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# Church & Dwight CHD FAIRLY VALUED

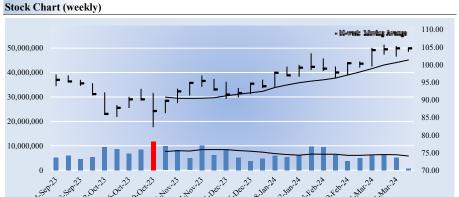
# Buying Index™

Value Rating

BULLISH

Economic Castle<br/>AttractiveEstimated Fair Value<br/>\$91.00Fair Value Range<br/>\$73.00 - \$109.00Investment Style<br/>LARGE-CAP CORESector<br/>Consumer StaplesIndustry<br/>Recession Resistant

Though Church & Dwight is benefiting from a trade down to value liquid detergent, the company is facing some weakness as it relates to some of its discretionary brands.



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)	\$25,640
Avg Weekly Vol (30 wks)	6,644
30-week Range (USD)	82.25 - 105.67
Valuentum Sector	Consumer Staples
5-week Return	4.2%
13-week Return	10.8%
30-week Return	9.0%
Dividend Yield %	1.1%
Dividends per Share	1.14
Forward Dividend Payout Ra	atio 32.8%
Est. Normal Diluted EPS	4.36
P/E on Est. Normal Diluted l	EPS 24.0
Est. Normal EBITDA	1,655
Forward EV/EBITDA	19.7
EV/Est. Normal EBITDA	16.7
Forward Revenue Growth (5	-yr) 4.5%
Forward EPS Growth (5-yr) NMF = Not Meaningful; Est. = Estimated; FV	12.3% Y = Fiscal Year

<b>Returns Summary</b>	3-year Historical Average
Return on Equity	19.8%
Return on Assets	8.2%
ROIC, with goodwill	15.6%
ROIC, without goodwill	24.2%
ROIC = Return on Invested Capital; NMF =	Not Meaningful

Leverage, Coverage, and Liquidity		
In Millions of USD		
Total Debt	2,406	
Net Debt	2,062	
Total Debt/EBITDA	1.9	
Net Debt/EBITDA	1.6	
EBITDA/Interest	11.6	
Current Ratio	1.1	

Quick Ratio

NMF = Not Meaningful

### **Investment Highlights**

- Church & Dwight is a leader in the household products industry and boasts such strong brands as Arm & Hammer, First Response, Nair, OxiClean, Orajel, and WaterPik. It operates under three segments: 'Consumer Domestic,' 'Consumer International,' and 'Specialty Products Division.' The firm has an investment grade credit rating (A3/BBB+).
- Church & Dwight is not opposed to acquisitions, and it has bought 14 of its 15 'Power Brands' since 2001. Looking ahead, Church & Dwight continues to pursue potential M&A opportunities, though the firm has a sizable net debt load.
- Church & Dwight manufacturers sodium bicarbonate (baking soda) at its plants in Ohio and Wyoming. Soda ash is used in the production of baking soda and the primary source of soda ash is the mineral trona. Church & Dwight has ample trona reserves under mineral leases and it also has agreements with third-parties to ensure staple supplies of raw materials.
- Church & Dwight generates roughly four fifths of its sales in the U.S. and its digital presence continues to improve. The firm has placed a great emphasis on growing its international business given its long growth runway on this front. Launching new products under its leading brands is a core part of its business.
- Church & Dwight has paid dividends for the past 120+ consecutive years. In the near-term, Church & Dwight is using price increases to offset headwinds from rising raw material costs and transportation expenses.

<b>Investment Considerations</b>	
DCF Valuation	FAIRLY VALUED
Relative Valuation	UNATTRACTIVE
ValueCreation <sup>TM</sup>	EXCELLENT
ValueRisk <sup>TM</sup>	LOW
ValueTrend <sup>TM</sup>	NEGATIVE
Cash Flow Generation	STRONG
Financial Leverage	MEDIUM
Growth	MODEST
Technical Evaluation	BULLISH
Relative Strength	NEUTRAL
Money Flow Index (MFI)	NEUTRAL

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Upside/Downside Volume (U/D)

Near-term Technical Support, 10-week MA 101.00
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.

Relative Valuation	Forward P/E	PEG	Price / FV
Coca-Cola	23.3	3.4	109.2%
Philip Morris	14.1	1.5	94.9%
Procter & Gamble	24.1	2.2	103.3%
Wal-Mart	24.8	1.6	99.6%
Peer Median	23.7	1.9	101.4%
Church & Dwight	30.1	2.8	114.9%

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

Financial Summary	Actual		Projected	
Fiscal Year End:	Dec-22	Dec-23	Dec-24	
Revenue	5,376	5,868	6,126	
Revenue, YoY%	3.6%	9.2%	4.4%	
Operating Income	1,009	1,057	1,175	
Operating Margin %	18.8%	18.0%	19.2%	
Net Income	414	756	852	
Net Income Margin %	7.7%	12.9%	13.9%	
Diluted EPS	1.68	3.05	3.47	
Diluted EPS, YoY %	-49.3%	81.6%	13.9%	
Free Cash Flow (CFO-capex)	706	807	1,011	
Free Cash Flow Margin % In Millions of USD (except for per share items)	13.1%	13.8%	16.5%	

#### **Structure of the Household Products Industry**

GOOD

Firms in the household products industry sell some of the most recognized branded consumer packaged goods in the world and often hold a significant market share position in a variety of product categories. Though the industry is characterized by stiff competition from retailers' private-label brands, constituents tend to boast meaningful competitive advantages due to their brand strength/reputation and generate high returns on invested capital. Household products companies remain tied to the vicissitudes of consumer spending, but we tend to like the structure of the group.



