



General Mills (GIS)

Updated June 27th, 2019 by Aristofanis Papadatos

Key Metrics

Current Price:	\$51	5 Year CAGR Estimate:	8.8%	Volatility Percentile:	47.3%
Fair Value Price:	\$57	5 Year Growth Estimate:	3.0%	Momentum Percentile:	72.1%
% Fair Value:	90%	5 Year Valuation Multiple Estimate:	2.0%	Growth Percentile:	13.5%
Dividend Yield:	3.8%	5 Year Price Target	\$66	Valuation Percentile:	68.9%
Dividend Risk Score:	C	Retirement Suitability Score:	B	Total Return Percentile:	46.6%

Overview & Current Events

General Mills is a packaged food giant, with more than 100 brands and operations in more than 100 countries. It has a market capitalization of \$32 billion. Since it peaked almost three years ago, General Mills has dramatically underperformed the market, losing 29% versus a 37% gain for the S&P 500. The main reasons behind this are higher interest rates, the acquisition of Blue Buffalo, and the poor business performance of the company.

General Mills has not cut its dividend for 118 consecutive years. However, as interest rates have risen in the last two years, the dividend of General Mills has become less attractive. The stock has also been burdened by its takeover of Blue Buffalo, with the \$8 billion acquisition representing 25% of its market cap. Investors may be afraid that management does not see promising prospects in the core business of the company while the takeover may prove too large to assimilate smoothly. Also, growing health trends in packaged food have caused General Mills to stagnate.

In late June, General Mills reported (6/26/19) financial results for the fourth quarter of fiscal 2019. In the quarter, the company grew its sales 7% thanks to its acquisition of Blue Buffalo but its organic sales decreased 1%. Adjusted gross margin shrank from 35.8% to 35.3% due to higher input costs. However, adjusted earnings-per-share rose 6% over last year's quarter thanks to a lower tax rate and the good performance of Blue Buffalo and thus exceeded analysts' consensus by \$0.07 (\$0.83 vs. consensus of \$0.76).

In the year, General Mills grew its sales 7% and its adjusted earnings-per-share 4% thanks to Blue Buffalo. Nevertheless, the stock plunged 4.5% after its earnings release due to the 2% decline in the sales of snacks in North America. The market is afraid that the legacy business of General Mills will keep posting poor results, particularly now that management has turned its focus mostly on growing the business of Blue Buffalo.

Management provided positive guidance for this fiscal year. It expects organic sales to grow 1%-2% and adjusted earnings-per-share to increase 3%-5%.

Growth on a Per-Share Basis

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2025
EPS	\$2.30	\$2.48	\$2.56	\$2.69	\$2.83	\$2.86	\$2.92	\$3.08	\$3.11	\$3.22	\$3.36	\$3.90
DPS	\$0.96	\$1.12	\$1.22	\$1.32	\$1.55	\$1.67	\$1.78	\$1.92	\$1.96	\$1.96	\$1.96	\$2.08
Shares	656.5	644.8	648.5	640.8	612.3	598.7	596.8	576.9	593.0	605.0	605.0	600.0

General Mills has grown its earnings-per-share at a 4.9% average annual rate in the last decade. In recent years this has decelerated, with the company growing its earnings-per-share at a 2.6% average annual rate in the last five years. We continue to expect approximate 3.0% annual earnings-per share growth until 2025, mostly thanks to Blue Buffalo, whose growth is likely to continue being partly offset by the poor results of the legacy business.

Valuation Analysis

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	Now	2025
Avg. P/E	14.3	14.7	15.1	15.7	17.8	18.6	20.0	20.5	17.0	14.1	15.2	16.8
Avg. Yld.	2.9%	3.1%	3.2%	3.1%	3.1%	3.1%	3.1%	3.0%	3.7%	4.3%	3.8%	3.2%

Disclosure: This analyst has no position in the security discussed in this research report, and no plans to initiate one in the next 72 hours.



