



# PepsiCo, Inc (PEP)

Updated July 17<sup>th</sup>, 2023 by Nathan Parsh

## Key Metrics

<b>Current Price:</b>	\$187	<b>5 Year CAGR Estimate:</b>	4.7%	<b>Market Cap:</b>	\$257 billion
<b>Fair Value Price:</b>	\$157	<b>5 Year Growth Estimate:</b>	5.5%	<b>Ex-Dividend Date:</b>	09/01/23 <sup>1</sup>
<b>% Fair Value:</b>	119%	<b>5 Year Valuation Multiple Estimate:</b>	-3.5%	<b>Dividend Payment Date:</b>	09/29/23 <sup>2</sup>
<b>Dividend Yield:</b>	2.7%	<b>5 Year Price Target</b>	\$205	<b>Years Of Dividend Growth:</b>	51
<b>Dividend Risk Score:</b>	B	<b>Retirement Suitability Score:</b>	B	<b>Rating:</b>	Hold

## Overview & Current Events

PepsiCo is a global food and beverage company that generates \$89 billion in annual sales. The company's products include Pepsi, Mountain Dew, Frito-Lay chips, Gatorade, Tropicana orange juice and Quaker foods. The company has more than 20 \$1 billion brands in its portfolio. PepsiCo was founded in 1898 and currently employs 309,000 people around the world.

On February 9<sup>th</sup>, 2023, PepsiCo announced that it would increase its annualized dividend by 10% starting with the dividend expected to be paid in June 2023, extending the company's dividend growth streak to 51 consecutive years.

On July 13<sup>th</sup>, 2023, PepsiCo reported second quarter results for the period ending June 30<sup>th</sup>, 2023. Revenue grew 10.3% to \$22.3 billion, topping analysts' estimates by \$590 million. Adjusted earnings-per-share of \$2.09 compared to \$1.86 in the prior year and was \$0.13 better than expected. A stronger U.S. dollar was once again 2.5% headwind to revenue and a 2% drag on earnings-per-share.

Organic sales grew 13% for the second quarter. For the quarter, beverage volume declined 1% while convenient foods were lower by 3%. PepsiCo Beverages North America's revenue grew 10% organically as higher prices more than offset a 4.5% decline in volume. Frito-Lay North America was higher by 14%, primarily due to price increases, but volume was up 1%. Quaker Foods North America grew 2% despite a 5% slump in volume. Revenues in Europe were higher by 19%, mostly due to pricing action. Food volume did grow 2% while beverages were down 1%. Latin America increased 13%, Asia Pacific/Australia/New Zealand/China region improved 7%, and Africa/Middle East/South Asia was up 18%. Volume levels were lower in nearly all regions.

PepsiCo provided an updated outlook for 2023 as well, with the company expecting adjusted earnings-per-share of \$7.47 for the year, up from \$7.27 and \$6.93 previously. Organic sales are now projected to be higher by 10%, up from 8% and 6% previously. We have updated our forecast accordingly.

## Growth on a Per-Share Basis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
<b>EPS</b>	\$4.37	\$4.27	\$4.66	\$4.85	\$5.23	\$5.65	\$5.53	\$5.52	\$6.26	\$6.42	<b>\$7.47</b>	<b>\$9.76</b>
<b>DPS</b>	\$2.24	\$2.53	\$2.79	\$2.96	\$3.12	\$3.47	\$3.82	\$4.02	\$4.25	\$4.53	<b>\$5.06</b>	<b>\$6.61</b>
<b>Shares<sup>3</sup></b>	1529	1488	1448	1428	1420	1410	1400	1388	1390	1385	<b>1384</b>	<b>1365</b>

PepsiCo grew earnings at a rate of 4.4% per year from 2013 to 2022. Due to company's organic growth guidance, we have reaffirmed our expected earnings-per-share growth of 5.5% through 2028. PepsiCo's growth over this time period will accrue from organic sales growth and share repurchases.

Following the dividend increase for the June 2023 dividend payment, PepsiCo has raised its dividend for 51 consecutive years, making the company a member of the Dividend Kings.

<sup>1</sup> Estimated ex-dividend date

<sup>2</sup> Estimated dividend payment date

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

Disclosure: This analyst has a long position in the security discussed in this research report.



