

Garmin

4Q strong beat driven by Outdoor & Fitness – conservative 2024 EPS outlook

Reiterate Rating: NEUTRAL | PO: 120.00 USD | Price: 122.75 USD

4Q2023 Adj EPS of \$1.72 beating BofA and consensus

Garmin (NYSE: GRMN) reported a very strong fourth quarter to end 2023 with Pro-forma EPS of \$1.72 vs. BofAe: \$1.48 and BBG: \$1.38. The beat was primarily driven by strong demand for wearables in Fitness & Outdoor. GRMN provided a conservative outlook for 2024.

Management expects full year 2024 revenue of \$5,750mn vs. BofAe: \$5,642 vs. BBG: \$5,555mn and Pro-forma EPS: \$5.40 vs. BofAe: \$5.85 vs. BBG: \$5.58. We reiterate our Neutral rating, as we remain concerned the topline strong growth is at the expense of margins.

Topline growth in all segments except Aviation

Fitness: Revenue increased 22% Y/Y, with 1,062bps margin gains. Growth and margin expansion driven by strong demand for wearables, softer comps, and new product releases in the year (Venu3, Edge 540/840).

Outdoor: Revenue increased 8% Y/Y, with 397bps margin gains. Growth driven by product line expansions in the year: Next-gen Fenix-7 Pro, Epix Pro Series, Approach S70.

Marine: Revenue increased 14% Y/Y, while margins declined 480bps Y/Y. Growth attributed to contributions from JL Audio acquisition.

Auto: Revenue increased 54% Y/Y, with 735bps Y/Y margin improvement. Growth driven by the continued ramp in deliveries for BMW. Garmin announced the segment was awarded a contract with a premium automaker for domain controllers starting in 2027.

Aviation: Revenue declined 4% Y/Y, in addition to 179bps Y/Y margin contraction. Lower margins attributed to OEM sales growth while aftermarket sales declined.

Exhibit 1: GRMN 4Q2023 Quick Take vs. Expectations

Garmin reported 4Q Pro-forma EPS of \$1.72 beating BofAe: \$1.48

Quick-take of results vs. Expectations:				
Adj. EPS	4Q23: \$1.72 vs. BofAe: \$1.48 vs. BBG: \$1.38 vs. 4Q22: \$1.35 (4Q23 up 26.8% Y/Y)			
Revenue	4Q23: \$1,483mn vs. BofAe: \$1,449mn vs. BBG: \$1,404mn vs. 4Q22: \$1,306mn (4Q23 up 13.5% Y/Y)			
Op. Margin	4Q23: 23.0% vs. BofAe: 20.5% vs. 4Q22: 20.5%			
Revenue by segment	Outdoor: 4Q23: \$486mn vs. BofAe: \$471mn vs.4Q22: \$451mn Fitness: 4Q23: \$412mn vs. BofAe: \$432mn vs.4Q22: \$337mn Marine: 4Q23: \$240mn vs. BofAe: \$236mn vs.4Q22: \$211mn Auto: 4Q23: \$127mn vs. BofAe: \$101mn vs.4Q22: \$82mn Aviation: 4Q23: \$217mn vs. BofAe: \$209mn vs.4Q22: \$225mn			
Op. segment margin	Outdoor: 4Q23: 33.7% vs. BofAe: 28.9% vs. 4Q22: 29.7% Fitness: 4Q23 Actual: 22.5% vs. BofAe: 20.6% vs. 4Q22: 11.8% Marine: 4Q23 Actual: 15.5% vs. BofAe: 11.3% vs. 4Q22: 20.3% Auto: 4Q23 Actual: -7.8% vs. BofAe: -12.0% vs. 4Q22: -15.2% Aviation: 4Q23 Actual: 26.1% vs. BofAe: 27.1% vs. 4Q22: 27.9%			
FCF	4Q23 Actual: \$419mn vs. BofAe: \$309mn vs. BBG: \$154mn vs. 4Q22: \$309mn (increased 35.6% Y/Y)			

Source: BofA Global Research, Company Filings

BofA GLOBAL RESEARCH

21 February 2024

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Stock Data

Price 122 75 USD Price Objective 120.00 USD Date Established 8-Aug-2023 Investment Opinion 52-Week Range 93.22 USD - 129.32 USD Mrkt Val (mn) / Shares Out 23,675 USD / 192.9 80.1% Free Float Average Daily Value (mn) 90.64 USD BofA Ticker / Exchange GRMN / NAS Bloomberg / Reuters GRMN US / GRMN.N ROF (2023F) 16.0% Net Dbt to Eqty (Dec-2022A) -23.4% ESGMeter™ Medium

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Refer to important disclosures on page 3 to 5. Analyst Certification on page 2. Price
Objective Basis/Risk on page 2.

Timestamp: 21 February 2024 10:10AM EST

Price objective basis & risk

Garmin (GRMN)

We derive our PO of \$120 using a 1.2x average relative PE multiple applied to 2024 as we think it fairly balances coming growth in OEM Auto & Aviation which could be offset by softer demand in consumer facing products.

Upside risks to our PO are faster-than-expected growth from new products like smart wearables and the development of an innovative category making product. Increased demand for wearables could provide upside to our estimates.

Downside risks to our PO are market saturation in the medium term, after some of GRMN's end markets experienced strong tailwinds in the quarters driven by the pandemic. Industry-wide constraints of certain electrical components could also provide some downside to our estimates if disruptions intensify and supply chains deteriorate. FX and freight headwinds could also continue to weigh on margins.

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Garmin (GRMN) Price Chart



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Equity Investment Rating Distribution: Aerospace/Defense Electronics Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	31	62.00%	Buy	23	74.19%
Hold	11	22.00%	Hold	9	81.82%
Sell	8	16.00%	Sell	6	75.00%

Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

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Sell	807	22.84%	Sell	383	47.46%

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Buy	≥ 10%	≤ 70%
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