



# Tootsie Roll Industries, Inc. (TR)

Updated February 22<sup>nd</sup>, 2021 by Prakash Kolli

## Key Metrics

<b>Current Price:</b>	\$31	<b>5 Year CAGR Estimate:</b>	2.0%	<b>Market Cap:</b>	\$2.69B
<b>Fair Value Price:</b>	\$28	<b>5 Year Growth Estimate:</b>	3.0%	<b>Ex-Dividend Date:</b>	02/25/21 <sup>1</sup>
<b>% Fair Value:</b>	111%	<b>5 Year Valuation Multiple Estimate:</b>	-2.0%	<b>Dividend Payment Date:</b>	03/05/21
<b>Dividend Yield:</b>	1.2%	<b>5 Year Price Target</b>	\$32	<b>Years Of Dividend Growth:</b>	52
<b>Dividend Risk Score:</b>	A	<b>Retirement Suitability Score:</b>	B	<b>Last Dividend Increase:</b>	3.0%

## Overview & Current Events

Tootsie Roll Industries, Inc. traces its roots back to the late 1890's when its namesake product, the Tootsie Roll, was first created. Today, the company sells a wider variety of candy and gum products. Other well-known brands include DOTS, Junior Mints, Andes, Charms, Blow-Pops, Sugar Daddy, and Dubble Bubble. Tootsie Roll has a dual class share structure with the Chairwoman and CEO, Ellen R. Gordon owning approximately 53.9% of common stock and 82.8% of Class B shares effectively giving her control of the company. Revenue in 2019 was about \$467.4M.

Tootsie Roll reported Q4 2020 and full year results on February 16, 2021. For the quarter, net sales fell again, this time by (5%) to \$127.9M for the quarter versus \$134.7M in the prior year. In the same period, net earnings declined to \$24.7M compared to \$29.9M. Diluted EPS increased 5% or \$0.01 to \$0.23 per share from \$0.22 on year-over-year basis. For the year, net sales were down (11%) to \$467.4M from \$523.6M and diluted earnings per share declined (7%) to \$0.89 from \$0.96 on a year-over-year basis. Tootsie Roll had a difficult 2020 as retail operations, work routines, and impulse buying were disrupted by the COVID-19 pandemic. Indeed, restrictions on large gatherings limited group social events further affecting sales. That said, sales were sequentially better each quarter.

Tootsie Roll needs to regain lost sales but that is likely dependent on scaling vaccine distribution and lower infection rates, which are not in the company's control. The company did not provide guidance for 2021.

## Growth on a Per-Share Basis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
<b>EPS<sup>2</sup></b>	\$0.58	\$0.70	\$0.83	\$0.88	\$0.93	\$0.96	\$0.90	\$0.86	\$0.96	\$0.89	<b>\$0.92</b>	<b>\$1.07</b>
<b>DPS</b>	\$0.32	\$0.32	\$0.32	\$0.32	\$0.35	\$0.36	\$0.36	\$0.36	\$0.36	\$0.36	<b>\$0.36</b>	<b>\$0.36</b>
<b>Shares<sup>3</sup></b>	74.9	73.7	72.8	71.8	70.5	69.6	68.6	69.0	67.0	66.3	<b>65.7</b>	<b>62.4</b>

Tootsie Roll should achieve on average 3% earnings per share growth moving forward to 2026, mostly via small amounts of revenue growth driven by incremental product innovation and price increases. Influences on earnings per share growth include commodity input and freight cost inflation on the downside, and volume and price increases and operational efficiencies to the upside. Earnings per share growth will also benefit from ongoing share buybacks. The company has reduced share count from about 75.9M in 2010 to 67.0M in 2019. We expect the share count to decrease 1% on average annually. But COVID-19 adversely impacted revenue and earnings in 2020. Business closures have led to lower order volumes and sales. Consumer shopping habits have also changed leading to lower impulse purchases. Halloween was relatively muted this past year due to social distancing requirements, adversely affecting sales.

