

# **Emerson Electric Co**

# 1QF24: clean beat-and-raise results

Reiterate Rating: BUY | PO: 120.00 USD | Price: 104.09 USD

### 1QF24: clean beat-and-raise results

Adj. EPS came in \$0.19 above consensus, with both revenue and margin upside. Core sales growth of +10% y/y was above our +7.5% estimate and accelerated from +5% last quarter. Adj. segment EBITA margins rose 370bp y/y to 23.4%. Management raised FY24 adj. EPS guidance to \$5.30-\$5.45 from \$5.15-\$5.35 prior, below the beat versus 1Q guidance (~\$0.195 beat, ~\$0.125 raise). Core orders grew +4% y/y (versus +5% last quarter), with some tailwinds from orders pulled forward from 2Q. Organic backlog was up 8% y/y to \$7.1bn and \$500mn q/q. Management continues to mid-single digit orders growth for FY24. Given the pull-forward and more difficult 2Q comps (+7% core orders in 2Q23 vs. +5% in 1Q23, we expect order deceleration in 2Q before picking up in 2H. We reiterate our Buy rating given steady demand and strong incremental margins.

### Results well above forecast on process & hybrid strength

FY24 guide embeds continued growth in process and hybrid end markets. One blot on the quarter, FY24 discrete guidance was lowered to down low single digits from flat to up low single digits. Discrete revenue decline low single digit in 1Q, but management expects revenue to turn positive on a y/y basis in 4Q. Broader demand remains strong and Emerson's project funnel came rose \$0.2bn sequentially to \$10.4bn, even with \$0.4bn in project wins closing in 1QF24.

## Discrete business outperforms ROK

Emerson's overall ~5.5% y/y core growth guide compares to ~1% for Rockwell (ROK; Neutral, B-2-7, \$269.02). In 1Q, Emerson's low single digit declines discrete end markets compares to  $\sim$ (10)% y/y declines for Rockwell's discrete markets. We think Emerson has a higher mix of direct sales than Rockwell, suggesting fewer destocking headwinds. 20% of Rockwell's discrete business is warehouse/e-commerce, which declined mid-teens.

# Raising our FY24 adj. EPS to \$5.36, +21% y/y

We raise our FY24E adj. EPS by \$0.11 to \$5.36. We forecast 6.5% y/y underlying sales growth and 41% organic operating leverage. For 2QF24, we forecast adj. EPS of \$1.24.

Estimates (Sep) (US\$)	2022A	2023A	2024E	2025E	2026E
EPS	3.65	4.44	5.36	5.73	6.28
GAAP EPS	5.42	22.78	3.11	4.28	4.94
EPS Change (YoY)	-19.1%	21.6%	20.7%	6.9%	9.6%
Consensus EPS (Bloomberg)			5.26	5.64	6.15
DPS	2.06	2.08	2.10	2.12	2.14
Valuation (Sep)					
P/E	28.5x	23.4x	19.4x	18.2x	16.6x
GAAP P/E	19.2x	4.6x	33.5x	24.3x	21.1x
Dividend Yield	2.0%	2.0%	2.0%	2.0%	2.1%
EV / EBITDA*	23.9x	20.9x	17.8x	16.7x	15.5x
Free Cash Flow Yield*	3.2%	3.6%	4.1%	4.6%	5.1%
* For full definitions of <i>IQ</i> method <sup>SM</sup> measures, see page 8.					

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Refer to important disclosures on page 9 to 12. Analyst Certification on page 7. Price
Objective Basis/Risk on page 7.

