Valuentum Retail Equity Research Visit us at www.valuentum.com Ratings as of 13-Mar-2024 Data as of 11-Mar-2024

### Lowe's LOW FAIRLY VALUED

Estimated Fair Value

**Economic Castle** 

# Buying Index™

# Value Rating

Consumer Discretionary Discretionary Spending

Attractive \$250.00 \$194.00 - \$306.00 LARGE-CAP VA

Lowe's is laser-focused on maintaining its strong return on invested capital

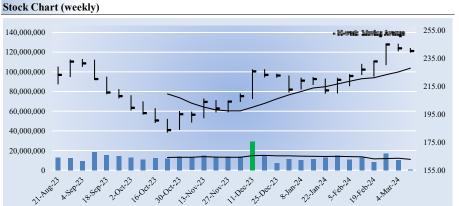
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Fair Value Range

Investment Style LARGE-CAP VALUE Sector Industry

5

Lowe's is laser-focused on maintaining its strong return on invested capital performance as the home improvement retailer rides out the ups and downs of the home improvement market.



The week with the highest trading volume out of the last 30 weeks was a week of heavy selling, or distribution (red bar)

<b>Company Vitals</b>	
Market Cap (USD)	\$140,213
Avg Weekly Vol (30 wks)	12,931
30-week Range (USD)	81.85 - 245.29
Valuentum Sector Consume	r Discretionary
5-week Return	6.1%
13-week Return	6.1%
30-week Return	9.8%
Dividend Yield %	1.8%
Dividends per Share	4.40
Forward Dividend Payout Ratio	35.7%
Est. Normal Diluted EPS	15.96
P/E on Est. Normal Diluted EPS	15.0
Est. Normal EBITDA	14,922
Forward EV/EBITDA	14.0
EV/Est. Normal EBITDA	11.7
Forward Revenue Growth (5-yr)	3.2%
Forward EPS Growth (5-yr) NMF = Not Meaningful; Est. = Estimated; FY = Fi	9.1% scal Year

Returns Summary	3-year Historical Average
Return on Equity	-202.5%
Return on Assets	17.0%
ROIC, with goodwill	36.4%
ROIC, without goodwill ROIC = Return on Invested Capital; NMF =	36.8% Not Meaningful
ROIC, with goodwill ROIC, without goodwill	36.4% 36.8%

ROIC = Return on Invested Capital; NMF = Not Meaningful		
Leverage, Coverage, and Liquidity		
In Millions of USD		
Total Debt	35,921	
Net Debt	34,693	
Total Debt/EBITDA	2.7	
Net Debt/EBITDA	2.6	
EBITDA/Interest	9.8	
Current Ratio	1.2	

Quick Ratio

NMF = Not Meaningful

#### **Investment Highlights**

- Lowe's is the world's second largest home improvement retailer and is tied to the professional and do-it-yourself markets. It operates 1,700+ stores in the U.S. and recently exited Mexico and sold its Canadian retail business. The company strives to be its customer's first choice for home improvement. The firm was founded in 1946 and is headquartered in North Carolina.
- Lowe's is a fantastic company, and its e-commerce operations continue to impress. The long-term outlook for new home construction activity and the home improvement market in the U.S. is incredibly bright, and Lowe's is in a prime position to capitalize on that upside going forward.
- In fiscal 2018-2019, Lowe's launched a major restructuring program that saw the firm close underperforming stores and exit Mexico. This program has already started to yield significant cost savings, which is helping offset sizable inflationary headwinds seen of late. Lowe's views its total addressable market standing at ~\$900 billion. We like the long-term story.
- Lowe's places a great emphasis on constantly improving the customer experience to grow its sales over the long haul. By updating its store format to make it easier for Pro customers to quickly find related products, Lowe's aims to grow sales to its Pro customers by twice the market rate going forward.
- Lowe's is focused on improving its e-commerce operations as investing in its omni-channel selling capabilities remains a top priority. It recently launched same-day delivery nationwide and expanded its rural merchandising network.

Investment Considerations	
DCF Valuation	FAIRLY VALUED
Relative Valuation	ATTRACTIVE
ValueCreation <sup>TM</sup>	EXCELLENT
ValueRisk™	MEDIUM
ValueTrend <sup>TM</sup>	NEGATIVE
Cash Flow Generation	STRONG
Financial Leverage	MEDIUM
Growth	MODEST
Technical Evaluation	NEUTRAL
Relative Strength	WEAK
Money Flow Index (MFI)	OVERBOUGHT
Upside/Downside Volume (U/D)	BULLISH
Near-term Technical Support, 10-week MA	228.00
DCF = Discounted Cash Flow; MFI, U/D = Please see glossary.	MA = Moving Average

<b>Business Quality</b>	ValueCreation <sup>TM</sup>			
ValueRisk <sup>TM</sup>	Very Poor	Poor	Good	Excellent
Low				
Medium				
High				
Very High				

Firms that generate economic profits with little operating variability score near the top right of the matrix.

<b>Relative Valuation</b>	Forward P/E	PEG	Price / FV
Disney	23.7	2.2	113.1%
Home Depot	23.5	1.3	97.0%
McDonald's	23.3	2.7	97.0%
Nike	29.9	2.3	98.9%
Peer Median	23.6	2.2	98.0%
Lowe's	19.5	1.3	96.0%

Price / FV = Current Stock Price divided by Estimated Fair Value

<b>Financial Summary</b>	Actual		Projected	
Fiscal Year End:	Feb-22	Feb-23	Feb-24	
Revenue	97,059	86,377	84,390	
Revenue, YoY%	0.8%	-11.0%	-2.3%	
Operating Income	12,220	11,557	10,654	
Operating Margin %	12.6%	13.4%	12.6%	
Net Income	6,437	7,726	7,046	
Net Income Margin %	6.6%	8.9%	8.3%	
Diluted EPS	10.20	13.23	12.31	
Diluted EPS, YoY %	-15.5%	29.7%	-6.9%	
Free Cash Flow (CFO-capex)	6,760	6,176	7,631	
Free Cash Flow Margin % In Millions of USD (except for per share items)	7.0%	7.2%	9.0%	

#### Structure of the Specialty Retailers Industry

NEUTRAL

The specialty retail segment is fragmented, highly competitive, and economically-sensitive. The group covers a broad array of businesses and is dominated by retailers with large brick-and-mortar store footprints. Though some constituents may be insulated from e-commerce competition, others risk obsolescence as product distribution moves to digital means, and online retailers offer lower prices for identical goods and services. We're fairly neutral on the structure of the industry, though some constituents will inevitably face secular and permanent declines.



### Lowe's LOW FAIRLY VALUED

# VALUENTUM Buying Index™

Value Rating

**Economic Castle** Attractive

Estimated Fair Value \$250.00

Fair Value Range \$194.00 - \$306.00

**Investment Style** LARGE-CAP VALUE

Sector Consumer Discretionary Discretionary Spending

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Industry

# **Economic Profit Analysis**

#### ValueCreation<sup>TM</sup> **EXCELLENT**

The best measure of a firm's ability to create value for shareholders is expressed by comparing its return on invested capital (ROIC) with its weighted average cost of capital (WACC). The gap or difference between ROIC and WACC is called the firm's economic profit spread. Lowe's 3-year historical return on invested capital (without goodwill) is 36.8%, which is above the estimate of its cost of capital of 8.8%. As such, we assign the firm a ValueCreation™ rating of EXCELLENT. In the chart to the right, we show the probable path of ROIC in the years ahead based on the estimated volatility of key drivers behind the measure. The solid grey line reflects the most likely outcome, in our opinion, and represents the scenario that results in our fair value estimate.

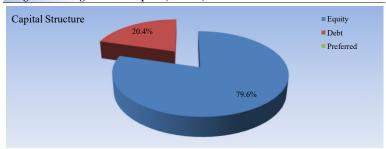
ROIC - WACC Spread, 3-year historical average	28.0%
ROIC - WACC Spread, 5-year projected average	32.6%

These spreads equal the firm's annual average ROIC (excluding goodwill) less its WACC.

