

## Cintas Corporation (CTAS)

**\$277.45** (As of 07/16/20)

Price Target (6-12 Months): **\$291.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 05/14/19)

Prior Recommendation: Outperform

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**2-Buy**

Zacks Style Scores:

VGM:B

Value: C

Growth: A

Momentum: C

### Summary

Cintas will likely benefit from solid product offerings, huge customer base and effective implementation of the enterprise resource planning system in the long term. The company stands to gain from the G&K Services buyout. It is committed to return significant cash to shareholders through dividends and share repurchases. Moreover, Cintas' cash position is impressive, evident from 39.3% year-over-year increase in cash flow from operating activities in the first nine months of fiscal 2020. In the past three months, Cintas has outperformed the industry. However, higher costs and operating expenses dent its profitability. Also, it is exposed to market risks as it procures raw materials from a wide variety of domestic and international suppliers. First-aid and fire protection services face severe competition from national and local companies.

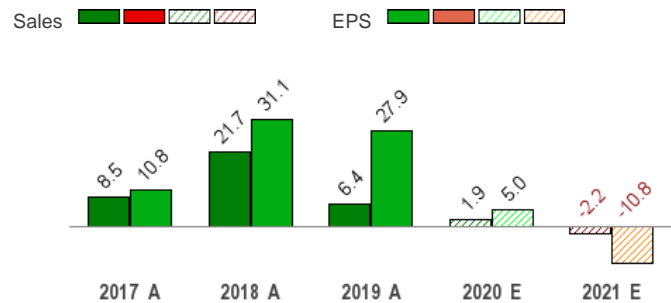
### Price, Consensus & Surprise



### Data Overview

52 Week High-Low	\$304.81 - \$154.33
20 Day Average Volume (sh)	510,514
Market Cap	\$28.9 B
YTD Price Change	3.1%
Beta	1.44
Dividend / Div Yld	\$2.55 / 0.9%
Industry	<a href="#">Uniform and Related</a>
Zacks Industry Rank	Top 16% (39 out of 251)

### Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	6.9%
Last Sales Surprise	0.8%
EPS F1 Est- 4 week change	0.0%
Expected Report Date	07/23/2020
Earnings ESP	0.0%
P/E TTM	31.5
P/E F1	39.0
PEG F1	3.2
P/S TTM	4.0

### Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	1,621 E	1,750 E	1,785 E	1,707 E	6,869 E
2020	1,811 A	1,844 A	1,811 A	1,556 E	7,020 E
2019	1,698 A	1,718 A	1,682 A	1,794 A	6,892 A

### EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$1.62 E	\$1.95 E	\$2.01 E	\$1.84 E	\$7.12 E
2020	\$2.32 A	\$2.27 A	\$2.16 A	\$1.23 E	\$7.98 E
2019	\$1.93 A	\$1.76 A	\$1.84 A	\$2.07 A	\$7.60 A

\*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 07/16/2020. The reports text is as of 07/17/2020.

## Overview

Founded in 1968 and headquartered in Cincinnati, OH, Cintas Corporation provides specialized services to businesses of all types throughout North America. It also operates in Europe, Asia and Latin America. The company designs, manufactures, implements corporate identity uniform programs, and provides entrance mats, restroom supplies, promotional products and first aid and safety products for diversified businesses.

