



Johnson Controls Int'l PLC (JCI)

Updated November 11th, 2021, by Eli Inkrot

Key Metrics

Current Price:	\$76	5 Year CAGR Estimate:	0.1%	Market Cap:	\$53 B
Fair Value Price:	\$52	5 Year Growth Estimate:	6.0%	Ex-Dividend Date¹:	12/18/21
% Fair Value:	146%	5 Year Valuation Multiple Estimate:	-7.2%	Dividend Payment Date¹:	01/15/21
Dividend Yield:	1.4%	5 Year Price Target	\$70	Years Of Dividend Growth:	1
Dividend Risk Score:	D	Retirement Suitability Score:	F	Last Dividend Increase:	3.8%

Overview & Current Events

Johnson Controls, originally founded in 1885, is a \$53 billion industrial company that offers Building Solutions (cooling, heating, ventilation and security) around the world, with roughly 40% of its sales coming from North America. Johnson Controls is headquartered in Ireland after its merger with Tyco in 2016. In November of 2018 the company announced it was selling its Power Solutions business. The Power segment made up about a fourth of Johnson Control's business and this sale now makes the company a "pure play" buildings technologies and solutions provider. On April 30th, 2019 Johnson Controls completed the sale of its Power Business for \$11.6 billion in net proceeds. The company then launched an equity tender of 102 million shares for \$4.0 billion and repaid \$3.4 billion of debt.

On March 11th, 2021, Johnson Controls increased its quarterly dividend 3.8% to \$0.27.

On November 5th, 2021, Johnson Controls reported Q4 and fiscal 2021 results for the period ending September 30th, 2021. For the quarter sales came in at \$6.395 billion, a 7.4% increase compared to Q4 2020. The Building Solutions North America segment saw a 4.6% gain, while the Building Solutions EMEA/LA, Building Solutions Asia Pacific and Global Products segments posted gains of 6.2%, 9.5% and 10.2% respectively. Adjusted net income equaled \$628 million or \$0.88 per share compared to \$563 million or \$0.76 per share in Q4 2020.

For the year Johnson Controls generated revenue of \$23.674 billion, a 6.1% increase compared to 2020, with results up across the board. Adjusted net income equaled \$1.91 billion or \$2.65 per share (within prior guidance) compared to \$1.688 billion or \$2.24 per share in 2020. The company ended the quarter with a backlog of \$10.1 billion.

Johnson Controls also introduced Q1 and full year 2022 guidance, anticipating adjusted earnings-per-share of \$0.52 to \$0.54 in Q1 and \$3.22 to \$3.32 for the full year. We have initiated our forecast accordingly.

Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
EPS	\$2.54	\$2.66	\$3.19	\$3.42	\$3.98	\$2.60	\$1.59	\$1.96	\$2.24	\$2.65	\$3.27	\$4.38
DPS	\$0.72	\$0.76	\$0.88	\$1.04	\$1.16	\$1.00	\$1.04	\$1.04	\$1.04	\$1.08	\$1.08	\$1.45
Shares²	682	685	666	647	936	928	932	778	726	721	700	670

The Johnson Controls of today looks very different from the Johnson Controls of five years ago due to the Tyco merger and automotive business spinoff, which is now publicly traded as Adient (ADNT). The 2016 merger with Tyco relocated Johnson Controls to Ireland for tax purposes. Yet tax legislation changes in the U.S. meant that the benefit of that move evaporated, and Johnson Controls was left with the integration costs of the merger.

Moreover, the complexity of looking back at historical numbers continues to evolve with the recent sale of the Power Business. We have kept the historical numbers through 2017, but we have inputted only earnings from continuing operations starting with 2018. We believe the Building Solutions segment ought to do well, but keep in mind that the business results could be increasingly volatile, as the company has become more and more concentrated.

¹ Estimate

² 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.



Johnson Controls Int'l PLC (JCI)

Updated November 11th, 2021, by Eli Inkrot

However, recent results have been encouraging. We are now forecasting \$3.27 in EPS for 2022 – the midpoint of current guidance - and 6% growth.