# Church & Dwight CHD FAIRLY VALUED

# Buying Index™

Value Rating

Economic Castle
Attractive

Estimated Fair Value \$91.00 Fair Value Range \$73.00 - \$109.00 Investment Style LARGE-CAP CORE **Sector** Consumer Staples

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Industry Recession Resistant

# **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. Church & Dwight's 3-year historical return on invested capital (without goodwill) is 24.2%, which is above the estimate of its cost of capital of 8.8%. As such, we assign the firm a ValueCreation<sup>TM</sup> 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.

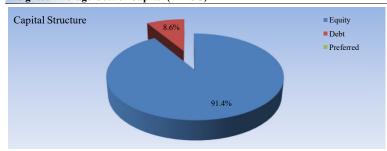
ROIC - WACC Spread, 3-year historical average	15.5%
ROIC - WACC Spread, 5-year projected average	23.9%

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

ValueTrend<sup>TM</sup> NEGATIVE

Church & Dwight receives a ValueTrend™ rating of NEGATIVE, which is based on the company's trailing three-year performance. The firm's ROIC (excluding goodwill) fell to 23.4% last year from its trailing 3-year average of 24.2%. We expect ROIC (excluding goodwill) to be in the ballpark of about 39% by the end of our discrete forecast period, with downside risk to about 32% over that time period.

### Weighted Average Cost of Capital (WACC)



### Cost of Equity

Risk Free Rate Assumption	4.3%
Fundamental Beta (ERP multiplier)	0.8
Estimated Equity Risk Premium	6.5%
Cost of Equity Assumption	9.2%

### After-tax Cost of Debt

Atter-tax Cost of Debt	
Risk Free Rate Assumption	4.3%
Synthetic Credit Spread	2.00%
Cost of Debt Assumption	6.3%
Cash Tax Rate Assumption	20.0%
After-tax Cost of Debt Assumption	5.1%

#### Cost of Preferred Stock

0
0
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**

Church & Dwight's portfolio is represented by 15 'Power Brands' (14 of which were acquired since 2001) including Arm & Hammer and OxiClean. The company is highly acquisitive, and it intends to continue pursuing M&A opportunities going forward. Roughly four-fifths of its sales are generated in the U.S. The firm is looking towards international markets for growth while maintaining its domestic strength. Its e-commerce presence continues to improve. Church & Dwight has paid dividends for the past 120+ consecutive years. We expect that the firm's payout will continue to grow at a nice clip going forward.

#### **Potential Weaknesses**

One of the biggest risks to Church & Dwight's dividend is its large net debt load, a product of its acquisitive past. Management intends to continue pursuing acquisitions going forward which could weigh negatively on the pace of the company's future dividend expansion. Church & Dwight operates in an extremely competitive industry and potential pricing pressures could create sizable headwinds for its financial performance. Share repurchases are a core part of Church & Dwight's capital allocation strategy, which compete for capital against its dividend. However, the company is a tremendous generator of free cash flow, and its Dividend Cushion ratio remains healthy.

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.



# Church & Dwight CHD FAIRLY VALUED

# Buying Index™

Value Rating

Economic Castle Attractive Estimated Fair Value \$91.00 **Fair Value Range** \$73.00 - \$109.00

Investment Style LARGE-CAP CORE Sector Consumer Staples

6

**Industry** Recession Resistant

## **Growth Analysis**

<b>Revenue Growth</b>				MODEST
		Last Fiscal		
		Year	3-year Historical	5-year Projected
		Revenue	CAGR	CAGR
Church & Dwight	USD	5,868	6.2%	4.5%
Coca-Cola	USD	45,754	11.5%	4.0%
Philip Morris	USD	35,174	7.0%	5.1%
Procter & Gamble	USD	83,265	3.0%	4.0%
Wal-Mart	USD	648,125	5.0%	3.8%
Peer Median			6.0%	4.0%
Industry Median		·	6.4%	3.4%

Church & Dwight's revenue expansion has been greater than the median of its peer group but has trailed that of its industry group during the past three years. We expect the firm's revenue expansion to outpace the median of 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. Church & Dwight's future pace of revenue growth is MODEST, in our opinion.

### ERITDA Growth

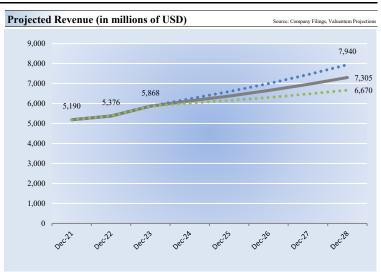
		Last Fiscal		
		Year EBITDA	3-year Historical CAGR	5-year Projected CAGR
Church & Dwight	USD	1,283	4.5%	8.9%
Coca-Cola	USD	14,332	7.5%	7.6%
Philip Morris	USD	14,095	3.5%	7.1%
Procter & Gamble	USD	21,771	4.4%	8.1%
Wal-Mart	USD	38,865	4.9%	10.2%
Peer Median			4.6%	7.9%
Industry Median			3.4%	7.2%

Church & Dwight's EBITDA expansion has trailed that of its peer group but has been greater than that of its industry group during the past three years. We expect the firm's EBITDA expansion to outpace its peer group and industry group during the next five years. Wal-Mart sports the highest EBITDA growth rate among peers.

