



# Carlisle Companies (CSL)

Updated August 17<sup>th</sup>, 2022 by Jonathan Weber

## Key Metrics

<b>Current Price:</b>	\$313	<b>5 Year CAGR Estimate:</b>	11.1%	<b>Market Cap:</b>	\$16B
<b>Fair Value Price:</b>	\$365	<b>5 Year Growth Estimate:</b>	7.0%	<b>Ex-Dividend Date:</b>	08/17/22
<b>% Fair Value:</b>	86%	<b>5 Year Valuation Multiple Estimate:</b>	3.1%	<b>Dividend Payment Date:</b>	09/01/22
<b>Dividend Yield:</b>	1.0%	<b>5 Year Price Target</b>	\$512	<b>Years Of Dividend Growth:</b>	46
<b>Dividend Risk Score:</b>	A	<b>Retirement Suitability Score:</b>	C	<b>Rating:</b>	Buy

## Overview & Current Events

Carlisle Companies is a diversified company that is active in a wide array of niche markets. The segments in which the company produces and sells products include construction materials (roofing, waterproofing, etc.), interconnecting technologies (wires, cables, etc.), fluid technologies, and brake & friction. Carlisle Companies was founded in 1917.

Carlisle Companies reported its second quarter earnings results on July 28. The company reported revenues of \$1.85 billion for the quarter, which was up 54% compared to the revenues that Carlisle Companies generated during the previous year's quarter. Carlisle's revenues were ahead of the analyst estimate, beating it by \$160 million, or around 10%. Carlisle's revenue performance was stronger than during the previous quarter, when the year-over-year growth rate totaled 46%. The comparison to the second quarter of 2021 was a relatively easy one, however.

Carlisle Companies generated earnings-per-share of \$6.15 during the second quarter, beating the consensus analyst estimate by a massive \$1.16. Carlisle Companies' earnings-per-share were up 185% from the previous year's level, thanks to higher margins and the higher revenues the company generated during the quarter. Carlisle's cost-saving measures that were started during 2020 were responsible for some of the margin improvement, and share repurchases also had a positive impact on the company's earnings-per-share growth rate. It is expected that profitability will improve measurably this year versus 2021 thanks to the ongoing economic recovery. Carlisle raised its dividend by 39%, to \$0.75 per quarter, or \$3.00 per year, in early August.

## Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
<b>EPS</b>	\$4.18	\$3.61	\$3.83	\$4.82	\$5.86	\$5.53	\$6.04	\$8.21	\$6.41	\$8.89	<b>\$20.30</b>	<b>\$28.47</b>
<b>DPS</b>	\$0.76	\$0.84	\$0.94	\$1.10	\$1.30	\$1.44	\$1.54	\$1.80	\$2.05	\$2.16	<b>\$3.00</b>	<b>\$4.01</b>
<b>Shares<sup>1</sup></b>	63	64	65	64	64	62	59	57	54	52	<b>50</b>	<b>45</b>

From 2009 to 2019, Carlisle recorded an average annual earnings-per-share growth rate of 15%, which is a strong result. During the last financial crisis, Carlisle's earnings-per-share did not decline a lot.

Despite its small size, Carlisle is a company that is highly active when it comes to M&A. Carlisle has been divesting lower-growth business units such as its food division in order to focus on higher-growth businesses such as Brake & Friction. Optimizing the portfolio via tuck-in acquisitions to bolster these segments further, is an opportune move that should be beneficial for Carlisle's growth going forward. Without any acquisitions Carlisle would not have been able to grow this quickly, but its organic sales growth has historically been solid as well. Thanks to a strong balance sheet and relatively low leverage levels, Carlisle can engage in M&A easily and will most likely continue to do so in coming years. In September 2021, Carlisle Companies closed the \$1.6 billion acquisition of building materials company Henry Company. Carlisle returns a lot of cash to its owners via share repurchases, which is beneficial for its earnings-per-share growth. In recent years, Carlisle Companies has returned around \$500 million a year to its owners via buybacks, even in 2020, despite the pandemic. Buybacks will remain an important earnings-per-share growth driver, we believe.

<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	12.5	18.9	21.6	19.6	17.2	18.7	16.7	19.7	24.3	27.7	15.4	18.0
Avg. Yld.	1.5%	1.2%	1.1%	1.2%	1.3%	1.4%	1.5%	1.1%	1.3%	0.9%	1.0%	0.8%

Carlisle Companies trades at around 15 times this year's expected earnings-per-share. This is lower than our fair value estimate, as Carlisle mostly has been more expensive over the last couple of years compared to how shares are valued today. Shareholders get a rather low dividend yield from Carlisle at current prices.

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

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	18.2%	23.3%	24.5%	22.8%	22.2%	26.0%	25.5%	21.9%	32.0%	24.3%	14.8%	14.1%

