and September compared with October through January. The net earnings of the company are also compromised during the lean season, hurting its profit structure. This general pattern can be associated with the retail industry.

Last Earnings Report

Williams-Sonoma Q3 Earnings & Revenues Top, Comps Up Y/Y

FY Quarter Ending	1/31/2025
Earnings Reporting Date	Nov 19, 2025
Sales Surprise	1.52%
EPS Surprise	4.81%
Quarterly EPS	1.96
Annual EPS (TTM)	9.09

Williams-Sonoma reported better-than-expected results for the third quarter of fiscal 2025 (ended Nov. 2), with earnings and net revenues beating the Zacks Consensus Estimate and increasing year over year.

The quarter's performance reflects benefits realized from an effective operating model, diversified brand portfolios and a robust e-commerce channel. For fiscal 2025, WSM holds onto its prior net revenue and comps outlook, while increasing the operating margin view.

Going forward, the company remains focused on product development and customer service while navigating ongoing macroeconomic and geopolitical uncertainties.

Q3 Earnings, Revenues & Comps Discussion

The company reported earnings of $1.96 per share, which topped the Zacks Consensus Estimate of $1.87 by 4.8%. In the prior-year quarter, it reported earnings per share (EPS) of $1.87.

Net revenues of $1.88 billion also topped the consensus mark of $1.86 billion by 1.1% and grew 4.4% year over year.

In the quarter, comps were up 4% against a negative 2.9% in the year-ago period.

Comps at Williams-Sonoma (namesake brand) grew 7.3% against a 0.1% downturn reported in the year-ago quarter. Comps at West Elm gained 3.3% against a 3.5% decline reported in the year-ago quarter.

Pottery Barn Kids and Teens comps grew 4.4% compared with 3.8% reported in the year-ago quarter. On the other hand, Pottery Barn comps inched up 1.3% against a 7.5% decline reported in the year-ago quarter.

Operating Highlights

The gross margin was 46.1%, which expanded 70 basis points (bps) year over year. The growth was driven by higher merchandise margins and supply-chain efficiencies, partially offset by higher occupancy costs.

Selling, general and administrative expenses were 29.1% of net revenues, reflecting an increase of 60 bps year over year due to higher advertising expense and elevated performance-based incentive compensation.

The operating margin expanded 10 bps from the year-ago figure to 17% for the quarter.

Financial Position

As of Nov. 2, 2025, Williams-Sonoma reported cash and cash equivalents of $884.7 million, down from $1.21 billion at the fiscal 2024-end.

Net cash from operating activities totaled $718 million in the first nine months of fiscal 2025 compared with $726.7 million a year ago. This allowed the company to return nearly $165 million to its shareholders through $555.7 million in stock repurchases and $236.6 million in dividends.

Revised Fiscal 2025 Guidance

Looking ahead, fiscal 2025 will be a 52-week year compared with 53 weeks in fiscal 2024. The company continues to project annual net revenues in the range of +0.5% to +3.5%, with comparable brand revenue growth between +2.0% and +5.0%. Operating margin is now expected between 17.8% and 18.1% (from the 17.4-17.8% range expected earlier), which compares unfavorably with 18.5% reported in fiscal 2024.

The revised outlook considers the new Section 232 tariffs on furniture; the revised additional tariffs on China of 20%, India of 50% and Vietnam of 20%; average tariffs on the rest of the world of 18%; the steel and aluminum tariff of 50% and the copper tariff of 50%.

Over the long term, WSM continues to anticipate mid-to-high single-digit annual net revenue growth and operating margin growth in the mid-to-high teens.

Valuation

Williams-Sonoma's shares are up 11.3% in the past six months, but down 4.7% over the trailing 12-month period. Stocks in the Zacks sub-industry are down 6.9%, but the stocks in the Zacks Retail-Wholesale sector are up 5.9% in the past six months. Over the past year, the Zacks sub-industry has been down 21.7%, but the sector is up 4.4%.

The S&P 500 index is up 17% in the past six months and 14.7% in the past year.

