

## Lear Corporation (LEA)

**\$72.58** (As of 04/03/20)

Price Target (6-12 Months): **\$77.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 09/16/19)

Prior Recommendation: Underperform

Short Term: 1-3 Months

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

**3-Hold**

Zacks Style Scores:

VGM:B

Value: A

Growth: C

Momentum: D

## Summary

Lear has differentiated itself from competitors by its continued focus on innovation, luxury, and customization. The firm's Seating and E-Systems segments hold considerable growth opportunities. Lear's acquisition of Xevo has bolstered its market position in connectivity. The company's 2020-2022 backlog stands at \$2.7 billion and is expected to drive the revenue growth. Lear's aggressive capital-deployment strategies to reward its shareholders is a booster. However, amid the coronavirus outbreak, the company has withdrawn its full year 2020 financial guidance considering the uncertainty due to the coronavirus pandemic and its subsequent negative effects on customer demand. Incremental investments to support backlog, along with increased spending on advanced engineering may clip the firm's margins.

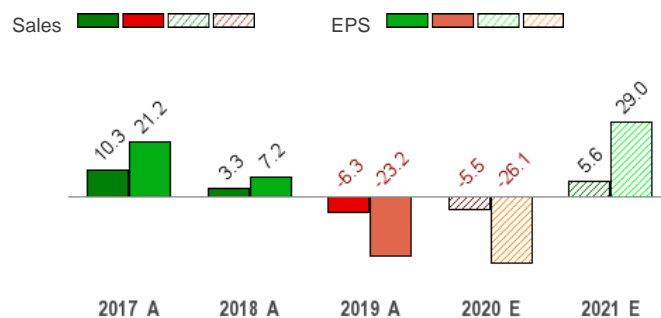
## Price, Consensus & Surprise



## Data Overview

52 Week High-Low	\$159.14 - \$63.20
20 Day Average Volume (sh)	1,072,941
Market Cap	\$4.4 B
YTD Price Change	-47.1%
Beta	1.61
Dividend / Div Yld	\$3.08 / 4.2%
Industry	<a href="#">Automotive - Original Equipment</a>
Zacks Industry Rank	Bottom 19% (204 out of 253)

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



Last EPS Surprise	17.3%
Last Sales Surprise	7.2%
EPS F1 Est- 4 week change	-26.8%
Expected Report Date	04/24/2020
Earnings ESP	-10.8%
P/E TTM	5.2
P/E F1	7.0
PEG F1	2.8
P/S TTM	0.2

## Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	5,413 E	5,048 E	5,160 E	5,367 E	19,779 E
2020	4,786 E	4,097 E	4,798 E	5,089 E	18,730 E
2019	5,160 A	5,008 A	4,825 A	4,818 A	19,810 A

## EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$4.06 E	\$3.02 E	\$4.11 E	\$4.26 E	\$13.34 E
2020	\$2.69 E	\$0.94 E	\$3.61 E	\$3.57 E	\$10.34 E
2019	\$4.00 A	\$3.78 A	\$3.56 A	\$2.64 A	\$13.99 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 04/03/2020. The reports text is as of 04/06/2020.

## Overview

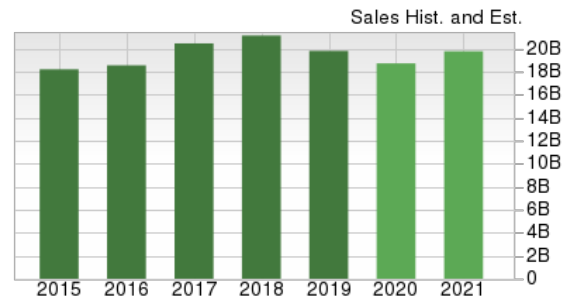
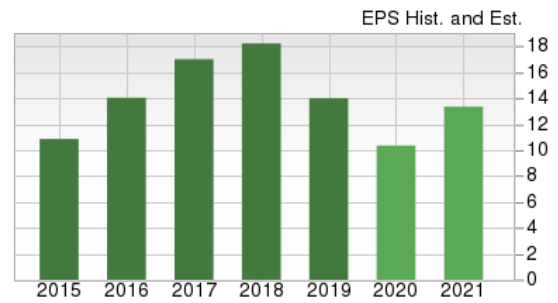
Southfield, MI-based Lear Corporation is a Tier 1 supplier to the global automotive industry. The company supplies automotive seating and electrical systems (E-Systems). The company caters to several major automakers in the world. The primary customers of the company are automotive original equipment manufacturers (OEMs). Lear's products are designed, engineered and manufactured by a team of around 164,100 employees, located in 39 countries.

The Seating business involves designing, development, engineering, assembling and delivery of complete seat systems and seat components, including seat covers and surface materials such as leather and fabric, seat structures and mechanisms, seat foam and headrests.