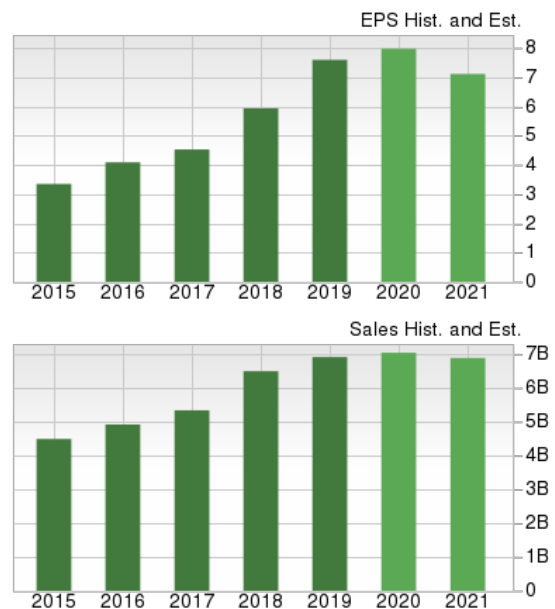
Notably, the company provides products and services through distribution and retail channels to small service and manufacturing companies as well as leading corporations. Exiting fiscal 2019 (ended May 2019), it had approximately 45,000 employees. Also, it had 470 operational facilities, 11 distribution centers and 11,400 local delivery routes.

The company primarily reports revenues under two operating segments — Uniform Rental and Facility Services, and First Aid and Safety Services.

- **Uniform Rental and Facility Services** (80% of third-quarter fiscal 2020 revenues): This segment includes rental, and servicing of uniforms, mats and towels as well as the provision for restroom supplies, and other facility products and services. Further, selling items from catalogs to customer routes are reported under this segment.
- **First Aid and Safety Services** (9.4% of third-quarter fiscal 2020 revenues): The First Aid and Safety Services segment includes the sale and servicing of first aid products, safety products and training to customers.

Businesses, with Uniform Direct Sale and Fire Protection Services, are included in **All Other**. Revenues generated from All Other businesses represented 10.6% of third-quarter fiscal 2020 revenues.

It's worth mentioning here that results of First Aid and Safety Services segment and All Other businesses are grouped under Other Services in Cintas' income statement.



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## Reasons To Buy:

- ▲ In the past three months, Cintas' shares have risen 43% compared with the industry's growth of 40%. Cintas delivered earnings and sales surprises of 6.9% and 0.8%, respectively, in third-quarter fiscal 2020. On a year-over-year basis, the bottom line grew 17.4% on the back of healthy organic sales growth across all of its segments. In third-quarter fiscal 2020, Cintas' net sales witnessed growth of 7.6% from the year-ago quarter. The improvement was driven primarily by organic sales growth of 5.7%. Successful integration of G&K Services, investment in technology and the company's focus on enhancement of product portfolio and customer base will be advantageous going forward. Also, the company believes that the implementation of a new enterprise resource planning system, namely SAP, will improve efficiency of its business operations. It's worth mentioning here that the company remains well on track to complete the implementation by the end of the fiscal 2020. However, Cintas has not provided its outlook for both fourth-quarter and fiscal 2020 due to the severity and uncertainty of the coronavirus pandemic. In the past 60 days, the company's earnings estimates have been increased by 0.1% for fiscal 2020 and 0.4% for fiscal 2021.
- ▲ Acquisitions have been Cintas' preferred mode of business expansion. Notably, the company acquired assets worth approximately \$9.8 million and \$47.9 million (net of cash acquired), in fiscal 2019 and in the first nine months of fiscal 2020, respectively. Also, the company's acquisition of G&K Services Inc. (completed in March 2017) expanded its customer profile, strengthened product portfolio and processing capacity as well as improved customer service. It's worth mentioning that the company has progressed well on the integration of its largest acquisition to date, G&K Services, with its Uniform Rental and Facility Services segment. In the third quarter of fiscal 2020, the company noted that solid revenue growth along with realization of profit synergies from the G&K buyout boosted gross profit by 9.2% year over year and helped gross margin to improve 60 basis points to 45.5%.
- ▲ Over the years, Cintas has consistently returned significant cash to shareholders through dividends and share repurchases. For instance, in fiscal 2019, the company repurchased common stock worth \$1,016.3 million under its buyback program, way above \$127.3 million in fiscal 2018. Moreover, in the first nine months of fiscal 2020, the company repurchased common stock worth \$261.3 million. In addition, the company paid cash dividends of approximately \$220.8 million in fiscal 2019 and \$268 million in the first nine months of fiscal 2020. Further, it increased annual dividend rate by 24.4% to \$2.55 in October 2019. Also, Cintas' cash position remains impressive, as evident from 39.3% year-over-year increase in cash flow from operating activities in the first nine months of fiscal 2020. Hence, with a robust balance sheet and cash flow profile, the company is well positioned to increase shareholder value in the days to come. All these factors bode well for Cintas.

