

## Cintas Corporation (CTAS)

**\$268.36** (As of 12/30/19)

Price Target (6-12 Months): **\$282.00**

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: D

Growth: B

Momentum: B

### Summary

Over the past year, Cintas' shares have outperformed the industry. In second-quarter fiscal 2020, the company's earnings and revenues surpassed the Zacks Consensus Estimate by 11.3% and 1.2%, respectively. Improved product offerings, solid customer base and effective implementation of enterprise resource planning system will benefit it in the long run. Further, the company will gain from the G&K Services buyout. Also, a strong cash position and focus on rewarding shareholders handsomely through dividends and share repurchases will work in its favor. However, if unchecked, higher costs and operating expenses might hurt Cintas' margins and profitability. It is exposed to market risks as it procures raw materials from a wide variety of domestic and international suppliers. Rise in debt levels can raise its financial obligations.

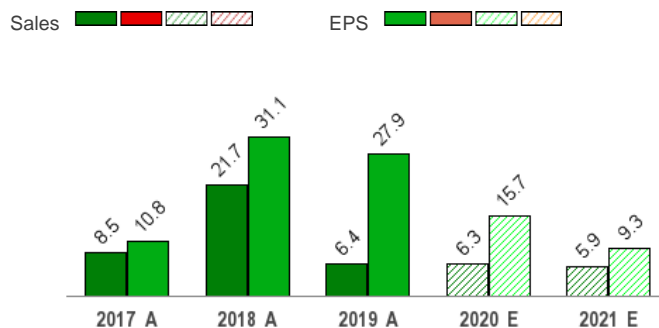
### Price, Consensus & Surprise



### Data Overview

52 Week High-Low	\$277.85 - \$164.50
20 Day Average Volume (sh)	554,698
Market Cap	\$27.8 B
YTD Price Change	59.8%
Beta	0.97
Dividend / Div Yld	\$2.55 / 1.0%
Industry	<a href="#">Uniform and Related</a>
Zacks Industry Rank	Top 13% (32 out of 253)

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



Last EPS Surprise	11.3%
Last Sales Surprise	1.2%
EPS F1 Est- 4 week change	2.3%
Expected Report Date	03/19/2020
Earnings ESP	-0.9%
P/E TTM	31.6
P/E F1	30.5
PEG F1	2.5
P/S TTM	3.9

### Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	1,918 E	1,945 E	1,893 E	2,008 E	7,758 E
2020	1,811 A	1,844 A	1,797 E	1,877 E	7,328 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	\$2.42 E	\$2.45 E	\$2.31 E	\$2.53 E	\$9.61 E
2020	\$2.32 A	\$2.27 A	\$2.02 E	\$2.18 E	\$8.79 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 12/30/2019. The reports text is as of 12/31/2019.

## 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.

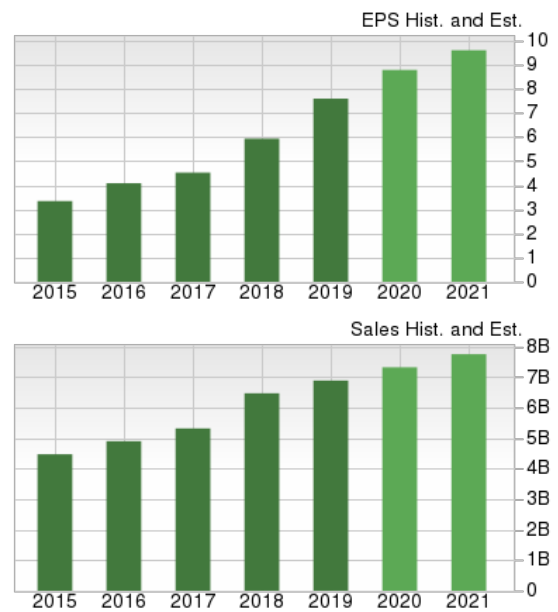
Notably, the company provides products and services through distribution and retail channels to small service and manufacturing companies as well as leading corporations. Exiting fiscal 2019 (ended May 2019), it had approximately 45,000 employees. Also, it had 470 operational facilities, 11 distribution 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** (79.7% of second-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** (9.2% of second-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 11.1% of second-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:

- ▲ Over the past year, Cintas' shares have gained 59.7% compared with 56% growth recorded by the industry. The company delivered earnings and sales surprises of 11.3% and 1.2%, respectively, in the second-quarter fiscal 2020. On a year-over-year basis, the bottom line grew 29% on the back of healthy organic sales growth across all of its segments. 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. For fiscal 2020, Cintas anticipates generating revenues in the range of \$7.29-\$7.33 billion, higher than \$7.28-\$7.32 billion predicted earlier and \$6.9 billion reported in fiscal 2019. Further, earnings per share are now predicted to be \$8.65-\$8.75, above \$8.47-\$8.57 guided earlier and \$7.60 reported in fiscal 2019.
- ▲ Acquisitions have been Cintas' preferred mode of business expansion. Notably, the company acquired assets worth approximately \$9.8 million and \$6.6 million (net of cash acquired), in fiscal 2019 and in the first six 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 second-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 10% year over year and helped gross margin to improve 110 basis points to 46.2%.
- ▲ 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 six months of fiscal 2020, the company repurchased common stock worth \$258.7 million. In addition, in fiscal 2019, the company paid cash dividends of approximately \$220.8 million, an increase of 25.7% over the prior fiscal year. Further, it increased annual dividend rate by 24.4% to \$2.55 in October 2019. Also, Cintas' cash position remains impressive, as evident from 65.8% year-over-year increase in cash flow from operating activities in the first six months of fiscal 2020. For fiscal 2020, the company expects to continue generating strong cash flow. 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, Cintas has been overvalued compared with the industry, with respective tallies of 19x and 18.26x for the past year. 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 8.7% (CAGR) while its selling and administrative expenses escalated 10.4%. Also, in first-quarter fiscal 2020 and second-quarter fiscal 2020, its aggregate cost and expenses jumped 5% and 5.1%, respectively, on a year-over-year basis. The company is exposed to market risks as it procures raw materials from a wide variety of domestic and international suppliers. 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 14.3% (CAGR). In the second 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 0.46, higher than 0.42 recorded by the industry. 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 Beats Q2 Earnings & Sales Estimates, Ups View

Cintas delivered better-than-expected results for the second quarter of fiscal 2020 (ended Nov 30, 2019). It recorded an earnings beat of 11.27% and sales beat of 1.19% in the quarter under review.

The company's adjusted earnings in the reported quarter were \$2.27 per share, surpassing the Zacks Consensus Estimate of \$2.04. On a year-over-year basis, the bottom line increased 29% from the year-ago figure of \$1.76 on healthy segmental business and margin improvement.

Quarter Ending **11/2019**

Report Date	Dec 17, 2019
Sales Surprise	1.19%
EPS Surprise	11.27%
Quarterly EPS	2.27
Annual EPS (TTM)	8.50

### Segmental Sales

In the quarter under review, Cintas' net sales were \$1,843.7 million, reflecting growth of 7.3% from the year-ago quarter. The improvement was driven primarily by organic sales growth of 7.3%.

Further, the top line marginally surpassed the Zacks Consensus Estimate of \$1,822 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 79.7% of the reported quarter's net sales) were \$1,470 million, increasing 5.7% year over year. Organic sales were recorded at 5.8%.

Revenues from the First Aid and Safety Services segment (representing 9.2% of the reported quarter's net sales) totaled \$169.7 million, increasing 10.6% year over year. Organic sales in the quarter increased 10.6%.

Revenues from the All Other business (representing 11.1% of the reported quarter's net sales) were \$204.1 million, increasing 17.2% year over year.

