



# Donaldson Company (DCI)

Updated December 4<sup>th</sup>, 2024, by Josh Arnold

## Key Metrics

<b>Current Price:</b>	\$73	<b>5 Year CAGR Estimate:</b>	10.1%	<b>Market Cap:</b>	\$9.3 B
<b>Fair Value Price:</b>	\$76	<b>5 Year Growth Estimate:</b>	8.0%	<b>Ex-Dividend Date:</b>	12/09/24 <sup>1</sup>
<b>% Fair Value:</b>	96%	<b>5 Year Valuation Multiple Estimate:</b>	0.7%	<b>Dividend Payment Date:</b>	12/23/24
<b>Dividend Yield:</b>	1.5%	<b>5 Year Price Target</b>	\$111	<b>Years Of Dividend Growth:</b>	29
<b>Dividend Risk Score:</b>	A	<b>Retirement Suitability Score:</b>	B	<b>Rating:</b>	Buy

## Overview & Current Events

Donaldson has been creating filtration solutions for a wide array of applications since 1915. Its sales consist of filters in various engine and industrial applications as core categories, but continuous innovation and acquisitions have expanded the portfolio. The company is expected to produce about \$3.7 billion in revenue this year and trades with a current market capitalization of \$9.3 billion.

Donaldson posted first quarter earnings on December 3<sup>rd</sup>, 2024, and results were better than expected. Adjusted earnings-per-share came to 83 cents, which was a penny ahead of estimates. Revenue was up 6.4% year-over-year to \$900 million, beating estimates by almost \$8 million.

Gross margin was 35.5% of revenue, off 10 basis points year-over-year due to higher costs, particularly for real estate and distribution. Operating expenses were 20.7% of revenue, down 10 basis points from the prior year.

Adjusted operating income was 14.0% of revenue, an increase of 20 basis points from the prior year. The company reaffirmed its guidance for a range of adjusted earnings-per-share being \$3.56 to \$3.72. We've reduced our estimate for this year by a nickel.

## Growth on a Per-Share Basis

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2030
<b>EPS</b>	\$1.49	\$1.42	\$1.69	\$2.00	\$2.05	\$2.03	\$2.32	\$2.68	\$3.04	\$3.42	<b>\$3.60</b>	<b>\$5.29</b>
<b>DPS</b>	\$0.67	\$0.69	\$0.70	\$0.76	\$0.82	\$0.84	\$0.86	\$0.89	\$0.96	\$1.04	<b>\$1.08</b>	<b>\$1.59</b>
<b>Shares<sup>2</sup></b>	135	133	131	130	130	128	126	123	121	123	<b>121</b>	<b>115</b>

Donaldson's earnings growth has been inconsistent in the past decade as it is very much beholden to economic conditions around the world. Its customer base is diverse and deep, but growth seems to come in bunches, not in a steady fashion. Looking forward, we are forecasting robust 8% earnings-per-share growth annually. We remain somewhat cautious on the company's ability to grow revenue, as well as expand its margins despite recent pricing increases. However, management is bullish, seeing improvement on the horizon in the near term, and recent results have been supportive of higher revenue and better margins.

The company can grow through a variety of methods. First, sales increases ought to continue from organic growth, pricing increases, and acquisitions, which should amount to mid-single-digit or better growth. We see margin improvement activities as key to the company producing meaningfully higher earnings in the coming years, as well as a rebound in revenue producing leverage on SG&A costs. Margins were flat in the first quarter, however, in a sign of characteristic volatility in the company's profitability.

Lastly, Donaldson is buying back stock each year. We forecast moderate dividend growth, but Donaldson is not a high-income stock, choosing instead to use its excess cash for acquisitions and share repurchases. Share repurchases are

<sup>1</sup> Estimated date

<sup>2</sup> 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.*



# Donaldson Company (DCI)

Updated December 4<sup>th</sup>, 2024, by Josh Arnold

relatively small in any particular year, but over time, add up to meaningful gains for shareholders. With the new authorization, we expect share repurchases to increase.

