



# Target Corporation (TGT)

Updated May 22<sup>nd</sup>, 2023, by Josh Arnold

## Key Metrics

<b>Current Price:</b>	\$152	<b>5 Year CAGR Estimate:</b>	9.9%	<b>Market Cap:</b>	\$70 B
<b>Fair Value Price:</b>	\$134	<b>5 Year Growth Estimate:</b>	10.0%	<b>Ex-Dividend Date:</b>	08/16/23 <sup>1</sup>
<b>% Fair Value:</b>	114%	<b>5 Year Valuation Multiple Estimate:</b>	-2.5%	<b>Dividend Payment Date:</b>	09/10/23 <sup>2</sup>
<b>Dividend Yield:</b>	2.8%	<b>5 Year Price Target</b>	\$215	<b>Years Of Dividend Growth:</b>	54
<b>Dividend Risk Score:</b>	A	<b>Retirement Suitability Score:</b>	A	<b>Rating:</b>	Hold

## Overview & Current Events

Target was founded in 1902 and after a failed bid to expand into Canada, has operations solely in the U.S. market. Its business consists of about 1,850 big box stores, which offer general merchandise and food, as well as serving as distribution points for the company's burgeoning e-commerce business. Target has a market capitalization of \$70 billion and should produce about \$110 billion in total revenue this year.

Target posted first quarter earnings on May 17<sup>th</sup>, 2023, and results were better than expected on both the top and bottom lines. Adjusted earnings-per-share came to \$2.05, which was 29 cents better than expected. Revenue was up fractionally year-over-year to \$25.3 billion, beating estimates by \$40 million. Traffic was up 0.9% year-over-year, down from 3.9% in the same period a year ago. Comparable sales were up 0.7%, offset by a decline in comparable digital sales, so the company missed estimates of growth of 1.1%. Adjusted EBITDA came to \$2.02 billion, which was much better than the \$1.81 billion expected.

Target noted it reduced inventory by 16% year-over-year as the company bought less in order to reduce promotional activity. First quarter gross margin was 26.3% of revenue, which was up from 25.7% a year ago.

Guidance for the year was unchanged at \$7.75 to \$8.85 in adjusted earnings-per-share, and we've set our estimate at \$8.35 accordingly.

## Growth on a Per-Share Basis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
<b>EPS</b>	\$3.21	\$4.27	\$4.69	\$5.01	\$4.65	\$5.39	\$6.39	\$9.42	\$13.56	\$6.02	<b>\$8.35</b>	<b>\$13.45</b>
<b>DPS</b>	\$1.58	\$1.90	\$2.16	\$2.32	\$2.44	\$2.52	\$2.60	\$2.68	\$3.16	\$3.96	<b>\$4.32</b>	<b>\$6.65</b>
<b>Shares<sup>3</sup></b>	635	640	633	583	546	524	512	506	471	460	<b>450</b>	<b>400</b>

Target has grown its earnings-per-share at an average annual rate of nearly 13% during the last decade. Due to fierce competition and the failed attempt to expand to Canada, Target's earnings-per-share remained almost flat from 2012 to 2017. However, turnaround efforts have borne fruit and as a result, Target has significantly improved its performance in recent quarters. The company has reduced its share count by about -4.8% per year in the last six years, although the pace of buybacks has slowed as the share price has risen. Overall, we expect 10% annualized growth from what should be a low level for 2023 given margin issues that cropped up in recent quarters.

We see continued comparable sales growth as driving results, along with sizable margin expansion from low levels in 2022 and 2023, and a tailwind from the buyback. Target's digital efforts are also working extremely nicely, as we saw again in 2021 results, and the company's small-format stores are performing very well, opening a new avenue of growth for the company in the coming years. The remaining buyback authorization should be good for a significant tailwind to earnings-per-share in the coming years. However, we note that Target remains committed to investing in its digital

<sup>1</sup> Estimated date

<sup>2</sup> Estimated date

<sup>3</sup> Share count in millions

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capabilities, as well as its 50+ year streak of dividend increases. The only caution is on margins, which doesn't appear to have been resolved as of early-2023.