ValueTrend™ **NEGATIVE** 

Lowe's receives a ValueTrend<sup>TM</sup> rating of NEGATIVE, which is based on the company's trailing three-year performance. The firm's ROIC (excluding goodwill) fell to 30.9% last year from its trailing 3-year average of 36.8%. We expect ROIC (excluding goodwill) to be in the ballpark of about 49% by the end of our discrete forecast period, with downside risk to about 36% over that time period.

#### Weighted Average Cost of Capital (WACC)



## **Cost of Equity**

Cost of Equity Assumption	9.8%
Estimated Equity Risk Premium	6.5%
Fundamental Beta (ERP multiplier)	0.9
Risk Free Rate Assumption	4.3%

## After toy Cost of Dobt

After-tax Cost of Debt Assumption	6.6%
Cash Tax Rate Assumption	24.0%
Cost of Debt Assumption	8.6%
Synthetic Credit Spread	4.33%
Risk Free Rate Assumption	4.3%
Atter-tax Cost of Debt	

Cost of Preferred Stock	
Preferred Dividends	0
Value of Preferred Stock	0
Cost of Preferred Assumption	NA

### Weighted Average Cost of Capital (WACC)

ERP = Equity Risk Premium

### Return on Invested Capital (ROIC)



The graph above shows the firm's ROIC (excluding goodwill) compared with historical averages and its WACC

#### **Assessment of Company Dividend Strategy**

## **Key Strengths**

Lowe's is a Dividend Aristocrat that has fundamentally transformed its business over the past several years. This strategy involved the firm exiting Mexico and Canada and placing a great emphasis on bolstering its omni-channel selling capabilities. On the digital and e-commerce front, Lowe's is firing on all cylinders which supports the company's long-term outlook. Lowe's updated its store format to better enable Pro customers to find related products quickly, among other things. So far, Lowe's restructuring program has yielded meaningful results with room for additional upside. We expect Lowe's to continue to grow its dividend going forward.

## **Potential Weaknesses**

The biggest threat to the long-term dividend health of Lowe's is its balance sheet as its large net debt load weighs negatively on its Dividend Cushion ratio. Additionally, share repurchases compete for capital against the company's dividend payout. However, Lowe's remains a great generator of free cash flow and its past restructuring efforts have gone a long way in improving its cash flow outlook. We expect Lowe's will continue to grow its payout at a brisk pace going forward. The Dividend Aristocrat remains committed to rewarding income seeking shareholders, and we do not expect that to change anytime soon as Lowe's continues to grow its ecommerce business.

Note: Valuentum may provide an adjusted ROIC measure to better reflect the economic substance of a company's operations, as in the case of companies with negative invested capital.



### Lowe's LOW FAIRLY VALUED

# Buying Index™

Projected Revenue (in millions of USD)

# Value Rating

**Economic Castle** Attractive

**Estimated Fair Value** \$250.00

Fair Value Range \$194.00 - \$306.00

**Investment Style** LARGE-CAP VALUE

Sector Consumer Discretionary Discretionary Spending

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Industry

# **Growth Analysis**

<b>Revenue Growth</b>				MODEST
		Last Fiscal		
		Year Revenue	3-year Historical CAGR	5-year Projected CAGR
Lowe's	USD	86,377	-1.2%	3.2%
Disney	USD	88,898	10.8%	4.7%
Home Depot	USD	157,403	12.6%	2.7%
McDonald's	USD	25,494	9.9%	6.2%
Nike	USD	51,217	11.0%	6.3%
Peer Median			10.9%	5.5%
Industry Median			10.9%	4.6%

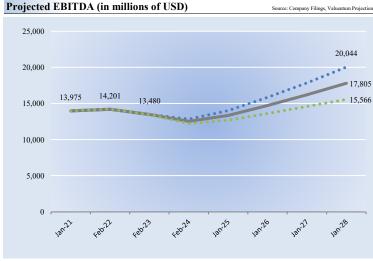
Lowe's revenue expansion has trailed the median of both its peer group and its industry group during the past three years. We expect the firm's pace of revenue growth to fall below the median of both its peer group and industry group during the next five years. Our growth assessment of each firm is based on the firm's 5-year forward revenue CAGR. Lowe's's future pace of revenue growth is MODEST, in our opinion.

# 120,000 108.593 97,059 96 250 100,000 101 014 86,377 80,000 60,000 40,000 20,000

In the chart above, we show our baseline forecast for revenue as well as potential upside and downside cases.

<b>EBITDA</b> Growth				
		Last Fiscal Year EBITDA	3-year Historical CAGR	5-year Projected CAGR
Lowe's	USD	13,480	6.2%	5.7%
Disney	USD	14,701	17.2%	10.5%
Home Depot	USD	27,014	14.2%	7.3%
McDonald's	USD	13,684	14.0%	7.6%
Nike	USD	6,774	17.0%	12.6%
Peer Median			15.6%	9.1%
Industry Median			11.1%	7.7%

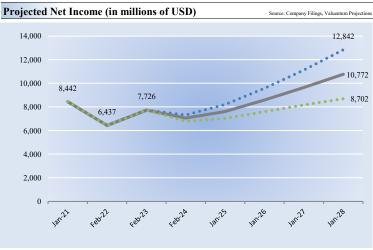
Lowe's EBITDA expansion has trailed both that of its peer group and its industry group during the past three years. We expect the firm's pace of EBITDA growth to fall below that of both its peer group and industry group during the next five years. Nike sports the highest EBITDA growth rate among peers.



In the chart above, we show our baseline forecast for EBITDA as well as potential upside and downside cases.

<b>Net Income Growth</b>		Last Fiscal		
		Year Net Income	3-year Historical CAGR	5-year Projected CAGR
Lowe's	USD	7,726	9.8%	6.9%
Disney	USD	2,354	-193.7%	40.5%
Home Depot	USD	17,105	15.0%	8.8%
McDonald's	USD	8,469	21.4%	8.2%
Nike	USD	5,070	25.9%	13.3%
Peer Median			18.2%	11.1%
Industry Median			9.8%	11.6%

Lowe's net income expansion was less than that of its peer group but in line with that of its industry group during the past three years. We expect the firm's pace of net income growth to fall below that of both its peer group and industry group during the next five years. Disney sports the highest expected net income growth rate among peers.



In the chart above, we show our baseline forecast for net income as well as potential upside and downside cases.



### Lowe's LOW FAIRLY VALUED

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Value Rating



**Economic Castle** Attractive

Estimated Fair Value \$250.00

Fair Value Range \$194.00 - \$306.00

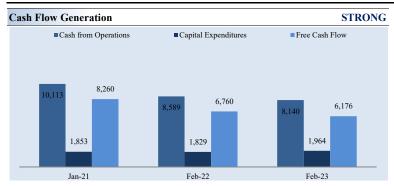
**Investment Style** LARGE-CAP VALUE

Sector Consumer Discretionary Discretionary Spending

5

Industry

# Cash Flow and Financial Leverage Analysis



The bars above show the firms operating cash flow, capital expenditures, and free cash flow, respectively

Firms that generate a free cash flow margin (free cash flow divided by total revenue) above 5% are usually considered cash cows. Lowe's free cash flow margin has averaged about 7.6% during the past 3 years. As such, we think the firm's cash flow generation is relatively STRONG. The free cash flow measure shown above is derived by taking cash flow from operations less capital expenditures and differs from enterprise free cash flow (FCFF), which we use in deriving our fair value estimate for the company. For more information on the differences between these two measures, please visit our website at Valuentum.com. At Lowe's, cash flow from operations decreased about 20% from levels registered two years ago, while capital expenditures expanded about 6% over the same time period.



The bars above show the firm's annual debt-to-EBITDA. The red line shows the firm's normal

Firms that exhibit high leverage tend to be more risky than firms with relatively low debt loads, all else equal. We measure financial leverage by taking a firm's current total debt load and dividing it by the firm's trailing average 3-year annual EBITDA. Firms that are over 3 for this metric, we rate as having high leverage. Companies that have less than 1.5 turns of leverage (or a measure below 1.5), we rate as having low leverage. Lowe's normalized debt-to-EBITDA measure of about 2.59 puts it in the MEDIUM camp.

