

PVH Corp

Margin expansion story intact; Reiterate Buy

Reiterate Rating: BUY | PO: 135.00 USD | Price: 117.25 USD

Attractive risk/reward despite recent run

We reiterate our Buy rating; we think continued execution on expanding margins in a tepid growth environment will help improve the narrative on normalized earnings if sales can return to +HSD algo. PVH trades at 6.6x EV/EBITDA (9.5x P/E), a 9%/42% discount to the stock's 5yr avg. We think 3Q was a step in the right direction, particularly in N.A., with the company returning to low teens EBIT margins in the region despite only modest sales growth. We are increasing our PO to \$135 (prev. \$114), or 8x EV/EBITDA (prev. 7x) to reflect the rerating in market multiples.

We see upside to F24E margins (vs Street)

Our F24E EPS of \$12.36 is 5% ahead of consensus and implies 18% EPS growth. Our forecast includes 2% sales growth (excluding the Heritage sale impact) and 130bp of operating margin expansion to 11.3%, the latter higher than consensus expectations for 10.7% operating margin. We think expectations are high given the recent rally and acknowledge any incremental concerns on Europe slowing (more than what was implied during 3Q earnings) could curtail the optimism around the stock.

Bull case: The path to 15% margins is real

The bull case revolves around the company making tangible progress in F24 toward the 15% operating margin target by F25 despite a significantly lower sales outlook relative to the original target set in '22 for TH/CK sales to reach \$11.8bn by F25 (we forecast \$9.3bn). The good news is consensus is modeling 11.2% margins by F25E (compared to 10% in F23E), although we think investor expectations are higher given the stock's recent move. Execution over the next few quarters will be key to keep the bull case credible, in addition to signs that European macro is holding up better than expected.

Bear case: Europe demand slows, promos persist

The key bear case revolves around an incremental slowdown in Europe, which represents roughly half of PVH sales and a higher percentage of company profits. In 3Q, the company alluded to a more cautious outlook on wholesale into 2024 and remained more optimistic on DTC. If the promotional environment lingers in 2024 and demand slows, it will be harder to have visibility on the margin turnaround. Our base case forecast includes 15.1% EBIT margins in PVH's int'l business. A reversion to low teens (13%) in this segment, holding sales constant, would lead to a 14% hit to our F24E EPS.

Estimates (Jan) (US\$)	2022A	2023A	2024E	2025E	2026E
EPS	10.15	8.97	10.49	12.36	13.75
GAAPEPS	13.25	2.95	9.74	12.35	13.73
EPS Change (YoY)	NM	-11.6%	16.9%	17.8%	11.2%
Consensus EPS (Bloomberg)			10.47	11.93	13.60
DPS	0.04	0.15	0.15	0.15	0.15
Valuation (Jan)					
P/E	11.6x	13.1x	11.2x	9.5x	8.5x
GAAP P/E	8.8x	39.7x	12.0x	9.5x	8.5x
Dividend Yield	0%	0.1%	0.1%	0.1%	0.1%
EV / EBITDA*	6.9x	7.7x	7.4x	7.0x	6.7x
Free Cash Flow Yield*	11.5%	-3.6%	11.1%	10.0%	12.7%
* For full definitions of <i>IQ</i> method SM measures, see page 5.					

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Refer to important disclosures on page 5 to 8. Analyst Certification on page 4. Price
Objective Basis/Risk on page 4.

05 January 2024

Equity

Key Changes		
(US\$)	Previous	Current
Price Obj.	114.00	135.00
2024E Rev (m)	9,141.0	9,140.6
2025E Rev (m)	8,893.6	8,885.0
2026E Rev (m)	9,336.3	9,327.3
2025E EPS	12.10	12.36
2026E EPS	13.60	13.75

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Stock Data

117.25 USD
135.00 USD
4-Jan-2024
C-1-7
69.27 USD - 123.91 USD
6,992 USD / 59.6
99.0%
132.60 USD
PVH / NYS
PVH US / PVH.N
12.6%
35.6%
Medium

ESGMeter is not indicative of a company's future stock price performance and is not an investment recommendation or rating. ESGMeter is independent of BofA Global Research's equity investment rating, volatility risk rating, income rating, and price objective for that company. For full details, refer to "BofA ESGMeter Methodology".