### Gross Margin

In the quarter under review, Cintas' cost of sales (comprising costs related to uniform rental and facility services as well as others) increased 5.1% year over year to \$991.4 million. It represented 53.8% of net sales compared with 54.9% in the year-ago quarter. Gross profit in the quarter increased 10% year over year and gross margin was up 110 basis points (bps) to 46.2%.

Selling and administrative expenses totaled \$517.9 million, reflecting a 5.3% increase over the year-ago figure. It represented 28.1% of net sales. Operating margin in the quarter expanded 210 bps year over year to 18.1%.

### Balance Sheet and Cash Flow

Exiting the quarter, Cintas' cash and cash equivalents were \$226.5 million, up 121.8% from \$102.1 million at the end of the previous quarter. Long-term debt remained more or less unchanged, sequentially, at \$2,538.6 million.

In the first half of fiscal 2020, the company generated net cash of \$571.4 million from operating activities, increasing 65.8% from the year-ago figure. Capital expenditure totaled \$126.2 million, reflecting a year-over-year decline of 8.3%. Free cash flow surged 115.1% year over year to \$445.2 million.

During the first half of fiscal 2020, the company repurchased shares worth \$258.7 million.

### Outlook

For fiscal 2020 (ending May 2020), Cintas raised the revenue projection to \$7.29-\$7.33 billion from the previously stated \$7.28-\$7.32 billion. The revised guidance suggests growth of 5.8-6.4% from the year-ago reported figure.

Earnings are predicted to be \$8.65-\$8.75 per share versus \$8.47-\$8.57 stated earlier. This indicates year-over-year growth of 13.8-15.1%.

## Recent News

### Dividend and Share Buyback

On **Dec 6, 2019**, Cintas paid out a quarterly dividend of \$2.55 to shareholders on record as of Nov 8, 2019.

On **Oct 29, 2019**, Cintas announced that its board of directors approved a 24.4% increase in the annual dividend rate.

Also, the board authorized an additional share buyback program of \$1 billion. As of Oct 29, 2019, the company had the authorization to repurchase \$1.263 billion shares (\$263 million is left from earlier program granted in October 2018).

### Cintas Boosts Sanitizer Dispenser Line With Germ-X

On **Oct 8, 2019**, Cintas announced that it teamed up with Germ-X — a leading provider of hand sanitizing products in the United States. Per the deal, Cintas will incorporate Germ-X sanitizers in all of its rental sanitizer dispensers, boosting its availability.

## Valuation

Cintas shares are up 59.7% over the trailing 12-month period. Over the past year, the Zacks sub-industry and the Zacks Industrial Products sector are up 56% and 23.5%, respectively.

The S&P 500 index has moved up 27.2% in the past year.

The stock is currently trading at 28.95x forward 12-month earnings per share, which compares to 28.22x for the Zacks sub-industry, 18.17x for the Zacks sector and 18.76x for the S&P 500 index.

Over the past five years, the stock has traded as high as 30.97x and as low as 19.11x, with a 5-year median of 24.88x. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$282 price target reflects 30.42x 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	28.95	28.22	18.17	18.76
	5-Year High	30.97	29.19	19.88	19.34
	5-Year Low	19.11	17.85	12.58	15.17
	5-Year Median	24.88	24.65	16.43	17.43
EV/EBITDA F12M	Current	17.83	15.54	17.8	12.66
	5-Year High	18.4	16.04	18.18	12.66
	5-Year Low	10.59	8.72	10.66	9.08
	5-Year Median	12.99	11.95	13.97	10.78
EV/Sales F12M	Current	4.03	3.5	3.14	3.26
	5-Year High	4.18	3.55	3.14	3.37
	5-Year Low	1.89	1.66	1.76	2.3
	5-Year Median	2.57	2.36	2.27	2.78

As of 12/30/2019

## Industry Analysis Zacks Industry Rank: Top 13% (32 out of 253)



## Top Peers

Albany International Corporation (AIN)	Outperform
Acco Brands Corporation (ACCO)	Neutral
Aramark (ARMK)	Neutral
Ecolab Inc. (ECL)	Neutral
Guess?, Inc. (GES)	Neutral
Canada Goose Holdings Inc. (GOOS)	Neutral
Superior Uniform Group, Inc. (SGC)	Neutral
Unifirst Corporation (UNF)	Neutral