### **Cash Flow from Operations**

		Last Fiscal Year CFO	3-year Historical CAGR	5-year Projected CAGR
Lowe's	USD	8,140	-9.7%	10.5%
Disney	USD	9,866	9.0%	14.4%
Home Depot	USD	14,615	2.2%	15.5%
McDonald's	USD	9,612	15.3%	10.0%
Nike	USD	5,841	33.0%	11.2%
Peer Median			12.2%	12.8%
Industry Median			2.2%	12.0%

Lowe's cash flow from operations expansion has trailed both that of its peer group and its industry group during the past three years. We expect the firm's pace of cash flow from operations growth to fall below that of both its peer group and industry group during the next five years. Home Depot sports the highest expected cash flow from operations growth rate among peers.

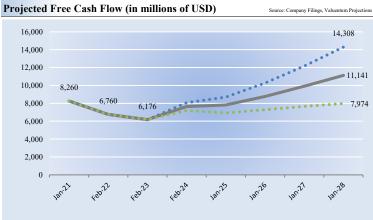


In the chart above, we show our baseline forecast for CFO as well as potential unside and downside cases

### Free Cash Flow (CFO-capital expenditures)

		Last Fiscal Year FCF	3-year Historical CAGR	5-year Projected CAGR
Lowe's	USD	6,176	-12.6%	12.5%
Disney	USD	4,897	10.8%	23.2%
Home Depot	USD	11,496	1.5%	18.3%
McDonald's	USD	7,255	16.2%	12.1%
Nike	USD	4,872	51.6%	12.4%
Peer Median			13.5%	15.4%
Industry Median			-2.6%	14.6%

Lowe's free cash flow expansion has trailed both that of its peer group and its industry group during the past three years. We expect the firm's pace of free cash flow growth to fall below that of both its peer group and industry group during the next five years. Disney sports the highest expected free cash flow growth rate among peers.



In the chart above, we show our baseline forecast for free cash flow as well as potential upside and downside cases

### Lowe's LOW FAIRLY VALUED

# Buying Index™

Value Rating



 Economic Castle
 Estimated Fair Value
 Fair Value Range
 Investment Style
 Sector
 Industry

 Attractive
 \$250.00
 \$194.00 - \$306.00
 LARGE-CAP VALUE
 Consumer Discretionary
 Discretionary Spending

# Valuation Analysis

Valuation Assumptions				
In Millions of USD (except for per share items)	5-year Projections			
Revenue CAGR %	3.2%			
Avg. EBIT Margin %	13.9%			
Avg. Cash Tax Rate %	24.0%			
Earnings Before Interest CAGR %	10.9%			
Earnings Per Share CAGR %	9.1%			
Free Cash Flow to the Firm CAGR %	16.8%			
Earnings before interest = Net operating profits less adjusted taxes	Long-term Proj	ections		
Phase II> III FCFF CAGR %	3% (II)	3% (III)		
Cost of Equity %	9.8%			
After-tax Cost of Debt %	4.8%			
Discount Rate (WACC) %	8.8%			
Synthetic credit spread = 4.333%	Results			
Phase I Present Value	38,887			
Phase II Present Value	80,258			
Phase III Present Value	61,792			
Total Firm Value	180,938	;		
Net Balance Sheet Impact	-34,693			
Total Equity Value	146,245	i		
Diluted Shares Outstanding	584.0			
Fair Value per Share	\$250.00	)		

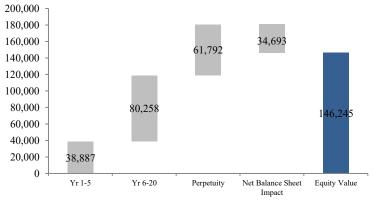
## **DCF** Valuation Summary

We think Lowe's is worth \$250 per share with a fair value range of \$194.00 - \$306.00. The margin of safety around our fair value estimate is driven by the firm's MEDIUM ValueRisk™ rating, which is derived from an evaluation of the historical volatility of key valuation drivers and a future assessment of them. Our near-term operating forecasts, including revenue and earnings, do not differ much from consensus estimates or management guidance. Our model reflects a compound annual revenue growth rate of 3.2% during the next five years, a pace that is higher than the firm's 3-year historical compound annual growth rate of -1.2%. Our model reflects a 5-year projected average operating margin of 13.9%, which is above Lowe's's trailing 3-year average. Beyond year 5, we assume free cash flow will grow at an annual rate of 3% for the next 15 years and 3% in perpetuity. For Lowe's, we use a 8.8% weighted average cost of capital to discount future free cash flows.

#### Valuation Breakdown

In the chart below, we show the build up to our estimate of total enterprise value for Lowe's and the break down to the firm's total equity value, which we estimate to be about 146.24USD billion. The present value of the enterprise free cash flows generated during each phase of our model and the net balance sheet impact is displayed. We divide total equity value by diluted shares outstanding to arrive at our \$250 per share fair value estimate.

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In Millions of USD

<b>Enterprise Free Cash Flow</b>				
Fiscal	Year End:	1/31/2021	2/1/2022	2/1/2023
Earnings before Interest		8,980	9,458	7,274
+ Depreciation		1,882	1,981	1,923
- Capital Expenditures		1,853	1,829	1,964
- Change in Working Capital		725	1,978	1,635
- Acquisitions		0	0	0
Enterprise Free Cash Flow (FCFF)		8,284	7,632	5,598
In Milliana action				

Our future forecasts for key valuation drivers result in a future free enterprise cash flow stream. Above, we show how we calculate enterprise free cash flow and the historical performance of the metric for Lowe's. Over the next five years, we expect the firm's enterprise free cash flow to expand at about a 17% compound annual growth rate. During years 6 through 20, we expect the measure to grow at a 3% rate. Beyond year 20 (in perpetuity), we grow the firm's free cash flow at inflation (3%).

Source: Company Filings, Valuentum Projection

# Company Metrics versus Peer and Industry Medians

Company Name	Valuentum Buying Index™	Forward Price-to- Earnings	P/E on Est. Normal Diluted EPS	Price/Earnings-to- Growth (PEG), 5- year	Forward EV/EBITDA	EV/Est. Normal EBITDA	5-year Forward Earnings per Share CAGR	3-year Hist Avg ROIC, without goodwill	Dividend Yield %	Stock Price / Fair Value Estimate
Lowe's	5	19.5	15.0	1.3	14.0	11.7	9.1%	36.8%	1.8%	96.0%
Disney	7	23.7	18.8	2.2	12.8	10.9	40.0%	14.0%	0.8%	113.1%
Home Depot	7	23.5	17.5	1.3	16.5	13.3	11.0%	44.5%	2.3%	97.0%
McDonald's	3	23.3	19.4	2.7	16.9	14.6	9.3%	19.5%	2.3%	97.0%
Nike	6	29.9	22.0	2.3	22.6	17.3	14.4%	35.0%	1.4%	98.9%
Peer Median	6.5	23.6	19.1	2.2	16.7	14.0	12.7%	27.3%	1.8%	98.0%
Industry Median	6.0	20.7	17.2	2.1	13.6	11.6	12.7%	30.8%	1.6%	99.7%

View back of report for a full list of industry constituents covered by Valuentum. VBI: Valuentum's ranking for the attractiveness of this investment at the date of the report.



### Lowe's LOW FAIRLY VALUED

# Buying Index™

Value Rating



Economic Castle Attractive

Estimated Fair Value \$250.00

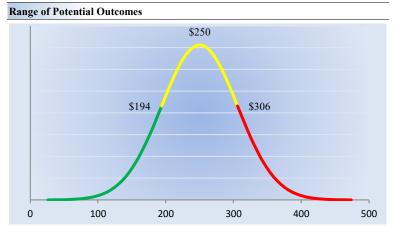
Fair Value Range \$194.00 - \$306.00

**Investment Style** LARGE-CAP VALUE

Sector Consumer Discretionary Discretionary Spending

Industry

# **Margin of Safety Analysis**



Our discounted cash flow process values each firm on the basis of the present value of all future free cash flows. Although we estimate the firm's fair value at about \$250 per share, every company has a range of probable fair values that's created by the uncertainty of key valuation drivers (like future revenue or earnings, for example). After all, if the future were known with certainty, we wouldn't see much volatility in the markets as stocks would trade precisely at their known fair values. Our ValueRiskTM rating sets the margin of safety or the fair value range we assign to each stock. In the graph above, we show this probable range of fair values for Lowe's. We think the firm is attractive below \$194 per share (the green line), but quite expensive above \$306 per share (the red line). The prices that fall along the yellow line, which includes our fair value estimate, represent a reasonable valuation for the firm, in our opinion.

