



# Ternium S.A. (TX)

Updated February 24<sup>th</sup>, 2022 by Quinn Mohammed

## Key Metrics

<b>Current Price:</b>	\$37	<b>5 Year CAGR Estimate:</b>	12.1%	<b>Market Cap:</b>	\$7.1 B
<b>Fair Value Price:</b>	\$73	<b>5 Year Growth Estimate:</b>	-8.0%	<b>Ex-Dividend Date:</b>	05/06/2021
<b>% Fair Value:</b>	50%	<b>5 Year Valuation Multiple Estimate:</b>	14.7%	<b>Dividend Payment Date:</b>	05/11/2021
<b>Dividend Yield:</b>	7.1%	<b>5 Year Price Target</b>	\$48	<b>Years Of Dividend Growth:</b>	1
<b>Dividend Risk Score:</b>	C	<b>Retirement Suitability Score:</b>	B	<b>Last Dividend Increase:</b>	-

## Overview & Current Events

Ternium is the leading flat steel producer in Latin America, and has operating facilities in Mexico, Brazil, Argentina, Colombia, the southern U.S., and Central America. The company's steel products are sold to customers in the automotive, home appliances, HVAC, construction, capital goods, container, food, and energy industries. The company operates a fully-integrated production system, from the mining of iron ore to the manufacturing process of steelmaking and producing high value added products. Ternium S.A. trades on the NYSE under the ticker symbol TX as an American Depository Share (ADS). Ternium has a market capitalization of \$7.1 billion. TX has roughly 20,000 employees.

On February 15<sup>th</sup>, Ternium released fourth quarter and full year results. TX's steel shipments increased 6% over 2020 to 12.07 million tons. Iron ore shipments were flat in 2021 over 2020, at 3.8 million tons. The company achieved net sales of \$16.1 billion, an 84% increase over 2020's \$8.7 billion. Operating income grew massively over the prior year, to \$5.3 billion. EBITDA of \$5.8 billion resulted in an EBITDA margin of 36%. EBITDA per ton also grew from \$134 million in the prior year to \$486 million in 2021. Earnings per ADS of \$19.49 completed trumped the prior year's \$3.97 per ADS.

Leadership anticipates continued solid performance in 2022, due to the strong global steel market environment. The company anticipates a more balanced steel supply-demand environment in 2022 along with steady demand and a gradual normalization of global supply chains.

## Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
<b>EPS</b>	\$0.72	\$2.32	(\$1.01)	\$0.04	\$3.03	\$4.51	\$7.67	\$2.87	\$3.97	\$19.49	<b>\$10.38</b>	<b>\$6.84</b>
<b>DPS</b>	\$0.75	\$0.65	\$0.75	\$0.90	\$0.90	\$1.00	\$1.10	\$1.20	\$0.00	\$2.90	<b>\$2.60</b>	<b>\$4.00</b>
<b>Shares<sup>1</sup></b>	196.3	196.3	196.3	196.3	196.3	196.3	196.3	196.3	196.3	196.3	<b>196.3</b>	<b>196.0</b>

Ternium's results have been cyclical, so earnings have been bumpy over the past decade, but the company has remained healthy overall over this time period. Increased demand for steel products has put TX in a good spot, as it set record 2022 earnings per ADS of \$19.49. Given the cyclicity of TX's earnings, certain year-over-year comparisons can be heavily skewed. Even so, over the last nine and five years on average, TX has produced earnings growth of 44% and 45% annually, respectively. Since the company is expected to report very strong results in comparison to its historic average, we believe earnings will shrink by about 8% from these cyclical highs.

Ternium can grow its earnings by increased production through ramping up existing facilities or investing in new ones. Additionally, the increased demand and limited supply of steel products has caused a massive increase in the steel prices. Margin improvements across the vertically-integrated business could also boost the bottom line. The company has maintained its number of outstanding shares over the last decade quite steadily.

<sup>1</sup> In millions

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## Valuation Analysis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Now	2027
Avg. P/E	10.0	50.0	11.6	15.3	50.0	7.1	6.4	3.8	13.1	5.9	3.5	7.0
Avg. Yld.	6.1%	4.1%	2.8%	5.3%	4.9%	3.5%	3.3%	5.1%	2.7%	3.5%	7.1%	8.4%

Given the strong outperformance for TX's earnings in 2022, the company has come to trade at a price-to-earnings ratio of 3.5, extremely below its average, even when excluding the 2013 and 2016 outliers. We estimate the company's fair value to be at roughly 7.0 times earnings. This would result in massive valuation gains of 14.7%, which will be offset by the estimated decline in earnings out to 2027. The company's yield is above the average at 4.1%. To note, Ternium pays an annual dividend, considerably less frequent than the quarterly dividend most companies pay.

