

Fox Factory Holding Corp

Consumer Conference: FOXF Fireside Chat Takeaways

Maintain Rating: NEUTRAL | PO: 55.00 USD | Price: 50.75 USD

We hosted a Fireside Chat with FOXF Chief Financial Officer Dennis Schemm, at our consumer conference in Miami, Florida. Our key takeaways were:

FOXF continues to see normalization in SSG

FOXF still believes the legacy SSG business (primarily suspension for high end mountain bikes) should grow MSD-HSD% longer term and is seeing strong momentum with smaller OEMs. However, FOXF continues to see near term headwinds including a lack of visibility with the larger OEMs who remain cautious. SSG EBITDA margins remain the highest in FOXF's portfolio, and have potential to reach 30% once FOXF is through channel destocking. FOXF sees "multiple growth vectors" for Marucci outside of its core bat offering including Lizard Skins grips, gloves, shoes, softball, and its Hitter's House experiential retail concept. We believe FOXF will reevaluate its long-term guidance in 2H24 once it sees signs of stabilization. We maintain our Neutral rating.

PVG: See longer term growth but near term headwinds

FOXF continues to believe PVG should grow DD% longer term, and should benefit from the strength of its automotive OEM relationships including with Ford and Toyota. Near term, FOXF expects its auto OE business to be up y/y, but sees a decline in Powered Sports (estimate 20-25% of PVG) given headwinds from higher dealer floor plan financing costs and softness in snowmobiles on weather headwinds.

AAG continues to be impacted by higher financing costs

We believe higher floor plan financing costs continue to be a headwind for truck upfitting as dealer lots are still relatively full. FOXF believes it should see improvement when rates start to moderate. Side by side upfitting is launching soon and should be a large opportunity.

Capital allocation focused on debt reduction

We believe FOXF remains focused on debt reduction and is targeting a net leverage ratio of 1-2X. FOXF is currently focused on integrating Marucci and accelerating its core business.

Estimates (Dec) (US\$)	2022A	2023A	2024E	2025E	2026E
EPS	5.49	3.95	2.45	4.05	5.25
GAAP EPS	4.98	3.32	1.82	3.42	4.72
EPS Change (YoY)	22.0%	-28.1%	-38.0%	65.3%	29.6%
Consensus EPS (Bloomberg)			2.43	3.87	NA
DPS	0	0	0	0	0
Valuation (Dec)					
P/E	9.2x	12.8x	20.7x	12.5x	9.7x
GAAP P/E	10.2x	15.3x	27.9x	14.8x	10.8x
EV / EBITDA*	6.8x	8.5x	9.7x	7.2x	5.9x
Free Cash Flow Yield*	7.2%	3.2%	1.1%	4.0%	5.7%

* For full definitions of *IQmethod*SM measures, see page 5.

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14 March 2024

Equity

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Stock Data

Price	50.75 USD
Price Objective	55.00 USD
Date Established	23-Feb-2024
Investment Opinion	C-2-9
52-Week Range	44.10 USD - 125.08 USD
Mrkt Val (mn) / Shares Out (mn)	2,151 USD / 42.4
Free Float	99.5%
Average Daily Value (mn)	28.63 USD
BofA Ticker / Exchange	FOXF / NAS
Bloomberg / Reuters	FOXF US / FOXF.OQ
ROE (2024E)	8.2%
Net Dbt to Eqty (Dec-2023A)	54.0%
ESGMeter™	Medium

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SSG = Specialty Sports Group

