



# HP Inc. (HPQ)

Updated March 13<sup>th</sup>, 2020 by Jonathan Weber

## Key Metrics

<b>Current Price:</b>	\$18	<b>5 Year CAGR Estimate:</b>	11.9%	<b>Market Cap:</b>	\$25 B
<b>Fair Value Price:</b>	\$21	<b>5 Year Growth Estimate:</b>	5.0%	<b>Ex-Dividend Date:</b>	06/12/20
<b>% Fair Value:</b>	84%	<b>5 Year Valuation Multiple Estimate:</b>	3.5%	<b>Dividend Payment Date:</b>	07/05/20
<b>Dividend Yield:</b>	3.9%	<b>5 Year Price Target</b>	\$27	<b>Years Of Dividend Growth:</b>	9
<b>Dividend Risk Score:</b>	B	<b>Retirement Suitability Score:</b>	B	<b>Last Dividend Increase:</b>	10.0%

## Overview & Current Events

Hewlett-Packard's story goes back to 1935 with two guys in a one-car garage making a huge impact on electronic test equipment, computing, data storage, networking, software and services that has lasted for more than eight decades. On November 1<sup>st</sup>, 2015 Hewlett-Packard spun off Hewlett Packard Enterprise Company (HPE) – which was its enterprise technology infrastructure, software and services business – and changed its name to HP Inc. (HPQ). Today HP Inc. creates technology mainly in two segments: its portfolio of printers and through personal systems, which includes computers and mobile devices.

HP reported its first quarter (fiscal 2020) results on February 24. The company reported revenue of \$14.6 billion for the quarter, which was slightly less than what the analyst community had forecasted, and down marginally from the previous year's quarter. Currency rates were a headwind, organic revenues, adjusted for forex movements, were up 0.5% year-over-year, which is still not an overly high growth rate.

Non-GAAP earnings-per-share totaled \$0.65 per share during the first quarter, which beat the analyst consensus estimate easily. Earnings-per-share were up by a very strong 25% versus the prior year's quarter. HP increased its guidance range for this year's earnings-per-share: the company now anticipates non-GAAP diluted earnings-per-share of \$2.33 to \$2.43 for all of fiscal 2020, up from a previous guidance midpoint of \$2.28. This would equate to a year-over-year earnings-per-share growth rate of a couple of percentage points versus 2019, following an earnings-per-share growth rate of more than 10% during the previous fiscal year. HP also announced preliminary guidance for fiscal 2022, the company targets earnings-per-share of around \$3.45 two years from now.

## Growth on a Per-Share Basis

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2025
<b>EPS</b>	---	---	---	---	---	---	\$1.53	\$1.48	\$2.02	\$2.24	<b>\$2.38</b>	<b>\$3.04</b>
<b>DPS</b>	---	---	---	---	---	---	\$0.37	\$0.52	\$0.55	\$0.64	<b>\$0.70</b>	<b>\$0.94</b>
<b>Shares<sup>1</sup></b>	---	---	---	---	---	---	1,712	1,650	1,570	1,490	<b>1,450</b>	<b>1,300</b>

HP Inc. does not have a long history as a standalone company, as it was created just a few years ago. HP grew its earnings-per-share meaningfully between 2016 and 2019, while also ramping up its dividend payments.

During the last couple of years HP's earnings-per-share rose thanks to a combination of growing net earnings and a declining share count, although the huge growth rate from 2018 & 2019 likely will not be replicated forever. For this year, management anticipates that earnings-per-share will grow by roughly 6%. We believe this sort of growth is easily achievable during the current year, as buybacks alone should allow for a meaningful growth rate.

HP is a leader in the printing and personal computing markets, but these are areas that face challenges as consumers continue to shift to mobile devices. The adoption of 3D printing could help, as HP is already entrenched in this industry, but so far the majority of profits are generated by traditional printers and printing products. Through a rapid pace of share repurchases, HP has a good chance of nevertheless growing its earnings-per-share meaningfully going forward.

