



# General Mills (GIS)

Updated September 22<sup>nd</sup>, 2021 by Aristofanis Papadatos

## Key Metrics

<b>Current Price:</b>	\$58	<b>5 Year CAGR Estimate:</b>	8.2%	<b>Market Cap:</b>	\$35.6 B
<b>Fair Value Price:</b>	\$65	<b>5 Year Growth Estimate:</b>	3.0%	<b>Ex-Dividend Date:</b>	10/7/21
<b>% Fair Value:</b>	90%	<b>5 Year Valuation Multiple Estimate:</b>	2.2%	<b>Dividend Payment Date:</b>	11/1/21
<b>Dividend Yield:</b>	3.6%	<b>5 Year Price Target</b>	\$75	<b>Years Of Dividend Growth:</b>	1
<b>Dividend Risk Score:</b>	C	<b>Retirement Suitability Score:</b>	B	<b>Last Dividend Increase:</b>	4.1%

## Overview & Current Events

General Mills is a packaged food giant, with more than 100 brands and operations in more than 100 countries. It has a market capitalization of \$35.6 billion. General Mills has not cut its dividend for 119 consecutive years. However, the stock underperformed the market by a wide margin in recent years, partly due to the acquisition of Blue Buffalo, with the \$8 billion acquisition representing 25% of its market cap at the time. Investors may be afraid that management does not see promising prospects in the core business. Another headwind was the growing health trends in packaged food.

On July 6<sup>th</sup>, 2021, General Mills completed the acquisition of Tyson Foods' pet treats business. The company expects this acquisition to strengthen its leading position in the pet food market and add \$0.02 to its annual earnings-per-share.

In late September, General Mills reported (9/22/21) financial results for the first quarter of fiscal 2022. Net sales and organic sales grew 4% and 2%, respectively, over last year's quarter thanks to strong volume growth and price hikes in the pet segment, which more than offset the lower at-home food demand as a result of exceptionally high sales in the prior year's period. Adjusted earnings-per-share dipped -2%, from \$1.01 to \$0.99, due to cost inflation and higher supply chain costs, but exceeded the analysts' consensus by \$0.10.

General Mills is facing tough comparisons this year, as the pandemic has begun to subside. The company generates 85% of its total sales from at-home food demand. Nevertheless, thanks to strong business momentum and the acquisition of pet treats, management now expects organic sales at the upper end of previous guidance of a -1% to -3% decrease in fiscal 2022 and adjusted earnings-per-share at the upper end of the range between flat and -2%. Given the markedly strong earnings report of General Mills, we have raised our annual earnings-per-share forecast from \$3.75 to \$3.80.

## Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
<b>EPS</b>	\$2.56	\$2.69	\$2.83	\$2.86	\$2.92	\$3.08	\$3.11	\$3.22	\$3.61	\$3.79	<b>\$3.80</b>	<b>\$4.41</b>
<b>DPS</b>	\$1.22	\$1.32	\$1.55	\$1.67	\$1.78	\$1.92	\$1.96	\$1.96	\$1.96	\$2.02	<b>\$2.10</b>	<b>\$2.30</b>
<b>Shares<sup>1</sup></b>	648.5	640.8	612.3	598.7	596.8	576.9	593.0	605.0	616.1	619.4	<b>615.0</b>	<b>600.0</b>

General Mills has grown its earnings-per-share at a 4.5% average annual rate in the last decade. In recent years, this decelerated, but the company has accelerated again since the onset of the pandemic. We expect approximately 3.0% annual earnings-per share growth until 2027, mostly thanks to Blue Buffalo. Earnings-per-share will also benefit from the resumption of share repurchases now that the balance sheet has strengthened. Buybacks had paused due to the high debt load caused by the acquisition of Blue Buffalo.

## Valuation Analysis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Now	2027
<b>Avg. P/E</b>	15.1	15.7	17.8	18.6	20.0	20.5	17.0	14.1	15.0	16.0	<b>15.3</b>	<b>17.0</b>
<b>Avg. Yld.</b>	3.2%	3.1%	3.1%	3.1%	3.1%	3.0%	3.7%	4.3%	3.6%	3.3%	<b>3.6%</b>	<b>3.1%</b>

<sup>1</sup> In millions.