Timestamp: 08 February 2024 05:01AM EST

#### 08 February 2024

### Equity

Key Changes		
(US\$)	Previous	Current
2024E Rev (m)	17,493.4	17,573.7
2025E Rev (m)	18,374.5	18,432.3
2026E Rev (m)	19,251.1	19,343.5
2024E EPS	5.25	5.36
2025E EPS	5.69	5.73
2026E EPS	6.24	6.28
2024E DPS	2.16	2.10

#### Andrew Obin

Research Analyst BofAS +1 646 855 1817 andrew.obin@bofa.com

David Ridley-Lane, CFA Research Analyst BofAS +1 646 855 2907 david.ridleylane@bofa.com

**Sabrina Abrams** Research Analyst BofAS

+1 646 556 3520 sabrina.abrams@bofa.com

Devin Leonard Research Analyst BofAS +1 646 855 3698 devin.leonard@bofa.com

# Stock Data

Price	104.09 USD
Price Objective	120.00 USD
Date Established	12-Dec-2022
Investment Opinion	B-1-7
52-Week Range	76.94 USD - 105.71 USD
Mrkt Val (mn) / Shares Out	65,348 USD / 627.8
(mn)	
Free Float	99.6%
Average Daily Value (mn)	245.13 USD
BofA Ticker / Exchange	EMR / NYS
Bloomberg / Reuters	EMR US / EMR.N
ROE (2024E)	14.9%
Net Dbt to Eqty (Sep-2023A)	0.4%
ESGMeter™	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".

# **iQ**profile<sup>™</sup> Emerson Electric Co

iQmethod <sup>™</sup> – Bus Performance*					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Return on Capital Employed	8.6%	7.6%	7.8%	8.6%	9.5%
Return on Equity	21.5%	16.5%	14.9%	15.8%	17.09
Operating Margin	19.5%	21.4%	22.0%	25.6%	26.69
Free Cash Flow	2,073	2,363	2,678	3,028	3,31
i <b>Q</b> method <sup>™</sup> – <b>Quality of Earnings*</b>					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Cash Realization Ratio	1.1x	1.1x	1.0x	1.1x	1.1
Asset Replacement Ratio	0.7x	1.3x	1.3x	1.3x	1.3
Tax Rate	20.8%	20.4%	22.1%	22.5%	23.09
Net Debt-to-Equity Ratio	52.5%	0.4%	28.2%	25.1%	21.79
Interest Cover	13.9x	24.3x	40.4x	37.9x	46.6
Income Statement Data (Sep)					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Sales	13,804	15,165	17,574	18,432	19,34
% Change	-24.3%	9.9%	15.9%	4.9%	4.99
Gross Profit	6,306	7,427	9,079	9,560	10,07
% Change	-16.6%	17.8%	22.2%	5.3%	5.39
EBITDA	3,443	3,929	4,616	4,933	5,29
% Change	-19.1%	14.1%	17.5%	6.9%	7.49
Net Interest & Other Income	(194)	(134)	(96)	(112)	(99
Net Income (Adjusted)	2,176	2,563	3,071	3,257	3,53
% Change	-19.8%	17.8%	19.8%	6.0%	8.49
Free Cash Flow Data (Sep)					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Net Income from Cont Operations (GAAP)	1,907	2,206	2,260	2,456	2,77
Depreciation & Amortization	842	1,051	1,646	1,584	1,51
Change in Working Capital	(312)	(190)	(164)	(441)	(429
Deferred Taxation Charge	NA	NA	NA	NA	, N
Other Adjustments, Net	(65)	(341)	(661)	(168)	(137
Capital Expenditure	(299)	(363)	(402)	(403)	(403
Free Cash Flow	2,073	2,363	2,678	3,028	3,319
% Change	-30.8%	14.0%	13.3%	13.1%	9.69
Share / Issue Repurchase	(500)	(2,000)	(507)	(1,021)	(1,251
Cost of Dividends Paid	(1,223)	(1,198)	(1,203)	(1,205)	(1,203
Change in Debt	3,691	(2,324)	410	(790)	(900
Balance Sheet Data (Sep)					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Cash & Equivalents	1,804	8,051	1,090	1,102	1,06
Trade Receivables	3,008	2,518	2,894	3,086	3,29
Other Current Assets	3,694	3,250	3,489	3,711	3,898
Property, Plant & Equipment	3,361	2,363	1,872	1,012	20
Other Non-Current Assets	23,805	26,564	34,150	33,829	33,526
Total Assets	35,672	42,746	43,494	42,739	41,99
Short-Term Debt	2,115	547	900	1,100	200
Other Current Liabilities	5,662	4,485	4,935	4,909	4,87
Long-Term Debt	8,259	7,610	7,667	6,677	6,67
Other Non-Current Liabilities	3,320	3,506	3,506	3,506	3,50
Total Liabilities	19,356	16,148	17,008	16,192	15,25
Total Equity	16,316	26,598	26,486	26,548	26,73
Total Equity & Liabilities	35,672	42,746	43,494	42,739	41,990

