

# Fastenal Company (FAST)

Updated July 14<sup>th</sup>, 2020 by Eli Inkrot

## Key Metrics

<b>Current Price:</b>	\$43	<b>5 Year CAGR Estimate:</b>	1.2%	<b>Market Cap:</b>	\$24.7 B
<b>Fair Value Price:</b>	\$28	<b>5 Year Growth Estimate:</b>	7.0%	<b>Ex-Dividend Date:</b>	07/27/20
<b>% Fair Value:</b>	152%	<b>5 Year Valuation Multiple Estimate:</b>	-8.0%	<b>Dividend Payment Date:</b>	08/25/20
<b>Dividend Yield:</b>	2.3%	<b>5 Year Price Target</b>	\$40	<b>Years Of Dividend Growth:</b>	20
<b>Dividend Risk Score:</b>	C	<b>Retirement Suitability Score:</b>	D	<b>Last Dividend Increase:</b>	13.6%

## Overview & Current Events

Fastenal began in 1967 when Bob Kierlin and four friends pooled together \$30,000 to open the first store. The original intent was to dispense nuts and bolts via vending machine, but it would take a few decades before that idea got off the ground. The company went public in 1987, and today provides fasteners, tools and supplies to its customers via 2,060 public branches, 1,212 active Onsite locations and over 92,000 industrial vending devices. The \$25 billion market cap company employs over 22,000 people and generates over \$5 billion in annual sales.

On July 14<sup>th</sup>, 2020 Fastenal reported Q2 2020 results for the period ending June 30<sup>th</sup>, 2020. For the quarter, the company reported net sales of \$1.509 billion, a 10.3% increase compared to the year ago period, driven by a surge in demand for personal protective equipment (PPE) that more than offset a decline in the company's traditional business lines. Net earnings totaled \$238.9 million, a 16.7% increase compared to Q2 2019, while earnings-per-share equaled \$0.42 compared to \$0.36 previously. The company's net margin is still being adversely affected by the differential between the decline in the higher margin fastener business compared to the lower margin safety business.

During the Q2 2020 Fastenal signed 3,483 industrial vending units and 40 Onsite locations, bringing the totals up to 92,615 and 1,212 respectively. Meanwhile, the number of public branches continues to decline, from 2,165 in Q2 2019 to 2,060 in Q2 2020. Fastenal has pulled its guidance for vending and Onsite signings as a result of recent uncertainty. Total debt on the balance sheet equaled \$405 million or 12.7% of total capital, down from \$500 million in Q2 2019.

## Growth on a Per-Share Basis

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2025
<b>EPS</b>	\$0.45	\$0.61	\$0.71	\$0.76	\$0.84	\$0.89	\$0.87	\$1.01	\$1.31	\$1.38	<b>\$1.35</b>	<b>\$1.89</b>
<b>DPS</b>	\$0.21	\$0.33	\$0.37	\$0.40	\$0.50	\$0.56	\$0.60	\$0.64	\$0.77	\$0.87	<b>\$1.00</b>	<b>\$1.28</b>
<b>Shares<sup>1</sup></b>	590	591	593	594	592	579	578	575	572	574	<b>575</b>	<b>570</b>

From 2008 through 2019, Fastenal grew earnings-per-share by an average compound rate of 10.1% per annum. This was driven by a variety of factors, including sales basically doubling over this period, an improvement in margins and most recently as a result of tax reform. The COVID-19 pandemic will impact the business, but the situation remains very fluid. The traditional business faces challenges, but the Safety segment is making up for lost sales. We continue to anticipate 7% growth over the intermediate term.

Fastenal is in the midst of a transformation from the traditional public branches leading the business to Onsite locations and vending devices heading the growth story (public store count topped out in 2014 and has since been declining, while Onsite and vending have increased materially). We believe this is a prudent move, establishing stickier relationships with customers. This is especially true since only a small fraction of the company's business is from walk-in customers while the majority is done business-to-business.

On the flip side, the large, national accounts that the company is pursuing are tougher for margins, but this should be made up for in incremental volume. Moreover, the company is exposed to a fair amount of cyclicality as over half of the business is in construction and heavy manufacturing. Something to watch as economic conditions teeter on recession.

<sup>1</sup> In millions.

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## Valuation Analysis

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	Now	2025
Avg. P/E	27.9	28.2	31.7	32.3	27.9	23.2	25.3	23.3	20.8	23.6	31.9	21.0
Avg. Yld.	1.6%	1.9%	1.6%	1.6%	2.1%	2.7%	2.7%	2.7%	2.8%	2.6%	2.3%	3.2%

Over the past decade shares of Fastenal have traded hands with an average P/E ratio of 26 times earnings. Even during the depths of the recession, shares did not trade below 15 times earnings. And since 2010 you would be hard pressed to find shares trading under 20 times earnings. Fastenal, it seems, has always traded at a premium valuation.

This premium has implications on the shareholder return side, as the dividend yield will remain average (even with an elevated payout ratio) and share buybacks do not look particularly attractive. (The last time a meaningful number of shares were retired was in 2015, when the company took on debt.) Against an assumed fair value of 21 times earnings, the current valuation implies the potential for a significant total return headwind.

