



Constellation Brands Inc. (STZ)

Updated January 8th, 2020 by Eli Inkrot

Key Metrics

Current Price:	\$189	5 Year CAGR Estimate:	6.5%	Market Cap:	\$35.9B
Fair Value Price:	\$171	5 Year Growth Estimate:	7.0%	Ex-Dividend Date¹:	2/11/20
% Fair Value:	111%	5 Year Valuation Multiple Estimate:	-2.0%	Dividend Payment Date¹:	2/26/20
Dividend Yield:	1.6%	5 Year Price Target	\$240	Years Of Dividend Growth:	4
Dividend Risk Score:	C	Retirement Suitability Score:	D	Last Dividend Increase:	1.4%

Overview & Current Events

Constellation Brands was founded in 1945. The \$36 billion market cap company produces and distributes alcoholic beverages including beer, wine and spirits. With over 100 brands in its portfolio, it is the No. 3 beer company in the U.S. as it imports and sells beer brands such as Corona, Modelo Especial, Modelo Negra, and Pacifico, along with craft beer brands including Funky Buddha Brewery. In addition, Constellation has many wine brands including Robert Mondavi, Clos du Bois, Kim Crawford, Mark West, and Black Box, as well as spirits brands including SVEDKA Vodka, Casa Noble Tequila, and High West Whiskey. The company also has a stake in cannabis company Canopy Growth.

On January 8th, 2020 Constellation Brands reported Q3 fiscal year 2020 results for the period ending November 30th, 2019. For the quarter Constellation Brands recorded \$1.999 billion in net sales, representing a 1.4% compared to Q3 of last year, led by a 6.8% increase in beer shipping volumes and an 8.3% increase in net beer sales, as Modelo Especial solidified its position as the #4 U.S. brand. Reported earnings-per-share equaled \$1.85, however this included losses attributable to Canopy Growth. Adjusted earnings equaled \$2.39, representing a 1% improvement.

Constellation Brands also updated its guidance for fiscal year 2020. For this year the company now anticipates earnings-per-share to come in between \$9.45 and \$9.55 (up from \$9.00 to \$9.20 previously). This assumes solid growth in beer, offset by a significant decline in the Wine & Spirits divisions, as Constellation is selling a portion of this business. In addition, the assumptions exclude any equity changes in the company's Canopy investment.

Growth on a Per-Share Basis

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2024
EPS	\$1.69	\$1.91	\$2.35	\$2.19	\$3.25	\$4.44	\$5.43	\$6.76	\$8.72	\$9.28	\$9.50	\$13.32
DPS	---	---	---	---	---	---	\$1.24	\$1.60	\$2.08	\$2.96	\$3.00	\$4.41
Shares²	222	210	194	190	196	200	199	195	191	191	190	190

Note: while Constellation Brands is now in fiscal year 2020, we are displaying earnings closer to the actual calendar year.

Constellation Brands has put together a terrific record in the last decade, growing earnings-per-share by over 19% per year. However, it's important to underscore that this was during a time when the company's revenue more than doubled and its net profit margin went from 9.5% to over 23%. Both of these aspects get more difficult to improve on.

In a highly competitive U.S. beer, wine, and sprits market, Constellation Brands has differentiated itself with a focus on what the company describes as "premiumization" trends. This means the company is pursuing growth in the high-end of the beer, wine, and spirits categories. It is also expanding into new product categories to appeal to changing consumer preferences. An example of this is the August 2017 acquisition of Funky Buddha, which included a portfolio of craft beers to add exposure to the high-growth craft beer segment of the U.S. beer market. In 2018, Constellation Brands acquired Four Corners Brewing, and recently Constellation Brands invested \$4 billion in cannabis producer Canopy Growth, giving

¹ Estimate

² 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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it a 38% ownership stake. Taking into consideration the strong history and growth avenues available to the company, along with management's recent guidance, we expect 7% annual earnings growth over the next five years.

Valuation Analysis

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Now	2024
Avg. P/E	8.5	9.5	8.7	13.6	18.4	20.3	23.6	23.3	22.7	22.2	19.9	18.0
Avg. Yld.	---	---	---	---	---	---	1.0%	1.0%	1.1%	1.4%	1.6%	1.8%

Constellation Brands has enjoyed rapid earnings growth in recent years, and shareholders have been rewarded with a rising valuation. The downside of this is that the stock now trades at a significant premium to its historical valuation, with a current price-to-earnings ratio near 20 times earnings against an average closer to 17. The 10-year average valuation may be slightly lower than where the stock deserves to trade, given its strong brands and high rate of earnings growth, coupled with the idea that the valuation was severely depressed during the Great Recession. Still, shares trade above our fair value estimation of 18 times earnings, indicating the potential for a valuation headwind.

Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2024
Payout	---	---	---	---	---	---	23%	24%	24%	32%	32%	33%

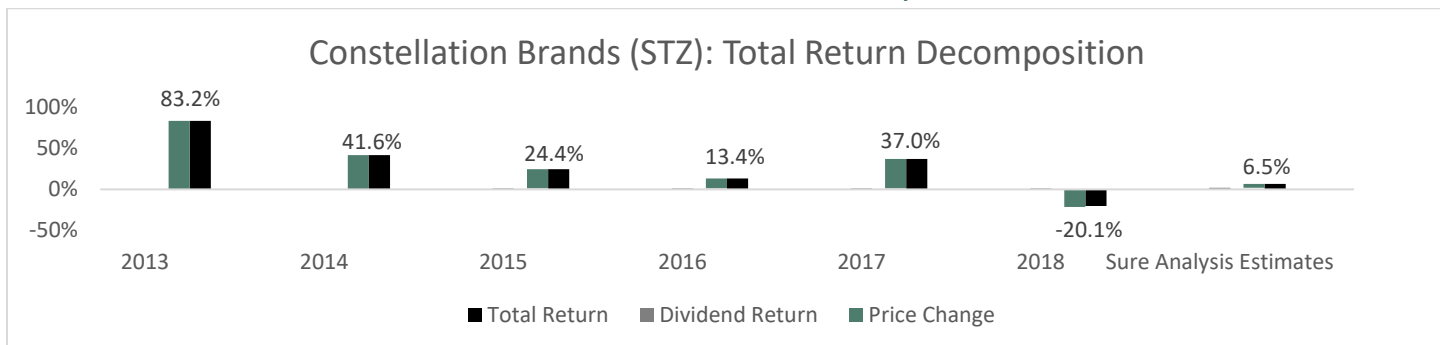
Constellation Brands has a number of competitive advantages. Its long list of strong brands gives the company pricing power. It has six of the top 15 imported U.S. beer brands, and 19 of the 100 top-selling wine brands. Its strong distributor network provides an effective route-to-market for the company's strategy in premium categories. Another benefit of Constellation Brands' business is that it can withstand downturns very well. Alcoholic beverages are generally resistant to recessions. During the last recession, Constellation Brands reported earnings-per-share of \$1.68, \$1.44, \$1.60 and \$1.91 during the 2006 through 2009 stretch.

As of the most recent report, Constellation Brands held \$94 million in cash, \$3.5 billion in current assets (39% of which was inventory) and \$27.1 billion in total assets (39% of which was goodwill and intangible assets) against \$2.5 billion in current liabilities and \$15.1 billion in total liabilities. Long-term debt stood at \$11.3 billion against underlying annual earnings power of roughly \$1.8 billion.

Final Thoughts & Recommendation

Shares are down -3% since our last update, with improved earnings expectations. Constellation Brands has generated incredible returns for shareholders since 2011. Much of the returns were fueled by an expanding valuation and earnings growth. While we expect the company will continue growing earnings at a high rate (7%), the valuation has become elevated (allowing for a potential headwind) and the dividend yield (1.6%) is unimpressive. We rate shares as a hold.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Revenue	3365	3332	2654	2796	4868	6028	6548	7332	7585	8116
Gross Profit	1145	1190	1062	1108	1992	2579	2942	3529	3817	4080
Gross Margin	34.0%	35.7%	40.0%	39.6%	40.9%	42.8%	44.9%	48.1%	50.3%	50.3%
SG&A Exp.	683	641	538	585	895	1078	1177	1392	1533	1668
D&A Exp.	156	125	104	115	155	162	180	238	294	333
Operating Profit	462	549	525	523	1097	1500	1765	2137	2285	2412
Operating Margin	13.7%	16.5%	19.8%	18.7%	22.5%	24.9%	27.0%	29.1%	30.1%	29.7%
Net Profit	99	560	445	388	1943	839	1055	1535	2319	3436
Net Margin	3.0%	16.8%	16.8%	13.9%	39.9%	13.9%	16.1%	20.9%	30.6%	42.3%
Free Cash Flow	295	531	716	494	603	362	522	789	874	1360
Income Tax	160	-9	89	129	259	343	441	554	12	686

Balance Sheet Metrics

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Total Assets	8094	7168	7110	7638	14302	15093	16965	18602	20539	29232
Cash & Equivalents	44	9	86	332	64	110	83	177	90	94
Accounts Receivable	515	417	438	472	626	599	733	737	776	847
Inventories	1880	1369	1375	1481	1744	1827	1852	1955	2084	2130
Goodwill & Int. Ass.	3496	3506	3499	3594	9378	9389	10542	11298	11388	11287
Total Liabilities	5518	4616	4434	4778	9321	9212	10273	11718	12476	16394
Accounts Payable	269	129	131	209	295	286	429	560	592	617
Long-Term Debt	3836	3236	3130	3305	7021	7297	8081	9238	10187	13617
Shareholder's Equity	2576	2552	2676	2860	4981	5771	6560	6891	8046	12551
D/E Ratio	1.49	1.27	1.17	1.16	1.41	1.26	1.23	1.34	1.27	1.08

Profitability & Per Share Metrics

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Return on Assets	1.2%	7.3%	6.2%	5.3%	17.7%	5.7%	6.6%	8.6%	11.8%	13.8%
Return on Equity	4.4%	21.8%	17.0%	14.0%	49.6%	15.6%	17.1%	22.8%	31.0%	33.4%
ROIC	1.6%	9.2%	7.7%	6.5%	21.4%	6.7%	7.5%	9.9%	13.5%	15.4%
Shares Out.	222	210	194	190	196	200	199	195	191	196
Revenue/Share	15.21	15.59	12.72	14.69	24.64	29.96	32.13	35.92	37.78	41.51
FCF/Share	1.33	2.48	3.43	2.60	3.05	1.80	2.56	3.86	4.35	6.96

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

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