



# The First of Long Island Corp. (FLIC)

Updated August 10<sup>th</sup>, 2022 by Jonathan Weber

## Key Metrics

<b>Current Price:</b>	\$19	<b>5 Year CAGR Estimate:</b>	13.1%	<b>Market Cap:</b>	\$420M
<b>Fair Value Price:</b>	\$25	<b>5 Year Growth Estimate:</b>	4.0%	<b>Ex-Dividend Date:</b>	10/04/22 <sup>1</sup>
<b>% Fair Value:</b>	75%	<b>5 Year Valuation Multiple Estimate:</b>	5.8%	<b>Dividend Payment Date:</b>	10/15/22 <sup>2</sup>
<b>Dividend Yield:</b>	4.2%	<b>5 Year Price Target</b>	\$31	<b>Years Of Dividend Growth:</b>	44
<b>Dividend Risk Score:</b>	A	<b>Retirement Suitability Score:</b>	A	<b>Rating:</b>	Buy

## Overview & Current Events

The First of Long Island Corporation is the holding company for *The First National Bank of Long Island*, a small-sized bank that provides a range of financial services to consumers and small to medium-sized businesses. Its offerings include business loans, consumer loans, mortgages, savings accounts, etc. FLIC operates around 50 branches in two Long Island counties and several NYC burrows, including Queens, Brooklyn, and Manhattan. FLIC has a history of almost 100 years since being founded in 1927, and the company is headquartered in Glen Head, New York.

FLIC reported its most recent quarterly results on July 28. The company reported revenues of \$33 million for its fiscal second quarter, which was 10% more than the revenues that the company generated during the previous year's period. FLIC's revenues beat what analysts had forecasted for the quarter by 5%. FLIC's revenue increase can be explained by the fact that the bank's net interest margin rose year over year, from 2.71% during the previous year's quarter to 2.97%. This, combined with solid loan demand, allowed FLIC to grow its net interest income and revenue meaningfully.

FLIC's earnings-per-share totaled \$0.54 during the second quarter, which was up 13% year over year. This solid earnings-per-share performance was mostly driven by higher revenues, although buybacks and margin expansion also resulted in small tailwinds. During 2021, FLIC generated earnings-per-share of \$1.81, which was a new record result for the company. It is expected that FLIC will be able to grow its earnings-per-share further during the current year, and at an attractive pace in the mid-teens on top of that. This would make 2022 a new record year for the bank.

## Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
<b>EPS</b>	\$1.16	\$1.03	\$1.10	\$1.22	\$1.34	\$1.43	\$1.63	\$1.67	\$1.72	\$1.81	<b>\$2.10</b>	<b>\$2.55</b>
<b>DPS</b>	\$0.42	\$0.44	\$0.48	\$0.52	\$0.55	\$0.58	\$0.60	\$0.69	\$0.73	\$0.77	<b>\$0.80</b>	<b>\$1.00</b>
<b>Shares<sup>3</sup></b>	20.2	20.6	20.8	21.2	23.7	24.7	25.4	24.7	23.9	23.7	<b>23.5</b>	<b>22.5</b>

The First of Long Island has generated solid, yet not spectacular growth over the last decade. Between 2010 and 2019, earnings-per-share have grown by 5% annually, although the growth rate has been a bit uneven over that time frame. FLIC's dividend has grown somewhat faster during that time frame, at a 10-year average rate of slightly more than 7%.

FLIC's earnings-per-share growth in the past was mainly possible thanks to a solid pace of business growth. FLIC's revenues roughly doubled over the last decade, as the bank was able to expand its presence in its markets while also generating higher revenues per branch during that time frame. Low interest rates, which are normally seen as a headwind for banks due to the fact that they usually go hand in hand with low net interest margins, have not been a major headwind for FLIC. This also holds true for the current crisis, as FLIC has been able to expand its net interest margin in recent quarters. FLIC saw its share count rise substantially between 2010 and 2018, which is why earnings-per-share growth lagged behind net income growth during that time frame. More recently, FLIC has started to buy back shares, which has been beneficial for earnings-per-share growth in recent quarters.

<sup>1</sup> Estimated date

<sup>2</sup> Estimated date

<sup>3</sup> 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	10.8	14.9	15.4	14.6	15.6	19.7	14.9	13.5	10.5	12.2	9.0	12.0
Avg. Yld.	3.4%	2.9%	2.8%	2.9%	2.6%	2.1%	2.6%	3.1%	4.1%	3.5%	4.2%	3.3%

The First of Long Island has historically traded at a mid-teens earnings multiple on average, but we believe that it will not go back to 14-15 times earnings multiples in the near term. Overall, valuations for the whole industry came down over the last couple of years, even before the pandemic started. We believe that FLIC's shares nevertheless have considerable upside potential right now, while investors get an above-average dividend yield of more than 4% on top of that.

