



# Harley-Davidson Inc. (HOG)

Updated November 3<sup>rd</sup>, 2021 by Samuel Smith

## Key Metrics

<b>Current Price:</b>	\$37	<b>5 Year CAGR Estimate:</b>	3.7%	<b>Market Cap:</b>	\$5.7 B
<b>Fair Value Price:</b>	\$47	<b>5 Year Growth Estimate:</b>	-3.6%	<b>Ex-Dividend Date:</b>	12/09/21 <sup>1</sup>
<b>% Fair Value:</b>	79%	<b>5 Year Valuation Multiple Estimate:</b>	4.8%	<b>Dividend Payment Date:</b>	12/24/21 <sup>2</sup>
<b>Dividend Yield:</b>	1.6%	<b>5 Year Price Target</b>	\$39	<b>Years Of Dividend Growth:</b>	0
<b>Dividend Risk Score:</b>	C	<b>Retirement Suitability Score:</b>	D	<b>Last Dividend Increase:</b>	N/A

## Overview & Current Events

Since 1903, Harley Davidson has been making American-style motorcycles. They take pride in being the pioneers of the style of bikes they manufacture and finance the sale of. Harley Davidson also makes and sells parts, accessories, merchandise and maintenance/repair services. Harley Davidson has a current market capitalization of \$5.7 billion.

Harley-Davidson reported Q3 results on 10/27/2021. GAAP EPS came in at \$1.05. Revenue increased by 20.3% year-over-year to \$1.16 billion. Gross margin stood at 26.7%. The company also reported shipments increased 12% to 47,900 units. Meanwhile, Harley-Davidson, for the full-year 2021, expects financial services segment operating income growth of 95% to 105%, capital expenditures of \$135 million to \$150 million, and motorcycles segment revenue growth of 30% to 35%. The company also expects GAAP motorcycles segment operating income margin of 6% to 8% after the European Union's decision to have the current tariff stay at 31% while tariff negotiations occur.

## Growth on a Per-Share Basis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
<b>EPS</b>	\$2.34	\$2.72	\$3.28	\$3.88	\$3.62	\$3.83	\$3.02	\$3.19	\$3.04	\$0.77	<b>\$3.60</b>	<b>\$3.00</b>
<b>DPS</b>	\$0.48	\$0.62	\$0.84	\$1.10	\$1.24	\$1.40	\$1.46	\$1.48	\$1.50	\$0.44	<b>\$0.60</b>	<b>\$1.50</b>
<b>Shares<sup>3</sup></b>	230.5	226.1	220.0	211.9	184.7	176.3	168.1	159.5	152.8	153.3	<b>153.8</b>	<b>162.8</b>

Harley-Davidson is using a three-pronged approach to growth development called "New Roads". They are focused on new products, broader access, and stronger dealers. In terms of new products, this past year the company premiered its first electric motorcycle. Also, 23 new physical stores were opened in Asia to expand their market. Harley-Davidson is also expanding with e-commerce, opening a storefront on Amazon and Tmall, a large Chinese e-commerce site.

That said, the company has been hammered by the coronavirus outbreak and turned in a very disappointing performance in 2020, which forced them to cut their dividend last year and keep it low this year as they seek to conserve cash and retain some of their cash flows for reinvestment in their business, as well as balance sheet repair.

## Valuation Analysis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
<b>Avg. P/E</b>	16.4	16.9	17.8	17.1	15.5	12.9	15.6	11.9	11.5	13.6	<b>10.3</b>	<b>13.0</b>
<b>Avg. Yld.</b>	1.3%	1.3%	1.4%	1.7%	2.2%	2.8%	3.1%	3.9%	4.3%	4.2%	<b>1.6%</b>	<b>3.8%</b>

Based on their historical averages and a recent recovery in the company's performance as the COVID-19 headwinds continue to dissipate in the U.S., we assume a fair value multiple of 13 times earnings. As a result, we expect the multiple to expand in the years to come, providing a meaningful tailwind to total returns.

We expect the yield to rise substantially in the coming years through dividend growth as the company looks to rebuild its prior payout.

