



Norwood Financial Corp. (NWFL)

Updated July 31st, 2023, by Patrick Neuwirth

Key Metrics

Current Price:	\$32	5 Year CAGR Estimate:	13.0%	Market Cap:	\$258 M
Fair Value Price:	\$35	5 Year Growth Estimate:	8.0%	Ex-Dividend Date¹:	10/13/23
% Fair Value:	90%	5 Year Valuation Multiple Estimate:	2.1%	Dividend Payment Date¹:	11/01/23
Dividend Yield:	3.7%	5 Year Price Target	\$51	Years Of Dividend Growth:	31
Dividend Risk Score:	A	Retirement Suitability Score:	A	Rating:	Buy

Overview & Current Events

Norwood Financial Corp. (NWFL) is a bank holding company that operates through its subsidiary, Wayne Bank. The company is an independent community bank with over 14 offices in Northeastern Pennsylvania and approximately 16 offices in Delaware, Sullivan, Ontario, Otsego and Yates Counties, New York. It offers a range of personal and business credit services, trust and investment products, and real estate settlement services to the consumers, businesses, non-profit organizations and municipalities in each of the communities that the company serves. It operates a Wealth Management/Trust Department, which provides estate planning, investment management and financial planning to customers. As of June 30th, 2023, Norwood Financial had total assets of \$2.14 billion, loans outstanding of \$1.57 billion, total deposits were \$1.73 billion. The company was founded in 1870 and has 260 employees.

On July 26th, 2023, Norwood Financial Corp. released its second quarter 2023 results for the period ending June 30th, 2023. For the quarter, the company reported earnings of \$6.50 million which represents a 5.2% decrease compared to \$6.85 million earned in the same period of 2022. The decrease includes a \$1,252,000 decrease in net interest income, a \$706,000 decrease in total other income, and a \$466,000 increase in total other expense, which was partially offset by a \$2,050,000 decrease in the provision for credit losses. Reported earnings per diluted share for the same periods were \$0.81 and \$0.84, a decrease of 3.6%. Compared to the previous year, the bank's income decreased primarily due to the absence of one-time gains recognized in 2022 and the rising cost of deposits and borrowed funds. Despite a decrease in total deposits by \$27.2 million, the bank experienced healthy loan growth of 10.9% annually during the reporting quarter. Net interest margin (fte) for the quarter was 3.09%, compared to 3.49% in the same period of 2022.

Growth on a Per-Share Basis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
EPS	\$1.55	\$1.40	\$1.07	\$1.15	\$1.31	\$2.17	\$2.25	\$2.09	\$3.04	\$3.52	\$3.50	\$5.14
DPS	\$0.76	\$0.80	\$0.83	\$0.83	\$0.86	\$0.88	\$0.96	\$1.00	\$1.04	\$1.12	\$1.16	\$1.48
Shares²	5	6	6	6	6	6	6	8	8	8	8	8

The company has grown earnings by 9.5% per year over the past nine years and 10.0% over the past five years. We expect earnings to increase by 8% per year for the next five years. The company has been able to increase its dividend for an impressive 31 consecutive years. Over the last five years, the average annual dividend growth rate is 5.7%. In December 2022, the company increased its quarterly dividend by 3.6% from \$0.28 to \$0.29 per share.

Valuation Analysis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
Avg. P/E	12.1	13.7	18.1	16.6	21.0	15.6	14.5	13.1	8.5	8.9	9.0	10.0
Avg. Yld.	1.9%	4.2%	4.3%	4.4%	3.2%	2.7%	3.0%	3.7%	4.1%	3.7%	3.7%	2.9%

During the past decade shares of Norwood Financial Corp. have traded with an average price-to-earnings ratio of 14.2 and today, it stands at 9.0. We are using 10 times earnings as a fair value baseline, implying the potential for a valuation

¹ Estimated date

² 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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tailwind. The company's dividend yield is currently 3.7% which is in line with the average yield over the past decade of 3.7%.

Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
Payout	49%	57%	78%	72%	66%	41%	43%	48%	34%	32%	33%	29%