Industry Comparison Industry: Uniform And Related				Industry Peers		
	CTAS Neutral	X Industry	S&P 500	AIN Outperform	SGC Neutral	UNF Neutral
<b>VGM Score</b>	<b>B</b>	-	-	<b>A</b>	<b>D</b>	<b>B</b>
Market Cap	27.78 B	3.86 B	23.75 B	2.46 B	205.04 M	3.86 B
# of Analysts	9	4	13			4
Dividend Yield	0.95%	0.95%	1.79%	1.00%	2.98%	0.49%
<b>Value Score</b>	<b>D</b>	-	-	<b>C</b>	<b>A</b>	<b>C</b>
Cash/Price	0.01	0.03	0.04	0.07	0.03	0.10
EV/EBITDA	19.32	10.17	13.92	12.64	9.33	10.17
PEG Ratio	2.51	2.13	2.12	1.98	1.33	NA
Price/Book (P/B)	8.95	2.35	3.32	3.71	1.31	2.35
Price/Cash Flow (P/CF)	23.34	14.47	13.73	15.18	7.86	14.47
P/E (F1)	30.53	25.39	19.56	19.37	17.92	25.39
Price/Sales (P/S)	3.90	2.13	2.67	2.35	0.56	2.13
Earnings Yield	3.28%	3.94%	5.10%	5.16%	5.58%	3.94%
Debt/Equity	0.86	0.66	0.72	0.64	0.66	0.00
Cash Flow (\$/share)	11.50	11.50	6.94	5.02	1.71	14.07
<b>Growth Score</b>	<b>B</b>	-	-	<b>A</b>	<b>D</b>	<b>A</b>
Hist. EPS Growth (3-5 yrs)	22.54%	7.76%	10.53%	17.82%	7.76%	4.46%
Proj. EPS Growth (F1/F0)	15.69%	1.13%	6.30%	53.05%	-31.82%	-5.87%
Curr. Cash Flow Growth	27.40%	23.96%	14.83%	26.40%	5.90%	23.96%
Hist. Cash Flow Growth (3-5 yrs)	17.63%	17.63%	9.00%	9.46%	25.39%	6.83%
Current Ratio	1.92	3.19	1.23	3.13	3.19	4.81
Debt/Capital	46.23%	39.89%	42.99%	39.00%	39.89%	0.00%
Net Margin	12.99%	9.49%	11.08%	11.53%	3.76%	9.49%
Return on Equity	30.04%	9.67%	17.10%	18.66%	8.91%	9.67%
Sales/Assets	0.94	0.94	0.55	0.73	1.06	0.92
Proj. Sales Growth (F1/F0)	6.32%	3.39%	2.86%	6.45%	3.39%	3.37%
<b>Momentum Score</b>	<b>B</b>	-	-	<b>A</b>	<b>F</b>	<b>C</b>
Daily Price Chg	-0.24%	0.00%	-0.43%	-0.44%	0.00%	0.43%
1 Week Price Chg	-0.92%	-0.92%	0.13%	-0.73%	4.02%	-2.27%
4 Week Price Chg	4.87%	1.28%	2.78%	-8.17%	1.28%	-0.69%
12 Week Price Chg	2.83%	2.83%	8.67%	-11.11%	-13.40%	8.10%
52 Week Price Chg	59.75%	42.30%	27.07%	22.06%	-23.85%	42.30%
20 Day Average Volume	554,698	72,028	1,731,328	224,355	33,284	72,028
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	2.26%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 12 week change	2.61%	-2.58%	0.14%	15.57%	-9.64%	-2.58%
(Q1) EPS Est Mthly Chg	-1.25%	0.00%	0.00%	0.00%	0.00%	0.00%

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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	D
Growth Score	B
Momentum Score	B
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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