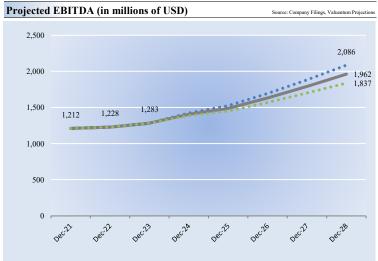
#### Net Income Growth

		Last Fiscal		
		Year Net	3-year Historical	5-year Projected
		Income	CAGR	CAGR
Church & Dwight	USD	756	-1.3%	11.2%
Coca-Cola	USD	10,714	11.4%	7.5%
Philip Morris	USD	7,813	-1.0%	11.5%
Procter & Gamble	USD	14,653	4.0%	9.6%
Wal-Mart	USD	15,511	4.7%	18.1%
Peer Median			4.4%	10.5%
Industry Median			-1.2%	10.4%

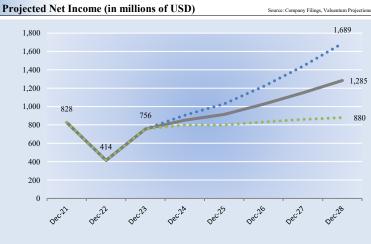
Church & Dwight's net income expansion has trailed both that of its peer group and its industry group during the past three years. We expect the firm's net income expansion to outpace its peer group and industry group during the next five years. Wal-Mart sports the highest net income growth rate among peers.



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



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



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



# Church & Dwight CHD FAIRLY VALUED

# Buying Index™

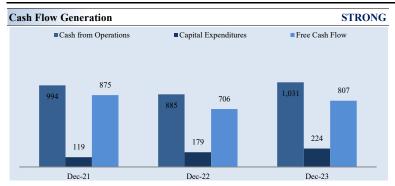
Value Rating

Economic Castle Attractive Estimated Fair Value \$91.00 Fair Value Range \$73.00 - \$109.00 Investment Style LARGE-CAP CORE Sector Consumer Staples

6

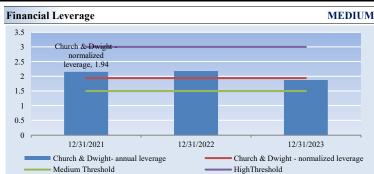
**Industry** Recession Resistant

# **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. Church & Dwight's free cash flow margin has averaged about 14.6% 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 Church & Dwight, cash flow from operations increased about 4% from levels registered two years ago, while capital expenditures expanded about 88% over the same time period.



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

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. Church & Dwight's normalized debt-to-EBITDA measure of about 1.94 puts it in the MEDIUM camp.

#### **Cash Flow from Operations**

		Last Fiscal Year CFO	3-year Historical CAGR	5-year Projected CAGR
Church & Dwight	USD	1,031	1.3%	10.5%
Coca-Cola	USD	11,599	5.6%	8.6%
Philip Morris	USD	9,204	-2.1%	10.7%
Procter & Gamble	USD	16,848	-1.1%	11.7%
Wal-Mart	USD	35,726	-0.3%	9.7%
Peer Median			-0.7%	10.2%
Industry Median			-0.4%	7.4%

Church & Dwight's cash flow from operations expansion has been greater than that of both its peer group and industry group during the past three years. We expect the firm's cash flow from operations expansion to outpace its peer group and industry group during the next five years. Procter & Gamble sports the highest expected cash flow from operations growth rate among peers.

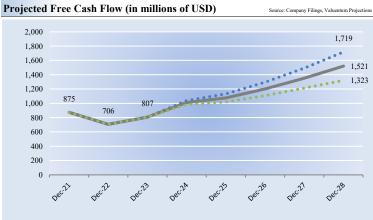


In the chart above, we show our baseline forecast for CFO as well as potential upside and downside cases.

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

		Last Fiscal Year FCF	3-year Historical CAGR	5-year Projected CAGR
Church & Dwight	USD	807	-3.3%	13.5%
Coca-Cola	USD	9,747	4.0%	10.1%
Philip Morris	USD	7,883	-5.1%	12.0%
Procter & Gamble	USD	13,786	-1.3%	13.4%
Wal-Mart	USD	15,120	-16.3%	18.6%
Peer Median			-3.2%	12.7%
Industry Median			-2.0%	8.4%

Church & Dwight'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 free cash flow expansion to outpace its peer group and industry group during the next five years. Wal-Mart 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

# Church & Dwight CHD FAIRLY VALUED

# Buying Index™

Value Rating



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

 Attractive
 \$91.00
 \$73.00 - \$109.00
 LARGE-CAP CORE
 Consumer Staples
 Recession Resistant

## Valuation Analysis

Valuation Assumptions				
In Millions of USD (except for per share items)	5-year Projections			
Revenue CAGR %	4.5%			
Avg. EBIT Margin %	21.1%	o O		
Avg. Cash Tax Rate %	20.0%	0		
Earnings Before Interest CAGR %	10.2%	0		
Earnings Per Share CAGR %	12.3%	0		
Free Cash Flow to the Firm CAGR %	11.6%			
Earnings before interest = Net operating profits less adjusted taxes	Long-term Pro	ojections		
Phase II> III FCFF CAGR %	3.2% (II)	3% (III)		
Cost of Equity %	9.2%			
After-tax Cost of Debt %	4.3%			
Discount Rate (WACC) %	8.8%			
Synthetic credit spread = 2%	Result	<u>s</u>		
Phase I Present Value	5,082			
Phase II Present Value	10,812	2		
Phase III Present Value	8,526			
Total Firm Value	24,420			
Net Balance Sheet Impact	-2,062			
Total Equity Value	22,358			
Diluted Shares Outstanding	245.1			
Fair Value per Share	\$91.00	0		

