



# Illinois Tool Works (ITW)

Updated August 17<sup>th</sup>, 2019 by Eli Inkrot

## Key Metrics

<b>Current Price:</b>	\$150	<b>5 Year CAGR Estimate:</b>	6.2%	<b>Volatility Percentile:</b>	28.1%
<b>Fair Value Price:</b>	\$131	<b>5 Year Growth Estimate:</b>	6.0%	<b>Momentum Percentile:</b>	71.3%
<b>% Fair Value:</b>	115%	<b>5 Year Valuation Multiple Estimate:</b>	-2.7%	<b>Growth Percentile:</b>	54.2%
<b>Dividend Yield:</b>	2.9%	<b>5 Year Price Target</b>	\$175	<b>Valuation Percentile:</b>	31.3%
<b>Dividend Risk Score:</b>	A	<b>Retirement Suitability Score:</b>	B	<b>Total Return Percentile:</b>	29.1%

## Overview & Current Events

Illinois Tool Works is a diversified multi-industrial manufacturer with seven unique operating segments: Automotive, Food Equipment, Test & Measurement, Welding, Polymers & Fluids, Construction Products and Specialty Products. Last year the company generated \$14.8 billion in revenue. The \$49 billion market cap company is geographically diversified, with more than half of its revenue generated outside of the United States. Illinois Tool Works has increased its dividend for 55 consecutive years, which qualifies the company to be a member of the Dividend Aristocrats Index.

On July 26<sup>th</sup>, 2019 Illinois Tool Works reported Q2 2019 results for the period ending June 30<sup>th</sup>, 2019. For the quarter revenue came in at \$3.61 billion, down 5.8% from \$3.83 billion in Q2 2018. CEO Scott Santi referred to a “more challenging demand environment” with organic revenue down 2.8% as well. The company’s operating margin equaled 24.1%. Net income came in at \$623 million, while earnings-per-share fell from \$1.97 to \$1.91 in the prior year period.

Illinois Tool Works also updated its full year 2019 guidance. The company now expects full year sales to be down 1% to 3%, with earnings-per-share coming in the \$7.55 to \$7.85 range (from \$7.90 to \$8.20 previously), reflecting lower anticipated demand. We have updated our forecast accordingly.

On August 2<sup>nd</sup>, 2019 Illinois Tool Works declared a \$1.07 quarterly dividend, representing a 7% increase and the company’s 55<sup>th</sup> consecutive years of not only paying but also increasing its payout.

## Growth on a Per-Share Basis

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2024
<b>EPS</b>	\$1.93	\$3.03	\$3.74	\$4.09	\$3.63	\$4.67	\$5.13	\$5.70	\$6.78	\$7.60	<b>\$7.70</b>	<b>\$10.30</b>
<b>DPS</b>	\$1.24	\$1.30	\$1.40	\$1.48	\$1.60	\$1.75	\$2.07	\$2.40	\$2.73	\$3.56	<b>\$4.28</b>	<b>\$5.15</b>
<b>Shares<sup>1</sup></b>	502	498	484	455	430	383	364	347	342	328	<b>328</b>	<b>300</b>

Since 2007 Illinois Tool Works has increased earnings-per-share by an average compound rate of 7.7% per annum. While there was cyclicity during the last recession, including a 40% drop in earnings from 2007 to 2009, generally the company has exhibited consistent progress.

In the past Illinois Tool Works was able to grow via moderate top-line growth that was aided significantly by margin expansion (from 7% in 2009 to 17% in 2018) and share repurchases (reducing the share count by 35% since 2009). Moving forward these two items become a bit harder to formulate as the company is now coming off a much larger base as it relates to margins, and the valuation has been higher than typical lately. Still, the payout ratio is more than reasonable and the balance sheet is in good shape, allowing for some flexibility from a capital allocation standpoint. Moreover, attractive returns can be achieved without venturing outside Illinois Tool Works’ existing core competencies. Illinois Tool Works can continue to invest cash into its sales networks, R&D, and production capacity and the company’s cost-cutting efforts could continue to buoy margins.