<sup>1</sup> 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	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	Now	2025
Avg. P/E	---	---	---	---	---	---	8.3	12.0	11.3	8.0	7.6	9.0
Avg. Yld.	---	---	---	---	---	---	3.9%	3.0%	2.4%	3.6%	3.9%	3.4%

The combined entity known as Hewlett-Packard used to trade hands at a low- to mid-teens earnings multiple. Since the split, something closer to 10 times earnings has been more typical for HP Inc., as investors are still waiting to see whether or not the legacy business can continue to evolve. We believe this is a reasonable multiple, given the combination of an unknown growth trajectory coupled with a solid operating business. Shares therefore look somewhat undervalued at the current price, which should result in some total return tailwinds going forward.

## Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2025
Payout	---	---	---	---	---	---	24.2%	35.1%	27.2%	28.6%	29.4%	30.8%

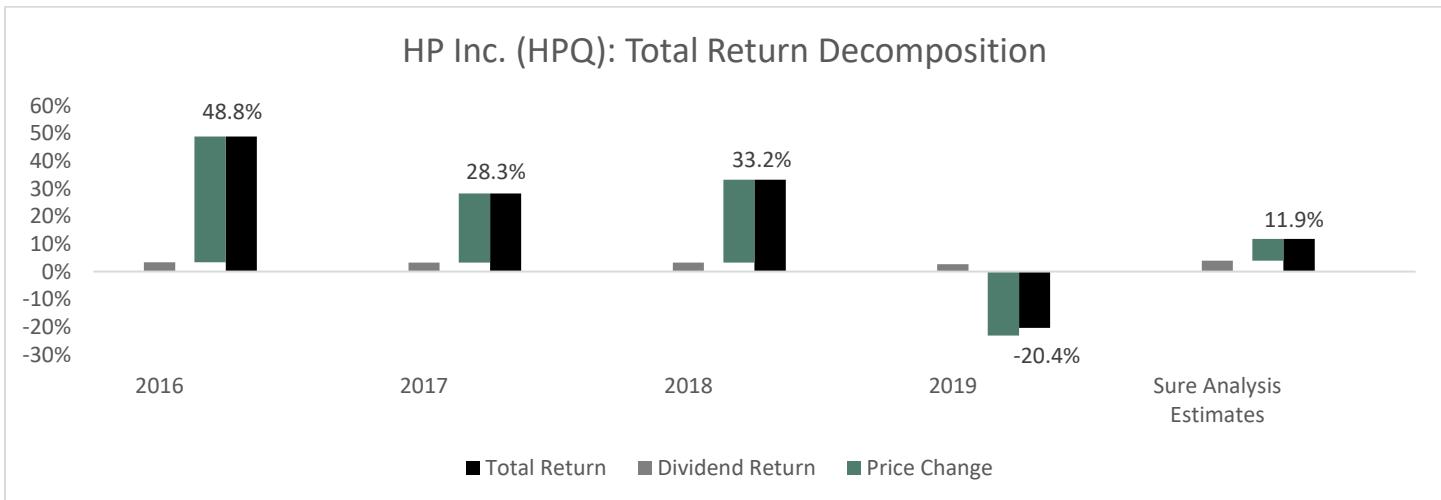
HP has grown its dividend repeatedly during the last couple of years, but there is no long-term data. The dividend looks quite safe today, as it is easily covered by both profits and cash flows. HP pays out a large amount of cash to its owners via share repurchases, which have been one of the growth drivers for earnings-per-share growth in the past. Share repurchases could be scaled back if cash flows and profits were to take a hit, so the dividend could be maintained.

HP enjoys competitive advantages as a leader in its two legacy businesses. The long-term viability of these markets is unknown to some extent, but for now HP owns a \$3+ billion annual underlying profit machine. HP could be a major beneficiary of consolidation in the industry, and thanks to its strong balance sheet and ample cash flows, it could easily become an acquirer of competing businesses. Things can change quickly in technology, so it makes sense for HP to have the resources available to buy its way into the next trend if there is a strategic fit.