The regular cash dividend was last increased in 2016 and is currently \$0.36 per share. We are not expecting an increase of the regular cash dividend in the near future. But saying that, the payout ratio is only ~42% and there is room for an increase. The company does issue a 3% stock dividend each year in addition to the regular dividend giving a ~4% effective yield if an investor sells the stock dividend annually.

<sup>1</sup> Anticipated since the Tootsie Roll has not yet announced the dividend.

<sup>2</sup> Earnings per share data is not adjusted for the 3% annual stock dividend.

<sup>3</sup> Share count is 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	35.2	27.5	30.3	27.5	29.5	33.0	38.3	35.0	36.6	34.4	<b>33.3</b>	<b>30.0</b>
Avg. Yld.	1.2%	1.6%	1.0%	1.1%	0.8%	1.0%	1.0%	1.2%	1.0%	1.1%	<b>1.2%</b>	<b>1.1%</b>

Tootsie Roll's stock price spiked in late January as market volatility increased for heavily shorted stocks. The stock price then settled to below our last report. That said, 2020 earnings were adversely affected by the COVID-19 pandemic. We believe that a fair long-term multiple is 30X due to the limited float and generally stable revenue and earnings per share over the past decade. Our fair value estimate is now \$28. Our 5-year price target is now \$32.

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

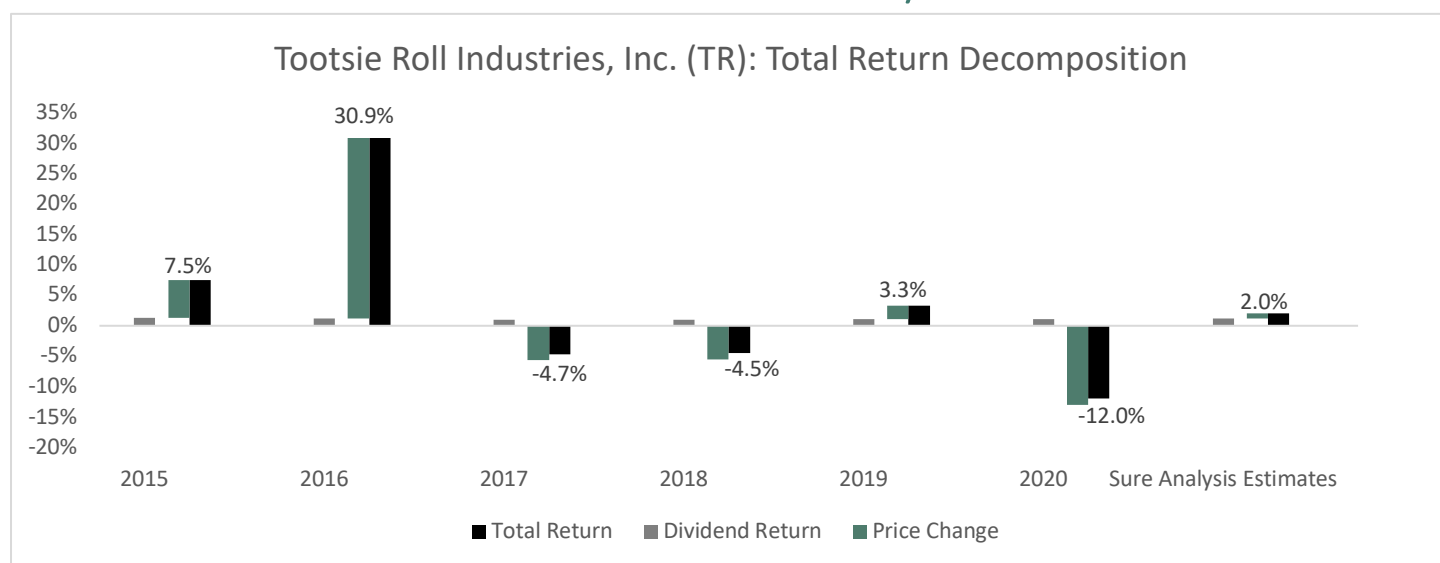
Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
Payout	55%	46%	39%	36%	38%	38%	40%	42%	38%	40%	<b>39%</b>	<b>34%</b>

