

(Marketplace) account for about 20% of sales. Seasonality: Q4 accounted for 29% of '21 revenue. Acquired Audible.com, '08,

Amazon posted mixed results for the

ware. Address: 410 Terry Avenue North, Seattle, Washington 98109. Telephone: 206-266-1000. Internet: www.amazon.com.

Past Est'd '19-'21 ANNUAL RATES Past second quarter ended June 30, 2022. 10 Yrs. to '25-'27 of change (per sh) 5 Yrs. Revenue rose year-over-year and topped 25.5% 38.5% 26.0% 42.5% 18.0% 16.5% Revenues "Cash Flow" Wall Street's expectations. Total net sales were up 7% to \$121.2 billion, as Prime 26.5% Nil 27.5% 33.5% NMF Dividends membership subscription services grew **Book Value** 29.5% 44.5% 10%. Revenue from Amazon Web Services QUARTERLY REVENUES (\$ mill.) (AWS) and Amazon's advertising unit also Cal-Full Mar.31 Jun.30 Sep.30 Dec.31 endar rose in the second quarter, increasing 33% 280522 to \$19.7 billion and 18% to \$8.8 billion, 2019 59700 63404 69981 87437 386064 respectively. Despite the top-line increase, 75452 88912 96145 125555 2020 Amazon's GAAP bottom line fell from a profit of \$7.8 billion a year ago to a loss of 2021 08518 113080 110812 137412 469822 16444 121234 **128000 155002** 520680 2022 2023 40000 145000 150000 160000 595000 \$2.0 billion, resulting in a deficit of \$0.20 EARNINGS PER SHARE A Cal-Full per share. The deficit was primarily due to endar Mar.31 Jun.30 Sep.30 Dec.31 Year a \$3.9 billion write-down of Amazon's 2019 .32 1.15 stock investment in Rivian Automotive, .21 2020 .25 .52 .62 .70 2.09 Inc. Excluding the \$3.9 billion loss, second 2021 .79 .76 .31 .28 2.14 quarter earnings were \$0.18 per share 2022 .37 .18 .20 .30 1.05

2.15

Full

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140291

53846

126385

Other Current Liab

2023

Cal-

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2018 2019

2020

63602

142266

(reflected on our page). More focus is on AWS. Amazon is shifting capital investment toward AWS, its cloud computing unit, and slowing down retail expansion plans. The e-commerce and tech giant is feeling inflationary pressure, and leaning on AWS for support. Amazon's retail operations reported operating losses during the second quarter, as

costs outpaced sales growth. In response, Amazon has been finding ways to slash costs. In fact, it is shutting down its subsidiary, fabric.com (which sold fabrics for almost 30 years), and stepping into more diverse areas of business.

In July, Amazon announced its plan to buy One Medical, a primary care **organization.** The all-cash deal is valued at \$3.9 billion and includes One Medical's net debt. The acquisition increases Amazon's presence in the health care industry and signals another move beyond the retail industry. The transaction is under regulatory review.

Looking ahead, management expects third quarter revenue between \$125.0 billion and \$130.0 billion. (Note: billion and Amazon was scheduled to issue its third quarter earnings release shortly after this report went to press.) We estimate that revenues rose in the third quarter to \$128.0 billion, representing a year-over-

year advance of 16%.

These timely shares are appealing in the short and long terms. AMZN offers upside potential for the pull to 2025-2027. Kathleen Uckert November 4, 2022

(A) Diluted earnings. Includes stock-based Otly. revenues and egs. may not sum due to compensation: '06, (24¢); '07, (44¢); '08, (64¢); rounding. Next earnings report due early Feb-09, (77¢). Excludes other nonrecurring items '08, 10¢; '12, (38¢); '17, \$1.60; '21, \$21.95. (B) In millions.

.45

QUARTERLY DIVIDENDS PAID

Mar.31 Jun.30 Sep.30 Dec.31

NO CASH DIVIDENDS

BFING PAID

.40

.50

Company's Financial Strength Stock's Price Stability A++ 65 Price Growth Persistence 100 **Earnings Predictability**