The E-Systems business involves designing, development, engineering and manufacturing of complete electrical distribution systems. Electrical distribution systems help in managing electrical power in the vehicle for all types of power trains — traditional internal combustion engine (ICE) architectures as well as hybrid, plug-in hybrid and battery electric architectures. Key components in the electrical distribution portfolio include wire harnesses, terminals and connectors, and junction boxes for ICE and electrification architectures that require managing higher voltage and power.

The company serves major automotive manufacturers across Seating and E-Systems businesses. Also, it enjoys supplying automotive content to more than 400 vehicle nameplates all over the world. Further, the seat is gradually turning out to be a more dynamic and integrated system, requiring higher levels of electrical and electronic integration. This requires accelerating the convergence of Seating and E-Systems businesses. Lear is the only global automotive supplier with complete capabilities in both of these critical business segments.

On Apr 17, 2019, Lear completed the earlier-announced acquisition of Xevo Inc., the Seattle-based Tier-1 automotive software supplier. The company acquired all of the outstanding shares of Xevo for around \$320 million on a cash and debt-free basis. This acquisition will allow Lear to enhance its capabilities in software, services and data analytics, and bolster its market position in connectivity.



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## Reasons To Buy:

- ▲ Over the years, Lear Corporation has been boosting its portfolio via several strategic acquisitions. Last year, Lear's acquisition of Xevo Inc., the Seattle-based Tier-1 automotive software supplier, has enhanced its capabilities in software, services and data analytics, and has bolstered its market position in connectivity.
- ▲ Lear has differentiated itself from competitors by its continued focus on innovation, luxury, and customization. Its high-profile clientele includes Ford, General Motors, Fiat Chrysler, Volkswagen and Daimler. Lear plans to launch a number of programs within the Seating and E-Systems segments. In addition to these, the company's developmental programs and partnerships, along with production contracts, are expected to drive its financials in the current year. The firm's 2020-2022 backlog stands at \$2.7 billion and is expected to drive the revenue growth.
- ▲ Both Seating and E-Systems segments hold considerable growth opportunities. Growing mix of high-content crossover, sports utility vehicles (SUVs) and luxury vehicles are likely to drive the demand for the Seating segment. On the other hand, rising consumer demand for vehicle content — requiring signal, data and power management — and growing need for electrification and connectivity should propel the demand for E-Systems segment.

Considerable growth opportunities in both Seating and E-Systems segments and program launches are aiding Lear.

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### Reasons To Sell:

- ▼ The coronavirus pandemic has crippled the auto industry, and will lead to decline in sales and production, hurting the automotive parts supplier. Lear has temporarily suspended its share repurchases and quarterly dividend until further notice addressing the uncertainty caused by the deadly virus. Moreover, it has also withdrawn its full-year 2020 amid the COVID-19 crisis.
- ▼ Incremental investments to support backlog, along with increased spending on advanced engineering to support long-term growth in electrification and connectivity, and footprint expansion are hampering Lear's margins.
- ▼ The company's rising debt is a concern. It had long-term debt of \$2.29 billion as of Dec 31, 2019 compared with \$1.94 billion recorded as of Dec 31, 2018. As such, higher debt will lead to increased interest expense and hurt margins. Weakening of global currencies against U.S. dollars are also acting as headwinds.

Lower production volume in key markets and higher investments to support backlog are headwinds for Lear.

## Last Earnings Report

### Lear Q4 Earnings & Revenues Down Y/Y

Lear's fourth-quarter 2019 adjusted earnings came in at \$2.64 per share, down the \$4.05 recorded in the prior-year quarter. However, the bottom line surpassed the Zacks Consensus Estimate of \$2.25. Higher-than-expected revenues in both its Seating and E-Systems segments led to this outperformance.

At the end of fourth-quarter 2019, adjusted net income was \$161 million compared with the prior-year quarter's \$261 million.

In the reported quarter, revenues declined 2.51% year over year to \$4.8 billion. This downside resulted from lower production on key Lear platforms and net foreign-exchange rate fluctuations, partly offset by the addition of business and the Xevo acquisition. However, the top line surpassed the Zacks Consensus Estimate of \$4.5 billion.

The company's core operating earnings declined to \$241 million from the \$389 million reported in fourth-quarter 2018.

### Segment Performance

In fourth-quarter 2019, sales in the Seating segment totaled \$3,629 million, down 2.82% year over year. Adjusted segment earnings were \$212.7 million compared to \$299.4 million in the fourth quarter of 2018. However, it topped the Zacks Consensus Estimate of \$201 million in the quarter. Adjusted margins for the Seating segment was 5.9% of sales.