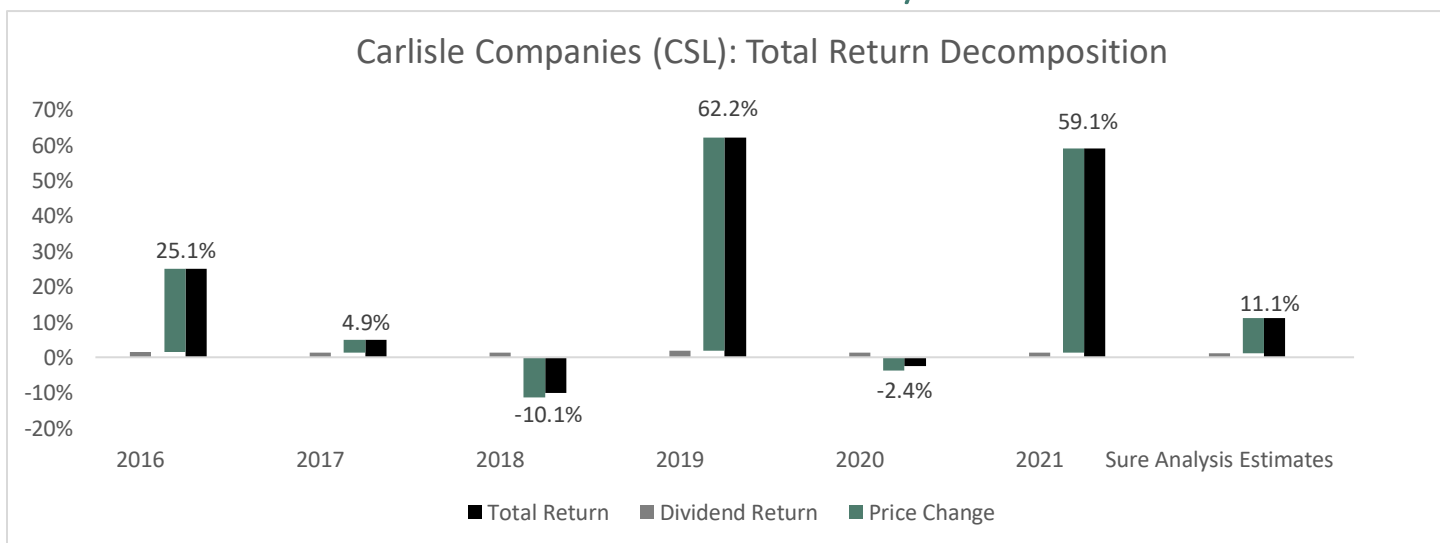
Carlisle Companies has grown its dividend every year for more than four decades, and the dividend growth rate has been attractive over the last couple of years. The company nevertheless has a relatively low dividend payout ratio, as earnings-per-share growth has been quite strong as well during that time frame. The dividend looks safe, as Carlisle Companies was able to easily cover its dividend payments during every year in the past.

As an industrial company, demand for Carlisle's products can be somewhat cyclical, but the company still managed to remain highly profitable during the last financial crisis, when profits dropped by just ten percent from 2008 to 2010. Carlisle is active in niche markets where it has a strong market position, despite its rather small size. The company's approach of growing its presence organically as well as via acquisitions allows for improving scale as the company gets bigger, which brings benefits such as operating leverage and more efficient purchasing.

## Final Thoughts & Recommendation

Carlisle Companies is a small industrial company that combines many positives, including a strong earnings and dividend growth track record, a solid long-term growth outlook, and some resilience to economic downturns. Carlisle's approach of consolidating its niche industries through M&A will likely deliver meaningful growth going forward. Carlisle recovered easily in 2021, and 2022 will most likely be an even stronger year. Carlisle's shares trade below fair value right now, and the total return outlook is compelling, which is why we rate Carlisle a buy at current prices.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Revenue	2,851	2,943	3,204	3,543	3,425	3,751	4,480	4,812	4,245	4,810
Gross Profit	767	746	820	1,007	1,086	1,048	1,175	1,372	1,182	1,315
Gross Margin	26.9%	25.3%	25.6%	28.4%	31.7%	27.9%	26.2%	28.5%	27.9%	27.3%
SG&A Exp.	357	354	379	462	495	533	625	667	642	698
D&A Exp.	105	114	104	129	138	169	191	205	224	226
Operating Profit	372	367	408	503	546	464	509	654	484	568
Operating Margin	13.0%	12.5%	12.7%	14.2%	15.9%	12.4%	11.4%	13.6%	11.4%	11.8%
Net Profit	270	210	251	320	250	366	611	473	320	422
Net Margin	9.5%	7.1%	7.8%	9.0%	7.3%	9.7%	13.6%	9.8%	7.5%	8.8%
Free Cash Flow	346	304	177	457	422	299	219	614	601	287
Income Tax	118	98	124	148	148	88	87	122	77	96

## Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Total Assets	3,457	3,493	3,759	3,951	3,966	5,300	5,249	5,496	5,866	7,247
Cash & Equivalents	113	755	731	411	385	378	804	351	902	324
Accounts Receivable	408	400	439	503	512	626	698	683	613	815
Inventories	325	299	339	356	377	449	458	511	504	605
Goodwill & Int. Ass.	1,474	1,439	1,576	2,022	1,953	2,517	2,410	2,857	2,773	4,208
Total Liabilities	1,669	1,507	1,554	1,604	1,499	2,772	2,652	2,853	3,329	4,617
Accounts Payable	206	187	198	213	244	332	312	327	318	432
Long-Term Debt	752	751	750	745	596	1,586	1,588	1,592	2,081	2,927
Shareholder's Equity	1,788	1,986	2,205	2,347	2,467	2,528	2,597	2,643	2,538	2,630
LTD/E Ratio	0.42	0.38	0.34	0.32	0.24	0.63	0.61	0.60	0.82	1.11

## Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Return on Assets	8.2%	6.0%	6.9%	8.3%	6.3%	7.9%	11.6%	8.8%	5.6%	6.4%
Return on Equity	16.4%	11.1%	12.0%	14.0%	10.4%	14.6%	23.8%	18.0%	12.4%	16.3%
ROIC	11.3%	7.9%	8.8%	10.6%	8.1%	10.2%	14.7%	11.2%	7.2%	8.3%
Shares Out.	63	64	65	64	64	62	59	57	54	52
Revenue/Share	44.82	45.41	49.06	53.84	52.79	59.02	74.16	84.56	77.89	90.42
FCF/Share	5.43	4.69	2.71	6.95	6.51	4.70	3.62	10.79	11.03	5.39

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

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