



# Nutrien Ltd. (NTR)

Updated November 24<sup>th</sup>, 2022 by Felix Martinez

## Key Metrics

<b>Current Price:</b>	\$80	<b>5 Year CAGR Estimate:</b>	13.0%	<b>Market Cap:</b>	\$41.6 B
<b>Fair Value Price:</b>	\$110	<b>5 Year Growth Estimate:</b>	0.0%	<b>Ex-Dividend Date:</b>	12/29/22
<b>% Fair Value:</b>	73%	<b>5 Year Valuation Multiple Estimate:</b>	11.4%	<b>Dividend Payment Date:</b>	01/13/22
<b>Dividend Yield:</b>	2.4%	<b>5 Year Price Target</b>	\$138	<b>Years Of Dividend Growth:</b>	4
<b>Dividend Risk Score:</b>	C	<b>Retirement Suitability Score:</b>	D	<b>Rating:</b>	Buy

## Overview & Current Events

Nutrien Ltd. (NTR) is a Canadian company formed through Agrium and PotashCorp's merger in a closed transaction on January 1, 2018. The company produces and markets crop nutrients to agricultural, industrial, and feed customers worldwide. The company has over 1,700 retail locations in North America, South America, and Australia and is one of the world's largest manufacturers and suppliers of potash, nitrogen, and phosphate. The company provides over 20% of the global market on potash, 3% nitrogen, and 3% phosphate. Nutrien has a market capitalization of approximately \$41.6 billion, more than 20,000 workers, and produced roughly \$27.7 billion in revenue in 2021.

On November 2<sup>nd</sup>, 2022, Nutrien reported its third quarter and nine months results for Fiscal Year (FY)2022. Total sales increased 36% Year over Year (YoY) to \$8,188 million for 3Q22 compared to \$6,024 million in 3Q21. The increase came mainly from the Crop nutrients segment, which saw sales increase by 49%. This was due to higher net realized selling prices from global supply uncertainties across its nutrient businesses and strong Retail performance. The Seed segment saw a decrease in sales for the quarter of (4%). The Crop protection products segment saw sales increase by 17% year over year. The main source of sales is from the Corp nutrients, which saw sales increase 34% year-over-year. The cost of goods also saw increases because of inflation. Cost of goods was up 26% from \$2,430 million for the third quarter of 2021 to \$3,063 million. However, adjusted EBITDA was down (19)% compared to the 3Q2021. For the nine months, sales are up 25% and adjusted EBITDA are up 27% compared to the same nine months of 2021.

Management provided their full-year earnings guidance for 2022. They expect the company to make \$13.25-\$14.50 per share for the year. However, this is due to inflation and should stabilize, thus bringing the company earnings down from this high during the next few years. Therefore, we will use \$11.00 per share for our calculation. This is 76.6% higher than what the company earned in FY2021.

## Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
<b>EPS</b>	---	---	---	---	---	---	\$2.69	\$2.17	\$1.80	\$6.23	<b>\$11.00</b>	<b>\$11.00</b>
<b>DPS</b>	---	---	---	---	---	---	\$1.66	\$1.75	\$1.81	\$1.85	<b>\$1.92</b>	<b>\$2.12</b>
<b>Shares<sup>1</sup></b>	---	---	---	---	---	---	609.0	573.0	569.0	571.0	<b>571.0</b>	<b>571.0</b>

Nutrien does not have a long history as a combined company, and neither PotashCorp nor Agrium represent directly comparable predecessors. PotashCorp was primarily involved in its potash production side, while Agrium mainly represented the agricultural retail. As a combined company, Nutrien now has a significant stake in both sides, and with a 52/48 split, the merger was one of the equals. Analysts expect an EPS to be much higher in 2022 due to renewed commodity demand and pricing. Share repurchases are expected to contribute several percentage points per year on top of baseline growth. Nutrien repurchased approximately 0.7% of its market capitalization in 2021. We expect a 0% earnings growth over the next five years as earnings are expected to be up 76% for 2022. Dividend growth is expected to be 2% as it normalizes its payout ratio. Significant increases or decreases in fertilizer prices would substantially affect the growth rate and are mostly outside the company's control.

<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	---	---	---	---	---	---	17.2	22.1	26.6	12.1	<b>7.3</b>	<b>12.5</b>
Avg. Yld.	---	---	---	---	---	---	3.5%	3.7%	3.8%	2.5%	<b>2.4%</b>	<b>1.5%</b>

One of Nutrien's primary industry peers with a long history as a unified company, The Mosaic Company, has had an average P/E ratio of 19.5 over the past ten years, with a high of 31 and a low of 13. With an anticipated significant recovery in agriculture commodity prices, which have been in a multi-year bear market, we expect Nutrien's P/E ratio to increase to 12.5 as a baseline. Thus, the company has a low valuation at the current price with a current PE of 7.3x based on 2022 earnings.