## Valuation Analysis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Now	2028
Avg. P/E	20.7	14.7	16.6	14.6	14.2	14.2	14.4	14.0	16.6	24.8	18.2	16.0
Avg. Yld.	2.4%	3.0%	2.8%	3.2%	4.0%	3.3%	2.8%	2.0%	1.4%	2.7%	2.8%	3.1%

Target shares trade for 18.2 times our earnings estimate for this year, well above our estimate of fair value at 16 times earnings. We note that the 2.8% yield is the highest it's been for years. If the stock reverts to our estimate of fair value over the next five years, it will produce a sizable headwind to total returns.

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

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
Payout	49%	45%	46%	46%	53%	47%	41%	28%	23%	66%	52%	49%

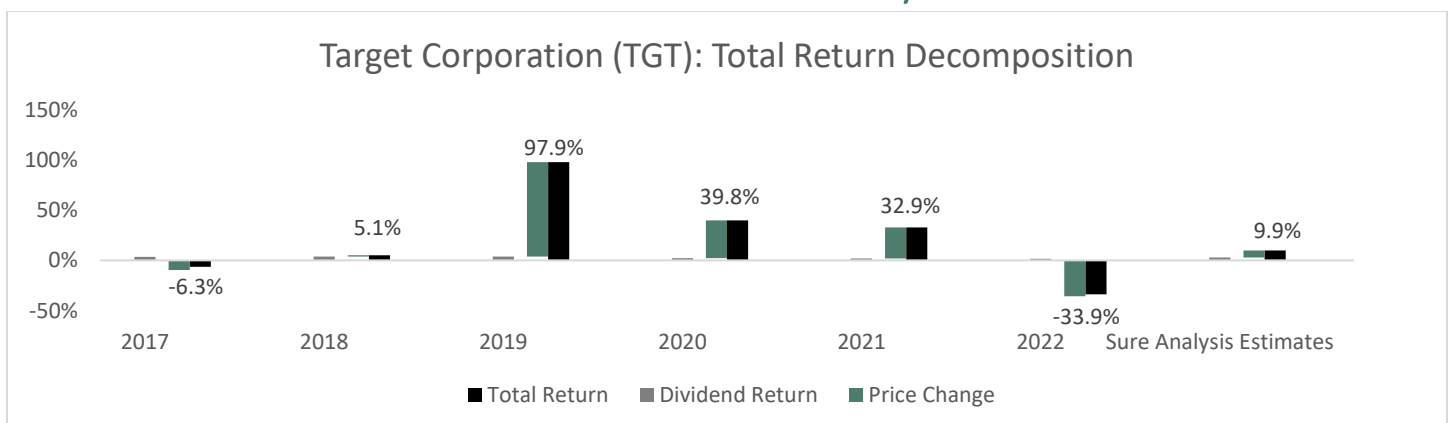
Target has grown its dividend for more than five decades, making it a Dividend King. The company is investing heavily in its business in order to navigate through the changing landscape in the retail sector. The recent 32% dividend increase was unexpected given its massive size, and the payout ratio is now 52%. We expect the payout ratio to decline starting as earnings rise.

Target's competitive advantage comes from its everyday low prices on attractive merchandise in its guest-friendly stores. However, given the price war in the retail sector, Target's moat faces decline. In addition, as consumers tend to curtail their consumption during recessions, the company is vulnerable in such periods. In 2008, its earnings-per-share fell -14%. Nevertheless, that performance was much better than that of most companies, which saw their earnings collapse during the Great Recession. Moreover, it took only one year for the earnings of Target to return to their pre-crisis level. Therefore, while Target is vulnerable to economic downturns, it is much more resilient than most stocks in such periods. Target is combatting this in part with its massive push towards digital sales channels, which is working.

