

## Rayonier Inc. (RYN)

**\$22.29** (As of 03/26/20)

Price Target (6-12 Months): **\$24.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 04/04/19)

Prior Recommendation: Underperform

Short Term: 1-3 Months

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

**3-Hold**

Zacks Style Scores:

VGM:D

Value: D

Growth: C

Momentum: C

## Summary

Rayonier owns a portfolio of timberlands in some of the most productive timber-growing regions of the U.S. South, Pacific Northwest and New Zealand. The company has also banked on strategic acquisitions to expand and improve its portfolio quality. Particularly, in January, as part of its strategy of adding high-quality timberlands in strong log markets, the company agreed to acquire Pope Resources in a cash-and-stock deal valued at \$554 million. The company also reported increase in fourth-quarter earnings per share. However, choppy market conditions due to competition from European salvage volume and near-term impacts of the coronavirus outbreak remain woes. Moreover, stringent regulations in the timberlands business hurt operations of the company. Furthermore, shares of Rayonier have underperformed its industry over the past year.

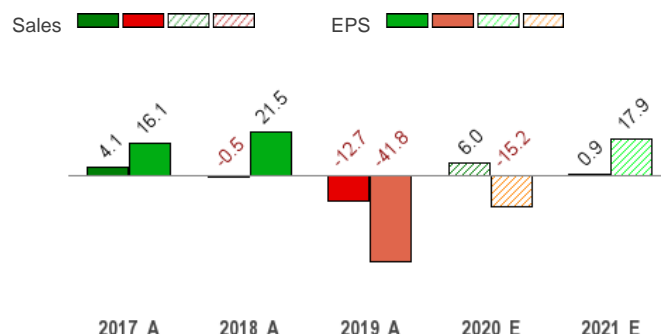
## Price, Consensus & Surprise



## Data Overview

52 Week High-Low	\$33.10 - \$15.96
20 Day Average Volume (sh)	1,058,903
Market Cap	\$2.9 B
YTD Price Change	-32.0%
Beta	1.06
Dividend / Div Yld	\$1.08 / 4.8%
Industry	<a href="#">Building Products - Wood</a>
Zacks Industry Rank	Bottom 38% (158 out of 253)

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



Last EPS Surprise	20.0%
Last Sales Surprise	-5.9%
EPS F1 Est- 4 week change	-5.6%
Expected Report Date	05/06/2020
Earnings ESP	38.5%
P/E TTM	49.5
P/E F1	57.2
PEG F1	NA
P/S TTM	4.1

## Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	181 E	180 E	191 E	210 E	762 E
2020	172 E	178 E	195 E	210 E	755 E
2019	192 A	185 A	156 A	179 A	712 A

## EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.09 E	\$0.08 E	\$0.11 E	\$0.13 E	\$0.46 E
2020	\$0.04 E	\$0.07 E	\$0.13 E	\$0.17 E	\$0.39 E
2019	\$0.19 A	\$0.14 A	\$0.00 A	\$0.12 A	\$0.46 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 03/26/2020. The reports text is as of 03/27/2020.

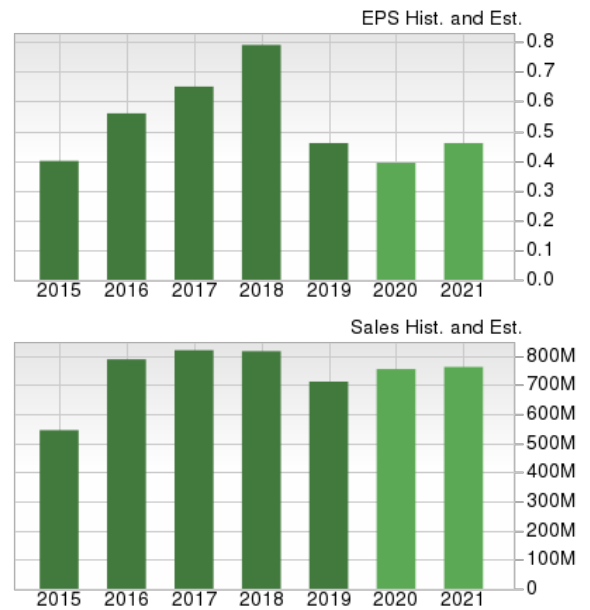
## Overview

Jacksonville, FL-based Rayonier Inc. is a leading timberland real estate investment trust (REIT). The company, as of Dec 31, 2019, owned, leased or managed around 2.6 million acres of timberlands across the United States and New Zealand.