DTC: Direct to consumer

iQprofile[™] PVH Corp

iQmethod SM − Bus Performance*					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Return on Capital Employed	7.7%	6.7%	7.5%	8.1%	8.2%
Return on Equity	14.6%	11.5%	12.6%	12.8%	12.6%
Operating Margin	10.2%	8.7%	9.0%	10.2%	10.6%
Free Cash Flow	803	(251)	775	698	888
iQmethod [™] – Quality of Earnings*					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Cash Realization Ratio	1.5x	0.1x	1.6x	1.3x	1.5>
Asset Replacement Ratio	0.9x	1.0x	0.9x	1.0x	1.1>
Tax Rate	17.1%	23.3%	22.2%	22.0%	22.0%
Net Debt-to-Equity Ratio	21.2%	35.6%	26.4%	15.4%	3.3%
Interest Cover	9.4x	10.4x	9.9x	10.2x	11.1>
Income Statement Data (Jan)					
(US\$ Millions)	2022A	2023A	2024E	2025E	20261
Sales	9.155	9,024	9,141	8,885	9,327
% Change	28.4%	-1.4%	1.3%	-2.8%	5.0%
Gross Profit	5,324	5,123	5,307	5,230	5,500
% Change	41.0%	-3.8%	3.6%	-1.4%	5.2%
EBITDA	1,297	1,158	1,211	1,268	1,327
% Change	349.2%	-10.7%	4.5%	4.7%	4.7%
Net Interest & Other Income	(104)	(83)	(92)	(98)	(98)
Net Income (Adjusted)	730	594	646	709	774
% Change	NM	-18.6%	8.7%	9.8%	9.1%
Free Cash Flow Data (Jan)					
(US\$ Millions)	2022A	2023A	2024E	2025E	20261
Net Income from Cont Operations (GAAP)	729	594	642	708	773
Depreciation & Amortization	313	302	294	261	238
Change in Working Capital	(32)	(859)	73	(84)	64
Deferred Taxation Charge	(65)	10	63	63	63
Other Adjustments, Net	125	(7)	(43)	3	3
Capital Expenditure	(268)	(290)	(253)	(253)	(253)
Free Cash Flow	803	-251	775	698	888
% Change	70.5%	NM	NM	-9.9%	27.1%
Share / Issue Repurchase	(335)	(419)	(557)	(200)	(200)
Cost of Dividends Paid	(3)	(10)	(9)	(9)	(8)
Change in Debt	(1,041)	5	(34)	0	(
Balance Sheet Data (Jan)					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Cash & Equivalents	1,243	551	872	1,362	2,042
Cash & Equivalents		924	865	790	780
Trade Receivables	745				
	1,666	2,106	2,113	2,186	
Trade Receivables Other Current Assets			2,113 867	2,186 859	2,234
Trade Receivables	1,666	2,106			2,234 875
Trade Receivables Other Current Assets Property, Plant & Equipment	1,666 906	2,106 904	867	859	2,234 875 6,972
Trade Receivables Other Current Assets Property, Plant & Equipment Other Non-Current Assets	1,666 906 7,837	2,106 904 7,284	867 6,972	859 6,972	2,234 875 6,972 12,902
Trade Receivables Other Current Assets Property, Plant & Equipment Other Non-Current Assets Total Assets	1,666 906 7,837 12,397	2,106 904 7,284 11,768	867 6,972 11,690	859 6,972 12,170	2,234 875 6,972 12,902 683 2,274
Trade Receivables Other Current Assets Property, Plant & Equipment Other Non-Current Assets Total Assets Short-Term Debt	1,666 906 7,837 12,397 46	2,106 904 7,284 11,768 158	867 6,972 11,690 683	859 6,972 12,170 683	2,234 875 6,972 12,902 683
Trade Receivables Other Current Assets Property, Plant & Equipment Other Non-Current Assets Total Assets Short-Term Debt Other Current Liabilities	1,666 906 7,837 12,397 46 2,367	2,106 904 7,284 11,768 158 2,256	867 6,972 11,690 683 2,258	859 6,972 12,170 683 2,172	2,234 875 6,972 12,902 683 2,274

5,289

12,397

5,013

11,768

5,236

11,690

5,802

12,170

6,433

12,902

Company Sector

Apparel

Company Description

PVH Corp is a global branded apparel vendor with two main business groups: Calvin Klein and Tommy Hilfiger. It distributes its branded apparel through three main channels: wholesale, retail and licensing operations.

Investment Rationale

We expect share price appreciation driven by multiple expansion and improved profitability. Long term, we expect PVH to post outsized EPS growth vs. peers' driven by strong international sales momentum, a diversified distribution strategy, and debt repayment.