AAG = Aftermarket Applications Group

PVG = Powered Vehicle Group

DD = Double Digit

MSD = Mid Single Digit

HSD = High Single Digit

OEM = original equipment manufacturer

OE = original equipment

y/y = year-over-year

W

iQprofileSM Fox Factory Holding Corp

iQmethodSM – Bus Performance*

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Return on Capital Employed	16.7%	9.4%	6.2%	8.8%	10.4%
Return on Equity	23.1%	14.3%	8.2%	12.5%	14.4%
Operating Margin	16.0%	12.8%	9.5%	13.3%	15.7%
Free Cash Flow	156	69	23	87	123

iQmethodSM – Quality of Earnings*

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Cash Realization Ratio	0.9x	0.7x	0.8x	0.9x	0.9x
Asset Replacement Ratio	1.6x	1.5x	1.8x	1.7x	1.8x
Tax Rate	13.3%	14.9%	16.0%	15.0%	16.0%
Net Debt-to-Equity Ratio	4.9%	54.0%	49.0%	38.0%	25.9%
Interest Cover	28.7x	9.7x	2.5x	4.1x	5.4x

Income Statement Data (Dec)

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Sales	1,602	1,464	1,597	1,697	1,867
% Change	23.4%	-8.6%	9.1%	6.3%	10.0%
Gross Profit	535	477	450	560	635
% Change	22.8%	-10.9%	-5.5%	24.4%	13.3%
EBITDA	323	255	225	304	371
% Change	21.2%	-20.8%	-11.7%	35.0%	21.9%
Net Interest & Other Income	(13)	(21)	(60)	(55)	(54)
Net Income (Adjusted)	233	167	104	172	223
% Change	21.9%	-28.0%	-38.0%	65.4%	29.6%

Free Cash Flow Data (Dec)

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Net Income from Cont Operations (GAAP)	211	141	77	145	200
Depreciation & Amortization	49	59	63	67	68
Change in Working Capital	(61)	(83)	(53)	(57)	(70)
Deferred Taxation Charge	NA	NA	NA	NA	NA
Other Adjustments, Net	0	0	0	0	0
Capital Expenditure	(44)	(47)	(64)	(68)	(75)
Free Cash Flow	156	69	23	87	123
% Change	NM	-55.5%	-66.2%	271.1%	41.6%
Share / Issue Repurchase	20	(38)	0	0	0
Cost of Dividends Paid	0	0	0	0	0
Change in Debt	(171)	575	0	0	0

Balance Sheet Data (Dec)

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Cash & Equivalents	145	84	107	194	318
Trade Receivables	200	171	188	207	228
Other Current Assets	452	513	563	614	675
Property, Plant & Equipment	202	237	238	240	247
Other Non-Current Assets	618	1,237	1,237	1,237	1,237
Total Assets	1,618	2,242	2,334	2,492	2,705
Short-Term Debt	0	0	0	0	0
Other Current Liabilities	259	208	222	235	247
Long-Term Debt	200	744	744	744	744
Other Non-Current Liabilities	38	69	69	69	69
Total Liabilities	497	1,021	1,035	1,048	1,060
Total Equity	1,121	1,222	1,299	1,444	1,645
Total Equity & Liabilities	1,618	2,242	2,334	2,492	2,705

* For full definitions of iQmethodSM measures, see page 5.

Company Sector

Leisure

Company Description

Fox Factory Holding Corp. (FOXF) is a leading designer, manufacturer and marketer of high-performance suspension products used primarily on mountain bikes and powered vehicles including side-by-side vehicles, on-road vehicles with off-road capabilities and trucks, all-terrain vehicles, snowmobiles, specialty vehicles and applications, and motorcycles.

Investment Rationale

We rate FOXF shares Neutral. We see near-term risks from inventory destocking trends in PVG & SSG partially offset by compelling valuation.

Stock Data

Average Daily Volume

564,058

Quarterly Earnings Estimates

	2023	2024
Q1	1.20A	0.20E
Q2	1.21A	0.41E
Q3	1.05A	0.84E
Q4	0.48A	0.99E



Price objective basis & risk

Fox Factory Holding Corp (FOXF)

Our \$55 price objective is based on 13-14x our 2025E EPS estimate of \$4.05 (from 18-19X our C25 EPS of \$5.10). We believe a multiple in-line with other comparable bicycle, powersports and active lifestyle companies (trading at 15-20x) is warranted given FOXF's premium brand positioning, consistent history of product development, market share leadership position in the growing mountain bike suspension market, high return on invested capital (ROIC), supporting solid free cash flow generation, and highly defensible customer-focused business model.

