



# United Parcel Service Inc. (UPS)

Updated February 2<sup>nd</sup>, 2021 by Eli Inkrot

## Key Metrics

<b>Current Price:</b>	\$160	<b>5 Year CAGR Estimate:</b>	6.8%	<b>Market Cap:</b>	\$140 B
<b>Fair Value Price:</b>	\$145	<b>5 Year Growth Estimate:</b>	6.5%	<b>Ex-Dividend Date<sup>1</sup>:</b>	02/24/21
<b>% Fair Value:</b>	111%	<b>5 Year Valuation Multiple Estimate:</b>	-2.1%	<b>Dividend Payment Date<sup>1</sup>:</b>	03/10/21
<b>Dividend Yield:</b>	2.5%	<b>5 Year Price Target</b>	\$198	<b>Years Of Dividend Growth:</b>	11
<b>Dividend Risk Score:</b>	B	<b>Retirement Suitability Score:</b>	C	<b>Last Dividend Increase:</b>	5.2%

## Overview & Current Events

United Parcel Service, founded in 1907 and headquartered in Atlanta, GA, is a logistics and package delivery company that offers services including transportation, distribution, ground freight, ocean freight, insurance and financing. Its operations are split into three segments: US Domestic Package, International Package, and Supply Chain & Freight. UPS trades with a market capitalization of \$140 billion.

On January 25<sup>th</sup>, 2021 UPS agreed to sell UPS Freight to TFI International for \$800 million.

On February 2<sup>nd</sup>, 2021 UPS reported Q4 and full year 2020 results for the period ending December 31<sup>st</sup>, 2020. For the quarter the company generated revenue of \$24.9 billion, a 21.0% increase compared to Q4 2019, as consolidated average daily volume grew 10.6%. The U.S. Domestic segment (making up 63% of sales) saw a 17.4% gain, while the International and Supply Chain & Freight segments posted gains of 21.9% and 29.0% respectively. Adjusted net income equaled \$2.3 billion or \$2.66 compared to \$2.11 in Q4 2019.

For the year UPS generated revenue of \$84.6 billion, a 14.2% increase compared to 2019, as all three segments posted 12% to 15% growth. Adjusted earnings-per-share equaled \$8.23 compared to \$7.53 in 2019. Due to the COVID-19 pandemic UPS is not providing a revenue or earnings outlook for 2021. However, UPS did say that the dividend is expected to grow, and the company has no plans to repurchase shares or access the capital markets in 2021.

## Growth on a Per-Share Basis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
<b>EPS</b>	\$4.23	\$4.53	\$4.61	\$4.75	\$5.43	\$5.75	\$6.01	\$7.24	\$7.53	\$8.23	<b>\$8.50</b>	<b>\$11.65</b>
<b>DPS</b>	\$2.08	\$2.28	\$2.48	\$2.68	\$2.92	\$3.12	\$3.32	\$3.64	\$3.84	\$4.04	<b>\$4.04</b>	<b>\$5.54</b>
<b>Shares<sup>2</sup></b>	963	953	924	905	886	868	859	858	857	871	<b>875</b>	<b>860</b>

During the last financial crisis, UPS' profitability declined substantially. Earnings-per-share dropped from \$4.11 in 2007 to \$2.31 in 2009. Since then profits had risen relatively consistently. When we look at the 2007-2020 timeframe, earnings-per-share grew by 5.5% annually. The growth rate since 2010 has been 8.7% per annum. However, profit growth during 2018 was higher than in recent years, which is due to the positive one-time impact of a tax rate decline due to tax legislation changes in late 2017.

UPS had been experiencing a number of benefits in recent years. One such tailwind is e-commerce, which leads to growth in the number of packages that have to be transported across the country. A strong economy drives demand for UPS' services by businesses as well as by consumers, which increase their spending due to higher disposable incomes. With online shopping growth continuing to outpace brick-and-mortar growth in the foreseeable future, UPS should continue to benefit from strong demand for its services.

