



# Albertsons Companies(ACI)

Updated October 21<sup>st</sup>, 2023, by Tiago Dias

## Key Metrics

<b>Current Price:</b>	\$22	<b>5 Year CAGR Estimate:</b>	9.0%	<b>Market Cap:</b>	\$12.7 B
<b>Fair Value Price:</b>	\$27	<b>5 Year Growth Estimate:</b>	3.0%	<b>Ex-Dividend Date:</b>	10/30/2023
<b>% Fair Value:</b>	81%	<b>5 Year Valuation Multiple Estimate:</b>	4.2%	<b>Dividend Payment Date:</b>	11/14/2023
<b>Dividend Yield:</b>	2.2 %	<b>5 Year Price Target</b>	\$31	<b>Years Of Dividend Growth:</b>	1
<b>Dividend Risk Score:</b>	C	<b>Retirement Suitability Score:</b>	D	<b>Rating:</b>	Hold

## Overview & Current Events

Albertsons (ACI) is one of the largest food and drug retailers in the United States. With \$70 billion in sales, a market cap of \$12.7 billion and a history dating back to the 1860s, Albertsons went public in 2020 and has paid a quarterly dividend ever since.

The company reported their Q2 2023 results on October 17<sup>th</sup>, 2023, and announced a new quarterly dividend of \$0.12 per share. With Q2 earnings of \$0.46 per share, the company's forward annualized dividend of \$0.48 is well covered by their ongoing business.

The second quarter delivered solid operational results, despite the increasing macro-economic headwinds. As the company looks ahead to the balance of the year, management's focus remains the same -- advancing operational excellency, driving growth in its digital and pharmacy operations, and deepening its relationships with customers.

Net sales increased to \$18.3 billion during the 12 weeks ended September 9<sup>th</sup>, with a 2.9% increase in identical sales, with strong growth in pharmacy sales as well as digital sales. During the first half of the year the company spent \$1.084 billion in Capex, which primarily included remodels, opening of new stores and continued investment into its digital platforms.

In connection with the merger agreement with Kroger, on September 8<sup>th</sup> the company and Kroger had entered into a definitive agreement with C&S Wholesale Grocers for the sale of select stores, banners, distribution centers, etc.

The court cases seeking to prevent the merger are ongoing, which is reflected in the share price, with around \$5 of premium remaining to be taken by investors seeking to take advantage of this merger in the event it closes.

## Growth on a Per-Share Basis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
<b>EPS</b>	--	--	--	--	--	\$0.23	\$0.80	\$3.24	\$2.70	\$2.27	<b>\$2.25</b>	<b>\$2.61</b>
<b>DPS</b>	--	--	--	--	--	--	--	\$0.20	\$0.44	\$7.33	<b>\$0.48</b>	<b>\$0.56</b>
<b>Shares</b>	--	--	--	--	--	575	579	465	470	534	<b>580.0</b>	<b>583.0</b>

With only a few years of historical data available to us, two of which were as a private company, it's very difficult to make reliable estimate for future growth. Therefore, any estimates we make must be based around the industry in which the company operates in, namely the food and drug retail industry.

This is a mature, well established, and stable industry, which means growth rates will be low and primarily in-line with GDP growth. The fact that ACI is one of the largest players in this industry, and that retailing has notoriously low margins, means that earnings-per-share growth will likely be small. We forecast 3% annual earnings-per-share growth along with dividend growth in-line with earnings-per-share growth.

While sales figures are likely to remain steady, the low margins inherent to the food and drug retailing business means that earnings can fluctuate wildly on a yearly basis. That said, on average we would expect 2028 EPS to be around \$2.61 per share, and a dividend of around \$0.56. This is a conservative estimate considering the low but stable growth of food and drug retailing, as well as the unique cashflow advantages that retail enjoys.

