



CDW Corporation (CDW)

Updated May 21st, 2025 by Felix Martinez

Key Metrics

Current Price:	\$182	5 Year Annual Expected Total Return:	7.6%	Market Cap:	\$24.8B
Fair Value Price:	\$176	5 Year Growth Estimate:	7.0%	Ex-Dividend Date:	05/23/25
% Fair Value:	103%	5 Year Valuation Multiple Estimate:	-0.7%	Dividend Payment Date:	06/10/25
Dividend Yield:	1.4%	5 Year Price Target	\$246	Years Of Dividend Growth:	12
Dividend Risk Score:	B	Sector:	X	Rating:	Hold

Overview & Current Events

CDW Corporation is a leading provider of technology solutions for business, government, education, and healthcare sectors. Established in 1984 and headquartered in Vernon Hills, Illinois, CDW offers a broad portfolio of products and services, including hardware, software, networking, cloud computing, and IT consulting. The company serves a wide range of customers, from small businesses to large enterprises, by helping them implement and manage IT infrastructure. CDW's business model revolves around partnering with major technology vendors, such as Cisco, Microsoft, and Dell, allowing it to deliver comprehensive solutions to its clients. CDW is publicly traded under the ticker symbol CDW on the NASDAQ. It has consistently reported strong financial performance, driven by growing demand for digital transformation, cloud services, and cybersecurity solutions. The company continues to expand both organically and through acquisitions to broaden its capabilities and market reach.

CDW Corporation reported its first-quarter earnings on May 7th, 2025. The company reported Q1 2025 net sales of \$5.199 billion, up 6.7% from \$4.873 billion in Q1 2024, with average daily sales rising 8.4% due to demand for notebooks, desktops, software, and services. Gross profit increased 5.5% to \$1.122 billion, though gross margin dipped to 21.6% from 21.8% due to a shift to lower-margin products. Operating income grew 10.2% to \$361.4 million, and non-GAAP operating income rose 10.0% to \$444.0 million, with margins at 7.0% and 8.5%, respectively. Net income was \$224.9 million, up 4.1%, with diluted EPS at \$1.69, up 6.1%. Non-GAAP net income increased 9.9% to \$286.5 million, with non-GAAP diluted EPS up 11.9% to \$2.15.

Segment performance included Corporate sales of \$2.236 billion (up 6.3%), Small Business sales of \$405 million (up 7.9%), Public segment sales of \$1.878 billion (up 10.6%, led by Healthcare and Education), and UK/Canada sales of \$680 million (up 9.5%). Selling and administrative expenses rose 3.5% to \$760.9 million, driven by higher compensation and transformation costs. Interest expense increased to \$57.1 million from \$51.3 million, and the effective tax rate rose to 26.0% from 21.9% due to lower tax benefits.

CEO Christine Leahy emphasized CDW's balanced portfolio and customer-centric strategy, driving growth despite economic uncertainty. CFO Albert Miralles highlighted strong cash flow and share repurchases, supporting capital priorities. CDW targets outpacing US IT market growth by 200–300 basis points in 2025, leveraging its expertise and scale to meet evolving customer needs across 250,000+ clients and 1,000+ technology brands. The board approved a \$0.625 per share dividend, payable June 10, 2025.

Growth on a Per-Share Basis

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2030
EPS	\$2.93	\$3.43	\$3.83	\$5.17	\$6.10	\$6.59	\$7.97	\$9.79	\$9.88	\$9.52	\$9.76	\$13.69
DPS	\$0.31	\$0.48	\$0.69	\$0.92	\$1.26	\$1.54	\$1.70	\$2.09	\$2.39	\$2.49	\$2.52	\$3.53
Shares¹	170.3	163.6	155.4	150.9	145.1	142.6	138.5	135.2	134.6	135.2	135.0	134.0

CDW Corporation's growth prospects remain strong, driven by increasing demand for digital transformation, cloud computing, and cybersecurity solutions across its key sectors: business, government, education, and healthcare. The

¹ Share count is in millions.

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company is well-positioned to capitalize on IT market trends, leveraging its partnerships with major technology vendors and expanding through strategic acquisitions. Over the past ten years, earnings have grown a CAGR of 14.0%. However, it has slowed down over the past five year to a CAGR of 8.2%. We expect the company to continue this growth rate of 7% over the next five years. We also expect the company to grow its dividend at an 7% annual rate as well over the next five years.

Valuation Analysis

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2030
Avg. P/E	14.3	15.2	18.2	15.5	23.6	19.6	25.7	18.3	23.0	18.3	18.6	18.00
Avg. Yld.	0.7%	0.9%	1.0%	1.1%	0.9%	1.2%	0.8%	1.2%	1.1%	1.4%	1.4%	1.4%

The company looks overvalued at the current price. The current PE of 18.6x earnings is lower than the past ten years average of 19.2x. We think that a PE of 18 is fair for this company. Thus, at the current price, there is a valuation headwind of -0.7%.

