

## Red Robin (RRGB)

**\$13.87** (As of 06/01/20)

Price Target (6-12 Months): **\$14.50**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 01/07/20)

Prior Recommendation: Underperform

Short Term: 1-3 Months

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

**3-Hold**

Zacks Style Scores:

VGM:B

Value: B

Growth: C

Momentum: A

## Summary

Shares of Red Robin Gourmet Burgers have underperformed the industry in the past year. This dismal performance can be primarily attributed to the coronavirus outbreak. Owing to the uncertainty of the crisis, the company has withdrawn its 2020 guidance as well as suspended its share repurchase programs. The company's preliminary comparable restaurant revenues were down 20.8% for the first quarter ended Apr 19, 2020. In the first five weeks of the second quarter, comparable restaurant revenues witnessed sequential improvement. Due to the pandemic, traffic has declined considerably. Also, increase in labor and other restaurant operating expenses are pressing concerns. However, efforts to improve sales and regain market share via efficient menu innovation, focus on increasing service speed and effective marketing strategy bode well.

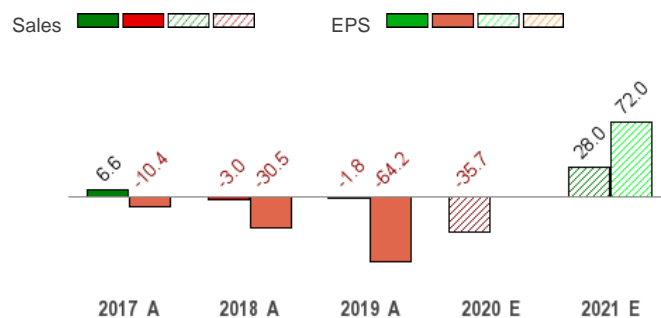
## Price, Consensus & Surprise



## Data Overview

52 Week High-Low	\$37.29 - \$4.04
20 Day Average Volume (sh)	537,579
Market Cap	\$179.0 M
YTD Price Change	-58.0%
Beta	2.53
Dividend / Div Yld	\$0.00 / 0.0%
Industry	<a href="#">Retail - Restaurants</a>
Zacks Industry Rank	Top 33% (83 out of 253)

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



Last EPS Surprise	-24.1%
Last Sales Surprise	-0.0%
EPS F1 Est- 4 week change	0.0%
Expected Report Date	06/04/2020
Earnings ESP	0.0%
P/E TTM	22.4
P/E F1	NA
PEG F1	NA
P/S TTM	0.1

## Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	317 E	254 E	240 E	253 E	1,083 E
2020	310 E	109 E	179 E	226 E	846 E
2019	410 A	308 A	294 A	303 A	1,315 A

## EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	-\$0.29 E	-\$0.52 E	-\$0.89 E	-\$0.25 E	-\$1.70 E
2020	-\$1.51 E	-\$4.15 E	-\$1.48 E	\$0.05 E	-\$6.08 E
2019	\$0.19 A	\$1.03 A	-\$0.24 A	-\$0.36 A	\$0.62 A

\*Quarterly figures may not add up to annual.

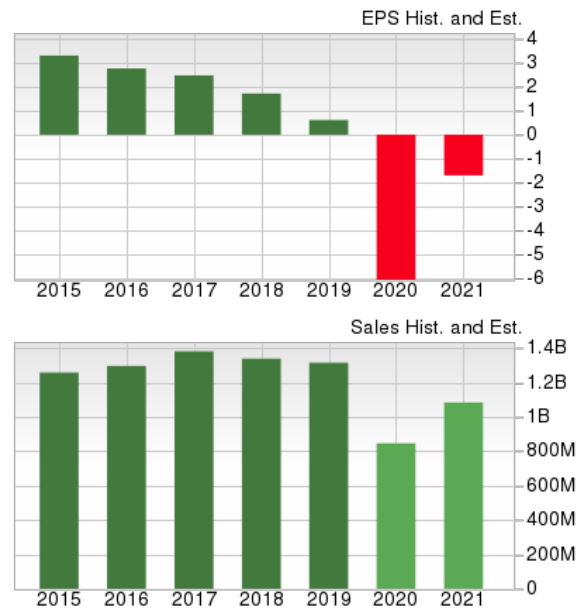
The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 06/01/2020. The reports text is as of 06/02/2020.

## Overview

Founded in 1969 in Seattle, WA, and made public in 2002, Red Robin Gourmet Burgers, Inc. is a full-service casual dining restaurant chain that serves an assorted range of burgers. Along with its subsidiaries, the company develops, operates and franchises full-service restaurants in North America.

