



Brady Corporation (BRC)

Updated September 10th, 2024 by Nathan Parsh

Key Metrics

Current Price:	\$73	5 Year CAGR Estimate:	11.6%	Market Cap:	\$3.5 B
Fair Value Price:	\$86	5 Year Growth Estimate:	7.0%	Ex-Dividend Date:	10/10/24
% Fair Value:	84%	5 Year Valuation Multiple Estimate:	3.4%	Dividend Payment Date:	10/31/24
Dividend Yield:	1.3%	5 Year Price Target	\$121	Years Of Dividend Growth:	39
Dividend Risk Score:	A	Retirement Suitability Score:	B	Rating:	Buy

Overview & Current Events

Brady Corporation was founded in 1914, generates annual revenue of more than \$1.3 billion, and has a \$3.5 billion market capitalization. It manufactures and markets specialty materials. Beginning with the third quarter of fiscal year 2023, the company began reporting results for geographic regions as opposed to product lines. This includes the Americas & Asia and Europe & Australia. Brady Corporation's products include absorbents, labels, pipes and valves, signs, tags, tapes, and printers.

On September 5th, 2024, Brady Corporation increased its quarterly dividend 2.1% to \$0.24, extending the company's dividend growth streak to 39 consecutive years.

On September 6th, 2024, Brady Corporation reported results for the fourth quarter and fiscal year 2024 for the period ending July 31st, 2024. For the quarter, revenue fell 0.7% to \$343.3 million, which was \$8.3 million below estimates. Adjusted earnings-per share of \$1.19 compared favorably to \$1.04 in the prior year and was \$0.08 better than expected. For the year, revenue grew 0.7% to \$1.34 billion while adjusted earnings-per-share of \$4.22 compared to \$3.64 in the prior fiscal year.

Organic revenue was higher by 0.8% for the quarter with the Americas & Asia up 3.4% and Europe & Australia down 1.8%. Currency exchange and divestitures impacted headline results. Gross profit margin expanded 80 basis points to 51.6% for the period. During the fiscal year, the company repurchased 1.3 million shares at an average price of \$55.54 while distributing \$45.1 million of dividends.

Brady Corporation provided guidance for fiscal year 2025 as well. The company expects adjusted earnings-per-share in a range of \$4.40 to \$4.70, which would represent an increase of 7.8% from the prior fiscal year. We have initiated our forecast accordingly.

Growth on a Per-Share Basis

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2030
EPS	\$1.27	\$1.56	\$1.84	\$2.12	\$2.46	\$2.32	\$2.65	\$3.15	\$3.64	\$4.22	\$4.55	\$6.38
DPS	\$0.80	\$0.81	\$0.82	\$0.83	\$0.85	\$0.87	\$0.88	\$0.90	\$0.92	\$0.94	\$0.96	\$1.06
Shares¹	51.3	50.5	51.4	52	50	52	52	50	50	48	48	47

Brady Corporation grew earnings per share at a rate of more than 14% annually over both the last decade and the last 5 years. We now expect earnings growth of at least 7% through 2030, up from 5% previously. We feel that this is an appropriate starting place for earnings growth due to the low base for earnings-per-share that occurred in 2014 and the high base expected for the current fiscal year. In addition, recent results have been strong and the company has guided towards high single-digit growth for the current fiscal year.

¹ Share count 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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Valuation Analysis

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	Now	2030
Avg. P/E	20.2	16.2	19.6	17.7	18.3	24.0	20.6	15.0	14.2	17.0	16.0	19.0
Avg. Yld.	3.1%	3.2%	2.3%	2.2%	1.9%	1.7%	1.6%	1.9%	1.8%	1.3%	1.3%	0.9%

Shares of Brady Corporation have increased \$8, or 12.3%, since our May 22nd, 2024 report. Based on estimates for earnings for fiscal year 2025, Brady Corporation’s stock trades with a price-to-earnings ratio of 16.0. We reaffirm our five-year target P/E ratio of 19 as this is in-line with the stock’s average valuation over the last decade. As a result, the stock appears undervalued. If the stock returns to our estimate of fair value by fiscal 2030, then valuation would be a 3.4% tailwind to annual returns over this period.

Shares yield 1.3% currently, in-line with the average yield for the S&P 500.

