



Costco Wholesale Corporation (COST)

Updated March 12th, 2021 by Josh Arnold

Key Metrics

Current Price:	\$329	5 Year CAGR Estimate:	7.2%	Market Cap:	\$143 B
Fair Value Price:	\$290	5 Year Growth Estimate:	9.0%	Ex-Dividend Date:	06/01/21 ¹
% Fair Value:	113%	5 Year Valuation Multiple Estimate:	-2.5%	Dividend Payment Date:	06/11/21 ¹
Dividend Yield:	0.9%	5 Year Price Target	\$446	Years Of Dividend Growth:	17
Dividend Risk Score:	A	Retirement Suitability Score:	C	Last Dividend Increase:	7.7%

Overview & Current Events

Costco's humble beginning in a converted airplane hangar has given way to a powerhouse in an industry it helped create. Today, Costco is a diversified warehouse retailer that operates about 800 warehouses that collectively generate about \$186 billion in annual sales. Costco's leadership in this industry has rewarded shareholders handsomely over the years as it sports a \$143 billion market capitalization.

Costco reported second quarter earnings on March 4th, 2021 and as is customary for the retail giant, it beat expectations on both the top and bottom lines. Total sales soared nearly 15% year-over-year to \$44.8 billion, beating expectations by more than a billion dollars. The company also released February sales figures, the latter half of which weren't part of the second quarter given Costco's unusual fiscal year reporting schedule; sales were \$14.05 billion, up 15% year-over-year. For the first half of the year, net sales came to \$93.2 billion, up 15% year-over-year.

Costco saw adjusted comparable sales come in at +12.6% in the US, which strips out forex translation and gasoline revenue. E-commerce revenue soared 75% in Q2, continuing the company's run of outstanding digital sales growth, having invested in that during the pandemic and seeing the payoff. International sales were up nearly 18% in Q2 as well, so Costco is firing on all cylinders. Adjusted earnings-per-share were \$2.55 in Q2, and we're now expecting \$10.00 in earnings-per-share for this year following first half results.

Growth on a Per-Share Basis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
EPS	\$3.30	\$3.97	\$4.49	\$4.65	\$5.27	\$5.33	\$5.82	\$7.09	\$8.26	\$9.02	\$10.00	\$15.39
DPS	\$0.89	\$1.03	\$1.17	\$1.33	\$1.51	\$1.70	\$1.90	\$2.14	\$2.44	\$2.70	\$2.80	\$4.51
Shares²	434	432	437	438	438	438	437	442	443	444	445	448

We see Costco's forecasted growth as pretty straightforward; sales growth will continue to make up most of its predicted growth. Its model does not allow for much in the way of expanding profit margins because its retail pricing is intended to be as low as possible for consumers. We are forecasting 9% earnings-per-share growth annually in the coming years as strong sales numbers help continue to drive incremental gains in operating margins.

The vast majority of Costco's operating margin dollars come from its membership fees, which continue to grow at strong rates, but are a very small fraction of total revenue. This is 100% margin revenue and fuels higher comparable sales, as well as more members and more people in the stores buying. The company does not buy back stock in any sort of meaningful quantity, so that is not a source of earnings growth. Steadily higher comparable sales should be enough to keep earnings growing at our forecast rate of 9% annually. Given Costco's outstanding track record of growing sales, we aren't ready to cut our growth estimate as the company thrived during the pandemic and continues to do so. Comparable sales gains accelerated again in Q2, and although we don't expect double digit comparable sales gains to continue, we do expect Costco to continue to take share from competitors. We note that Costco will begin to lap the pandemic period during fiscal Q3 2021, so comparable sales figures will be much tougher.

¹ Estimated date

² 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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Valuation Analysis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	Now	2026
Avg. P/E	22.1	21.9	23.4	25.1	26.7	29.0	27.6	28.1	27.8	33.9	32.9	29.0
Avg. Yld.	1.2%	1.2%	1.1%	1.1%	1.1%	1.1%	1.2%	1.1%	1.0%	0.9%	0.9%	1.0%

Costco's price-to-earnings multiple has been elevated for some time as investors have applied a premium to the stock due to the company's excellent performance. However, that premium has made the stock expensive against its historical multiples and as a result, we see a modest headwind to annual total returns. Costco shares are less expensive than they have been since the pandemic began, but we still see a headwind to total returns.

We see the yield as rising slightly over time as the stock could drift back towards a more normalized valuation, and as the payout continues to grow at a strong pace. We don't believe Costco will be a high-income stock anytime in the foreseeable future, but its payout growth should be robust. We note the \$10 per share special dividend paid in December of 2020 as an exceptional event and not something investors should count on going forward.

Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
Payout	27%	26%	26%	28%	28%	32%	33%	30%	30%	30%	28%	29%

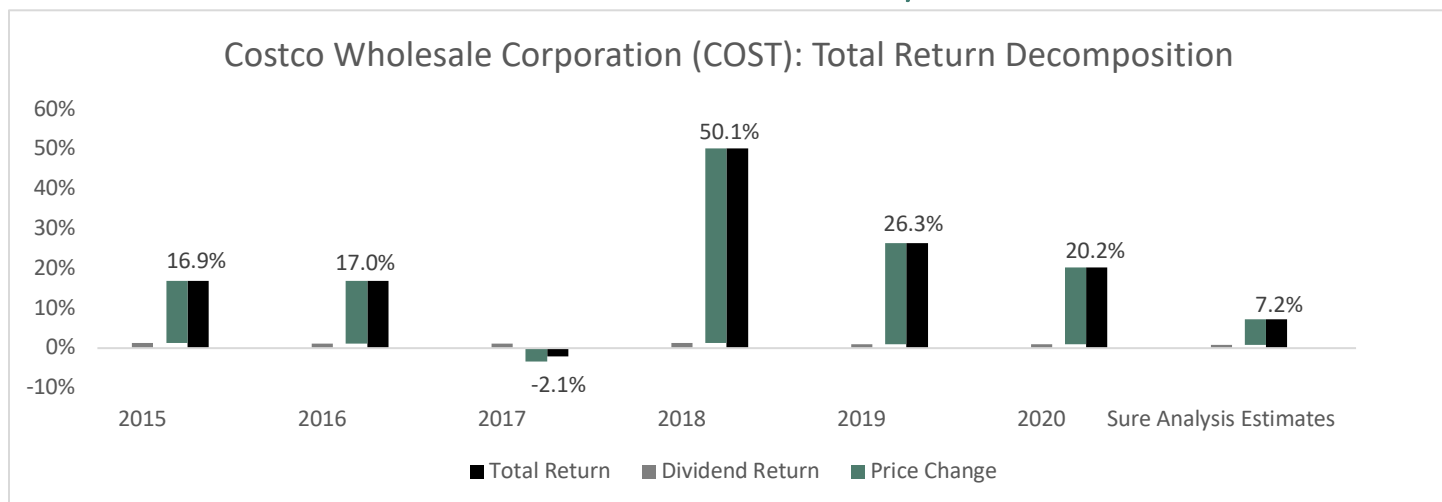
Costco's payout ratio is quite low at 28% for this year, and we believe it will remain under 30% going forward. The company certainly has the ability to boost the dividend at a much higher rate but has thus far chosen not to. Regardless, Costco's dividend is ultra-safe, but of course, the yield is unattractive at this point.

Costco's competitive advantage is in its leadership position in a category it created and as Sam's Club closes down stores, that position should strengthen. It is not immune from a recession, but damage during the last one was slight. Costco thrived during the worst of the pandemic recession and should come out stronger than it entered.

Final Thoughts & Recommendation

Costco is a high growth stock that happens to be trading above our estimate of fair value. We see 7.2% total annual returns over the next five years, as the company's impressive growth rate could be somewhat offset by a valuation reset. We are reiterating the stock at a hold rating but note the recent selloff has improved the total return outlook markedly from our last update.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Revenue (\$B)	89	99	105	113	116	119	129	142	153	168
Gross Profit	11176	12314	13208	14182	15134	15818	17143	18424	19817	21,822
Gross Margin	12.6%	12.4%	12.6%	12.6%	13.0%	13.3%	13.3%	13.0%	13.0%	13.1%
SG&A Exp.	8691	9518	10104	10899	11445	12068	12950	13876	14994	16,332
D&A Exp.	855	908	946	1029	1127	1255	1370	1437	1492	1,645
Operating Profit	2439	2759	3053	3220	3624	3672	4111	4480	4737	5,435
Op. Margin	2.7%	2.8%	2.9%	2.9%	3.1%	3.1%	3.2%	3.2%	3.1%	3.3%
Net Profit	1462	1709	2039	2058	2377	2350	2679	3134	3659	4,002
Net Margin	1.6%	1.7%	1.9%	1.8%	2.0%	2.0%	2.1%	2.2%	2.4%	2.4%
Free Cash Flow	1908	1577	1354	1991	1892	643	4224	2805	3358	6,051
Income Tax	841	1000	990	1109	1195	1243	1325	1263	1061	1,308

Balance Sheet Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Total Assets	26761	27140	30283	33024	33017	33163	36347	40830	45400	55,556
Cash & Equivalents	4009	3528	4644	5738	4801	3379	4546	6055	8384	12,277
Inventories	6638	7096	7894	8456	8908	8969	9834	11040	11395	12,242
Total Liabilities	14188	14622	19271	20509	22174	20831	25268	27727	29816	36,851
Accounts Payable	6544	7303	7872	8491	9011	7612	9608	11237	11679	14,172
Long-Term Debt	2153	1381	4998	5093	6135	5161	6573	6487	6823	7,609
Total Equity	12002	12361	10833	12303	10617	12079	10778	12799	15243	18,284
D/E Ratio	0.18	0.11	0.46	0.41	0.58	0.43	0.61	0.51	0.45	0.42

Profitability & Per Share Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Return on Assets	5.8%	6.3%	7.1%	6.5%	7.2%	7.1%	7.7%	8.1%	8.5%	7.9%
Return on Equity	12.8%	14.0%	17.6%	17.8%	20.7%	20.7%	23.4%	26.6%	26.1%	23.9%
ROIC	10.5%	11.9%	13.6%	12.2%	13.7%	13.6%	15.2%	16.8%	17.4%	16.4%
Shares Out.	434	432	437	438	438	438	437	442	443	444
Revenue/Share	200.67	225.63	238.71	254.56	262.47	269.04	292.62	320.43	344.76	375.67
FCF/Share	4.31	3.59	3.07	4.50	4.27	1.46	9.58	6.35	7.58	13.63

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

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