Its portfolio includes 1.8 million acres and 379,000 acres in the U.S. South and Pacific Northwest, respectively. Notably, Rayonier — via a New Zealand-based joint venture — holds a 77% ownership interest in Matariki Forestry Group. Matariki owns or leases around 414,000 gross acres of timberlands in New Zealand.

The company mainly operates in five segments — Southern Timber, Pacific Northwest Timber, New Zealand Timber, Real Estate and Trading. Southern Timber, Pacific Northwest Timber and New Zealand Timber segments comprise all activities associated with harvesting of timber, as well as other non-timber income activities. Licensing of properties for hunting, leasing of properties for mineral extraction and cell towers, and carbon credit sales are among the non-timber income activities.

The Real Estate segment comprises all U.S. and New Zealand land or leasehold sales. Further, the Trading segment mainly includes log trading activities that support the company's New Zealand operations. This segment is engaged in offering additional market intelligence, thereby growing the scale of export operations and realizing cost savings, which benefit the New Zealand Timber segment. Also, it offers market intelligence that benefits Southern and Pacific Northwest export log marketing.



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## Reasons To Buy:

▲ Rayonier owns or leases around 2.6 million acres of timberlands in some of the most productive timber-growing regions of the U.S. South, Pacific Northwest and New Zealand. Further, the timberlands are strategically located near the pulpwood consuming mills which manufacture products for the growing end-markets. Moreover, about 59% of Rayonier's Southern timberlands are positioned in the top three markets. Over the last several years, lumber production and capacity in the U.S. South has grown significantly, a trend that is expected to continue. Moreover, growth in demand for softwood pulpwood has remained strong and is poised to pick up the pace on expanding oriented strand board capacity investments.

Geographical diversity, favorable demand-supply dynamics, better pricing power, disciplined acquisition strategy & recent development in biogenetics and cloning bode well for Rayonier.

▲ The company has banked on strategic acquisitions to expand its portfolio and improve portfolio quality. These include \$1.7 billion of timberlands acquisition since 2011. The company's acquisitions are complementary to age-class profile and improved portfolio site index and inventory stocking. In addition, recently, Rayonier has agreed to acquire Pope Resources in a cash-and-stock deal valued at \$554 million, or \$126.91 per unit. The acquisition is a strategic fit for Rayonier as it will substantially enhance the scale of the company's Pacific Northwest timberland portfolio, adding 125,000 acres of fee ownership and increasing sustainable yield by 57 MMBF (or 455,000 tons) annually. Also, quality of Rayonier's Pacific Northwest portfolio gets uplift as proportion of Douglas-fir merchantable inventory will increase from 60% to 68%. The move adds to the geographic and log market diversity, as well as increases the proportion of ground-based logging, with significantly lower operating costs.

▲ Rayonier constantly strives for finding alternative uses of the timberlands for higher and better uses (HBU) and there are many attractive HBU opportunities across the U.S. South, mainly in the Florida and Georgia coastal corridor. The company remains focused on unlocking long-term value of its HBU development and rural property portfolio in its real estate segment. Also, the company has significantly improved its average HBU price realizations in recent years.

▲ Recent developments in the field of biogenetics and cloning have provided a tremendous impetus to the timberland REIT's business. Application of biogenetics leads to fast-growth in trees, ensuring proper sizes for maximum extraction of wood.

▲ Rayonier has a strong, investment grade credit profile with significant asset coverage. The company enjoys solid adjusted EBITDA margins as well as high EBITDA-to-Free Cash Flow conversion. Recurring cash generation from operations provides the company sufficient capacity to maintain productivity of timberlands through replanting and silviculture and pursue timberland acquisitions. Annually, it invests nearly \$35 million in silviculture and regeneration. Moreover, the company remains committed to increasing shareholders' wealth through dividend and share buybacks. It increased quarterly dividend by 8% to 27 cents per share effective second-quarter 2018 and thereafter maintained the same dividend rate. Further, as of Dec 31, 2019, the company had a remaining share-buyback authorization of \$90.9 million.

