



Jack Henry & Associates (JKHY)

Updated May 20th, 2019 by Jonathan Weber

Key Metrics

Current Price:	\$136	5 Year CAGR Estimate:	3.2%	Volatility Percentile:	23.4%
Fair Value Price:	\$91	5 Year Growth Estimate:	9.7%	Momentum Percentile:	62.6%
% Fair Value:	149%	5 Year Valuation Multiple Estimate:	-7.7%	Growth Percentile:	90.7%
Dividend Yield:	1.2%	5 Year Price Target	\$145	Valuation Percentile:	5.9%
Dividend Risk Score:	B	Retirement Suitability Score:	D	Total Return Percentile:	13.1%

Overview & Current Events

Jack Henry & Associates is a business software & services company that is headquartered in Missouri. It was founded in 1976 and trades with a current market capitalization of \$10.5 billion. The company provides information technology services to the financial services industry, including to more than 1,300 banks as well as other companies.

Jack Henry & Associates reported its fiscal third quarter earnings results on April 30. The company generated revenues of \$380 million during the third quarter, which was 1.7% more than the revenues that Jack Henry & Associates generated during the previous year's quarter. This was slightly less than what the analyst community had expected, although one should note that adjusted revenues were higher, up 5% year over year.

Jack Henry & Associates' adjusted operating income declined by 1% year-over-year, which represents a major deceleration versus the operating income growth rates from the first half of the current fiscal year. Jack Henry & Associates reported earnings-per-share of \$0.77, which was marginally ahead of the analyst consensus. GAAP earnings-per-share declined from the prior year's third quarter level of \$0.89, but one-time items from the previous year's quarter impacted the comparison. Even when those items are backed out, Jack Henry & Associates would not have managed to deliver compelling earnings-per-share growth during the third quarter, though, as the small operating income decline showcases. Jack Henry & Associates has generated operating cash flows of \$233 million during the first nine months of the current fiscal year, which is on par with the prior year's level.

Growth on a Per-Share Basis

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2024
EPS	\$1.22	\$1.38	\$1.59	\$1.78	\$2.04	\$2.36	\$2.59	\$3.12	\$3.14	\$3.65	\$4.15	\$6.59
DPS	\$0.32	\$0.36	\$0.40	\$0.44	\$0.56	\$0.84	\$0.94	\$1.06	\$1.18	\$1.36	\$1.60	\$2.70
Shares	84	85	86	86	85	83	81	79	77	77	76	73

Jack Henry & Associates has a great earnings-per-share growth track record. Over the last decade its earnings-per-share grew by 12.9% annually. Since 2013, earnings-per-share grew by 12.3% annually, so earnings growth has slowed down only marginally over the last couple of years, which shows that the compelling earnings growth rate during the last decade was not the result of the recovery from the last financial crisis. Jack Henry & Associates' earnings-per-share grew every year over the last decade. The company was even able to increase its profitability during the financial crisis, unlike most other companies.

Profit growth has been driven by rising revenues as well as by growing margins, which is not a surprise, as Jack Henry & Associates benefits from strong operating leverage. Due to relatively high fixed and low variable costs, revenue increases allow for margin expansion, which, in turn, is a key driver for the company's profitability. During fiscal 2019 Jack Henry & Associates has not managed to grow its operating margin meaningfully. Growth rates in the industry will likely decline somewhat going forward due to a much higher base compared to ten years ago, but Jack Henry & Associates should nevertheless be able to record solid earnings growth during the next several years.

The company's dividend was grown considerably over the last decade as well, partially thanks to payout ratio increases. Since the payout ratio is still low, dividend payments will very likely continue to rise going forward.

Disclosure: This analyst has no position in the security discussed in this research report, and no plans to initiate one in the next 72 hours.



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Valuation Analysis

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Now	2024
Avg. P/E	15.3	17.0	18.1	18.0	20.1	23.3	24.1	24.8	29.1	43.8	32.8	22.0
Avg. Yld.	1.7%	1.5%	1.4%	1.4%	1.4%	1.5%	1.5%	1.4%	1.3%	0.9%	1.2%	1.9%

Jack Henry & Associates is a high-quality growth company. Surprisingly, shares had been trading at a relatively low valuation about ten years ago, but the stock has become more expensive in recent years. The valuation peaked during fiscal 2018. Shares are less expensive right now, but they still trade well above our fair value estimate today. This will result in a steep headwind to the company's total returns over the coming years.

Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2024
Payout	26.2%	26.1%	25.2%	24.7%	27.5%	35.6%	36.3%	34.0%	37.6%	37.3%	38.6%	41.0%

