

Tempur Sealy International Inc.

4Q Quicktake: TPX continues to take share while waiting for industry to bounce back

Maintain Rating: BUY | PO: 65.00 USD | Price: 51.25 USD

EPS in-line despite slightly lower revenue growth

Tempur Sealy (TPX) reported 4Q EPS of \$0.53 which was in-line our \$0.53 estimate and consensus of \$0.53. The company reported lower revenue growth (-1.4% YoY vs. consensus flat), roughly in-line gross margin expansion (256bp YoY to 44.2% vs. consensus +44.3%), and more opex deleverage (250bp to 30.9% vs. consensus 30.6%). Revenue growth in the International segment ex. FX was 3.5% which outpaced North America revenue decline of 4.3%. Net sales through the wholesale channel increased 14.7% internationally, driven by the success of new Tempur product introductions, but decreased 6.2% in North America. North America adjusted gross margin improved 280bp YoY driven by favorable commodity costs and operational efficiencies, partially offset by unfavorable product mix. International gross margin improved 50bp YoY driven by favorable commodity costs, partially offset by unfavorable mix. The pending acquisition of Mattress Firm is still expected to close in 2H24.

Expect growth in sales and stabilizing category demand

The company provided its full year guidance for 2024. TPX expects adjusted EPS between \$2.60-2.90 and sales to experience low to mid-single digit YoY growth. The company believes that category demand is stabilizing around the world and expects 2024 industry units to be consistent with 2023 levels. TPX expects pressure on profits in 1Q24 as it grows into its new foam-pouring plant. EPS is expected to be between \$0.45 and \$0.50 in 1Q and will return to YoY growth in subsequent quarters.

We believe in TPX's ability to continue to outperform

Based on the earnings results and 2024 guidance, we maintain our Buy rating and PO of \$65 based on 19x our 2024E EPS on confidence in the company's ability to gain share in a stabilizing mattress industry and benefit from the Mattress Firm acquisition closure. TPX is our top pick for 2024 (01/29/24) as we believe the company will continue to outperform the industry through 2024 on strong product launches, marketing investment, and a lack of strong competition.

08 February 2024

Equity

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Stock Data

51.25 USD Price Objective 65.00 USD Date Established 5-Feb-2024 B-1-7 Investment Opinion 52-Week Range 34.98 USD - 52.41 USD Mrkt Val (mn) / Shares Out 8.829 USD / 172.3

Free Float 96.4% Average Daily Value (mn) 74.06 USD BofA Ticker / Exchange TPX / NYS Bloomberg / Reuters TPX US / TPX.N ROE (2023E) 283.8% Net Dbt to Eqty (Dec-2022A) ESGMeter™ Medium

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Price objective basis & risk

Tempur Sealy International Inc. (TPX)

Our price objective (PO) of \$65 is based on 19x our 2024E EPS, which is above TPX's five-year average of 13.5x. We believe this is warranted given TPX's strong competitive position, our expectation that industry trends return to growth next year and TPX can generate over 20% EPS growth in 2024.

Upside risks to our PO are stronger-than-expected sales growth from new products, greater-than-expected margin growth, and quicker than expected growth of direct channels. Downside risks to our PO are unsuccessful new product launches, volatility related to an industry that remains competitive, failure of the pending Mattress Firm acquisition to close and general macroeconomic risk.

Analyst Certification

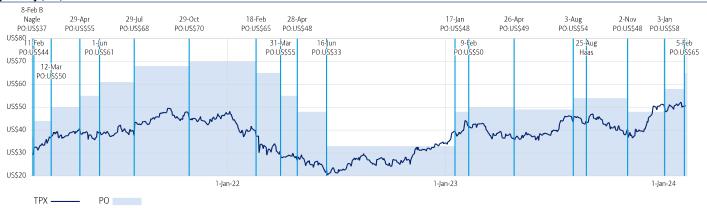
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Tempur Sealy (TPX) Price Chart



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

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

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	96	57.83%	Buy	39	40.63%
Hold	32	19.28%	Hold	12	37.50%
Sell	38	22.89%	Sell	18	47.37%

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

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
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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%

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