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## Reasons To Sell:

- ▼ Rayonier faces cut-throat competition in the market from national and local players, regarding a number of factors, including quality and price. Additionally, wood products, in general, encounter increasing rivalry from a variety of substitute products, like non-wood and engineered wood products.
- ▼ The company's earnings are susceptible to foreign exchange fluctuations because a number of its segments export products outside the nation. Specifically, the Pacific Northwest exports huge volumes of timber to China. The New Zealand Timber segment sells timber to mills in New Zealand as well as exports to markets in China, Korea and India. Also, export market conditions remain challenging due to competition from European salvage volume as well as the near-term impacts of the coronavirus outbreak.
- ▼ Timberland business is governed by federal rules and state forestry commissions. In other words, timberland REITs have to comply with strict regulatory requirements compared with other industries. These laws and regulations, which are subject to frequent changes, adversely affect the business of the timberland REIT. Further, due to the very nature of their properties, the timberland REITs are required to follow eco-friendly mandates in their trade.
- ▼ Shares of Rayonier have underperformed its industry over the past year. The company's shares have depreciated 26.5%, wider than its industry's decline of 20.6%. Moreover, the company's current-year earnings estimate revisions does not indicate a favorable outlook. In fact, the Zacks Consensus Estimate for 2020 earnings has been revised 7.1% downward over the past month. Therefore, given the above-mentioned concerns and southward estimate revisions, the stock has limited upside potential.

Tough compliance requirements, seasonality of forest products industry, cut-throat competition from national and local players, and foreign exchange fluctuations pose concerns before Rayonier.

## Last Earnings Report

### Rayonier Earnings Beat Estimates in Q4, Revenues Lag

Rayonier reported fourth-quarter 2019 earnings per share of 12 cents, surpassing the Zacks Consensus Estimate of 10 cents. This also compares favorably with the prior-year quarter earnings of 2 cents per share.

The quarterly performance reflects improved operating income in Southern Timber aided by higher non-timber income and increase in harvest volumes. Also, the Real Estate segment's results highlight an increase in the number of non-strategic/timberland and unimproved development acres sold.

Revenues were up 7.6% year over year to \$178.8 million but missed the Zacks Consensus Estimate of \$190 million.

For 2019, the company reported earnings per share of 46 cents, down from 79 cents earned in the prior year. Revenues of \$711.6 million also declined 12.8% year over year.

### Segmental Performance

During the reported quarter, operating income at the company's Southern Timber segment came in at \$12 million, up from \$7.2 million in the prior-year quarter. This upside resulted from higher non-timber income, increased volumes, lower lease related expenses and reduced depletion rates. However, the positives were partially offset by a drop in net stumpage prices.

The Pacific Northwest Timber segment reported an operating loss of \$1.3 million, narrower than the operating loss of \$4.1 million recorded in fourth-quarter 2018. This was mainly due to higher net stumpage prices, lower road maintenance and other costs and reduced depletion rates, partially offset by an increase in other variable costs.

The New Zealand Timber segment recorded operating income of \$9.4 million, down from the year-earlier tally of \$12.6 million. Results indicate lower net stumpage prices and higher roading costs, partly offset by higher volumes, increased non-timber income and favorable foreign exchange impacts.

Real Estate's operating income of \$12.7 million was significantly up from the year-ago \$4.6 million. This was chiefly due to a higher number of acres sold, partially muted by a drop in weighted-average prices.

The Trading segment reported operating loss of \$0.3 million in the quarter against operating income of \$0.3 million in the year-earlier quarter. This suggests lower margins due to port congestion and reduced availability of third-party export volume resulting from overall market price declines.

### Liquidity

Rayonier ended the fourth quarter with \$68.7 million in cash and cash equivalents, down from \$148.4 million recorded as of Dec 31, 2018. Total long-term debt was \$973.1 million, marginally up from \$972.6 million as on Dec 31, 2018.

### Outlook

Management expects to achieve 2020 net income attributable to Rayonier of \$47-\$57 million and adjusted EBITDA of \$245-\$270 million. This is excluding the impact of the company's expected mid-year acquisition of Pope Resources.

In the Southern Timber segment, the company expects to achieve full-year harvest volumes of 6.3 to 6.5 million tons, while in the Pacific Northwest Timber segment, the company projects harvest volumes of 1.4-1.5 million tons. In the New Zealand Timber segment, harvest volumes are expected at 2.6-2.7 million tons. Further, the company expects a notable increase in adjusted EBITDA in its Real Estate segment, based on current pipeline of transactions. However, the company anticipates that real estate activity will be greatly weighted to the second half of this year.