Successful integration of G&K Services, stronger sales and adequate liquidity are likely to strengthen Cintas' competency in the quarters ahead.

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## Reasons To Sell:

- ▼ On an EV/EBITDA (TTM) basis, the company is overvalued compared with the industry, with respective tallies of 19.15x and 16.67x. Also, the company's multiple is higher than the industry's three-month highest level of 17.27x. This makes us cautious about the stock. Also, escalating cost of sales and expenses have been a major cause of concern for the company. In the last five fiscals (2015-2019), the company's costs of sales increased 11% (CAGR) while its selling and administrative expenses escalated 13.3%. Also, in second-quarter fiscal 2020 and third-quarter fiscal 2020, its aggregate cost and expenses jumped 5.1% and 6.4%, respectively, on a year-over-year basis. We believe, if unchecked, escalating costs and expenses will continue hurting the company's margins.
- ▼ Cintas' long-term debt in the last five fiscals (2015-2019) increased 18.2% (CAGR). In the third quarter of fiscal 2020, long-term debt remained roughly stable sequentially at \$2.5 billion. Notably, the stock looks relatively more leveraged than the industry. Its debt/capital ratio is currently 0.45, higher than 0.42 recorded by the industry. Having said that, we believe that a highly leveraged balance sheet can inflate the company's financial obligations and hurt profitability.
- ▼ Cintas faces stiff competition from national, regional and local companies on various factors such as design, price, quality, service and convenience to customers. Specifically, its first-aid and fire protection services are decidedly commoditized markets and hence, are subject to fierce competition. The company has to continually invest in value drivers to fend off competition, which further weakens profitability.

Escalating costs and expenses, as well as a highly leveraged balance sheet might continue to dent Cintas' profitability in the upcoming quarters.

## Last Earnings Report

### Cintas Q3 Earnings & Revenues Beat Estimates, Up Y/Y

Cintas delivered better-than-expected results for the third quarter of fiscal 2020 (ended Feb 29, 2020). It recorded earnings beat of 6.93% and sales beat of 0.81% in the quarter under review.

The company's adjusted earnings in the reported quarter were \$2.16 per share, which surpassed the Zacks Consensus Estimate of \$2.02. On a year-over-year basis, the bottom line increased 17.4% from the year-ago figure of \$1.84 on healthy segmental business and margin improvement.

Quarter Ending **02/2020**

Report Date	Mar 19, 2020
Sales Surprise	0.79%
EPS Surprise	6.93%
Quarterly EPS	2.16
Annual EPS (TTM)	8.82

### Segmental Sales

In the quarter under review, Cintas' net sales were \$1,810.6 million, reflecting growth of 7.6% from the year-ago quarter. The improvement was driven primarily by organic sales growth of 5.7%.

Further, the top line surpassed the Zacks Consensus Estimate of \$1,796 million.

The company has two reportable segments — **Uniform Rental and Facility Services**, and **First Aid and Safety Services**. Other businesses like Uniform Direct Sale and Fire Protection Services are included in All Other. Quarterly sales data is briefly discussed below.

Revenues from the Uniform Rental and Facility Services segment (representing 80% of the reported quarter's net sales) were \$1,448 million, up 6.6% year over year. Organic sales were recorded at 4.8%.

Revenues from the First Aid and Safety Services segment (representing 9.4% of the reported quarter's net sales) totaled \$170.5 million, up 14.3% year over year. Organic sales in the quarter increased 12.5%.

