Farmers & Merchants Bancorp, Inc. (FMAO)

Updated November 17th, 2023, by Yiannis Zourmpanos

Key Metrics

Current Price:	$19.30	**5 Year CAGR Estimate:**	12.7%	**Market Cap:**	$263 M
Fair Value Price:	$18.50	**5 Year Growth Estimate:**	10.0%	**Ex-Dividend Date:**	12/29/2023[1]
% Fair Value:	104%	**5 Year Valuation Multiple Estimate:**	-0.8%	**Dividend Payment Date:**	01/19/2024
Dividend Yield:	4.4%	**5 Year Price Target**	$30	**Years Of Dividend Growth:**	15
Dividend Risk Score:	D	**Retirement Suitability Score:**	C	**Rating:**	Buy

Overview & Current Events

Farmers & Merchants Bancorp, Inc. (FMAO) or F&M is a bank holding company headquartered in Archbold, Ohio, USA. It was founded in 1897 and currently operates in Ohio, Indiana and Michigan. FMAO caters to a diverse set of customers, including individuals, businesses, and farmers, and offers a range of financial services, including deposit accounts, loans, credit cards, and online banking. FMAO faces significant competition from other regional and national banks, but its strong customer relationships and commitment to personalized service help it maintain a competitive position in the market. The company has a competitive position in the community banking market and holds a market share of 10%. FMAO's revenue segments are retail banking, commercial banking, and agricultural lending.

On October 27th, 2023, the company announced results for the second quarter of 2023. F&M reported Q3 GAAP EPS of $0.35, missing estimates by $0.02. This was down from $0.68 in the corresponding quarter last year. Additionally, the company reported revenues of $23.32 million for the quarter, down 11.4% year-over-year.

In the third quarter of 2023, the Federal Funds Rate's rapid increase significantly impacted the cost of funds, resulting in heightened competition for deposits. Consequently, the cost of interest-bearing liabilities rose to 2.82% by September 30, 2023, up from 0.68% a year earlier, affecting the company's loan portfolio, which has struggled to yield sufficiently due to delays in repricing commercial real estate adjustable-rate mortgages. A notable portion of the loan portfolio, 13.3%, is set for repricing in the next quarter, with an additional 22.3% in the following twelve months. These developments led to a 12.9% year-over-year decrease in net interest income, adversely affecting overall profitability. Despite these challenges, the company remains optimistic about future growth, with solid asset quality and ongoing growth initiatives positioning the company for a resurgence in net income growth starting in 2024.

Growth on a Per-Share Basis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
EPS	$0.96	$1.04	$1.12	$1.26	$1.38	$1.61	$1.66	$1.80	$2.01	$2.46	***$1.68***	***$2.71***
DPS	$0.41	$0.42	$0.44	$0.46	$0.50	$0.56	$0.61	$0.66	$0.71	$0.80	***$0.84***	***$1.18***
Shares	9.3	9.2	9.2	9.1	9.2	9.2	11.0	11.1	11.6	13.1	***13.6***	***16.7***

For the third quarter ending September 30, 2023, the company reported a net income of $4.8 million, a decrease from $9.0 million in the same period the previous year. Over the nine months ending September 30, 2023, the company's net income totaled $17.2 million, which is lower than the $25.3 million reported for the same period in the previous year. Similarly, the net income per basic and diluted share for the nine months in 2023 was $1.26, compared to $1.94 for the same timeframe last year.

However, we have revised downwards our EPS forecast matching analysts' estimate of $1.68 in 2023. Amidst the rising interest rate environment, the bank can grow faster in the following years. With a projected annual EPS growth of 10.0%, FMAO's EPS can reach $2.71 by 2028. F&M's DPS had a nine-year and five-year CAGR of 7.7% and 26.5%, respectively. Considering the company's five-year payout ratio of 35.2%, we believe there is room for further DPS growth considering EPS' expansion due to margin expansion.

[1] [1] The ex-div and dividend payment dates are estimated based on historical data.

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	2023	2028
Avg. P/E	11.2	12.1	11.8	11.9	21.6	25.8	17.3	12.9	12.1	13.0	***11.5***	***11.0***
Avg. Yld.	1.6%	1.4%	1.3%	1.3%	1.2%	1.3%	1.5%	1.7%	1.8%	2.1%	***4.4%***	***4.0%***

F&M is trading at a forward P/E of 11.5, lower than its nine-year and five-year average P/E of 15.0 and 16.2, respectively. Considering the bank's resiliency, we have assumed a stable P/E of 11.0 to value the company in 2028, slightly lower than its historical averages, which accounts for the uncertainty attached to the sector, suggesting a target price of $30, and a 55% upside from current levels.

