



# Manulife Financial Corporation (MFC)

Updated August 10<sup>th</sup>, 2021 by Nikolaos Sismanis

## Key Metrics

<b>Current Price:</b>	\$20.08	<b>5 Year CAGR Estimate:</b>	10.3%	<b>Market Cap:</b>	\$39 B
<b>Fair Value Price:</b>	\$19.95	<b>5 Year Growth Estimate:</b>	6.5%	<b>Ex-Dividend Date:</b>	08/16/2021
<b>% Fair Value:</b>	101%	<b>5 Year Valuation Multiple Estimate:</b>	-0.1%	<b>Dividend Payment Date:</b>	09/20/2021
<b>Dividend Yield:</b>	4.4%	<b>5 Year Price Target</b>	\$27.33	<b>Years Of Dividend Growth:</b>	6
<b>Dividend Risk Score:</b>	D	<b>Retirement Suitability Score:</b>	B	<b>Last Dividend Increase:</b>	12.0% <sup>1</sup>

## Overview & Current Events

Manulife Financial Corporation is an international financial services group that helps individuals and corporations make decisions through its wealth, asset management, and insurance businesses. It also offers annuity products and services. The company operates as Manulife across its offices in Canada, Asia, and Europe, and primarily as John Hancock in the United States. It has 37,000 employees, over 118,000 agents, and thousands of distribution partners, serving over 30 million customers. Manulife Financial is based in Toronto, Canada. The company reports in Canadian Dollars. All figures in this report have been converted to USD.

On August 4<sup>th</sup>, 2021, Manulife Financial reported its Q2-2021 results for the period ended June 30<sup>th</sup>, 2021. Core earnings came in at \$1.34 billion, up 7.6% compared to last year. The increase was driven by double-digit growth in Manulife's highest potential businesses, gains from investment-related experience compared with losses in the prior-year quarter, and larger gains from the direct impact of equity markets and interest rates.

Specifically, strong customer demand combined with favorable market sentiment during Q2 contributed to double-digit APE (annual premium equivalent) sales and new business value growth across all insurance segments, as well as an increase in net flows and average AUMA (assets under management and administration). In addition, the company achieved net income came of \$2.07 billion due to significantly higher investment gains. This was a 266% increase year-over-year and reflected the improvement from last year's depressed investment results due to the COVID-19 outbreak.

Core EPS (excluding the major investment gains) for the quarter was \$0.66, 6.4% higher YoY, as a result. For U.S. investors, the results were slightly boosted compared to last year due to the depreciation of the USD against the Canadian Dollar. Following Manulife's H1-2021 results, we continue to expect FY2021 EPS of \$2.66.

## Growth on a Per-Share Basis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
<b>EPS</b>	(\$0.02)	\$0.94	\$1.54	\$1.57	\$0.76	\$1.06	\$0.78	\$1.71	\$2.14	\$2.31	<b>\$2.66</b>	<b>\$3.64</b>
<b>DPS</b>	\$0.51	\$0.52	\$0.49	\$0.49	\$0.48	\$0.55	\$0.65	\$0.67	\$0.77	\$0.88	<b>\$0.89</b>	<b>\$1.25</b>
<b>Shares<sup>2</sup></b>	1,786	1,812	1,836	1,857	1,962	1,973	1,978	1,983	1,958	1,941	<b>1,940</b>	<b>1,786</b>

Manulife Financial has produced a growing net income over the past few years, powered primarily by growth in premiums and annuity revenues, as well as higher interest and dividend income derived by its investments. We expect the company to keep growing its EPS, driven by double-digit growth in its insurance segment in key Asian markets such as Japan and Hong Kong. Manulife should also generate higher wealth management fees going forward, enjoying consistent net inflows that grow its assets under management. During the quarter, the company achieved net inflows of \$6.84 billion, which helped grow the segment's core EBITDA margin by 440 bps to 32.4%. Hence, we still expect EPS growth of 6.5% in the medium term, being cautious of potential FX fluctuations that could sway this figure either way.

<sup>1</sup> In constant currency

<sup>2</sup> Share count is in millions.

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The company has grown its DPS annually since 2014 in its local TSX listing, though U.S.-based investors have been slightly affected by currency effects. We expect the dividend to keep growing by around 7% in the medium term, slightly lower than the company's latest increase of 12%. The company has not increased the dividend this year so far, with the \$0.89 being boosted by the CAD/USD increase. The company has paid seven consecutive C\$0.28 quarterly dividends.

## Valuation Analysis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	Now	2026
Avg. P/E	---	12.8	10.7	13.0	22.4	12.9	22.1	10.5	8.4	7.4	7.5	7.5
Avg. Yld.	2.9%	4.3%	3.0%	2.4%	2.8%	4.0%	3.8%	3.7%	4.3%	5.2%	4.4%	4.6%

Manulife Financial shares have historically traded at a forward P/E in the high single to low single digits, in line with its industry peers. The stock's valuation is currently at decade-low levels. Despite the improving financials, we believe that the stock remains fairly valued, taking into account the underlying risks (such as interest rates). Hence, we expect a forward P/E of around 7.5 in the medium term. The company ended the quarter with a book value per share of around \$19.70, which is quite close to the stock's actual price. Investors should continue expecting a relatively rich yield, powered by the stock's well-covered dividend.