Results were impressive in 2020, despite the ongoing COVID-19 pandemic. Moreover, the long-term tailwinds are very much intact. Indeed, this crisis has sped up the trend of online shopping. We are forecasting modestly improved results for 2021 to go along with a 6.5% annual growth rate.

<sup>1</sup> Estimate

<sup>2</sup> 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	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	Now	2026
Avg. P/E	16.7	16.7	19.3	21.2	18.5	18.4	18.6	15.6	14.7	15.8	<b>18.9</b>	<b>17.0</b>
Avg. Yld.	2.9%	3.0%	2.8%	2.7%	2.9%	2.9%	3.0%	3.2%	3.5%	3.1%	<b>2.5%</b>	<b>2.8%</b>

Over the past decade shares of UPS have traded with an average P/E ratio about 18 earnings. While we believe a moderate premium is warranted for the quality of the business, we are more comfortable with 17 times earnings as a fair value baseline. With shares trading near 19 times our earnings estimate, this implies a potential valuation headwind.

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

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
Payout	49%	50%	54%	56%	54%	54%	55%	50%	51%	49%	<b>48%</b>	<b>48%</b>

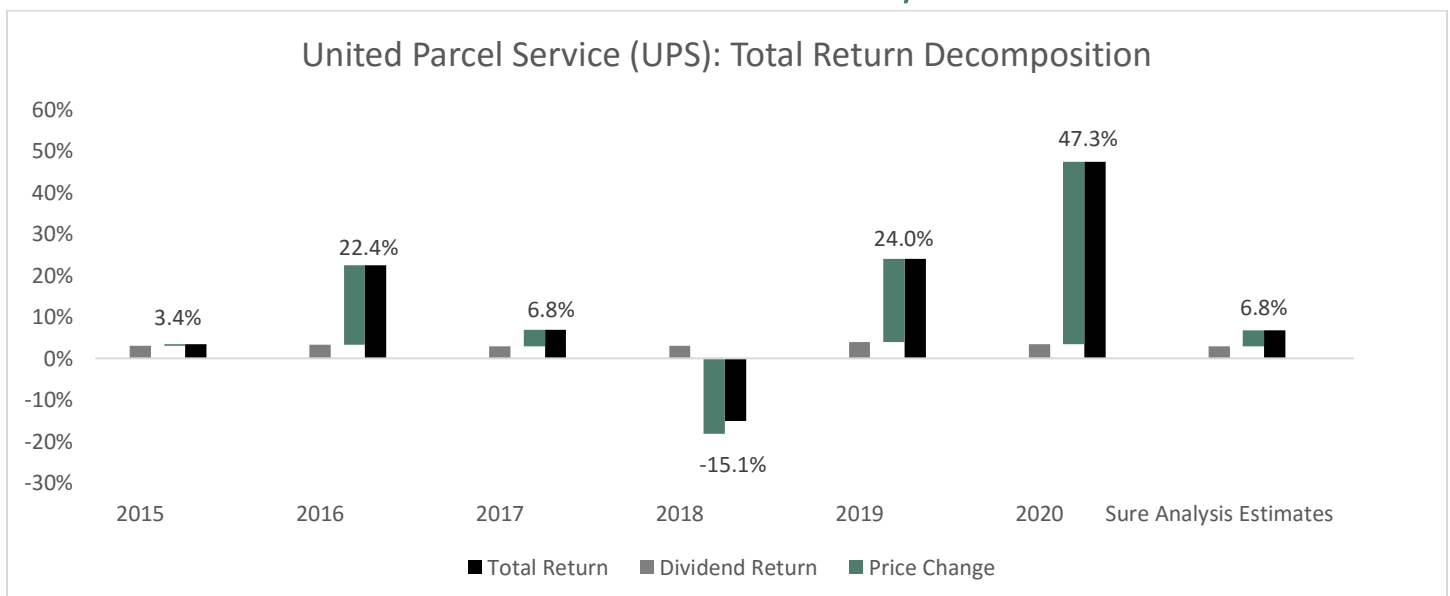
United Parcel Service did not cut its dividend during the last financial crisis, but its payout ratio rose to a relatively high level due to the decline in the company's net profits. Since then, the payout ratio has stabilized around 50%, which appears highly sustainable. We believe that a dividend cut is unlikely, although not impossible during a steep recession.