The stock is currently trading at 19.76X forward 12-month earnings, which compares to 21.27X for the Zacks sub-industry, 24.97X for the Zacks sector, and 23.41X for the S&P 500 index.

Over the past five years, the stock has traded as high as 25.62X and as low as 6.63X, with a 5-year median of 14.05X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our $189 price target reflects 20.98X forward 12-month earnings.

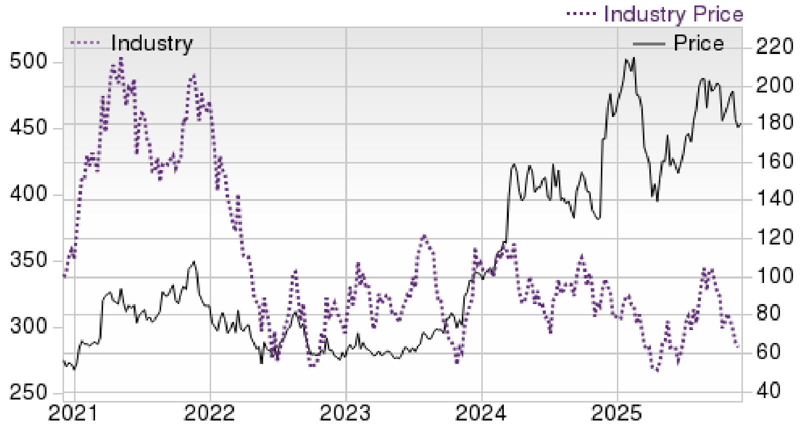
The table below shows the summary valuation data for WSM.

Valuation Multiples - WSM

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	19.76	21.27	24.97	23.41
	5-Year High	25.62	25.1	34.33	23.82
	5-Year Low	6.63	14.19	21.48	15.73
	5-Year Median	14.05	20.11	24.79	21.19
P/S F12M	Current	2.63	1.41	1.65	5.31
	5-Year High	3.51	2	2.05	5.5
	5-Year Low	0.83	1.25	1.2	3.83
	5-Year Median	1.61	1.57	1.54	5.04
EV/EBITDA TTM	Current	12.01	11.05	13.37	18.59
	5-Year High	16	15.22	27.12	22.41
	5-Year Low	4.07	9.38	11.27	13.87
	5-Year Median	8.39	12.13	14.52	17.96

As of 12/02/2025 *Source: Zacks Investment Research*

Industry Analysis[1] Zacks Industry Rank: Top 43% (104 out of 243)



Top Peers [1]

Company (Ticker)	Rec	Rank
Somnigroup Internati...**(SGI)**	Outperform	2
Arhaus, Inc. **(ARHS)**	Neutral	3
Fortune Brands Innov...**(FBIN)**	Neutral	4
Floor & Decor Holdin...**(FND)**	Neutral	3
The Lovesac Company **(LOVE)**	Neutral	3
RH **(RH)**	Neutral	3
Wayfair Inc. **(W)**	Neutral	3
Ethan Allen Interior...**(ETD)**	Underperform	5

