



# Lindsay Corporation (LNN)

Updated April 5<sup>th</sup>, 2024 by Ian Bezek

## Key Metrics

<b>Current Price:</b>	\$118	<b>5 Year CAGR Estimate:</b>	10.3%	<b>Market Cap:</b>	\$1.3 B
<b>Fair Value Price:</b>	\$132	<b>5 Year Growth Estimate:</b>	7.0%	<b>Ex-Dividend Date:</b>	05/16/24
<b>% Fair Value:</b>	89%	<b>5 Year Valuation Multiple Estimate:</b>	2.3%	<b>Dividend Payment Date:</b>	05/31/24
<b>Dividend Yield:</b>	1.2%	<b>5 Year Price Target</b>	\$185	<b>Years Of Dividend Growth:</b>	21
<b>Dividend Risk Score:</b>	A	<b>Retirement Suitability Score:</b>	C	<b>Rating:</b>	Buy

## Overview & Current Events

Lindsay Corporation provides water management and road infrastructure services in the United States and internationally. The business's irrigation segment provides irrigation solutions for farmers and contributed 87% of sales in 2023, the infrastructure segment helps with road and bridge repairs and contributed the other 13%. The conflict in Ukraine has caused a disruption in agricultural activity in that region, leading farmers to plant more intensively in North America. Both irrigation and infrastructure benefit from government support payments. The Infrastructure Investments and Jobs Act (IIJA) marked the largest federal investment into infrastructure projects in more than a decade and should boost Lindsay's infrastructure business. While Lindsay enjoyed a record-breaking 2022, 2023 showed a slowdown in growth and the company appears set for a dip in earnings in 2024.

On April 4<sup>th</sup>, 2024, Lindsay reported Q2 2024 results for the period ending February 29<sup>th</sup>, 2024. The business saw diluted earnings-per-share of \$1.64 which rose slightly from the \$1.63 reported the same quarter of last year. However, revenues declined 9% year-over-year to \$152 million. Though irrigation demand was steady in North America, the company cited significant decline in demand for its products in Brazil given weak pricing and agricultural activity in that market. Furthermore, the company offered a downbeat outlook for the remainder of 2024 and its unfilled order backlog decline.

The company's profit margins and earnings have held steady up to this point despite the drop in revenues. However, with the firm's outlook continuing to worsen for several consecutive quarters, it seems Lindsay will likely see a significant decrease in profitability given current industry conditions. We have trimmed our 2024 earnings significantly given this quarter's soft guidance.

## Growth on a Per-Share Basis

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
<b>EPS</b>	\$4.00	\$2.22	\$2.63	\$2.17	\$2.94	\$1.45	\$3.56	\$3.88	\$5.94	\$6.54	<b>\$5.50</b>	<b>\$7.71</b>
<b>DPS</b>	\$0.92	\$1.09	\$1.13	\$1.17	\$1.21	\$1.24	\$1.26	\$1.30	\$1.34	\$1.37	<b>\$1.40</b>	<b>\$1.70</b>
<b>Shares</b>	12	11	11	11	11	11	11	11	11	11	<b>11</b>	<b>11</b>

Over the last decade, Lindsay has seen earnings-per-share grow at an average annualized rate of 5.9%. It's important to note that earnings fell sharply in the mid-2010s before posting a robust recovery since then. To that point, earnings per share have soared over the past five years. This speaks to the cyclical nature in demand for agriculture-related products. Lindsay managed to top 2022's record results, with 2023 posting another year of growth. The winning streak appears to be ending, however. Earnings seem set for a significant dip in 2024 as mounting geopolitical and economic headwinds are weighing on Lindsay's outlook.

Over the past five years, dividend payments have grown at 2.5% annually, and over the past 10 years, dividends have grown at 4.5% annually. The company announced its latest dividend increase on July 7<sup>th</sup>, 2023, giving investors a 2.9% increase. This boosted the quarterly dividend from 34 cents to 35 cents per share. There is room for faster dividend increases given the firm's substantial earnings growth over the past few years, but management may opt for caution given the current downturn in industry conditions.