#### ValueRisk<sup>TM</sup> **MEDIUM**

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Lowe's receives a ValueRisk<sup>TM</sup> rating of MEDIUM based of the historical volatility of key drivers of economic value creation. The fair value range sets the margin of safety around our fair value estimate of the firm's shares.

Revenue Volatility	6.0%
Gross Margin Volatility	6.0%
Earnings (EBI) Volatility	20.8%
Cash Flow (FCFF) Volatility	38.0%
Fair Value Range	22.5%

The Fair Value Range sets the premium or discount on our estimate of the firm's fair value

#### **Upside and Downside Probabilities**

Probability (fair value < \$0) Less than 0.1% 0.00% Probability (fair value > 2x current share price)

We strive to answer a few questions that investors often ask: 1) What are the chances of a total loss of investment in this company? and 2) What is the chance that the company is really worth twice what I paid for it? The probability (fair value < 0) strives to answer the first question. It indicates the chance that the firm may encounter insolvency based on the characteristics of its cash flow stream, capital structure, and risk profile. The probability (fair value > 2x current share price) strives to answer the second question. It is our best estimate of whether investors are participating in a half-off sale by buying the company's shares at current prices.

### **Future Path of Fair Value**

We estimate Lowe's fair value at this point in time to be about \$250 per share. As time passes, however, companies generate cash flow and pay out cash to shareholders in the form of dividends. The chart to the right compares the firm's current share price with the path of Lowe's expected equity value per share over the next three years, assuming our long-term projections prove accurate. The range between the resulting downside fair value and upside fair value in Year 3 represents our best estimate of the value of the firm's shares three years hence. This range of potential outcomes is also subject to change over time, should our views on the firm's future cash flow potential change. The expected fair value of \$315 per share in Year 3 represents our existing fair value per share of \$250 increased at an annual rate of the firm's cost of equity less its dividend yield. The upside and downside ranges are derived in the same way, but from the upper and lower bounds of our fair value estimate range.



The graph above shows the expected future fair value of the firm's shares relative to its current stock price

### Lowe's LOW FAIRLY VALUED

# Buying Index™

Value Rating



**Economic Castle** Attractive

Estimated Fair Value \$250.00

Fair Value Range \$194.00 - \$306.00

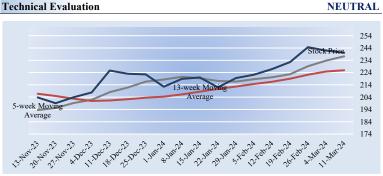
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Industry

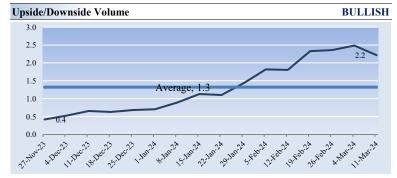
# Technical Analysis



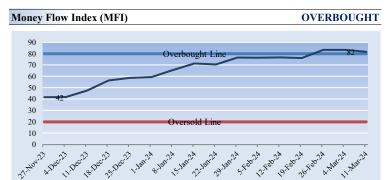
The firm's near-term moving average (5-week, grey line) and medium-term moving average (13-week, red line) are shown in the chart above. Typically, when a shorterterm moving average crosses a medium- or longer-term moving average from below, it represents a bullish signal. If the short-term moving average crosses from above, traders often view this as bearish. Lowe's's 5-week moving average resides above its 13-week measure, indicating a strong uptrend. However, the firm's Money Flow Index (MFI) suggests that a near-term pullback should be expected. We're NEUTRAL on the firm's technicals for now.



In the chart above, we pinpoint the heaviest accumulation or distribution week of the firm, determined by the week with the highest trading volume during the past 30 weeks. A heavy accumulation (buying) or distribution (selling) week often determines the future near-term direction of the firm's share price, as money managers continue to move in or out of the stock in the days and weeks ahead driving the stock up or down, respectively. For Lowe's, the week with the highest trading volume out of the last 30 weeks was a week of heavy buying, or accumulation (green bar). Such market activity could indicate a reversal of a downtrend or further confirmation of the firm's uptrend.



The level and trend of the Upside/Downside (U/D) volume ratio reveals whether institutional participation has been bullish or bearish as of late. Lowe's's U/D volume ratio of 2.2 is not only greater than 1 but also is better than its trailing average, indicating BULLISH institutional interest during the past several weeks.



The Money Flow Index (MFI) is an oscillator that uses price and volume to measure buying and selling pressure. Chartists often look for overbought (above 80) and oversold (below 20) levels to warn of unsustainable near-term price extremes. Lowe's's MFI of 82 indicates an OVERBOUGHT position and a high likelihood of a short-term pullback. We think the firm's shares have increased too far too fast to jump in at this point. The MFI can also be used to gauge the strength or weakness of a firm's price trend. In Lowe's's case, we think its price has reached an unsustainable near-term price extreme, trumping the presence of any near-term divergences between its stock price and money flow action.

#### Relative Price Strength WEAK

A firm's relative price strength can be assessed over any number of time horizons. We show the firm's performance over the past 5 weeks, 13 weeks, and 30 weeks below. In arriving at our relative strength rating for each company, we assess the past 13 weeks, which includes the market's reaction to the firm's most recently reported quarter, where applicable, and other more recent economic events. During the past 13 weeks, Lowe's's shares returned 6.1%, while the market benchmark returned 10.4%. We think Lowe's's 13-week relative price performance is WEAK.

5-week Company Performance	6.1%
5-week Market Benchmark Performance	5.1%
5-week Relative Performance vs. Market Benchmark	0.9%
13-week Company Performance	6.1%
13-week Market Benchmark Performance	10.4%
13-week Relative Performance vs. Market Benchmark	-4.2%
30-week Company Performance	9.8%
30-week Market Benchmark Performance	12.2%
30-week Relative Performance vs. Market Benchmark	-2.4%

Timeliness Matrix <sup>TM</sup> Equity Valuation							
Relative Strength	Overvalued	Fairly Valued	Undervalued				
Strong							
Neutral							
Weak							

Firms that are undervalued and currently showing near-term pricing strength score near the top right of the matrix

Companies that are undervalued and showing near-term relative price strength could represent timely buys, as the stock may be attractive to both value and momentum investors. A cross section of the firm's equity valuation and its relative share price strength is shown in the matrix above. We tend to prefer undervalued stocks that have strong pricing momentum, also called Valuentum stocks.



## Lowe's LOW FAIRLY VALUED

Buying Index™

5

Value Rating



Economic CastleEstimated Fair ValueFair Value RangeInvestment StyleSectorIndustryAttractive\$250.00\$194.00 - \$306.00LARGE-CAP VALUEConsumer DiscretionaryDiscretionary Spending

# **Pro Forma Income Statement**

Diluted Weighted Shares Outstanding

Historical <i> Projected</i>							
In Millions of USD (except for per share items)		11154011441		110)	.c.cu		
	Jan-21	Feb-22	Feb-23	Feb-24	Jan-25		
Total Revenue	96,250	97,059	86,377	84,390	87,260		
Cost of Goods Sold	64,194	64,802	57,533	56,700	58,333		
Selling, General and Administrative Expenses	18,301	18,271	15,570	15,345	15,786		
Other Operating Expenses	1,662	1,766	1,717	1,692	1,741		
Operating Income	12,093	12,220	11,557	10,654	11,400		
Unusual items	0	0	0	0	0		
Operating Income, including unusual items	12,093	12,220	11,557	10,654	11,400		
Interest Expense	(897)	(1,160)	(1,382)	(1,382)	(1,382)		
Other Non-operating Income	12	(2,024)	0	0	0		
Pre-tax Income	11,208	9,036	10,175	9,272	10,018		
Income Taxes	2,766	2,599	2,449	2,225	2,404		
Income after tax	8,442	6,437	7,726	7,046	7,614		
Minority Interest and Equity Income	0	0	0	0	0		
Net Income, excluding extra items	8,442	6,437	7,726	7,046	7,614		
Income Available to Common, excluding extra items	8,409	6,416	7,706	7,046	7,614		
Diluted Earnings per Share, excluding extra items	12.08	10.20	13.23	12.31	13.57		

Source: Company Filings, Xignite, Valuentum Projections, Seeking Alpha

Note: Pro forma data in discounted cash-flow valuation may reflect significant adjustments from GAAP accounting data, including cash (not effective) tax rates and other analytical adjustments on a backward-looking and forward-looking basis. No individual data, by itself, found in this report should be used to make any investment decision.