Industry Comparison[1] Industry: Retail - Home Furnishings

	WSM	X Industry	S&P 500	LOVE	RH	W
				Industry Peers		
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	3
VGM Score	D	-	-	B	B	A
Market Cap	21.41 B	616.13 M	38.93 B	204.10 M	3.02 B	12.41 B
# of Analysts	7	4	22	2	8	7
Dividend Yield	1.47%	0.00%	1.45%	0.00%	0.00%	0.00%
Value Score	C	-	-	A	B	C
Cash/Price	0.04	0.04	0.04	0.16	0.01	0.08
EV/EBITDA	12.37	7.21	14.47	5.43	11.28	-244.43
PEG Ratio	22.66	2.29	2.19	0.67	0.69	NA
Price/Book (P/B)	10.35	2.90	3.46	1.03	NA	NA
Price/Cash Flow (P/CF)	16.29	15.74	15.04	8.17	8.98	11,941.25
P/E (F1)	20.62	23.28	19.92	23.28	17.73	39.77
Price/Sales (P/S)	2.71	1.01	2.99	0.30	0.90	1.01
Earnings Yield	4.85%	4.20%	5.00%	4.29%	5.64%	2.51%
Debt/Equity	0.00	0.00	0.57	0.00	-77.52	-0.99
Cash Flow ($/share)	11.01	2.67	8.99	1.71	17.94	0.01
Growth Score	F	-	-	C	B	A
Hist. EPS Growth (3-5 yrs)	9.92%	-1.38%	8.16%	-24.48%	-34.97%	NA
Proj. EPS Growth (F1/F0)	-1.02%	3.70%	8.48%	-13.04%	68.46%	1,738.46%
Curr. Cash Flow Growth	12.80%	-8.82%	7.00%	-27.93%	-5.45%	-100.31%
Hist. Cash Flow Growth (3-5 yrs)	19.24%	14.16%	7.31%	36.52%	-4.40%	14.89%
Current Ratio	1.43	1.23	1.18	1.52	1.26	0.74
Debt/Capital	0.00%	0.00%	38.15%	0.00%	NA	NA
Net Margin	14.30%	4.64%	12.82%	1.87%	3.20%	-2.66%
Return on Equity	53.10%	9.34%	17.00%	6.35%	-113.58%	NA
Sales/Assets	1.51	1.44	0.53	1.37	0.73	3.69
Proj. Sales Growth (F1/F0)	1.80%	2.62%	5.75%	4.40%	10.00%	4.60%
Momentum Score	B	-	-	D	D	A
Daily Price Chg	1.53%	0.50%	0.19%	0.07%	0.70%	0.74%
1 Week Price Chg	1.17%	3.09%	0.85%	16.86%	2.95%	5.48%
4 Week Price Chg	-6.52%	0.47%	2.23%	6.56%	1.90%	-3.54%
12 Week Price Chg	-11.87%	-16.25%	4.29%	-20.94%	-29.40%	5.59%
52 Week Price Chg	-1.95%	-5.61%	13.09%	-62.20%	-56.55%	93.16%
20 Day Average Volume	1,314,783	675,758	2,738,986	486,254	838,467	3,465,390
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	1.51%	0.00%	0.06%	0.00%	0.00%	55.37%
(F1) EPS Est 12 week change	1.66%	1.66%	0.62%	-32.96%	-20.66%	84.15%
(Q1) EPS Est Mthly Chg	-1.77%	0.00%	0.00%	0.00%	0.00%	72.73%

Analyst Earnings Model[2]

Williams-Sonoma, Inc. (WSM)

