



# 1<sup>st</sup> Source Corp. (SRCE)

Updated January 27<sup>th</sup>, 2021 by Josh Arnold

## Key Metrics

|                             |      |                                            |       |                                  |          |
|-----------------------------|------|--------------------------------------------|-------|----------------------------------|----------|
| <b>Current Price:</b>       | \$42 | <b>5 Year CAGR Estimate:</b>               | 3.2%  | <b>Market Cap:</b>               | \$1.1 B  |
| <b>Fair Value Price:</b>    | \$39 | <b>5 Year Growth Estimate:</b>             | 2.0%  | <b>Ex-Dividend Date:</b>         | 02/01/21 |
| <b>% Fair Value:</b>        | 108% | <b>5 Year Valuation Multiple Estimate:</b> | -1.5% | <b>Dividend Payment Date:</b>    | 02/12/21 |
| <b>Dividend Yield:</b>      | 2.8% | <b>5 Year Price Target</b>                 | \$43  | <b>Years Of Dividend Growth:</b> | 32       |
| <b>Dividend Risk Score:</b> | C    | <b>Retirement Suitability Score:</b>       | C     | <b>Last Dividend Increase:</b>   | 2.7%     |

## Overview & Current Events

1<sup>st</sup> Source was founded back in 1863 and since that time has grown into a regional bank with \$7.3 billion in total assets. The company is headquartered in Indiana and has about 100 locations to service its customers. 1<sup>st</sup> Source's market capitalization is \$1.1 billion, and it is expected to produce in excess of \$325 million in revenue this year. 1<sup>st</sup> Source also has an exceptional dividend increase streak that stands at 32 years, which very few banks can match.

1<sup>st</sup> Source reported fourth quarter and full-year earnings on January 21<sup>st</sup>, 2021 and both revenue and profits came in ahead of expectations. Total revenue was up 9% year-over-year to \$88 million. Net interest income was up fractionally for the year, and was up \$6.8 million, or 12% from the fourth quarter in 2019. Noninterest income rose \$2.8 million for the year and was essentially flat for the fourth quarter year-over-year. However, excluding leased depreciation, noninterest income would have risen 10% for the year and nearly 8% for the quarter.

Noninterest expenses fell -0.9% for the year and -0.8% for the quarter, although on an adjusted basis, those numbers were slightly worse at +2% and +1.6% respectively. Still, 1<sup>st</sup> Source did a nice job of controlling costs in a tough climate.

Average loans and leases were up 9.3% for the year, and up 9.3% for the quarter as well. Average deposits were up 8.7% for the year and +10.3% for the fourth quarter. The bank ended the fourth quarter with a loan-to-deposit ratio of 92%, which is quite elevated against the bank's peers.

Net charge-offs were \$9.2 million for the year and \$3.7 million for the quarter, up from \$5.1 million and \$0.6 million, respectively, in the year-ago periods. This is consistent with other banks posting massive increases in charge-offs amidst business and consumer defaults due to COVID-19.

Provisions for credit losses were \$36 million for the year, more than double 2019, and \$5 million in Q4, up from \$3 million in the same period last year.

Diluted earnings-per-share came to \$3.27, down from \$3.58 in the prior year. The fourth quarter showed improvement, however, with earnings of \$1.03 per share against \$0.86 in the year-ago period.

We see the combination of eroding credit quality, very low lending rates, and an elevated loan-to-deposit ratio as keeping earnings flat for 1<sup>st</sup> Source in 2021; our initial estimate is for \$3.25 in earnings-per-share.

## Growth on a Per-Share Basis

| Year                      | 2011   | 2012   | 2013   | 2014   | 2015   | 2016   | 2017   | 2018   | 2019   | 2020   | 2021          | 2026          |
|---------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------------|---------------|
| <b>EPS</b>                | \$1.78 | \$1.84 | \$2.03 | \$2.17 | \$2.17 | \$2.22 | \$2.52 | \$3.16 | \$3.58 | \$3.27 | <b>\$3.25</b> | <b>\$3.59</b> |
| <b>DPS</b>                | \$0.58 | \$0.60 | \$0.62 | \$0.65 | \$0.67 | \$0.72 | \$0.76 | \$0.96 | \$1.10 | \$1.13 | <b>\$1.16</b> | <b>\$1.28</b> |
| <b>Shares<sup>1</sup></b> | 27     | 27     | 27     | 26     | 26     | 26     | 26     | 26     | 26     | 26     | <b>25</b>     | <b>23</b>     |