#### **DCF Valuation Summary**

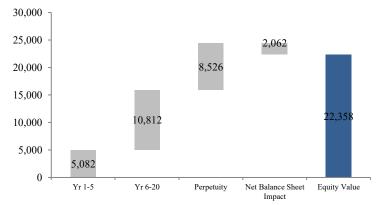
We think Church & Dwight is worth \$91 per share with a fair value range of \$73.00 - \$109.00. The margin of safety around our fair value estimate is driven by the firm's LOW ValueRisk™ rating, which is derived from an evaluation of the historical volatility of key valuation drivers and a future assessment 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 4.5% during the next five years, a pace that is lower than the firm's 3-year historical compound annual growth rate of 6.2%. Our model reflects a 5-year projected average operating margin of 21.1%, which is above Church & Dwight's trailing 3-year average. Beyond year 5, we assume free cash flow will grow at an annual rate of 3.2% for the next 15 years and 3% in perpetuity. For Church & Dwight, we use a 8.8% weighted average cost of capital to discount future free cash flows.

#### Source: Company Filings, Valuentum Projections

#### Valuation Breakdown

In the chart below, we show the build up to our estimate of total enterprise value for Church & Dwight and the break down to the firm's total equity value, which we estimate to be about 22.36USD 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 \$91 per share fair value estimate.

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In Millions of USD

<b>Enterprise Free Cash Flow</b>				
	Fiscal Year End:	12/31/2021	12/31/2022	12/31/2023
Earnings before Interest		866	1,187	1,024
+ Depreciation		94	91	97
- Capital Expenditures		119	179	224
- Change in Working Capital		-8	101	-34
- Acquisitions		556	547	0
Enterprise Free Cash Flow (FCFF	)	293	452	931
In Millions of USD				

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 Church & Dwight. Over the next five years, we expect the firm's enterprise free cash flow to expand at about a 12% compound annual growth rate. During years 6 through 20, we expect the measure to grow at a 3.2% rate. Beyond year 20 (in perpetuity), we grow the firm's free cash flow at inflation (3%).

#### **Company Metrics versus Peer and Industry Medians**

Company Name	Valuentum Buying Index™	Forward Price-to- P/ Earnings	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
Church & Dwight	6	30.1	24.0	2.8	19.7	16.7	12.3%	24.2%	1.1%	114.9%
Coca-Cola	6	23.3	20.0	3.4	18.8	16.3	7.3%	47.5%	3.2%	109.2%
Philip Morris	4	14.1	11.8	1.5	12.1	10.5	12.0%	111.1%	5.7%	94.9%
Procter & Gamble	6	24.1	19.2	2.2	18.4	15.6	11.9%	44.4%	2.4%	103.3%
Wal-Mart	6	24.8	17.6	1.6	12.7	10.1	19.3%	24.5%	1.4%	99.6%
Peer Median	6.0	23.7	18.4	1.9	15.5	13.0	11.9%	45.9%	2.8%	101.4%
Industry Median	6.0	18.1	15.0	2.3	12.0	10.4	11.9%	23.8%	3.1%	98.7%

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.



## Church & Dwight CHD FAIRLY VALUED

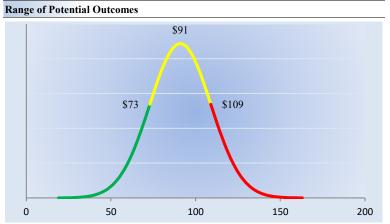
# Buying Index™

Value Rating



Economic Castle Attractive Estimated Fair Value \$91.00 Fair Value Range \$73.00 - \$109.00 Investment Style LARGE-CAP CORE Sector Consumer Staples Industry Recession Resistant

# **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 \$91 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 ValueRisk<sup>TM</sup> 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 Church & Dwight. We think the firm is attractive below \$73 per share (the green line), but quite expensive above \$109 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> LOW

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Church & Dwight receives a ValueRisk™ rating of LOW 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	7.0%
Gross Margin Volatility	6.7%
Earnings (EBI) Volatility	15.0%
Cash Flow (FCFF) Volatility	31.4%
Fair Value Range	20.0%

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% Probability (fair value > 2x current share price) 0.00%

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 Church & Dwight's fair value at this point in time to be about \$91 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 Church & Dwight'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 \$115 per share in Year 3 represents our existing fair value per share of \$91 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.

# Church & Dwight CHD FAIRLY VALUED

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Value Rating



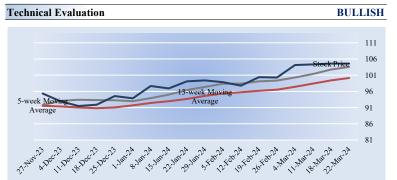
Economic Castle
Attractive

Estimated Fair Value \$91.00 **Fair Value Range** \$73.00 - \$109.00

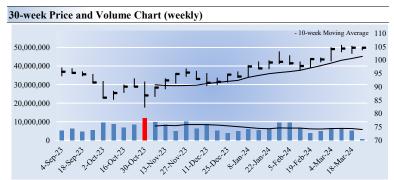
Investment Style LARGE-CAP CORE

Sector Consumer Staples Industry Recession Resistant

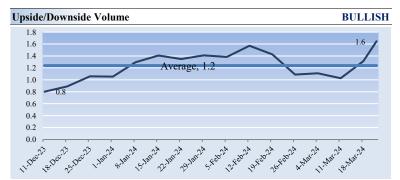
## Technical Analysis



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 shorter-term 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. Church & Dwight's 5-week moving average resides above its 13-week measure, indicating a BULLISH trend. We'd grow wary of the firm's technicals should its 5-week moving average drop below its 13-week moving average, as the firm's 30-week uptrend could be threatened if this occurs.



