



The Gorman-Rupp Company (GRC)

Updated October 28th, 2019 by Josh Arnold

Key Metrics

Current Price:	\$37	5 Year CAGR Estimate:	-0.1%	Volatility Percentile:	67.8%
Fair Value Price:	\$27	5 Year Growth Estimate:	4.5%	Momentum Percentile:	55.9%
% Fair Value:	137%	5 Year Valuation Multiple Estimate:	-6.1%	Growth Percentile:	39.1%
Dividend Yield:	1.6%	5 Year Price Target	\$34	Valuation Percentile:	16.1%
Dividend Risk Score:	A	Retirement Suitability Score:	B	Total Return Percentile:	7.2%

Overview & Current Events

Gorman-Rupp began manufacturing pumps and pumping systems back in 1933. Since that time, it has grown into an industry leader with annual sales of \$410 million and a market capitalization of about \$950 million. Today, Gorman-Rupp is a focused, niche manufacturer of critical systems that many industrial clients rely upon for their own success. Gorman-Rupp generates about one-third of its total revenue from outside the US.

Gorman-Rupp reported Q3 earnings on 10/25/19, and results missed expectations. Net sales were down -3.5% against last year, coming in at \$99 million. Domestic sales were up 6.4%, but international sales declined -20.7%, more than offsetting the gains made domestically.

Water markets sales fell \$3.8 million, or -5.3% year-over-year overall. Fire protection revenue was down \$4.1 million, while sales in construction markets were down \$3 million. Municipal market sales were up \$2.8 million, and agriculture and repair revenue was up \$0.5 million to help offset overall weakness.

Sales in non-water markets were up fractionally year-over-year, driven by an increase in petroleum market revenue that was partially offset by a small decline in the industrial and OEM markets, respectively. Gorman-Rupp faced tough comparables from a particularly good Q3 in 2018, and it showed in this year's comparisons.

Gross profit was down to \$25.8 million, a decline from \$27.3 million in last year's Q3. Gross margin came to 26% of revenue, down from 26.6% in the comparable period in 2018. The decline was due to loss of leverage from lower sales volumes, partially offset by an inventory accounting gain.

SG&A costs were 14.3% of net sales, up from 13.8% in last year's Q3. Again, loss of leverage from lower volumes was the culprit. This led operating margins down to 11.7% of revenue, off from 12.8% in the comparable period. On the plus side, the company's effective tax rate fell nearly 4% to 17.9%.

Net income was \$9.8 million, down from \$10.7 million year-over-year. On a per-share basis, earnings fell from 41 cents to 37 cents. After a somewhat weak, but hardly disastrous Q3, we're maintaining our estimate of \$1.35 in earnings-per-share for this year.

Growth on a Per-Share Basis

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2024
EPS	\$0.70	\$0.93	\$1.10	\$1.07	\$1.15	\$1.38	\$1.06	\$0.95	\$1.22	\$1.53	\$1.35	\$1.68
DPS	\$0.26	\$0.27	\$0.27	\$0.31	\$0.33	\$0.37	\$0.41	\$0.43	\$0.47	\$0.51	\$0.54	\$0.66
Shares¹	26	26	26	26	26	26	26	26	26	26	26	26

Gorman-Rupp's earnings volatility has been very high, and that has translated into lots of volatility for the stock in the past decade. As the company makes products for industrial and municipal clients, its revenue can swing wildly from one year to another. Margins have been fairly stable over the past decade, but it does experience boom/bust cycles in revenue generation, leading to lots of earnings volatility, as was the case in Q3 once again. We are forecasting 4.5%

¹ Share count 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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earnings-per-share growth going forward, but note that recent weakness is making the near-term outlook murkier than it was at the start of 2019.

The company can achieve this result mostly through low single-digit sales growth. Management correctly forecast higher sales in 2018 and given its robust backlog of uncompleted work, we see that continuing for the near term. Gorman-Rupp's primary earnings growth driver is certainly revenue as its margins fluctuate over time, even when sales rise.

We are forecasting mid-single-digit growth in the dividend as Gorman-Rupp's increases have been lumpy in the past, but have picked up in terms of significance lately. This is not a stock one buys for dividend growth or current yield, however.

Valuation Analysis

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Now	2024
Avg. P/E	21.3	19.1	21.4	21.5	23.5	23.1	25.8	28.4	24.7	21.6	27.4	20.0
Avg. Yld.	1.7%	1.5%	1.1%	1.4%	1.2%	1.2%	1.5%	1.6%	1.6%	1.5%	1.6%	2.0%

Gorman-Rupp's price-to-earnings multiple stayed in a fairly narrow range from 2008 to 2014, but in more recent years, investors have been willing to pay more. Shares trade at 27.4 times earnings today, which is well in excess of our fair value estimate of 20 times earnings, so we are forecasting a ~6% headwind to total returns from the valuation in the coming years.

The yield should also remain about where it is today; Gorman-Rupp did pay a \$2 special dividend in Q4 of 2018.

Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2024
Payout	37%	29%	26%	29%	29%	27%	38%	45%	39%	33%	43%	39%

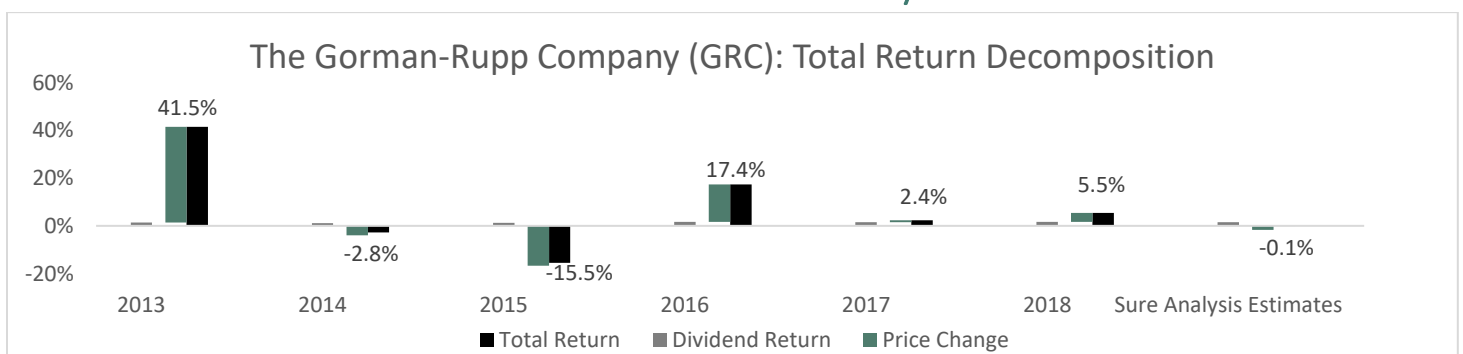
Gorman-Rupp's payout ratio is less than half of earnings and should remain there for the foreseeable future as we anticipate dividend growth to be just slightly ahead of earnings-per-share growth.

Its competitive advantage is in its many decades of experience in providing innovative solutions for niche, but critical, engineering problems facing its customers. However, it is far from immune to recessions as revenue and earnings both fell very sharply during the Great Recession. The next time a recession strikes, earnings will be at risk.

Final Thoughts & Recommendation

Gorman-Rupp is trading at 137% of our estimate of fair value following the Q3 report. The company's moderate level of earnings growth should afford investors essentially no total annual returns, as the yield, earnings growth, and valuation offset each other. As a result of poor total return prospects, Gorman-Rupp earns a sell recommendation from Sure Dividend at current prices.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Revenue	266	297	359	376	392	435	406	382	379	414
Gross Profit	62	76	88	90	94	108	93	92	99	110
Gross Margin	23.2%	25.7%	24.4%	24.0%	23.9%	24.7%	22.8%	24.1%	26.0%	26.5%
SG&A Exp.	35	37	45	48	52	54	56	55	57	59
D&A Exp.	9	11	11	12	14	15	15	16	15	N/A
Operating Profit	26	39	43	42	42	53	36	37	42	51
Operating Margin	9.9%	13.1%	12.0%	11.2%	10.7%	12.3%	9.0%	9.8%	11.1%	12.2%
Net Profit	18	26	29	28	30	36	25	25	27	40
Net Margin	6.9%	8.7%	8.0%	7.5%	7.7%	8.3%	6.2%	6.5%	7.0%	9.6%
Free Cash Flow	50	20	10	16	29	16	32	47	36	N/A
Income Tax	9	12	14	14	14	18	12	12	13	10

Balance Sheet Metrics

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Total Assets	249	287	299	335	356	381	364	383	395	368
Cash & Equivalents	44	32	20	20	31	24	24	58	80	46
Accounts Receivable	37	52	56	59	59	71	77	71	67	68
Inventories	41	51	73	91	90	95	83	69	75	87
Goodwill & Int. Ass.	7	26	25	32	32	40	41	43	38	36
Total Liabilities	72	87	84	100	91	99	77	80	70	75
Accounts Payable	9	12	16	15	18	18	15	16	16	17
Long-Term Debt	15	25	10	22	9	12	0	0	0	0
Shareholder's Equity	177	200	215	235	264	282	287	303	325	293
D/E Ratio	0.08	0.13	0.05	0.09	0.03	0.04	0.00	0.00	0.00	0.00

Profitability & Per Share Metrics

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Return on Assets	7.6%	9.7%	9.8%	8.9%	8.7%	9.8%	6.7%	6.7%	6.8%	10.5%
Return on Equity	10.9%	13.8%	13.9%	12.5%	12.1%	13.2%	8.8%	8.4%	8.5%	12.9%
ROIC	10.4%	12.4%	12.8%	11.7%	11.4%	12.7%	8.6%	8.4%	8.5%	12.9%
Shares Out.	26	26	26	26	26	26	26	26	26	26
Revenue/Share	10.20	11.36	13.70	14.32	14.92	16.56	15.51	14.65	14.54	15.86
FCF/Share	1.90	0.78	0.38	0.62	1.12	0.60	1.24	1.78	1.36	N/A

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

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