

## O'Reilly Automotive (ORLY)

**\$473.79** (As of 08/03/20)

Price Target (6-12 Months): **\$545.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Outperform**

(Since: 08/04/20)

Prior Recommendation: Neutral

Short Term: 1-3 Months

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

**1-Strong Buy**

Zacks Style Scores:

VGM:B

Value: C

Growth: A

Momentum: C

### Summary

Customer-centric business model and growing demand for high-quality auto parts are likely to boost O'Reilly's prospects. The specialty retailer of automotive aftermarket parts has been generating record revenues since 27 consecutive years on the back of stable growth in the auto parts market and expansion of the store base. The firm is poised to benefit from store openings and distribution centers in profitable regions. O'Reilly has a competitive edge due to dual-market strategy by serving DIY and DIFM customers. To help serve customers effectively amid the coronavirus mayhem, it is undertaking several initiatives like curbside pickup for Buy Online and Pick Up In-Store orders, et al, which are likely to drive the sales of the company. Given the tailwinds, the stock warrants a bullish stance at the moment.

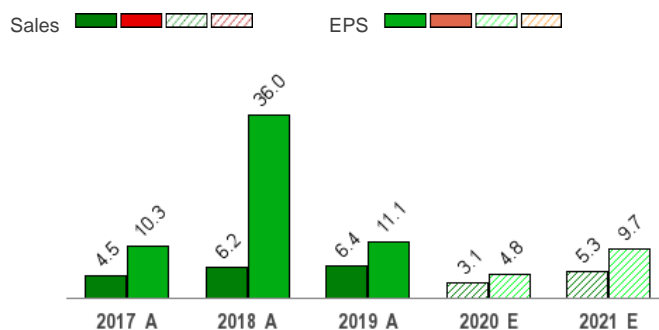
### Price, Consensus & Surprise



### Data Overview

52 Week High-Low	\$487.95 - \$251.52
20 Day Average Volume (sh)	616,700
Market Cap	\$35.2 B
YTD Price Change	8.1%
Beta	1.10
Dividend / Div Yld	\$0.00 / 0.0%
Industry	<a href="#">Automotive - Retail and Wholesale - Parts</a>
Zacks Industry Rank	Top 16% (40 out of 254)

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



Last EPS Surprise	73.2%
Last Sales Surprise	21.0%
EPS F1 Est- 4 week change	12.2%
Expected Report Date	10/28/2020
Earnings ESP	12.2%

P/E TTM	23.2
P/E F1	25.3
PEG F1	1.6
P/S TTM	3.3

### Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	2,600 E	2,743 E	2,822 E	2,642 E	11,020 E
2020	2,476 A	3,092 A	2,727 E	2,564 E	10,462 E
2019	2,411 A	2,590 A	2,667 A	2,483 A	10,150 A

### EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$4.61 E	\$5.21 E	\$5.74 E	\$4.75 E	\$20.56 E
2020	\$3.97 A	\$7.10 A	\$5.35 E	\$4.27 E	\$18.74 E
2019	\$4.05 A	\$4.51 A	\$5.08 A	\$4.25 A	\$17.88 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 08/03/2020. The reports text is as of 08/04/2020.