Revenues from the All Other business (representing 10.6% of the reported quarter's net sales) were \$192.1 million, up 9.9% year over year.

### Margin Profile

In the quarter under review, Cintas' cost of sales (comprising costs related to uniform rental and facility services as well as others) increased 6.4% year over year to \$986.2 million. It represented 54.5% of net sales compared with 55.1% in the year-ago quarter. Gross profit in the quarter increased 9.2% year over year and gross margin was up 60 basis points (bps) to 45.5%.

Selling and administrative expenses totaled \$509.7 million, reflecting a 7.1% increase over the year-ago figure. It represented 28.2% of net sales. Operating margin in the quarter expanded 90 bps year over year to 17.4%.

### Balance Sheet and Cash Flow

Exiting the quarter, Cintas' cash and cash equivalents were \$234.4 million, up 3.5% from \$226.5 million at the end of the previous quarter. Long-term debt increased marginally, sequentially, to \$2,539.2 million.

In the first nine months of fiscal 2020, the company generated net cash of \$934.5 million from operating activities, up 39.3% from the year-ago figure. Capital expenditure totaled \$189.4 million, reflecting a year-over-year decline of 8.9%. Free cash flow surged 61% year over year to \$745.2 million.

During the first nine months of fiscal 2020, the company repurchased shares worth \$261.3 million.

### Outlook

Due to the severity and uncertainty of the coronavirus pandemic, Cintas has not provided any guidance for the fourth quarter of fiscal 2020 (ending May 2020) and has withdrawn the same for fiscal 2020 (ending May 2020).

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## Recent News

On **May 12, 2020**, Cintas announced that its business performance have been adversely impacted on account of temporary shutdowns of several of its customers' operational activities due to the coronavirus pandemic. However, it remains committed to protecting the safety, health, and well-being of employees and customers amid the crisis.

Notably, in response to the coronavirus crisis, Cintas has been executing cost-control measures to maintain a healthy capital structure. Some of the actions taken by the company include the reduction of discretionary expenses, reduction of executive officer compensation, implementation of wage freeze and adjustment of its workforce.

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## Valuation

Cintas shares are up 3.1% in the year-to-date period, while increased 6.5% over the trailing 12 months period. Stocks in the Zacks sub-industry and the Zacks Industrial Products sector are up 1.9% and down 7.9% in the year-to-date period, respectively. Over the past year, stocks in the Zacks sub-industry are up 5.2%, while stocks in the Zacks Industrial Products sector increased 1.2% in the same time frame.

The S&P 500 Index has moved up 0.4% in the year-to-date period and 8.5% in the past year.

The stock is currently trading at 37.82x forward 12-month earnings per share, which compares to 33.55x for the Zacks sub-industry, 21.91x for the Zacks sector and 22.89x for the S&P 500 index.

Over the past five years, the stock has traded as high as 40.92x and as low as 16.73x, with a 5-year median of 25.39x. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$291 price target reflects 39.71x forward 12-month earnings per share.

The table below shows summary valuation data for CTAS.

Valuation Multiples - CTAS					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	37.82	33.55	21.91	22.89
	5-Year High	40.92	33.55	21.91	22.89
	5-Year Low	16.73	17.85	12.55	15.25
	5-Year Median	25.39	25.13	16.81	17.52
P/S F12M	Current	4.16	3.42	2.81	3.58
	5-Year High	4.42	3.42	2.81	3.58
	5-Year Low	1.72	1.59	1.52	2.53
	5-Year Median	2.52	2.27	2.01	3.02

As of 07/16/2020

## Industry Analysis Zacks Industry Rank: Top 16% (39 out of 251)



## Top Peers

Company (Ticker)	Rec	Rank
Acco Brands Corporation (ACCO)	Neutral	4
Albany International Corporation (AIN)	Neutral	4
Aramark (ARMK)	Neutral	3
Guess, Inc. (GES)	Neutral	3
Canada Goose Holdings Inc. (GOOS)	Neutral	3
Superior Uniform Group, Inc. (SGC)	Neutral	3
Unifirst Corporation (UNF)	Neutral	3
Ecolab Inc. (ECL)	Underperform	5