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

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	---	---	---	---	---	---	61.7%	80.6%	100%	29.7%	<b>17%</b>	<b>19%</b>

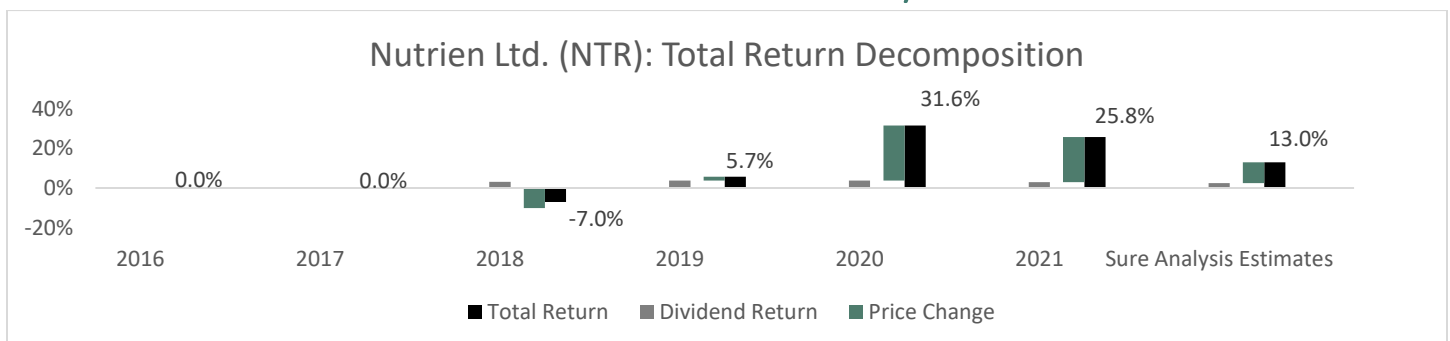
Nutrien has an economic moat from its potash and nitrogen production operations resulting in relatively high returns on invested capital in most years compared to the broader materials sector. The company has geographically significant production assets in Canada that sit on the bottom half of the global production cost curve. Even in a low-price environment, the company can outlast its competitors and survive to see periods of higher commodity prices. On the other hand, the company's phosphate production operations are in the upper half of the global cost curve. Its retail agriculture business, being the largest in North America, may have mild cost advantages, but several competitors are similar in scale. Therefore, these aspects of the business lack economic moat.

Agricultural commodities, especially fertilizer, are not very economically sensitive because people need to eat through recessions and expansions. However, the agricultural and fertilizer industries have cycles, and the supply/demand relationship in agricultural commodity production due to weather and other factors can dramatically affect prices. For example, potash spiked to over \$800/ton in 2009 but is currently under \$562/ton. Nutrien enormously benefits from higher potash rates, nitrogen, and phosphate and is hurt by lower prices. Nutrien's balance sheet is strong, with a debt/equity (D/E) ratio of 0.4 and an interest coverage ratio of 20.1. The company currently has an S&P credit rating of BBB, an investment-grade rating.

## Final Thoughts & Recommendation

With an expected 13% annualized return over the next five years, we consider Nutrien a buy. Nutrien has a high-performance variance based on crop nutrition commodity prices and could deliver significantly higher or lower returns than this expected baseline.

## 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>	7927	7305	7115	6279	4456	4547	19636	20084	20908	27712
<b>Gross Profit</b>	3410	2790	2647	2269	830	694	5392	5502	5239	9409
<b>Gross Margin</b>	43.0%	38.2%	37.2%	36.1%	18.6%	15.3%	27.5%	27.4%	25.1%	34.0%
<b>SG&amp;A Exp.</b>	219	231	245	239	212	214	2876	3013	3311	3817
<b>D&amp;A Exp.</b>	578	666	701	685	695	692	1592	1799	1989	1951
<b>Operating Profit</b>	2962	2301	2127	1681	477	317	2215	2143	1691	5135
<b>Operating Margin</b>	37.4%	31.5%	29.9%	26.8%	10.7%	7.0%	11.3%	10.7%	8.1%	18.5%
<b>Net Profit</b>	2079	1785	1536	1270	323	327	3573	992	459	3153
<b>Net Margin</b>	26.2%	24.4%	21.6%	20.2%	7.2%	7.2%	18.2%	4.9%	2.2%	11.4%
<b>Free Cash Flow</b>	1021	1588	1454	1054	365	574	545	1774	1774	2103
<b>Income Tax</b>	826	687	628	446	44	-183	-93	316	-77	989

## Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Total Assets</b>	18206	17958	17724	17469	17255	16998	45502	46799	47192	49954
<b>Cash &amp; Equivalents</b>	562	628	215	91	32	116	2314	671	1454	499
<b>Accounts Receivable</b>	716	500	708	468	427	390	2746	3047	3019	4705
<b>Inventories</b>	762	728	646	749	768	788	4917	4975	4930	6328
<b>Goodwill &amp; Int. Ass.</b>	126	137	142	192	180	166	13641	14414	14586	14560
<b>Total Liabilities</b>	8294	8330	8932	9087	9056	8695	21077	23930	24827	26255
<b>Accounts Payable</b>	623	450	457	426	340	255	3053	4016	4415	5179
<b>Long-Term Debt</b>	4081	3937	4246	4227	4591	4441	9203	10031	10220	9626
<b>Shareholder's Equity</b>	9912	9628	8792	8382	8199	8303	24425	22869	22365	23652
<b>LTD/E Ratio</b>	0.41	0.41	0.48	0.50	0.56	0.53	0.38	0.44	0.46	0.41

## Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Return on Assets</b>	12.1%	9.9%	8.6%	7.2%	1.9%	1.9%	11.4%	2.1%	1.0%	6.5%
<b>Return on Equity</b>	23.4%	18.3%	16.7%	14.8%	3.9%	4.0%	21.8%	4.2%	2.0%	13.7%
<b>ROIC</b>	15.8%	13.0%	11.5%	9.9%	2.5%	2.6%	15.4%	3.0%	1.4%	9.6%
<b>Shares Out.</b>	---	---	---	---	---	---	609.0	573.0	569.0	571.0
<b>Revenue/Share</b>	22.63	20.90	21.06	18.75	13.27	13.53	31.42	34.44	36.70	48.51
<b>FCF/Share</b>	2.91	4.54	4.30	3.15	1.09	1.71	0.87	3.04	3.11	3.68

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

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