



Cummins Inc. (CMI)

Updated February 6th, 2024 by Nathan Parsh

Key Metrics

Current Price:	\$246	5 Year CAGR Estimate:	10.8%	Market Cap:	\$35 B
Fair Value Price:	\$250	5 Year Growth Estimate:	8.0%	Ex-Dividend Date:	02/29/24 ¹
% Fair Value:	98%	5 Year Valuation Multiple Estimate:	0.3%	Dividend Payment Date:	03/08/24 ²
Dividend Yield:	2.7%	5 Year Price Target	\$367	Years Of Dividend Growth:	18
Dividend Risk Score:	B	Retirement Suitability Score:	B	Rating:	Buy

Overview & Current Events

Cummins, headquartered in Indiana and founded in 1919, designs, manufactures, distributes and services engines for heavy, medium and light-duty trucks. The company's products include diesel and natural gas engines, as well as hybrid and electric platforms. Cummins operates in four segments: Engines, Distribution, Components, Power Systems, and Accelera. Roughly 60% of its business is done in the U.S. and Canada. The company employs about 60,000 people and serves customers in about 190 countries. Cummins generates ~\$33 billion in annual revenues.

On July 11th, 2023, Cummins raised its quarterly dividend 7% to \$1.68, extending the company's dividend growth streak to 18 consecutive years.

On February 6th, 2024, Cummins announced fourth quarter and full year results for the period ending December 31st, 2023. For the quarter, revenue grew 9.9% to \$8.54 billion, which beat estimates by \$400 million. Earnings-per-share totaled -\$10.01. However, this included several charges, including a \$13.76 per share charge related to an agreement to resolve regulatory claims regarding its emissions certification and compliance process. Adjusting for these charges, earnings-per-share totaled \$4.14 for the quarter. For 2023, revenue increased 21% to \$34.1 billion while adjusted earnings-per-share of \$19.69 compared to \$15.67 in the prior year.

Cummins saw higher demand throughout the majority of its business during the quarter and year. For the quarter, North America sales grew 8% while international was up 13%. Revenue for Components grew 3% to \$3.2 billion, as 10% growth in international markets was partially offset by weaker North America demand. The Engine segment increased 5% to \$2.8 billion due to strong demand in the truck markets in North America. Price increases again boosted results. Distribution grew 17% to \$2.7 billion as demand segment-wide drove mid-teens growth in both North America and international markets. Power Systems was up 8% to \$1.4 billion due to global demand and price increases, which were partially offset by a 3% decline in industrial revenues. Accelera, formerly named New Power, was up 8% to \$81 million due to ongoing demand for battery electric systems.

The company provided guidance for the year as well. Cummins expects revenue to decline 2% to 5% for 2023. Cummins is projected to earn \$19.23 for 2024. We have initiated our forecast accordingly.

Growth on a Per-Share Basis

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
EPS	\$9.14	\$8.92	\$8.23	\$10.63	\$13.15	\$14.48	\$12.01	\$14.61	\$15.67	\$19.69	\$19.23	\$28.26
DPS	\$2.81	\$3.51	\$4.00	\$4.21	\$4.44	\$4.90	\$5.28	\$5.60	\$6.04	\$6.50	\$6.72	\$9.87
Shares³	182	175	168	166	163	152	149	144	142	143	143	140

Looking at the 2014 to 2023 period, Cummins grew earnings-per-share by an average compound rate of 8.9%. The growth rate has deaccelerated somewhat to 5.8% over the last five year. Considering the long- and medium-term growth rates, we reaffirm our earnings-per-share growth rate of 8% through 2029. 2020 was a difficult one for the

¹ Estimated ex-dividend date.

² Estimated dividend payment date.

³ In millions of shares.

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



Cummins Inc. (CMI)

Updated February 6th, 2024 by Nathan Parsh

company, but Cummins saw a rebound in recent years. That rebound is expected to continue as well. We believe the company will see a higher than usual growth rate as the global economy recovers from the pandemic. Cummins has also benefited from an increase in worldwide emission regulations and fuel efficiency standards. When paired with the company's reliable and superior quality engines, this has afforded the company growth opportunities. This trend is likely to continue, but we believe there is a tipping point whereby the increase in standards starts to be addressed via alternative technologies, such as batteries.