Industry Comparison Industry: Uniform And Related				Industry Peers		
	CTAS	X Industry	S&P 500	AIN	SGC	UNF
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	2	-	-	4	3	3
VGM Score	B	-	-	B	A	A
Market Cap	28.87 B	3.36 B	22.43 B	1.71 B	220.84 M	3.36 B
# of Analysts	9	4	14	3	1	4
Dividend Yield	0.92%	0.56%	1.82%	1.43%	0.00%	0.56%
Value Score	C	-	-	B	A	B
Cash/Price	0.01	0.03	0.07	0.13	0.03	0.13
EV/EBITDA	20.01	10.90	13.00	7.37	10.90	8.70
PEG Ratio	3.20	2.86	2.97	NA	1.37	NA
Price/Book (P/B)	8.66	1.97	3.13	2.56	1.39	1.97
Price/Cash Flow (P/CF)	24.13	12.64	12.13	8.40	10.82	12.64
P/E (F1)	38.97	25.19	21.97	18.72	19.23	25.19
Price/Sales (P/S)	3.98	1.81	2.38	1.65	0.57	1.81
Earnings Yield	2.57%	3.97%	4.35%	5.34%	5.20%	3.97%
Debt/Equity	0.80	0.57	0.75	0.73	0.57	0.02
Cash Flow (\$/share)	11.50	11.50	6.94	6.31	1.33	14.07
Growth Score	A	-	-	D	A	B
Hist. EPS Growth (3-5 yrs)	23.07%	10.17%	10.85%	23.69%	3.07%	10.17%
Proj. EPS Growth (F1/F0)	-10.82%	-10.82%	-9.37%	-31.06%	-5.06%	-17.11%
Curr. Cash Flow Growth	27.40%	23.96%	5.51%	25.88%	-22.17%	23.96%
Hist. Cash Flow Growth (3-5 yrs)	17.63%	6.83%	8.55%	13.14%	6.03%	6.83%
Current Ratio	2.34	2.86	1.30	3.76	2.86	4.72
Debt/Capital	44.51%	36.15%	44.33%	42.31%	36.15%	1.79%
Net Margin	13.19%	7.70%	10.59%	10.81%	3.40%	7.70%
Return on Equity	30.73%	8.49%	15.74%	19.36%	8.34%	8.49%
Sales/Assets	0.94	0.94	0.54	0.71	1.10	0.88
Proj. Sales Growth (F1/F0)	-2.15%	-2.15%	-2.44%	-12.96%	-3.33%	0.28%
Momentum Score	C	-	-	A	F	A
Daily Price Chg	-0.34%	-1.55%	-0.06%	-2.63%	-1.77%	-1.55%
1 Week Price Chg	-1.39%	-2.53%	-0.41%	-8.87%	-3.03%	-2.53%
4 Week Price Chg	0.59%	1.09%	1.63%	-10.01%	28.86%	1.09%
12 Week Price Chg	39.13%	39.13%	15.55%	9.25%	114.58%	12.05%
52 Week Price Chg	6.45%	-6.60%	-4.26%	-32.43%	-11.75%	-6.60%
20 Day Average Volume	510,514	84,715	2,236,294	322,384	41,663	84,715
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	0.02%	0.02%	0.01%	0.00%	0.00%	4.05%
(F1) EPS Est 12 week change	-8.88%	-8.88%	-5.24%	7.12%	-21.05%	5.65%
(Q1) EPS Est Mthly Chg	0.00%	0.00%	0.00%	0.00%	0.00%	24.27%

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## Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

### Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we have an excellent balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

### Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

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### Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

Value Score	C
Growth Score	A
Momentum Score	C
VGM Score	B

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

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### Disclosures

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