Upside risks are accretive M&A, acceleration in end markets and better-than-expected share gains.

Downside risks are a slowdown in cycling or recreational vehicles demand could hurt demand for new components including suspension, key customer risk, and investments in R&D will likely mute SGA leverage, foreign currency translation risks, competition could pressure sales and margins, integration of M&A could take longer than expected, acquisition opportunities might not materialize, and entry into new geographies or categories could be challenging.

Analyst Certification

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US - Broadlines, Hardlines, Food Retailers & Leisure Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
	Academy Sports + Outdoors	ASO	ASO US	Robert F. Ohmes, CFA
	Arhaus, Inc	ARHS	ARHS US	Robert F. Ohmes, CFA
	BJ's Wholesale Club Holdings	BJ	BJ US	Robert F. Ohmes, CFA
	Costco Wholesale Corporation	COST	COST US	Robert F. Ohmes, CFA
	Grocery Outlet Holding Corp.	GO	GO US	Robert F. Ohmes, CFA
	Harley-Davidson	HOG	HOG US	Alexander Perry
	Life Time	LTH	LTH US	Alexander Perry
	Mattel	MAT	MAT US	Alexander Perry
	Mister Car Wash	MCW	MCW US	Robert F. Ohmes, CFA
	O'Reilly Automotive, Inc.	ORLY	ORLY US	Robert F. Ohmes, CFA
	Planet Fitness, Inc.	PLNT	PLNT US	Alexander Perry
	Sprouts Farmers Market, Inc.	SFM	SFM US	Robert F. Ohmes, CFA
	Sysco Corporation	SY	SY US	Kendall Toscano
	Target Corp.	TGT	TGT US	Robert F. Ohmes, CFA
	The Kroger Co.	KR	KR US	Robert F. Ohmes, CFA
	Topgolf Callaway Brands Corp	MODG	MODG US	Alexander Perry
	Upbound Group Inc.	UPBD	UPBD US	Vicky Liu
	Walmart Inc	WMT	WMT US	Robert F. Ohmes, CFA
NEUTRAL				
	Dick's Sporting Goods	DKS	DKS US	Robert F. Ohmes, CFA
	Fox Factory Holding Corp	FOXF	FOXF US	Alexander Perry
	Hasbro	HAS	HAS US	Alexander Perry
	Williams-Sonoma	WSM	WSM US	Robert F. Ohmes, CFA
	Xponential Fitness	XPOF	XPOF US	Alexander Perry
	YETI Holdings, Inc.	YETI	YETI US	Robert F. Ohmes, CFA
UNDERPERFORM				
	Advance Auto Parts, Inc.	AAP	AAP US	Robert F. Ohmes, CFA
	Canada Goose Holdings Inc	YGOOS	GOOS CN	Alexander Perry
	Canada Goose Holdings Inc	GOOS	GOOS US	Alexander Perry

US - Broadlines, Hardlines, Food Retailers & Leisure Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
	Columbia Sportswear	COLM	COLM US	Alexander Perry
	Dollar General Corporation	DG	DG US	Robert F. Ohmes, CFA
	Dollar Tree, Inc.	DLTR	DLTR US	Robert F. Ohmes, CFA
	Hibbett Sports, Inc.	HIBB	HIBB US	Alexander Perry
	National Vision	EYE	EYE US	Robert F. Ohmes, CFA
	Tractor Supply Company	TSCO	TSCO US	Robert F. Ohmes, CFA