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

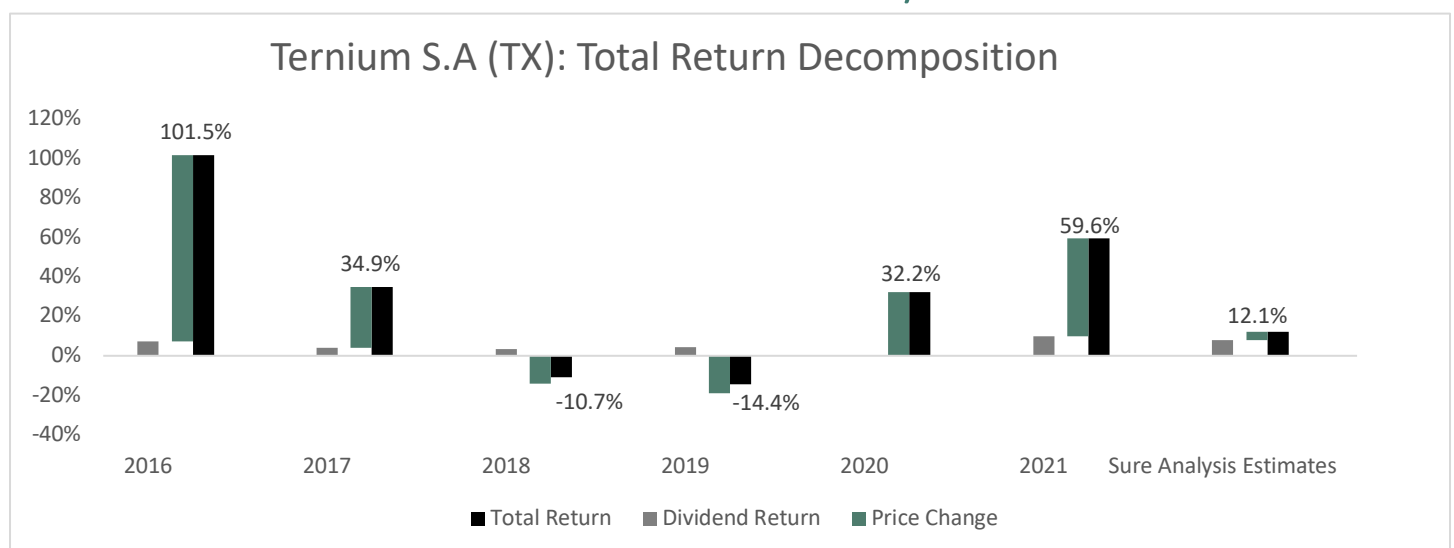
Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	104%	28%	-74%	-	30%	22%	14%	42%	0%	15%	25%	58%

The cyclical nature of the company has shone through in the payout ratio where in at least three years out of the past decade, the company could not cover the dividend with earnings. The company did not pay a dividend in 2020 amidst the COVID-19 pandemic, but then paid a dividend in 2021 which was nearly double the size of the 2019 dividend. The company had no net debt at the end of the quarter. The lack of leverage reduces the risk profile of the company, but we don't believe them to be recession resistant given a decrease in demand for their steel products would hit the company. Ternium's Mexican facilities have logistical advantages within the Gulf Coast and a large portion of the West Coast. Additionally, TX's value-added services, including technical assistance related to steel use and production, and development of new steel products, is a competitive advantage.

## Final Thoughts & Recommendation

Ternium finds itself in a profitable position given the significant demand for steel products which has resulted in a massive increase in steel prices. This outperformance in the current year has caused us to anticipate an 8% decrease in earnings over the medium term. Combined with the 7.1% yield and massive 14.7% valuation expansion, we estimate total returns of 12.1% and rate TX a Buy.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Revenue	8,608	8,530	8,726	7,877	7,224	9,700	11,455	10,193	8,735	16,091
Gross Profit	1,742	1,930	1,801	1,400	1,840	2,297	2,971	1,740	1,636	6,196
Gross Margin	20.2%	22.6%	20.6%	17.8%	25.5%	23.7%	25.9%	17.1%	18.7%	38.5%
SG&A Exp.	634	641	627	586	542	629	668	654	572	729
Depr. & Amort.	371	377	415	434	407	474	589	661	631	592
Operating Profit	921	1,109	1,056	639	1,142	1,457	2,108	865	1,079	5,271
Operating Margin	10.7%	13.0%	12.1%	8.1%	15.8%	15.0%	18.4%	8.5%	12.4%	32.8%
Net Profit	142	455	-199	8	596	886	1,507	564	778	3,825
Net Margin	1.7%	5.3%	-2.3%	0.1%	8.2%	9.1%	13.2%	5.5%	8.9%	23.8%
Free Cash Flow	33	209	62	857	664	-26	1,219	595	1,201	2,154
Income Tax	261	349	339	207	412	337	369	197	291	1,397

## Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Total Assets	10,867	10,373	9,690	8,063	8,323	12,123	12,548	12,936	12,856	17,098
Cash & Equivalents	559	306	213	151	183	338	248	520	538	1,277
Accounts Receivable	735	671	720	511	634	1,007	1,128	950	918	1,767
Inventories	2,000	1,941	2,134	1,579	1,648	2,551	2,690	2,158	2,002	3,908
Goodwill & Intang.	887	1,057	845	787	740	988	913	820	770	750
Total Liabilities	4,432	4,035	4,055	3,260	3,156	6,270	5,063	5,221	4,413	4,863
Accounts Payable	762	756	565	568	603	898	904	877	1,049	1,126
Long-Term Debt	2,424	2,003	2,165	1,521	1,219	3,222	2,037	2,189	1,723	1,479
Shareholder's Equity	5,369	5,340	4,697	4,033	4,391	5,010	6,393	6,612	7,286	10,535
LTD/E Ratio	0.45	0.38	0.46	0.38	0.28	0.64	0.32	0.33	0.24	0.14

## Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Return on Assets	1.3%	4.3%	-2.0%	0.1%	7.3%	8.7%	12.2%	4.4%	6.0%	25.5%
Return on Equity	2.6%	8.5%	-4.0%	0.2%	14.1%	18.9%	26.4%	8.7%	11.2%	42.9%
ROIC	1.6%	5.3%	-2.5%	0.1%	9.4%	11.5%	16.2%	5.8%	7.8%	32.0%
Shares Out.	196.3	196.3	196.3	196.3	196.3	196.3	196.3	196.3	196.3	196.3
Revenue/Share	43.85	43.45	44.45	40.13	36.80	49.41	58.35	51.92	44.50	81.97
FCF/Share	0.17	1.06	0.32	4.36	3.38	-0.13	6.21	3.03	6.12	10.97

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

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