Quarter Ending **12/2019**

Report Date	<b>Feb 05, 2020</b>
Sales Surprise	<b>-5.90%</b>
EPS Surprise	<b>20.00%</b>
Quarterly EPS	<b>0.12</b>
Annual EPS (TTM)	<b>0.45</b>

## Recent News

### Rayonier's Pope Resources Buyout Deal Valued at \$554 Million – Jan 15, 2020

Rayonier has agreed to acquire Pope Resources in a cash-and-stock deal valued at \$554 million, or \$126.91 per unit. The move comes as part of the Rayonier's strategy of adding high-quality timberlands in strong log markets and will enhance the long-term value for shareholders.

The company projects the transaction, which is expected to close by mid-2020, to increase its annual adjusted EBITDA by \$38 million and cash available for distribution by \$25 million over the next five years. Moreover, it is expected to generate accretion to cash available for distribution per share in the first full year. Per the agreement terms, Pope Resources unitholders will have the right to elect to receive 3.929 Rayonier common shares, 3.929 units of Rayonier Operating Partnership LP, or \$125 in cash in exchange for each unit of Pope Resources, subject to a proration mechanism.

The acquisition seems a strategic fit for Rayonier as it will substantially enhance the scale of the company's Pacific Northwest timberland portfolio, adding 125,000 acres of fee ownership and increasing sustainable yield by 57 MMBF (or 455,000 tons) annually. Moreover, quality of Rayonier's Pacific Northwest portfolio gets uplift as proportion of Douglas-fir merchantable inventory will increase from 60% to 68%. The move adds to the geographic and log market diversity as well as increases the proportion of ground-based logging, with significantly lower operating costs. The acquisition will also result in adding 17,000 "look-through" acres from timber fund business as well as offer the scope to capitalize on regional expertise in silvicultural practices, log marketing and logistics. Moreover, the move will solidify the pipeline of value-added HBU and real estate development opportunities, including projects in Gig Harbor, Port Gamble, Kingston and Bainbridge Island in the west Puget Sound area.

The acquisition will lead to expected synergies of \$5 million annually. The company will benefit from the reduction of overhead expenses and elimination of redundant public company costs. Also, there is an opportunity to lower debt through portfolio optimization and large dispositions. Further, the umbrella partnership real estate investment trust ("UPREIT") structure provides tax deferral option for Pope unitholders while facilitating future timberland buyouts prospects for Rayonier.

### Dividend Update

On Feb 21, Rayonier announced a first quarter cash dividend of 27 cents per share on its common stock. This dividend will be paid on Mar 31, to its shareholders of record as of Mar 17, 2020.

## Valuation

Rayonier shares have been down 26.5% in the trailing 12 months. Stocks in the Zacks sub-industry and the Zacks Construction sector have declined 20.6% and 19.1% over the past year, respectively.

The S&P 500 Index has been up 12.6% over the past year.

The stock is currently trading at 52.22X forward 12-month price to earnings versus 19.01X for the Zacks sub-industry, 10.66X for the Zacks sector and 14.92X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 80.69X and as low as 33.96X, with a 5-year median of 58.45X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$24 price target reflects 56.23X forward 12-month earnings.

The table below shows summary valuation data for RYN.

Valuation Multiples - RYN					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	52.22	19.01	10.66	14.92
	5-Year High	80.69	29.92	16.21	19.34
	5-Year Low	33.96	17.17	10.66	14.92
	5-Year Median	58.45	24.03	13.97	17.42
P/S F12M	Current	3.81	1.99	5.99	2.68
	5-Year High	6.49	3.18	6.64	3.43
	5-Year Low	3.2	1.4	5.39	2.54
	5-Year Median	5.47	2.64	6.04	3
P/B TTM	Current	1.88	2	1.92	3.33
	5-Year High	2.98	3.3	2.89	4.56
	5-Year Low	1.57	1.62	1.68	2.85
	5-Year Median	2.3	2.64	2.52	3.63