Illinois Tool Works has a target of growing earnings-per-share by 7% to 10% annually through 2023. While we believe this goal is achievable – and in-line with the company’s historical record - we are a bit more cautious, forecasting 6% growth over the intermediate-term.

1: In millions.

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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## Valuation Analysis

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Now	2024
Avg. P/E	20.1	15.4	13.7	13.9	19.4	18.5	18.0	19.0	21.0	19.3	19.5	17.0
Avg. Yld.	3.2%	2.8%	2.7%	2.6%	1.7%	2.0%	2.2%	2.2%	1.9%	2.4%	2.9%	2.9%

Over the past decade shares of Illinois Tool Works have traded hands with an average P/E ratio of between 17 and 18 times earnings. We believe that a P/E ratio of 17 is a fair starting point, considering the quality of the business and growth prospects. With a 50% payout ratio, this indicates a fair dividend yield of 2.9%. With shares currently trading above 19 times earnings, this implies the potential for a moderate valuation headwind.

## Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2024
Payout	64%	43%	37%	36%	44%	37%	40%	42%	40%	47%	56%	50%

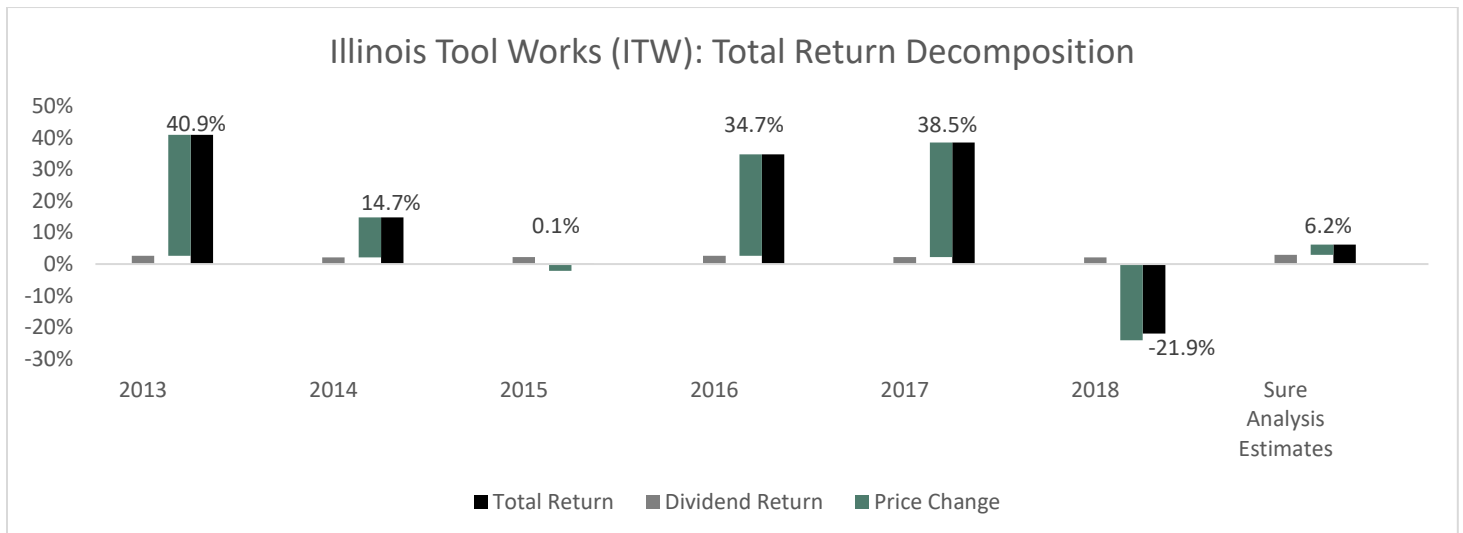
Illinois Tool Works has an excellent dividend growth history. Its payout ratio was relatively high during the last financial crisis, but the company was not forced to cut the payout. Today the dividend payout ratio sits just above 50% - the company's long-term target – meaning that future dividend growth may trail earnings growth slightly.