## Valuation Analysis

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	Now	2030
<b>Avg. P/E</b>	25.5	21.9	24.9	23.9	24.7	24.2	24.6	18.0	20.7	21.9	<b>20.3</b>	<b>21.0</b>
<b>Avg. Yld.</b>	1.8%	2.2%	1.7%	1.6%	1.5%	1.7%	1.5%	1.8%	1.5%	1.4%	<b>1.5%</b>	<b>1.4%</b>

Donaldson’s price-to-earnings multiple has been remarkably steady in the past decade. However, given where shares are today, we are forecasting a small tailwind to total returns as shares are below our estimate of fair value. Shares go for 20.3 times earnings today, slightly down on our fair value estimate of 21 times.

We are forecasting the yield to stay flat in the years to come as the payout and valuation increases. This is not a stock one buys for the current yield, as the company’s stated strategy requires the use of excess cash for acquisitions and buybacks.

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

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2030
<b>Payout</b>	44%	48%	41%	38%	38%	41%	37%	33%	32%	30%	<b>30%</b>	<b>30%</b>

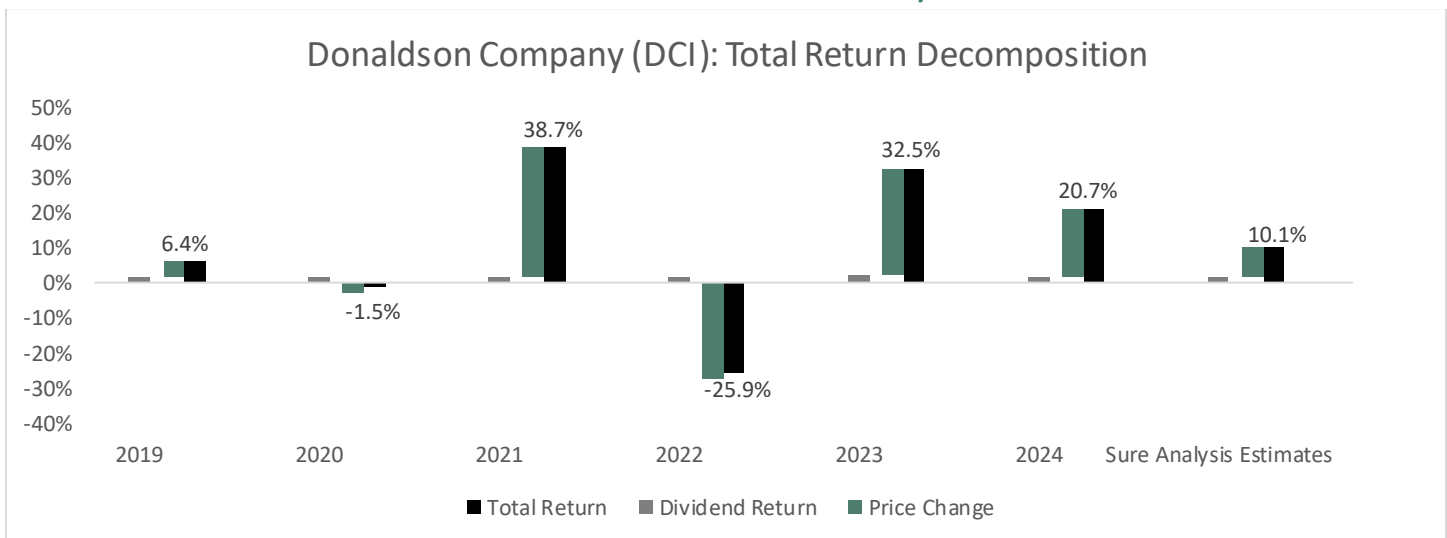
Donaldson’s payout ratio remains around 30% of earnings and we expect that is where it will stay for the foreseeable future. As mentioned, Donaldson prefers to use most of its excess cash for acquisitions and a small amount of share repurchases, but it does raise the dividend regularly, as we note a 29-year streak of dividend increases.

