

BJ's Wholesale Club Holdings

"This is the club's time" to grow; Raise PO

Reiterate Rating: BUY | PO: 90.00 USD | Price: 78.88 USD

Reiterate Buy; Traffic & gen. merchandise improve in 4Q

We lower our F25 adj. EPS to \$4.00 (was \$4.10) to reflect 2024 guidance (see F4Q earnings report). F4Q General Merchandise & Services comps saw a notable recovery (-1% vs. -11% in F3Q) and we expect gen. merchandise comps to improve across categories in 2024. We forecast 1Q comp (ex-gas) sales flat in 1Q and expect comps to build through the year on easier inflation comparisons and an improvement in the lower-income consumer. We reiterate our Buy rating and raise our PO to \$90 (was \$80), 20x (up vs. 19x given rising peer multiples) our F26E (was F25E) adj. EPS of \$4.40.

Expect credit card headwind to continue through 1Q

Merchandise margin expansion of ~20bps y/y in F25 should be driven by better category management and growth in own brand penetration (own brand sales grew 3x faster than broader business in 2023). We forecast ~30bps y/y merchandise margin decline in 1Q to reflect continued headwind from co-brand credit card program (as we lap the first year of the program in April). We model some SG&A deleverage in 2024 as BJ's invests in new clubs and believe 2024 guide accounts for some normalization in the gas business.

Strategic initiatives support memberships & LT growth

We expect progress on BJ's strategic initiatives to support membership strength and LT growth including: 1) merchandising improvements, 2) digital offering enhancements (F4Q digitally enabled comps grew +28%) led by BOPIS, 3) strong value & improved pricing position (incl. through co-brand credit card program), and 4) new club growth (BJ expects to open ~12 clubs in 2024 and continues to build pipeline as BJ's believes "this is really the club's time" to grow). BJ's tenured renewal rate remains 90% and higher tier membership penetration remains 38% on top of a growing new member base.

Estimates (Jan) (US\$)	2022A	2023A	2024E	2025E	2026E
EPS	3.25	3.93	3.91	4.00	4.40
GAAP EPS	3.09	3.77	3.88	4.00	4.40
EPS Change (YoY)	5.2%	20.9%	-0.5%	2.3%	10.0%
Consensus EPS (Bloomberg)			3.86	3.99	4.36
DPS	0	0	0	0	0
Valuation (Jan)					
P/E	24.3x	20.1x	20.2x	19.7x	17.9x
GAAP P/E	25.5x	20.9x	20.3x	19.7x	17.9x
EV / EBITDA*	13.9x	11.8x	11.3x	11.5x	10.6x
Free Cash Flow Yield*	4.8%	2.7%	2.8%	2.4%	3.0%
* For full definitions of <i>IQ</i> method SM measures, see page 5.					

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Refer to important disclosures on page 6 to 8. Analyst Certification on page 4. Price
Objective Basis/Risk on page 4.

Timestamp: 07 March 2024 07:09PM EST

07 March 2024

Equity

Key Changes		
(US\$)	Previous	Current
Price Obj.	80.00	90.00
2024E Rev (m)	20,019.5	19,968.7
2025E Rev (m)	20,559.8	20,338.3
2026E Rev (m)	21,590.0	21,317.6
2024E EPS	3.85	3.91
2025E EPS	4.10	4.00
2026E EPS	4.45	4.40

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Stock Data	
Price	78.88 USD
Price Objective	90.00 USD
Date Established	7-Mar-2024
Investment Opinion	B-1-9
52-Week Range	60.33 USD - 78.97 USD
Mrkt Val (mn) / Shares Out	10,521 USD / 133.4
(mn)	
Free Float	99.2%
Average Daily Value (mn)	93.28 USD
BofA Ticker / Exchange	BJ / NYS
Bloomberg / Reuters	BJ US / BJ.N
ROE (2024E)	42.5%
Net Dbt to Eqty (Jan-2023A)	78.2%
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".

