Houston Hilbun

FDX - Why should we purchase FDX instead of, say, UPS? (I don’t believe they have hurt as much.)

Michael Kozemchak

**FDX** – You mentioned in your report how FedEx is trying to expand further into the international market – how are they doing so?

Andrew Hockey

FDX – What in particular helps differentiate FedEx from UPS? Does FedEx benefit from the growth of e-commerce in particular more than other shipping companies?

Jordan Fuentes

**FDX:** Your target price is very close to the current (and 52-week high) price of the stock. Why would you consider this a buy instead of sell in order to take profit?

Christian LANG

* **FedEx (FDX)**

As mentioned in your report, has FedEx instilled a profit improvement plan, which bought out employees and lowered their staff by 3,600. How can FedEx still operate efficiently in the increasing E-commerce sector, when they are operating with less employees?

FedEx already purchased new fuel efficient airplanes – Are they investing in alternative energy as well, due to the fact that fuel prices are expected to increase? This could harm the company from my point of view tremendously, which would be no good decision to buy FedEx stocks.

FedEx is mainly operating in the US-market, what should they do if the US-economy is doing badly?

James A. Dominguez

**FedEx (FDX):**

As technological innovations deteriorate the shipment industry, what applications or services is FedEx working on to improve their outreach in the U.S. and elsewhere?

Other than investing in amicable technological advances, how else can FedEx ensure that it will consumer more of the 80% of the market that is presumable untouched by it and its competitors?

John Cordova

**FedEx (FDX)**

FedEx’s recently announced that William J. Logue is going retire as President CEO of its President and CEO of its FedEx Freight subsidiary on December 31, 2014. Do you think that a new CEO will affect the accuracy of your predictions?

Armin Triendl

# FedEx (FDX):

Have you thought about competition that could be introducing based on the principle that Uber and Lyft are using. I can imagine that instead of people transport that apps that offer package transport especially for shorter distances could work. Also maybe just private people that offer their car on a homepage for delivery services for distance A to B if they make a trip and have extra space.

Stefanie Stebegg

# FedEx (FDX)

What does the operating margin of Fed Ex’s for all four segments says about the company? Do you know how much were these numbers in the year 2013 that you can compare it with the year 2014?

Antonio Trujillo

FDX

How well has FedEx integrated its foreign acquisitions into the company? What are the associated costs of integrating these companies?

Tyler Victor

* FedEx
  + If consumer spending is expected to increase 14.5% in e-commerce this holiday season, how would this not already be factored into the stock price? This is old information and the increase in spending is already occurring.

Taha Majbar

Fedex:

Does the company have any plans to expand its segments, since it is relying heavily on deliveries ?

How do you think that the drone delivery system that Amazon is developing will influence Fedex’s revenue ?

Gabriel Aragon

**FedEx:** Do you know what is causing FedEx’s low profit percentage?

Jeffrey Alberti

Fed-Ex:

* What acquisitions have they made and what steps are they taking to take advantage of the growth of globalization and opportunities within the international trade market that you discussed in the opportunities section of the paper?

John Kapuranis

3. FedEx (FDX):

With the holiday's coming up, USPS stated they will offer 7 day a week delivery as they seek to capitalize on e-commerce growth and compete against UPS and FedEx. Where does FedEx stand on this competition? How profitable are they during the holiday season?

David Trimmer

Fedex:

Is the increased cost of buying the new planes going to affect their margins significantly and when are they planning on having the new fleet of planes?

Katherine Hollingsworth

FedEx (FDX)

FedEx has a large lawsuit on it’s hands with the possibility of paying $250 million in back pay. When is this lawsuit expected to end? Within the next year? 3 years? 5 years? Will that hurt FedEx financially if that happens or are they prepared for it?

\*As a side note, this next question I did not have your financial ratios for FedEx compared to UPS’s so I am using Yahoo Finance to compare companies. (I am sure you have done your own analysis at this point, but for the sake of the question of competition, I needed both of their numbers. Please answer according to your numbers and your analysis.)

UPS is a strong competitor. It has outperformed FDX in their environmental, social and corporate governance reports. It’s Market Cap, EV, Net Income, ROA, Profit Margin, Forward PE value, P/S, and PEG Ratios are all greater than FedEx’s. Is this a good thing? Hint: Look at P/S and P/E ratios. Do you see FedEx’s profit improvement plan, and growth potential outperforming UPS in the next year? 3 to 5 years?

**Financial Position**

|  |  |  |  |
| --- | --- | --- | --- |
| **UPS** |  |  |  |
| **Market Cap** | $88.92B | **Profit Margin** | 6.42% |
| **Enterprise value** | $96.35B | **Operating Margin** | 10.58% |
| **Forward PE (5 yr)** | 16.93 | **Return on Assets(ttm)** | 10.45% |
| **PEG Ratio (5 year Exp)** | 1.79 | **Revenue** | $56.54B |
| **P/S(ttm)** | 1.57 | **Net Income(1/31/14)** | $3.63B |
|  |  |  |  |
|  |  |  |  |
| **FedEx** |  |  |  |
| **Market Cap** | $45.94B | **Profit Margin** | 4.79% |
| **Enterprise value** | $47.58B | **Operating Margin** | 8.03% |
| **Forward PE (5 yr)** | 14.99 | **Return on Assets(ttm)** | 7.00% |
| **PEG Ratio (5 year Exp)** | 1.15 | **Revenue** | $46.23B |
| **P/S(ttm)** | 0.98 | **Net Income(1/31/14)** | $2.21B |

Justin Fouts

1. FedEx (FDX) – With brick and mortar stores becoming increasingly less profitable, and online sales growing greatly, has FedEx top line profit began increasing noticeably? Or have they been unable to capitalize on this trend?

Dylan Gregory

**III.** **FedEx (FDX) Buy, to Dillon Romine & Ashley Walker:**   
  
Based on your analysis is FedEx on track to accomplish their target operating profit goal of $1.6BB by 2016?   
  
*“FedEx instilled a profit improvement plan in 2013 in which they made the goal to improve operating profit by $1.6 Billion by the end of the 2016 fiscal year.”*   
  
*http://www.unm.edu/~maj/Security%20Analysis/Fall%202014%20Analyst%20Reports/FDX.pdf*

Jacob Mast

* FedEx (FDX): What kinds of acquisitions are being done in South Africa and Brazil and why are they helping the company?