Red Robin's first franchised restaurant was opened in Yakima, WA, in 1979. It offers salads, sandwiches and other entrées. The company also runs limited service non-traditional prototype restaurants, named Red Robin's Burger Works. As of Dec 29, 2019, Red Robin owned and operated 556 restaurants across the United States and Canada. Notably, it also had 102 franchised full-service restaurants in 16 states as of the same date. The company's franchisees are independent organizations but seek support from Red Robin. It operates its business as one operating as well as one reportable segment.

Red Robin's major source of revenues is sale of food and beverages at company-owned restaurants. The company earns from royalties and fees from franchised restaurants as well.



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## Reasons To Buy:

▲ **Transformation Initiatives to Improve Traffic:** In order to drive incremental traffic, Red Robin has been undertaking initiatives that have improved its restaurants' seating efficiency and lowered guests' waiting times. The company rolled out its Kitchen Display System (KDS) that is linked to table management software. It is expected to significantly improve guest experience by lowering ticket times and improving the quality of food at tableside. Meanwhile, Red Robin is focusing on expanding its productivity and service models, and also increasingly supporting To-Go and catering services to drive greater guest check. Red Robin is focusing on prudent pricing strategies to make its menu affordable to a varied range of customers, and drive incremental traffic and sales.

Brand transformation, menu innovation and digital enhancements are expected to aid topline growth while margin expansion initiatives bode well for future profitability.

▲ **Menu Innovation Drives Top-Line:** Apart from brand revitalization efforts, Red Robin is focused on menu innovation, operational improvement and making a better customer service platform. The company continues to launch a variety of salads, appetizers, innovative desserts and adult beverages as well as kids' menu. Notably, the company's marketing strategy focuses on driving traffic with everyday value advertising of premium burgers, appetizers, beverage and desserts. In addition, the company focuses on promotional and limited-time offers to increase revenues. It continues to derive traffic for the Tavern Double burgers. Meanwhile, the company is increasing its focus on improving consistency and quality of products such as gourmet burgers, chicken, buns and its signature Bottomless Steak Fries. The company had introduced a \$10-bundle dine-in only offer that includes a choice of three gourmet burgers, a choice of bottomless side and bottomless beverage which drove traffic in the company's test markets. Notably, during the fourth quarter 2019, the rise in menu mix was primarily driven by the company's current menu and promotional strategy that induced low Tavern burger sales, and high Finest burger and entrée sales. It also enhanced its menu with the introduction of Donatos Pizza. The company is optimistic that this menu enhancement will drive frequency, appetizer sales and delivery as has been successfully demonstrated in its test markets.

Moreover, a key long-term growth driver for the company is its guest loyalty program — Red Robin Royalty — initiated in 2011 with a goal to increase guest count. The company engages its guests through this program with offers designed to increase the frequency of visits. The company has more than 9 million Royalty members. It also informs its enrolled guests about new menu items to generate awareness and for trials. Also, one of the key benefits the company is realizing with off-premise on its loyalty program is the ability to reach guests on holidays.

During fourth-quarter fiscal 2019, the company started testing marketing automation as part of its loyalty platform upgrade initiative with e-mail offers targeted by visit frequency and purchase behavior. Initial results are very encouraging as that continues to optimize the effectiveness and profitability of this functionality through testing.

▲ **Digital Initiatives to Boost Business:** The digital wave has hit the U.S. fast-casual restaurant space as more and more restaurants are deploying technology to enhance the guest experience. In line with this, Red Robin too has been investing more in technology and data infrastructure. The company is set to grow its off-premise, online-ordering business via carry-out, delivery and catering. The growing demand for off-premise orders is resulting in higher traffic. However, in 2018, the company failed to maintain its year-over-year traffic growth in off-premise businesses via carry-out, delivery and catering over the past several quarters. Red Robin's move of moving call-in ordering to a centralized call center is also yielding positive results and it is thus slowly expanding its reach to ensure quality experience. On the delivery front, the company partnered with Amazon, DoorDash and GrubHub. In fact, the company is working with each provider to better integrate into its POS and KDS systems, and ease the intricacy in operations teams. During October 2019, it completed the rollout of POS terminals, and headsets and printers that contain menu item details for off-premise orders, thereby enabling the company to deliver an improved guest experience. Also, third-party delivery is now available at most of its locations.

