



# C.H. Robinson Worldwide (CHRW)

Updated July 30<sup>th</sup>, 2022 by Felix Martinez

## Key Metrics

<b>Current Price:</b>	\$111	<b>5 Year CAGR Estimate:</b>	8.9%	<b>Market Cap:</b>	\$14.03 B
<b>Fair Value Price:</b>	\$129	<b>5 Year Growth Estimate:</b>	4.0%	<b>Ex-Dividend Date:</b>	09/02/22
<b>% Fair Value:</b>	86%	<b>5 Year Valuation Multiple Estimate:</b>	3.2%	<b>Dividend Payment Date:</b>	10/01/22
<b>Dividend Yield:</b>	2.0%	<b>5 Year Price Target</b>	\$157	<b>Years Of Dividend Growth:</b>	22
<b>Dividend Risk Score:</b>	A	<b>Retirement Suitability Score:</b>	B	<b>Rating:</b>	Hold

## Overview & Current Events

Charles Henry Robinson founded C.H. Robinson Worldwide (CHRW) in the early 1900s. The company is now an American Fortune 500 provider of multimodal transportation services and third-party logistics. The company's services are freight transportation, transportation management, brokerage, and warehousing. CHRW also offers truckload, air freight, intermodal, and ocean transportation. The company headquarters is in Eden Prairie, MN. CHRW has a market capitalization of approximately \$14.03 billion, over 14,800 employees, and produced roughly \$22 billion in revenue in 2021.

On July 27th, 2022, C.H. Robinson Worldwide reported results for the second quarter and first half of Fiscal Year (FY)2021. For the quarter, revenue increased 22.9% to \$6.8 billion from \$5.5 billion in 2Q21. Revenue growth was driven primarily by higher pricing and higher volume across most CHRW services. For the quarter, the Truckload segment saw an increase of 48.1%. Ocean transportation saw a rise of 51% year over year, air saw a 7.2% year over year increase, and LTL saw a rise of 29.6% year over year. For the six months of the fiscal year, total revenue is up 31.7% compared to the first six months of 2021. Operating expenses increased 20.6% for the quarter to \$5.7 million due to higher personnel expenses such as headcount, which increased 22.6%. Operating income totaled \$469.7 million, up 80.2% due to increased adjusted gross profits. The adjusted operating margin of 45.5% increased by 1,070 basis points. Net income totaled \$348.2 million, up 79.7% for the quarter year-over-year. Diluted Earnings Per Share (EPS) saw a significant improvement of 60.2% from \$1.44 per share in the second quarter of 2021 to \$2.67 per share, an increase of 85.4%

We expect that CHRW will make \$8.63 per share for the entire year of 2022. This will represent an increase of 36.8% compared to what the company achieved in FY2021. The expected EPS will be used for our total return and fair price calculations.

## Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
<b>EPS</b>	\$2.76	\$2.65	\$3.05	\$3.51	\$3.59	\$3.34	\$4.73	\$4.19	\$3.72	\$6.31	<b>\$8.63</b>	<b>\$10.50</b>
<b>DPS</b>	\$1.34	\$1.40	\$1.43	\$1.57	\$1.74	\$1.81	\$1.88	\$2.01	\$2.04	\$2.08	<b>\$2.20</b>	<b>\$2.68</b>
<b>Shares<sup>1</sup></b>	162.0	157.0	148.0	145.0	143.0	141.0	140.0	138.0	136.0	133.0	<b>133.0</b>	<b>133.0</b>

C.H. Robinson has grown revenue by 5.1% annually over the past ten years and has grown it by 4.9% over the past five years. However, revenue grew by a significant amount last year. Earnings per share have increased by 13.6% over the past five years. We expect annual earnings growth to be 4% for the next five years with the newly purchased Prime Distribution Services' help. The company has been increasing dividends for 22 consecutive years, with a five-year dividend growth rate of 2.8%. However, the most recent increase was only 2%. Thus, we expect CHRW to raise the dividend by 4% for the foreseeable future as there is enough profit for an increase.