As of 03/26/2020

## Industry Analysis Zacks Industry Rank: Bottom 38% (158 out of 253)



## Top Peers

Innovative Industrial Properties, Inc. (IIPR)	Outperform
CatchMark Timber Trust, Inc. (CTT)	Neutral
Farmland Partners Inc. (FPI)	Neutral
Gladstone Land Corporation (LAND)	Neutral
Safehold Inc. (SAFE)	Neutral
Weyerhaeuser Company (WY)	Neutral
EPR Properties (EPR)	Underperform
Potlatch Corporation (PCH)	Underperform

Industry Comparison Industry: Building Products - Wood				Industry Peers		
	RYN Neutral	X Industry	S&P 500	CTT Neutral	PCH Underperform	WY Neutral
<b>VGM Score</b>	<b>D</b>	-	-	<b>C</b>	<b>D</b>	<b>D</b>
Market Cap	2.88 B	1.65 B	18.50 B	378.11 M	2.09 B	13.63 B
# of Analysts	3	3	13	3	3	3
Dividend Yield	4.85%	1.15%	2.35%	7.00%	5.15%	7.44%
<b>Value Score</b>	<b>D</b>	-	-	<b>F</b>	<b>F</b>	<b>D</b>
Cash/Price	0.03	0.04	0.07	0.00	0.04	0.01
EV/EBITDA	15.71	15.90	11.16	-17.55	17.10	29.09
PEG Ratio	NA	1.06	1.74	NA	NA	NA
Price/Book (P/B)	1.87	1.70	2.44	1.96	1.70	1.67
Price/Cash Flow (P/CF)	15.35	10.35	9.87	NA	16.52	17.13
P/E (F1)	57.79	18.68	15.29	NA	40.73	26.11
Price/Sales (P/S)	4.05	1.32	1.93	3.54	2.53	2.08
Earnings Yield	1.75%	3.85%	6.47%	-2.72%	2.44%	3.83%
Debt/Equity	0.63	0.61	0.70	2.36	0.58	0.75
Cash Flow (\$/share)	1.45	1.90	7.01	-1.47	1.88	1.07
<b>Growth Score</b>	<b>C</b>	-	-	<b>A</b>	<b>C</b>	<b>D</b>
Hist. EPS Growth (3-5 yrs)	6.77%	7.41%	10.85%	NA	7.41%	-9.67%
Proj. EPS Growth (F1/F0)	-14.49%	28.89%	2.89%	88.77%	-4.58%	79.49%
Curr. Cash Flow Growth	-23.97%	-27.92%	5.93%	-24.67%	-41.03%	-42.27%
Hist. Cash Flow Growth (3-5 yrs)	-0.65%	18.17%	8.55%	NA	1.90%	-8.57%
Current Ratio	0.83	1.78	1.23	2.23	1.62	1.60
Debt/Capital	38.76%	38.76%	42.57%	70.25%	36.67%	42.91%
Net Margin	8.32%	1.62%	11.64%	-87.45%	6.73%	-1.16%
Return on Equity	3.76%	3.79%	16.74%	-44.03%	4.36%	3.32%
Sales/Assets	0.25	1.03	0.54	0.15	0.37	0.39
Proj. Sales Growth (F1/F0)	6.07%	6.20%	2.37%	2.95%	7.65%	2.23%
<b>Momentum Score</b>	<b>C</b>	-	-	<b>C</b>	<b>B</b>	<b>B</b>
Daily Price Chg	1.55%	1.78%	6.21%	10.14%	0.91%	3.16%
1 Week Price Chg	-13.27%	-23.41%	-16.96%	-23.82%	-13.98%	-32.66%
4 Week Price Chg	-15.70%	-27.89%	-15.70%	-18.33%	-15.06%	-30.68%
12 Week Price Chg	-31.03%	-31.03%	-23.67%	-30.42%	-26.06%	-37.80%
52 Week Price Chg	-29.31%	-26.37%	-13.99%	-20.92%	-16.87%	-31.30%
20 Day Average Volume	1,058,903	675,659	4,286,768	357,713	675,659	7,505,805
(F1) EPS Est 1 week change	0.00%	0.00%	-0.15%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	-5.60%	-1.86%	-2.28%	0.00%	-13.26%	-2.10%
(F1) EPS Est 12 week change	-16.90%	-1.53%	-3.22%	-23.08%	-25.65%	-10.54%
(Q1) EPS Est Mthly Chg	-13.33%	0.78%	-1.60%	0.00%	2.44%	2.50%

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