Valuation Analysis

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Now	2029
Avg. P/E	15.8	14.0	14.1	15.0	11.4	11.0	16.0	14.9	15.5	12.2	12.8	13.0
Avg. Yld.	1.9%	2.8%	3.5%	2.6%	2.9%	3.0%	2.9%	2.6%	2.5%	2.7%	2.7%	2.7%

Shares of Cummins have traded with an average price-to-earnings ratio of 14 since 2014. We believe that a target P/E multiple of 13 is a reasonable multiple given the company's growth prospects and a fair amount of cyclicity in earnings. Shares of Cummins have increased \$28, or 12.8%, since our November 10th, 2023 report. Using the current share price and expected earnings-per-share for the year, Cummins trades with a price-to-earnings ratio of 12.8. If shares were to trade at our target multiple by 2029, then valuation would be a 0.3% tailwind to total returns over this period.

Safety, Quality, Competitive Advantage, & Recession Resiliency

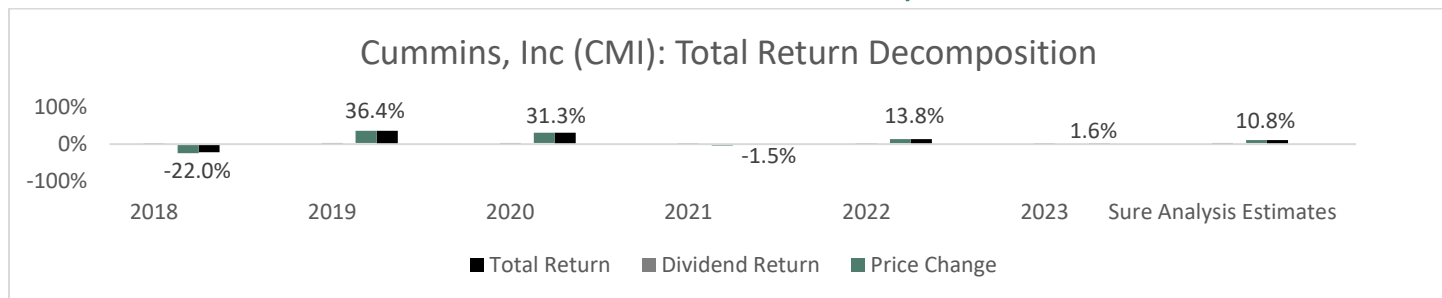
Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
Payout	31%	39%	49%	40%	34%	33%	44%	38%	39%	33%	35%	35%

During the last recession Cummins posted earnings-per-share of \$4.08, \$2.47, \$5.17, and \$9.07 during the 2008 through 2011 stretch. Meanwhile, the dividend kept increasing during this time. We view this a microcosm of the business at large. That is, in lesser economic times earnings are likely to falter, but the company has the ability to recover quickly, and the dividend payout ratio is low enough to keep the payment steady. Cummins maintains a competitive advantage in its strong brand name, stemming from reliability and superior quality. In turn, the company maintains a large share of the heavy-duty engine market. Two main risks stick out: a high reliance on a few customers, namely PACCAR, Daimler, Chrysler, and Navistar, which could turn to manufacturing in-house, and the potential for new technologies to disrupt or require increased investment.

Final Thoughts & Recommendation

Cummins is now projected to return a total of 10.8% annually through 2029, down from our prior estimate of 14.1%. Our projected return consists of an 8% earnings growth rate, a starting yield of 2.7%, and a small contribution from multiple expansion. Despite a massive charge, Cummins produced strong results in all its businesses in 2023. We have lowered our 2029 price target \$12 to \$367 due to earnings estimates for the year, but Cummins continues to earn a buy recommendation due to projected returns.