560.9

# Lowe's LOW FAIRLY VALUED

# Buying Index™

5

Value Rating



 Economic Castle
 Estimated Fair Value
 Fair Value Range
 Investment Style
 Sector
 Industry

 Attractive
 \$250.00
 \$194.00 - \$306.00
 LARGE-CAP VALUE
 Consumer Discretionary
 Discretionary Spending

# **Pro Forma Balance Sheet**

In Millions of USD (except for per share items)

In Millions of USD (except for per share items)					
	Jan-21	Feb-22	Feb-23	Feb-24	Jan-25
Assets					
Total Cash (including marketable securities)	1,470	1,983	1,228	3,537	5,884
Inventory	17,605	18,532	16,894	16,577	16,980
Accounts Receivable	0	0	0	0	0
Other Current Assets	985	927	949	949	949
Total Current Assets	20,060	21,442	19,071	21,063	23,813
Gross Fixed Assets	41,067	38,429	38,429	40,550	42,735
(Accumulated Depreciation)	(17,888)	(17,344)	(17,043)	(18,922)	(20,864)
Net Property, Plant, and Equipment	23,179	21,085	21,386	21,628	21,870
Goodwill, Net	311	311	0	0	0
Intangibles, Net	522	303	0	0	0
Other Long-term Assets	568	567	1,338	1,338	1,338
Total Assets	44,640	43,708	41,795	44,029	47,021
Liabilities					
Accounts Payable	11,354	10,524	8,704	8,624	9,082
Other Current Liabilities	7,549	7,989	6,327	6,517	6,501
Current Portion of Long-term Debt	765	998	537	537	537
Total Current Liabilities	19,668	19,511	15,568	15,678	16,120
Long-term Debt	23,317	32,487	35,384	35,384	35,384
Other Long-term Liabilities	6,471	5,964	5,893	5,893	5,893
Total Liabilities	49,456	57,962	56,845	56,955	57,397
Preferred Stock	0	0	0	0	0
Shareholders' Equity					
Common Stock and Additional Paid in Capital	335	391	287	287	287
Retained Earnings	(5,115)	(14,862)	(15,637)	(11,109)	(6,210)
Other Equity	(36)	307	300	(2,104)	(4,452)
Total Shareholders' Equity	(4,816)	(14,164)	(15,050)	(12,926)	(10,375)
Total Liabilities and Shareholders' Equity	44,640	43,798	41,795	44,029	47,021
Total Elabilities and Shareholders Equity	44,040	43,770	41,773	77,027	47,021

ce: Company Filings, Xignite, Valuentum Projections, Seeking Alpha

Note: Pro forma data in discounted cash-flow valuation may reflect significant adjustments from GAAP accounting data, including cash (not effective) tax rates and other analytical adjustments on a backward-looking and forward-looking basis. No individual data, by itself, found in this report should be used to make any investment decision.



Lowe's LOW FAIRLY VALUED

Buying Index™

5

Value Rating



 Economic Castle
 Estimated Fair Value
 Fair Value Range
 Investment Style
 Sector
 Industry

 Attractive
 \$250.00
 \$194.00 - \$306.00
 LARGE-CAP VALUE
 Consumer Discretionary
 Discretionary Spending

# **Pro Forma Cash Flow Statement**

------- Historical ------- Projected -------

In Millions of USD (except for per share items)					
	Jan-21	Feb-22	Feb-23	Feb-24	Jan-25
Cash from Operations					
Net Income	8,442	6,437	7,726	7,046	7,614
Depreciation and Amortization	1,882	1,981	1,923	1,879	1,943
Deferred Income Taxes	0	0	0	0	0
Operating Gains Or Losses	(211)	171	(1,509)	400	400
Changes in Working Capital	0	0	0	427	38
Cash Flow from Operations	10,113	8,589	8,140	9,752	9,994
Cash from Investing					
Purchase of Property, Plant, Equipment	(1,853)	(1,829)	(1,964)	(2,121)	(2,185)
Other Investing Cash Flows	207	520	63	0	0
Cash Flow from Investing	(1,646)	(1,309)	(1,901)	(2,121)	(2,185)
Cash from Financing					
Issuance (Retirement) of Stock	(12,880)	(13,973)	(5,997)	(2,804)	(2,748)
Issuance (Retirement) of Debt	2,854	9,299	1,883	0	0
Dividends Paid	(1,984)	(2,370)	(2,531)	(2,518)	(2,715)
Other Financing Cash Flows	(6)	(5)	(21)	0	0
Cash Flow from Financing	(12,016)	(7,049)	(6,666)	(5,322)	(5,463)
Foreign Exchange	(8)	(16)	0	0	0
Net Change in Cash	(3,557)	215	(427)	2,309	2,347

ce: Company Filings, Xignite, Valuentum Projections, Seeking Alpha

Note: Pro forma data in discounted cash-flow valuation may reflect significant adjustments from GAAP accounting data, including cash (not effective) tax rates and other analytical adjustments on a backward-looking and forward-looking basis. No individual data, by itself, found in this report should be used to make any investment decision.



### Lowe's LOW FAIRLY VALUED

# Buying Index™

Value Rating



**Economic Castle** Attractive

**Estimated Fair Value** \$250.00

Fair Value Range \$194.00 - \$306.00

**Investment Style** LARGE-CAP VALUE

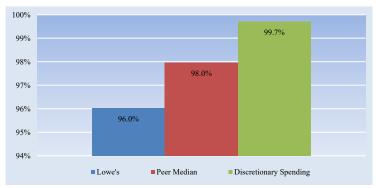
Sector Consumer Discretionary Discretionary Spending

Industry

# **Discretionary Spending**

#### **Discretionary Spending FAIRLY VALUED**

We think the Discretionary Spending industry is fairly valued at this time. The industry's market cap is trading between 80% and 120% of our estimate of its fair value based on our DCF process. Although we use a firm-specific ValueRisk<sup>TM</sup> measure to determine whether a firm is undervalued or overvalued based on our DCF process, we consider an industry to be undervalued if it is trading below 80% of our estimate of its fair value and overvalued if it is trading at over 120% of our estimate of its fair value. We think these fair value ranges are appropriate given the diversification benefits of holding a basket of stocks. Although there may be individual opportunities within the Discretionary Spending industry, we don't find the industry as a whole attractive based solely on valuation.



5

The above bar chart reveals the price/fair value of the company, its peers, and the industry as a whole.

Shaded blue denotes that the firm has earned the highest rating for that respective category.