*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	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Now	2029
Avg. P/E	20.6	36.9	26.9	37.6	31.3	---	26.7	37.1	24.5	22.0	<b>21.5</b>	<b>24.0</b>
Avg. Yld.	1.1%	1.3%	1.6%	1.4%	1.3%	1.4%	1.3%	0.9%	0.8%	1.0%	<b>1.2%</b>	<b>0.9%</b>

Over the last decade, Lindsay has averaged a P/E ratio of 29.3, and over the past five years, Lindsay has averaged a P/E ratio of 27.6. We expect the P/E to rebound from the current 21.5 to around 24. Today, the stock offers a modest 1.2% dividend yield, which may be low for investors who prioritize dividend income. But investors might consider the company for its exposure to favorable trends in the agriculture and infrastructure sectors.

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

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
Payout	23%	49%	43%	54%	41%	86%	35%	34%	23%	21%	<b>25%</b>	<b>22%</b>

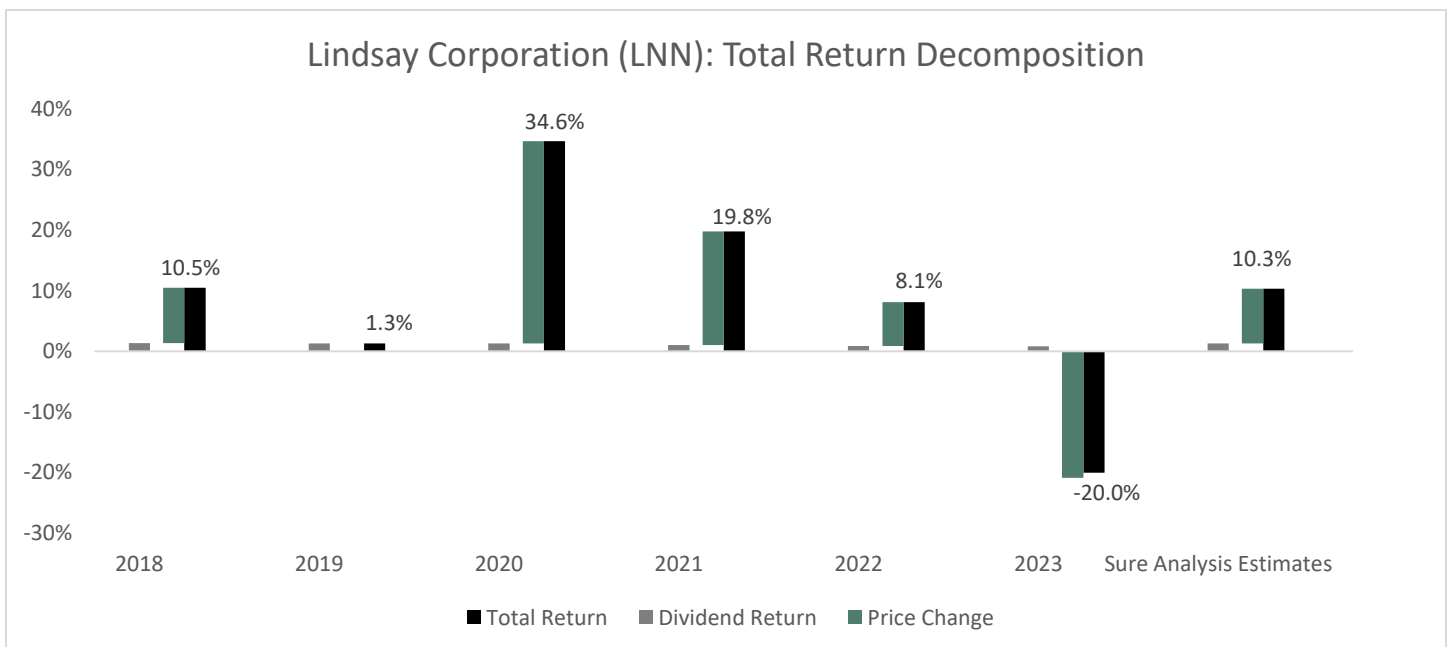
Lindsay has averaged a payout ratio of 41% over the past 10 years. It is far below that today. We project that the dividend will be safe since the low payout ratio signifies that the dividend is well-covered from earnings.