Earnings-per-share growth has been robust since the bottom in 2009. Recent growth has been fueled by gains in the company's asset base, averaging 5%+ in the past decade. 1<sup>st</sup> Source's strong balance sheet growth has been accompanied by expanding margins and prudent operating expenditures, allowing for a rise in returns on its asset base. However, we are forecasting 2% growth, given the lending margin headwinds banks are facing, which are showing no

<sup>1</sup> Share count in millions

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signs of abating. 1<sup>st</sup> Source is trying to build more fee revenue, but its business is still heavily dependent upon lending margins, and we think growth will slow because of the unfavorable interest rate environment. Q4 results showed this as noninterest income once again outperformed interest income.

Our expectation for the dividend is now \$1.28 in 2026 as we think COVID-19-related economic weakness will force banks to conserve capital. This is particularly true for 1<sup>st</sup> Source given the earnings growth headwinds it is facing.

## Valuation Analysis

| Year      | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | Now  | 2026 |
|-----------|------|------|------|------|------|------|------|------|------|------|------|------|
| Avg. P/E  | 10.9 | 11.3 | 11.8 | 12.8 | 13.9 | 15.3 | 18.4 | 16.4 | 13.1 | 11.2 | 12.9 | 12.0 |
| Avg. Yld. | 3.0% | 2.9% | 2.6% | 2.3% | 2.2% | 2.1% | 1.6% | 1.9% | 2.4% | 3.1% | 2.8% | 3.0% |

1<sup>st</sup> Source's price-to-earnings multiple has been fairly steady, all things considered, for the past decade. It is trading for 12.9 times earnings today, which is somewhat above our estimate of fair value. Therefore, we see a slight headwind to total returns from the valuation in the coming years. This should keep the yield around 3% for the foreseeable future.

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

| Year   | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2026 |
|--------|------|------|------|------|------|------|------|------|------|------|------|------|
| Payout | 33%  | 33%  | 31%  | 30%  | 32%  | 34%  | 30%  | 30%  | 31%  | 35%  | 36%  | 36%  |

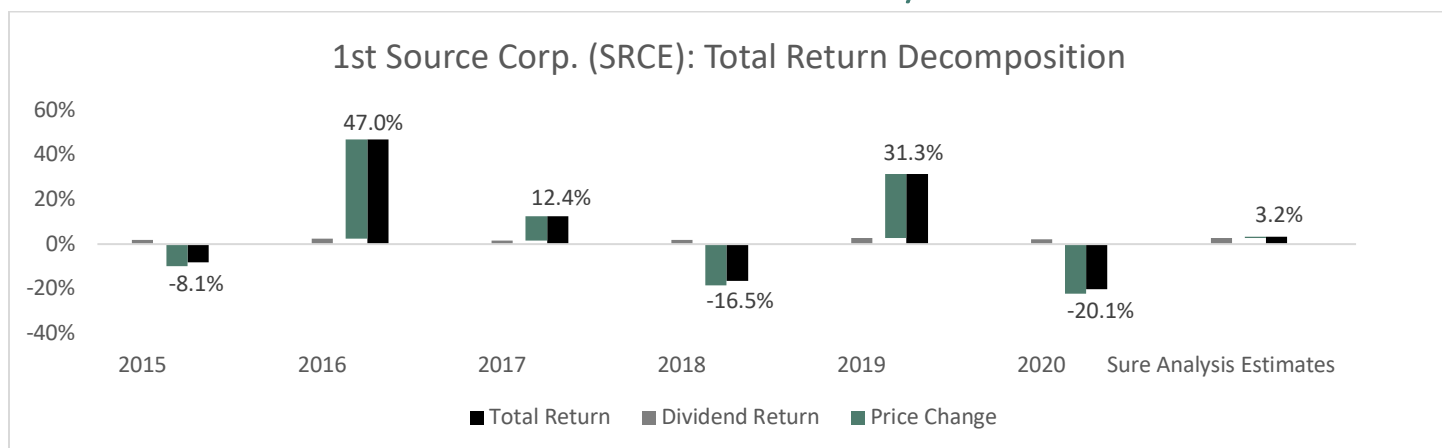
The payout ratio should be in the area of one-third of normalized earnings, given that dividend raises will likely be in line with earnings growth in the coming years. We see the dividend as safe and with a lot of room to grow given 1<sup>st</sup> Source's commitment to raising the payout, as well as the low payout ratio. We see the payout growing even if 1<sup>st</sup> Source isn't able to produce strong earnings growth.

