



# Moody's Corporation (MCO)

Updated November 17<sup>th</sup>, 2021, by Josh Arnold

## Key Metrics

<b>Current Price:</b>	\$402	<b>5 Year CAGR Estimate:</b>	2.1%	<b>Market Cap:</b>	\$72 B
<b>Fair Value Price:</b>	\$320	<b>5 Year Growth Estimate:</b>	6.0%	<b>Ex-Dividend Date:</b>	11/22/21
<b>% Fair Value:</b>	126%	<b>5 Year Valuation Multiple Estimate:</b>	-4.5%	<b>Dividend Payment Date:</b>	12/14/21
<b>Dividend Yield:</b>	0.6%	<b>5 Year Price Target</b>	\$428	<b>Years Of Dividend Growth:</b>	12
<b>Dividend Risk Score:</b>	A	<b>Retirement Suitability Score:</b>	C	<b>Last Dividend Increase:</b>	10.7%

## Overview & Current Events

Moody's was created back in 1909, becoming the first company to analyze securities and rate their investment quality for investors on a large scale. Moody's began with its *Analyses of Railroad Investments* in 1909 and has blossomed into the company we know today, with \$6.2 billion in annual revenue and a market capitalization of about \$72 billion.

Moody's is still one of the largest players in the traditional ratings business but has transformed itself in recent years by investing heavily in data and analytics, which is less cyclical and has very strong margins.

Moody's reported third quarter earnings on October 28<sup>th</sup>, 2021, and results were once again much better than expected for both revenue and profit. Total revenue came to \$1.5 billion for the third quarter, which was up 13% year-over-year. Forex translation favorably impacted revenue by 1%. Moody's Investors Service revenue was \$925 million, up 12%. Analytics revenue was \$601 million, up 13% from last year's Q3.

Operating expenses were \$850 million, up 19% year-over-year. The company said the vast majority of the increase was attributable to operational and transaction-related costs associated with recent acquisitions. In addition, the company saw higher incentive and stock-based compensation accruals. Organic strategic investments, as well as hiring and annual salary increases elevated expenses by 7% but were partially offset by ongoing efficiency efforts.

Operating income was \$676 million, up 5%. On an adjusted basis, operating income was \$737 million, up 2%. Operating margin was 48.3% of revenue on an adjusted basis.

Earnings-per-share came to \$2.69 on an adjusted basis, flat year-over-year. The company narrowed its guidance range for this year's earnings-per-share, and our updated estimate is now \$12.30.

## Growth on a Per-Share Basis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
<b>EPS</b>	\$2.49	\$3.05	\$3.60	\$4.21	\$4.60	\$4.81	\$6.07	\$7.39	\$8.29	\$10.15	<b>\$12.30</b>	<b>\$16.46</b>
<b>DPS</b>	\$0.54	\$0.64	\$0.90	\$1.12	\$1.36	\$1.48	\$1.14	\$1.76	\$2.00	\$2.24	<b>\$2.48</b>	<b>\$4.18</b>
<b>Shares<sup>1</sup></b>	222	224	214	203	196	191	191	191	187	187	<b>186</b>	<b>180</b>

Moody's earnings-per-share history is quite strong as it has seen profit growth in every year in the past decade. Moody's earnings growth has averaged 15% per year over the last decade. While we do not believe that sort of performance is sustainable in the long run, we see 6% earnings-per-share growth moving forward from 2020's very high base.

Moody's can achieve this result by continuing its long tradition of buying growth, as we saw with the Bureau van Dijk purchase and the smaller purchases made in the years since, as well as a smaller amount of organic revenue growth. The company's operating costs have hampered earnings growth at times in the past as growing revenue at rapid rates can be expensive, and we believe this will continue to be the case moving forward. However, longer term tailwinds are in place for Moody's as it continues to feed seemingly insatiable investor demand for real-time analytical data on a wide variety of global securities. Keep in mind the core US business is growing relatively slowly and as such, Moody's relies almost

<sup>1</sup> Share count in millions

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entirely upon the global business for expansion, exposing it to currency risk over time as well. Forex has been a favorable development thus far in 2021.

We see the dividend as growing at roughly the same rate as earnings-per-share and we are forecasting a payout of \$4.18 in five years. Moody's has not shown the dividend to be a priority, as it is instead focused on business growth.

## Valuation Analysis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	Now	2026
Avg. P/E	13.5	13.5	17.5	20.8	22.3	20.4	20.6	22.3	23.7	26.1	<b>32.7</b>	<b>26.0</b>
Avg. Yld.	1.6%	1.6%	1.4%	1.3%	1.3%	1.5%	0.9%	1.1%	1.0%	0.8%	<b>0.6%</b>	<b>1.0%</b>

The valuation for Moody's has moved around significantly in the past decade after hitting its lowest point in 2011 at 13.5. Today's price-to-earnings ratio of 32.7 is well in excess of our estimate of fair value at 26, meaning it still looks quite overpriced despite the higher earnings estimate. That implies a modest headwind to annual returns from the valuation declining over time. We see the combination of a higher payout and lower valuation sending the yield up to 1% over time from the current 0.6%.