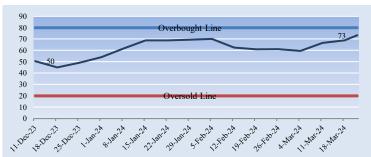
In the chart above, we pinpoint the heaviest accumulation or distribution week of the firm, determined by the week with the highest trading volume during the past 30 weeks. A heavy accumulation (buying) or distribution (selling) week often determines the future near-term direction of the firm's share 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 Church & Dwight, the week with the highest trading volume out of the last 30 weeks was a week of heavy selling, or distribution (red bar). Such market activity could indicate a reversal of an uptrend or further confirmation of a downtrend.



The level and trend of the Upside/Downside (U/D) volume ratio reveals whether institutional participation has been bullish or bearish as of late. Church & Dwight's U/D volume ratio of 1.6 is not only greater than 1 but also is better than its trailing average, indicating BULLISH institutional interest during the past several weeks.



6



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. Church & Dwight's MFI of 73 is neutral, suggesting the firm's stock is neither overbought nor oversold at this time. However, a score over 50 tends to favor bulls. The MFI can also be used to gauge the strength or weakness of a firm's price trend. In Church & Dwight's case, its stock price and money flow neither reveals a bullish nor bearish divergence, further supporting our neutral view on its money flow action.

#### Relative Price Strength NEUTRAL

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, Church & Dwight's shares returned 10.8%, while the market benchmark returned 10.4%. We think Church & Dwight's 13-week relative price performance is NEUTRAL.

5-week Company Performance	4.2%
5-week Market Benchmark Performance	5.1%
5-week Relative Performance vs. Market Benchmark	-0.9%
13-week Company Performance	10.8%
13-week Market Benchmark Performance	10.4%
13-week Relative Performance vs. Market Benchmark	0.5%
30-week Company Performance	9.0%
30-week Market Benchmark Performance	12.2%
30-week Relative Performance vs. Market Benchmark	-3.2%

<b>Timeliness Ma</b>	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.



# Church & Dwight CHD FAIRLY VALUED

Buying Index™

6

Value Rating

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

 Attractive
 \$91.00
 \$73.00 - \$109.00
 LARGE-CAP CORE
 Consumer Staples
 Recession Resistant

# **Pro Forma Income Statement**

Diluted Weighted Shares Outstanding

		Historical	Proje	ected	
In Millions of USD (except for per share items)					
	Dec-21	Dec-22	Dec-23	Dec-24	Dec-25
Total Revenue	5,190	5,376	5,868	6,126	6,371
Cost of Goods Sold	2,927	3,126	3,279	3,375	3,489
Selling, General and Administrative Expenses	1,271	1,241	1,531	1,576	1,629
Other Operating Expenses	0	0	0	0	0
Operating Income	992	1,009	1,057	1,175	1,254
Unusual items	0	0	0	0	0
Operating Income, including unusual items	992	1,009	1,057	1,175	1,254
Interest Expense	(55)	(90)	(111)	(111)	(111)
Other Non-operating Income	94	(396)	21	0	0
Pre-tax Income	1,032	523	967	1,065	1,143
Income Taxes	204	109	212	213	229
Income after tax	828	414	756	852	914
Minority Interest and Equity Income	0	0	0	0	0
Net Income, excluding extra items	828	414	756	852	914
Income Available to Common, excluding extra items	828	414	756	852	914
Diluted Earnings per Share, excluding extra items	3.32	1.68	3.05	3.47	3.77

Source: Company Filings, Xignite, Valuentum Projections

242.7

245.1

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.

249.6

246.3

247.6



# Church & Dwight CHD FAIRLY VALUED

Buying Index<sup>TM</sup>

6

Value Rating



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

 Attractive
 \$91.00
 \$73.00 - \$109.00
 LARGE-CAP CORE
 Consumer Staples
 Recession Resistant

# **Pro Forma Balance Sheet**

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

In Millions of USD (except for per share items)					
	Dec-21	Dec-22	Dec-23	Dec-24	Dec-25
Assets					
Total Cash (including marketable securities)	241	270	345	817	1,345
Inventory	535	647	613	632	655
Accounts Receivable	406	422	527	545	562
Other Current Assets	52	57	45	45	45
Total Current Assets	1,233	1,396	1,530	2,039	2,607
Gross Fixed Assets	1,612	1,764	2,003	2,229	2,457
(Accumulated Depreciation)	(800)	(840)	(890)	(991)	(1,096)
Net Property, Plant, and Equipment	812	924	1,114	1,238	1,361
Goodwill, Net	2,275	2,427	2,432	2,432	2,432
Intangibles, Net	3,494	3,432	3,302	3,174	3,046
Other Long-term Assets	182	168	192	192	192
Total Assets	7,997	8,346	8,569	9,075	9,637
Liabilities					
Accounts Payable	664	667	631	660	690
Other Current Liabilities	418	443	588	601	616
Current Portion of Long-term Debt	994	74	204	204	204
Total Current Liabilities	2,075	1,184	1,422	1,465	1,510
Long-term Debt	1,611	2,600	2,202	2,202	2,202
Other Long-term Liabilities	1,077	1,072	1,090	1,090	1,090
Total Liabilities	4,763	4,856	4,714	4,757	4,801
Preferred Stock	0	0	0	0	0
Shareholders' Equity					
Common Stock and Additional Paid in Capital	603	660	749	749	749
Retained Earnings	5,366	5,525	6,012	6,585	7,208
Other Equity	(2,736)	(2,695)	(2,905)	(3,014)	(3,121)
Total Shareholders' Equity	3,233	3,490	3,855	4,319	4,836
Total Liabilities and Shareholders' Equity	7,997	8,346	8,569	9,075	9,637

Source: Company Filings, Xignite, Valuentum Projections

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.



