



# PetMed Express, Inc. (PETS)

Updated January 29<sup>th</sup>, 2021 by Felix Martinez

## Key Metrics

<b>Current Price:</b>	\$26	<b>5 Year CAGR Estimate:</b>	6.3%	<b>Market Cap:</b>	\$518.1 M
<b>Fair Value Price:</b>	\$21	<b>5 Year Growth Estimate:</b>	6.0%	<b>Ex-Dividend Date:</b>	02/04/22
<b>% Fair Value:</b>	123%	<b>5 Year Valuation Multiple Estimate:</b>	-4.0%	<b>Dividend Payment Date:</b>	02/18/22
<b>Dividend Yield:</b>	4.6%	<b>5 Year Price Target</b>	\$28	<b>Years Of Dividend Growth:</b>	13
<b>Dividend Risk Score:</b>	D	<b>Retirement Suitability Score:</b>	B	<b>Last Dividend Increase:</b>	7.1%

## Overview & Current Events

PetMed Express was founded in 1996 by Marc Puleo. PETS originally grew through word of mouth, television commercials, and catalogs. Now, the company is America's most trusted pet pharmacy, delivering prescription and non-prescription pet medications and other health products for dogs, cats, and horses at competitive prices direct to the consumer through its toll-free number and on the Internet through its website. The company headquarter is in Delray Beach, Florida. PetMed Express, Inc. trades hands in the Nasdaq using the ticker symbol PETS. PETS has been growing its dividend for over thirteen years and made \$309 million in sales for Fiscal Year (FY) 2021. Currently, PetMed Express has a market cap of \$518.1 million.

On January 24, 2022, PetMed Express reported third-quarter results for the Fiscal Year 2022. The company fiscal year ends on the last day of March every year. Sales were down (7.9)% for the quarter compared to the third quarter of FY2021. For the quarter, the company generated sales of \$60.7 million, lower than the total sales of \$65.9 million in 3Q2021. Net sales are down (12.7)% for the first nine months of the fiscal year, from \$237.5 million in FY2020 to \$207.4 million this fiscal year. Net income was \$4.3 million, or \$0.21 diluted per share, for the quarter, compared to net income of \$7.6 million, or \$0.38 diluted per share, for 3Q2020, a 44% decrease year-over-year. For the nine months of the fiscal year, net income is down (37)% year-over-year.

This was a unique quarter because the company was coming off a solid quarter during the pandemic. The third quarter of FY2021 was driven by increased online buying because many stores and vets were closed.

We expect PetMed to make \$1.17 per share for FY2022. This would represent a decrease of (23)% compared to the entire fiscal year of 2021.

## Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
<b>EPS</b>	\$0.80	\$0.86	\$0.90	\$0.92	\$1.02	\$1.17	\$1.82	\$1.84	\$1.29	\$1.52	<b>\$1.17</b>	<b>\$1.57</b>
<b>DPS</b>	\$0.53	\$0.60	\$0.66	\$0.68	\$0.72	\$0.76	\$0.85	\$1.06	\$1.08	\$1.14	<b>\$1.20</b>	<b>\$1.53</b>
<b>Shares<sup>1</sup></b>	20.0	20.0	20.0	20.0	20.0	20.0	20.0	20.0	20.0	20.0	<b>20.3</b>	<b>20.4</b>

The most significant growth prospects for PetMed Express are through online advertising and continuing to grow to reorder sales as it did for FY2021. Ecommerce demand increased due to COVID-19, so the management team is hopeful that this will continue to expand its reorder sales. We expect a 6% earnings growth for the next five years as eCommerce grows and more people have pets as family members. This growth rate is slightly lower than its ten-year average of 7.4%. The company, throughout the years, has not repurchased shares to help earnings growth. Revenue has been steadily growing from 2.9% ten-year CAGR to 8.8% year over year. Net Margin is also up year over year to 9.9%. Over the last five years, PETS has been growing its dividend at a 9.6% compound annual growth rate.

<sup>1</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	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Now	2027
Avg. P/E	13.1	18.7	15.7	17.2	20.4	27.5	12.7	16.5	21.9	23.1	22.1	18.00
Avg. Yld.	4.2%	4.5%	4.9%	4.1%	4.0%	3.8%	2.0%	4.7%	3.8%	3.4%	4.6%	5.4%

PetMed has a PE ratio of 22.1 based on FY2022 expected earnings of \$1.17 per share. This is higher than the company's own ten-year PE average of 18.7x earnings. As a base case, we think a fair multiple of 18x earnings would be fair value for the current expected future earnings growth. Thus, the company looks to be overvalued at the current price. The current dividend yield is attractive for dividend growth investors and income investors. Combining a yield of 4.6% and expecting the company to continue to grow its dividend by 5% for the next five years would mean that PetMed would pay out a \$1.53 per share in dividend a year for 2027.

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

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	66.3%	69.8%	73.3%	73.9%	70.6%	65.0%	46.7%	57.6%	83.7%	75.0%	103%	98%

PetMed does not have a substantial competitive advantage today. We think the company has a narrow moat currently. The company is an online business that is easy for competitors to get into. However, The Company does have a slight advantage as it has been in business since 1996, and PetMed Express is a very well-known company with pet lovers.