<sup>1</sup> Estimate

<sup>2</sup> Estimate

<sup>3</sup> In millions

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## Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
Payout	20.0%	23.0%	26.0%	28.0%	34.0%	36.0%	43.0%	46.4%	49.3%	5.6%	16.7%	50.0%

Harley-Davidson has a competitive advantage with its history, unique style and name brand recognition. Harley-Davidson has crafted their image through careful marketing such as licensing deals with TV shows such as 'Sons of Anarchy' that convey the brand's image.

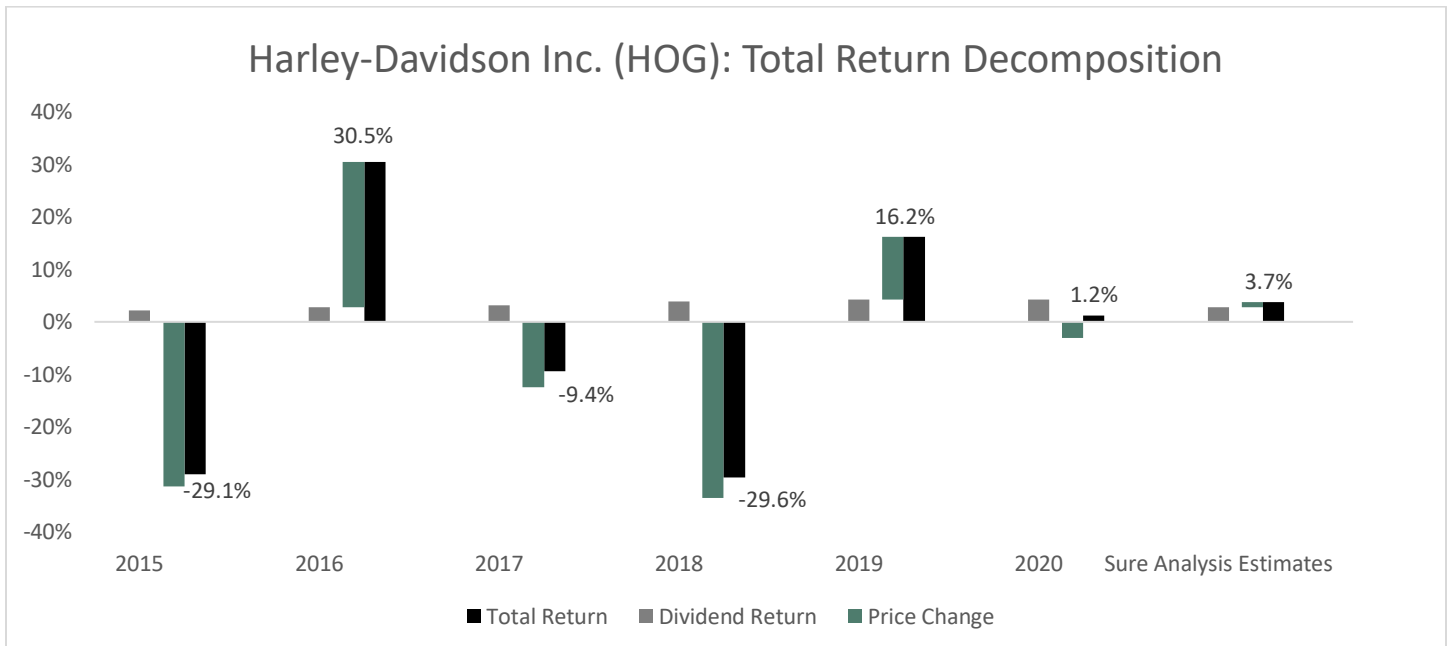
The company's dividend history has been good except for the last recession, when the dividend was cut from \$1.29 in 2008 to \$0.40 in 2009. This change came as their earnings per share fell from \$3.77 in 2008 to \$1.11 in 2009. As their motorcycles are mainly luxury items, Harley Davidson's sales are significantly impacted by economic downturns. During the Great Recession, Harley-Davidson was hit hard, losing 86% of its market capitalization. Earnings per share also dropped to \$0.06 in 2009.

