

Dentsply Sirona, Inc.

Updated guidance an incremental positive, visibility still a question into 2024

Maintain Rating: NEUTRAL | PO: 38.00 USD | Price: 36.24 USD

The News: XRAY provides updates on FY23/FY24 outlook

This morning, Dentsply Sirona announced updates on its 2023 and 2024 outlook. For FY23, the company expects net sales to be at the high-end of the prior guide of \$3.90Bn to \$3.94Bn. This is ahead of consensus and BofA estimates of ~\$3.92Bn. As previously noted, management expects y/y growth to be driven by Essential Dental Solutions, Wellspect Healthcare, and Orthodontic and Implant Solutions, partially offset by declines in Connected Technology Solutions. The company also reaffirmed the FY23 adjusted EPS outlook of \$1.80-\$1.85 vs. consensus and BofA estimates of \$1.82. Lastly, the company expects double-digit adj. EPS growth in 2024, in-line with prior commentary. This compares to adj. EPS growth of ~11% per consensus and ~14% per BofAe. We expect additional color on macro and the trends exiting December when the company presents at an investor conference on Wednesday, January 10, 2024, at 7:30 am PT (10:30 am ET).

Why It Matters: Incremental positive, but still early

This morning's new is incrementally positive as indicates the market is generally trending with expectations from last quarter, though we remain somewhat cautious on visibility into 2024. Recall, along with the majority of peers, XRAY reduced the FY23 outlook in 3Q, citing wider macro challenges. Execution on the lowered FY23 outlook, especially on the bottom line, will be an important first step in breeding confidence in the FY26 EPS target of \$3.00 as discussed in the recent investor day (Link to note). Importantly for XRAY, about half of the EPS lift required to hit the FY26 target rests on margin expansion driven by restructuring savings, SKU optimization, SG&A reductions and a few other controllable components. However, macro visibility still remains opaque according to the latest peer commentary. Thus, while we remain optimistic on XRAYs ability to execute on the controllable aspects of the long-term EPS build, we remain cautious on the FY24 outlook until visibility improves on macro and distributor challenges alleviate. We maintain our Neutral rating and \$38 PO.

09 January 2024

Equity

Current
38.00

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Stock Data

Price	36.24 USD
Price Objective	38.00 USD
Date Established	2-Jan-2024
Investment Opinion	B-2-7
52-Week Range	26.27 USD - 43.24 USD
Mrkt Val (mn) / Shares Out	7,678 USD / 211.9
(mn)	
Free Float	99.1%
Average Daily Value (mn)	112.93 USD
BofA Ticker / Exchange	XRAY / NAS
Bloomberg / Reuters	XRAY US / XRAY.OQ
ROE (2023E)	10.4%
Net Dbt to Eqty (Dec-2022A)	41.4%
ESGMeter™	High

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Refer to important disclosures on page 3 to 5. Analyst Certification on page 2. Price Objective Basis/Risk on page 2.

Price objective basis & risk

Dentsply Sirona, Inc. (XRAY)

Our \$38 price objective is based on about 12.5x our CY24E EBITDA estimate. We note that this multiple is about 0.5x below its five-year average, due to a slower total growth rate (vs. peak) and the uncertainty around profit progression.

Downside risks are a slowdown in total demand tied to lagging equipment sales (either from failure to reignite growth or continued distribution channel challenges), as well as a slowdown in the consumables market, a recovery in Byte growth, an inability to achieve the company's margin targets (including the successful completion of the targeted restructuring plan).

Upside risks to our PO are better-than-expected equipment sales from successful sales force and marketing efforts and the penetration of Primescan and affiliated products, as well as strong consumables sales driven by a faster rebound in the consumables market, and heavy investment in margin expansion from cost savings benefits that drive overachievement of the initial savings targets that are critical to the FY26 EPS target.

Analyst Certification

I, Allen Lutz, 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.



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Important Disclosures

Dentsply Sirona (XRAY) 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: Health Care Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	234	60.94%	Buy	115	49.15%
Hold	80	20.83%	Hold	36	45.00%
Sell	70	18 23%	Sell	29	41 43%

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 cluster⁸²

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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