Sales in the E-Systems segment totaled \$1,188.5 million, marking a decline of 1.62% year over year, in fourth-quarter 2019. Adjusted segment earnings amounted to \$91.9 million in the quarter compared to \$136 million in the fourth quarter of 2018. However, it surpassed the consensus mark of \$71 million. For the E-Systems segment, adjusted margins were 7.7% of sales.

### Share Repurchase

During the fourth quarter, Lear repurchased 215,200 shares for \$25 million. At the end of the quarter, the company had remaining share-repurchase authorization of \$1.2 billion, which will expire on Dec 31, 2021. The figure represents approximately 15% of Lear's total market capitalization at current market prices.

### Financial Position

The company had \$1,487 million of cash and cash equivalents as of Dec 31, 2019, compared with \$1,493 million recorded as of Dec 31, 2018. It had long-term debt of \$2.29 billion as of Dec 31, 2019, compared with \$1.94 billion recorded as of Dec 31, 2018. The long-term debt to capital ratio stands at 33.8%.

At the end of the quarter, Lear's net operating cash inflow was \$485 million compared with \$758.2 million as of Dec 31, 2018. During the period, its capital expenditure amounted to \$193.8 million, up from the \$184.3 million recorded in the prior-year quarter. Free cash flow came in at \$291.2 million, down from the year-ago figure of \$573.9 million.

### 2020 Outlook

For full-year 2020, Lear expects net sales of \$19.4-\$20.2 billion. Adjusted net income is anticipated in the band of \$780-\$880 million. Further, the company projects capital spending of roughly \$600 million, while free cash flow is expected between \$600-\$700 million.

Quarter Ending **12/2019**

Report Date	Jan 28, 2020
Sales Surprise	7.21%
EPS Surprise	17.33%
Quarterly EPS	2.64
Annual EPS (TTM)	13.98

## Recent News

### Lear Corporation Withdraws '20 guidance on Coronavirus Concerns

On **Mar 26**, Lear Corporation announced that it is temporarily suspending its share repurchases and quarterly dividend until further notice. Moreover, Lear Corporation is also withdrawing its full-year 2020 guidance. The company is undertaking a variety of measures to address the substantial impact of COVID-19 on the global automotive industry and the global economy more broadly. It is drawing down \$1 billion from its \$1.75 billion revolving credit facility, which matures in August 2024 to deal with the downturn. The \$1 billion of funds from the drawdown of the credit facility will supplement the company's strong cash position, which, as of Dec 31, 2019, was approximately \$1.5 billion. Following the drawdown, the company will have remaining availability of \$750 million on its revolver. It is a constructive step to boost the firm's cash position and preserve financial flexibility in the face of rising global market uncertainty due to the coronavirus-induced crisis.

### Lear Adds Capacity to Make Protective Masks to Combat Coronavirus

On **Mar 30**, Lear Corporation added capacity at its AccuMED production facility, which specializes in the manufacturing of medical products, to produce protective masks to combat the COVID-19 pandemic. Total capacity is 25,000 units per day, based on availability of raw materials.

Donations of masks were made recently to the Detroit Medical Center, the largest health care provider in southeast Michigan, and the city of Detroit for use by the police and fire departments.

## Valuation

Lear' shares are down 47.1% and 52.5% in the year-to-date period and over the trailing 12-month period, respectively. Stocks in the Zacks Automotive - Original Equipment industry and the Zacks Auto-Tires-Trucks sector are down 38.1% and 29.6%, respectively, in the year-to-date period. Over the past year, the Zacks sub-industry and sector are down 36.5% and 24.7%, respectively.

The S&P 500 index is down 22.7% in the year-to-date period and down 14.3% in the past year.

The stock is currently trading at 5X forward 12-month earnings, which compares to 10.96X for the Zacks sub-industry, 9.72X for the Zacks sector and 15.73X for the S&P 500 index.

Over the past five years, the stock has traded as high as 11.79X and as low as 4.85X, with a 5-year median of 8.77X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$77 price target reflects 5.31X forward 12-month earnings per share.

The table below shows summary valuation data for LEA:

Valuation Multiples - LEA					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	5	10.96	9.72	15.73
	5-Year High	11.79	13.4	11.75	19.34
	5-Year Low	4.85	8.52	8.23	15.18
	5-Year Median	8.77	11.58	9.88	17.44
EV/EBITDA TTM	Current	3.15	4.35	8.37	9.2
	5-Year High	8.02	8.62	11.34	12.88
	5-Year Low	3.06	4.21	6.97	8.27
	5-Year Median	5.41	6.56	9.28	10.79
P/S F12M	Current	0.22	0.44	0.49	2.72
	5-Year High	0.63	0.81	0.76	3.43
	5-Year Low	0.21	0.44	0.49	2.54
	5-Year Median	0.45	0.64	0.61	3