Valuation Analysis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Now	2027
Avg. P/E	11.9	12.7	15.0	13.9	10.5	16.2	16.0	18.8	16.7	23.2	23.3	16.0
Avg. Yld.	2.4%	2.2%	1.8%	2.2%	2.8%	2.4%	2.8%	2.8%	2.8%	1.8%	1.4%	2.1%

Looking at the 2012 through 2021 period, shares of Johnson Controls have traded hands with an average P/E ratio of about 15 times earnings. Earnings-per-share were temporarily depressed after the sale of the Power Business, but they have since rebounded due in large part to Johnson Controls retiring a significant amount of stock. We are using 16 times earnings as a starting fair value baseline, taking into account the ongoing growth avenues – both organically and via share repurchases. With shares trading at 23 times the midpoint of guidance this implies a material valuation headwind.

Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	28%	29%	28%	30%	29%	38%	65%	53%	46%	41%	33%	33%

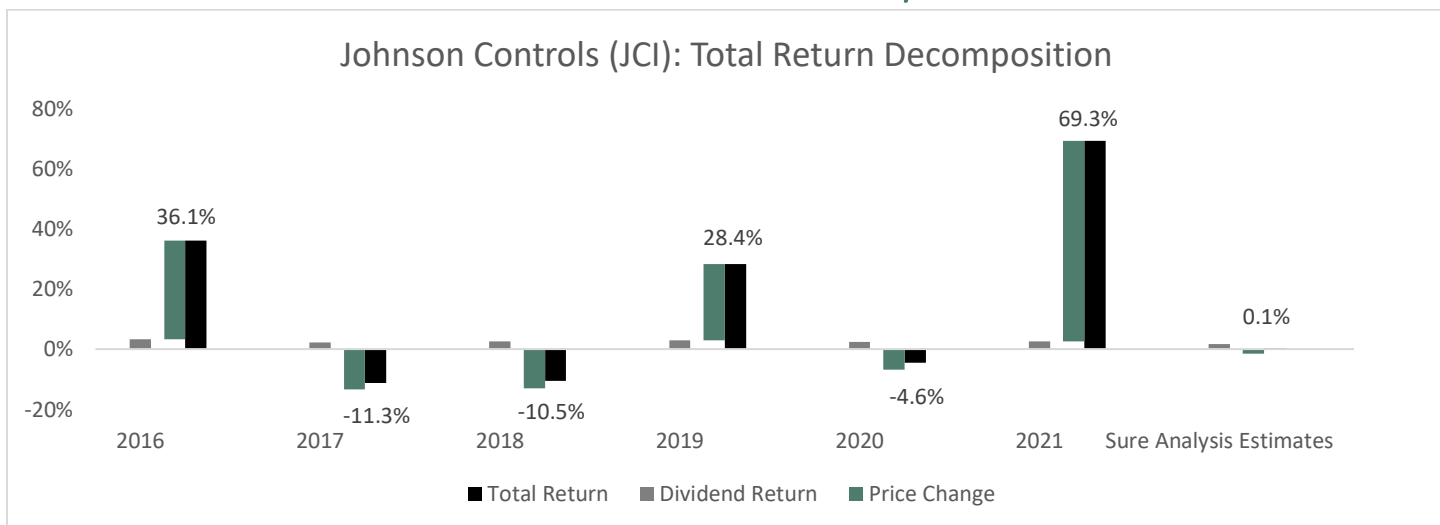
Johnson Controls is one of the key players in the building construction industry, where it provides products and services for heating, ventilation, cooling and security systems. The company's sales network and expertise are hard to replicate for new entrants. Moreover, the sale of the Power business has led to financial flexibility, an increased focus on growth trends, lower capital intensity, and margin expansion.

As of Q4 2021, Johnson Controls held \$1.3 billion in cash, \$10.0 billion in current assets and \$41.9 billion in total assets against \$9.1 billion in current liabilities and \$23.1 billion in total liabilities. Long-term debt stood at \$7.5 billion.