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General Mills is trading at a price-to-earnings ratio of 15.3, which is lower than its 10-year average price-to-earnings ratio of 17.0. If the stock reverts to its average valuation level over the next five years, it will enjoy a 2.2% annualized gain in its returns.

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

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	47.7%	49.1%	54.8%	58.4%	61.0%	62.3%	63.0%	60.9%	54.3%	53.3%	55.3%	52.1%

The strong brands of General Mills provide some competitive advantage but the fierce competition in its business, which caused the company to stagnate in the last five years (before the pandemic), indicates that this moat is narrow.

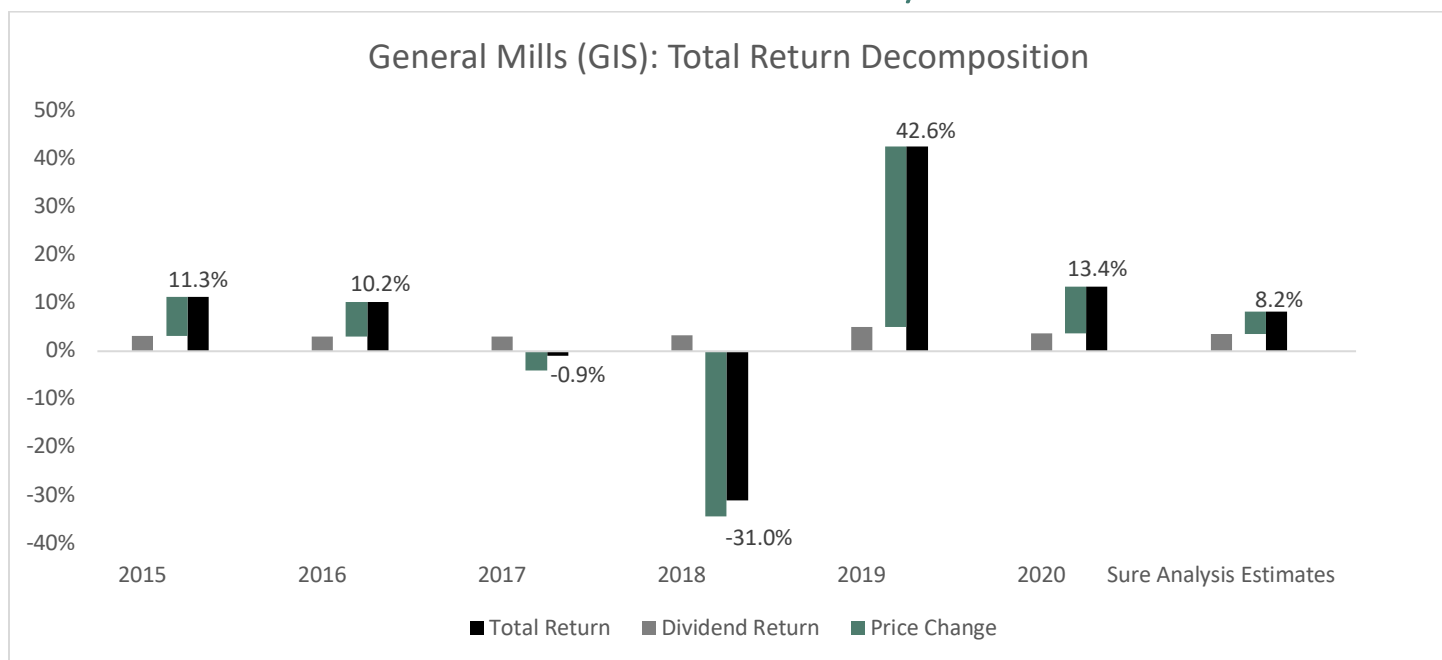
Due to the acquisition of Blue Buffalo, the debt load of General Mills increased materially. In fiscal 2019, interest expense jumped 40% due to this acquisition, from \$374 million to \$522 million. However, the company reduced its debt by \$1.2 billion in fiscal 2019, \$950 million in fiscal 2020 and \$928 million in fiscal 2021. The benefit from lower interest expense was evident in the results of fiscal 2021. During that period, interest expense decreased -10%, from \$466 million to \$420 million, and boosted pre-tax income by 2%.