# Church & Dwight CHD FAIRLY VALUED

Buying Index<sup>TM</sup>

6

Value Rating



Economic Castle<br/>AttractiveEstimated Fair Value<br/>\$91.00Fair Value Range<br/>\$73.00 - \$109.00Investment Style<br/>LARGE-CAP CORESector<br/>Consumer StaplesIndustry<br/>Recession Resistant

# **Pro Forma Cash Flow Statement**

In Millions of USD (except for per share items)

In Millions of USD (except for per share items)						
	Dec-21	Dec-22	Dec-23	Dec-24	Dec-25	
Cash from Operations						
Net Income	828	414	756	852	914	
Depreciation and Amortization	219	219	225	229	234	
Deferred Income Taxes	0	0	0	0	0	
Operating Gains Or Losses	(53)	252	50	150	150	
Changes in Working Capital	0	0	0	5	6	
Cash Flow from Operations	994	885	1,031	1,237	1,303	
Cash from Investing						
Purchase of Property, Plant, Equipment	(119)	(179)	(224)	(226)	(228)	
Other Investing Cash Flows	(563)	(550)	(11)	0	0	
Cash Flow from Investing	(682)	(729)	(234)	(226)	(228)	
Cash from Financing						
Issuance (Retirement) of Stock	(401)	26	(188)	(259)	(256)	
Issuance (Retirement) of Debt	401	120	(271)	0	0	
Dividends Paid	(248)	(255)	(267)	(279)	(290)	
Other Financing Cash Flows	(4)	(12)	(0)	0	0	
Cash Flow from Financing	(252)	(121)	(726)	(538)	(547)	
Foreign Exchange	(2)	(6)	4	0	0	
Net Change in Cash	58	30	74	472	528	

Source: Company Filings, Xignite, Valuentum Projections

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.



# Church & Dwight CHD FAIRLY VALUED

# Buying Index™

Value Rating

Economic Castle
Attractive

Estimated Fair Value \$91.00 Fair Value Range \$73.00 - \$109.00

Investment Style LARGE-CAP CORE Sector Consumer Staples

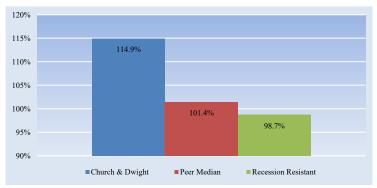
6

Industry Recession Resistant

#### **Recession Resistant**

### Recession Resistant FAIRLY VALUED

We think the Recession Resistant 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™ 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 Recession Resistant industry, we don't find the industry as a whole attractive based solely on valuation.



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.

