



1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	© VALUE LINE PUB. LLC	15-17
5.70	7.36	10.55	13.68	16.01	16.00	16.29	17.67	18.90	18.70	19.59	21.48	20.93	21.00	24.94	30.00	32.95	35.50	Sales per sh ^A	42.90
.72	.91	1.34	1.84	1.72	1.09	1.42	1.89	2.06	2.03	1.61	1.93	2.21	2.48	3.00	2.94	3.00	3.35	"Cash Flow"/per sh	4.35
.47	.58	.91	1.26	1.00	.15	.54	1.09	1.21	1.24	.93	1.09	1.34	1.58	1.88	1.56	1.90	2.10	Earnings per sh ^B	2.75
.09	.09	.09	.09	.09	.09	.09	.09	.09	.18	.32	.32	.34	.34	.40	.45	.50	.55	Div'ds Decl'd per sh ^C	.70
1.79	1.79	1.83	2.63	3.43	3.48	4.12	5.33	5.74	6.33	6.36	5.82	6.32	7.24	6.94	5.68	5.70	5.70	Book Value per sh	6.30
926.50	884.55	857.96	850.50	854.00	865.73	887.32	897.20	860.56	856.99	813.87	734.00	694.00	676.00	588.00	485.00	457.00	434.00	Common Shs Outst'g ^D	380.00
19.0	22.3	29.2	33.5	32.5	NMF	25.2	16.7	17.7	15.8	19.8	17.2	12.5	11.2	11.0	12.4	12.4	12.4	Avg Ann'l P/E Ratio	12.0
1.19	1.29	1.52	1.91	2.11	NMF	1.38	.95	.94	.84	1.07	.91	.75	.75	.70	.78	.78	.78	Relative P/E Ratio	.80
1.0%	.7%	.3%	.2%	.3%	.4%	.7%	.5%	.4%	.9%	1.7%	1.7%	2.0%	1.9%	1.9%	2.3%	2.3%	2.3%	Avg Ann'l Div'd Yield	2.0%

CAPITAL STRUCTURE as of 1/28/12				© VALUE LINE PUB. LLC															15-17
Total Debt \$1665 mill. Due in 5 Yrs \$419.0 mill.				14455	15854	16267	16023	15943	15763	14526	14197	14664	14549	15050	15400	Sales (\$mill) ^A	16300		
LT Debt \$1606 mill. LT Interest \$88 mill. (LT interest coverage: 19.0x) (37% of Cap'l)				39.4%	41.8%	43.0%	40.5%	38.8%	39.6%	41.4%	44.4%	44.0%	40.3%	40.5%	40.5%	Gross Margin	40.5%		
Leases, Uncapitalized Annual rentals \$1.0 bill.				12.4%	16.0%	16.6%	14.8%	10.7%	11.8%	14.6%	16.8%	17.3%	14.0%	14.2%	14.2%	Operating Margin	14.5%		
No Defined Benefit Pension Plan				4252	3022	2994	3053	3131	3167	3149	3095	3068	3036	3045	3055	Number of Stores	3100		
Pfd Stock None				477.5	1030.0	1150.0	1113.0	778.0	867.0	967.0	1102.0	1204.0	833.0	905	945	Net Profit (\$mill)	1080		
Common Stock 485,000,000 shs.				40.4%	38.8%	38.6%	37.9%	38.4%	38.3%	39.0%	39.3%	39.3%	39.2%	39.5%	39.5%	Income Tax Rate	40.0%		
MARKET CAP: \$13.2 billion (Large Cap)				3.3%	6.5%	7.1%	6.9%	4.9%	5.5%	6.7%	7.8%	8.2%	5.7%	6.0%	6.1%	Net Profit Margin	6.6%		
CURRENT POSITION (SMILL.)				3013.1	4197.0	4062.0	3297.0	2757.0	1653.0	1847.0	2533.0	1831.0	2181.0	1850	1650	Working Cap'l (\$mill)	1400		
Cash Assets				2895.8	2487.0	1886.0	513.0	188.0	50.0	--	--	--	1606.0	1550	1500	Long-Term Debt (\$mill)	1350		
Receivables				3658.2	4783.0	4936.0	5425.0	5174.0	4274.0	4387.0	4891.0	4080.0	2755.0	2600	2475	Shr. Equity (\$mill)	2400		
Inventory (FIFO)				8.9%	15.6%	17.9%	19.1%	14.9%	20.4%	22.1%	22.5%	29.5%	19.9%	22.5%	25.0%	Return on Total Cap'l	30.0%		
Other				13.1%	21.5%	23.3%	20.5%	15.0%	20.3%	22.0%	22.5%	29.5%	30.2%	35.0%	38.0%	Return on Shr. Equity	45.0%		
Current Assets				10.9%	19.9%	21.7%	17.2%	9.9%	14.4%	16.5%	17.7%	23.3%	21.7%	25.5%	28.0%	Retained to Com Eq	33.5%		
Accts Payable				16%	8%	7%	16%	34%	29%	25%	21%	21%	28%	26%	26%	All Div'ds to Net Prof	25%		
Debt Due																			
Other																			
Current Liab.																			