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

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2025
Payout	47%	54%	52%	53%	60%	63%	69%	63%	59%	63%	74%	67%

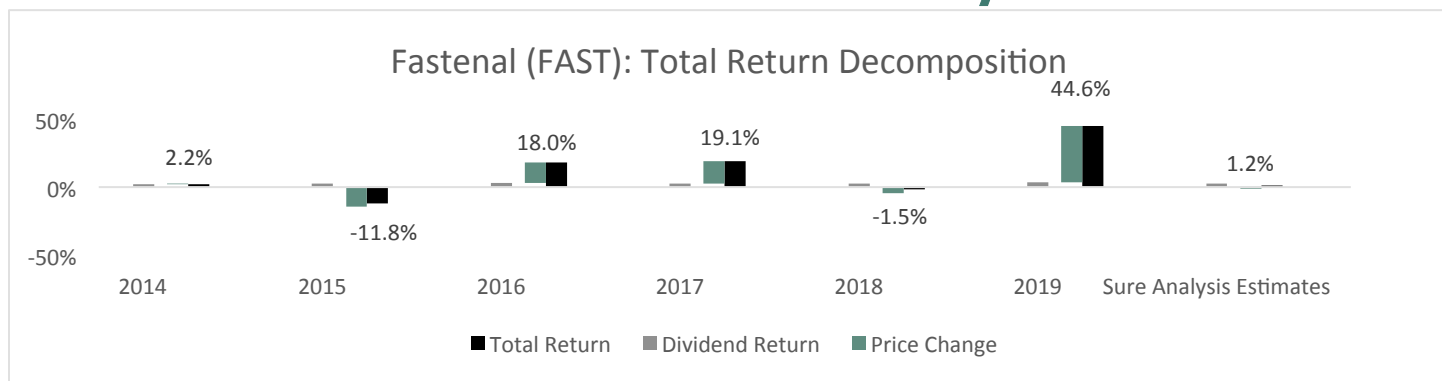
Fastenal has a first mover competitive advantage in its industrial vending and Onsite locations, creating a very sticky and well-attuned customer relationship with high switching costs. Moreover, the company's scale allows for the company to continue on its growth path, adjusting to business preferences and reliably delivering needed goods.

During the last recession, Fastenal reported earnings-per-share of \$0.39, \$0.48, \$0.31 and \$0.45 for the 2007 through 2010 period. Moreover, the dividend kept on increasing during this time. While we note some cyclical possibilities in the construction industry, thus far the company has proven itself to be well prepared to survive financial storms. We note that the dividend payout ratio is elevated, but we believe this is reasonable considering the strong financial position.

## Final Thoughts & Recommendation

Shares are up 26% since our last report. Fastenal has proven itself to be a great business, with earnings and dividends growing consistently over the years. Moreover, the company is executing moves to better cement itself as a go-to supplier. It's the sort of business that you would be proud to own. However, on the security side the elevated valuation gives us pause. Total return potential comes in at 1.2% per annum, driven by 7% growth and a 2.3% dividend offset by the potential for a significant valuation headwind. We are enthused about the quality of the business and growth prospects, but we are not excited about the security's valuation. Shares earn a sell rating due to valuation concerns.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Revenue	2269	2767	3134	3326	3734	3869	3962	4391	4965	5334
Gross Profit	1175	1434	1615	1719	1897	1949	1965	2164	2399	2515
Gross Margin	51.8%	51.8%	51.5%	51.7%	50.8%	50.4%	49.6%	49.3%	48.3%	47.2%
SG&A Exp.	745	859	941	1007	1111	1122	1170	1283	1400	1459
D&A Exp.	41	45	54	64	73	87	104	127	138	149
Operating Profit	430	575	673	712	787	827	795	881	999	1056
Operating Margin	18.9%	20.8%	21.5%	21.4%	21.1%	21.4%	20.1%	20.1%	20.1%	19.8%
Net Profit	265	358	421	449	494	516	499	579	752	791
Net Margin	11.7%	12.9%	13.4%	13.5%	13.2%	13.3%	12.6%	13.2%	15.1%	14.8%
Free Cash Flow	167	148	258	210	310	395	330	465	498	596
Income Tax	165	217	254	265	293	310	290	295	235	253

## Balance Sheet Metrics

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Total Assets	1468	1685	1816	2076	2359	2532	2669	2911	3322	3800
Cash & Equivalents	144	118	80	59	114	129	113	117	167	175
Accounts Receivable	270	339	372	414	462	468	500	608	714	742
Inventories	557	646	715	784	869	913	993	1093	1279	1366
Goodwill & Int. Ass.	---	---	---	---	---	---	---	---	---	---
Total Liabilities	186	226	255	303	444	731	736	814	1019	1134
Accounts Payable	60	74	78	91	104	126	109	148	194	193
Long-Term Debt	0	0	0	0	90	365	390	415	500	345
Shareholder's Equity	1283	1459	1560	1773	1915	1801	1933	2097	2303	2666
D/E Ratio	0	0	0	0	0	0.2	0.2	0.2	0.2	0.13

## Profitability & Per Share Metrics

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Return on Assets	19.0%	22.7%	24.0%	23.1%	22.3%	21.1%	19.2%	20.7%	24.1%	22.2%
Return on Equity	21.5%	26.1%	27.9%	26.9%	26.8%	27.8%	26.7%	28.7%	34.2%	31.8%
ROIC	21.5%	26.1%	27.9%	26.9%	26.2%	24.8%	22.2%	23.9%	28.3%	27.2%

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

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