## **Company Sector**

Industrials/Multi-Industry

### **Company Description**

Emerson is a Missouri-based, diversified global industrial technology company. Its products are offered under two platforms: Automation Solutions and Safety & Productivity Solutions.

### **Investment Rationale**

EMR's strategy is to leverage its strength to grow market share in process & hybrid markets and expand into discrete areas (e.g., life sciences, food & beverage, electronics). We see potential upside as the company executes on National Instruments synergies (transaction closed October 12, 2023). The transition to a pure-play industrial automation firm should also lead to higher valuation multiples over time, in our view.

### **Stock Data**

Average Daily Volume 2,354,969

### **Quarterly Earnings Estimates**

	2023	2024
Q1	0.78A	1.22A
Q2	1.09A	1.24E
Q3	1.29A	1.41E
Q4	1.29A	1.49E

# FY24E adj. EPS of \$5.36, +21% y/y

We now forecast FY24 adjusted EPS of 5.36, or 21% y/y. This compares to raised guidance of 5.30-5.45, increased from 5.15-5.35 prior.

For 2QF24, we forecast +5.5% y/y organic growth and 41% operating leverage driving our EPS estimate of \$1.24 (+14% y/y).

### Exhibit 1: FY24 guidance versus BofA estimates and consensus

We forecast \$5.36 adjusted EPS in FY24

	FY24 g	FY24 guidance		<b>BofA FY24E estimate</b>		
	As of 4QF23	As of 1QF24	Old	New		
Organic	3.5-5.5%	4.5-6.5%	5.5%	6.3%	4.9%	
M&A	10-10.5%	10-10.5%	10.5%	9.7%	10.1%	
FX	<u>~(1)pt</u>	~(0)pt	-0.6%	<u>-0.1%</u>	<u>-0.6%</u>	
Total revenue growth	13-15.5%	14.5-17%	15.4%	15.9%	14.4%	
Adjusted EPS	\$5.15-5.35	\$5.30-5.45	\$5.25	\$5.36	\$5.09	

Source: BofA Global Research, company filings

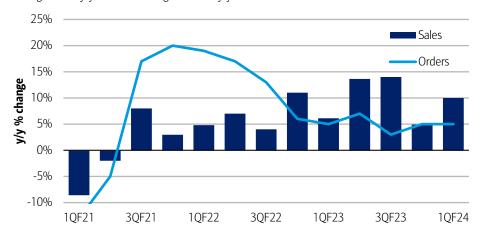
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# Core orders +4% y/y, core revenue +10% y/y

Core orders grew +4% y/y versus +5% last quarter. Core sales were +10% y/y versus +5% last quarter. Backlog of \$7.6bn was sequentially up from \$6.6bn last quarter. Excluding \$500mn of backlog from the National Instruments acquisition, backlog was up \$500mn organically. We think that underlying backlog builds through the year, with a dip in 4Q as shipment volumes ramp. The company raised its FY24 organic growth expectations by 50bp to 4.5-6.5% organic growth.