<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	16.7	22.3	20.6	19.5	19.8	21.5	19.2	18.7	25.2	17.1	12.8	15.0
Avg. Yld.	1.9%	2.3%	2.8%	2.1%	2.4%	3.0%	3.0%	2.9%	2.2%	1.9%	2.0%	1.7%

CHRW has always had a relatively high P/E over the past decade. The company has a ten-year P/E average of 20.1. However, we will use a 15 P/E for our forward fair value estimate as a lower P/E ratio is warranted because of slower growth. Currently, the company is undervalued based on our PE estimates. The current dividend yield of 2.0% is lower than its 5-year dividend yield average of 2.7%.

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

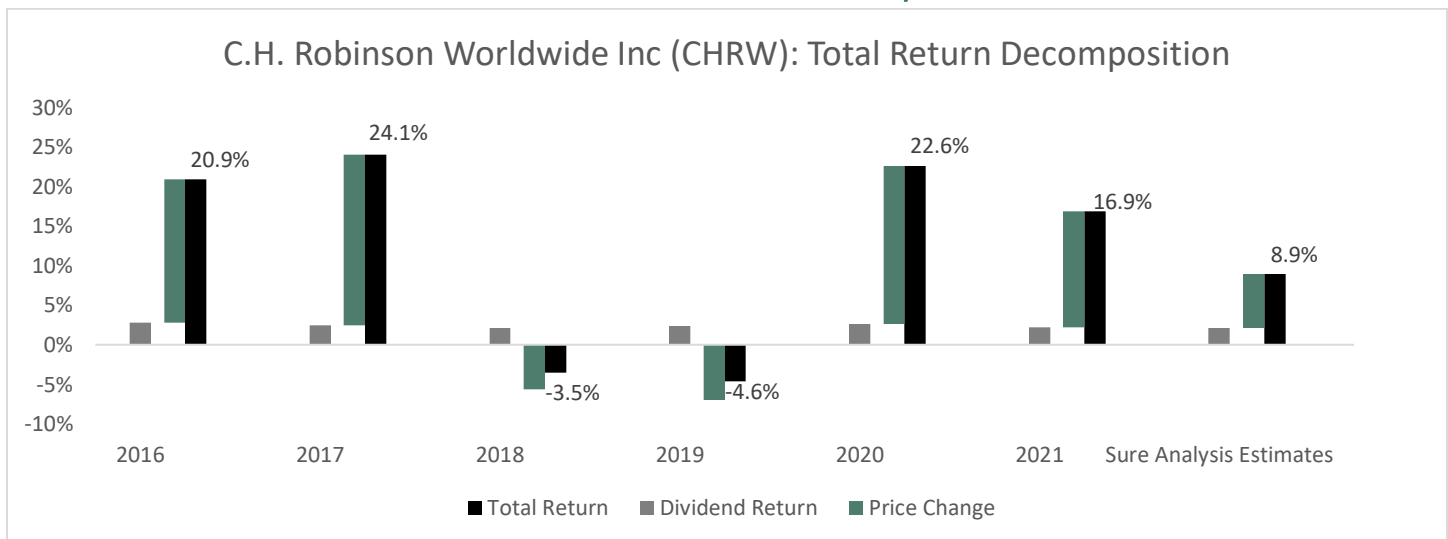
Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	48.6%	52.8%	46.9%	44.7%	48.5%	54.2%	39.7%	48.0%	54.8%	33.0%	25%	25%

The company went through the Great Recession in 2008-2009 very well. Earnings grew from \$1.86 in 2007 to \$2.13 in 2009. However, it did have an earnings growth of 26.6% CAGR from 2004 to 2007, and it slowed to just 2% in 2009. Nevertheless, it shows how resilient this company is. The dividend also grew from \$0.76 in 2007 to \$0.97 in 2009. CHRW has not had its dividend payout reach above 60% for the past 20 years. C. H. Robinson has a wide economic moat because it would be very capital intensive to have new or small competitors to grow a network as effective and efficient as CHRW. CHRW sports a BBB+ credit rating from S&P, which is investment-grade quality. The company has a strong balance sheet with more assets than debt, a total debt/equity ratio of 1.2, and an interest coverage ratio of 19.2.