BOPIS: buy online, pick up in-store

iQprofile[™]BJ's Wholesale Club Holdings

IQmethod "" – Bus Performance*					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Return on Capital Employed	12.9%	13.8%	12.4%	11.4%	11.4%
Return on Equity	92.8%	63.3%	42.5%	32.7%	28.4%
Operating Margin	3.8%	4.0%	4.0%	3.9%	4.0%
Free Cash Flow	502	289	296	252	321

*i***Q**method SM − **Quality of Earnings***

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Cash Realization Ratio	1.8x	1.2x	1.4x	1.4x	1.4x
Asset Replacement Ratio	1.7x	1.8x	2.2x	2.4x	2.3x
Tax Rate	23.7%	25.6%	28.8%	28.0%	28.0%
Net Debt-to-Equity Ratio	108.5%	78.2%	46.0%	29.8%	15.9%
Interest Cover	12.2x	17.5x	13.8x	18.6x	19.0x

Income Statement Data (Jan)

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Sales	16,667	19,315	19,969	20,338	21,318
% Change	8.0%	15.9%	3.4%	1.9%	4.8%
Gross Profit	3,079	3,439	3,643	3,758	3,952
% Change	3.3%	11.7%	5.9%	3.2%	5.2%
EBITDA	822	967	1,008	997	1,078
% Change	1.5%	17.6%	4.3%	-1.1%	8.1%
Net Interest & Other Income	(52)	(44)	(58)	(42)	(45)
Net Income (Adjusted)	449	537	528	535	584
% Change	4.6%	19.5%	-1.6%	1.3%	9.1%

Free Cash Flow Data (Jan)

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Net Income from Cont Operations (GAAP)	449	537	528	535	584
Depreciation & Amortization	181	201	208	212	222
Change in Working Capital	177	(96)	10	6	15
Deferred Taxation Charge	NA	NA	NA	NA	NA
Other Adjustments, Net	0	0	0	0	0
Capital Expenditure	(305)	(353)	(450)	(500)	(500)
Free Cash Flow	502	289	296	252	321
% Change	-14.4%	-42.5%	2.5%	-14.7%	27.1%
Share / Issue Repurchase	(120)	(138)	(138)	(138)	(138)
Cost of Dividends Paid	0	0	0	0	0
Change in Debt	(273)	148	0	0	0

Balance Sheet Data (Jan)

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Cash & Equivalents	45	34	192	306	489
Trade Receivables	174	240	248	252	265
Other Current Assets	1,298	1,430	1,478	1,505	1,578
Property, Plant & Equipment	942	1,337	1,579	1,868	2,146
Other Non-Current Assets	3,237	3,310	3,310	3,310	3,310
Total Assets	5,696	6,350	6,807	7,242	7,787
Short-Term Debt	0	405	405	405	405
Other Current Liabilities	1,861	1,963	2,030	2,067	2,167
Long-Term Debt	749	448	448	448	448
Other Non-Current Liabilities	210	251	251	251	251
Total Liabilities	5,048	5,303	5,370	5,407	5,507
Total Equity	648	1,047	1,437	1,835	2,281
Total Equity & Liabilities	5,696	6,350	6,807	7,242	7,787

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

Company Sector

Supermarkets/Food Retailers

Company Description

BJ's Wholesale Club, Inc. operates 218 warehouse clubs in 17 states, primarily in the Eastern US. BJ's offers its members brand-name and private label food, general merchandise, gasoline and other specialty businesses. BJ's is based in Westborough, Massachusetts and was founded in 1984.

Investment Rationale

We rate BJ shares at Buy as we view BJ's as well-positioned in both the near-term as well as long-term given its strong value proposition (esp in fuel) in a highly inflationary environment, as well as strong & improving membership trends.