### **Exhibit 2: Core sales and orders growth**

Orders grew 4% y/y and core sales grew +10% y/y



 $\textbf{Source:} \ \mathsf{Company} \ \mathsf{reports}, \ \mathsf{BofA} \ \mathsf{Global} \ \mathsf{Research}$ 

 $Note: Automation \ Solutions \ segment \ orders \ for \ FY20-21, ongoing \ Emerson \ orders \ for \ FY22-23$ 

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# Test & Measurement: raised synergies, solid quarter

Test & Measurement came in ahead of management and our expectations. Revenue was 32% above our estimate. Segment margins of 26.4% compared to our 13% estimate. During the quarter, management aggressively addressed costs related to being a public company and corporate costs. Synergies ran ahead of schedule. Emerson raised its cost synergy target by an incremental \$20mn to \$185mn, which it now expects to achieve by YE26 (versus YE28 prior). The company expects to realize \$80mn of synergies in 2024.

Despite the incremental \$20mn of synergies, Emerson maintained its Year 5 adjusted EBITA margin target of 31%. Executive Vice President and Chief Financial Officer Mike Baughman stated on the conference call, "There isn't necessarily anything we've identified to offset the \$20 million." It seems that the offset could be reinvestment



activity. Emerson also raised its costs to achieve to \$165mn. It still expects the majority of costs to be realized in the first two years of the acquisition.

Importantly, management recommitted for 4QF24 sales for Test & Measurement to return to y/y growth.

# 1QF24 adj. EPS was \$0.19 above our estimate

Revenue was 5% above our estimate and EBITA margins were 240bp above. Operating profit was \$0.18 above our model. Interest expense was in line with our forecast, with a higher tax a \$(0.01) headwind. Minority interest was a \$0.02 benefit.

## Exhibit 3: 1QF24 variation analysis – income statement

Adj. EPS was \$0.19 beat versus BofA estimate

	Actual	Reported		<b>BofA Estimate</b>		Variatio	n vs. BofA Est.	
(in US\$ mn, except per share data)	1QF23A	1QF24A	YOY % Chg.	1QF24E	YOY % Chg.	Dollar	% / b.p.	EPS
Revenue:	3,373	4,117	22.1%	3,923	16.3%	194	5%	
Cost of operations	1,753	1,970	12.4%	2,000	14.1%	(30)	<u>-1%</u>	
Gross profit	1,620	2,147	32.5%	1,923	18.7%	224	12%	\$0.30
SG&A	1,030	1,277	24.0%	1,189	15.4%	88	<u>7%</u>	\$(0.12)
Operating profit	590	870	47.5%	735	24.5%	135	18%	\$0.18
Amortization of intangibles	167	323	93.4%	243	45.5%	80	33%	\$(0.11)
Rationalization of operations	-	-	NM	-	NM	-	NM	\$0.00
Gains, net	-	-	NM	-	NM	-	N/M	\$0.00
Other	(74)	(93)	<u>NM</u>	(91)	<u>NM</u>	(2)	N/M	\$0.00
EBIT	497	640	28.8%	582	17.2%	58	10%	\$0.08
Interest expense / (income)	48	13	<u>-72.9%</u>	15	-68.8%	(2)	(0)	\$0.00
EBT	449	627	39.6%	567	26.4%	60	11%	\$0.08
Income tax expense	84	143	70.6%	125	48.6%	18	15%	
Tax rate	18.7%	22.8%	410 bp	22.0%	330 bp	90 bp	4%	\$(0.01)
Minority Interest	(5)	(10)	100.0%		-100.0%	(10)	=	\$0.02
Operating Net income	370	494	33.4%	443	19.6%	51	12%	\$0.09
Amort. of intangible/sh	\$0.15	\$0.36	N/A	\$0.26	N/A	0	N/A	\$0.11
FULLY DILUTED EPS	\$0.78	\$1.22	56.7%	\$1.03	31.5%	\$0.20	19.2%	
Diluted Shares Outstanding	587	573	-2.3%	574	-2.1%	(1)	-0.2%	\$0.00

**Source:** BofA Global Research estimates, company filings

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# **Segment variance**

Intelligent devices core revenue growth of 11% was above our 6.5% forecast and EBITA margins of 23.8% were 120bp above our forecast, driving \$0.08 EPS upside.