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

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
Payout	22%	22%	26%	23%	29%	30%	25%	24%	24%	22%	<b>20%</b>	<b>25%</b>

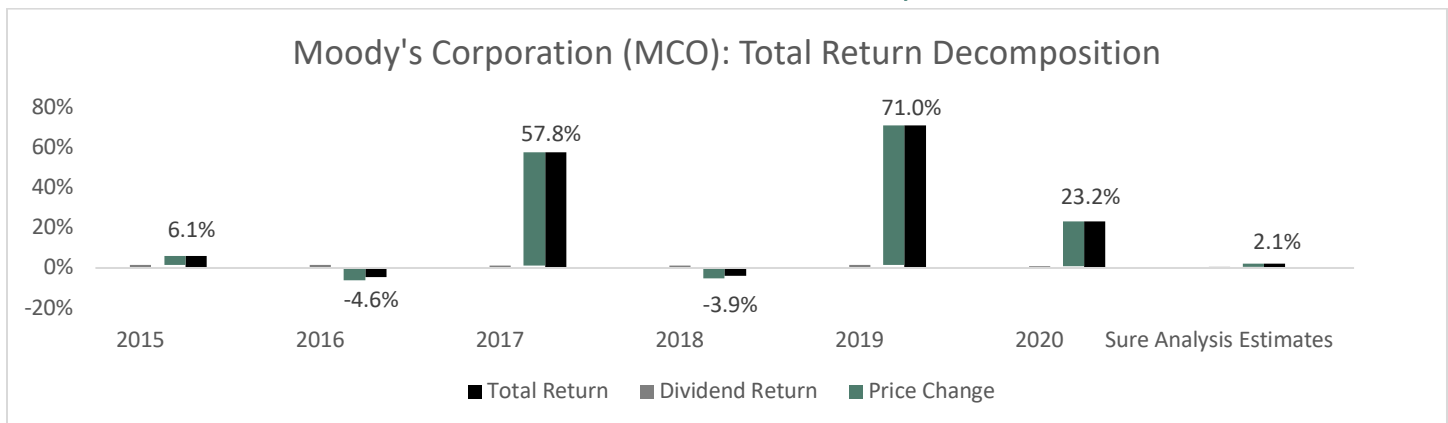
Moody's payout ratio is just one-fifth of earnings, which is in-line with its historical norms. We do not believe that will change materially in the years to come as the company continues to grow earnings rapidly, and as it focuses on growth more than a high dividend yield.

Moody's competitive advantage is that it was the company that basically created the industry more than 100 years ago. Its recent acquisitions and internal product advancements have kept it relevant with data-hungry investors. Moody's product assortment is strong at a time when competition is tougher than ever, and we think that will serve Moody's well during future recessions, which should not crimp earnings unduly.

## Final Thoughts & Recommendation

Overall, Moody's looks like a strong growth story that is still overvalued despite higher earnings estimates. We are forecasting 2.1% in total annual returns moving forward, consisting of the 0.6% current yield, 6% earnings-per-share growth and a headwind from a lower valuation. Moody's looks well-positioned for further growth, but the valuation is still a concern, as is the very high base of earnings in 2021. Shares earn a sell rating.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Revenue	2,281	2,730	2,973	3,334	3,485	3,604	4,204	4,443	4,829	5,371
Gross Profit	1,597	1,935	2,150	2,404	2,508	2,585	2,988	3,197	3,442	3,896
Gross Margin	70.0%	70.9%	72.3%	72.1%	72.0%	71.7%	71.1%	72.0%	71.3%	72.5%
SG&A Exp.	630	752	822	869	921	931	986	1,080	1,167	1,229
D&A Exp.	79	94	93	96	114	127	158	192	200	---
Operating Profit	895	1,102	1,254	1,446	1,480	1,528	1,844	1,925	2,075	2,447
Op. Margin	39.2%	40.4%	42.2%	43.4%	42.5%	42.4%	43.9%	43.3%	43.0%	45.6%
Net Profit	571	690	805	989	941	267	1,001	1,310	1,422	1,778
Net Margin	25.1%	25.3%	27.1%	29.7%	27.0%	7.4%	23.8%	29.5%	29.4%	33.1%
Free Cash Flow	736	778	885	944	1,109	1,144	664	1,370	1,606	2,146
Income Tax	262	324	353	455	430	282	779	352	381	452

## Balance Sheet Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Total Assets	2,876	3,961	4,395	4,669	5,103	5,327	8,594	9,526	10,265	12,409
Cash & Equivalents	760	1,755	1,920	1,220	1,757	2,052	1,072	1,685	1,832	2,597
Acc. Receivable	490	622	694	792	802	887	1,147	1,287	1,419	---
Goodwill & Int.	897	864	887	1,367	1,275	1,320	5,385	5,347	5,220	---
Total Liabilities	3,035	3,564	4,047	4,626	5,436	6,355	8,709	8,870	9,434	10,646
Accounts Payable	16	14	16	19	22	28	22	30	38	---
Long-Term Debt	1,244	1,671	2,102	2,547	3,381	3,363	5,541	5,676	5,581	---
Total Equity	-169	385	337	-188	-565	-1,225	-328	459	612	1,763
D/E Ratio	-7.36	4.34	6.24	-13.56	-5.98	-2.75	-16.91	12.37	9.12	---

## Profitability & Per Share Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Return on Assets	21.1%	20.2%	19.3%	21.8%	19.3%	5.1%	14.4%	14.5%	14.4%	15.7%
Return on Equity	-239%	638%	223%	1325%	-250%	-29.8%	-129%	---	266%	150%
ROIC	56.4%	43.8%	35.6%	39.2%	33.4%	9.9%	25.8%	---	22.3%	43.5%
Shares Out.	222	224	214	203	196	191	191	191	187	187
Revenue/Share	9.94	12.05	13.30	15.53	17.13	18.45	21.65	22.85	25.20	28.37
FCF/Share	3.21	3.43	3.96	4.40	5.45	5.85	3.38	7.05	8.38	11.34

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

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