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## Valuation Analysis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Now	2028
Avg. P/E	18.4	20.8	20.7	21.4	21.6	19.1	23.1	24.7	27.7	28.1	25.0	21.0
Avg. Yld.	2.8%	2.8%	2.9%	2.9%	2.8%	3.1%	2.9%	2.9%	2.4%	2.5%	2.7%	3.2%

PepsiCo's stock has decreased \$4, or 2.1%, since our April 29<sup>th</sup>, 2023 report. Based off earnings guidance for 2023, the stock has a P/E of 25. We reaffirm our 2028 target P/E of 21 to better match the stock's average valuation since 2013 as well as the quality of recent results. Reverting to our target would reduce annual returns by 3.5% over the next five years.

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

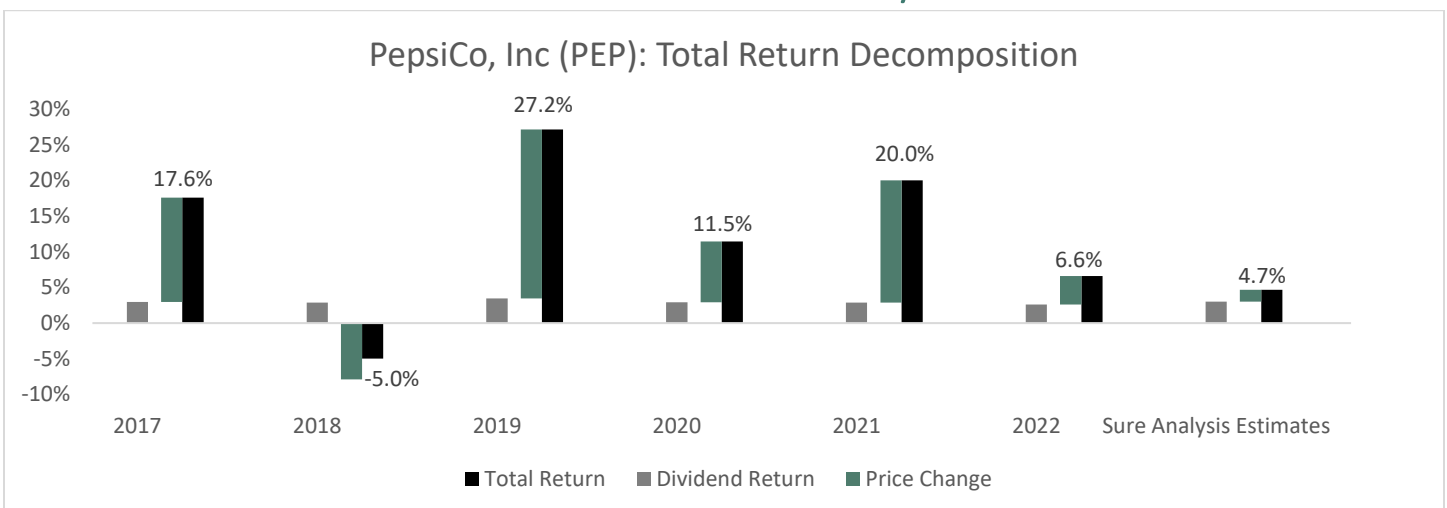
Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
Payout	53%	59%	60%	61%	60%	61%	69%	73%	68%	71%	68%	68%

PepsiCo is a relatively recession-proof company. Earnings grew during the last recession and it offers a generous dividend yield. The company is expecting to return \$7.7 billion in cash to shareholders in the form of dividends and share repurchases in 2023. PepsiCo has several key competitive advantages that set it apart from the competition. The company is one of the largest in its sector, which gives it pricing power with vendors. While known for their carbonated beverages, Pepsi's food and snacks make up slightly more than half of sales. PepsiCo has also adjusted to changing consumer habits. The company's line of "Better for You" offerings are designed to meet consumers' desire for healthier food and drink options. Products with less than 70 calories from added sugar make up about half of sales.