In $MM, except per share data

	2023A	2024A	2025A			2026E					2027E			2028E
	FY	FY	FY	1QA	2QA	3QA	4QE	FY	1QE	2QE	3QE	4QE	FY	FY
FY Ends January 31st	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														
Net Revenue	**$8,674.4**	**$7,750.7**	**$7,711.5**	**$1,730.1**	**$1,836.8**	**$1,882.8**	**$2,402.7**	**$7,852.4**	**$1,793.2**	**$1,901.5**	**$1,956.2**	**$2,479.0**	**$8,129.9**	**$8,432.7**
YoY % Chng	*5.2%*	*(10.6%)*	*(0.5%)*	*4.2%*	*2.7%*	*4.6%*	*(2.4%)*	*1.8%*	*3.6%*	*3.5%*	*3.9%*	*3.2%*	*3.5%*	*3.7%*
Cost of Goods Sold	$4,996.7	$4,447.1	$4,129.2	$964.3	$972.1	$1,015.1	$1,244.8	$4,196.3	$980.8	$1,023.7	$1,047.8	$1,293.4	$4,345.8	$4,517.2
YoY % Chng	*8.3%*	*(11.0%)*	*(7.1%)*	*11.5%*	*(1.2%)*	*3.3%*	*(4.0%)*	*1.6%*	*1.7%*	*5.3%*	*3.2%*	*3.9%*	*3.6%*	*3.9%*
Gross Profit	**$3,677.7**	**$3,303.6**	**$3,582.3**	**$765.8**	**$864.6**	**$867.7**	**$1,157.9**	**$3,656.0**	**$812.4**	**$877.8**	**$908.4**	**$1,185.5**	**$3,784.1**	**$3,915.5**
YoY % Chng	*1.3%*	*(10.2%)*	*8.4%*	*(3.7%)*	*7.5%*	*6.1%*	*(0.7%)*	*2.1%*	*6.1%*	*1.5%*	*4.7%*	*2.4%*	*3.5%*	*3.5%*
Selling, General and Administrative Expenses, Adjusted	$2,161.6	$2,035.3	$2,152.1	$475.1	$536.6	$548.6	$677.7	$2,237.9	$511.1	$554.6	$576.1	$704.8	$2,346.6	$2,402.0
YoY % Chng	*(0.4%)*	*(5.8%)*	*5.7%*	*(0.6%)*	*2.0%*	*7.0%*	*6.6%*	*4.0%*	*7.6%*	*3.4%*	*5.0%*	*4.0%*	*4.9%*	*2.4%*
Selling, General and Administrative Expenses, GAAP	$2,179.3	$2,059.4	$2,152.1	$475.1	$536.6	$548.6	$677.7	$2,237.9	$511.1	$554.6	$576.1	$704.8	$2,346.6	$2,402.0
YoY % Chng	*0.0%*	*(5.5%)*	*4.5%*	*(0.6%)*	*2.0%*	*7.0%*	*6.6%*	*4.0%*	*7.6%*	*3.4%*	*5.0%*	*4.0%*	*4.9%*	*2.4%*
Depreciation and Amortization	$214.2	$232.6	$229.8	$56.4	$56.8	$57.5	$56.7	$227.4	$53.1	$58.4	$59.4	$63.5	$234.3	$243.0
YoY % Chng	*9.2%*	*8.6%*	*(1.2%)*	*(1.0%)*	*0.9%*	*(1.5%)*	*(2.4%)*	*(1.0%)*	*(5.9%)*	*2.9%*	*3.2%*	*11.9%*	*3.0%*	*3.7%*
Adjusted EBITDA	**$1,730.3**	**$1,503.0**	**$1,660.0**	**$347.1**	**$384.8**	**$376.7**	**$536.9**	**$1,645.5**	**$354.3**	**$381.6**	**$391.6**	**$544.2**	**$1,671.8**	**$1,756.6**
YoY % Chng	*4.3%*	*(13.1%)*	*10.4%*	*(7.2%)*	*15.2%*	*3.6%*	*(8.7%)*	*(0.9%)*	*2.1%*	*(0.8%)*	*4.0%*	*1.4%*	*1.6%*	*5.1%*
EBITDA, GAAP	**$1,712.6**	**$1,476.8**	**$1,660.0**	**$347.1**	**$384.8**	**$376.7**	**$536.9**	**$1,645.5**	**$354.3**	**$381.6**	**$391.6**	**$544.2**	**$1,671.8**	**$1,756.6**