Control systems & software core revenue growth of 11% was above our 6.5% forecast and EBITA margins of 23.0% were 220bp above our forecast, driving \$0.02 EPS upside. Aspen Tech drove \$(0.02) EPS downside. Test & Measurement drove \$0.09 EPS upside. Corporate & other drove a net \$0.02 EPS upside.

**Exhibit 4: 1QF24 variation analysis – segment EBITA**Segment EBITA was \$138mn/17% ahead of our estimate

	Actual	Reported		BofA Est.		Variatio	on vs. BofA	
(in US\$ mn, except per share data)	1QF23A	1QF24A	y/y %	1QF24E	y/y %	Dollar	% / b.p.	EPS
Revenue by Segment								
Intelligent devices	2,539	2,822	11.1%	2,708	6.6%	114	4%	
Final control	862	940	9.0%	972	12.7%	(32)	-3%	
Measurement & analytical	749	947	26.4%	807	7.7%	140	17%	
Discrete automation	618	613	-0.8%	612	-1.0%	1	0%	
Safety & productivity	310	322	3.9%	318	2.5%	4	1%	
Software & control	849	1,314	54.8%	1,233	45.3%	81	7%	
Control systems & software	606	675	11.4%	669	10.4%	6	1%	
Aspen Tech	243	257	5.8%	274	12.9%	(17)	-6%	
Test and Measurement	-	382	N/A	290	N/A	92	32%	
Eliminations	(15)	(19)	26.7%	(18)	N/A	(1)	N/A	
Total Revenue	3,373	4,117	22.1%	3,923	16.3%	194	5%	
Segment EBITA								
Intelligent devices	563	671	19.2%	613	8.8%	58	10%	\$0.08
Final control	184	223	21.2%	213	15.9%	10	5%	\$0.01
Measurement & analytical	181	258	42.5%	198	9.5%	60	30%	\$0.08
Discrete automation	129	116	-10.1%	130	0.9%	(14)	-11%	\$(0.02)
Safety & productivity	69	74	7.2%	71	3.0%	3	4%	\$0.00
Software & control	202	343	69.8%	278	37.5%	65	23%	\$0.09
Control systems & software	114	155	36.0%	139	22.1%	16	11%	\$0.02
Aspen Tech	88	87	-1.1%	101	14.7%	(14)	-14%	\$(0.02)
Test and Measurement	≘	101	N/A	38	N/A	63	168%	\$0.09
Segment EBITA	765	1,014	32.5%	890	16.4%	124	14%	\$0.17
Differences in accounting methods	45	31	-31.1%	30	-33.3%	1	3%	\$0.00
Corporate & Other	(146)	(82)	<u>-43.8%</u>	(95)	<u>-34.9%</u>	13	<u>-14%</u>	\$0.02
Total EBITA	664	963	45.0%	825	24.3%	138	17%	\$0.19
EBITA Margins								
Intelligent devices	22.2%	23.8%	160 bp	22.6%	40 bp	120 bp		
Final control	21.3%	23.7%	240 bp	21.9%	60 bp	180 bp		
Measurement & analytical	24.2%	27.2%	310 bp	24.6%	40	270		
Discrete automation	20.9%	18.9%	(200 bp)	21.3%	40 bp	(240 bp)		
Safety & productivity	22.3%	23.0%	70 bp	22.4%	10 bp	60 bp		
Software & control	23.8%	26.1%	230 bp	22.5%	(130 bp)	360 bp		
Control systems & software	18.8%	23.0%	420 bp	20.8%	200 bp	220 bp		
Aspen Tech	36.2%	33.9%	(240 bp)	36.8%	60 bp	(290 bp)		
Test and Measurement	N/A	<u>26.4%</u>	N/A	13.0%	N/A	1,340		
Segment EBITA	22.7%	24.6%	190 bp	22.7%	bp	190 bp		
Differences in accounting methods	1.3%	0.8%	(60 bp)	0.8%	(60 bp)	0 bp		
Corporate & Other	<u>-4.3%</u>	<u>-2.0%</u>	230 bp	<u>-2.4%</u>	<u>190 bp</u>	<u>40 bp</u>		
Total EBITA	19.7%	23.4%	370 bp	21.0%	140 bp	240 bp		

