



Booz Allen Hamilton Holding Corp. (BAH)

Updated March 9th, 2020 by Prakash Kolli

Key Metrics

Current Price:	\$76	5 Year CAGR Estimate:	1.2%	Market Cap:	\$10.7B
Fair Value Price:	\$51	5 Year Growth Estimate:	8.0%	Ex-Dividend Date:	02/13/20
% Fair Value:	151%	5 Year Valuation Multiple Estimate:	-7.9%	Dividend Payment Date:	02/28/20
Dividend Yield:	1.3%	5 Year Price Target	\$74	Years Of Dividend Growth:	8
Dividend Risk Score:	B	Retirement Suitability Score:	F	Last Dividend Increase:	14.8%

Overview & Current Events

Booz Allen Hamilton Holding Corporation traces its roots to 1914. The company had an IPO on November 10, 2010. Booz is a leading provider of professional management and technology consulting services to the U.S Government. Technology consulting services includes IT, cybersecurity, cloud computing, and engineering services. The company basically provides staffing to U.S. Government clients. About 96% of revenue was derived from contracts where the U.S Government was the end client in FY19. Revenue was 47% defense, 27% civil, 23% intelligence and 3% global commercial in FY19. The company had ~\$6.7B in revenue in FY19.

The good time continue for Booz in Q3 FY 2020 as revenue and earnings per share grew robustly. Revenue increased 11.2% to \$1,849.4M from \$1,663.1M and diluted adjusted EPS increased 11.1% to \$0.80 from \$0.72 on a year-over-year basis. Top and bottom line growth was again driven by strong client demand for Booz' services. Booz increased headcount by 5.3% to 27,176 in the quarter from 25,803 in the prior year. Consulting headcount increased to 24,255 from 23,1423 in the prior year. Greater head count drives revenue for Booz. Contract type mix for the quarter changed as cost-reimbursable contracts increased to 57%, time-and-materials was flat at 23%, and fixed-price declined to ~20%. Booz grew the backlog by 7.4% to \$21,957M of which \$3,521M is funded, \$5,308M is unfunded, and \$13,1287M is priced options. Notably, the book-to-bill ratio for the trailing 12 months has decreased to 1.48 from 1.9 in the prior year. This is still healthy. Contract wins are cyclical and tend to peak in the second quarter.

For FY 2020, Booz upped guidance to 10% to 11.5% revenue growth and adjusted diluted EPS of \$3.05 to \$3.15. Booz is on pace for an excellent year. The company raised the dividend to \$0.27 per share off-cycle and again to \$0.31 in January at the normal time.

Growth on a Per-Share Basis¹

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2024
EPS	--	\$0.66	\$1.70	\$1.45	\$1.54	\$1.52	\$1.94	\$1.67	\$2.03	\$2.91	\$3.16	\$4.64
DPS	--	--	\$0.09	\$0.36	\$0.40	\$0.46	\$0.54	\$0.62	\$0.70	\$0.80	\$0.96	\$1.69
Shares²	--	127.9	132.4	145.8	148.7	149.1	148.0	148.9	143.5	140.0	137.2	124.0

The EPS history for Booz Allen Hamilton's short operating history as a public company has been volatile. But until recently the federal budget environment has been unstable. However, Booz has exhibited an upward trend in EPS since 2016. We are expecting this to continue over the next several years. Although changes in administration may interrupt this trend. We are now forecasting on average an 8% annual growth rate for EPS out to fiscal 2024. This will be driven by client demand for the company's services combined with modest 2% decrease in share count annually. The company recently increased the share repurchase program by \$400M to \$658M total of which \$630M is left. Booz has consistently increased the dividend at a double-digit rate since 2011. We expect the growth rate to slow over the time. But we are still forecasting on average a 12% annual growth rate in DPS out to 2024 due to the low payout ratio.

¹ BAH's fiscal year ends on the last day of March. As a result, we've put the stock's FY 2019 results in the '2018' column in the table above and followed the same convention throughout the data tables.

² Share count in millions.

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	2023
Avg. P/E	--	--	28.5	10.1	10.0	11.9	16.4	14.3	19.2	17.9	24.1	16.0
Avg. Yld.	--	--	0.5%	2.5%	2.2%	1.8%	1.9%	1.9%	1.9%	1.7%	1.3%	2.3%

Booz Allen Hamilton's stock price gains show no signs of abating. The stock now trades at an earnings multiple of 24.1, which is much higher than the trailing average of ~16.0 since the IPO. Our current fair value estimate is up to \$51. Our 5-year price target is now up to \$74.

Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2024
Payout	--	--	5%	25%	26%	30%	28%	37%	34%	27%	30%	36%