▲ **Strategic Plan to Enhance Profitability:** At its ICR Investor Conference in Orlando during 2016, Red Robin outlined the go-forward plan known as RED2. The primary objective of this initiative is doubling the company's EBITDA by 2020. The initiative aims to focus mainly on three areas — revenue growth, expense management and efficient capital deployment.

On the expense front, the company is focusing on a new supply chain management software, replacing its older manual system. This might result in improved control of waste and cost of goods, significantly reducing inventory levels at its restaurants. It would also allow restaurant managers to interact more with guests, resulting in improved guest experience.

Furthermore, Red Robin intends to deploy more capital to its shareholders once the company completes brand transformation remodeling at all restaurants. Annually, management expects to reduce expenses by about 20 basis points (bps) as part of the five-year strategic plan.

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## Reasons To Sell:

- ▼ **Coronavirus Likely to Hurt 2020 Results:** The recent outbreak of the coronavirus in China now became a global crisis. The Retail - Restaurants industry is currently grappling with the situation and Red Robin isn't immune to the trend either.

To contain the spread of the virus, the company has temporarily closed 35 company-operated restaurants. Moreover, the company announced temporary pay cuts of 20% for all non-furloughed restaurant support center and restaurant supervisory team members, effective as of Apr 20, 2020, in an effort to reduce costs. Owing to the uncertainty of the crisis, the company has withdrawn its 2020 guidance as well as suspended its share repurchase programs.

Coronavirus-related woes, soft comps, high expenses and limited international presence poses concern for the company.

- ▼ **Dismal Q4 Earnings:** Red Robin's fourth-quarter earnings missed the Zacks Consensus Estimate. It reported loss per share of 36 cents, wider than the Zacks Consensus Estimate of a loss of 24 cents. In the year-ago quarter, the company reported adjusted earnings of 43 cents per share. However, the Zacks Consensus Estimate for 2020 is currently pegged at 40 cents. Notably, estimates for 2020 have been revised downward over the past 30 days, indicating analysts' concern for the stock.
- ▼ **Limited Focus on Franchising:** Unlike most of its peers, Red Robin remains focused on the company-owned restaurants that allow it to have total control over operations and also keep generating profits. However, this limited focus on franchising burdens the company with increased costs, which could have been transferred on to franchisees had there been a franchise business model. As of Dec 29, 2019, the company had 102 franchised full-service restaurants.
- ▼ **Higher Costs Continue to Hurt Margins:** Red Robin has been witnessing rising costs and expenses in the recent quarters. The Affordable Care Act, commonly known as Obamacare, would continue to have an adverse impact on restaurant operators. Meanwhile, Red Robin is investing heavily in several sales building initiatives like advertising and technical upgrades, which will result in elevated costs. Remodeling and restaurant maintenance also add to the already rising expenses. In the fourth quarter of fiscal 2019, restaurant-level operating profit margin contracted 50 bps to 18.9%. This decline was due to a 20-bps rise in labor costs and a 110-bps increase in other restaurant operating expenses.
- ▼ **Industry Susceptible to Consumer Discretionary Spending:** Red Robin operates in the retail restaurant space that is highly dependent on consumer discretionary spending. Consumers' propensity to spend largely depends on the overall macroeconomic scenario. Although higher disposable income and increased wages are favoring the industry right now, it can change with the slightest disruption in the economy. The company, therefore, is highly vulnerable to the inconsistent nature of consumer discretionary spending. If it does not make pragmatic use of advanced technologies to innovate across value chains, it has high chances of fading out like many other restaurant retailers.
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## Last Earnings Report

### Red Robin Earnings & Revenues Miss Estimates in Q4

Red Robin Gourmet Burgers, reported unimpressive fourth-quarter fiscal 2019 results, with the top and the bottom line missing the Zacks Consensus Estimate. Decline in traffic and soft restaurant revenues have hurt the quarterly results.

The company reported loss per share of 36 cents, wider than the Zacks Consensus Estimate of a loss of 29 cents. In the year-ago quarter, the company had reported adjusted earnings of 43 cents.

Quarter Ending **12/2019**

Report Date	Feb 25, 2020
Sales Surprise	-0.01%
EPS Surprise	-24.14%
Quarterly EPS	-0.36
Annual EPS (TTM)	0.62

### Revenue Discussion

Revenues came in at \$302.95 million, which missed the Zacks Consensus Estimate of \$303 million and fell 1.3% from the prior-year quarter's tally. The downside was caused by decline in restaurant revenues.

