



Ryder System, Inc. (R)

Updated October 28th, 2021, by Eli Inkrot

Key Metrics

Current Price:	\$88	5 Year CAGR Estimate:	5.1%	Market Cap:	\$5 B
Fair Value Price:	\$101	5 Year Growth Estimate:	0.0%	Ex-Dividend Date¹:	11/19/21
% Fair Value:	87%	5 Year Valuation Multiple Estimate:	2.8%	Dividend Payment Date¹:	12/17/21
Dividend Yield:	2.6%	5 Year Price Target	\$101	Years Of Dividend Growth:	17
Dividend Risk Score:	C	Retirement Suitability Score:	C	Last Dividend Increase:	3.6%

Overview & Current Events

In 1933, Jim Ryder made a \$35 down payment on one truck. Today that has transformed into a \$5 billion commercial transportation, logistics and supply chain management solutions company with 250,000+ vehicles and 55 million square feet of warehouse space. The business is divided into three segments – Fleet Management (FMS), Dedicated Transportation (DTS) and Supply Chain Solutions (SCS) – providing commercial truck rental, truck leasing, used trucks for sale, and last mile delivery services. Ryder generated over \$8 billion in revenue last year.

On July 14th, 2021, Ryder increased its quarterly dividend to \$0.58 after paying the same \$0.56 dividend for 8 quarters.

On October 27th, 2021, Ryder released Q3 2021 results for the period ending September 30th, 2021. For the quarter, Ryder recorded revenue of \$2.459 billion, a 14% increase compared to Q3 2020. Results were driven by 11%, 17% and 27% gains in the Fleet Management, Supply Chain Solutions and Dedicated Transportation segments respectively. Adjusted earnings equaled \$137.5 million or \$2.55 per share compared to \$63.8 million or \$1.21 per share in Q3 2020.

Ryder also updated its 2021 outlook, now anticipating adjusted earnings-per-share of \$8.40 to \$8.50, up considerably from the \$7.20 - \$7.50, \$5.50 - \$5.90 and \$4.15 - \$4.65 forecasts in the last three quarters.

Growth on a Per-Share Basis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
EPS	\$3.49	\$4.04	\$4.87	\$5.59	\$6.13	\$5.41	\$4.53	\$5.79	\$1.01	-\$0.27	\$8.45	\$8.45
DPS	\$1.12	\$1.20	\$1.30	\$1.42	\$1.56	\$1.70	\$1.80	\$2.12	\$2.20	\$2.24	\$2.32	\$2.44
Shares²	51.1	51.4	53.3	53.0	53.5	53.5	53.0	53.1	53.3	52.4	53	53

If you look back to 2008, when the company was earning \$4.49 per share, Ryder grew earnings-per-share by an average compound rate of roughly 2.6% per annum through 2018. However, results dropped off materially in 2019 as the company dealt with a significant impact from residual value changes. Moreover, 2020 results were negative.

Ryder faces challenges from increasing costs, more stringent regulation, and disruptive technologies; not to mention softer demand in the power vehicle resale market. And this was before the COVID-19 pandemic. While the company is considered essential, providing supply chain and transportation services, demand weakened in the short-term, showing up in 2020 with a loss.

Of course, there are opportunities as the company offers solutions for driver and labor shortages in the industry for the short to intermediate-term, and Ryder can play a key role in the ongoing shift toward e-commerce and asset sharing / autonomous vehicles in the long-term. The company paid the same \$0.15 quarterly dividend from 1989 through 2004 but began increasing it in 2005. From 2008 to 2019, this payment increased by 8.2% per annum.

We are now forecasting \$8.45 in earnings-per-share, the midpoint of management's recent guidance. This would get the company to record profitability. However, we are forecasting no annual growth, given the standout results expected this year.

¹ Estimate.

² 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	2021	2026
Avg. P/E	14.3	11.4	12.5	15.1	13.7	12.1	16.6	12.2	---	---	10.5	12.0
Avg. Yld.	2.2%	2.6%	2.1%	1.7%	1.9%	2.6%	2.4%	3.0%	4.0%	5.6%	2.6%	2.4%

Excluding 2019 and 2020, shares of Ryder have traded hands with an average P/E ratio of about 14 times earnings, with a range from 8 to 19 times earnings. We are using 12 times earnings as a fair value multiple. With shares presently trading hands near 10.5 times the midpoint of management's guidance, this implies the potential for a valuation tailwind. The dividend yield, sitting at 2.6%, should aid shareholder returns.

Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
Payout	32%	30%	27%	25%	25%	31%	40%	37%	---	---	27%	29%