Stock Data

Average Daily Volume

1,130,902

Quarterly Earnings Estimates

	2023	2024
Q1	1.94A	2.14A
Q2	2.08A	1.98A
Q3	2.60A	2.90A
Q4	2.38A	3.46E



* For full definitions of \emph{IQ} method $^{\text{SM}}$ measures, see page 5.

Total Equity

Total Equity & Liabilities

Exhibit 1: PVH Income StatementWe forecast F24E EPS of \$12.36, 5% higher than Visible Alpha consensus

PVH Corp.	FY22	1Q23 Apr '23	2Q23 Jul '23	3Q23 Oct '23	4Q23E Jan '24	FY23E	1Q24E Apr '23	2Q24E lul '23	3Q24E Oct '23	4Q24E lan '24	FY24E	1Q25E Apr '23	2Q25E lul '23	3Q25E Oct '23	4Q25E Jan '24	FY25E
Total revenue	\$9,024.2	\$2,157.9	\$2,207.0	\$2,362.9	\$2,412.8	\$9,140.6	\$2,017.1	\$2,106.3	\$2,340.1	\$2,421.5	\$8,885.0	\$2,117.2	\$2,211.0	\$2,456.4	\$2,542.6	\$9,327.3
COGS	3,901.3	907.6	934.7	1,023.5	968.2	90.24 3,834.0	828.2	871.0	990.2	965.6	3,655.1	867.2	912.1	1,037.0	1,011.4	3,827.7
Total gross profit	5,122.9	1,250.3	1,272.3	1,339.4	1,444.6	5,306.6	1,188.9	1,235.3	1,349.9	1,455.9	5,230.0	1,250.0	1,298.9	1,419.4	1,531.2	5,499.6
						,										
SG&A Other expense (income)	4,314.2 (13.5)	1,064.0 (0.6)	1,099.5 (0.3)	1,105.0 (0.5)	1,169.8 (0.5)	4,438.3 (1.9)	985.0 (0.5)	1,041.3 (0.5)	1,080.1 (0.5)	1,167.4 (0.5)	4,273.8 (2.0)	1,027.9 (0.5)	1,086.8 (0.5)	1,127.1 (0.5)	1,218.8 (0.5)	4,460.6 (2.0)
Plus: equity in unconsolidated affiliates	34.3	11.9	9.2	13.7	12.0	46.8	12.0	12.0	12.0	12.0	48.0	12.0	12.0	12.0	12.0	48.0
Operating income	856.5	198.8	182.3	248.6	287.3	917.0	216.4	206.6	282.2	301.0	1,006.2	234.7	224.6	304.8	324.9	1,089.0
Interest expense, net	82.5	22.0	23.6	22.2	24.6	92.4	24.6	24.6	24.6	24.6	98.3	24.6	24.6	24.6	24.6	98.2
Pre-tax income	774.0	176.8	158.7	226.4	262.7	824.6	191.8	182.0	257.7	276.4	907.9	210.1	200.1	280.2	300.4	990.8
Income tax	180.4	40.8	34.3	50.0	57.8	182.9	42.2	40.0	56.7	60.8	199.7	46.2	44.0	61.7	66.1	218.0
Tax rate	23.3%	23.1%	21.6%	22.1%	22.0%	22.2%	22.0%	22.0%	22.0%	22.0%	22.0%	22.0%	22.0%	22.0%	22.0%	22.0%
Net income	593.6	136.0	124.4	176.4	204.9	641.7	149.6	142.0	201.0	215.6	708.2	163.9	156.1	218.6	234.3	772.8
Less: net loss attributable to redeemable non-controlling interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Preferred stock dividends	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income attributable to PVH Corp.	593.6	136.0	124.4	176.4	204.9	641.7	149.6	142.0	201.0	215.6	708.2	163.9	156.1	218.6	234.3	772.8
Diluted EPS	\$8.97	\$2.14	\$1.98	\$2.90	\$3.46	\$10.49	\$2.59	\$2.47	\$3.51	\$3.79	\$12.36	\$2.89	\$2.77	\$3.89	\$4.19	\$13.75
Shares outstanding	62.7	62.8	60.7	59.9	57.4	57.4	57.2	56.9	56.6	56.4	56.4	56.1	55.8	55.5	55.3	55.3
Weighted average basic shares	65.6	62.7	62.1	60.3	58.7	60.9	57.3	57.0	56.8	56.5	56.9	56.2	55.9	55.7	55.4	55.8
Weighted average diluted shares	66.2	63.5	62.7	60.8	59.1	61.5	57.8	57.5	57.2	57.0	57.4	56.7	56.4	56.1	55.9	56.3
GAAP net income	200.4	136.0	94.2	161.7	203.0	594.9	149.6	142.0	201.0	215.6	708.2	163.9	156.1	218.6	234.3	772.8
GAAP EPS	\$2.95	\$2.14	\$1.50	\$2.66	\$3.43	\$9.74	\$2.59	\$2.47	\$3.51	\$3.79	\$12.35	\$2.89	\$2.77	\$3.89	\$4.19	\$13.73
Diluted shares	66.2	63.5	62.7	60.8	59.1	61.5	57.8	57.5	57.2	57.0	57.4	56.7	56.4	56.1	55.9	56.3
Revenue	-1.4%	1.7%	3.5%	3.6%	-3.0%	1.3%	-6.5%	-4.6%	-1.0%	0.4%	-2.8%	5.0%	5.0%	5.0%	5.0%	5.0%
Adjusted EPS	-12%	11%	-5%	11%	46%	17%	21%	24%	21%	9%	18%	12%	12%	11%	11%	11%
EBITDA	-11%	-6%	-10%	11%	23%	5%	3%	6%	8%	2%	5%	4%	4%	5%	5%	5%
EBIT	-13%	-5%	-14%	13%	34%	7%	9%	13%	14%	5%	10%	8%	9%	8%	8%	8%
Gross margin %	56.8%	57.9%	57.6%	56.7%	59.9%	58.1%	58.9%	58.6%	57.7%	60.1%	58.9%	59.0%	58.7%	57.8%	60.2%	59.0%
bp change y/y	(139)	(41)	45	82	400	129	100	100	100	25	81	10	10	10	10	10
vs '19		287	251	154	590											
SG&A ratio %	47.8%	49.3%	49.8%	46.8%	48.5%	48.6%	48.8%	49.4%	46.2%	48.2%	48.1%	48.5%	49.2%	45.9%	47.9%	47.8%
bp change y/y	(3)	34	198	(7)	80	75	(48)	(38)	(61)	(27)	(45)	(28)	(28)	(27)	(28)	(28)
% change y/y	-1.5%	2.4%	7.8%	3.4%	-1.4%	2.9%	-7.4%	-5.3%	-2.3%	-0.2%	-3.7%	4.4%	4.4%	4.4%	4.4%	4.4%
EBIT margin %	9.5%	9.2%	8.3%	10.5%	11.9%	10.0%	10.7%	9.8%	12.1%	12.4%	11.3%	11.1%	10.2%	12.4%	12.8%	11.7%
bp change y/y	(125)	(69)	(166)	88	327	54	152	155	154	52	129	35	35	35	35	35

