

Patterson Companies

Dental consumables a bright spot with the focus likely on the implied 4Q guide

Reiterate Rating: BUY | PO: 35.00 USD | Price: 28.84 USD

Dental Consumables strength offset by Equipment/AH

Patterson's FY3Q revenue results were below Street expectations on weaker Animal Health revenues. The Dental segment was slightly ahead of the Street with another quarter of strong performance in Consumables (7.2% growth ex-infection prevention) offset by weaker equipment. The weakness in Animal Health was driven by weakness in Companion Animal, which was less than offset by a solid performance in Production. Overall the implied 4Q guide down is likely to be the focus of this morning's call with the implied 4Q guide representing \$0.83 at the midpoint versus the Street at \$0.86-\$0.87 indicating EPS is ~4% below consensus. We also look for any commentary around share gains from Henry Schein which will be necessary to project the growth rate for the next few quarters. We maintain our Buy rating ahead of the 8:30AM ET call.

3Q Rev/EPS light; Dental Consumables strong

Total PDCO revenue of \$1,616.1MM came in below VA consensus estimates of \$1,630.0MM and below BofA's estimate of \$1,634.2MM. Dental sales of \$637.1MM was slightly ahead of VA consensus estimates of \$636.8MM our estimate of \$628.9MM. Total revenue for Dental Equipment of \$211.4MM missed VA consensus estimates of \$217.2MM, but beat BofA's estimate of \$206.4MM. Meanwhile, Dental consumables revenue of \$350.9MM beat VA consensus estimates of \$341.1MM and BofA's estimate of \$342.7MM. Dental consumables total growth was 6.3% vs. our estimate of 3.8%, with internal growth of 6.3% (7.2% growth ex-infection prevention). The Animal Health segment saw total sales growth of (0.2)% vs. our estimate of total growth of 3.0%. EPS for the quarter came in at \$0.59 vs. BofA's estimate of \$0.58 and VA consensus estimates of \$0.62. Patterson lowered the FY24 adjusted EPS guidance from \$2.35-\$2.45 to \$2.30-\$2.35, which compares to the VA consensus estimate of \$2.36.

Key topics for the call

The most important topics for the call with be on the implied 4Q guidance which fell below Street expectations. We also look for details on the sizing of any potential share gains from peer Henry Schein given strong Dental Consumables growth in the quarter. We also expect color around the latest trends for both Dental and Animal Health (Companion/Production) as well as current purchasing trends, particularly for dental equipment. Additionally, any color on expectations for capital deployment, in particular on M&A, will be important to supplementing core growth opportunities. Finally, we look for other updates tied to the underlying drivers of the quarter and how those factors into the 4Q guide and forward model.

28 February 2024

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Stock Data

 Price
 28.84 USD

 Price Objective
 35.00 USD

 Date Established
 2-Jan-2024

 Investment Opinion
 B-1-7

 52-Week Range
 25.00 USD - 34.53 USD

 Mrkt Val (mn) / Shares Out
 2,672 USD / 92.7

(mn)

Free Float 89.0%
Average Daily Value (mn) 23.04 USD
BofA Ticker / Exchange PDCO / NAS
Bloomberg / Reuters PDCO US / PDCO.0Q
ROE (2024E) 20.0%
Net Dbt to Eqty (Apr-2023A) 33.3%

ESGMeter™ Medium

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VA- visible alpha

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Refer to important disclosures on page 4 to 6. Analyst Certification on page 3. Price
Objective Basis/Risk on page 2.