**Source:** BofA Global Research estimates, company filings

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# **Valuation**

We base our \$120 price objective on a 15x EV/EBITDA multiple of our CY25E EBITDA. Our target multiple is in line with multi-industrial peers trading at 15x CY24 estimates. We argue an in line multiple is warranted given above-peer margins offset by higher merger integration risks.

### **Exhibit 5: EMR valuation versus comparable stocks**

EMR trades at a discount to peers on EV/EBITDA

		Stock Price	P	/E	EV/E	BITDA	EBITD#	Margin	EPS 6	irowth
Company	Ticker	2/7/2024	2024E	2025E	2024E	2025E	2024E	2025E	2024E	2025E
ABB	ABLZF	\$43.90	21.5 x	19.3 x	12.8 x	11.4 x	18.8%	19.4%	1%	11%
AMETEK	AME	\$166.73	24.4 x	22.5 x	17.9 x	16.4 x	30.4%	30.6%	7%	9%
Eaton	ETN	\$272.85	26.9 x	25.2 x	21.6 x	19.6 x	21.9%	22.1%	11%	7%
Honeywell	HON	\$194.10	19.2 x	17.3 x	12.9 x	12.1 x	26.8%	27.2%	10%	11%
Rockwell	ROK	\$269.02	17.6 x	16.6 x	13.5 x	12.4 x	23.1%	23.3%	20%	6%
Schneider	SBGSF	€ 192.30	<u>25.7 x</u>	23.2 x	<u>15.3 x</u>	13.8 x	20.4%	<u>20.8%</u>	9%	11%
AVERAGE			22.6 x	20.7 x	15.4 x	14.3 x	23.6%	23.9%	10%	9%
Emerson	EMR	\$104.09	19.4 x	17.9 x	14.3 x	13.2 x	26.0%	26.4%	15%	8%
Emerson at PO		\$120	22.4 x	20.7 x	16.3 x	15.1 x				

**Source:** Bloomberg, company filings, BofA Global Research estimates Note: Estimates calendarized for December 31st year end

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# Price objective basis & risk

### **Emerson Electric Co (EMR)**

We base our \$120 price objective on a 15x EV/EBITDA multiple of our CY25E EBITDA. Our target multiple is in line with multi-industrial peers trading at 15x CY24 estimates. We argue an in line multiple is warranted given above-peer margins offset by higher merger integration risks.

Downside risks to our PO are 1) deterioration in energy capex outlook or oil price correction 2) emerging market slowdown, which could impact the company's growth, and 3) acquisition integration risks.

### Rockwell (ROK)

We base our \$280 price objective on a 15x EV/EBITDA multiple of our CY25 estimate. Our target multiple is in line with the 15x peer average on 2024E. We offset execution concerns with ROK's position in the US automation market.

Upside risks are 1) supply chain improvement, 2) potentially accretive acquisitions.

Downside risks are 1) delays in global capex, 2) execution risks, 3) supply-chain constraints, and 4) greater competition.

