

Service Corp.

Bullish tone on underlying trends – takes from Executive Insights call

Maintain Rating: BUY | PO: 70.00 USD | Price: 61.16 USD

Trends are positive; consumer & rates swing factors in '24

We hosted a conference call with Eric Tanzberger, Service Corp's (SCI) CFO. The tone of the call was bullish as the underlying business in funeral and cemetery is performing very well. The company is confident in its LT EPS growth of +8-12% which would accelerate when Baby Boomers become at-need customers. While 2024 guide midpoint calls for a growth below the LT targets, a better consumer sentiment (seeing some indication) and lower interest rates should bring EPS to the higher end (+11% y/y). We maintain Buy given solid trends despite a broader weakness in consumer discretionary.

Confident in Cemetery pre-need sales growth

Cemetery pre-need sales to grow low single digits next year and mid-single digits after that. The core cemetery sales (below \$80k per unit) grew at a 10% CAGR vs 2019 while the high-end (above \$80k per unit) is 2.5x 2019 levels, much better than initially expected. This strong growth despite the high interest rates/ high inflation environment impacting consumers gives SCI confidence in the expected growth. In addition, the company improved its sales process (more leads, better leads) and continues to invest in cemetery inventory. The outlook assumes that the high-end sales moderate from the outsized growth while the core (below \$80k per unit) gets better. If demand improves much faster or high-end growth remains unchanged, it would be upside.

Cemetery margins to normalize at higher level

Margins to normalize above 2019 levels given the larger biz (70% of costs is fixed), higher efficiency of sales, better management of maintenance costs and supplies.

Pricing power in Funeral segment

Volumes decline of 1-2% y/y to be more than offset by pricing of \pm 2-3%. SCI pushes cost inflation to the consumer and expects price increases of \pm 3-4% next year (vs \pm 4-5% in 2023, and \pm 1-2% during low inflation) which includes trust fund returns. Net of 100bps cremation shift headwind, pricing to be \pm 2-3%. Margin stable in the low 20%.

Embracing cremation customers

The shift towards cremation is expected to continue at 100-150bps per year, which creates a \$10-12m (1%) headwind to EBITDA. The average spending per a cremation consumer continues to increase (\$4k-\$4.5k vs \$1k years ago) and SCI not only offers a wide selection of cemetery options to cremation consumers, but it is also working on various services including a novel way of delivering the ashes.

Deal pipeline is full, multiples down slightly

SCI's 8-12% EPS growth assumes few percentage points from deals (spent \$75m YTD). The deal pipeline is good, multiples have come down -0.5x turn (vs 8-9x EBITDA historically) due to the higher interest rates. SCI remains optimistic about its ability to consolidate in its highly fragmented markets (80% are independent, small providers).

29 November 2023

Equity

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Stock Data

 Price
 61.16 USD

 Price Objective
 70.00 USD

 Date Established
 10-Oct-2023

 Investment Opinion
 B-1-7

 52-Week Range
 52.89 USD
 - 74.66 USD

 Mrkt Val (mn) / Shares Out
 9314 USD / 152.3

Free Float 96.4%
Average Daily Value (mn) 60.55 USD
BofA Ticker / Exchange SCI / NYS
Bloomberg / Reuters SCI US / SCI.N
ROE (2023E) 31.9%
Net Dbt to Eqty (Dec-2022A) 248.0%

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: 29 November 2023 12:05AM EST

Price objective basis & risk

Service Corp. (SCI)

Our price objective (PO) of \$70 is based on 11.9x 2024E EBITDA, a premium to the median multiple we use for the stocks in our coverage (10x) due to the demographic tailwinds, a better payor mix and margins, and lower than average leverage with growing dividends being a differentiating factor. It is below the 5-year avg multiple for SCI of 12.4x due to the risks to the pre-need cemetery sales production (discretionary).

Risks to our PO are unexpected pressure to volumes, weaker pre-need sales and trust fund performance. In addition, there is risk around execution of acquisitions and share repurchases.

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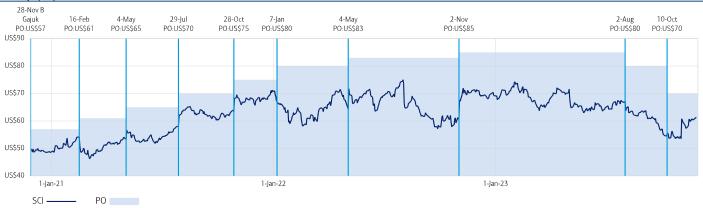
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Service Corp. (SCI) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	5	41.67%	Buy	3	60.00%
Hold	2	16.67%	Hold	1	50.00%
Sell	5	41.67%	Sell	2	40.00%

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Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster⁸²

Buy	≥ 10%	≤ 70%
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