YoY % Chng	*3.8%*	*(13.8%)*	*12.4%*	*(7.2%)*	*15.2%*	*3.6%*	*(8.7%)*	*(0.9%)*	*2.1%*	*(0.8%)*	*4.0%*	*1.4%*	*1.6%*	*5.1%*
Operating Income, Adjusted	**$1,516.1**	**$1,270.4**	**$1,430.2**	**$290.7**	**$328.1**	**$319.1**	**$480.2**	**$1,418.1**	**$301.3**	**$323.2**	**$332.2**	**$480.7**	**$1,437.5**	**$1,513.5**
YoY % Chng	*3.7%*	*(16.2%)*	*12.6%*	*(8.3%)*	*18.0%*	*4.6%*	*(9.4%)*	*(0.8%)*	*3.6%*	*(1.5%)*	*4.1%*	*0.1%*	*1.4%*	*5.3%*
Operating Income, GAAP	**$1,498.4**	**$1,244.2**	**$1,430.2**	**$290.7**	**$328.1**	**$319.1**	**$480.2**	**$1,418.1**	**$301.3**	**$323.2**	**$332.2**	**$480.7**	**$1,437.5**	**$1,513.5**
YoY % Chng	*3.1%*	*(17.0%)*	*14.9%*	*(8.3%)*	*18.0%*	*4.6%*	*(9.4%)*	*(0.8%)*	*3.6%*	*(1.5%)*	*4.1%*	*0.1%*	*1.4%*	*5.3%*
Interest (Income) Expenses, Net	($2.3)	($29.2)	($55.5)	($9.5)	($9.1)	($9.8)	($6.4)	($34.8)	($8.2)	($10.2)	($8.7)	($10.6)	($37.7)	($38.7)
YoY % Chng	*(221.2%)*	*(1,190.4%)*	*(90.5%)*	*40.6%*	*40.3%*	*17.1%*	*48.4%*	*37.3%*	*13.8%*	*(12.1%)*	*11.0%*	*(64.2%)*	*(8.2%)*	*(2.8%)*
Pre-Tax Income, Adjusted	**$1,518.4**	**$1,299.6**	**$1,485.7**	**$300.2**	**$337.1**	**$328.9**	**$486.6**	**$1,453.0**	**$309.5**	**$333.4**	**$341.0**	**$491.3**	**$1,475.2**	**$1,552.3**
YoY % Chng	*4.0%*	*(14.4%)*	*14.3%*	*(9.9%)*	*15.0%*	*3.8%*	*(10.3%)*	*(2.2%)*	*3.1%*	*(1.1%)*	*3.7%*	*1.0%*	*1.5%*	*5.2%*
Pre-Tax Income, GAAP	**$1,500.7**	**$1,273.4**	**$1,485.7**	**$300.2**	**$337.1**	**$328.9**	**$486.6**	**$1,453.0**	**$309.5**	**$333.4**	**$341.0**	**$491.3**	**$1,475.2**	**$1,552.3**
YoY % Chng	*3.4%*	*(15.1%)*	*16.7%*	*(9.9%)*	*15.0%*	*3.8%*	*(10.3%)*	*(2.2%)*	*3.1%*	*(1.1%)*	*3.7%*	*1.0%*	*1.5%*	*5.2%*
Income Tax, Adjusted	$375.6	$330.5	$360.5	$69.0	$89.6	$87.3	$131.4	$377.3	$80.5	$86.7	$88.6	$127.7	$383.5	$403.6
YoY % Chng	*15.1%*	*(12.0%)*	*9.1%*	*(5.2%)*	*17.5%*	*9.8%*	*(0.4%)*	*4.7%*	*16.6%*	*(3.2%)*	*1.5%*	*(2.8%)*	*1.7%*	*5.2%*
Income Tax, GAAP	$372.8	$323.6	$360.5	$69.0	$89.6	$87.3	$131.4	$377.3	$80.5	$86.7	$88.6	$127.7	$383.5	$403.6
YoY % Chng	*14.7%*	*(13.2%)*	*11.4%*	*(5.2%)*	*17.5%*	*9.8%*	*(0.4%)*	*4.7%*	*16.6%*	*(3.2%)*	*1.5%*	*(2.8%)*	*1.7%*	*5.2%*
Tax Rate, Adjusted	24.7%	25.4%	24.3%	23.0%	26.6%	26.6%	27.0%	26.0%	26.0%	26.0%	26.0%	26.0%	26.0%	26.0%
Tax Rate, GAAP	24.8%	25.4%	24.3%	23.0%	26.6%	26.6%	27.0%	26.0%	26.0%	26.0%	26.0%	26.0%	26.0%	26.0%