# **Analyst Certification**

I, Andrew Obin, 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 - Multi-Industrials/Engineering and Construction Coverage Cluster** 

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
	APi Group	APG	APG US	Andrew Obin
	AspenTech	AZPN	AZPN US	Andrew Obin
	Atmus Filtration	ATMU	ATMU US	Andrew Obin
	Dover Corp	DOV	DOV US	Andrew Obin
	Eaton Corp PLC	ETN	ETN US	Andrew Obin
	Emerson Electric Co	EMR	EMR US	Andrew Obin
	Flowserve	FLS	FLS US	Andrew Obin
	General Electric Company	GE	GE US	Andrew Obin
	Honeywell International Inc.	HON	HON US	Andrew Obin
	ITT Inc.	ITT	ITT US	Andrew Obin
	Montrose Environmental Group, Inc.	MEG	MEG US	Andrew Obin
	Parker Hannifin Corporation	PH	PH US	Andrew Obin
	PTC Inc.	PTC	PTC US	Andrew Obin
	Rush	RUSHA	RUSHA US	Andrew Obin
	Vertiv	VRT	VRT US	Andrew Obin
	Vontier	VNT	VNT US	Andrew Obin
NEUTRAL				
	3M Company	MMM	MMM US	Andrew Obin
	AMETEK Inc	AME	AME US	Andrew Obin
	Fortive Corporation	FTV	FTV US	Andrew Obin
	Johnson Controls International PLC	JCI	JCI US	Andrew Obin
	Pentair plc	PNR	PNR US	Andrew Obin
	Rockwell	ROK	ROK US	Andrew Obin
	Trane Technologies PLC	TT	TT US	Andrew Obin
UNDERPERFORM				
	Allegion	ALLE	ALLE US	Andrew Obin
	Carrier Global Corp.	CARR	CARR US	Andrew Obin
	Core & Main	CNM	CNM US	Andrew Obin



### **US - Multi-Industrials/Engineering and Construction Coverage Cluster**

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
	Illinois Tool Works	ITW	ITW US	Andrew Obin
	John Bean Technologies	JBT	JBT US	Andrew Obin
	Keysight	KEYS	KEYS US	David Ridley-Lane, CFA

# *Q*method<sup>™</sup> Measures Definitions

<b>Business Performance</b>	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
Asset Replacement Ratio	Capex	Depreciation
Tax Rate	Tax Charge	Pre-Tax Income
Net Debt-To-Equity Ratio	Net Debt = Total Debt — Cash & Equivalents	Total Equity
Interest Cover	EBIT	Interest Expense
Valuation Toolkit	Numerator	Denominator
Price / Earnings Ratio	Current Share Price	Diluted Earnings Per Share (Basis As Specified)
Price / Book Value	Current Share Price	Shareholders' Equity / Current Basic Shares
Dividend Yield	Annualised Declared Cash Dividend	Current Share Price
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
sales	Other LT Liabilities	
EV / EBITDA	Enterprise Value	Basic EBIT + Depreciation + Amortization

Manethod 3<sup>ss</sup> 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.

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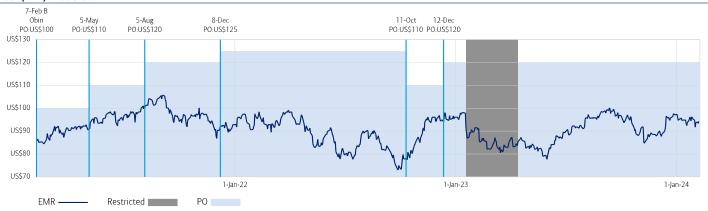
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# **Important Disclosures**

### **Emerson (EMR) 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.

### Rockwell (ROK) 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: Industrials/Multi-Industry Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	45	50.56%	Buy	25	55.56%
Hold	26	29.21%	Hold	13	50.00%
Sell	18	20.22%	Sell	7	38.89%

### 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%

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# Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster<sup>R2</sup>

 Buy
 ≥ 10%
 ≤ 70%

 Neutral
 ≥ 0%
 ≤ 30%

 Underperform
 N/A
 ≥ 20%

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