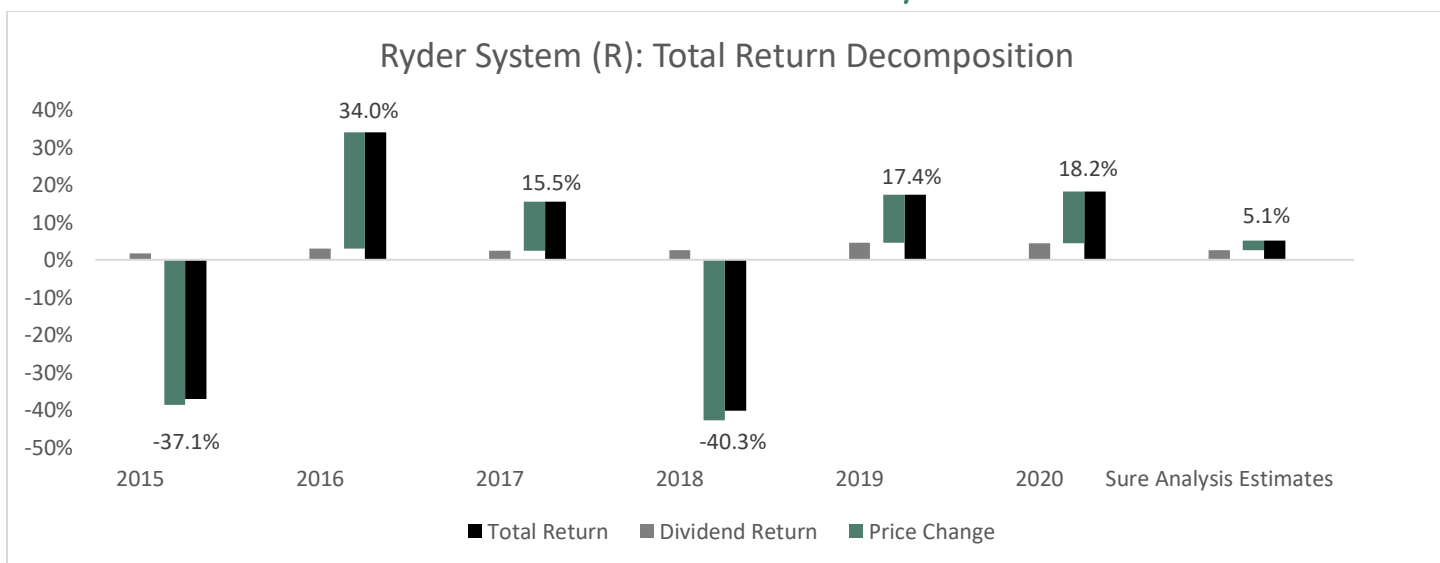
There have been three instances – 2008-09, 2015-17 and 2018-29 – where the company reported a material decline in per share earnings (-65%, -26% and -83% respectively). Further, 2020 results were negative. While this comes with a cyclical industry, we are encouraged by Ryder's ability to rebound. If the company can get back to normalized earnings power, the dividend would be reasonably covered. Indeed, this is what management is now expecting.

Of particular note to Ryder's safety is the company's interest expense, which totaled \$261 million last year against underlying earnings power near ~\$400 million. The company has suggested that it is comfortable with this type of significant leverage – targeting a debt-to-equity ratio of 200% to 250%. However, this could mean that the company would have to take dilutive action if business conditions deteriorate. This is something to watch in the current crisis.

Final Thoughts & Recommendation

Shares are up 80% in the last year. Total return potential comes in at 5.1% per annum, stemming from a 2.6% dividend yield and the potential for a valuation tailwind. We note that the company posted a loss in 2020 and is still working through several challenges, not to mention a hefty debt load. We remain cautious in this regard, especially considering that the company's leverage is significant. Shares 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	2020
Revenue	6051	6257	6419	6639	6572	6758	7297	8409	8926	8420
Gross Profit	1245	1249	1320	1386	1485	1501	1464	1582	1371	1275
Gross Margin	20.6%	20.0%	20.6%	20.9%	22.6%	22.2%	20.1%	18.8%	---	15.1%
SG&A Exp.	771	764	791	914	823	804	871	855	907	933
D&A Exp.	912	989	1040	1094	1175	1226	1264	1426	---	2143
Operating Profit	344	351	397	356	546	584	477	601	341	219
Operating Margin	5.7%	5.6%	6.2%	5.4%	8.3%	8.6%	6.5%	7.2%	---	2.6%
Net Profit	170	210	238	218	305	263	792	273	-24	-122
Net Margin	2.8%	3.4%	3.7%	3.3%	4.6%	3.9%	10.9%	3.2%	---	---
Free Cash Flow	-657	-999	-871	-876	-1226	-304	-312	-1415	---	1035
Income Tax	108	102	126	118	163	142	-478	98	-19	-18

Balance Sheet Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Total Assets	7618	8319	9104	9851	10953	10902	11464	13051	14475	12930
Cash & Equivalents	105	66	62	50	61	59	78	68	74	151
Accounts Receivable	730	747	760	779	799	816	981	1171	---	1052
Inventories	66	64	64	66	64	70	74	79	---	61
Goodwill & Int. Ass.	462	465	456	460	444	435	438	534	---	518
Total Liabilities	6300	6851	7207	8032	8965	8850	8622	10141	11999	10680
Accounts Payable	392	399	475	561	502	445	599	732	---	547
Long-Term Debt	3382	3821	4189	4731	5503	5391	5410	6624	7925	6610
Shareholder's Equity	1318	1467	1897	1819	1987	2052	2842	2910	2476	2256
D/E Ratio	2.57	2.60	2.21	2.60	2.77	2.63	1.90	2.28	3.2	2.93

Profitability & Per Share Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Return on Assets	2.4%	2.6%	2.7%	2.3%	2.9%	2.4%	7.1%	2.2%	-0.2%	-0.9%
Return on Equity	12.5%	15.1%	14.1%	11.8%	16.0%	13.0%	32.4%	9.5%	-0.9%	-5.2%
ROIC	3.8%	4.2%	4.2%	3.5%	4.3%	3.5%	10.1%	3.1%	-0.2%	-1.3%
Shares Out.	51.1	51.4	53.3	53.0	53.5	53.5	53.0	53.1	52.3	52.4
Revenue/Share	118.9	123.31	123.28	125.17	123.39	126.65	137.71	159.58	167.49	160.81
FCF/Share	-12.9	-19.69	-16.72	-16.52	-23.02	-5.70	-5.90	-26.86	---	19.76

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

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