

company operates wholesale-membership warehouses in the U.S. (511 as of 7/5/17), Canada (95), Mexico (37), United Kingdom (28), Japan (25), Korea (13), Taiwan (13), Australia (8), Spain (2). Sells merchandise directly from warehouses to a restricted membership.

Vanguard Group, 7.0% (12/16 proxy). Chairman: Jeffrey H. Brotman. President & CEO: W. Craig Jelinek. Incorporated: Washington. Address: 999 Lake Drive, Issaquah, Washington 98027. Telephone: 425-313-8100. Internet: www.costco.com

ANNUAL RATES Past Past Est'd '14-'16 to '20-'22 10 Yrs. of change (per sh) 5 Yrs. 8.5% 9.5% 7.5% 10.0% 6.5% 8.0% Sales "Cash Flow" 11.5% 14.0% Earnings Dividends 9.5% 9.0% 15.0% 4.0% 6.5% 7.5% Book Value 1.0%

9011

6246

16540

7612 1100

6863

15575

9425

10811

21394

Accts Payable Debt Due Other

Current Liab.

Fiscal Year Ends			NUES (\$ n May Per	nill.) A E E Aug.Per	Full Fiscal Year
2014	25017	26306	25794	35523	112640
2015	26866	27454	26101	35778	116199
2016	27220	28170	26769	36560	118719
2017	28099	29766	28860	40275	127000
2018	30000	32000	30400	41600	134000
Fiscal	EARNINGS PER SHARE A B EF				
Year Ends	Nov.Per	Feb.Per	May Per	Aug.Per	Fiscal Year
2014	.96	1.05	1.07	1.57	4.65
2015	1.12	1.25	1.17	1.73	5.27
2016	1.09	1.24	1.24	1.76	5.33
2017	1.17	1.17	1.40	2.01	5.75
2018	1.30	1.40	1.50	2.20	6.40
Cal-	QUARTERLY DIVIDENDS PAID C■ Full				
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2013	.275	.31	.31	.31	1.21
2014	.31	.355	.355	.355	1.375
2015	.355	.40	.40	.40	1.56
2016	.40	.45	.45	.45	1.75
2017	.45	.50			

Costco Wholesale shares have taken a **hit recently.** The stock price has fallen over 16% since mid-June, one of the largest declines COST has experienced since the Great Recession. The culprit was the announcement that Amazon intends to buy Whole Foods Market. Investors soured on most companies with grocery exposure, and Costco in particular was hurt because some believe the potential merger will diminish the company's competitive advantages and lower membership renewal rates. We don't agree with that logic and think recent selling is overblown. Costco's business model is significantly differentiated from those of Whole Foods and Amazon, as neither currently specialize in bulk goods. Too, Costco shoppers are known to be some of the most loyal in all of retail. We do think that the company should add more products and innovative features to its e-commerce platform in order to stay relevant online. Management has resisted buy online, pick up in store capability, claiming its crowded stores make this difficult. Still, we think a solution will need to be reached as "click and collect" will likely become standard

throughout the industry. Further, we like the idea of Costco making a rival bid for Whole Foods, but this seems like a stretch. Meanwhile, the company is posting impressive results. Revenue for the month of June rose 7% year over year. Domestic same-store sales grew 6.3% despite a negative impact from the timing of Independence Day. Traffic continued to be strong, rising 4.5% in the month. The average transaction amount increased 1.5%. The challenged state of the retail industry makes these figures all the more impressive. Nonetheless, the received no love from investors, which further illustrates the negative sentiment surrounding the Amazon threat.

These neutrally ranked shares are a solid choice for conservative, longterm investors. The recent price weakness has made the stock more attractive from a valuation standpoint, even though they remain expensive relative to other companies in the retail industry. We expect Costco to continue delivering solid fundamentals and recommend the stock to most investors.

Kevin Downing July 28, 2017

(A) Fiscal year ends on Sunday nearest Aug. 31st. Interim periods cover 12, 12, 12, and 16

'13, (14¢). Next egs. report due early Oct. (C)
Div'ds historically paid in mid-Feb., mid-May,
early Aug., and mid-Nov. ■ Div'd reinvestment

(E) Totals may not sum due to rounding. weeks.(B) Excludes n/r gains/(losses): '05, early Aug., and mid-Nov. • Divd reinvestment 15¢; '07, (26¢); '09 (9¢); '10, (1¢); '12, (8¢); plan available. Special div'd of \$7.00 paid in

Company's Financial Strength Stock's Price Stability 100 Price Growth Persistence **Earnings Predictability** 100