Illinois Tool Works' industry is not glamorous or one with outstanding growth rates, but the company has established itself as a major player that continues to grow profitably. Its experienced management and strong fundamentals, such as an above-average return on capital, function as competitive advantages. The company's profits were reduced during the last financial crisis, posting earnings-per-share of \$3.36, \$3.05, \$1.93 and \$3.03 during the 2007 through 2010 stretch. This is something to consider for the next recession, but in general we are upbeat about the business.

## Final Thoughts & Recommendation

Shares are more or less unchanged since our last report, while earnings expectations have been reduced for this year. Illinois Tool Works combines solid earnings growth, an above-average dividend yield, a long and successful dividend growth history, and a compelling long-term track record. Total return potential comes in at 6.2% per annum, stemming from the 6% growth rate and a 2.9% starting dividend yield offset by the possibility of a -2.7% valuation headwind. While we are enthused about the business, we are less keen on the valuation and reiterate our hold rating.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>Revenue</b>	13877	15416	14515	14791	14135	14484	13405	13599	14314	14768
<b>Gross Profit</b>	4732	5419	5426	5657	5581	5811	5517	5703	6005	6164
<b>Gross Margin</b>	34.1%	35.2%	37.4%	38.2%	39.5%	40.1%	41.2%	41.9%	42.0%	41.7%
<b>SG&amp;A Exp.</b>	3037	2957	2846	2928	2815	2678	2417	2415	2400	2391
<b>D&amp;A Exp.</b>	675	549	594	613	613	507	477	470	462	N/A
<b>Operating Profit</b>	1492	2255	2361	2477	2516	2888	2867	3064	3399	3584
<b>Op. Margin</b>	10.7%	14.6%	16.3%	16.7%	17.8%	19.9%	21.4%	22.5%	23.7%	24.3%
<b>Net Profit</b>	947	1503	2071	2870	1679	2946	1899	2035	1687	2563
<b>Net Margin</b>	6.8%	9.7%	14.3%	19.4%	11.9%	20.3%	14.2%	15.0%	11.8%	17.4%
<b>Free Cash Flow</b>	1899	1200	1603	1690	2160	1255	2015	2029	2105	N/A
<b>Income Tax</b>	244	637	448	973	717	809	820	873	1583	831

## Balance Sheet Metrics

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>Total Assets</b>	16082	16250	17984	19309	19966	17465	15729	15201	16780	14870
<b>Cash &amp; Equivalents</b>	1319	1190	1178	2779	3618	3990	3090	2472	3094	1504
<b>Acc. Receivable</b>	N/A	N/A	2819	2742	2365	2293	2203	2357	2628	2622
<b>Inventories</b>	1356	1547	1716	1585	1247	1180	1086	1076	1220	1318
<b>Goodwill &amp; Int.</b>	6584	6574	7431	7788	6885	6466	5999	6021	6024	5717
<b>Total Liabilities</b>	7264	6869	7950	8739	10257	10641	10501	10942	12191	11612
<b>Accounts Payable</b>	690	754	697	676	634	512	449	511	590	524
<b>Long-Term Debt</b>	3129	2830	3990	5048	6344	7419	7422	7829	8328	7380
<b>Total Equity</b>	8808	9370	10017	10561	9703	6819	5224	4254	4585	3254
<b>D/E Ratio</b>	0.36	0.30	0.40	0.48	0.65	1.09	1.42	1.84	1.82	2.27

## Profitability & Per Share Metrics

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>Return on Assets</b>	6.1%	9.3%	12.1%	15.4%	8.6%	15.7%	11.4%	13.2%	10.6%	16.2%
<b>Return on Equity</b>	11.5%	16.5%	21.4%	27.9%	16.6%	35.7%	31.5%	42.9%	38.2%	65.4%
<b>ROIC</b>	8.1%	12.4%	15.8%	19.4%	10.6%	19.4%	14.1%	16.5%	13.5%	21.8%
<b>Shares Out.</b>	502	498	484	455	430	383	364	347	342	337
<b>Revenue/Share</b>	27.65	30.63	29.35	31.26	31.46	35.80	36.22	38.08	41.27	43.81
<b>FCF/Share</b>	3.78	2.38	3.24	3.57	4.81	3.10	5.44	5.68	6.07	N/A

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

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