Stock Data

Average Daily Volume 1,182,567

Quarterly Earnings Estimates

	2023	2024
Q1	0.87A	0.85A
Q2	1.06A	0.97A
Q3	0.99A	0.98A
Q4	1.00A	1.11E



Exhibit 1: BJ quarterly earnings analysis \$ millions, except per share data

	Net		Total	COGS	SG&A	Pre-opening	Op.	Net Int.		Inc	Net Inc. bef.	Extra Gain	Net	Opera	•	•	Shs. Out
	Sales	Membership	Revenues	& Distrib.	& Occup.	Expenses	Inc.	Ехр.	Inc	Тах	Extra	(Loss)	Inc.	EP	S	EPS	(MM)
Apr-Q1	4,399.8	96.6	4,496.4	3,698.0	635.4	4.9	158.2	\$7.4	150.8	32.4	118.4	(6.0)	1	12.5	\$0.87	\$0.82	136.
Jul-Q2	5,005.0	98.8	5,103.8	4,243.8	647.0	5.9	207.1	\$10.5	196.6	52.3	144.3	(3.3)		41.0	\$1.06	\$1.03	136.
Oct-Q3	4,685.8	99.5	4,785.3	3,908.2	666.5	10.7	199.9	\$12.2	187.8	50.5	135.8	(5.9)	1	29.9	\$0.99	\$0.95	136.
Jan-Q4	4,827.8	101.8	4,929.6	4,026.4	699.4	<u>3.4</u>	200.4	\$13.7	186.7	50.0	136.7	(6.9)	1	29.8	\$1.00	\$0.95	136
F2023	\$18,918.4	\$396.7	\$19,315.2	\$15,876.4	\$2,648.3	\$24.9	\$765.6	\$43.8	\$721.8	\$185.2	\$536.7	(\$22.1) \$	514.6	\$3.93	\$3.77	136
Apr-Q1	4,620.6	102.5	4,723.1	3,843.2	689.3	3.9	186.8	\$15.3	171.5	55.9	115.6	0.5	1	16.1	\$0.85	\$0.85	135
Jul-Q2	4,859.8	103.7	4,963.5	4,066.7	695.0	1.6	200.3	\$16.5	183.8	52.6	131.2	0.1	1	31.3	\$0.97	\$0.97	135
Oct-Q3	4,818.7	106.1	4,924.7	4,022.2	697.1	6.0	199.4	\$16.2	183.2	51.4	131.8	(1.3)	1	30.5	\$0.98	\$0.97	135
Jan-Q4	<u>5,248.9</u>	108.4	<u>5,357.3</u>	<u>4,394.0</u>	<u>741.1</u>	<u>8.1</u>	214.0	\$10.0	204.0	<u>54.1</u>	149.8	(4.0)	1	45.9	<u>\$1.11</u>	\$1.08	<u>134</u>
F2024	\$19,548.0	\$420.7	\$19,968.7	\$16,326.1	\$2,822.5	\$19.6	\$800.4	\$58.0	\$742.4	\$214.1	\$528.4	(\$4.6) \$	523.7	\$3.91	\$3.88	135
Apr-Q1E	4,736.1	108.7	4,844.8	3,956.3	716.9	3.9	167.7	\$10.5	157.2	44.0	113.2	0.0		13.2	\$0.85	\$0.85	133
Jul-Q2E	5,005.6	109.9	5,115.6	4,179.4	727.6	3.6	204.9	\$10.5	194.4	54.4	140.0	0.0		40.0	\$1.05	\$1.05	133
Oct-Q3E	5,011.4	111.9	5,123.3	4,171.1	740.3	6.0	205.8	\$10.5	195.3	54.7	140.6	0.0	1	40.6	\$1.05	\$1.05	133
Jan-Q4E	<u>5,140.3</u>	<u>114.4</u>	<u>5,254.6</u>	4,273.1	<u>766.3</u>	<u>8.1</u>	<u>207.1</u>	\$10.5	<u>196.5</u>	<u>55.0</u>	<u>141.5</u>	0.0		41.5	<u>\$1.06</u>	<u>\$1.06</u>	<u>133</u>
F2025E	\$19,893.4	\$444.8	\$20,338.3	\$16,579.9	\$2,951.2	\$21.6	\$785.6	\$42.2	\$743.4	\$208.2	\$535.3	\$0.0	\$	535.3	\$4.00	\$4.00	133
F2026E	\$20,848.3	\$469.3	\$21,317.6	\$17,365.4	\$3,072.2	\$23.6	\$856.5	\$45.2	\$811.3	\$227.2	\$584.1	\$0.0	\$	584.1	\$4.40	\$4.40	132
Р	PERCENTAGE (CHANGE							MARGIN ANA	LYSIS (%	OF NET SALES)						
	Same-store	Net	Membership	Total		Ор.	Op.		Warehouse	Merch. G	ross SG	A Exp Op .			Tax	Net	# 0
	Sales (x-fuel)	Sales	& Other	Revenues	SG&A	Inc.	EPS		Club GM	Ma	rgin	Ratio Margi	n l	nterest	Rate	Margin	
Apr-Q1	4.1%	16.3%	11.9%	16.2%	9.59			8%	17.76°				3.52%			5% 2.63%	
Jul-Q2	7.6%	22.4%	11.3%	22.2%	8.29			3%	16.85°				4.06%			1% 2.83%	
Oct-Q3	5.3%	12.3%	8.7%	12.2%	7.89			3%	18.339				4.18%			9% 2.84%	
Jan-Q4	8.7%	13.2%	<u>8.0%</u>	<u>13.1%</u>	<u>11.60</u>			0%	<u>18.32</u> °				4.07%			<u>3%</u> 2.77%	
F2023	6.4%	16.0%	9.9%	15.9%	9.39	6 19.4%	20	9%	17.809	% 16	5.08% 14	.00%	3.96%	0.23	% 25.6	5% 2.78%	236
Apr-Q1	5.7%	5.0%	6.1%	5.0%	8.59		,	3%)	18.639				3.95%			1% 2.45%	
Jul-Q2	1.1%	-2.9%	5.0%	-2.7%	7.49	, ,		5%)	18.07				4.03%			3% 2.64%	
Oct-Q3	-0.1%	2.8%	6.6%	2.9%	4.69			0%)	18.33°				4.05%			7% 2.68%	
Jan-Q4	0.5%	<u>8.7%</u>	6.5%	<u>8.7%</u>	<u>6.09</u>			0%	<u>17.98</u> °				3.99%	0.19		3% <u>2.80%</u>	
F2024	1.8%	3.3%	6.0%	3.4%	6.69	6 4.5%	(0.	5%)	18.24	% 16	5.48% 14	.44%	4.01%	0.29	% 28.8.	3% 2.65%	244
Apr-Q1E	0.0%	2.5%	6.0%	2.6%	4.09	,	,)%	18.34				3.46%			0% 2.34%	
Jul-Q2E	1.0%	3.0%	6.0%	3.1%	4.79			2%	18.30°				4.01%			0% 2.74%	
Oct-Q3E	1.5%	4.0%	5.5%	4.0%	6.29			1%	18.59				4.02%			0% 2.74%	
Jan-Q4E	2.0%	-2.1%	5.5%	-1.9%	3.49	, ,		5%)	18.68°				3.94%			0% 2.69%	
F2025E	1.1%	1.8%	5.7%	1.9%	4.69	6 (1.8)%	2	3%	18.489	% 16	5.66% 14	.83%	3.86%	0.21	% 28.0	0% 2.63%	256
	2.5%	4.8%	5.5%	4.8%	4.19	6 9.0%		0%	18.549		5.71% 14	.74%	4.02%			0% 2.74%	266