Safety, Quality, Competitive Advantage, & Recession Resiliency

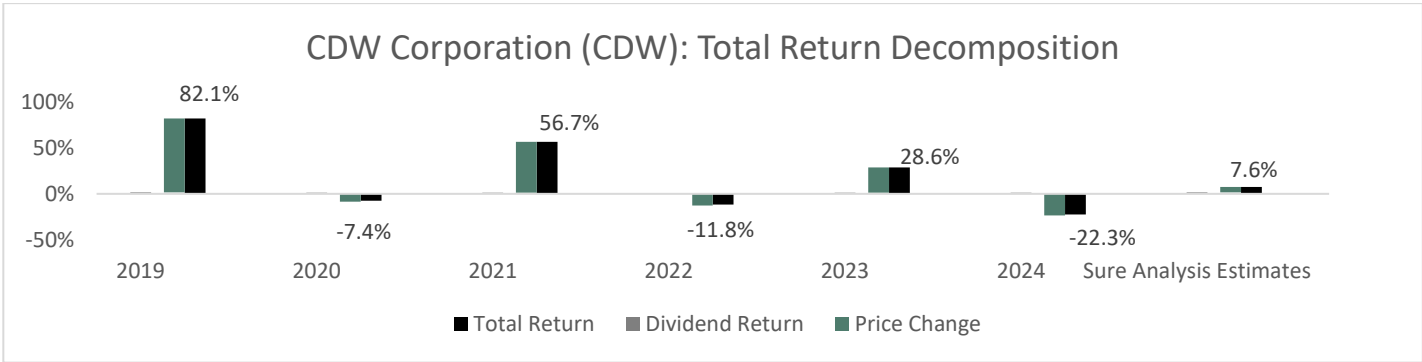
Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2030
Payout	11%	14%	18%	18%	21%	23%	21%	21%	24%	26%	26%	26%

CDW’s competitive advantage lies in its extensive portfolio of technology solutions, strong partnerships with leading technology vendors, and its ability to offer tailored IT solutions to a wide range of clients, from small businesses to large enterprises. The company's deep expertise in cloud computing, security, and networking, combined with its consultative approach, enables it to serve as a trusted advisor to its customers. Its diverse customer base across industries such as business, government, healthcare, and education also provide stability, even during economic fluctuations. The company has a debt-to-equity ratio of 2.4, which is a little on the high side, but it does cover the interest by 7.6 times. Currently the company has an investment grade rating of BBB- from S&P Credit rating.

Final Thoughts & Recommendation

Investing in CDW Corporation carries risks related to economic downturns, which can lead to reduced IT spending by businesses, government, and other sectors. The company also faces competitive pressures from both large technology vendors and smaller niche players in the IT solutions space. Additionally, shifts in technology trends or customer preferences, such as rapid changes in cloud or cybersecurity needs, could impact its ability to maintain growth and profitability. However, at the current price, we rate the stock as a hold because of the expected five-year annual return of 7.6%.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Revenue	12,989	13,673	14,833	16,241	18,032	18,468	20,821	23,749	21,376	21000
Gross Profit	2,116	2,328	2,450	2,707	3,040	3,210	3,569	4,687	4,652	4602
Gross Margin	16.3%	17.0%	16.5%	16.7%	16.9%	17.4%	17.1%	19.7%	21.8%	21.9%
SG&A Exp.	1,374	1,508	1,584	1,720	1,906	2,031	2,150	2,951	2,972	2951
D&A Exp.	227	255	261	266	267	426	191	291	271	275
Operating Profit	742	820	867	987	1,134	1,179	1,419	1,735	1,681	1651
Operating Margin	5.7%	6.0%	5.8%	6.1%	6.3%	6.4%	6.8%	7.3%	7.9%	7.9%
Net Profit	403	425	523	643	737	789	989	1,115	1,104	1078
Net Margin	3.1%	3.1%	3.5%	4.0%	4.1%	4.3%	4.7%	4.7%	5.2%	5.1%
Free Cash Flow	187	541	697	820	791	1,156	685	1,208	1,451	1155
Income Tax	244	248	138	198	213	214	309	373	346	358

Balance Sheet Metrics

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Total Assets	6,755	6,948	6,967	7,168	7,999	9,345	13,199	13,132	13,285	14680
Cash & Equivalents	38	264	144	206	154	1,410	258	315	589	504
Accounts Receivable	2,017	2,169	2,329	2,671	3,002	3,213	4,499	4,461	4,568	5136
Inventories	393	452	412	454	611	760	928	800	668	605
Goodwill & Int. Ass.	3,777	3,511	3,377	3,175	3,147	3,041	6,011	5,833	5,783	5977
Total Liabilities	5,659	5,903	5,981	6,193	7,039	8,048	12,494	11,528	11,242	12330
Accounts Payable	867	1,073	1,318	1,577	1,835	2,088	3,114	2,821	2,881	3381
Long-Term Debt	3,260	3,234	3,236	3,209	3,696	4,397	7,169	5,923	5,645	5843
Shareholder's Equity	1,096	1,046	986	975	960	1,297	706	1,603	2,043	2353
D/E Ratio	2.97	3.09	3.28	3.29	3.85	3.39	10.16	3.69	2.76	2.48

Profitability & Per Share Metrics

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Return on Assets	6.3%	6.2%	7.5%	9.1%	9.7%	9.1%	8.8%	8.5%	8.4%	7.7%
Return on Equity	39.7%	39.7%	51.5%	65.6%	76.1%	69.9%	98.7%	96.5%	60.6%	2.5%
ROIC	9.5%	9.8%	12.3%	15.3%	16.7%	15.2%	14.6%	14.5%	14.5%	7.7%
Shares Out.	170.3	163.6	155.4	150.9	145.1	142.6	138.5	135.2	134.6	135.2
Revenue/Share	75.60	82.37	93.76	105.73	122.01	127.54	148.19	173.35	156.83	155.32
FCF/Share	1.09	3.26	4.40	5.34	5.35	7.99	4.87	8.82	10.64	8.54

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

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