BUSINESS: The Gap, Inc. operated 3,036 casual apparel specialty stores with about 37 million square feet of selling space as of 1/28/12. Gap and GapKids (1,047 U.S. and 345 foreign stores) sell jeans, sweatsuits, shirts, sweaters, and related apparel. Banana Republic (612 stores; incl.319 in Asia) sells upscale casual wear. Old Navy (1,016 stores) sells budget-priced clothing. Internet-sourced business accounted for 11% of 110 sales; foreign sales were 26% of total. Merchandise is private label. Has about 132,000 employees. Fisher family owns 32.3% of stock. Other officers and directors, less than 1% (March 2012 proxy). Chairman & CEO. Glenn Murphy, Inc.: Delaware. Addr.: Two Folsom St., San Francisco, CA 94105. Telephone: 650-952-4400. Internet: www.gap.com.

The Gap's earnings in fiscal 2011 and estimated year-to-year comparisons in the second half of fiscal 2012, in particular, reflect a sharp jump in cotton prices last year, followed by a subsequent retreat. (Fiscal 2012 ends February 2, 2013.) The company purchased forward contracts for bulk cotton in early 2011 at peak prices, which were included in cost of goods sold in the second half of that fiscal year. This development was exacerbated by the necessity, due to competitive pressures, to defer price increases on its jeans, shirts, and other cotton-content goods.

The top and bottom lines are being bolstered by a number of recent merchandise revisions. They were a key factor in The Gap's same-store sales increase of 6%, on average, in the first two months of fiscal 2012. Other contributors were easy comparisons and, in March, unseasonably warm weather. Notably, sales of a new children's clothing collection, designed in conjunction with Diane Von Furstenberg, have been quite strong. Also, advertising for The Gap's domestic chains appears to be more effective than the previous campaigns. All told, we've raised our sales and share-earnings estimates for this year by 2.7% and \$0.25 (to \$1.90), respectively, since our February report. **The retailer's expansion focus is now on foreign markets.** Over the course of fiscal 2011, it entered eight foreign markets, including China, bringing the total to 39. The number of international company-owned and franchise units increased by 82 (16%) last year, while the net decrease in North America for the Gap and Old Navy chains was 79 (4%). A similar scenario is on tap for fiscal 2012. **Much of our projected share-earnings gains to 2015-2017 reflect the likelihood of considerable, annual declines in the share count.** Indeed, although we forecast a gain of about 30% in net profits over the five years subsequent to fiscal 2011, share net may well advance 75% or so during this period. Free cash flow, supplemented by cash assets (currently \$1.9 billion), should continue to fund stock repurchases. **This neutrally ranked stock is not attractive at present,** following a sharp share-price increase since January. *David R. Cohen* *May 4, 2012*

(A) Fiscal year ends Sat. closest to Jan. 31st of the following calendar year.	(C) Dividends historically paid in late Jan., late April, late July, and late October.	Company's Financial Strength	A+
(B) Diluted earnings. Excl. loss on discontinued operations/nonrecurring: '01, 16c; '07, 4c.	(D) In millions, adjusted for stock split.	Stock's Price Stability	70
		Price Growth Persistence	40
		Earnings Predictability	85