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

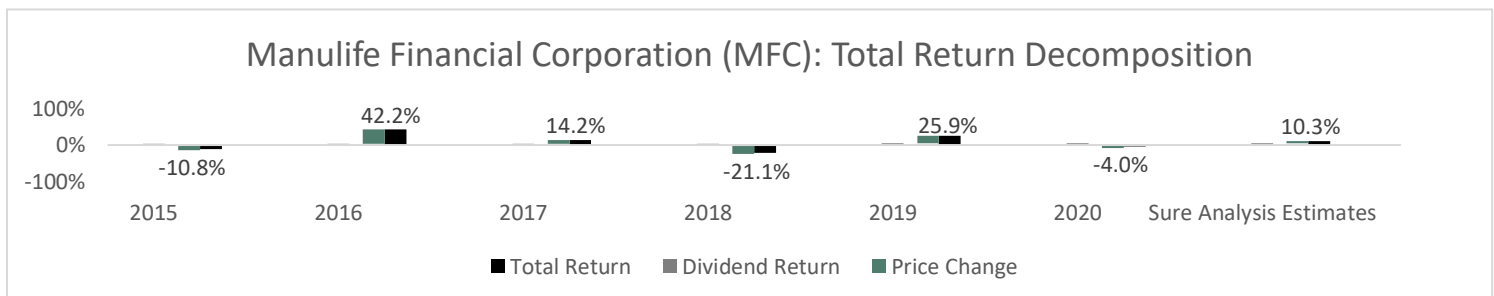
Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
Payout	---	55%	32%	31%	63%	52%	83%	39%	36%	38%	33%	34%

Manulife's dividend should be well covered by the underlying income, with the payout ratio currently at 33%. The company enjoys several qualities, such as great brand value due to its obsession with customer satisfaction, a clear long-term underwriting strategy that has shifted smoothly online, and a healthy financial leverage ratio, currently at 26%, close to the company's target of 25%. However, the company faces several risks. A 50 basis point increase in interest rates could affect the bottom line by around \$100 million. The insurance industry can also be quite competitive, with disruptive up-and-coming companies, such as Snowflake, threatening to capture market share. A recession could adversely affect the company, including deferred premiums, defaults of its debt investments, and lower investment income. A surge in claims amid unforeseen reasons could also negatively impact the company.

## Final Thoughts & Recommendation

Manulife Financials is a quality insurer with healthy financials and the potential to grow its earnings further moving forward. The stock offers an above-average yield, which along with reasonable growth metrics, are likely to result in annualized total returns of 10.3% in the medium term. However, U.S.-based investors should be wary of the possible FX fluctuations between the Canadian Dollar and USD, which could significantly affect the company's financials and metrics, and consequently, total returns. Shares earn a buy rating.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
<b>Revenue</b>	50,548	28,084	16,980	48,070	25,710	39,033	43,711	28,755	58,635	57,560
<b>SG&amp;A Exp.</b>	4,107	4,416	4,485	4,322	4,874	5,282	5,581	6,140	5,791	5,605
<b>D&amp;A Exp.</b>	349	390	414	418	454	523	432	576	472	490
<b>Net Profit</b>	220	1,707	3,028	3,190	1,740	2,258	1,596	3,606	3,970	3,975
<b>Net Margin</b>	0.4%	6.1%	17.8%	6.6%	6.8%	5.8%	3.7%	12.5%	6.8%	6.9%
<b>Free Cash Flow</b>	10,991	10,798	9,229	9,788	8,128	12,850	13,728	14,807	15,477	14,963
<b>Income Tax</b>	(98)	(492)	564	608	257	148	184	488	541	892

## Balance Sheet Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
<b>Total Assets</b>	452520	487520	482384	499118	506503	534529	580147	550849	619421	690383
<b>Cash &amp; Equivalents</b>	12551	13456	12801	18158	12888	11237	12696	11905	15540	20521
<b>Accounts Receivable</b>	765	1014	689	635	633	627	913	1005	1060	1132
<b>Goodwill &amp; Int. Ass.</b>	5331	5140	4976	4704	6762	7496	7825	7413	7636	7786
<b>Total Liabilities</b>	428151	462230	455117	469893	476282	502767	546617	516231	581063	648815
<b>Long-Term Debt</b>	7031	8650	8280	7724	6880	9550	10474	9912	8928	10974
<b>Shareholder's Equity</b>	22187	22477	24385	26505	27854	28558	29946	31010	34505	37430
<b>D/E Ratio</b>	0.29	0.35	0.31	0.27	0.23	0.31	0.32	0.29	0.24	0.27

## Profitability & Per Share Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
<b>Return on Assets</b>	0.1%	0.4%	0.6%	0.7%	0.3%	0.4%	0.3%	0.6%	0.7%	0.6%
<b>Return on Equity</b>	1.0%	7.6%	12.9%	12.5%	6.4%	8.0%	5.5%	11.8%	12.1%	11.1%
<b>ROIC</b>	0.7%	5.2%	8.7%	8.8%	4.7%	5.8%	3.7%	8.1%	8.6%	8.0%
<b>Shares Out.</b>	1,786	1,812	1,836	1,857	1,962	1,973	1,978	1,983	1,958	1,941
<b>Revenue/Share</b>	28.26	14.87	9.12	25.56	13.00	19.74	22.01	14.46	29.89	29.62
<b>FCF/Share</b>	6.14	5.72	4.96	5.20	4.11	6.50	6.91	7.45	7.89	7.70

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

### Disclaimer

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