1<sup>st</sup> Source's competitive advantage is in its clean balance sheet, strong profitability metrics and robust market position in the areas it serves. The advantage of a community or regional bank is that it can generate sizable market share in lots of small markets, creating a sustainable competitive advantage. It is obviously not immune from recessions but did perform well in 2020 all things considered.

## Final Thoughts & Recommendation

We believe total returns for 1<sup>st</sup> Source investors could be just 3.2% annually, consisting of the current 2.8% yield, a moderate headwind from the valuation and low single-digit earnings-per-share growth. 1<sup>st</sup> Source is a high-quality bank stock, but we are moving the stock from hold to sell on forecasted earnings headwinds, as well as the valuation.

## Total Return Breakdown by Year



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## Income Statement Metrics

| Year           | 2011  | 2012  | 2013  | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020  |
|----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Revenue        | 229   | 233   | 234   | 238   | 250   | 259   | 284   | 311   | 325   | 330   |
| SG&A Exp.      | 91    | 96    | 94    | 96    | 100   | 100   | 102   | 109   | 112   | 114   |
| D&A Exp.       | 25    | 22    | 19    | 20    | 24    | 28    | 32    | 33    | 35    | ---   |
| Net Profit     | 48    | 50    | 55    | 58    | 57    | 58    | 68    | 82    | 92    | 81    |
| Net Margin     | 21.0% | 21.3% | 23.5% | 24.4% | 23.0% | 22.3% | 23.9% | 26.5% | 28.3% | 24.7% |
| Free Cash Flow | 103   | 86    | 59    | 37    | 37    | 59    | 88    | 135   | 154   | ---   |
| Income Tax     | 26    | 26    | 29    | 26    | 31    | 31    | 33    | 23    | 28    | 25    |

## Balance Sheet Metrics

| Year                 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|----------------------|------|------|------|------|------|------|------|------|------|------|
| Total Assets         | 4374 | 4551 | 4723 | 4830 | 5188 | 5486 | 5887 | 6294 | 6623 | 7316 |
| Cash & Equivalents   | 61   | 83   | 78   | 65   | 65   | 59   | 74   | 95   | 67   | 74   |
| Goodwill & Int. Ass. | 88   | 88   | 86   | 85   | 85   | 84   | 84   | 84   | 84   | 84   |
| Total Liabilities    | 3850 | 3992 | 4137 | 4215 | 4544 | 4814 | 5169 | 5530 | 5774 | 6386 |
| Long-Term Debt       | 145  | 140  | 250  | 222  | 219  | 262  | 119  | 199  | 138  | 148  |
| Shareholder's Equity | 524  | 559  | 585  | 614  | 644  | 673  | 719  | 762  | 828  | 887  |
| D/E Ratio            | 0.28 | 0.25 | 0.43 | 0.36 | 0.34 | 0.39 | 0.17 | 0.26 | 0.17 | 0.17 |

## Profitability & Per Share Metrics

| Year             | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017  | 2018  | 2019  | 2020  |
|------------------|------|------|------|------|------|------|-------|-------|-------|-------|
| Return on Assets | 1.1% | 1.1% | 1.2% | 1.2% | 1.1% | 1.1% | 1.2%  | 1.4%  | 1.4%  | 1.2%  |
| Return on Equity | 9.5% | 9.2% | 9.6% | 9.7% | 9.1% | 8.8% | 9.8%  | 11.1% | 11.6% | 9.5%  |
| ROIC             | 7.5% | 7.3% | 7.2% | 6.9% | 6.8% | 6.4% | 7.7%  | 9.2%  | 9.3%  | 7.9%  |
| Shares Out.      | 27   | 27   | 27   | 26   | 26   | 26   | 26    | 26    | 26    | 26    |
| Revenue/Share    | 9.46 | 8.72 | 8.74 | 9.01 | 9.55 | 9.99 | 10.97 | 11.99 | 12.70 | 12.92 |
| FCF/Share        | 4.24 | 3.22 | 2.19 | 1.39 | 1.40 | 2.28 | 3.40  | 5.23  | 6.02  | ---   |

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

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