Market Cap (USD-

Company Name	Ticker	mil)	Investment Style	DCF Valuation	Relative Valuation	ValueCreation™	ValueRisk™	ValueTrend™	Technicals	Relative Strength
Altria Group	МО	77,015	LARGE-CAP VALUE	UNDERVALUED	NEUTRAL	EXCELLENT	LOW	NEGATIVE	BULLISH	WEAK
Anheuser-Busch InBev	BUD	123,240	LARGE-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	MEDIUM	NEGATIVE	BEARISH	WEAK
Archer-Daniels-Midland	ADM	30,057	LARGE-CAP VALUE	FAIRLY VALUED	NEUTRAL	POOR	MEDIUM	POSITIVE	BEARISH	WEAK
Campbell Soup	CPB	12,777	LARGE-CAP CORE	FAIRLY VALUED	NEUTRAL	EXCELLENT	MEDIUM	NEGATIVE	BEARISH	WEAK
Casey's General	CASY	10,668	LARGE-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	MEDIUM	NEGATIVE	BULLISH	WEAK
Church & Dwight	CHD	25,640	LARGE-CAP CORE	FAIRLY VALUED	UNATTRACTIVE	EXCELLENT	LOW	NEGATIVE	BULLISH	NEUTRAL
Clorox	CLX	18,735	LARGE-CAP CORE	FAIRLY VALUED	UNATTRACTIVE	EXCELLENT	LOW	POSITIVE	BULLISH	WEAK
Coca-Cola	КО	265,330	MEGA-CAP CORE	FAIRLY VALUED	UNATTRACTIVE	EXCELLENT	MEDIUM	POSITIVE	BULLISH	WEAK
Colgate-Palmolive	CL	73,923	LARGE-CAP CORE	OVERVALUED	UNATTRACTIVE	EXCELLENT	LOW	POSITIVE	BULLISH	STRONG
Costco	COST	321,388	MEGA-CAP CORE	FAIRLY VALUED	UNATTRACTIVE	EXCELLENT	LOW	POSITIVE	BULLISH	STRONG
Fresh Del Monte	FDP	1,183	SMALL-CAP VALUE	FAIRLY VALUED	NEUTRAL	POOR	LOW	POSITIVE	BEARISH	WEAK
General Mills	GIS	39,730	LARGE-CAP CORE	FAIRLY VALUED	NEUTRAL	EXCELLENT	LOW	NEGATIVE	BULLISH	WEAK
Hormel Foods	HRL	15,705	LARGE-CAP CORE	FAIRLY VALUED	NEUTRAL	EXCELLENT	LOW	NEGATIVE	BEARISH	WEAK
Kellanova	K	18,619	LARGE-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	LOW	POSITIVE	BEARISH	WEAK
Keurig Dr Pepper	KDP	40,865	LARGE-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	GOOD	LOW	NEGATIVE	NEUTRAL	WEAK
Kimberly-Clark	KMB	42,170	LARGE-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	LOW	POSITIVE	BULLISH	WEAK
Kraft Heinz	KHC	42,447	LARGE-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	GOOD	MEDIUM	NEGATIVE	BEARISH	WEAK
Kroger	KR	41,024	LARGE-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	GOOD	MEDIUM	POSITIVE	BULLISH	STRONG
Lancaster Colony	LANC	5,450	MID-CAP CORE	FAIRLY VALUED	UNATTRACTIVE	EXCELLENT	MEDIUM	POSITIVE	BULLISH	STRONG
McCormick	MKC	18,368	LARGE-CAP CORE	FAIRLY VALUED	NEUTRAL	EXCELLENT	MEDIUM	POSITIVE	VERY BULLISH	WEAK
Molson Coors	TAP	14,700	LARGE-CAP VALUE	FAIRLY VALUED	NEUTRAL	GOOD	LOW	POSITIVE	BULLISH	NEUTRAL
Mondelez Intl	MDLZ	95,958	LARGE-CAP VALUE	FAIRLY VALUED	NEUTRAL	EXCELLENT	LOW	NEGATIVE	BEARISH	WEAK
PepsiCo	PEP	232,787	MEGA-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	LOW	POSITIVE	BULLISH	WEAK
Philip Morris	PM	140,755	LARGE-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	LOW	NEGATIVE	BEARISH	WEAK
Procter & Gamble	PG	389,923	MEGA-CAP CORE	FAIRLY VALUED	UNATTRACTIVE	EXCELLENT	LOW	NEGATIVE	BULLISH	WEAK
Smucker	SJM	12,964	LARGE-CAP VALUE	FAIRLY VALUED	NEUTRAL	EXCELLENT	LOW	POSITIVE	BEARISH	WEAK
Sysco	SYY	41,245	LARGE-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	MEDIUM	NEGATIVE	BULLISH	NEUTRAL
Target	TGT	67,809	LARGE-CAP CORE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	LOW	NEGATIVE	NEUTRAL	NEUTRAL
Tyson Foods	TSN	18,904	LARGE-CAP VALUE	FAIRLY VALUED	NEUTRAL	GOOD	MEDIUM	NEGATIVE	BEARISH	WEAK
Wal-Mart	WMT	476,485	MEGA-CAP VALUE	FAIRLY VALUED	NEUTRAL	EXCELLENT	LOW	POSITIVE	BULLISH	STRONG

# 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.

## Valuentum Buying Index (VBI)

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.



### 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.

Visit us at www.valuentum.com Valuentum Retail Equity Research Apple AAPL UNDERVALUED 3 Buying Index™ Value Rating Economic Castle Highest Rated Estimated Fair Value Investment Style MEGA-CAP VALUE Investment Consideration Apple is as much a brand as it is one of the most innovative companies

Stock Chart (weekly) ValueCreation<sup>TM</sup> ValueRisk<sup>TM</sup> 1.800.000.000 ValueTrend<sup>TM</sup> 116.00 Cash Flow Generation 111 1,200,000,000 Technical Evaluatio 800,000,000 Relative Strength Company Vitals

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 expect it to continue to out innovative products in technology, its most recent mayor product launch.

UNDERVALUED Relative Valuation UNATTRACTIVE EXCELLENT LOW POSITIVE STRONG MODEST BULLISH STRONG Money Flow Index (MFI) NEUTRAL Upside/Downside Volume (U/D) BULLISH Near-term Technical Support, 10-week MA 112.00 ited Cash Flow; MFI, U/D = Please see glos

ansimess Saumis		A WINGC LEWINOR.		
/alueRisk <sup>TM</sup>	Very Poor	Poor	Good	Excellent
Low				
Medium				
High				
Very High				
irms that generate economic	profits with little oper	eating variability scor	e near the top rigi	at of the matrix.
Relative Valuation	K	Forward P/E	PEG	Price / FV
		220	272.00	00.20/

· Criticism over the firm's dependence on sales of the	Firms that generate economic profits with little ope	postine specialistic score	a near the top riv
iPhone gained momentum in fiscal 2016, as the second quarter of the fiscal year marked the first	Relative Valuatio	Forward P/E	PEG
quarterly sales decline in 13 years. High levels of	BlackBerry	-53.0	NMF
demand for the iPhone 7 and multiple safety issues at	Cray	49.4	0.9
rival Samsung have eased concerns for the time being.	Hewlett-Packard	9.0	NMF
· Apple's rollout of future iterations of the iPhone	IBM	11.7	2.6
should propel its fundamentals higher. Though we're	Peer Median	10.4	1.8
not embedding another blockbuster hit in our model,	Apple	14.0	2.0
we wouldn't be surprised if Apple delivers another one	Price / FV = Current Stor vided by	y Estimated Fair Va	alue
from its pipeline. Perhaps only a dream five years ago, the popularity of the new Apple Watch is now worth	Financial Summar	Acts	nal
watching, though it has yet to catch fire in the eyes of	Fiscal Year End:	Sep-14	Sep-1