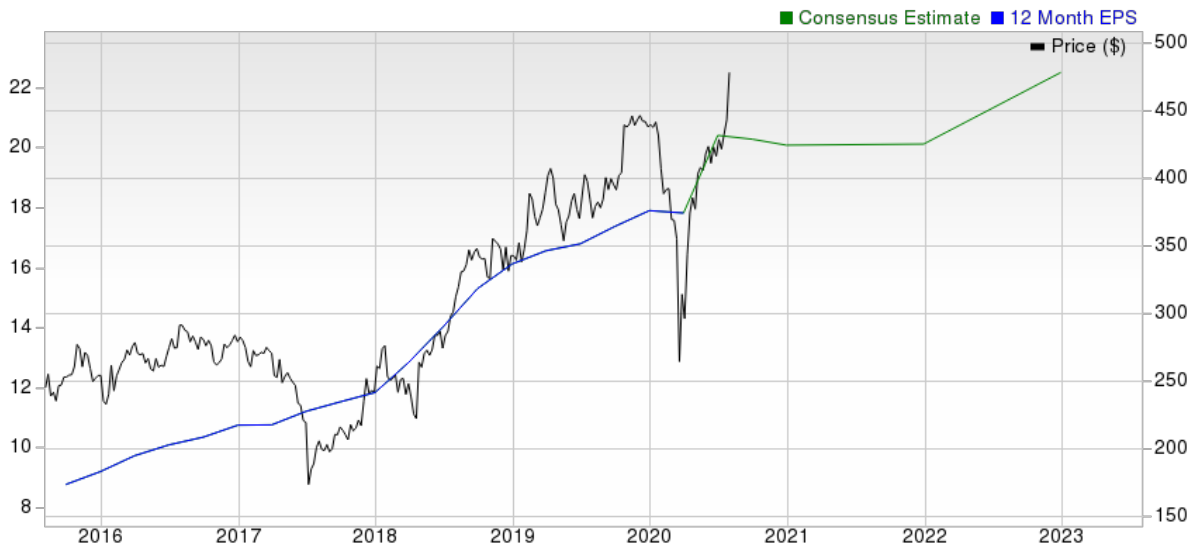
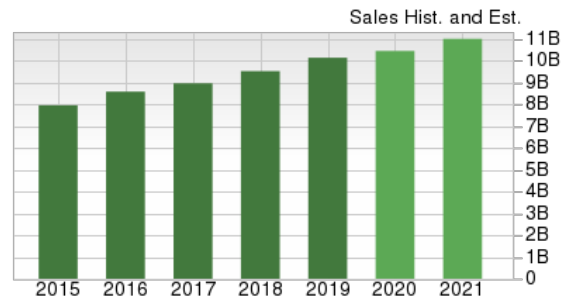
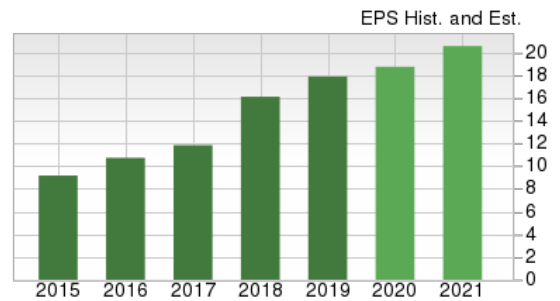
## Overview

O'Reilly Automotive, Inc. is a leading specialty retailer of automotive aftermarket parts, tools, supplies, equipment and accessories in the United States. The company sells products to both Do-it-Yourself (DIY) customers and Do-it-for-Me (DIFM) or professional installers. It sells an extensive line of products consisting of new and remanufactured automotive hard parts (such as mufflers, brakes and shock absorbers), maintenance items, accessories, a complete range of auto body paint and related materials, automotive tools and professional service equipment. The company has a track record of over 20 years of following a dual-market strategy by serving both DIY and DIFM customers and is among the top three companies in both the markets.

Founded in 1957, O'Reilly's initially operated from a single store in Springfield, MO. The company's stores offer several services and programs to customers, which include battery diagnostic testing, check engine light code extraction and loaner tool program, among others. The products offered by the company stores are vehicle accessories, such as floor mats and seat cover as well as maintenance items like antifreeze, engine additives, filters, fluids, lighting and wiper blades. Besides these, it provides new as well as remanufactured automotive hard parts like alternators, batteries, brake system components, belts, chassis parts, driveline parts, engine parts and fuel pumps.

The automotive aftermarket items industry is a highly competitive industry. O'Reilly's presence in the market, customer service, product availability, store location, brand recognition price and store location position the company in a competitive position in the market among peers in the industry.

The company has been expanding its physical presence through opening or acquiring stores while maintaining the existing ones. In April 2019, it purchased a 580,000-square-foot building in the north of Mississippi. The new location will be used as distribution center project, supporting the company to offer improved service across the Memphis area markets.



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## Reasons To Buy:

- ▲ O'Reilly's revenue growth is impressive. The specialty retailer of automotive aftermarket parts has been generating record revenues since 27 consecutive years on the back of stable growth in the auto parts market and expansion of the store base. Customer-centric business model and growing demand for technologically advanced auto parts are likely to drive O'Reilly's prospects.
- ▲ Increased complexity of auto parts and repairs are driving more people to independent repair shops. Thus, as the cars as getting more technologically advanced, high quality auto parts are much in demand, which are likely to bolster the company's sales and earnings in future.
- ▲ The specialty auto parts retailer is poised to benefit from store openings and distribution centers in profitable regions. In addition to opening stores in new markets, the company has been actively increasing store count in less-populated areas. O'Reilly's penetration in new and contiguous markets will help in business growth in markets across the country. To help serve customers effectively amid the coronavirus mayhem, it is undertaking several initiatives like curbside pickup for Buy Online and Pick Up In-Store orders, et al.
- ▲ The company has a competitive edge due to dual-market strategy and a strong distribution network. O'Reilly's wide-ranging product portfolio caters to Do-it-Yourself (DIY) and Do-it-for-Me (DIFM) customers, which are driving comparable store sales growth. The firm's buyout of Mayasa Auto Parts bodes well and marks O'Reilly's first international expansion transaction.

O'Reilly has been generating record revenues since 27 consecutive years on the back of stable growth in the auto parts market and expansion of the store base.