Final Thoughts & Recommendation

Shares are up 73% in the last year. Johnson Controls' business continues to transform, with the newest iteration being a "pure play" Buildings Solution company. It should be noted that this transformation comes with added uncertainty in the way of a less diversified business. We are forecasting 0.1% annual total return potential, driven by 6% growth and a 1.4% starting dividend yield offset by the potential for a significant valuation headwind. Due to the valuation, shares earn a sell rating.

Total Return Breakdown by Year



[Click here to rate and review this research report. Your feedback is important to us.](#)

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.



Johnson Controls Int'l PLC (JCI)

Updated November 11th, 2021, by Eli Inkrot

Income Statement Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Revenue	40604	37145	38749	17100	20837	30172	31400	23968	22320	23670
Gross Profit	5837	6146	6305	4531	5654	9339	9380	7693	7411	8059
Gross Margin	14.4%	16.5%	16.3%	26.5%	27.1%	31.0%	29.9%	32.1%	33.2%	34.0%
SG&A Exp.	4311	3627	4216	3191	4190	6158	6010	6244	5665	5258
D&A Exp.	824	952	955	860	953	1188	1085	825	206	845
Operating Profit	1526	2519	2089	1340	1464	3181	3370	1449	1746	2801
Op. Margin	3.8%	6.8%	5.4%	7.8%	7.0%	10.5%	10.7%	6.0%	7.8%	11.8%
Net Profit	1184	1178	1215	1563	-868	1611	2162	5674	206	1637
Net Margin	2.9%	3.2%	3.1%	9.1%	-4.2%	5.3%	6.9%	23.7%	0.9%	6.9%
Free Cash Flow	-272	1309	1196	465	659	-1312	1483	616	879	1935
Income Tax	161	674	407	71	197	705	518	-233	108	868

Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Total Assets	30954	31518	32804	29622	63179	51884	48797	42287	40820	41890
Cash & Equivalents	265	1055	409	597	579	321	200	2805	1951	1336
Acc. Receivable	7308	7206	5871	5751	6394	6666	7065	5770	5294	5613
Inventories	2343	2325	2477	2377	2888	3209	3224	1814	1773	2057
Goodwill & Int.	7929	7588	8766	8340	28564	26429	25821	23810	23290	23880
Total Liabilities	19181	18944	21242	19124	38089	30517	26339	21458	22280	23140
Accounts Payable	6114	6318	5270	5174	4000	4271	4644	3582	---	---
Long-Term Debt	6068	5498	6680	6610	12759	13572	10995	7219	7819	7740
Total Equity	11625	12314	11311	10335	24118	20447	21164	19766	17450	17560
D/E Ratio	0.52	0.45	0.59	0.64	0.53	0.66	0.52	0.37	0.45	0.44

Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Return on Assets	3.9%	3.8%	3.8%	5.0%	-1.9%	2.8%	4.3%	12.5%	1.5%	4.0%
Return on Equity	10.4%	9.8%	10.3%	14.4%	-5.0%	7.2%	10.4%	27.7%	3.4%	9.4%
ROIC	6.9%	6.6%	6.7%	8.8%	-3.2%	4.4%	6.3%	18.5%	2.3%	6.2%
Shares Out.	682	685	666	647	936	928	932	778	754	721
Revenue/Share	58.97	53.90	57.42	25.85	30.98	31.94	33.70	27.41	29.61	32.82
FCF/Share	-0.40	1.90	1.77	0.70	0.98	-1.39	1.59	0.70	1.17	2.68

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

Disclaimer

Nothing presented herein is, or is intended to constitute, specific investment advice. Nothing in this research report should be construed as a recommendation to follow any investment strategy or allocation. Any forward-looking statements or forecasts are based on assumptions and actual results are expected to vary from any such statements or forecasts. No reliance should be placed on any such statements or forecasts when making any investment decision. While Sure Dividend has used reasonable efforts to obtain information from reliable sources, we make no representations or warranties as to the accuracy, reliability or completeness of third-party information presented herein. No guarantee of investment performance is being provided and no inference to the contrary should be made. There is a risk of loss from an investment in marketable securities. Past performance is not a guarantee of future performance.