*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	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Now	2028
Avg. P/E	--	--	--	--	--	--	--	4.7	9.0	12.3	<b>9.8</b>	<b>12.0</b>
Avg. Yld.	--	--	--	--	--	--	--	1.3%	1.7%	26.2%	<b>2.2%</b>	<b>1.8%</b>

Albertsons went public during 2020, at a time when there was great uncertainty in the market, particularly for physical retail businesses who were undergoing lockdowns and other restrictions. As the economy reopened the company appears to have had its valuation re-rated upward by the market and is now standing at around a P/E ratio of 9.8.

This P/E ratio may seem like an undervaluation compared to some of its competitors like Walmart, Target, or Ahold Delhaize, but it's explained by the uncertainty around the company's upcoming merger. As a result of this, if the merger doesn't happen, we would expect that a further re-rating will occur, and that the 2028 PE will be around 12.

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

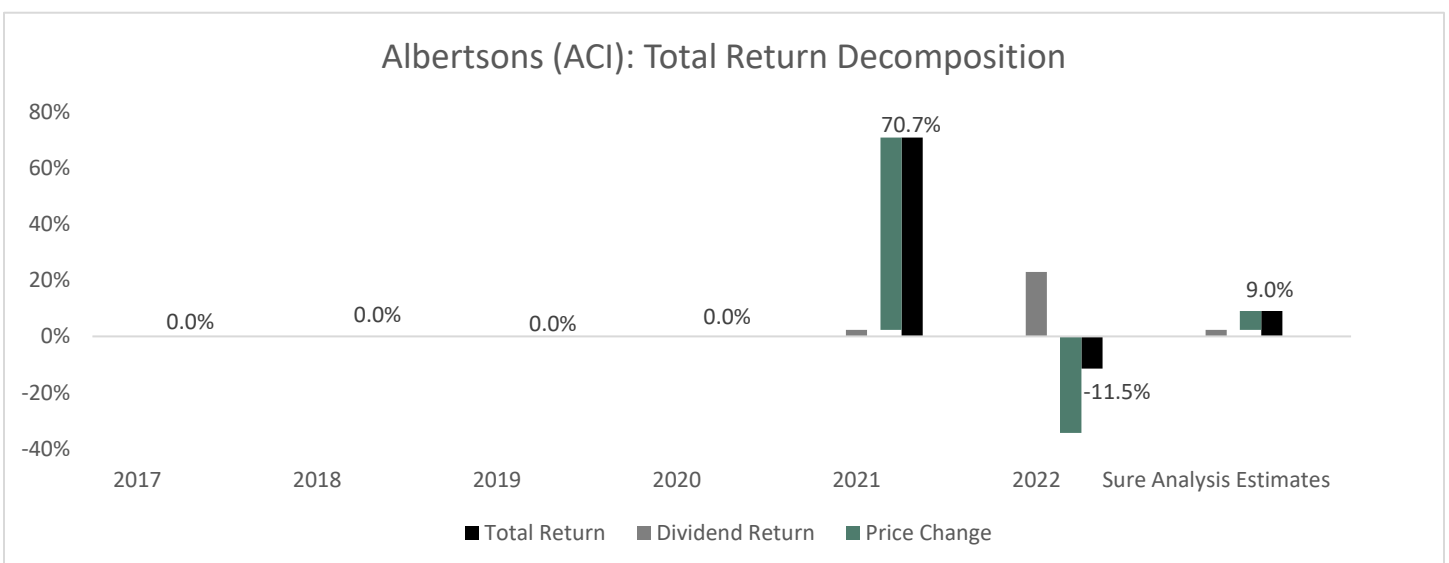
Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
Payout	--	--	--	--	--	--	--	6%	16%	323%	<b>21%</b>	<b>21%</b>

The company is a low margin business in a highly competitive industry without any significant competitive advantage against other similar businesses. Retail is a harsh industry to compete in, and there are three primary factors that determine success, those are: Location, price, and product availability. Albertsons is a large company with more than 3,000 stores. This allows them to compete on location, and with \$70 billion in revenue it's clear that they have the scale and product availability to compete with the other large U.S. grocery retailers. These efficiencies of scale make the business remarkably stable, and able to support their ongoing dividend.