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Despite its 38% rally off its bottom in December, General Mills is trading at a price-to-earnings ratio of 15.2, which is lower than its 10-year average price-to-earnings ratio of 16.8. If General Mills were to recover to its average historical mark in the next five years, the security would enjoy a 2.0% annual tailwind in this period.

Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2025
Payout	41.7%	45.2%	47.7%	49.1%	54.8%	58.4%	61.0%	62.3%	63.0%	60.9%	58.3%	53.3%

The strong brand name of General Mills provides some sort of competitive advantage but the fierce competition in its business, which has caused the company to stagnate in the last five years, indicates that this moat is narrow.

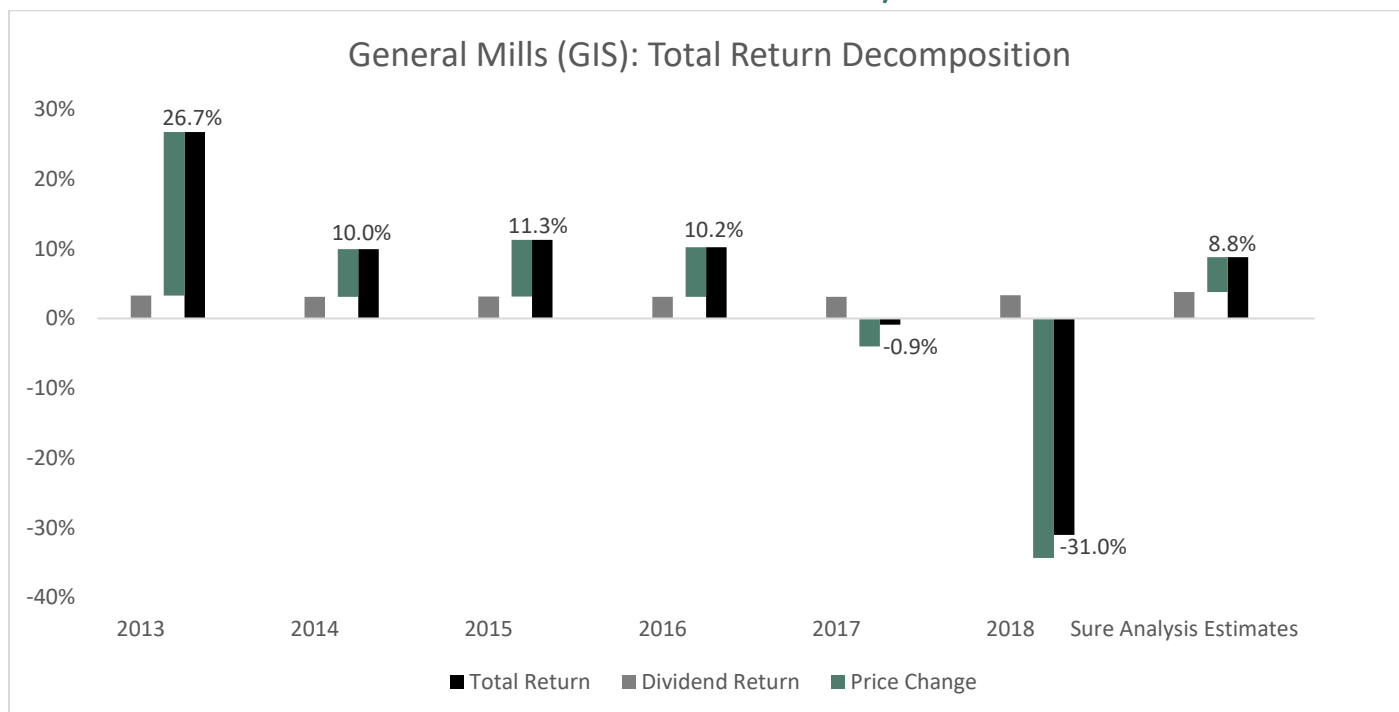
Due to the acquisition of Blue Buffalo, General Mills has frozen its dividend until it reduces its debt load to a more comfortable level. In fiscal 2019, interest expense jumped 40% due to this acquisition, from \$374 million to \$522 million. However, the company reduced its debt by \$1.2 billion in fiscal 2019 and will keep reducing its leverage this year.

