



Artisan Partners Asset Management (APAM)

Updated May 3rd, 2020 by Josh Arnold

Key Metrics

Current Price:	\$29	5 Year CAGR Estimate:	9.8%	Market Cap:	\$2.3B
Fair Value Price:	\$29	5 Year Growth Estimate:	3.0%	Ex-Dividend Date:	05/15/20
% Fair Value:	101%	5 Year Valuation Multiple Estimate:	-0.1%	Dividend Payment Date:	05/29/20
Dividend Yield:	8.4%	5 Year Price Target	\$33	Years Of Dividend Growth:	0
Dividend Risk Score:	F	Retirement Suitability Score:	C	Last Dividend Increase:	N/A

Overview & Current Events

Artisan Partners Asset Management Inc. is a global investment management firm that provides a broad range of high value asset investment strategies across several asset classes. Artisan executed its initial public offering on March 1st, 2013. The company has been a very shareholder-friendly allocator of capital since then, paying special dividends of \$0.95 per share in 2015, \$0.40 per share in 2016, \$0.36 per share in 2017, \$0.79 per share in 2018, and \$1.03 in 2019, in addition to its ample quarterly dividend. Artisan generates \$750 million in annual revenue and trades with a market capitalization of \$2.3 billion.

Artisan reported first quarter earnings on April 28th, and results were better than expected on the top and bottom lines. Assets under management declined year-over-year from \$108 billion to \$95 billion at quarter end, in part due to market weakness that occurred during March across the globe. Average assets AUM, which smooths out volatility, actually rose nicely from \$105 billion to \$113 billion year-over-year.

This helped revenue rise from \$187 million in last year's Q1 to \$203 million in Q1 of 2020. Operating income soared as well, rising from \$58 million to \$71 million as Artisan achieved significant operating leverage thanks to higher revenue. Adjusted net income rose from \$42 million to \$52 million, or from \$0.55 per share to \$0.66.

Our estimate for earnings-per-share for this year is now \$2.40, down from \$2.75 on COVID-19 related weakness.

The company declared a quarterly dividend of \$0.61 per share, which is down from the prior \$0.68. Artisan pays a variable dividend based upon how much cash it generates during the prior quarter, so we've cut our dividend estimate for this year down commensurate with this reduction.

Growth on a Per-Share Basis

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2025
EPS	---	---	---	\$2.54	\$3.17	\$2.69	\$2.13	\$2.41	\$2.94	\$2.67	\$2.40	\$2.78
DPS	---	---	---	\$0.86	\$2.25	\$2.40	\$2.40	\$2.40	\$2.40	\$2.36	\$2.44	\$2.69
Shares¹	---	---	---	20	34	39	42	51	54	56	61	72

Artisan has failed to generate meaningful per-share growth since its initial public offering, due largely to a ballooning share count. Because of this, we are hesitant to expect significant growth from the firm moving forward. Our 5-year earnings-per-share growth estimate for Artisan is 3%. Artisan's 2018 performance was quite strong against 2017 but given lower assets under management and operating margins that are moving unfavorably, 2019 earnings-per-share were more in line with 2017 than 2018. We expect more weakness in 2020.

Income investors should note that the dividend figures listed in the above table exclude the numerous special dividends paid by the company since its IPO in 2013. Artisan pays a regular quarterly dividend, but it also pays out significant special dividends annually. The company's policy is to pay out 80% of the cash the company generates. At the end of the year, the board takes into account several factors, and determines a variable special dividend. The 2018 special dividend

¹ 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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(paid in 2019) was \$1.03 per share in addition to the \$2.40 in regular quarterly dividends that were paid. For 2019, a \$0.60 special dividend was declared in addition to the variable quarterly dividend that totaled \$2.36 per share.

Valuation Analysis

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	Now	2025
Avg. P/E	---	---	---	20.0	17.7	16.1	13.7	13.0	10.9	10.2	12.1	12.0
Avg. Yld.	---	---	---	---	4.2%	5.4%	8.3%	7.7%	7.5%	8.9%	8.4%	8.1%

Like many firms, Artisan traded at elevated levels for some time following its initial public offering. Because of this, we do not believe that the company's historical valuation multiples are indicative of its fair value. Instead, we believe that a fair value for Artisan lies somewhere around 12 times earnings. The company is trading at a price-to-earnings ratio of 12.1 today. With the \$2.44 annual dividend, the stock is yielding 8.4%, excluding any special dividend received this year. We believe the yield will fall over time as the valuation normalizes, but for now, Artisan offers investors a REIT-like yield. Income investors would do well to remember that the total yield is much higher than the stated yield because of the special dividends the company pays.

Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2025
Payout	---	---	---	34%	71%	89%	113%	100%	82%	89%	102%	97%

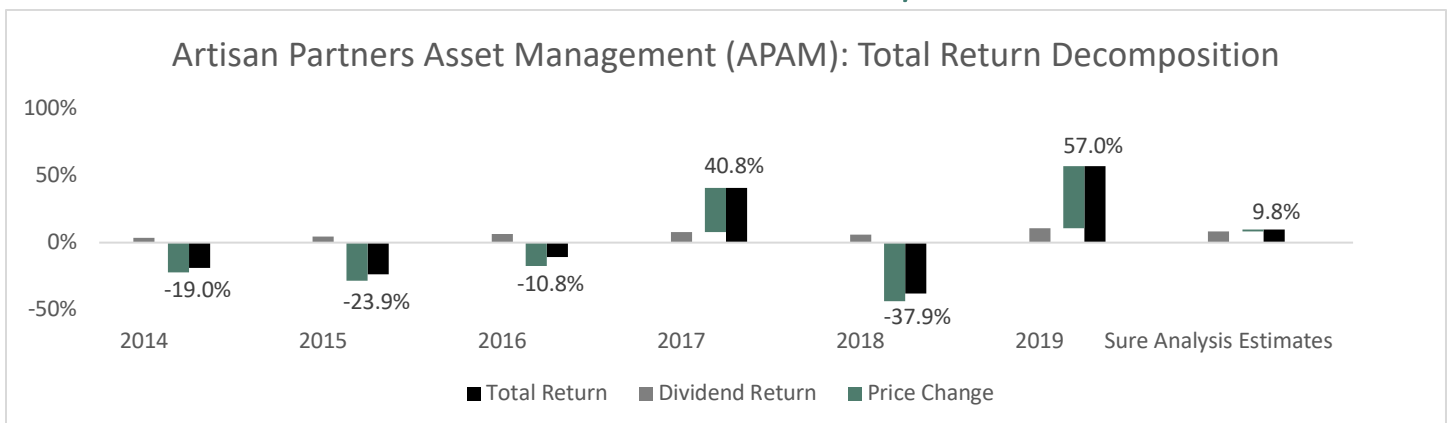
Artisan's payout ratio had improved significantly thanks to higher earnings but has been increased again by the recent dividend raise. The payout ratio is now 102%, so we see the risk of another cut as reasonably high. Given the eye-popping yield, this should hardly be a surprise.

Artisan wasn't public during the last recession, but we expect the damage to earnings could be meaningful. Artisan is a highly cyclical company, so investors looking for safety and defensiveness need to look elsewhere. Adding to this risk, Artisan's competitive advantage of its well-performing funds hasn't resonated with customers.

Final Thoughts & Recommendation

Artisan can be seen as a leveraged play on the equity markets. When markets are rising, the company will benefit from ballooning AUM due to market returns and stronger client inflows. Conversely, the company will likely perform very poorly during a bear market, as it did at the end of 2018. Even with the recent rally, we still expect 9.8% total annual returns thanks to the very high yield, and decent growth outlook. After the Q1 report, we're maintaining a buy rating on Artisan.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Revenue	382	455	506	686	829	805	721	796	829	799
SG&A Exp.	141	92	218	623	150	125	99	85	73	76
D&A Exp.	2	2	2	3	3	5	5	5	6	6
Operating Profit	65	154	47	-261	307	282	234	286	305	398
Operating Margin	17.1%	33.9%	9.3%	-38.1%	37.0%	35.1%	32.5%	36.0%	36.8%	35.5%
Net Profit	43	0	0	25	70	82	73	50	158	157
Net Margin	11.1%	0.0%	0.0%	3.6%	8.4%	10.2%	10.1%	6.2%	19.1%	19.6%
Free Cash Flow	115	101	125	109	342	314	263	220	319	275
Income Tax	1	1	1	26	49	47	51	421	48	28

Balance Sheet Metrics

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Total Assets	210	225	288	581	849	946	936	837	805	934
Cash & Equivalents	159	132	151	231	182	166	157	159	175	135
Accounts Receivable	37	39	57	72	69	60	60	90	71	80
Total Liabilities	946	866	960	449	742	829	818	729	665	795
Accounts Payable	10	9	28	19	22	18	16	25	21	20
Long-Term Debt	380	325	290	0	0	199	199	199	199	199
Shareholder's Equity	-737	-664	0	9	111	130	132	110	135	133
D/E Ratio	N/A	-0.49	N/A	0.00	0.00	1.53	1.51	1.81	1.48	1.50

Profitability & Per Share Metrics

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Return on Assets	N/A	N/A	0.0%	5.7%	9.7%	9.1%	7.8%	5.6%	19.3%	18.0%
Return on Equity	N/A	N/A	0.0%	559%	116%	67.9%	55.8%	41.1%	129%	117%
ROIC	N/A	N/A	0.0%	-19.8%	58.1%	38.6%	23.1%	15.9%	48.9%	46.2%
Shares Out.	N/A	N/A	N/A	20	34	39	42	51	54	56
Revenue/Share	5.81	6.92	7.69	49.77	30.12	22.72	18.90	17.82	16.96	15.6
FCF/Share	1.74	1.53	1.89	7.91	12.43	8.86	6.90	4.93	6.54	5.38

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

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