Company Name	Ticker	Market Cap (USD- mil)	Investment Style	DCF Valuation	Relative Valuation	ValueCreation™	ValueRisk™	ValueTrend <sup>TM</sup>	Technicals	Relative Strength
Airbnb	ABNB	95,288	LARGE-CAP GROWTH	FAIRLY VALUED	NEUTRAL	EXCELLENT	LOW	POSITIVE	BULLISH	STRONG
AutoZone	AZO	59,481	LARGE-CAP CORE	FAIRLY VALUED	NEUTRAL	EXCELLENT	LOW	NEGATIVE	BULLISH	STRONG
Best Buy	BBY	17,254	LARGE-CAP CORE	FAIRLY VALUED	NEUTRAL	EXCELLENT	MEDIUM	NEGATIVE	BULLISH	WEAK
CarMax	KMX	12,929	LARGE-CAP CORE	FAIRLY VALUED	NEUTRAL	VERY POOR	MEDIUM	POSITIVE	BULLISH	NEUTRAL
Chipotle	CMG	65,127	LARGE-CAP BLEND	FAIRLY VALUED	NEUTRAL	EXCELLENT	LOW	POSITIVE	NEUTRAL	STRONG
Cintas Corp	CTAS	65,311	LARGE-CAP CORE	OVERVALUED	UNATTRACTIVE	EXCELLENT	LOW	POSITIVE	NEUTRAL	NEUTRAL
Cracker Barrel	CBRL	1,536	SMALL-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	POOR	MEDIUM	POSITIVE	BEARISH	WEAK
Dick's Sporting	DKS	16,599	LARGE-CAP VALUE	FAIRLY VALUED	NEUTRAL	EXCELLENT	MEDIUM	NEGATIVE	NEUTRAL	STRONG
Disney	DIS	202,910	MEGA-CAP CORE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	MEDIUM	POSITIVE	BULLISH	STRONG
Dollar General	DG	35,879	LARGE-CAP CORE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	MEDIUM	NEGATIVE	BULLISH	STRONG
Dollar Tree	DLTR	33,568	LARGE-CAP CORE	FAIRLY VALUED	NEUTRAL	GOOD	MEDIUM	NEGATIVE	BULLISH	STRONG
Domino's Pizza	DPZ	15,358	LARGE-CAP VALUE	FAIRLY VALUED	NEUTRAL	EXCELLENT	MEDIUM	NEGATIVE	BULLISH	STRONG
Estee Lauder	EL	53,475	LARGE-CAP CORE	FAIRLY VALUED	NEUTRAL	EXCELLENT	MEDIUM	NEGATIVE	BULLISH	WEAK
Ford	F	49,765	LARGE-CAP VALUE	FAIRLY VALUED	NEUTRAL	GOOD	HIGH	POSITIVE	BULLISH	WEAK
General Motors	GM	53,863	LARGE-CAP VALUE	FAIRLY VALUED	NEUTRAL	EXCELLENT	MEDIUM	POSITIVE	BULLISH	NEUTRAL
Genuine Parts	GPC	21,411	LARGE-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	LOW	NEGATIVE	BULLISH	NEUTRAL
Hasbro	HAS	7,185	MID-CAP CORE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	LOW	NEGATIVE	BULLISH	WEAK
Home Depot	HD	359,541	MEGA-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	LOW	NEGATIVE	BULLISH	STRONG
Leggett & Platt	LEG	2,808	MID-CAP VALUE	FAIRLY VALUED	NEUTRAL	EXCELLENT	MEDIUM	POSITIVE	BEARISH	WEAK
Lowe's	LOW	140,213	LARGE-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	MEDIUM	NEGATIVE	NEUTRAL	WEAK
McDonald's	MCD	214,491	MEGA-CAP VALUE	FAIRLY VALUED	NEUTRAL	EXCELLENT	MEDIUM	POSITIVE	BEARISH	WEAK
Netflix	NFLX	217,964	MEGA-CAP BLEND	FAIRLY VALUED	UNATTRACTIVE	POOR	HIGH	NEGATIVE	BULLISH	STRONG
Nike	NKE	170,826	LARGE-CAP VALUE	FAIRLY VALUED	UNATTRACTIVE	EXCELLENT	LOW	NEGATIVE	BULLISH	NEUTRAL
Ralph Lauren	RL	13,002	LARGE-CAP CORE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	MEDIUM	NEGATIVE	NEUTRAL	STRONG
Ross Stores	ROST	46,236	LARGE-CAP CORE	FAIRLY VALUED	NEUTRAL	EXCELLENT	MEDIUM	NEGATIVE	BULLISH	STRONG
Starbucks	SBUX	111,388	LARGE-CAP BLEND	FAIRLY VALUED	NEUTRAL	EXCELLENT	MEDIUM	POSITIVE	VERY BEARISH	NEUTRAL
Tesla	TSLA	879,800	MEGA-CAP GROWTH	FAIRLY VALUED	UNATTRACTIVE	EXCELLENT	MEDIUM	POSITIVE	NEUTRAL	WEAK
TJX Cos	TJX	104,132	LARGE-CAP CORE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	MEDIUM	NEGATIVE	BULLISH	WEAK
Ulta Beauty	ULTA	27,271	LARGE-CAP VALUE	FAIRLY VALUED	NEUTRAL	EXCELLENT	LOW	POSITIVE	NEUTRAL	STRONG
VF Corp	VFC	5,880	MID-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	GOOD	LOW	NEGATIVE	BEARISH	WEAK
Whirlpool	WHR	6,268	MID-CAP VALUE	FAIRLY VALUED	NEUTRAL	EXCELLENT	MEDIUM	POSITIVE	VERY BEARISH	NEUTRAL
Williams-Sonoma	WSM	14,149	LARGE-CAP CORE	FAIRLY VALUED	NEUTRAL	EXCELLENT	MEDIUM	NEGATIVE	BULLISH	STRONG
Yum! Brands	YUM	37,851	LARGE-CAP CORE	FAIRLY VALUED	UNATTRACTIVE	EXCELLENT	MEDIUM	NEGATIVE	BULLISH	NEUTRAL

# Valuentum's Full Page Stock Report

**DCF Valuation** 

Shows whether the firm is undervalued, fairly valued, or overvalued based on our DCF process and by how much.



Provides insight into the timeliness of an investment opportunity. We rank firms from 1 to 10 based on rigorous fiancial, valuation, and technical analysis. A 10 represents one of our top picks.



Valuentum Value Rating (VVR)

Indicates whether we think a firm is undervalued, fairly valued, or overvalued on the basis of our DCF process.



OVERVALUED

#### Investment Considerations

Evaluates firms on 12 different measures, from the firm's growth and cash flow generation to the stock's money flow index and upside/downside volume. We reveal technical support and resistance levels.

**Business Quality** 

for shareholders

operations.

compared wth the

underlying risk of its

**Investment Highlights** 

analysis of its financial

and technical strengths

**Relative Valuation** 

Comparison of the

peers.

firm's PE, PEG, and

Price/FV ratios versus

Our opinion of the

and weaknesses.

company, including

Summary of the firm's

ability to create value



#### 30-week Price and Volume Action

Displays the last accumulation or distribution week of the stock and historical price and volume action.

**Company Vitals** 

industry and other

relevant company

Normalized EPS

Estimation of the

firm's normalized

earnings measures

valuation mutliples.

corresponding

and EBITDA

and the

Shows sector.

information.





Company Vitals Market Cap (USD) \$675,472 Avg Weekly Vol (30 wks) 30-week Range (USD) 89.47 - 118.69 Valuentum Sector Information Technology 5-week Return 13-week Return 30-week Return Dividend Yield % Dividends per Share Forward Dividend Payout Ratio Est. Normal Diluted EPS P/E on Est. Normal Diluted EPS Est. Normal EBITDA Forward EV/EBITDA

EV/Est. Normal EBITDA

Forward Revenue Growth (5-yr

Forward EPS Growth (5-yr)

Returns Summary

Return on Equity

Return on Assets

Total Debt

Net Debt

ROIC, with goodwill

Total Debt/EBITDA

Net Debt/EBITDA EBITDA/Interest

Current Ratio Quick Ratio

ROIC, without goodwill ROIC = Return on Invested Capital; N

Leverage, Coverage, and Liquidity

180.295

1.2%

2.28

7.3%

9.55

12.2

36.8%

19.3%

64,462

0.8

-141.204

 Apple is as much a brand as it is one of the world's most innovative companies. The firm is no longer known for its iPods and personal computers, as the proliferation of the iPhone over the past several years has been a sight to behold. The company's execution remains top notch, and we experience it it to continue to roll out innovative products in hones and wearable technology, its most recent in product launch. · Criticism over the firm's dependence on sales of the

Phone gained momentum in fiscal 2016, as the second quarter of the fiscal year marked the first quarterly sales decline in 13 years. High levels of demand for the iPhone 7 and multiple safety issues at rival Samsung have eased concerns for the time being. · Apple's rollout of future iterations of the iPhone should propel its fundamentals higher. Though we're not embedding another blockbuster hit in our model, we wouldn't be surprised if Apple delivers another one from its pipeline. Perhaps only a dream five years ago the popularity of the new Apple Watch is now worth ratching, though it has yet to catch fire in the eyes of

· Investors should pay close attention to the firm's gross margin, which is expected to fall to 37.5%-38% in fiscal 2016 from 40% in fiscal 2015. Pricing and cost pressures may be unavoidable. A slight step back n fiscal 2016 should not be a major concern to nvestors given Apple's massive cash position and

impressive track record

· Apple's cash hoard is more than some of the market capitalizations of the largest companies in the S&P Free Cash Flow (CFO-capex) 500. The company retains tremendous flexibility in Free Cash Flow Margin % this regard, and we continue to expect dividend increases and share buybacks.