## Final Thoughts & Recommendation

We see Target as overvalued despite recent weakness in the stock, and should provide a 2.5% headwind to total returns. Given earnings this year, we see 10% earnings growth going forward. We forecast total returns at 9.9% annually. The yield of 2.8% is high, and the dividend increase streak is impressive and should provide many more years of payout growth. We're reiterating the stock at a hold rating.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Revenue</b>	71,279	72,618	73,785	70,271	72,714	75,356	78,112	93,561	106,005	109,120
<b>Gross Profit</b>	21,240	21,340	21,544	21,126	21,589	22,057	23,248	27,384	31,042	26,891
<b>Gross Margin</b>	29.8%	29.4%	29.2%	30.1%	29.7%	29.3%	29.8%	29.3%	29.3%	24.6%
<b>SG&amp;A Exp.</b>	14,465	14,676	14,665	14,217	15,140	15,723	16,233	18,615	19,752	20,658
<b>D&amp;A Exp.</b>	1,996	2,129	2,213	2,318	2,476	2,474	2,604	2,485	2,642	2,700
<b>Operating Profit</b>	4,779	4,535	4,910	4,864	4,224	4,110	4,658	6,539	8,946	3,848
<b>Op. Margin</b>	6.7%	6.2%	6.7%	6.9%	5.8%	5.5%	6.0%	7.0%	8.4%	2.5%
<b>Net Profit</b>	1,971	(1,636)	3,363	2,734	2,914	2,937	3,281	4,368	6,946	2,780
<b>Net Margin</b>	2.8%	-2.3%	4.6%	3.9%	4.0%	3.9%	4.2%	4.7%	6.6%	2.5%
<b>Free Cash Flow</b>	4,634	2,679	4,520	3,897	4,402	2,457	4,090	7,876	5,081	(1,510)
<b>Income Tax</b>	1,427	1,204	1,602	1,295	722	746	921	1,178	1,961	638

## Balance Sheet Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Total Assets</b>	44,553	41,172	40,262	37,431	40,303	41,290	42,779	51,248	53,811	53,335
<b>Cash &amp; Equivalents</b>	670	2,210	1,038	2,512	737	787	767	867	5,911	886
<b>Acc. Receivable</b>	---	---	---	---	---	---	498	631	---	1,169
<b>Inventories</b>	8,278	8,282	8,601	8,309	8,597	9,497	8,992	10,653	13,902	13,499
<b>Goodwill &amp; Int.</b>	331	298	277	259	709	699	686	668	---	645
<b>Total Liabilities</b>	28,322	27,175	27,305	26,478	28,652	29,993	30,946	36,808	40,984	42,103
<b>Accounts Payable</b>	7,335	7,759	7,418	7,252	8,677	9,761	9,920	12,859	15,478	13,487
<b>Long-Term Debt</b>	12,572	12,725	12,760	12,749	11,398	11,275	11,499	12,680	13,720	16,139
<b>Total Equity</b>	16,231	13,997	12,957	10,953	11,651	11,297	11,833	14,440	12,827	11,232
<b>LTD/E Ratio</b>	0.77	0.91	0.98	1.16	0.98	1.00	0.97	0.88	1.07	1.44

## Profitability & Per Share Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Return on Assets</b>	4.3%	-3.8%	8.3%	7.0%	7.5%	7.2%	7.8%	9.3%	13.2%	5.2%
<b>Return on Equity</b>	12.0%	-10.8%	25.0%	22.9%	25.8%	25.6%	28.4%	33.3%	50.9%	23.1%
<b>ROIC</b>	6.3%	-5.9%	12.8%	11.1%	12.5%	12.9%	14.3%	17.3%	25.9%	10.3%
<b>Shares Out.</b>	635	640	633	583	546	524	512	506	471	465
<b>Revenue/Share</b>	111.1	113.45	116.58	120.64	132.14	141.33	151.50	185.12	215.15	234.82
<b>FCF/Share</b>	7.22	4.19	7.14	6.69	8.00	4.61	7.93	15.58	10.31	-3.25

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

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