Comparable restaurant revenues inched up 1.3% year over year (on a constant-currency basis), driven by a 4.7% gain in average check and partially offset by a 3.4% decline in guest count. The increase in average guest check can be attributed to a 1.1% rise in menu mix, 1.8% hike in pricing and a 1.8% increase from lower discounting.

Notably, the increase in menu mix was primarily due to its current menu and promotional strategy.

### Operating Results

Restaurant-level operating profit margin contracted 50 basis points (bps) to 18.9%. The decline was caused by an increase in wage rates and higher levels of staffing at the restaurant manager level. Other restaurant operating costs increased 110 bps primarily due to an increase in third-party delivery fees driven by higher off-premise sales volume as well as increased restaurant technology costs compared with favorable adjustment in the prior-year quarter.

Cost of sales margin declined 60 bps, while occupancy costs inclined 20 bps due to higher general liability costs, partially offset by lower rent expenses stemming from restaurant closures.

Adjusted earnings before interest, taxes and amortization declined to \$26.7 million from \$28.4 million in the year-ago quarter.

### 2019 Highlights

In 2019, total revenues amounted to \$1,315 million compared with \$1,338.6 million in 2018.

Adjusted earnings per share (EPS) for the year ended on Dec 29, 2019 were 62 cents compared with \$1.73 on Dec 30, 2018.

Adjusted EBITDA was \$101.3 million compared with \$123.8 million in 2018.

## Recent News

### Red Robin Reports Preliminary Comps – May 29, 2020

Red Robin Gourmet Burgers reported preliminary comparable restaurant sales for first-quarter fiscal 2020 and the first five weeks of second quarter.

#### Preliminary Comparable Sales

With 38% (or 158 dining rooms) company-operated restaurants re-opened, Red Robin has been witnessing improvement in sales.

The company's preliminary comparable restaurant revenues were down 20.8% for the first quarter ended Apr 19, 2020. In the first eight weeks of the first quarter, comps increased 3.7%. However, in the last eight weeks of the first quarter, comps declined 43.2% due to the pandemic. Comparable restaurant guest counts fell 20.9%

In the first five weeks of the second quarter, comparable restaurant revenues witnessed sequential improvement. For the week ended Apr 26, May 3, May 10, May 17 and May 24, comparable restaurant revenues fell 56%, 54.7%, 52.2%, 47.9%, and 47%, respectively.

### Red Robin Provides Business Updates Amid Coronavirus – Apr 14, 2020

Red Robin Gourmet Burgers recently provided an update on its business and initiatives that it is undertaking in response to the coronavirus pandemic. To contain the spread of the virus, the company has temporarily closed 35 company-operated restaurants. Moreover, the company announced temporary pay cuts of 20% for all non-furloughed restaurant support center and restaurant supervisory team members, effective as of Apr 20, 2020, in an effort to reduce costs.

### Red Robin Revokes 2020 Guidance Due to Coronavirus – Apr 2, 2020

The devastating impact of the novel coronavirus outbreak (COVID-19) on the global economy has compelled Red Robin Gourmet Burgers to withdraw its previously announced 2020 guidance. Thanks to the crisis, the company has also suspended its share repurchase programs.

## Valuation

Red Robin's shares have declined 58% in year-to-date period and 45.5% in the trailing 12-month period. Stocks in the Zacks sub-industry is down 7%, but stocks in the Zacks Retail-Wholesale sector are up 24.9%, in the year-to-date period. Over the past year, the Zacks sub-industry is down 2.5% while sector is up by 7.9%.

The S&P 500 index is down 5.2% in the year-to-date period and 11.5% in the past year.

The stock is currently trading at 22.37X trailing 12-month earnings, which compares to 27.89X for the Zacks sub-industry, 30.96X for the Zacks sector and 19.67X for the S&P 500 index.

Over the past five years, the stock has traded as high as 59.89X and as low as 8.36X, with a 5-year median of 20.76X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$14.5 price target reflects 22.38X trailing 12-month earnings.

The table below shows summary valuation data for RRGB.