The company's competitive advantage is the brand strength of its core product, the Tootsie Roll, and its lack of direct competition given the uniqueness of the product. Some of the company's other brands are also well known. But saying that, Tootsie Roll tends to move slowly with product changes and growth initiatives. Changing tastes to more healthier options and smaller portion sizes are an ongoing risk to the top line. Tootsie Roll's balance sheet is very conservative. The company's long-term debt is an industrial revenue bond that has been only \$7.5M since 2014. Tootsie Roll has \$108M in cash and equivalents and \$58.3M in short-term investments on hand and interest coverage is rock solid.

## Final Thoughts & Recommendation

At present we are forecasting 2.0% total annualized return over the next five years. The stock has traded at an elevated earnings multiple for years and we do not expect that to change. The company had a difficult 2020 as the pandemic disrupted retail operations, work routines, social gatherings, and impulse buying. The company will need to work to regain lost sales. The balance sheet has almost no debt and plenty of cash. Investors seeking yield may find it here with the combined cash and stock dividend of ~4%. For existing investors, we rate this stock a hold.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Revenue	533	550	543	544	540	521	519	519	527	471
Gross Profit	166	183	191	202	199	199	192	188	197	170
Gross Margin	31.2%	33.3%	35.2%	37.1%	36.9%	38.2%	37.0%	36.3%	37.4%	36.2%
SG&A Exp.	108	114	119	118	108	108	121	118	128	112
D&A Exp.	19	20	20	21	20	20	19	19	19	18
Operating Profit	58	69	72	84	91	91	70	70	69	58
Operating Margin	10.9%	12.6%	13.3%	15.4%	16.9%	17.5%	13.6%	13.6%	13.1%	12.4%
Net Profit	44	52	61	63	66	68	81	57	65	59
Net Margin	8.3%	9.5%	11.2%	11.6%	12.2%	13.0%	15.6%	11.0%	12.3%	12.5%
Free Cash Flow	34	93	94	78	76	82	26	73	80	57
Income Tax	17	22	24	28	26	31	4	16	21	17

## Balance Sheet Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Total Assets	858	847	888	910	909	978	947	931	920	985
Cash & Equivalents	79	64	88	100	126	139	111	96	119	167
Accounts Receivable	42	42	41	43	51	45	50	47	43	41
Inventories	72	62	62	70	62	59	55	55	58	60
Goodwill & Int. Ass.	248	248	248	248	248	248	248	248	248	248
Total Liabilities	192	197	208	219	210	218	197	197	209	221
Accounts Payable	11	9	9	12	11	13	12	12	10	13
Long-Term Debt	8	8	8	8	8	8	8	8	8	8
Shareholder's Equity	666	650	680	691	698	760	751	734	711	763
D/E Ratio	0.01	0.01	0.01	0.01	0.01	0.01	0.01	0.01	0.01	0.01

## Profitability & Per Share Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Return on Assets	5.1%	6.1%	7.0%	7.0%	7.3%	7.4%	8.7%	6.1%	6.7%	6.0%
Return on Equity	6.6%	7.9%	9.1%	9.2%	9.5%	9.6%	11.2%	7.7%	8.6%	7.7%
ROIC	6.5%	7.8%	9.0%	9.1%	9.4%	9.5%	11.1%	7.6%	8.5%	7.7%
Shares Out.	74.9	73.7	72.8	71.8	70.5	69.6	68.6	69.0	67.0	66.3
Revenue/Share	7.06	7.40	7.42	7.53	7.59	7.67	7.53	7.62	7.82	6.88
FCF/Share	0.45	1.24	1.28	1.08	1.06	1.21	0.38	1.08	1.19	0.83

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

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