Harley-Davidson has a strong interest coverage ratio and is making strides towards decreasing long-term debt. The largest risk to Harley-Davidson is an economic slowdown or recession. This is highly sensitive to the United States economy as 60%+ of all retail sales in recent years were in the United States. The COVID-19 outbreak had a huge impact on sales and earnings, and we expect Harley-Davidson to see a continued recovery in demand in the coming years.

## Final Thoughts & Recommendation

As the "Rewire" restructuring takes hold and new customers come forward, HOG is expected to rebound. That being said, it will likely be a rough road fraught with risk given the unstable nature of the global economy and the company's persistently disappointing results. As a result, we expect total annualized returns for Harley-Davidson to be 3.7% over the next half decade, and therefore view the stock as a sell. It is certainly not a stock that conservative dividend growth investors should favor as there has already been a recent steep dividend cut and concerns from the recent credit rating downgrade weigh in.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
<b>Revenue</b>	5,312	5,581	5,900	6,229	5,995	5,996	5,647	5,717	5,362	4,054
<b>Gross Profit</b>	1,976	2,162	2,338	2,521	2,477	2,397	2,195	2,172	1,922	1,024
<b>Gross Margin</b>	37.2%	38.7%	39.6%	40.5%	41.3%	40.0%	38.9%	38.0%	35.8%	25.3%
<b>SG&amp;A Exp.</b>	1,061	1,111	1,125	1,160	1,220	1,214	1,180	1,258	1,199	895
<b>D&amp;A Exp.</b>	180	169	167	179	198	210	222	265	233	
<b>Operating Profit</b>	898	1,029	1,154	1,281	1,156	1,046	882	807	588	129
<b>Operating Margin</b>	16.9%	18.4%	19.6%	20.6%	19.3%	17.4%	15.6%	14.1%	11.0%	3.2%
<b>Net Profit</b>	599	624	734	845	752	692	522	531	424	1
<b>Net Margin</b>	11.3%	11.2%	12.4%	13.6%	12.5%	11.5%	9.2%	9.3%	7.9%	0.0%
<b>Free Cash Flow</b>	696	612	769	914	840	918	799	992	687	1,047
<b>Income Tax</b>	245	338	380	439	398	332	342	155	134	(17)

## Balance Sheet Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
<b>Total Assets</b>	9674	9171	9405	9528	9973	9890	9973	10666	10528	12011
<b>Cash &amp; Equivalents</b>	1527	1068	1067	907	722	760	688	1204	834	3257
<b>Accounts Receivable</b>	1980	1973	2035	2164	2301	2361	2436	2521	2532	1653
<b>Inventories</b>	418	394	425	449	586	500	538	556	604	523
<b>Goodwill &amp; Int. Ass.</b>	29	30	30	28	54	53	63	61	75	
<b>Total Liabilities</b>	7254	6613	6396	6619	8133	7970	8128	8892	8724	10288
<b>Accounts Payable</b>	256	257	240	197	236	235	228	285	294	
<b>Long-Term Debt</b>	5723	5103	5259	5505	6872	6808	6988	7599	7445	8987
<b>Shareholder's Equity</b>	2420	2558	3009	2909	1840	1920	1844	1774	1804	1723
<b>D/E Ratio</b>	2.36	2.00	1.75	1.89	3.74	3.55	3.79	4.28	4.13	5.22

## Profitability & Per Share Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
<b>Return on Assets</b>	6.3%	6.6%	7.9%	8.9%	7.7%	7.0%	5.3%	5.2%	4.0%	0.0%
<b>Return on Equity</b>	25.9%	25.1%	26.4%	28.5%	31.7%	36.8%	27.7%	29.4%	23.7%	0.1%
<b>ROIC</b>	7.4%	7.9%	9.2%	10.1%	8.8%	7.9%	5.9%	5.8%	4.5%	0.0%
<b>Shares Out.</b>	230.5	226.1	220.0	211.9	184.7	176.0	168.1	162.8	162.8	162.8
<b>Revenue/Share</b>	22.61	24.34	26.33	28.61	29.43	33.21	32.66	34.33	33.98	26.34
<b>FCF/Share</b>	2.96	2.67	3.43	4.20	4.12	5.09	4.62	5.96	4.35	6.80

Note: All figures in millions of U.S. Dollars unless per share or indicated otherwise.

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