Valuation Multiples - RRGB					
		Stock	Sub-Industry	Sector	S&P 500
P/E TTM	Current	22.37	27.89	30.96	19.67
	5-Year High	59.89	29.42	31.6	22.23
	5-Year Low	8.36	23.17	23.32	15.96
	5-Year Median	20.76	26.08	26.44	19.11
P/S F12M	Current	0.19	3.66	1.08	3.44
	5-Year High	0.97	3.93	1.12	3.44
	5-Year Low	0.05	2.81	0.81	2.53
	5-Year Median	0.48	3.3	0.94	3.02
P/CF	Current	3.1	20.23	15.99	15.6
	5-Year High	10.18	20.59	15.99	22.72
	5-Year Low	1.16	8.61	10.84	11.69
	5-Year Median	5.17	16.84	12.98	16.36

As of 06/01/2020

## Industry Analysis Zacks Industry Rank: Top 33% (83 out of 253)



## Top Peers

Company (Ticker)	Rec	Rank
Dunkin Brands Group, Inc. (DNKN)	Neutral	3
Dominos Pizza Inc (DPZ)	Neutral	2
McDonalds Corporation (MCD)	Neutral	3
Restaurant Brands International Inc. (QSR)	Neutral	3
Starbucks Corporation (SBUX)	Neutral	4
The Wendys Company (WEN)	Neutral	3
Yum Brands, Inc. (YUM)	Neutral	3
Yum China Holdings Inc. (YUMC)	Neutral	2

Industry Comparison Industry: Retail - Restaurants				Industry Peers		
	RRGB	X Industry	S&P 500	SBUX	YUM	YUMC
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	4	3	2
VGM Score	B	-	-	D	C	D
Market Cap	179.02 M	265.03 M	21.80 B	91.50 B	27.25 B	17.68 B
# of Analysts	4	6	14	15	9	6
Dividend Yield	0.00%	0.00%	1.97%	2.09%	2.08%	1.02%
Value Score	B	-	-	D	D	C
Cash/Price	0.17	0.11	0.06	0.03	0.04	0.09
EV/EBITDA	10.30	11.30	12.62	17.32	18.85	11.30
PEG Ratio	NA	4.60	2.92	4.55	2.62	4.60
Price/Book (P/B)	0.50	1.91	2.98	NA	NA	5.60
Price/Cash Flow (P/CF)	1.80	8.23	11.85	18.99	22.42	15.26
P/E (F1)	NA	41.04	21.45	62.56	32.34	43.63
Price/Sales (P/S)	0.14	0.61	2.30	3.43	4.86	2.15
Earnings Yield	-43.84%	0.32%	4.48%	1.60%	3.09%	2.30%
Debt/Equity	1.86	1.09	0.76	-2.56	-1.34	0.01
Cash Flow (\$/share)	7.72	1.81	6.96	4.12	4.04	3.08
Growth Score	C	-	-	D	B	F
Hist. EPS Growth (3-5 yrs)	-21.29%	6.19%	10.87%	14.15%	0.51%	5.56%
Proj. EPS Growth (F1/F0)	-1,080.65%	-91.16%	-10.79%	-55.76%	-21.16%	-42.73%
Curr. Cash Flow Growth	-15.30%	4.82%	5.46%	5.49%	3.60%	10.09%
Hist. Cash Flow Growth (3-5 yrs)	-0.74%	6.26%	8.55%	12.19%	-6.71%	25.34%
Current Ratio	0.54	0.78	1.29	0.70	1.33	1.38
Debt/Capital	65.09%	68.47%	44.75%	NA	NA	0.79%
Net Margin	-0.60%	3.60%	10.59%	12.71%	19.89%	6.72%
Return on Equity	2.21%	2.29%	16.29%	-50.19%	-12.97%	17.46%
Sales/Assets	1.05	1.04	0.55	1.12	1.07	1.22
Proj. Sales Growth (F1/F0)	-35.64%	-8.70%	-2.67%	-11.26%	-3.47%	-7.80%
Momentum Score	A	-	-	A	C	D
Daily Price Chg	0.07%	0.88%	0.80%	0.42%	0.88%	1.36%
1 Week Price Chg	-1.84%	2.84%	4.60%	0.48%	2.84%	6.21%
4 Week Price Chg	6.28%	8.91%	8.94%	8.94%	8.94%	2.94%
12 Week Price Chg	-6.85%	-10.00%	8.65%	10.57%	8.15%	9.41%
52 Week Price Chg	-45.50%	-35.59%	0.08%	2.76%	-13.05%	15.26%
20 Day Average Volume	537,579	348,252	2,465,511	9,285,878	3,055,645	2,608,334
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.27%	0.00%	0.00%
(F1) EPS Est 4 week change	0.00%	0.00%	-0.27%	0.81%	-0.67%	0.00%
(F1) EPS Est 12 week change	-1,626.36%	-94.47%	-16.20%	-58.13%	-28.23%	36.00%
(Q1) EPS Est Mthly Chg	0.00%	3.65%	-0.83%	9.86%	-0.64%	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	<b>B</b>
Growth Score	<b>C</b>
Momentum Score	<b>A</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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