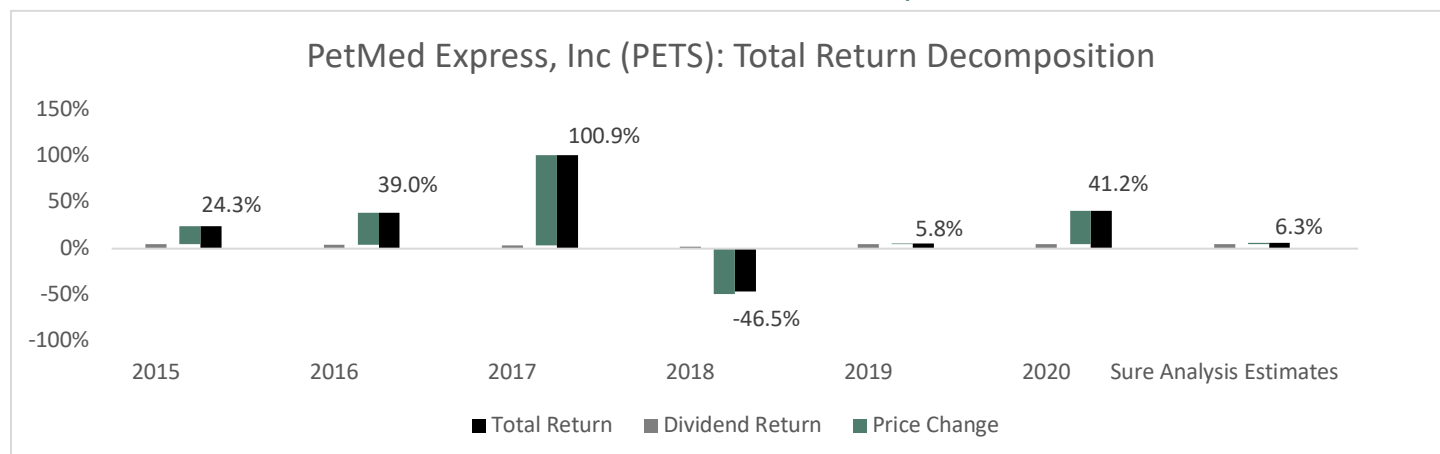
During the Great Recession of 2008-2009, the company continued to grow its earnings from \$0.82 per share in FY2008 to \$0.98 per share in FY2009. Coming out of the Great Recession, PetMed made \$1.14 per share in FY2010. Thus, the company looks resilient during the Great Recession and during the COVID-19 pandemic.

The company has an outstanding balance sheet. The only debt PetMed has is \$27.5 million. This gives the company an asset to liabilities ratio of 0.2. The dividend payout ratio is high but not concerning, considering the company does not have debt.

## Final Thoughts & Recommendation

PetMed is a solid company with many things to like. The outstanding balance sheet is top-rated. Also, the company has had Free Cash Flow growth year in and year out. The only risk we see is that it has a narrow moat and is accessible for a competitor to get into the pet medication business. We expect the stock to make 6.3% annually for the next five years. Thus, we rate PetMed as a Hold at the current price.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Revenue</b>	238	228	233	229	235	249	274	283	284	309
<b>Gross Profit</b>	80	77	78	76	76	79	98	95	81	90
<b>Gross Margin</b>	33.6%	33.9%	33.3%	33.2%	32.5%	31.8%	35.7%	33.6%	28.6%	29.1%
<b>SG&amp;A Exp.</b>	53	49	49	46	43	40	44	47	48	50
<b>D&amp;A Exp.</b>	1	1	1	1	1	1	2	2	2	2
<b>Operating Profit</b>	26	27	28	29	32	37	52	46	31	38
<b>Operating Margin</b>	10.9%	11.9%	12.1%	12.8%	13.8%	15.0%	19.0%	16.3%	10.9%	12.2%
<b>Net Profit</b>	17	17	18	17	21	24	37	38	26	31
<b>Net Margin</b>	7.0%	7.5%	7.7%	7.6%	8.8%	9.6%	13.6%	13.3%	9.1%	9.9%
<b>Free Cash Flow</b>	20	13	13	31	1	37	37	45	37	38
<b>Income Tax</b>	10	10	10	10	12	14	17	11	8	9

## Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Total Assets</b>	91	73	78	83	90	113	135	154	155	187
<b>Cash &amp; Equivalents</b>	47	18	18	36	38	59	78	101	104	119
<b>Accounts Receivable</b>	2	1	2	2	2	2	2	3	4	3
<b>Inventories</b>	26	32	36	25	26	20	23	21	18	34
<b>Goodwill &amp; Int. Ass.</b>	1	1	1	1	1	1	1	1	1	1
<b>Total Liabilities</b>	10	9	8	7	7	19	19	20	25	46
<b>Accounts Payable</b>	7	6	6	5	5	15	15	16	20	40
<b>Long-Term Debt</b>	0	0	0	0	0	0	0	0	0	0
<b>Shareholder's Equity</b>	81.2	64.0	70.2	75.4	83.2	93.4	115.7	134.7	130.0	141.3
<b>D/E Ratio</b>	0	0	0	0	0	0	0	0	0	0

## Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Return on Assets</b>	16.9%	20.9%	23.7%	21.7%	23.8%	23.5%	30.1%	26.1%	16.7%	17.9%
<b>Return on Equity</b>	18.7%	23.6%	26.8%	24.0%	25.9%	27.0%	35.7%	30.1%	19.5%	22.6%
<b>ROIC</b>	18.7%	23.6%	26.8%	24.0%	25.9%	27.0%	35.7%	30.1%	19.5%	22.6%
<b>Shares Out.</b>	20.0	20.0	20.0	20.0	20.0	20.0	20.0	20.0	20.0	20.0
<b>Revenue/Share</b>	11.51	11.36	11.64	11.39	11.59	12.23	13.40	13.83	14.17	15.37
<b>FCF/Share</b>	0.95	0.63	0.67	1.55	0.05	1.80	1.79	2.17	1.82	1.87

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

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