## Final Thoughts & Recommendation

There is a possibility that HP's legacy business may ultimately decline a lot, but for the moment the company's profit generation is quite solid. In addition, HP has ways to grow, both organically as well as via M&A. HP's shares are trading at an inexpensive valuation and offer an above-average dividend yield. Coupled with some earnings growth, shares could provide compelling total returns going forward, which is why we rate the stock a buy as a result.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
<b>Revenue (\$B)</b>	126	127	120	112	57	51	48	52	58	59
<b>Gross Profit</b>	30181	29827	27972	25918	11220	9939	8998	9578	10669	11170
<b>Gross Margin</b>	23.9%	23.4%	23.2%	23.1%	19.8%	19.3%	18.7%	18.4%	18.2%	19.0%
<b>SG&amp;A Exp.</b>	12822	13577	13500	13267	5361	4719	3833	4532	5099	5368
<b>D&amp;A Exp.</b>	4820	4984	5095	4611	4334	4061	332	354	528	744
<b>Operating Profit</b>	12916	11389	9289	8143	4432	3927	3940	3855	4086	4187
<b>Op. Margin</b>	10.2%	9.0%	7.7%	7.3%	7.8%	7.6%	8.2%	7.4%	7.0%	7.1%
<b>Net Profit</b>	8761	7074	-12650	5113	5013	4554	2496	2526	5327	3152
<b>Net Margin</b>	7.0%	5.6%	-10.5%	4.6%	8.8%	8.8%	5.2%	4.9%	9.1%	5.4%
<b>Free Cash Flow</b>	7789	8100	6865	8409	8480	3423	2819	3275	3982	3983
<b>Income Tax</b>	2213	1908	717	1397	939	-186	1095	750	-2314	-629

## Balance Sheet Metrics

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
<b>Total Assets (\$B)</b>	125	130	109	106	103	107	29	33	35	33
<b>Cash &amp; Equivalents</b>	10929	8043	11301	12163	15133	7584	6288	6997	5166	4537
<b>Acc. Receivable</b>	18481	18224	16407	15876	13832	4825	4114	4414	5113	6031
<b>Inventories</b>	6466	7490	6317	6046	6415	4288	4484	5786	6062	5734
<b>Goodwill &amp; Int.</b>	46331	55449	35584	34293	33267	5680	5622	5625	6421	7033
<b>Total Liabilities</b>	83722	90513	85935	78020	76079	78731	32876	36321	35261	34660
<b>Accounts Payable</b>	14365	14750	13350	14019	15903	10194	11103	13279	14816	14793
<b>Long-Term Debt</b>	22304	30634	28436	22587	19525	8871	6813	7819	5987	5137
<b>Total Equity</b>	40449	38625	22436	27269	26731	27768	-3889	-3408	-639	-1193
<b>D/E Ratio</b>	0.55	0.79	1.27	0.83	0.73	0.32	-1.75	-2.29	-9.37	-4.31

## Profitability & Per Share Metrics

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
<b>Return on Assets</b>	7.3%	5.6%	-10.6%	4.8%	4.8%	4.3%	3.7%	8.2%	15.8%	9.3%
<b>Return on Equity</b>	21.6%	17.9%	-41.4%	20.6%	18.6%	16.7%	20.9%			
<b>ROIC</b>	14.6%	10.7%	-20.9%	10.1%	10.3%	10.9%	12.5%	68.9%	109%	67.8%
<b>Shares Out.</b>	--	--	--	--	--	--	1,712	1,650	1,570	1,490
<b>Revenue/Share</b>	53.13	59.80	60.97	57.59	29.63	28.03	27.68	30.59	35.78	38.55
<b>FCF/Share</b>	3.28	3.81	3.48	4.31	4.44	1.86	1.62	1.92	2.44	2.61

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

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