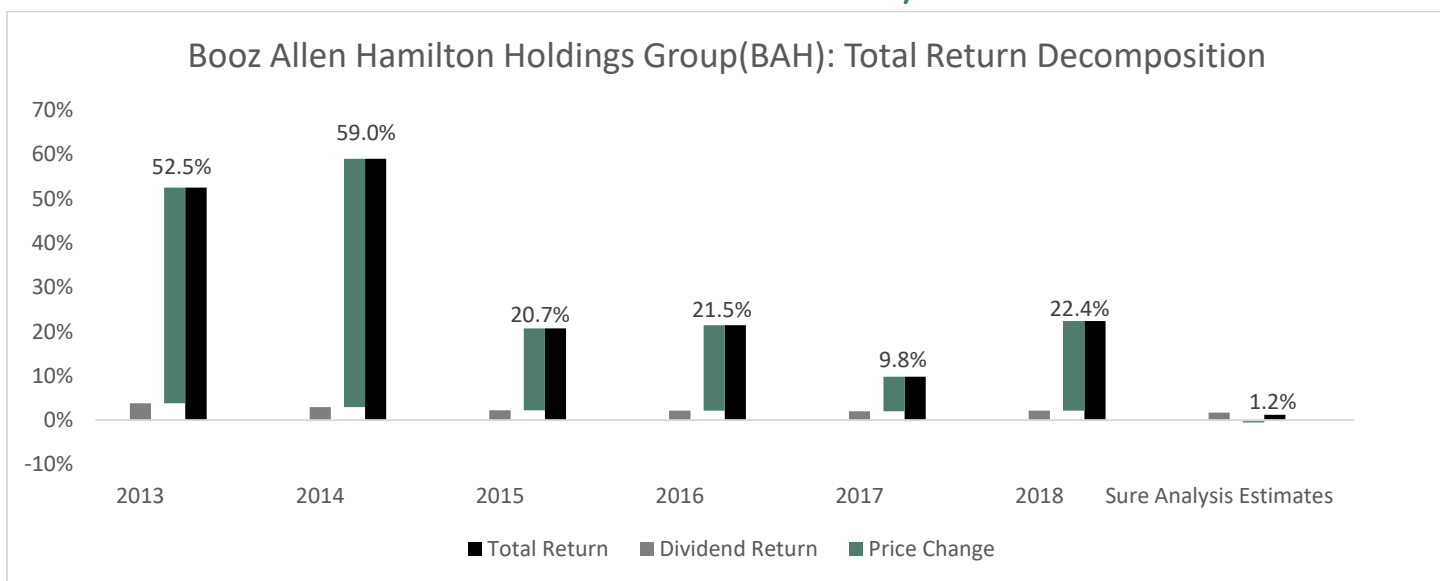
Booz Allen Hamilton is one of the largest prime services contractors for the U.S. Government. The company's competitive advantages include its scale, long-term history, technical depth, first mover advantage with many clients, and historical knowledge of many consulting projects. This is evident in the 83% win rate for recompetes contracts and 60% win rate for new contracts. This provides some degree of recession resistance. But saying that, the company is not immune to economic downturns or slowdowns in federal government spending. Events such as changes in administration or party control of Congress can affect the federal budget and impact Booz' top and bottom lines.

Long-term debt is of concern for Booz since the debt-to-equity ratio is now ~2.7X. The company has \$77.9M in short-term debt and \$2,026.6M in long-term debt offset by \$696.8M in cash and cash equivalents.

Final Thoughts & Recommendation

At present we are forecasting on average a 1.2% annualized total return through 2024 down from our last report. Booz continues to benefit from robust growth in U.S. Government services contracting and good operational execution. But much of the gains forecast for the next 5-years are already priced in. The dividend is growing rapidly but the yield is low. At the current valuation and stock price, we rate this stock a sell.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Revenue	5123	5591	5859	5758	5479	5275	5406	5809	6168	6704
Gross Profit	2468	2754	2925	2887	2763	2681	2826	3131	3301	3604
Gross Margin	48.2%	49.3%	49.9%	50.1%	50.4%	50.8%	52.3%	53.9%	53.5%	53.8%
SG&A Exp.	2173	2354	2447	2367	2230	2159	2320	2565	2717	2933
D&A Exp.	96	81	75	74	72	63	62	60	65	69
Operating Profit	200	319	403	446	461	459	445	506	520	602
Operating Margin	3.9%	5.7%	6.9%	7.7%	8.4%	8.7%	8.2%	8.7%	8.4%	9.0%
Net Profit	25	85	240	219	232	233	294	261	302	419
Net Margin	0.5%	1.5%	4.1%	3.8%	4.2%	4.4%	5.4%	4.5%	4.9%	6.2%
Free Cash Flow	221	208	283	432	312	274	183	328	291	405
Income Tax	24	43	104	149	149	153	85	165	128	97

Balance Sheet Metrics

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Total Assets	3062	3024	3315	3178	2941	2864	3010	3373	3607	3832
Cash & Equivalents	308	193	484	350	260	207	188	217	287	284
Accounts Receivable	1018	1111	436	432	396	318	309	341	395	495
Goodwill & Int. Ass.	1432	1404	1412	1514	1495	1524	1583	1843	1860	1868
Total Liabilities	2553	2117	2130	2951	2769	2677	2602	2800	3044	3156
Accounts Payable			288	248	265	216	247	269	340	418
Long-Term Debt	1569	994	965	1715	1659	1613	1597	1663	1819	1760
Shareholder's Equity	510	907	1185	227	172	186	408	574	562	675
D/E Ratio	3.08	1.10	0.81	7.56	9.67	8.65	3.91	2.90	3.23	2.61

Profitability & Per Share Metrics

Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Return on Assets	0.8%	2.8%	7.6%	6.7%	7.6%	8.0%	10.0%	8.2%	8.6%	11.3%
Return on Equity	3.2%	12.0%	22.9%	31.0%	117%	130%	98.9%	53.1%	53.1%	67.6%
ROIC	1.2%	4.3%	11.8%	10.7%	12.3%	12.8%	15.5%	12.3%	13.1%	17.4%
Shares Out.	115.08	127.45	140.81	144.85	148.68	150.38	149.72	150.27	147.75	143.16
Revenue/Share	44.51	43.87	41.61	39.75	36.85	35.08	36.11	38.66	41.74	46.83
FCF/Share	1.92	1.63	2.01	2.98	2.10	1.82	1.22	2.19	1.97	2.83

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

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