## Final Thoughts & Recommendation

Albertsons' five-year total return forecast comes in at 9% per year, driven by 3% earnings-per-share growth, a 2.2% dividend yield, and a major revision in valuation multiple. Additionally, there is the potential for a quicker realization of value as a result of the ongoing merger process. The current uncertainty regarding regulatory approval of the merger agreement leads us to give the company 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>	20,055	27,199	58,734	59,678	59,925	60,535	62,455	69,690	71,887	77,650
<b>Gross Profit</b>	5,399	7,503	16,062	16,641	16,361	16,895	17,594	20,415	20,722	21,756
<b>Gross Margin</b>	26.9%	27.6%	27.3%	27.9%	27.3%	27.9%	28.2%	29.3%	28.8%	28.0%
<b>SG&amp;A Exp.</b>	5,874	8,152	15,660	16,033	16,209	16,272	16,642	18,836	18,301	19,596
<b>D&amp;A Exp.</b>	676	718	1,614	1,805	1,898	1,739	2,262	2,118	2,305	2,460
<b>Operating Profit</b>	(475)	(649)	402	608	152	622	952	1,579	2,422	2,160
<b>Op. Margin</b>	-2.4%	-2.4%	0.7%	1.0%	0.3%	1.0%	1.5%	2.3%	3.4%	2.8%
<b>Net Profit</b>	1,733	(1,225)	(502)	(373)	46	131	466	850	1,620	1,514
<b>Net Margin</b>	8.6%	-4.5%	-0.9%	-0.6%	0.1%	0.2%	0.7%	1.2%	2.3%	1.9%
<b>Free Cash Flow</b>	(79)	(502)	(58)	399	(528)	325	429	2,272	1,907	700
<b>Income Tax</b>	(573)	(153)	(40)	(90)	(964)	(79)	133	279	480	422

## Balance Sheet Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Total Assets</b>	9,359	25,678	23,770	23,755	21,812	20,777	24,735	26,598	28,123	26,168
<b>Cash &amp; Equivalents</b>	307	1,126	580	1,219	670	926	471	1,717	2,902	456
<b>Acc. Receivable</b>	---	---	---	---	615	586	525	551	561	688
<b>Inventories</b>	1,840	4,157	4,422	4,464	4,421	4,333	4,353	4,301	4,501	4,782
<b>Goodwill &amp; Int.</b>	1,504	5,249	5,014	4,666	4,326	4,018	3,271	3,292	3,486	3,666
<b>Total Liabilities</b>	7,599	23,510	22,157	22,384	20,414	19,326	22,457	25,274	25,098	24,558
<b>Accounts Payable</b>	1,064	2,764	2,780	3,035	2,833	2,919	2,891	3,487	4,237	4,173
<b>Long-Term Debt</b>	3,694	12,569	12,226	12,338	11,876	10,586	8,048	7,701	7,386	8,910
<b>Total Equity</b>	1,760	2,169	1,613	1,371	1,398	1,451	2,278	1,324	3,025	1,611
<b>LTD/E Ratio</b>	2.10	5.80	7.58	9.00	8.49	7.30	3.53	5.82	2.44	5.53

## Profitability & Per Share Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Return on Assets</b>	---	-7.0%	-2.0%	-1.6%	0.2%	0.6%	2.0%	3.3%	5.9%	5.6%
<b>Return on Equity</b>	---	-62.4%	-26.6%	-25.0%	3.3%	9.2%	25.0%	47.2%	74.5%	65.3%
<b>ROIC</b>	---	-12.1%	-3.5%	-2.7%	0.3%	1.0%	4.2%	8.8%	16.7%	14.5%
<b>Shares Out.</b>	--	--	--	--	--	575	579	465	470	534
<b>Revenue/Share</b>	34.36	46.60	100.62	102.24	102.66	104.24	107.63	120.55	151.25	145.41
<b>FCF/Share</b>	(0.14)	(0.86)	(0.10)	0.68	(0.90)	0.56	0.74	3.93	4.01	1.31

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

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