Donaldson’s recession performance is somewhat of an issue, as you’d expect for an industrial stock, and earnings will likely fall significantly during the next downturn. It does enjoy the competitive advantage of more than 100 years of experience in its field, as well as a strong history of innovation and a sizable installed customer base.

## Final Thoughts & Recommendation

Donaldson’s stock price is slightly undervalued after first quarter results. We are forecasting total annual returns of 10.1%, consisting of the current 1.5% yield, a 0.7% impact from the valuation, and 8% earnings growth. The stock still offers investors growth potential, but the yield is somewhat low for income investors. We’re reiterating the stock at a buy rating following Q1 results.

## Total Return Breakdown by Year



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.



# Donaldson Company (DCI)

Updated December 4<sup>th</sup>, 2024, by Josh Arnold

## Income Statement Metrics

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
<b>Revenue</b>	2,371	2,220	2,372	2,734	2,845	2,582	2,854	3,307	3,431	3,586
<b>Gross Profit</b>	809	755	821	936	948	872	972	1,067	1,161	1,274
<b>Gross Margin</b>	34.1%	34.0%	34.6%	34.2%	33.3%	33.8%	34.0%	32.3%	33.8%	35.5%
<b>SG&amp;A Exp.</b>	460	425	443	499	498	470	519	555	602	637
<b>D&amp;A Exp.</b>	74	75	75	77	81	88	95	94	92	98
<b>Operating Profit</b>	288	274	324	377	388	340	385	444	480	544
<b>Operating Margin</b>	12.2%	12.3%	13.6%	13.8%	13.6%	13.2%	13.5%	13.4%	14.0%	15.2%
<b>Net Profit</b>	208	191	233	180	267	257	287	333	359	414
<b>Net Margin</b>	8.8%	8.6%	9.8%	6.6%	9.4%	10.0%	10.1%	10.1%	10.5%	11.5%
<b>Free Cash Flow</b>	119	218	252	165	195	263	344	168	426	407
<b>Income Tax</b>	81	67	89	183	108	78	94	106	110	121

## Balance Sheet Metrics

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
<b>Total Assets</b>	1,810	1,787	1,980	1,977	2,143	2,245	2,400	2,600	2,771	2,914
<b>Cash &amp; Equivalents</b>	190	243	308	205	178	237	223	193	187	233
<b>Accounts Receivable</b>	460	452	498	535	530	455	553	617	600	630
<b>Inventories</b>	265	234	294	334	333	323	385	502	418	477
<b>Goodwill &amp; Int. Ass.</b>	262	268	279	274	374	384	384	446	669	650
<b>Total Liabilities</b>	1,031	1,016	1,125	1,119	1,250	1,252	1,263	1,467	1,450	1,425
<b>Accounts Payable</b>	179	143	194	201	238	188	294	339	305	379
<b>Long-Term Debt</b>	578	567	611	543	637	627	510	648	656	537
<b>Shareholder's Equity</b>	775	767	850	853	887	987	1,137	1,133	1,321	1,489
<b>LTD/E Ratio</b>	0.75	0.74	0.72	0.64	0.72	0.64	0.45	0.57	0.50	0.36

## Profitability & Per Share Metrics

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
<b>Return on Assets</b>	11.1%	10.6%	12.4%	9.1%	13.0%	11.7%	12.4%	13.3%	13.4%	14.6%
<b>Return on Equity</b>	23.4%	24.7%	28.8%	21.2%	30.7%	27.4%	27.0%	29.3%	29.2%	29.5%
<b>ROIC</b>	14.9%	14.2%	16.6%	12.6%	18.2%	16.3%	17.6%	19.4%	19.1%	20.7%
<b>Shares Out.</b>	135	133	131	130	130	128	126	125	124	123
<b>Revenue/Share</b>	17.01	16.47	17.69	20.68	21.83	20.12	22.26	26.41	27.76	29.25
<b>FCF/Share</b>	0.85	1.62	1.88	1.25	1.50	2.05	2.68	1.34	3.45	3.32

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.