## Final Thoughts & Recommendation

Following second quarter earnings results, PepsiCo is projected to produce an annual return of 4.7% through 2028, up from our prior estimate of 3.7%. Our projected return stem from a 5.5% earnings growth rate and a starting yield of 2.7%, offset by a low single-digit headwind from valuation reversion. PepsiCo continues to produce strong organic growth rates and revised guidance calls for further gains in 2023. The company is using price increases to offset inflationary pressures, but demand has fallen just slightly in most regions. This reaffirms the power of PepsiCo's brands in our view. We have raised our 2028 price target \$5 to \$205 to reflect guidance, but we continue to rate shares of PepsiCo as a hold due to projected returns.

## 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>	66,415	66,683	63,056	62,799	63,525	64,661	67,161	70,372	79,474	86,392
<b>Gross Profit</b>	35,172	35,445	34,325	34,577	34,729	35,280	37,029	38,575	42,399	45,816
<b>Gross Margin</b>	53.0%	53.2%	54.4%	55.1%	54.7%	54.6%	55.1%	54.8%	53.3%	53.0%
<b>SG&amp;A Exp.</b>	25,357	25,772	24,613	24,773	24,453	25,170	26,738	28,495	31,237	34,459
<b>D&amp;A Exp.</b>	2,663	2,625	2,416	2,368	2,369	2,399	2,844	3,026	3,215	3,280
<b>Operating Profit</b>	9,705	9,581	9,712	9,804	10,276	10,110	10,291	10,080	11,162	11,357
<b>Op. Margin</b>	14.6%	14.4%	15.4%	15.6%	16.2%	15.6%	15.3%	14.3%	14.0%	13.1%
<b>Net Profit</b>	6,740	6,513	5,452	6,329	4,857	12,515	7,314	7,120	7,618	8,910
<b>Net Margin</b>	10.1%	9.8%	8.6%	10.1%	7.6%	19.4%	10.9%	10.1%	9.6%	10.3%
<b>Free Cash Flow</b>	6,893	7,647	8,106	7,623	7,061	6,133	5,417	6,373	6,991	5,604
<b>Income Tax</b>	2,104	2,199	1,941	2,174	4,694	(3,370)	1,959	1,894	2,142	1,727

## Balance Sheet Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Total Assets</b>	77,478	70,509	69,667	73,490	79,804	77,648	78,547	92,918	92,377	92,187
<b>Cash &amp; Equivalents</b>	9,375	6,134	9,096	9,158	10,610	8,721	5,509	8,185	5,596	4,954
<b>Acc. Receivable</b>	6,178	5,817	5,497	5,709	5,956	6,079	6,447	6,892	7,172	8,192
<b>Inventories</b>	3,409	3,143	2,720	2,723	2,947	3,128	3,338	4,172	4,347	5,222
<b>Goodwill &amp; Int.</b>	32,652	29,053	27,258	27,863	28,582	30,633	31,544	38,072	37,046	33,788
<b>Total Liabilities</b>	53,089	52,961	57,637	62,291	68,823	63,046	63,679	79,366	76,226	74,914
<b>Accounts Payable</b>	4,874	5,127	5,546	6,158	6,727	7,213	8,013	8,853	9,834	10,732
<b>Long-Term Debt</b>	29,639	28,897	33,284	36,945	39,281	32,321	32,068	44,150	40,334	39,071
<b>Total Equity</b>	24,238	17,397	11,882	11,054	10,848	14,518	14,786	13,454	16,043	17,149
<b>LTD/E Ratio</b>	1.22	1.66	2.79	3.33	3.61	2.23	2.17	3.28	2.51	2.28

## Profitability & Per Share Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Return on Assets</b>	8.9%	8.8%	7.8%	8.8%	6.3%	15.9%	9.4%	8.3%	8.2%	9.7%
<b>Return on Equity</b>	29.0%	31.3%	37.2%	55.2%	44.4%	98.7%	49.9%	50.4%	51.7%	53.7%
<b>ROIC</b>	12.9%	13.0%	11.9%	13.5%	9.9%	25.8%	15.6%	13.6%	13.3%	15.8%
<b>Shares Out.</b>	1529	1488	1448	1428	1420	1410	1400	1388	1390	1385
<b>Revenue/Share</b>	42.57	43.67	42.46	43.25	44.18	45.38	47.73	50.55	57.22	62.29
<b>FCF/Share</b>	4.42	5.01	5.46	5.25	4.91	4.30	3.85	4.58	5.03	4.04

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

### Disclaimer

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