Source: BofA Global Research, company reports

Price objective basis & risk

PVH Corp (PVH)

Our \$135 PO is based on 8x EV/EBITDA ('24e), which is in line with peers given a similar margin profile.

Risks to the downside are a weaker macro economic environment, FX fluctuations, and higher promotional environment. Risks to the upside are a faster-than-expected recovery in international travel, more favorable FX trends, and improving global macro trends.

Analyst Certification

I, Christopher Nardone, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or view expressed in this research report.

US - Softline Retailing and Dept Stores Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
	Bath & Body Works Inc	BBWI	BBWIUS	Lorraine Hutchinson, CFA
	Burlington Stores	BURL	BURL US	Lorraine Hutchinson, CFA
	Crocs, Inc.	CROX	CROX US	Christopher Nardone
	Deckers Outdoor Corp	DECK	DECK US	Christopher Nardone
	European Wax Center	EWCZ	EWCZ US	Lorraine Hutchinson, CFA
	lululemon athletica Inc	LULU	LULU US	Lorraine Hutchinson, CFA
	Oddity Tech	ODD	ODD US	Lorraine Hutchinson, CFA
	PVH Corp	PVH	PVH US	Christopher Nardone
	Ralph Lauren	RL	RL US	Christopher Nardone
	Ross Stores Inc	ROST	ROST US	Lorraine Hutchinson, CFA
	Tapestry Inc.	TPR	TPR US	Lorraine Hutchinson, CFA
	TJX Companies	TJX	TJX US	Lorraine Hutchinson, CFA
	Urban Outfitters	URBN	URBN US	Lorraine Hutchinson, CFA
	Victoria's Secret & Co	VSCO	VSCO US	Alice Xiao
NEUTRAL				
	American Eagle	AEO	AEO US	Christopher Nardone
	Birkenstock	BIRK	BIRK US	Lorraine Hutchinson, CFA
	FIGS, Inc.	FIGS	FIGS US	Alice Xiao
	Foot Locker	FL	FL US	Lorraine Hutchinson, CFA
	Levi Strauss & Co.	LEVI	LEVI US	Christopher Nardone
	Nike	NKE	NKE US	Lorraine Hutchinson, CFA
	Signet Jewelers	SIG	SIG US	Lorraine Hutchinson, CFA
	Ulta Beauty	ULTA	ULTA US	Lorraine Hutchinson, CFA
	Under Armour Inc	UAA	UAA US	Lorraine Hutchinson, CFA
UNDERPERFORM				
	Aritzia	YATZ	ATZ CN	Alice Xiao
	Aritzia	ATZAF	ATZAF US	Alice Xiao
	Carter's Inc	CRI	CRI US	Christopher Nardone
	Gap Inc.	GPS	GPS US	Lorraine Hutchinson, CFA
	Kohl's	KSS	KSS US	Lorraine Hutchinson, CFA
	Nordstrom	JWN	JWN US	Lorraine Hutchinson, CFA
	Revolve	RVLV	RVLV US	Alice Xiao
	V F Corp	VFC	VFC US	Lorraine Hutchinson, CFA



