



# Ingredion Inc. (INGR)

Updated May 9<sup>th</sup>, 2024 by Derek English

## Key Metrics

<b>Current price:</b>	\$119	<b>5-Year CAGR Estimate:</b>	10.4%	<b>Market Cap:</b>	\$7.21 B
<b>Fair Value Price:</b>	\$153	<b>5-Year Growth Estimate:</b>	3.0%	<b>Ex-Dividend Date:</b>	06/28/2024 <sup>1</sup>
<b>% Fair Value:</b>	78%	<b>5-Year Valuation Multiple Estimate:</b>	5.2%	<b>Dividend Payment Date:</b>	07/25/2024
<b>Dividend Yield:</b>	2.6%	<b>5-Year Price Target</b>	\$177	<b>Years Of Dividend Growth:</b>	13
<b>Dividend Risk Score:</b>	B	<b>Retirement Suitability Score:</b>	B	<b>Rating:</b>	Buy

## Overview & Current Events

Ingredion Inc (INGR) is a multinational ingredient solutions company headquartered in Westchester, Illinois. Founded in 1906, INGR was incorporated as a Delaware corporation in 1997, operates in over 44 countries, and employs more than 11,000 people. The company is principally engaged in producing and selling starches and sweeteners for various industries. Essentially, Ingredion turns grains, fruits, vegetables, and other plant-based materials into value-added ingredient solutions for the food, beverage, animal nutrition, brewing, and industrial markets. Ingredion operates in three business segments: Texture & Healthful Solutions, Food & Industrial Ingredients-LATAM and Food & Industrial Ingredients - U.S./Canada.

Ingredion released Q1 results on May 9<sup>th</sup>, 2024. Sales decreased 12% to \$1,882 million, driven by lower pricing and lower volumes. Operating income was down 27%, driven by downtime associated with cold weather, hyperinflation in Argentina and a high inventory cost. The completed South Korean business sale also accounted for a \$51 million decrease. The company expects volume to continue to improve for Q2 as distributors restock. INGR's balance sheet remains strong, and the company has reduced net debt from \$2.2 billion to \$1.9 billion and has \$409 million cash on hand.

## Growth on a Per-Share Basis

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
<b>EPS</b>	\$4.74	\$5.51	\$6.55	\$7.06	\$6.17	\$6.13	\$5.15	\$6.67	\$7.34	\$9.60	<b>\$10.20</b>	<b>\$11.82</b>
<b>DPS</b>	\$1.68	\$1.74	\$1.90	\$2.20	\$2.45	\$2.51	\$2.54	\$2.57	\$2.72	\$2.98	<b>\$3.12</b>	<b>\$3.98</b>
<b>Shares</b>	73.6	71.6	72.3	72.0	70.9	66.9	67.2	67.1	66.7	66.7	<b>65.7</b>	<b>65.7</b>

Ingredion's earnings-per-share have grown at a CAGR of 4.2% over the last decade. While the company saw a small decline in 2019 and 2020 due to lower sweetener demand, commodity margin pressures, and higher production and supply chain costs, its cost-smart initiative enabled it to save ~\$170 million. In addition, the company's ability to combat rising costs in corn helped the company beat our \$9.25 2023 EPS estimate.

The company has forecasted its forward-looking guidance with an adjusted EPS between \$10.20 and \$11.00, which includes the gain on the sale of South Korean operations. Given management's strong performance over the last couple of years and volume likely to increase in 2024 with solid demand and breakthrough product innovation in the specialties segment, we have no reason to doubt expectations. We estimated EPS at the low end of the guidance due to the effects of the peso and current volume, which, at \$10.20, represents ~6% growth year-over-year. In September 2023, the company announced a 10% dividend increase. This was the company's 13<sup>th</sup> consecutive annual dividend increase. Therefore, based on solid growth, we have increased our dividend growth rate estimate to 5% from 2% and predict a \$3.98 div/share by 2029.

<sup>1</sup> Ex dividend and Dividend payment are Estimated based on past dates

Disclosure: This analyst has no position in the security discussed in this research report, and no plans to initiate one in the next 72 hours



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## Valuation Analysis

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Now	2029
Avg. P/E	17.9	17.4	19.1	19.8	14.8	15.2	15.3	14.6	13.3	11.3	<b>11.7</b>	<b>15.0</b>
Avg. Yld.	2.0%	1.8%	1.5%	1.6%	2.7%	2.7%	3.2%	2.6%	2.8%	2.9%	<b>2.6%</b>	<b>2.2%</b>

Ingredion expects single-digit growth in 2024 as the global market share in clean and simple ingredients, global alternative protein ingredients, and reduced sugar ingredients will increase to over \$70 billion within the next four years. The company has positioned itself to capitalize on this growth by expanding its speciality ingredient portfolio in 2019. This will enable rapid, efficient customer co-creation to develop new food and beverages. The company is starting to see the benefits of this expansion as Sioux City has doubled its production of pea protein isolate, helping to increase sales by three figures worldwide. Ingredion is trading at a price-to-earnings ratio of 11.7, below its average P/E ratio since 2013. The stock is also trading at 78% of our fair value estimate of \$153, and we currently have a five-year price target of \$177.