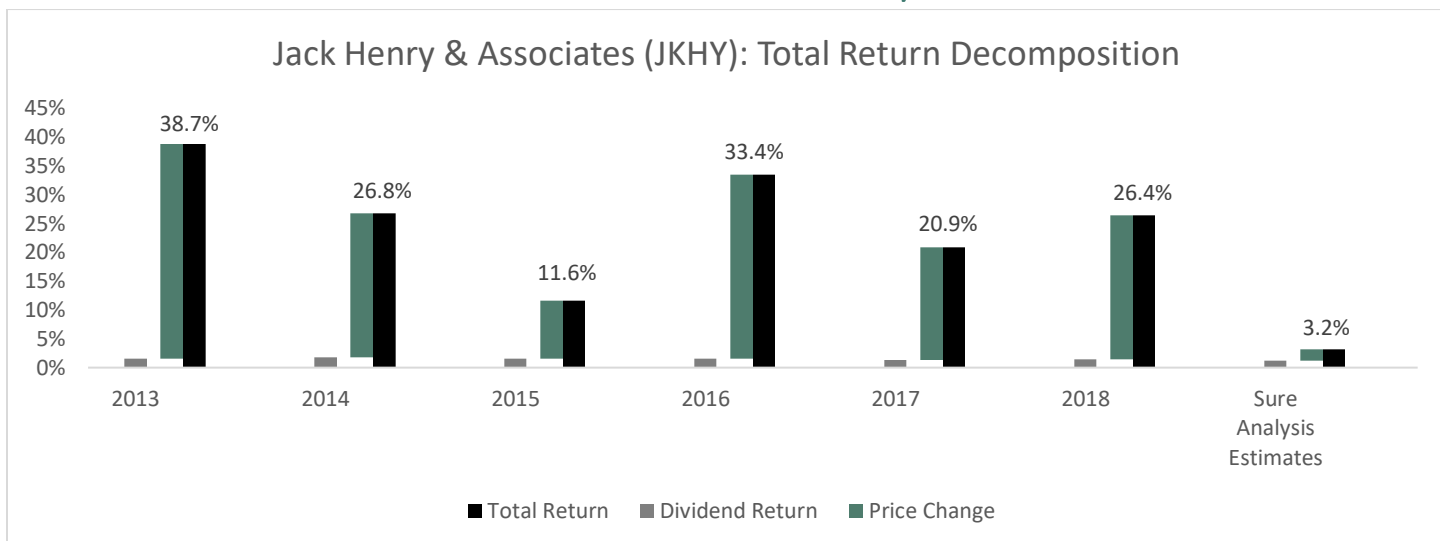
Jack Henry & Associates has raised its dividend at a strong pace over the last decade, which was partially possible due to an increase in the company's dividend payout ratio. Jack Henry & Associates still pays out less than 40% of its net profits, though, which is why the dividend does not look like it is in danger. It is likely that Jack Henry & Associates would be able to raise its dividend during a recession or economic downturn as well, as this is what the company did during the last financial crisis.

Jack Henry & Associates has shown that it operates a recession-resistant business model. The company was able to generate earnings-per-share growth during every year through the Great Recession. Jack Henry & Associates' services have high switching costs from the customers' perspective, which creates sticky customers with high lifetime values. The positive growth outlook for the whole industry is why competitive pressures are insignificant.

Final Thoughts & Recommendation

Jack Henry & Associates is a high-quality business that generated attractive earnings and dividend growth in the past, which went hand in hand with strong total returns for shareholders. The company's growth outlook over the coming years is robust as well. Shares are trading at a high valuation currently, though, which is why Jack Henry & Associates earns a sell recommendation from Sure Dividend at current prices.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Revenue	746	837	967	1018	1108	1173	1256	1355	1431	1537
Gross Profit	299	345	399	419	461	494	536	581	612	663
Gross Margin	40.2%	41.3%	41.3%	41.2%	41.7%	42.1%	42.7%	42.9%	42.8%	43.1%
SG&A Exp.	99	112	120	126	147	139	153	158	163	182
D&A Exp.	64	72	91	95	100	108	119	130	140	152
Operating Profit	158	182	216	232	251	288	311	342	364	390
Operating Margin	21.2%	21.8%	22.4%	22.8%	22.6%	24.6%	24.8%	25.3%	25.5%	25.4%
Net Profit	103	118	137	152	168	187	211	249	246	377
Net Margin	13.8%	14.1%	14.2%	14.9%	15.1%	15.9%	16.8%	18.4%	17.2%	24.5%
Free Cash Flow	150	139	181	185	211	230	228	202	209	262
Income Tax	54	63	70	75	77	101	105	112	121	14

Balance Sheet Metrics

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Total Assets	1051	1561	1506	1619	1672	1681	1837	1816	1909	2050
Cash & Equivalents	118	126	63	157	128	70	148	70	115	31
Accounts Receivable	193	208	208	218	231	224	245	254	277	292
Inventories										
Goodwill & Int. Ass.	435	856	834	822	822	875	898	915	927	1092
Total Liabilities	424	810	626	636	657	713	845	819	877	783
Accounts Payable	8	14	13	16	12	11	10	15	7	35
Long-Term Debt	63	379	151	131	14	4	51	0	50	0
Shareholder's Equity	627	750	880	983	1016	967	992	996	1032	1267
D/E Ratio	0.10	0.50	0.17	0.13	0.01	0.00	0.05	0.00	0.05	0.00

Profitability & Per Share Metrics

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Return on Assets	10.0%	9.0%	9.0%	9.7%	10.2%	11.1%	12.0%	13.6%	13.2%	19.0%
Return on Equity	16.8%	17.1%	16.9%	16.3%	16.8%	18.8%	21.6%	25.0%	24.2%	32.8%
ROIC	15.1%	13.0%	12.7%	14.2%	15.6%	18.7%	21.0%	24.4%	23.7%	32.1%
Shares Out.	84	85	86	86	85	83	81	79	77	77
Revenue/Share	8.79	9.80	11.15	11.66	12.79	13.74	15.39	16.99	18.29	19.81
FCF/Share	1.77	1.62	2.09	2.11	2.44	2.69	2.80	2.53	2.67	3.38

Note: All figures in millions of U.S. Dollars unless per share or indicated otherwise.

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