Even though the business is in a cyclical industry, Lindsay has a very safe balance sheet, with minimal net debt. In addition, the company has remained profitable even during down periods for crop prices which speaks to the firm's stability. The war in Ukraine has significantly disrupted Lindsay's operations in Eastern Europe, however it is well-diversified and its presence in South America and the United States can largely balance out weakness from Europe.

## Final Thoughts & Recommendation

Lindsay Corporation offers investors an opportunity to invest in a business that will indirectly benefit from the rising tides of stronger ag prices and new government spending on infrastructure. Lindsay's latest earnings report was disappointing and we reduced our fair value estimate as a result. Even so, shares remain undervalued. Our total return outlook is for Lindsay to deliver 10.3% per year compounded. As such, Lindsay shares earn a buy rating today.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Revenue	618	560	516	518	548	444	475	568	771	674
Gross Profit	171	156	149	145	151	115	153	150	199	213
Gross Margin	27.7%	27.9%	28.8%	28.0%	27.7%	25.8%	32.1%	26.5%	25.8%	31.6%
SG&A Exp.	82	93	98	87	96	95	84	83	89	93
D&A Exp.	15	16	17	17	17	14	19	19	20	19
Operating Profit	78	51	34	41	39	6	54	54	95	102
Op. Margin	12.7%	9.0%	6.7%	7.8%	7.1%	1.4%	11.4%	9.5%	12.3%	15.1%
Net Profit	52	26	20	23	20	2	39	43	65	72
Net Margin	8.3%	4.7%	3.9%	4.5%	3.7%	0.5%	8.1%	7.5%	8.4%	10.7%
Free Cash Flow	74	34	22	31	23	(19)	25	17	(13)	101
Income Tax	27	20	9	13	14	(0)	10	8	22	28

## Balance Sheet Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Total Assets	527	536	488	506	500	500	571	637	711	746
Cash & Equivalents	172	139	101	122	161	127	121	127	105	161
Acc. Receivable	94	74	81	74	69	76	85	94	138	145
Inventories	72	75	75	86	79	92	105	145	194	156
Goodwill & Int.	69	129	124	120	92	89	91	88	85	111
Total Liabilities	144	248	236	236	223	232	272	299	317	290
Accounts Payable	42	39	32	37	31	29	30	45	60	44
Long-Term Debt	--	117	117	117	116	116	116	116	116	115
Total Equity	383	289	252	270	277	268	299	338	393	456
LTD/E Ratio	---	0.41	0.47	0.43	0.42	0.43	0.39	0.34	0.29	0.25

## Profitability & Per Share Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Return on Assets	9.9%	4.9%	4.0%	4.7%	4.0%	0.4%	7.2%	7.1%	9.7%	9.9%
Return on Equity	13.5%	7.8%	7.5%	8.9%	7.4%	0.8%	13.6%	13.4%	17.9%	17.1%
ROIC	13.5%	6.7%	5.2%	6.1%	5.2%	0.6%	9.7%	9.8%	13.6%	13.4%
Shares Out.	12	11	11	11	11	11	11	11	11	11
Revenue/Share	47.97	47.25	47.25	48.44	50.85	41.08	43.71	51.67	69.87	60.94
FCF/Share	5.75	2.87	1.98	2.86	2.12	(1.80)	2.26	1.59	(1.14)	9.12

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

### Disclaimer

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