Timestamp: 28 February 2024 07:43AM EST

Exhibit 1: PDCO Variance Analysis

Animal Health softness drove the top line miss, with both segment EBIT and EPS below Street

Fiscal Year Ending

April 30,	3Q'24E	3Q'24A	Delta BoFA - %	VA Consensus	Delta - vs cons %	3Q'23A	Y-o-Y Growth
Revenue							
Dental	628.9	637.1	1.3%	636.8	0.0%	621.8	2.5%
Dental Equipment	206.4	211.4	2.4%	217.2	(2.7%)	216.6	(2.4%)
Dental Consumables	342.7	351.0	2.4%	341.1	2.9%	330.2	6.3%
Animal Health	998.2	967.3	(3.1%)	987.6	(2.1%)	969.4	(0.2%)
Other	7.0	11.7	66.9%	_	_	9.7	20.7%
Total Revenue	1,634.2	1,616.1	(1.1%)	1,630.0	(0.9%)	1,600.9	1.0%
Cost of Revenue	1,280.4	1,268.6	(0.9%)	1,279.2	(0.8%)	1,257.9	0.8%
Gross Profit	353.8	347.5	(1.8%)	349.4	(0.5%)	343.0	1.3%
SG&A	274.5	271.4	(1.2%)	268.0	1.3%	257.6	5.4%
Adjusted EBIT	79.3	79.6	0.5%	82.1	(3.0%)	85.4	(6.7%)
Dental EBIT	56.0	53.6	(4.2%)	61.5	(12.7%)	60.3	(11.1%)
Animal Health EBIT	29.9	32.1	7.2%	34.1	(5.8%)	30.2	6.3%
Depreciation & Amortization	13.1	12.7	(2.6%)	12.0	6.1%	11.7	8.6%
EBITDA	92.3	92.4	0.0%	93.7	(1.4%)	97.1	(4.9%)
Interest Expense	11.1	11.7	5.9%	11.3	3.7%	9.7	20.5%
Interest Income/Other	(5.5)	(3.7)	(33.6%)	(5.6)	(34.5%)	(3.1)	18.0%
Pre-Tax Income	73.7	71.6	(2.9%)	76.0	(5.8%)	78.8	(9.1%)
Income Taxes	18.4	16.7	(9.3%)	18.9	(11.8%)	17.7	(6.0%)
Adjusted Net Income	55.4	55.0	(0.7%)	56.5	(2.7%)	61.1	(10.0%)
Adjusted EPS	\$0.58	\$0.59	2.6%	\$0.60	(0.1%)	\$0.62	(4.7%)
Fully Diluted Share Count	95.6	92.5	(3.2%)	94.9	(2.5%)	98.0	(5.6%)

Source: BofA Global Research, Company Reports

BofA GLOBAL RESEARCH

Price objective basis & risk

Patterson Companies (PDCO)

Our \$35 PO equates to about 9.5x our CY24E EV/EBITDA. We are using EV/EBITDA to align PDCO's valuation with the rest of the peer group. This multiple is about 1x below the five-year average and accounts for the challenged end market dynamics. We also view the increased risk of competition on animal health and consumer risk as warranting a discount relative to historical valuation.

Upside risks to our PO are improvement in core Dental growth, incremental equipment sales, and cost rationalization, particularly within Animal Health. An improved margin profile would also warrant a higher multiple for PDOC given it trades at a discount to peers.

Downside risks are a slowdown in total demand with broader macro concerns, worse-than-expected ramping in consumables, animal health market pressures, incremental

OpEx spend that hampers EPS growth, and new competition from Amazon and other non-traditional players creating both growth and margin pressures.

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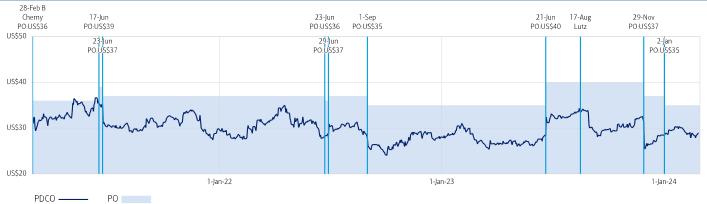
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Patterson Companies (PDCO) Price Chart



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Buy	234	60.94%	Buy	115	49.15%
Hold	80	20.83%	Hold	36	45.00%
Sell	70	18.23%	Sell	29	41.43%

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Sell	807	22.84%	Sell	383	47.46%

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Buy	≥ 10%	≤ 70%
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