## Final Thoughts & Recommendation

Throughout the last ten years, C.H. Robinson Worldwide has been a high-quality company with a relatively high P/E ratio. Even though earnings are expected to be higher for FY2022, we believe they will continue and grow at a 4% rate over the next five years. The company is currently undervalued at today's price. We estimate a 5-year annual return of 8.9% going forward. However, we have a hold recommendation at the current price because of the expected total return.

## 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>	11,359	12,752	13,470	13,476	13,144	14,869	166,31	15,310	16,207	23,102
<b>Gross Profit</b>	952	1,009	1,069	1,217	1,213	1,189	1,362	1,288	1,169	1,608
<b>Gross Margin</b>	8.4%	7.9%	7.9%	9.0%	9.2%	8.0%	8.2%	8.4%	7.2%	7.0%
<b>SG&amp;A Exp.</b>	276	327	320	359	375	413	450	498	496	526
<b>D&amp;A Exp.</b>	38	57	57	66	75	93	97	100	102	91
<b>Op. Profit</b>	675	683	748	858	838	775	912	790	673	1082
<b>Op. Margin</b>	5.9%	5.4%	5.6%	6.4%	6.4%	5.2%	5.5%	5.2%	4.2%	4.7%
<b>Net Profit</b>	594	416	450	510	513	505	665	577	506	844
<b>Net Margin</b>	5.2%	3.3%	3.3%	3.8%	3.9%	3.4%	4.0%	3.8%	3.1%	3.7%
<b>FCF</b>	410	300	484	674	438	326	729	765	445	24
<b>Income Tax</b>	365	257	274	313	299	224	216	165	122	178

## Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Total Assets</b>	2,804	2,803	3,214	3,184	3,688	4,236	4,427	4,641	5,144	7,028
<b>Cash &amp; Equivalents</b>	210	162	129	168	248	334	379	448	244	257
<b>Accounts Receivable</b>	1,412	1,450	1,572	1,506	1,711	2,114	2,162	1,974	2,450	3,963
<b>Goodwill &amp; Int. Ass.</b>	974	962	937	1,250	1,428	1,454	1,402	1,434	1,661	1,644
<b>Total Liabilities</b>	1,300	1,863	2,167	2,034	2,430	2,810	2,832	2,970	3,264	5,006
<b>Accounts Payable</b>	639	686	717	698	840	1,000	971	985	1,195	1,813
<b>Long-Term Debt</b>	254	875	1,105	950	1,240	1,465	1,346	1,235	1,093	1,919
<b>Shareholder's Equity</b>	1,504	940	1,047	1,150	1,258	1,426	1,595	1,671	1,880	2,022
<b>LTD/E Ratio</b>	0.17	0.93	1.06	0.83	0.99	1.03	0.84	0.74	0.58	0.95

## Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Return on Assets</b>	24.0%	14.8%	14.9%	15.9%	14.9%	12.7%	15.3%	12.7%	10.4%	13.9%
<b>Return on Equity</b>	43.1%	34.0%	45.3%	46.4%	42.6%	37.6%	44.0%	35.3%	28.5%	43.3%
<b>ROIC</b>	39.5%	23.3%	22.7%	24.0%	22.3%	18.7%	22.8%	19.7%	17.2%	24.4%
<b>Shares Out.</b>	162.0	157.0	148.0	145.0	143.0	141.0	140.0	138.0	136.0	133.0
<b>Revenue/Share</b>	70.14	81.18	91.30	92.72	91.92	105.17	118.45	111.15	119.02	172.62
<b>FCF/Share</b>	2.53	1.91	3.28	4.64	3.06	2.31	5.19	5.55	3.27	0.18

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

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