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

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	36.2%	42.7%	43.6%	42.6%	41.0%	40.6%	36.8%	41.3%	42.4%	42.5%	38.1%	39.0%

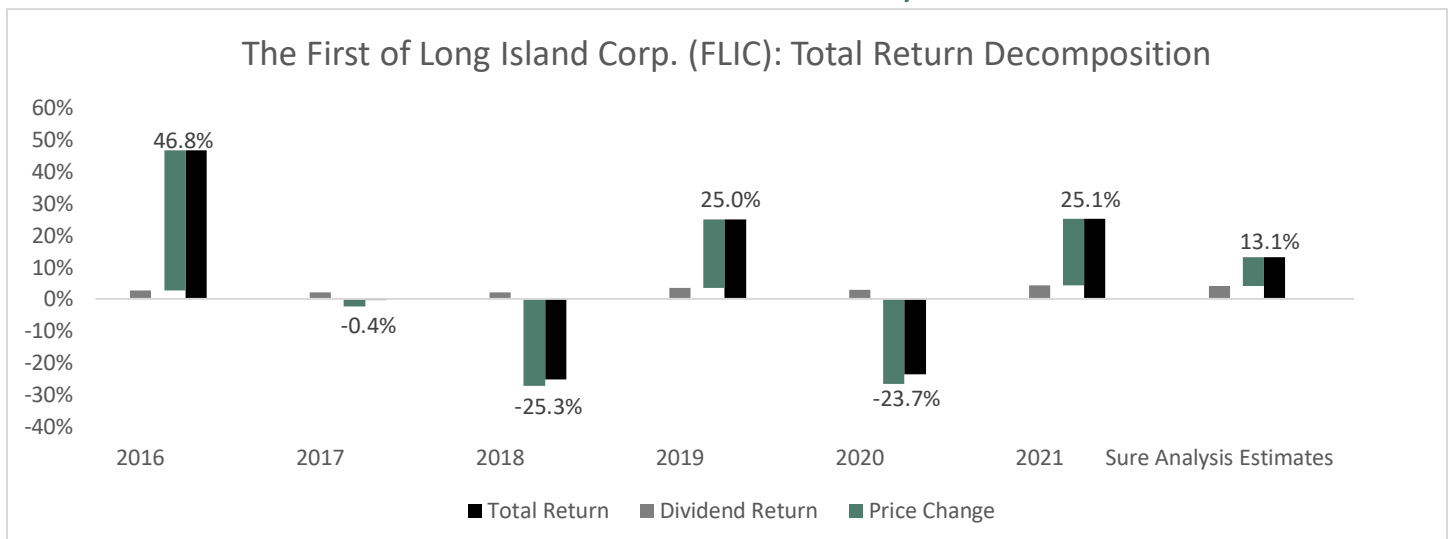
The First of Long Island has increased its dividend annually for more than a decade in a row, adjusted for stock splits. This was possible thanks to regular earnings growth, while the company has also increased its payout ratio over the years. At a payout ratio of less than 50%, the dividend still looks quite safe, we believe.

FLIC is a small regional bank that is focused on New Jersey and some burrows of New York. As such, it has benefited from a growing population and strong housing market in the areas it is active in. One could thus say that it has a competitive advantage in terms of being focused on an attractive geographical market, although FLIC does not enjoy large scale advantages. Nevertheless, FLIC has solid fundamentals, including an above-average return on equity of ~11% and strong loan stability, with below-average credit charge-offs, even during the current crisis. During the Great Recession, FLIC performed better than many of its peers as well, proving the below-average level of risk.

## Final Thoughts & Recommendation

The First of Long Island is not a large bank, but it is active in an attractive regional market and operates quite profitably. FLIC has not been a high-growth business in the past, but through a combination of dividends and some earnings growth, returns have still been solid. Based on our total return estimates, FLIC seems like an attractive stock right here, and its valuation is below our fair value estimate. We thus rate FLIC 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	70	70	74	84	97	105	105	111	116	119
SG&A Exp.	21	23	24	27	30	33	36	37	37	40
D&A Exp.	3	3	3	3	3	4	4	6	6	
Net Profit	20	21	23	26	31	35	42	42	41	43
Net Margin	29.0%	30.6%	31.0%	30.7%	32.0%	33.5%	39.7%	37.5%	35.5%	36.1%
Free Cash Flow	29	37	30	30	28	38	54	47	43	
Income Tax	5	6	6	7	9	10	5	8	8	10

## Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Total Assets	2,108	2,400	2,721	3,130	3,510	3,895	4,241	4,098	4,069	4,069
Cash & Equivalents	42	35	33	40	37	70	47	39	211	44
Total Liabilities	1,903	2,193	2,488	2,879	3,204	3,540	3,853	3,709	3,662	3,655
Long-Term Debt	192	340	425	531	574	689	742	517	296	311
Total Equity	205	207	233	251	306	354	388	389	407	414
LTD/E Ratio	0.93	1.65	1.82	2.11	1.88	1.94	1.91	1.33	0.73	0.75

## Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Return on Assets	1.0%	0.9%	0.9%	0.9%	0.9%	0.9%	1.0%	1.0%	1.0%	1.1%
Return on Equity	10.3%	10.3%	10.5%	10.7%	11.1%	10.6%	11.2%	10.7%	10.3%	10.5%
ROIC	5.3%	4.5%	3.8%	3.6%	3.7%	3.7%	3.8%	4.1%	5.1%	6.0%
Shares Out.	20.2	20.6	20.8	21.2	23.7	24.7	25.4	24.7	23.9	23.7
Revenue/Share	3.47	3.37	3.55	3.97	4.20	4.28	4.12	4.46	4.86	5.02
FCF/Share	1.45	1.78	1.41	1.42	1.23	1.56	2.11	1.90	1.80	

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

### Disclaimer

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