Moreover, the stock has proven resilient during recessions and market sell-offs thanks to the strength of its brands. In the Great Recession, while most companies saw their earnings collapse, General Mills grew its earnings-per-share by more than 10% per year from 2007 to 2010. The company is likely to continue to outperform during future economic downturns.

Final Thoughts & Recommendation

Since it bottomed in December, General Mills has rallied 38%. Consequently, the stock has become less attractive. Nevertheless, the company has returned to decent growth. Moreover, it is still trading below our estimated fair value and thus it can offer an 8.8% average annual return over the next five years thanks to 3.0% earnings-per-share growth, a 3.8% dividend and a 2.0% annualized expansion of its valuation level. We rate the stock as a hold at current prices. It will be a buy if its expected annual total returns cross back over the 10% threshold.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Revenue	14691	14636	14880	16658	17774	17910	17630	16563	15620	15740
Gross Profit	5234	5800	5954	6045	6424	6370	5949	5830	5564	5428
Gross Margin	35.6%	39.6%	40.0%	36.3%	36.1%	35.6%	33.7%	35.2%	35.6%	34.5%
SG&A Exp.	2952	3163	3192	3381	3552	3474	3328	3119	2801	2753
D&A Exp.	454	457	473	542	588	585	588	608	604	619
Operating Profit	2282	2638	2762	2664	2872	2896	2621	2711	2763	2675
Op. Margin	15.5%	18.0%	18.6%	16.0%	16.2%	16.2%	14.9%	16.4%	17.7%	17.0%
Net Profit	1304	1531	1798	1567	1855	1824	1221	1697	1658	2131
Net Margin	8.9%	10.5%	12.1%	9.4%	10.4%	10.2%	6.9%	10.2%	10.6%	13.5%
Free Cash Flow	1266	1531	882	1731	2312	1878	1830	2035	1731	2218
Income Tax	720	771	721	710	741	883	587	755	655	57

Balance Sheet Metrics

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Total Assets	17875	17679	18675	21097	22658	23146	21832	21712	21813	30624
Cash & Equivalents	750	673	620	471	741	867	334	764	766	399
Acc. Receivable	953	1042	1162	1324	1446	1484	1387	1361	1430	1684
Inventories	1347	1344	1609	1479	1546	1559	1541	1414	1484	1642
Goodwill & Int.	10410	10308	10564	12887	13637	13665	13552	13280	13278	21510
Total Liabilities	12458	12031	12062	14214	15530	16140	16439	16405	17127	24132
Accounts Payable	803	850	995	1149	1423	1611	1684	2047	2120	2746
Long-Term Debt	7076	6426	6885	7430	7969	8786	9192	8431	9482	15819
Total Equity	5172	5403	6366	6422	6672	6535	4997	4930	4328	6141
D/E Ratio	1.37	1.19	1.08	1.16	1.19	1.34	1.84	1.71	2.19	2.58

Profitability & Per Share Metrics

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Return on Assets	7.1%	8.6%	9.9%	7.9%	8.5%	8.0%	5.4%	7.8%	7.6%	8.1%
Return on Equity	22.9%	28.9%	30.6%	24.5%	28.3%	27.6%	21.2%	34.2%	35.8%	40.7%
ROIC	10.1%	12.5%	14.1%	11.3%	12.6%	11.8%	8.0%	12.0%	11.9%	11.7%
Shares Out.	656.0	656.5	644.8	648.5	640.8	612.3	598.7	596.8	576.9	593.0
Revenue/Share	21.38	21.42	22.38	24.99	26.70	27.74	28.49	27.07	26.12	26.87
FCF/Share	1.84	2.24	1.33	2.60	3.47	2.91	2.96	3.33	2.89	3.79

Note: All figures in millions of U.S. Dollars unless per share or indicated otherwise.

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