UPS is the largest logistics/package delivery company in the US. Its top peers include FedEx, DHL Express, and the United States Postal Service. The long-term macro environment is beneficial for the whole industry, thanks to the megatrend of online shopping. None of the big players have an interest in a price war, so volumes could continue to rise even if base pricing is increased over time. Competitive pressures should therefore remain muted for the foreseeable future. UPS was impacted significantly during the last financial crisis, which should be monitored this time around as well.

## Final Thoughts & Recommendation

After being up 44% and 11% in our last two reports, shares are up marginally in the last three months. United Parcel Service is one of the key companies in an industry that benefits from the online shopping megatrend. It seems likely that UPS will be able to grow its earnings-per-share at a solid pace over the intermediate term. Total return potential comes in at 6.8% per annum, consisting of 6.5% growth and a 2.5% dividend yield offset by the potential for a valuation headwind. Due to the valuation, shares continue to earn a hold rating.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019
<b>Revenue</b>	53105	54127	55438	58232	58363	61610	66585	71861	74094
<b>Gross Profit</b>	11184	6495	12261	10550	13326	13344	13739	13851	13717
<b>Gross Margin</b>	21.1%	12.0%	22.1%	18.1%	22.8%	21.7%	20.6%	19.3%	18.5%
<b>D&amp;A Exp.</b>	1782	1858	1867	1923	2084	2224	2282	2207	---
<b>Operating Profit</b>	6080	1343	7034	4968	7668	7688	7529	7024	7798
<b>Op. Margin</b>	11.4%	2.5%	12.7%	8.5%	13.1%	12.5%	11.3%	9.8%	10.5%
<b>Net Profit</b>	3804	807	4372	3032	4844	3422	4905	4791	4440
<b>Net Margin</b>	7.2%	1.5%	7.9%	5.2%	8.3%	5.6%	7.4%	6.7%	6.0%
<b>Free Cash Flow</b>	5068	5063	5239	3398	5051	3508	-3748	6428	8639
<b>Income Tax</b>	1972	167	2302	1605	2498	1699	2232	1228	1212

## Balance Sheet Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019
<b>Total Assets</b>	34701	38863	36212	35440	38311	40377	45574	50016	57857
<b>Cash &amp; Equivalents</b>	3034	7327	4665	2291	2730	3476	3320	4225	---
<b>Acc. Receivable</b>	6246	6111	6502	6661	7134	7695	8773	8958	---
<b>Inventories</b>	345	393	403	344	308	342	404	421	---
<b>Goodwill &amp; Int.</b>	2686	2776	2965	3031	4968	5515	5836	5887	---
<b>Total Liabilities</b>	27593	34130	29724	33282	35820	39948	44550	46979	54574
<b>Accounts Payable</b>	2300	2278	2478	2754	2587	3042	3934	5188	---
<b>Long-Term Debt</b>	11128	12870	10872	10779	14334	16075	24289	22202	21818
<b>Total Equity</b>	7035	4653	6474	2141	2470	405	994	3021	3283
<b>D/E Ratio</b>	1.58	2.77	1.68	5.03	5.80	39.69	24.44	7.35	6.65

## Profitability & Per Share Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019
<b>Return on Assets</b>	11.1%	2.2%	11.6%	8.5%	13.1%	8.7%	11.4%	10.0%	8.2%
<b>Return on Equity</b>	50.7%	13.8%	78.6%	70.4%	210%	238%	701%	239%	141%
<b>ROIC</b>	20.5%	4.5%	25.0%	20.0%	32.6%	20.5%	23.5%	19.0%	17.6%
<b>Shares Out.</b>	963	953	924	905	886	868	859	850	---
<b>Revenue/Share</b>	53.59	55.86	58.48	63.02	64.42	69.46	76.10	82.60	85.26
<b>FCF/Share</b>	5.11	5.23	5.53	3.68	5.58	3.95	-4.28	7.39	9.94

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

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