US - Softline Retailing and Dept Stores Coverage Cluster

Investment rating Company BofA Ticker Bloomberg symbol Analyst

⊘method **Measures Definitions**

Business Performance	Numerator	Denominator
Return On Capital Employed	NOPAT = (EBIT + Interest Income) \times (1 - Tax Rate) + Goodwill Amortization	Total Assets – Current Liabilities + ST Debt + Accumulated Goodwill
		Amortization
Return On Equity	Net Income	Shareholders' Equity
Operating Margin	Operating Profit	Sales
Earnings Growth	Expected 5 Year CAGR From Latest Actual	N/A
Free Cash Flow	Cash Flow From Operations – Total Capex	N/A
Quality of Earnings	Numerator	Denominator
Cash Realization Ratio	Cash Flow From Operations	Net Income

Cash Realization RatioCash Flow From OperationsNet IncomeAsset Replacement RatioCapexDepreciationTax RateTax ChargePre-Tax Income

 Net Debt-To-Equity Ratio
 Net Debt = Total Debt = Cash & Equivalents
 Total Equity

 Interest Cover
 EBIT
 Interest Expense

Valuation ToolkitNumeratorPrice / Earnings RatioCurrent Share PricePrice / Book ValueCurrent Share PriceDividend YieldAnnualised Declared Cash DividendFree Cash Flow YieldCash Flow From Operations — Total Capex

Free Cash Flow Yield Cash Flow From Operations - Total Capex Market Cap = Current Share Price × Current Basic Shares
Enterprise Value / Sales EV = Current Share Price × Current Shares + Minority Equity + Net Debt + Sales

Other LT Liabilities

EV / EBITDA Enterprise Value Basic EBIT + Depreciation + Amortization

**Remethod 3M is the set of BofA Global Research standard measures that serve to maintain global consistency under three broad headings. Business Performance, Quality of Earnings, and validations. The key features of iQmethod are: A consistently structured, detailed, and transparent methodology. Guidelines to maximize the effectiveness of the comparative valuation process, and to identify some common pitfalls.

Denominator

Current Share Price

Diluted Earnings Per Share (Basis As Specified)

Shareholders' Equity / Current Basic Shares

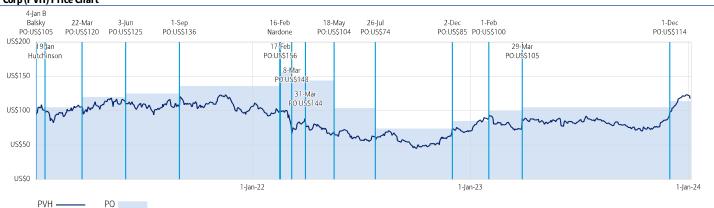
Redatabase is our real-time global research database that is sourced directly from our equity analysts' earnings models and includes forecasted as well as historical data for income statements, balance sheets, and cash flow statements for companies covered by BofA Global Research.

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Disclosures

Important Disclosures

PVH Corp (PVH) Price Chart



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

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.



Equity Investment Rating Distribution: Textiles/Apparel Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	13	52.00%	Buy	8	61.54%
Hold	6	24.00%	Hold	3	50.00%
Sell	6	24.00%	Sell	2	33.33%

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

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

RI Issuers that were investment banking dients of BofA Securities or one of its affiliates within the past 12 months. For purposes of this Investment Rating Distribution, the coverage universe includes only stocks. A stock rated Neutral is included as a Hold. and a stock rated Underperform is included as a Sell.

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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%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

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