UNDERVALUED POSITIVE BULLISH STRONG BULLISH

neRisk™	Very Poor	Poor	Good	Excellent
Low				
Medium				
High				
Very High				
ns that generate economic	profits with little oper	rating variability scor	e near the top rigi	at of the matrix.
lative Valuation	K	Forward P/E	PEG	Price / FV
a al Damer		-53.0	NME	80 206

Disckberry	-00.0	TATATE	07.2/0	
Cray	49.4	0.9	77.3%	
Hewlett-Packard	9.0	NMF	75.9%	
IBM	11.7	2.6	97.6%	
Peer Median	10.4	1.8	83.3%	
Apple	14.0	2.0	79.3%	
Price / FV = Current Sto	Estimated Fair Va	lue		
Financial Summar	Actu	Actual		
Fiscal Year End:	Sep-14	Sep-15	Sep-16	
Revenue	182,795	233,715	215,485	
Revenue, YoY%	7.0%	27.9%	-7.8%	
Operating Income	52,503	71,230	63,313	
Operating Margin %	28.7%	30.5%	29.4%	
Net Income	39,510	53,394	48,329	
Net Income Margin %	21.6%	22.8%	22.4%	
Diluted EPS	6.45	9.22	8.34	

Diluted EPS, VoV % 13.6% 42.8% -9.5% 49,900 69,778 47,138 27.3% 29.9% 21.9%

Structure of the Computer Hardware Industry The computer hardware space, which spans the personal computer to the iPhone and iPad, is highly competitive. The indu is characterized by frequent product introductions and rapid technological advances that can cause dramatic market share shifts. Though some firms benefit from a strong brand, participants often price aggressively, pressuring margins. Firms are also subject to potential component shortages/disruption some, and services revenue has become critical for others. We're neutral on the space

VALUENTUM



## **Returns Summary**

3-year averages of the firm's key return measures, including return on invested capital, with and without goodwill.



Page 1

### Leverage, Coverage, and Liquidity

A snapshot of the company's financial health.



# **Financial Summary**

A summary of the proforma financial statements found in the extended report.

# **About Valuentum**

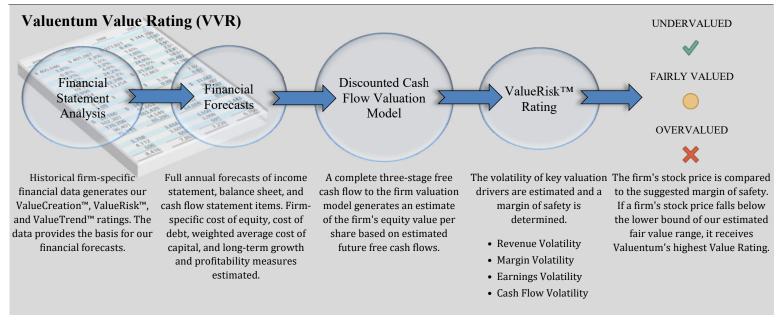
@Valuentum, we strive to stand out from the crowd. Most investment research publishers fall into a few camps, whether it be value, growth, income, momentum, chartist or some variant of the aforementioned. We think each in its own right holds merit, but we think the combination of these approaches can be even more powerful. After all, stock price movements aren't just driven by investors of the value or growth variety, but by all market participants. Therefore, we look at stocks from a variety of investment perspectives in order to better understand and identify ideas. We want to provide relevant information.

The core of our process is grounded in rigorous discounted cash flow analysis and incorporates the concept of a margin of safety. We offer a fair value estimate for each company and provide a relative valuation assessment in the context of a company's industry and closest peers. A cross section of our ValueCreation<sup>TM</sup> and ValueRisk<sup>TM</sup> ratings provides a financial assessment of a company's business quality, while our ValueTrend<sup>TM</sup> rating offers insight into the trajectory of a firm's economic profit creation. The Economic Castle rating measures the magnitude of future economic value generation, and the Dividend Cushion ratio assesses the financial capacity of a company to keep raising its dividend.

Our analysis doesn't stop there. We also offer a technical evaluation of the stock as well as other momentum indicators. We not only want to reveal to readers which firms may be undervalued, in our view, but we also want to provide readers with information to help them assess entry and exit points. Most research publishers focus on arriving at a target price or fair value estimate, but may fall short of providing a technical assessment to bolster buy and sell disciplines. We strive to go the distance and provide readers with answers--not half the story.

An explanation of our approach would not be complete if we didn't describe our ideal stock idea. We're looking for companies that are undervalued--both on a DCF basis and versus peers--have strong growth potential, have a solid track record of creating economic profits for shareholders with reasonable risk, are strong cash flow generators, have manageable financial leverage, and are currently showing bullish technical and momentum indicators. For dividend growth ideas, we look for companies that have both the capacity and willingness to keep raising the dividend.

Can such stock ideas exist? Subscribe to Valuentum to receive our best investment ideas and analysis on hundreds of stocks, dividends, ETFs and more.



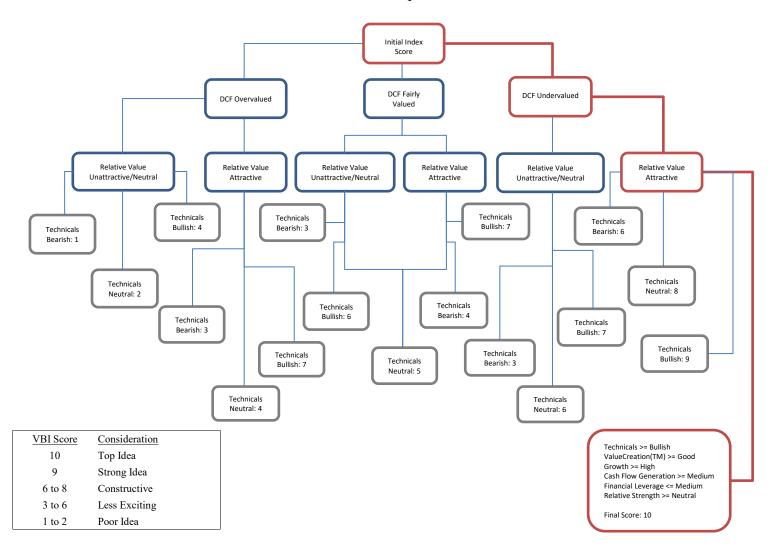
# Methodology for Picking Stocks - Valuentum Buying Index<sup>TM</sup> (VBI)

@ Valuentum, we like to look at companies from a number of different perspectives. The Valuentum Buying Index (VBI) combines rigorous financial and valuation analysis with an evaluation of a stock's technicals to derive a rating between 1 and 10 for each company. The VBI places considerable emphasis on a company's discounted cash-flow (DCF) valuation, its relative valuation versus peers (both forward PE and PEG ratios), and its technicals in order to help readers assess entry and exit points on the most interesting ideas.

Let's follow the red line on the flow chart below to see how a company can score a 10, the best mark on the index. First, the company would need to be 'undervalued' on a DCF basis and 'attractive' on a relative value basis. The stock would also have to be exhibiting 'bullish' technicals. The firm would need a ValueCreation™ rating of 'good' or 'excellent', exhibit 'high' or 'aggressive' growth prospects, and generate at least a 'medium' or 'neutral' assessment for cash flow generation, financial leverage, and relative price strength.