As of 04/03/2020

## Industry Analysis Zacks Industry Rank: Bottom 19% (204 out of 253)



## Top Peers

Adient PLC (ADNT)	Neutral
BorgWarner Inc. (BWA)	Neutral
Aptiv PLC (APTIV)	Underperform
Continental AG (CTTAY)	Underperform
Dana Incorporated (DAN)	Underperform
Group 1 Automotive, Inc. (GPI)	Underperform
Magna International Inc. (MGA)	Underperform
Visteon Corporation (VC)	Underperform

Industry Comparison Industry: Automotive - Original Equipment				Industry Peers		
	LEA Neutral	X Industry	S&P 500	ADNT Neutral	APTIV Underperform	MGA Underperform
<b>VGM Score</b>	<b>B</b>	-	-	<b>A</b>	<b>B</b>	<b>A</b>
Market Cap	4.39 B	451.72 M	16.73 B	689.38 M	11.05 B	8.87 B
# of Analysts	7	3	13	6	11	6
Dividend Yield	4.24%	0.00%	2.53%	0.00%	2.03%	5.46%
<b>Value Score</b>	<b>A</b>	-	-	<b>A</b>	<b>C</b>	<b>A</b>
Cash/Price	0.28	0.18	0.06	1.12	0.03	0.13
EV/EBITDA	3.31	3.87	10.55	6.90	7.41	2.37
PEG Ratio	2.98	1.08	1.71	0.86	1.06	1.14
Price/Book (P/B)	0.98	0.91	2.28	0.33	2.76	0.80
Price/Cash Flow (P/CF)	3.16	2.96	8.96	1.46	5.64	2.53
P/E (F1)	7.44	8.41	14.34	28.27	11.56	7.61
Price/Sales (P/S)	0.22	0.23	1.78	0.04	0.77	0.23
Earnings Yield	14.25%	10.90%	6.84%	3.54%	8.64%	13.13%
Debt/Equity	0.51	0.53	0.70	1.79	1.07	0.28
Cash Flow (\$/share)	23.00	3.19	7.01	5.03	7.67	11.58
<b>Growth Score</b>	<b>C</b>	-	-	<b>A</b>	<b>B</b>	<b>B</b>
Hist. EPS Growth (3-5 yrs)	13.63%	9.76%	10.95%	-48.21%	-1.17%	8.45%
Proj. EPS Growth (F1/F0)	-26.06%	-13.97%	1.08%	-84.05%	-22.01%	-36.34%
Curr. Cash Flow Growth	-17.99%	-4.22%	5.92%	-51.64%	-5.77%	-7.06%
Hist. Cash Flow Growth (3-5 yrs)	7.32%	4.58%	8.55%	-10.30%	-1.25%	2.26%
Current Ratio	1.37	1.61	1.24	1.03	1.31	1.26
Debt/Capital	34.89%	39.44%	42.29%	64.45%	51.74%	21.57%
Net Margin	3.80%	2.50%	11.69%	-3.93%	6.90%	4.48%
Return on Equity	19.61%	14.04%	16.74%	9.32%	32.61%	16.65%
Sales/Assets	1.56	1.30	0.54	1.56	1.09	1.46
Proj. Sales Growth (F1/F0)	-5.45%	-3.99%	1.56%	-10.33%	-1.62%	-14.24%
<b>Momentum Score</b>	<b>D</b>	-	-	<b>F</b>	<b>C</b>	<b>F</b>
Daily Price Chg	0.50%	-2.12%	-1.59%	-3.92%	-5.05%	-0.95%
1 Week Price Chg	17.50%	8.76%	12.26%	6.50%	13.53%	23.78%
4 Week Price Chg	-32.03%	-31.06%	-22.86%	-63.16%	-44.85%	-36.11%
12 Week Price Chg	-47.61%	-43.01%	-30.01%	-64.35%	-52.81%	-45.69%
52 Week Price Chg	-51.50%	-44.15%	-23.87%	-54.35%	-49.92%	-43.88%
20 Day Average Volume	1,072,941	222,986	4,256,776	2,360,800	3,378,150	1,996,664
(F1) EPS Est 1 week change	0.00%	0.00%	-0.04%	0.00%	-5.12%	-17.05%
(F1) EPS Est 4 week change	-26.79%	-12.76%	-4.29%	-86.28%	-22.27%	-39.61%
(F1) EPS Est 12 week change	-31.72%	-18.03%	-5.40%	-83.54%	-31.52%	-40.84%
(Q1) EPS Est Mthly Chg	-71.14%	-28.77%	-5.90%	-103.47%	-32.34%	-61.63%

## 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	<b>A</b>
Growth Score	<b>C</b>
Momentum Score	<b>D</b>
VGM Score	<b>B</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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