Total Return Breakdown by Year



[Click here to rate and review this research report. Your feedback is important to us.](#)

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



Cummins Inc. (CMI)

Updated February 6th, 2024 by Nathan Parsh

Income Statement Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Revenue	19,221	19,110	17,509	20,428	23,771	23,571	19,811	24,021	28,074	34,065
Gross Profit	4,861	4,947	4,458	5,100	5,737	5,980	4,894	5,695	6,719	8,249
Gross Margin	25.3%	25.9%	25.5%	25.0%	24.1%	25.4%	24.7%	23.7%	23.9%	24.2%
SG&A Exp.	2,095	2,092	2,099	2,429	2,437	2,454	2,125	2,374	2,687	3,333
D&A Exp.	455	514	530	583	611	672	673	662	784	
Operating Profit	2,018	2,118	1,733	1,977	2,392	2,489	1,847	2,214	2,622	1,278
Op. Margin	10.5%	11.1%	9.9%	9.7%	10.1%	10.6%	9.3%	9.2%	9.3%	3.8%
Net Profit	1,651	1,399	1,394	999	2,141	2,260	1,789	2,131	2,151	735
Net Margin	8.6%	7.3%	8.0%	4.9%	9.0%	9.6%	9.0%	8.9%	7.7%	2.2%
Free Cash Flow	1,468	1,266	1,345	1,690	1,594	2,406	2,147	1,522	1,046	2,753
Income Tax	698	555	474	1,371	566	566	527	587	636	786

Balance Sheet Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Total Assets	15,764	15,134	15,011	18,075	19,062	19,737	22,624	23,710	30,299	32,005
Cash & Equivalents	2,301	1,711	1,120	1,369	1,303	1,129	3,401	2,592	2,101	2,179
Accounts Receivable	2,946	2,820	3,025	3,618	3,866	3,387	3,440	3,565	4,826	5,583
Inventories	2,866	2,707	2,675	3,166	3,759	3,486	3,425	4,355	5,603	5,677
Goodwill & Int. Ass.	822	810	812	2,055	2,035	2,289	2,256	2,187	5,030	5,018
Total Liabilities	7,671	7,384	7,837	9,911	10,803	11,272	13,635	14,309	20,074	22,101
Accounts Payable	1,881	1,706	1,854	2,579	2,822	2,534	2,820	3,021	4,252	4,260
Long-Term Debt	1,686	1,639	1,856	2,006	2,476	2,367	4,164	4,159	7,855	6,696
Shareholder's Equity	7,749	7,406	6,875	7,259	7,348	7,507	8,062	8,146	8,975	8,850
LTD/E Ratio	0.22	0.22	0.27	0.28	0.34	0.32	0.52	0.51	0.88	0.76

Profitability & Per Share Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Return on Assets	10.8%	9.1%	9.2%	6.0%	11.5%	11.6%	8.4%	9.2%	8.0%	2.4%
Return on Equity	20.7%	17.7%	18.7%	13.0%	26.1%	27.0%	20.5%	23.2%	21.9%	7.3%
ROIC	17.0%	14.6%	15.1%	10.4%	20.5%	21.0%	14.9%	16.0%	13.6%	4.2%
Shares Out.	182	175	168	166	163	152	149	144	142	143
Revenue/Share	104.99	107.11	103.40	122.10	146.01	151.00	132.96	164.64	197.29	238.72
FCF/Share	8.02	7.10	7.94	10.10	9.79	15.41	14.41	10.43	7.35	19.29

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

Disclaimer

Nothing presented herein is, or is intended to constitute, specific investment advice. Nothing in this research report should be construed as a recommendation to follow any investment strategy or allocation. Any forward-looking statements or forecasts are based on assumptions and actual results are expected to vary from any such statements or forecasts. No reliance should be placed on any such statements or forecasts when making any investment decision. While Sure Dividend has used reasonable efforts to obtain information from reliable sources, we make no representations or warranties as to the accuracy, reliability or completeness of third-party information presented herein. No guarantee of investment performance is being provided and no inference to the contrary should be made. There is a risk of loss from an investment in marketable securities. Past performance is not a guarantee of future performance.