iQmethodSM Measures Definitions**Business Performance**

Return On Capital Employed

Return On Equity

Operating Margin

Earnings Growth

Free Cash Flow

Numerator

NOPAT = (EBIT + Interest Income) × (1 – Tax Rate) + Goodwill Amortization

Net Income

Operating Profit

Expected 5 Year CAGR From Latest Actual

Cash Flow From Operations – Total Capex

Denominator

Total Assets – Current Liabilities + ST Debt + Accumulated Goodwill

Amortization

Shareholders' Equity

Sales

N/A

N/A

Quality of Earnings

Cash Realization Ratio

Asset Replacement Ratio

Tax Rate

Net Debt-To-Equity Ratio

Interest Cover

Numerator

Cash Flow From Operations

Capex

Tax Charge

Net Debt = Total Debt – Cash & Equivalents

EBIT

Denominator

Net Income

Depreciation

Pre-Tax Income

Total Equity

Interest Expense

Valuation Toolkit

Price / Earnings Ratio

Price / Book Value

Dividend Yield

Free Cash Flow Yield

Enterprise Value / Sales

Numerator

Current Share Price

Current Share Price

Annualised Declared Cash Dividend

Cash Flow From Operations – Total Capex

EV = Current Share Price × Current Shares + Minority Equity + Net Debt +

Other LT Liabilities

Enterprise Value

Denominator

Diluted Earnings Per Share (Basis As Specified)

Shareholders' Equity / Current Basic Shares

Current Share Price

Market Cap = Current Share Price × Current Basic Shares

Sales

Basic EBIT + Depreciation + Amortization

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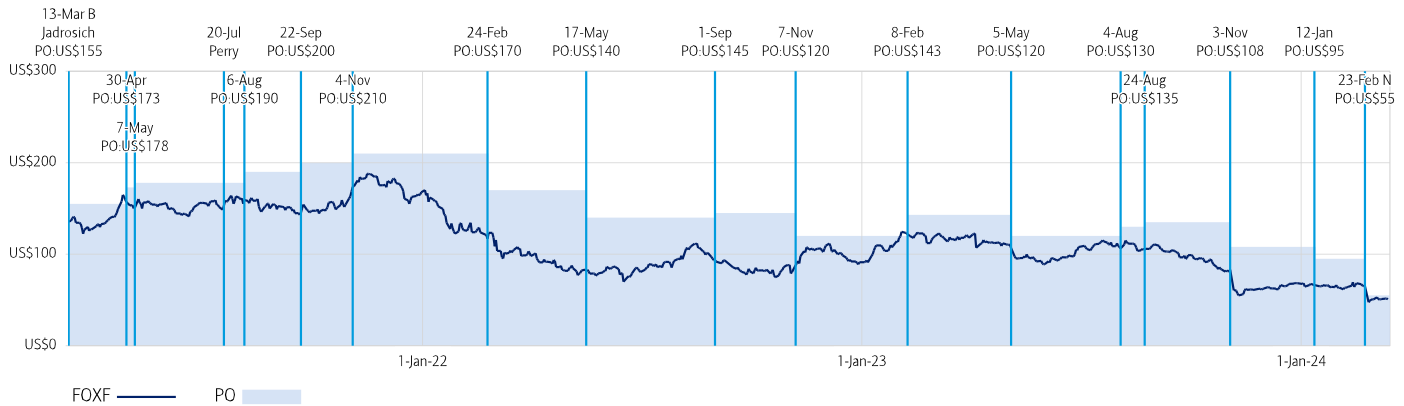
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Fox Factory Holding (FOXF) Price Chart



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: Leisure Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships ^{R1}	Count	Percent
Buy	16	55.17%	Buy	9	56.25%
Hold	7	24.14%	Hold	5	71.43%
Sell	6	20.69%	Sell	4	66.67%

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%

^{R1} Issuers that were investment banking clients 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 cluster ^{R2}
Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

^{R2} Ratings dispersions may vary from time to time where BofA Global Research believes it better reflects the investment prospects of stocks in a Coverage Cluster.

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