Safety, Quality, Competitive Advantage, & Recession Resiliency

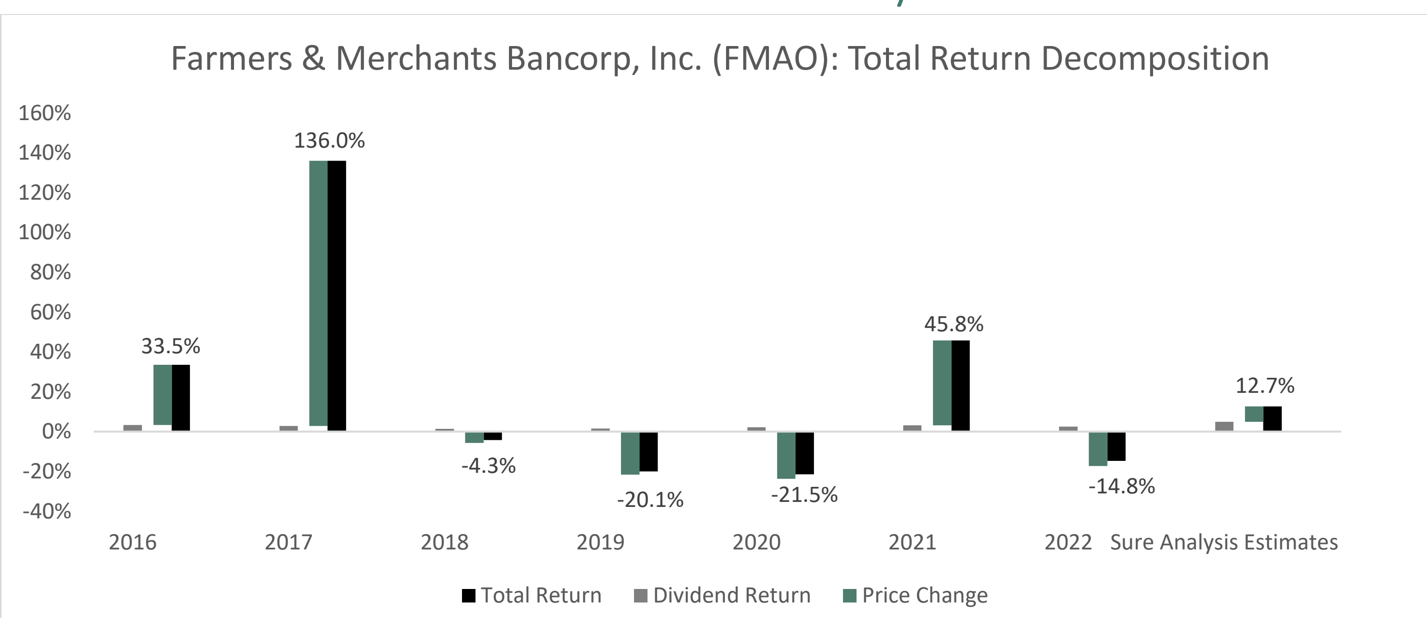
Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
Payout	43%	40%	39%	37%	36%	35%	37%	37%	35%	33%	***50%***	***36%***

The company's competitive advantage lies in its longstanding reputation for providing quality financial services to its customers, along with its strong presence in the communities it serves. During the recession of 2008, F&M, performed well due to its conservative lending practices and strong capital position. In general, F&M has a stable dividend payout ratio, and we expect it to hover around its historical average of 35%.

Final Thoughts & Recommendation

The loan pipeline and the margins are performing better; thus, we anticipate increasing dividend distributions in 2023, especially given that interest rates are expected to support profit growth. Following the banking crisis, the sector outlook remains uncertain. Following FMAO's pullback recently and considering its strong financial position, the buy rating is reaffirmed, premised upon the 12.7% annualized total returns for the medium-term, derived from the forecasted earnings-per-share growth of 10.0%, 4.4% dividend yield, and a valuation headwind.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Revenue	38	40	41	44	46	49	64	75	85	100
SG&A Exp.	19	20	21	20	21	23	30	32	38	42
D&A Exp.	2	2	2	2	2	2	4	4	5	4
Net Profit	9	10	10	12	13	15	18	20	23	33
Net Margin	24.0%	24.3%	25.3%	26.8%	27.9%	30.3%	28.9%	26.8%	27.7%	32.4%
Free Cash Flow	15	16	13	10	16	8	20	24	33	38
Income Tax	4	4	4	5	5	3	4	5	6	8

Balance Sheet Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Total Assets	966	941	989	1,056	1,107	1,116	1,607	1,910	2,638	3,015
Cash & Equivalents	18	22	21	29	37	42	54	103	146	88
Goodwill & Int.	6	6	6	6	6	6	50	51	84	90
Total Liabilities	857	827	869	930	973	973	1,377	1,660	2,341	2,717
Long-Term Debt	5	-	10	10	5	-	25	18	99	172
Total Equity	109	114	120	126	134	143	230	249	297	298
LTD/E Ratio	0.04	-	0.08	0.08	0.04	-	0.11	0.07	0.33	0.58

Profitability & Per Share Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Return on Assets	0.9%	1.0%	1.1%	1.1%	1.2%	1.3%	1.4%	1.1%	1.0%	1.2%
Return on Equity	8.2%	8.6%	8.8%	9.5%	9.8%	10.8%	9.9%	8.4%	8.6%	10.9%
ROIC	7.7%	8.5%	8.5%	8.8%	9.3%	10.6%	9.2%	7.7%	7.1%	7.5%
Shares Out.	9.3	9.2	9.2	9.1	9.2	9.2	11.0	11.1	11.6	13.1
Revenue/Share	4.04	4.33	4.45	4.77	4.98	5.37	5.72	6.72	7.27	7.60
FCF/Share	1.61	1.77	1.43	1.10	1.72	0.88	1.84	2.17	2.81	2.88

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