Safety, Quality, Competitive Advantage, & Recession Resiliency

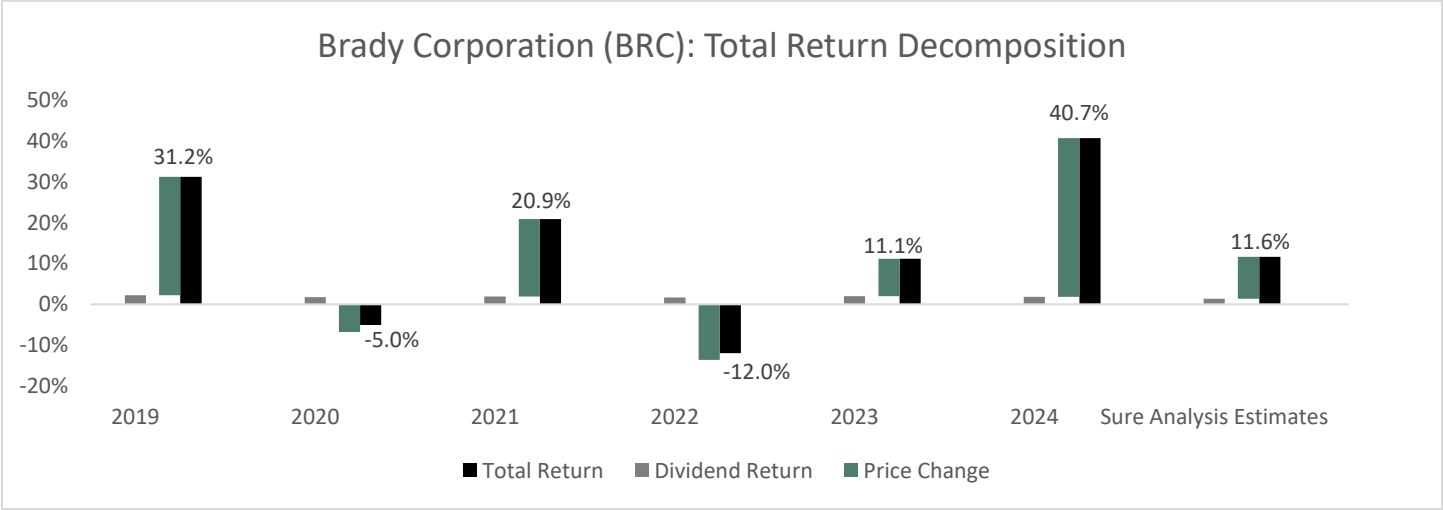
Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2030
Payout	63%	52%	45%	39%	35%	38%	38%	29%	25%	22%	21%	16%

Brady Corporation has a secure dividend with a payout ratio well below 30%. This leaves room for the company to continue to invest in growth initiatives, while also raising its dividend payout each year. Brady Corporation also has a consistently profitable business model in most cycles. This is due to the company’s durable competitive advantages. It maintains a leadership position in both of its main product categories through sufficient research and development investment. Investors should note that while the company did remain profitable during the Great Recession, it nevertheless experienced a significant reduction in earnings-per-share. The company would likely see earnings decline if another recession were to occur, but we would expect Brady to continue paying its dividend.

Final Thoughts & Recommendation

Following fourth quarter results, Brady Corporation is projected to return 11.6% annually through fiscal 2030, up 10.0% previously. This estimated return stems from a 7% earnings growth rate, a 1.3% starting dividend yield, and a low single-digit contribution from multiple expansion. Quarterly results were mixed, but the fiscal year showed strong growth in adjusted earnings-per-share. The stock’s yield remains on the low side, but the company has a very consistent dividend growth track record. We have raised our five-year price target \$21 to \$121 due to guidance for the fiscal year and a higher earnings growth target. We continue to rate Brady Corporation as a buy due to projected returns.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Revenue	1,172	1,121	1,113	1,174	1,161	1,081	1,145	1,302	1,332	1,341
Gross Profit	558	559	558	588	579	529	561	632	657	688
Gross Margin	47.7%	49.9%	50.1%	50.1%	49.9%	48.9%	49.0%	48.5%	49.4%	51.3%
SG&A Exp.	423	405	388	390	371	336	350	380	371	377
D&A Exp.	39	32	27	25	24	23	25	34	32	30
Operating Profit	99	118	131	153	162	152	167	193	225	243
Operating Margin	8.4%	10.5%	11.8%	13.0%	14.0%	14.0%	14.6%	14.8%	16.9%	18.1%
Net Profit	3	80	96	91	131	112	130	150	175	197
Net Margin	0.3%	7.1%	8.6%	7.8%	11.3%	10.4%	11.3%	11.5%	13.1%	14.7%
Free Cash Flow	67	122	129	121	129	114	178	75	190	175
Income Tax	20	29	31	61	33	28	36	42	51	51

Balance Sheet Metrics

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Total Assets	1,063	1,044	1,050	1,057	1,157	1,142	1,378	1,367	1,389	1,516
Cash & Equivalents	114	141	134	181	279	218	147	114	152	250
Accounts Receivable	157	147	150	161	158	146	171	183	184	185
Inventories	105	99	107	113	120	136	136	190	177	153
Goodwill & Int. Ass.	502	490	491	462	447	438	706	661	655	641
Total Liabilities	475	440	350	305	307	279	415	456	398	449
Accounts Payable	73	62	67	67	65	63	82	81	80	85
Long-Term Debt	254	217	108	53	50	-	38	95	50	91
Shareholder's Equity	588	604	700	752	851	863	963	911	991	1,067
LTD/E Ratio	0.43	0.36	0.15	0.07	0.06	-	0.04	0.10	0.05	0.09

Profitability & Per Share Metrics

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Return on Assets	0.3%	7.6%	9.1%	8.6%	11.9%	9.8%	10.3%	10.9%	12.7%	13.6%
Return on Equity	0.5%	13.4%	14.7%	12.5%	16.4%	13.1%	14.2%	16.0%	18.4%	19.2%
ROIC	0.3%	9.6%	11.7%	11.3%	15.4%	12.7%	13.9%	14.9%	17.1%	17.9%
Shares Out.	51.3	50.5	51.4	52	50	52	52	50	50	48
Revenue/Share	22.80	22.07	21.43	22.35	21.77	20.31	21.84	25.21	26.71	27.66
FCF/Share	1.30	2.40	2.48	2.31	2.43	2.14	3.41	1.46	3.81	3.61

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

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