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## Risks

- Over the last few quarters, the company is bearing the brunt of increasing selling, general and administrative (SG&A) expenses. The rise in SG&A costs are attributed to increased expenses for opening stores, distribution centers and maintaining the existing ones, along with efforts to provide superior customer service. O'Reilly's plan to pursue omni-channel goals is likely to increase expenses even more, thereby clipping profit margins. Notably, the company's SG&A expenses increased 4% in the first half of 2020. Continuous rise in SG&A expenses are likely to strain margins further.
  - O'Reilly has a stretched balance sheet which restricts its financial flexibility and limits growth. Its rising debt levels are a major cause of concern. Notably, its long-term debt stands at \$4,127.4 million, increasing from the year-ago level of \$3,783.7 million. Its total debt-to-capital ratio stands at 0.98, higher than its industry's 0.81. High leverage decreases the firm's financial flexibility to tap onto growth opportunities.
  - While O'Reilly started witnessing recoveries in sales since May and generated robust revenues during the second quarter of 2020, the company remains skeptical if it will be able to retain the same momentum through 2020. With the rise in the number of coronavirus cases and fears of another shutdown amid COVID-19-induced uncertainty, it has refrained from providing its annual guidance.
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## Last Earnings Report

### O'Reilly Q2 Earnings & Sales Top Estimates

O'Reilly reported second-quarter 2020 earnings per share of \$7.10, which surpassed the Zacks Consensus Estimate of \$4.10. Remarkable comparable store sales growth led to the outperformance. Precisely, comps grew 16.2% against the Zacks Consensus Estimate of a decline of 12%.

The bottom line also increased from \$4.51 a share recorded in the prior-year quarter. O'Reilly's quarterly revenues came in at \$3,091.6 million, which topped the consensus mark of \$2,502 million. Moreover, the top line was higher than the prior-year level of \$2,589.8 million.

After witnessing coronavirus-led challenges in the first two weeks of the quarter ended Jun 30, O'Reilly witnessed a robust increase in sales volume for the rest of the quarter. Comps growth of 16.2% for the quarter under review compared much favorably with the prior-year period's increase of 3.4% on the back of robust sales in May and June.

Notably, SG&A expenses increased to \$900.7 million from \$870.2 million in second-quarter 2019. Nonetheless, operating income rose to \$736.5 million from \$498.1 million reported in the prior-year quarter on the back of high sales. Net income amounted to \$531.6 million, up 50% year over year.

While the company tapped brakes on the share repurchase program on Mar 16, it resumed the buyback program on May 29 in view of an improving business scenario.

During the reported quarter, O'Reilly repurchased 0.2 million shares for \$77 million at an average price of \$417.79 per share. The company currently has approximately \$882 million remaining under the current share repurchase authorization. However, amid COVID-19-induced uncertainty, it has refrained from providing its annual guidance.

The company had cash and cash equivalents of \$872.4 million as of Jun 30, 2020. Its long-term debt stands at \$4,127.4 million, increasing from the year-ago level of \$3,783.7 million.

During the quarter under review, O'Reilly generated \$1,099.9 million in cash from operating activities compared with \$406.4 million in the year-ago period. Capital expenditure amounted to \$111.2 million compared with \$142.7 million in the year-ago period. Free cash flow jumped to \$985.7 million from \$259.7 million a year ago. New stores opened during the quarter totaled 50, bringing the total store count to 5,583 as of Jun 30, 2020.

Quarter Ending **06/2020**

Report Date	Jul 29, 2020
Sales Surprise	<b>20.98%</b>
EPS Surprise	<b>73.17%</b>
Quarterly EPS	<b>7.10</b>
Annual EPS (TTM)	<b>20.40</b>

## Valuation

O'Reilly's shares are up 8.1% and 30.3% in the year-to-date period and over the trailing 12-month period, respectively. Stocks in the Zacks Automotive - Retail and Wholesale - Parts industry and the Auto sector are up 3.8% and 17.5%, in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector are up 17.4% and 36.5%, respectively.

The S&P 500 index is up 1.7% and 15.5% in the year-to-date period and in the past year, respectively.

The stock is currently trading at 24.98X forward 12-month earnings, which compares to 20.96X for the Zacks sub-industry, 24.91X for the Zacks sector and 22.62X for the S&P 500 index.

Over the past five years, the stock has traded as high as 28.05X and as low as 13.38X, with a 5-year median of 20.73X. Our Outperform recommendation indicates that the stock will perform better than the market. Our \$545 price target reflects 28.74X F12M earnings.