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

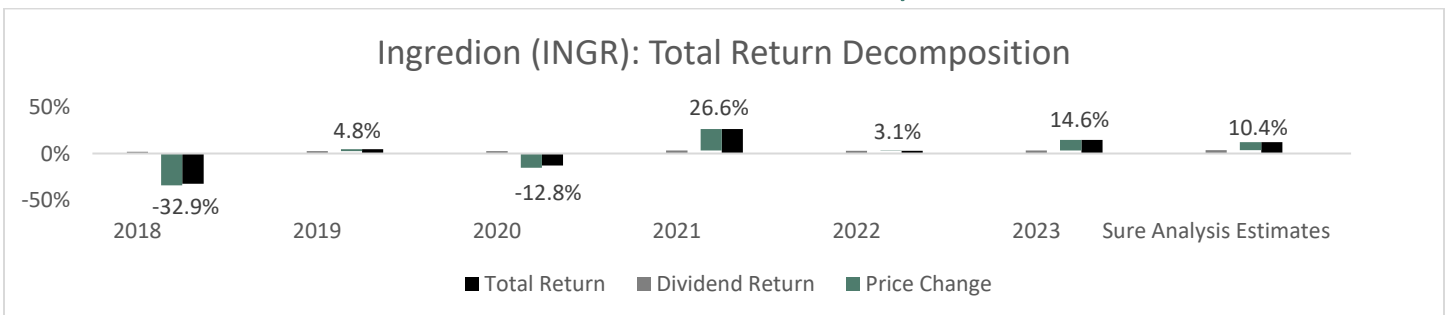
Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
Payout	35%	32%	29%	31%	40%	41%	49%	39%	37%	31%	<b>31%</b>	<b>34%</b>

Ingredion is a leading provider of ingredients to industries that show growth potential, including the food and beverage industry. The company has a simple business model and nicely positioned itself in the global food supply chain. During the Great Recession, the company performed relatively better than the broader market, with a slight drop in sales and earnings in 2009 before quickly returning to growth in 2010. We have seen a similar trend during the COVID pandemic, with the company quickly returning to growth last year. However, as we have seen, supply chain issues and a higher inflationary environment can impact on the company's bottom line. The starch and sweetener industry is highly competitive, particularly in North America. Many companies' products are considered essential ingredients that compete with virtually identical products manufactured by other companies in the industry, such as Archer-Daniels-Midland (ADM). The company tries to gain a competitive advantage by investing heavily in R&D with a team of over 500 scientists who work on plant science, food formulations, and the development of non-food applications such as starch-based biopolymers.

## Final Thoughts & Recommendations

INGR is a solid and straightforward business that will likely grow its dividend in future years. However, some risks should be considered, such as regulation, competition, and the price of raw materials, especially corn. Volumes have also softened from last year, though management does expect growth to return later this year. Despite these challenges, we are confident the company can meet its expectations. With a 5-year CAGR estimate of 10.4%, Ingredion receives a buy recommendation from Sure Dividend.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023
<b>Revenue</b>	5958	6082	6244	6289	6209	5987	6894	7946	8160
<b>Gross Profit</b>	1242	1401	1472	1368	1312	1272	1331	1494	1749
<b>Gross Margin</b>	20.8%	23.0%	23.6%	21.8%	21.1%	21.2%	19.3%	18.8%	21.4%
<b>SG&amp;A Exp.</b>	---	---	---	---	---	---	---	---	---
<b>D&amp;A Exp.</b>	194	196	209	247	220	213	220	215	219
<b>Operating Profit</b>	685	825	865	767	721	675	697	766	968
<b>Operating Margin</b>	11.5%	13.6%	13.9%	12.2%	11.6%	11.3%	10.1%	9.6%	11.9%
<b>Net Profit</b>	402	485	519	443	413	348	117	492	643
<b>Net Margin</b>	6.7%	8.0%	8.3%	7.0%	6.7%	5.8%	1.7%	6.2%	7.9%
<b>Free Cash Flow</b>	406	487	455	353	352	489	92	(148)	741
<b>Income Tax</b>	187	246	237	167	158	152	123	166	188

## Balance Sheet Metrics

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023
<b>Total Assets</b>	5074	5782	6080	5728	6040	6858	6999	7561	7642
<b>Cash &amp; Equivalents</b>	434	512	595	327	264	665	328	236	401
<b>Accounts Receivable</b>	775	923	961	951	977	1011	1130	1411	1279
<b>Inventories</b>	715	789	823	824	861	917	1172	1597	1450
<b>Goodwill &amp; Int. Ass.</b>	1011	1286	1296	1251	1238	1346	1348	1301	1303
<b>Total Liabilities</b>	2894	3187	3163	3320	3268	3856	3774	4299	3992
<b>Accounts Payable</b>	423	440	493	452	504	599	774	873	778
<b>Long-Term Debt</b>	1831	1953	1863	2101	1847	2186	2046	2483	2188
<b>Shareholder's Equity</b>	2144	2565	2891	2388	2751	2981	3136	3195	3593
<b>LTD/E Ratio</b>	0.85	0.76	0.64	0.88	0.67	0.73	0.65	0.78	0.61

## Profitability & Per Share Metrics

Year	2015	2016	2017	2018	2019	2020	2021	2022	2023
<b>Return on Assets</b>	7.9%	8.9%	8.8%	7.5%	7.0%	5.4%	1.7%	6.8%	8.5%
<b>Return on Equity</b>	18.6%	20.6%	19.0%	16.8%	16.1%	12.1%	3.8%	15.5%	18.6%
<b>ROIC</b>	10.0%	11.3%	11.1%	9.5%	9.0%	7.1%	2.2%	8.9%	11.1%
<b>Shares Out.</b>	73	74.1	73.5	71.8	67.4	67.6	67.8	67.0	67.0
<b>Revenue/Share</b>	81.62	82.08	84.95	87.59	92.12	88.57	101.68	118.60	121.79
<b>FCF/Share</b>	5.56	6.57	6.19	4.92	5.22	7.23	1.36	(2.21)	11.06

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

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