Net Income, Adjusted	**$1,142.8**	**$969.1**	**$1,125.3**	**$231.3**	**$247.6**	**$241.6**	**$355.3**	**$1,075.7**	**$229.0**	**$246.7**	**$252.3**	**$363.6**	**$1,091.6**	**$1,148.7**
YoY % Chng	*0.8%*	*(15.2%)*	*16.1%*	*(11.2%)*	*14.2%*	*1.8%*	*(13.5%)*	*(4.4%)*	*(1.0%)*	*(0.3%)*	*4.4%*	*2.3%*	*1.5%*	*5.2%*
Net Income, GAAP	**$1,127.9**	**$949.8**	**$1,125.3**	**$231.3**	**$247.6**	**$241.6**	**$355.3**	**$1,075.7**	**$229.0**	**$246.7**	**$252.3**	**$363.6**	**$1,091.6**	**$1,148.7**
YoY % Chng	*0.1%*	*(15.8%)*	*18.5%*	*(11.2%)*	*14.2%*	*1.8%*	*(13.5%)*	*(4.4%)*	*(1.0%)*	*(0.3%)*	*4.4%*	*2.3%*	*1.5%*	*5.2%*
Basic Shares Outstanding	136.0	129.1	126.2	123.1	122.1	121.4	120.9	121.9	120.6	120.3	120.0	119.7	120.2	118.2
YoY % Chng	*(9.0%)*	*(5.1%)*	*(2.3%)*	*(4.1%)*	*(4.8%)*	*(3.1%)*	*(1.8%)*	*(3.4%)*	*(2.0%)*	*(1.5%)*	*(1.2%)*	*(1.0%)*	*(1.4%)*	*(1.6%)*
Diluted Shares Outstanding	138.2	130.5	128.0	124.8	123.6	123.3	122.8	123.6	122.5	122.2	121.9	121.6	122.0	120.1
YoY % Chng	*(9.5%)*	*(5.5%)*	*(1.9%)*	*(4.5%)*	*(4.8%)*	*(2.9%)*	*(2.0%)*	*(3.5%)*	*(1.9%)*	*(1.2%)*	*(1.1%)*	*(1.0%)*	*(1.3%)*	*(1.6%)*
Basic EPS	**$8.29**	**$7.35**	**$8.91**	**$1.88**	**$2.03**	**$1.99**	**$2.94**	**$8.84**	**$1.90**	**$2.05**	**$2.10**	**$3.04**	**$9.09**	**$9.73**
YoY % Chng	*9.3%*	*(11.3%)*	*21.2%*	*(7.4%)*	*20.1%*	*5.3%*	*(11.8%)*	*(0.8%)*	*1.0%*	*1.0%*	*5.6%*	*3.4%*	*2.8%*	*7.0%*
Diluted EPS, Adjusted	**$8.27**	**$7.43**	**$8.79**	**$1.85**	**$2.00**	**$1.96**	**$2.89**	**$8.70**	**$1.87**	**$2.02**	**$2.07**	**$2.99**	**$8.95**	**$9.58**
YoY % Chng	*11.4%*	*(10.2%)*	*18.3%*	*(7.0%)*	*19.8%*	*4.8%*	*(11.8%)*	*(1.0%)*	*1.1%*	*1.0%*	*5.6%*	*3.4%*	*2.8%*	*7.0%*
Diluted EPS, GAAP	**$8.16**	**$7.28**	**$8.79**	**$1.85**	**$2.00**	**$1.96**	**$2.89**	**$8.70**	**$1.87**	**$2.02**	**$2.07**	**$2.99**	**$8.95**	**$9.58**
YoY % Chng	*10.6%*	*(10.8%)*	*20.8%*	*(7.0%)*	*19.8%*	*4.8%*	*(11.8%)*	*(1.0%)*	*1.1%*	*1.0%*	*5.6%*	*3.4%*	*2.8%*	*7.0%*
Dividend Per Share	$3.12	$1.80	$2.37	$0.66	$0.66	$0.66	$0.66	$2.64	$0.76	$0.76	$0.76	$0.76	$3.04	$3.44

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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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Value Score	C
Growth Score	F
Momentum Score	B
VGM Score	D

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