This is a tall order for any company. Stocks that don't make the cut for a 10 are ranked accordingly, with the least attractive stocks, in our opinion, garnering a rating of 1. Most of our coverage universe registers ratings between 3 and 7, but at any given time there could be large number of companies garnering either very high or very low scores, especially at market lows or tops, respectively.

The Best Ideas Newsletter portfolio puts the VBI into practice.



# Glossary

**Estimated Fair Value.** This measure is our opinion of the fair equity value per share of the company. If our forecasts prove accurate, which may not always be the case, we may expect a firm's stock price to converge to this value within the next 3 years.

Fair Value Range. The fair value range represents an upper bound and lower bound, between which we would consider the firm to be fairly valued. The range considers our estimate of the firm's fair value and the margin of safety suggested by the volatility of key valuation drivers, including revenue, gross margin, earnings before interest, and enterprise free cash flow (the determinants behind our ValueRisk<sup>TM</sup> rating).

**DCF Valuation.** We opine on the firm's valuation based on our DCF process. Firms that are trading with an appropriate discount to our fair value estimate receive an UNDERVALUED rating. Firms that are trading within our fair value range receive a FAIRLY VALUED rating, while firms that are trading above the upper bound of our fair value range receive an OVERVALUED rating.

Relative Value. We compare the firm's forward price-to earnings (PE) ratio and its price/earnings-to-growth (PEG) ratio to that of its peers. If both measures fall below the peer median, the firm receives an ATTRACTIVE rating. If both are above the peer median, the firm receives an UNATTRACTIVE rating. Any other combination results in a NEUTRAL rating.

ValueCreation™. This is a proprietary Valuentum measure. ValueCreation™ indicates the firm's historical track record in creating economic value for shareholders, taking the average difference between ROIC (without goodwill) and the firm's estimated WACC during the past three years. The firm's performance is measured along the scale of EXCELLENT, GOOD, POOR, and VERY POOR. Those firms with EXCELLENT ratings have a demonstrated track record of creating economic value, while those that register a VERY POOR mark have been destroying economic value.

ValueRisk™. This is a proprietary Valuentum measure. ValueRisk™ indicates the historical volatility of key valuation drivers, including revenue, gross margin, earnings before interest, and enterprise free cash flow. The standard deviation of each measure is calculated and scaled against last year's measure to arrive at a percentage deviation for each item. These percentage deviations are weighted equally to arrive at the corresponding fair value range for each stock, measured in percentage terms. The firm's performance is measured along the scale of LOW, MEDIUM, HIGH, and VERY HIGH. The ValueRisk™ rating for each firm also determines the fundamental beta of each firm along the following scale: LOW (0.85), MEDIUM (1), HIGH (1.15), VERY HIGH (1.3).

ValueTrend™. This is a proprietary Valuentum measure. ValueTrend™ indicates the trajectory of the firm's return on invested capital (ROIC). Firms that earned an ROIC last year that was greater than the 3-year average of the measure earn a POSITIVE rating. Firms that earned an ROIC last year that was less than the 3-year average of the measure earn a NEGATIVE rating.

Cash Flow Generation. Firms' cash flow generation capacity are measured along the scale of STRONG, MEDIUM, and WEAK. A firm with a 3-year historical free cash flow margin (free cash flow divided by sales) greater than 5% receives a STRONG rating, while firms earning less than 1% of sales as free cash flow receive a WEAK rating.

**Financial Leverage.** Based on the firm's normalized debt-to-EBITDA metric, we rank firms on the following scale: LOW, MEDIUM, and HIGH. Companies with a normalized debt-to-EBITDA ratio below 1.5 receive a LOW score, while those with a measure above 3 receive a HIGH score.

**Upside/Downside Volume.** Heavy volume on up days and lower volume on down days suggests that institutions are heavily participating in a stock's upward advance. We use the trailing 14-week average of upside and downside volume to calculate an informative ratio. We rank each firm's U/D volume ratio along the following scale: BULLISH, IMPROVING, DETERIORATING, and BEARISH.

Investment Style. Valuentum uses its own proprietary stock-classification system. Nano-cap: Less than \$50 million; Micro-cap: Between \$50 million and \$200 million; Small-cap: Between \$200 million and \$2 billion; Mid-cap: Between \$2 billion and \$10 billion; Large-cap: Between \$10 billion and \$200 billion; Mega-cap: Over \$200 billion. Blend: Firm's that we think are undervalued and exhibit high growth prospects (growth in excess of three times the rate of assumed inflation). Value: Firm's that we believe are undervalued, but do not exhibit high growth prospects. Growth: Firms that are not undervalued, in our opinion, but exhibit high growth prospects. Core: Firms that are neither undervalued nor exhibit high growth prospects.

Company Vitals. In this section, we list key financial information and the sector and industry that Valuentum assigns to the stock. The P/E-Growth (5-yr), or PEG ratio, divides the current share price by last year's earnings (EPS) and then divides that quotient by our estimate of the firm's 5-year EPS growth rate. The estimated normalized diluted EPS and estimated normalized EBITDA represent the five-year forward average of these measures used in our discounted cash flow model. The P/E on estimated normalized EPS divides the current share price by estimated normalized diluted EPS. The EV/estimated normalized EBITDA considers the current enterprise value of the company and divides it by estimated normalized EBITDA. EV is defined as the firm's market capitalization plus total debt, minority interest, preferred stock less cash and cash equivalents.

Business Quality Matrix. We compare the firm's ValueCreation™ and ValueRisk™ ratings. The box is an easy way for investors to quickly assess the business quality of a company. Firms that generate economic profits with little operating variability score near the top right of the matrix.

**Timeliness Matrix.** We compare the company's recent stock performance relative to the market benchmark with our assessment of its valuation. Firms that are experiencing near-term stock price outperformance and are undervalued by our estimate may represent timely buys.

Range of Potential Outcomes. The firm's margin of safety is shown in the graphic of a normal distribution. We consider a firm to be undervalued if its stock price falls along the green line and overvalued if the stock price falls along the red line. We consider the firm to be fairly valued if its stock price falls along the yellow line.

**Return on Invested Capital.** At Valuentum, we place considerable emphasis on return on invested capital (both with and without goodwill). The measure focuses on the return (earnings) the company is generating on its operating assets and is superior to return on equity and return on assets, which can be skewed by a firm's leverage or excess cash balance, respectively.

**Technical Evaluation.** We evaluate a firm's near-term and medium-term moving averages and money flow index (MFI) to assign each firm a rating along the following scale: VERY BULLISH, BULLISH, NEUTRAL, BEARISH, and VERY BEARISH.

Stock Price Relative Strength. We assess the perfomance of the company's stock during the past quarter, 13 weeks, relative to an ETF that mirrors the aggregate performance of constituents of the stock market. Firms are measured along the scale of STRONG, NEUTRAL, and WEAK. Companies that have outperformed the market index by more than 2.5% during this 13-week period receive a STRONG rating, while firms that trailed the market index by more than 2.5% during this 13-week period receive a WEAK rating.

Money Flow Index (MFI). The MFI is a technical indicator that measures buying and selling pressure based on both price and volume. Traders typically use this measure to identify potential reversals with overbought and oversold levels. We use a 14-week measure to rank firms along the following scale: EXTREMELY OVERBOUGHT (>90), OVERBOUGHT (80-90), NEUTRAL (20-80), OVERSOLD (10-20), EXTREMELY OVERSOLD (0-10).



# Disclosures, Disclaimers & Additional Sources

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LOW Rating History	Price	Fair Value	VBI
11-Mar-24	\$240.09	\$250.00	5
15-Dec-23	\$225.59	\$230.00	7
29-Aug-23	\$225.56	\$222.00	7
10-Jan-23	\$201.40	\$207.00	3
30-Sep-22	\$187.81	\$198.00	3
3-Feb-22	\$238.16	\$218.00	4
7-May-21	\$208.40	\$183.00	6
7-Oct-20	\$168.47	\$162.00	6
18-Aug-20	\$157.91	\$137.00	5
18-Dec-19	\$119.60	\$106.00	6
15-Apr-19	\$113.74	\$96.00	6
8-Apr-19	\$113.76	\$96.00	6
7-Jan-19	\$97.30	\$83.00	6
24-Dec-18	\$85.96	\$83.00	3

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