The table below shows summary valuation data for ORLY:

Valuation Multiples - ORLY					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	24.98	20.96	24.91	22.62
	5-Year High	28.05	21.41	25.33	22.62
	5-Year Low	13.38	12.62	8.2	15.25
	5-Year Median	20.73	17.73	9.87	17.55
EV/EBITDA TTM	Current	16.61	24.3	11.5	12.67
	5-Year High	18.21	24.46	11.75	12.85
	5-Year Low	9.25	15.21	6.8	8.24
	5-Year Median	15.15	20.3	9.27	10.88
P/S F12M	Current	3.28	1.89	0.87	3.59
	5-Year High	3.35	1.96	0.87	3.59
	5-Year Low	1.69	1.15	0.49	2.53
	5-Year Median	2.81	1.7	0.61	3.04

As of 08/03/2020

## Industry Analysis Zacks Industry Rank: Top 16% (40 out of 254)



## Top Peers

Company (Ticker)	Rec	Rank
Standard Motor Products, Inc. (SMP)	Outperform	1
Advance Auto Parts, Inc. (AAP)	Neutral	3
American AxleManufacturing Holdings, Inc. (AXL)	Neutral	3
AutoZone, Inc. (AZO)	Neutral	3
Dorman Products, Inc. (DORM)	Neutral	3
Genuine Parts Company (GPC)	Neutral	3
CarMax, Inc. (KMX)	Neutral	3
Tenneco Inc. (TEN)	Neutral	3

Industry Comparison Industry: Automotive - Retail And Wholesale - Parts				Industry Peers		
	ORLY	X Industry	S&P 500	AAP	AZO	KMX
Zacks Recommendation (Long Term)	Outperform	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	1	-	-	3	3	3
VGM Score	B	-	-	C	A	A
Market Cap	35.17 B	15.88 B	22.67 B	10.54 B	28.18 B	15.88 B
# of Analysts	10	8	13.5	9	8	5
Dividend Yield	0.00%	0.00%	1.77%	0.66%	0.00%	0.00%
Value Score	C	-	-	B	A	A
Cash/Price	0.02	0.03	0.07	0.12	0.02	0.07
EV/EBITDA	18.17	13.71	13.08	13.64	13.71	20.27
PEG Ratio	1.64	2.11	2.94	2.20	2.02	2.44
Price/Book (P/B)	59.70	19.71	3.10	2.98	NA	4.44
Price/Cash Flow (P/CF)	21.52	14.62	12.34	12.86	14.84	14.41
P/E (F1)	25.28	24.46	21.71	23.64	18.96	30.23
Price/Sales (P/S)	3.28	1.81	2.46	1.11	2.33	0.87
Earnings Yield	3.96%	3.96%	4.38%	4.23%	5.27%	3.31%
Debt/Equity	9.81	1.10	0.75	0.92	-4.84	4.15
Cash Flow (\$/share)	22.02	11.86	6.94	11.86	81.35	6.76
Growth Score	A	-	-	F	B	A
Hist. EPS Growth (3-5 yrs)	19.02%	14.06%	10.46%	-1.61%	14.38%	13.75%
Proj. EPS Growth (F1/F0)	4.81%	1.86%	-7.08%	-21.22%	0.35%	-39.55%
Curr. Cash Flow Growth	4.97%	7.27%	5.47%	7.27%	15.07%	7.77%
Hist. Cash Flow Growth (3-5 yrs)	11.32%	9.09%	8.55%	-0.81%	8.49%	9.70%
Current Ratio	0.95	1.05	1.32	1.36	0.94	2.85
Debt/Capital	90.75%	66.53%	44.21%	47.79%	NA	80.58%
Net Margin	14.45%	4.10%	10.25%	4.10%	12.90%	3.45%
Return on Equity	490.94%	13.20%	14.72%	13.20%	-91.18%	18.00%
Sales/Assets	0.98	0.98	0.52	0.83	1.00	0.89
Proj. Sales Growth (F1/F0)	3.08%	1.04%	-1.79%	-1.02%	1.04%	-10.08%
Momentum Score	C	-	-	D	D	C
Daily Price Chg	-0.75%	-0.02%	0.27%	1.61%	-0.04%	0.44%
1 Week Price Chg	7.92%	3.32%	0.14%	1.95%	3.32%	-0.50%
4 Week Price Chg	11.26%	9.78%	2.96%	9.78%	6.11%	7.77%
12 Week Price Chg	18.77%	21.13%	10.90%	21.13%	14.52%	28.23%
52 Week Price Chg	30.30%	16.05%	2.35%	6.56%	13.55%	16.05%
20 Day Average Volume	616,700	819,278	2,043,624	819,278	173,248	1,129,116
(F1) EPS Est 1 week change	10.50%	0.00%	0.00%	0.00%	1.07%	0.00%
(F1) EPS Est 4 week change	12.21%	0.71%	0.82%	0.71%	1.30%	-1.70%
(F1) EPS Est 12 week change	13.87%	4.37%	0.59%	0.61%	4.37%	10.52%
(Q1) EPS Est Mthly Chg	13.38%	0.00%	0.25%	-0.86%	0.67%	-4.91%

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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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