Moreover, the stock has proven resilient during recessions and market selloffs because people tend to eat at home more during difficult economic periods. In the Great Recession, while most companies saw their earnings collapse, General Mills grew its earnings-per-share by more than 10% per year from 2007 to 2010. In the fierce coronavirus crisis, General Mills is proving its resilience once again, as it posted record earnings in fiscal 2020 and 2021.

## Final Thoughts & Recommendation

General Mills proved its safe-haven nature in the coronavirus crisis. On the other hand, it is one of the few companies that are adversely affected as the pandemic subsides. We expect General Mills to offer an 8.2% average annual return over the next five years thanks to 3.0% earnings-per-share growth, its 3.6% dividend and a 2.2% annualized expansion of its earnings multiple. The stock earns a hold rating but it is on the verge of earning a buy rating.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Revenue	16,658	17,774	17,910	17,630	16,563	15,620	15,740	16,865	17,627	18,127
Gross Profit	6,045	6,424	6,370	5,949	5,830	5,568	5,436	5,757	6,130	6,448
Gross Margin	36.3%	36.1%	35.6%	33.7%	35.2%	35.6%	34.5%	34.1%	34.8%	35.6%
SG&A Exp.	3,381	3,552	3,474	3,328	3,119	2,889	2,850	2,936	3,152	3,080
D&A Exp.	542	588	585	588	608	604	619	620	595	601
Operating Profit	2,664	2,872	2,896	2,621	2,711	2,679	2,586	2,821	2,978	3,369
Op. Margin	16.0%	16.2%	16.2%	14.9%	16.4%	17.2%	16.4%	16.7%	16.9%	18.6%
Net Profit	1,567	1,855	1,824	1,221	1,697	1,658	2,131	1,753	2,181	2,340
Net Margin	9.4%	10.4%	10.2%	6.9%	10.2%	10.6%	13.5%	10.4%	12.4%	12.9%
Free Cash Flow	1,731	2,312	1,878	1,830	2,035	1,731	2,218	2,269	3,215	2,452
Income Tax	710	741	883	587	755	655	57	368	481	629

## Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Total Assets	21,097	22,658	23,146	21,832	21,712	21,813	30,624	30,111	30,807	31,842
Cash & Equivalents	471	741	867	334	764	766	399	450	1,678	1,505
Acc. Receivable	1,324	1,446	1,484	1,387	1,361	1,430	1,684	1,680	1,615	1,639
Inventories	1,479	1,546	1,559	1,541	1,414	1,484	1,642	1,559	1,426	1,821
Goodwill & Int.	12,887	13,637	13,665	13,552	13,280	13,278	21,510	21,163	21,019	21,213
Total Liabilities	14,214	15,530	16,140	16,439	16,405	17,127	24,132	22,744	22,457	22,069
Accounts Payable	1,149	1,423	1,611	1,684	2,047	2,120	2,746	2,854	3,248	3,654
Long-Term Debt	7,430	7,969	8,786	9,192	8,431	9,482	15,819	14,490	13,540	12,612
Total Equity	6,422	6,672	6,535	4,997	4,930	4,328	6,141	7,055	8,059	9,470
D/E Ratio	1.16	1.19	1.34	1.84	1.71	2.19	2.58	2.05	1.68	1.33

## Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Return on Assets	7.9%	8.5%	8.0%	5.4%	7.8%	7.6%	8.1%	5.8%	7.2%	7.5%
Return on Equity	24.5%	28.3%	27.6%	21.2%	34.2%	35.8%	40.7%	26.6%	28.9%	26.7%
ROIC	11.3%	12.6%	11.8%	8.0%	12.0%	11.9%	11.7%	7.9%	10.0%	10.6%
Shares Out.	648.5	640.8	612.3	598.7	596.8	576.9	593.0	605.0	616.1	619.4
Revenue/Share	24.99	26.70	27.74	28.49	27.07	26.12	26.87	27.86	28.74	29.28
FCF/Share	2.60	3.47	2.91	2.96	3.33	2.89	3.79	3.75	5.24	3.96

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

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