I cet teleditiit	10.4	E 140	001010
Apple	14.0	2.0	79.3%
Price / FV = Current Stor vided by I	Estimated Fair Val	lue	
Financial Summar	Actu	Projected	
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, YoY %	13.6%	42.8%	-9.5%
Free Cash Flow (CFO-capex)	49,900	69,778	47,138
Free Cash Flow Margin %	27.3%	29.9%	21.9%

#### · Investors should pay close attention to the firm's Return on Equity 36.8% gross margin, which is expected to fall to 37.5%-38% in fiscal 2016 from 40% in fiscal 2015. Pricing and 19.3% Return on Assets ROIC, with goodwill cost pressures may be unavoidable. A slight step back ROIC, without goodwill ROIC = Return on Invested Capital; N

\$675,472

180.295

1.2%

2.28

7.3%

9.55

12.2

89.47 - 118.69

Information Technology

Leverage, Coverage, and Liquidity Total Debt 64,462 Net Debt -141.204 Total Debt/EBITDA 0.8 Net Debt/EBITDA EBITDA/Interest Current Ratio Quick Ratio

Market Cap (USD)

Valuentum Sector

5-week Return

13-week Return

30-week Return

Dividend Yield %

Dividends per Share

Est. Normal Diluted EPS

Est. Normal EBITDA

Forward EV/EBITDA

Returns Summary

EV/Est. Normal EBITDA

Forward Dividend Payout Ratio

P/E on Est. Normal Diluted EPS

Forward Revenue Growth (5-yr)

Forward EPS Growth (5-yr)
NMF = Not Meaningful: Est. = Estimated: FY = Fiscal Year

Avg Weekly Vol (30 wks)

30-week Range (USD)

fiscal 2016 should not be a major conce vestors 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 500. The company retains tremendous flexibility in this regard, and we continue to expect dividend increases and share buybacks.

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/disruptions, which can punish perform some, and services revenue has become critical for others. We're neutral on the space

VALUENTUM

77.3%

75.9%

### **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**

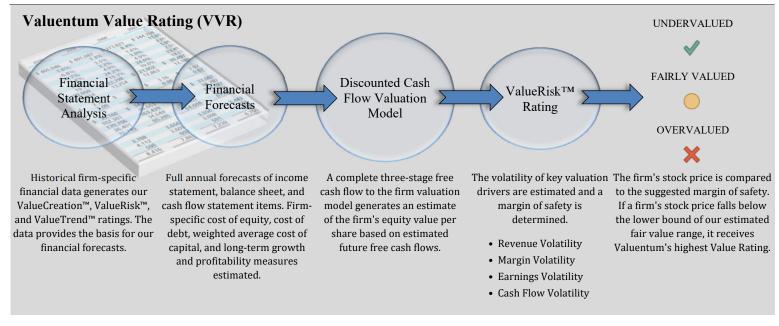
@Valuentum, we strive to stand out from the crowd. Most investment research publishers fall into a few camps, whether it be value, growth, income, momentum, chartist or some variant of the aforementioned. We think each in its own right holds merit, but we think the combination of these approaches can 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.



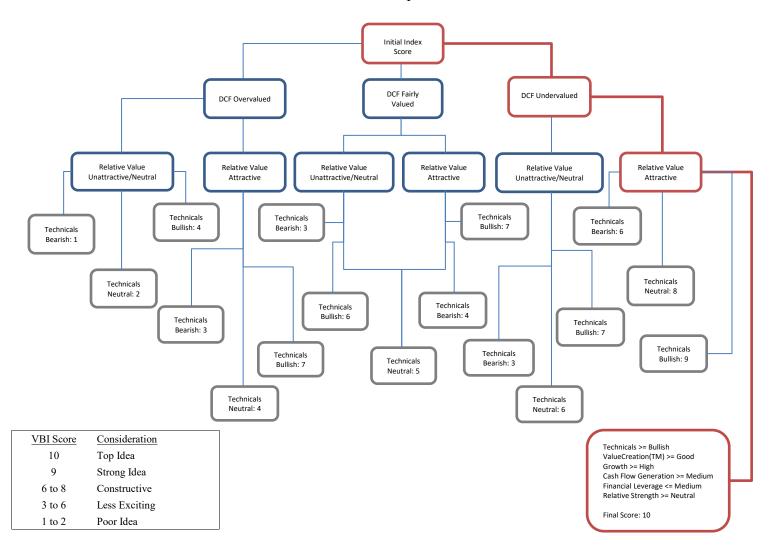
# Methodology for Picking Stocks - Valuentum Buying Index<sup>TM</sup> (VBI)

@ 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<sup>TM</sup> 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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CHD Rating History	Price	Fair Value	VBI
22-Mar-24	\$104.60	\$91.00	6
2-Jan-24	\$95.06	\$84.00	6
27-Oct-23	\$90.11	\$83.00	3
2-May-23	\$97.02	\$80.00	4
16-Feb-23	\$82.77	\$74.00	6
28-Oct-22	\$76.37	\$78.00	3
7-Apr-22	\$102.62	\$83.00	4
18-Jun-21	\$83.68	\$77.00	3
16-Dec-20	\$87.33	\$75.00	3
28-Aug-20	\$94.91	\$67.00	2
16-Apr-20	\$72.65	\$61.00	6
25-Nov-19	\$68.79	\$60.00	3
8-Apr-19	\$73.89	\$54.00	4
3-Dec-18	\$66.81	\$47.00	4

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