Source: Company reports, BofA Global Research estimates

BofA GLOBAL RESEARCH

Price objective basis & risk

BJ's Wholesale Club Holdings (BJ)

Our \$90 price objective is based on 20x our \$4.40 F26E adj. EPS, a discount to key warehouse club comparable COST (30-40x) and more in line with the food and discount retail group average (17-18x). We think a discount to COST is warranted given BJ's lower new store growth, lower same-store sales growth (low single digit vs. COST's mid- to high- single digit), and lower ROIC (approx. 20% vs. COST's approx. 30%). We believe BJ will trade more in line with the food and discount retail group avg. given support from: 1) BJ's membership fee structure, which provides increased visibility on earnings, 2) BJ's unique positioning as a grocery-focused warehouse club, and 3) our forecast for an approx. 4% EPS CAGR over the next three years (in-line with the discount and food retail group average of roughly 4% [ex-DLTR]).

Downside risks to our price objective: 1) Difficult stimulus-driven comparisons, 2) comp risk from continued pressure in general merchandise categories, 3) incremental supply chain pressures and other cost increases, 4) the unwinding of excess gas margin from 2021.

Analyst Certification

I, Robert F. Ohmes, CFA, 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 - 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	ВЈ	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	SYY	SYY 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
	Columbia Sportswear	COLM	COLM US	Alexander Perry
	Dollar General Corporation	DG	DG US	Robert F. Ohmes, CFA

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

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
	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

IQmethod[™] Measures Definitions

Business Performance	Numerator	Denominator
Return On Capital Employed	NOPAT = (EBIT + Interest Income) × (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
,	Other LT Liabilities	
FV / FBITDA	Enterprise Value	Basic FBIT + Depreciation + Amortization

Monethod Suis 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.

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

BJ's Wholesale (BJ) 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: 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
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%	≤ /0%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

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