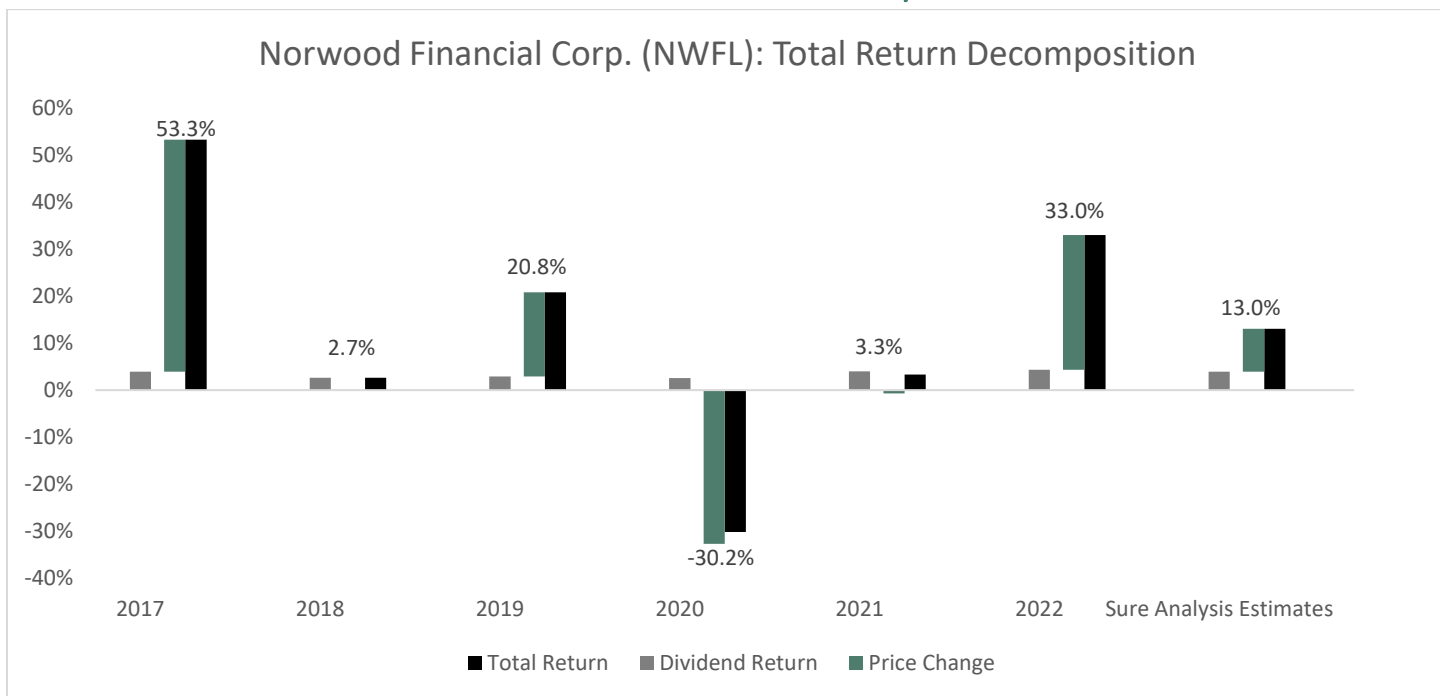
During the past five years, the company's dividend payout ratio has averaged around 40%. Norwood Financial's dividend is comfortably covered by earnings at the moment. Given the expected earnings growth, there is room for the dividend to continue to grow at least at the same pace and keep the payout ratio around the same levels which is safe.

Norwood Financial has demonstrated a strong financial performance for the last seven years (operating net income and EPS growth) combined with a sound asset quality track record and has a business model focused on community banking. As a result, the company has an impressive track record of 31 consecutive years of dividend increases. Wayne Bank's business model is primarily built upon lending money to local businesses and residents within the local communities the bank serves. The funding of those loans is done by gathering local deposits through their community offices. In some counties, the company has a strong position and large market share with respect to deposits. The bank had the third largest share of FDIC-insured deposits in Wayne County with approximately 22.3% and the second largest share in Pike County with 18.1%. In addition, the bank operates a Wealth Management/Trust Department which provides estate planning, investment management, and financial planning to customers for which it is generally compensated based on a percentage of assets under management. This provides some diversification for the bank's revenue streams.

Final Thoughts & Recommendation

Norwood Financial is an old and well-established community bank active in several northeastern counties in the U.S. with a solid earnings track record and a 3.7% dividend yield. We estimate total return potential of 13.0% per year for the next five years based on an 8% earnings-per-share growth, the yield, and a valuation tailwind. The shares earn a buy rating.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Revenue	30	30	29	34	42	44	45	58	74	78
SG&A Exp.	10	11	11	14	16	17	18	21	25	23
D&A Exp.	1	1	1	1	1	1	1	1	2	1.6
Net Profit	8	8	6	7	8	14	14	15	25	29
Net Margin	28.0%	25.8%	20.2%	19.9%	19.6%	31.1%	31.3%	25.9%	33.8%	37.2%
Free Cash Flow	12	10	10	11	14	16	17	13	28	28.6
Income Tax	3	3	2	2	7	3	3	3	6	7.2

Balance Sheet Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Total Assets	711	712	751	1,111	1,133	1,185	1,231	1,852	2,069	2,047
Cash & Equivalents	8	12	10	17	17	18	15	112	207	31.9
Goodwill & Int.	10	10	10	12	12	12	12	30	30	30
Total Liabilities	619	613	650	1,000	1,017	1,062	1,093	1,657	1,863	1,880
Long-Term Debt	37	22	61	32	54	68	88	42	30	82
Total Equity	92	99	101	111	116	122	137	195	205	167
LTD/E Ratio	0.40	0.22	0.60	0.29	0.47	0.56	0.64	0.22	0.15	0.49

Profitability & Per Share Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Return on Assets	1.2%	1.1%	0.8%	0.7%	0.7%	1.2%	1.2%	1.0%	1.3%	1.4%
Return on Equity	9.2%	8.0%	5.9%	6.3%	7.2%	11.5%	10.9%	9.1%	12.5%	15.7%
ROIC	6.9%	6.1%	4.2%	4.4%	5.2%	7.6%	6.8%	6.5%	10.5%	12.1%
Shares Out.	5	6	6	6	6	6	6	8	8	8
Revenue/Share	5.56	5.41	5.28	5.79	6.67	6.98	7.17	8.06	8.98	9.58
FCF/Share	2.26	1.88	1.84	1.86	2.30	2.61	2.66	1.80	3.41	3.50

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

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