



The Western Union Company (WU)

Updated February 14th, 2022 by Prakash Kolli

Key Metrics

Current Price:	\$20	5 Year CAGR Estimate:	8.3%	Market Cap:	\$7.65B
Fair Value Price:	\$21	5 Year Growth Estimate:	2.0%	Ex-Dividend Date:	03/15/22
% Fair Value:	91%	5 Year Valuation Multiple Estimate:	1.9%	Dividend Payment Date:	03/30/22
Dividend Yield:	5.0%	5 Year Price Target	\$24	Years Of Dividend Growth:	7
Dividend Risk Score:	B	Retirement Suitability Score:	A	Last Dividend Increase:	4.4%

Overview & Current Events

The Western Union Company is the world leader in the business of domestic and international money transfers. The company has a network of approximately 550,000 agents globally and operates in more than 200 countries. About 90% of agents are outside of the US. Western Union operates three business segments, Consumer-to-Consumer (C2C), Business Solutions, and Other (bill payments in the US and Argentina). Approximately 87% of revenue is now from C2C, 8% from Business Solutions and 5% from Other. Western Union divested the Speedpay (US bill payments) and Paymap (mortgage payments) businesses in 2019. The company had ~\$5.1B in revenue in fiscal 2021.

Western Union reported good Q4 2021 and full year results on February 10th, 2022. Companywide revenue grew 1% to \$1,284.8M from \$1,271.8M and diluted GAAP earnings per share decreased (-2%) to \$0.42 in the quarter compared to \$0.43 in the prior year. The growth in revenue was again driven by double-digit growth in digital money transfer revenue and Business Solutions offset by weakness in retail money transfer. The decrease in earnings was caused by a non-cash charge for termination of the pension plan offset by higher revenue, margins, and lower marketing costs. C2C revenue declined (-1%) to \$1,111.5M from \$1,121.5M on a year-over-year basis resulting from flat transaction growth. Cross border transfer revenue grew 1%. Digital Money Transfer C2C revenues increased 13% and digital money transfer volume increased 17%. The number of users grew 6%. Business Solutions revenue rose 22% to \$109.2M from \$89.2M due to higher international trade and revenue from the education and financial institution verticals. Other revenue increased 5% to \$64.1M from \$61.1M.

Western Union is divesting the Business Solutions unit for \$910M in cash. Closing is expected in 2022 after approvals.

Western Union set adjusted earnings per share guidance in 2022 at \$1.90 - \$2.00.

Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
EPS	\$1.74	\$1.43	\$1.59	\$1.62	\$1.66	\$1.60	\$1.87	\$2.46	\$1.87	\$2.19	\$1.95	\$2.15
DPS	\$0.43	\$0.50	\$0.50	\$0.62	\$0.64	\$0.70	\$0.76	\$0.80	\$0.90	\$0.94	\$0.98	\$1.19
Shares¹	572	552	522	502	482	459	441	418	418	411	403	364

Western Union's traditional C2C business is highly profitable but it is a mature business. The top line has exhibited some volatility in the past 10-years leading to volatility in the bottom line due to acquisitions and divestitures. Earnings per share growth has benefited from significant share buybacks. We expect share repurchases to resume after 2020 and continue out to 2027. We are now estimating a 2% annual reduction in share count each year. Revenue and earnings were negatively impacted by COVID-19 in 2020 offset by strong growth in digital money transfer. After 2020, we are now expecting 2% earnings per share growth due to strength in digital, the Walmart partnership, cost savings, and share reduction offset by long-term declines in retail transactions. Digital Money Transfer is growing at a double-digit rate and revenue is now 24% of total C2C revenue. We expect this to increase over the next several years, especially as more consumers use digital payments. The company is also making additional strategic moves mostly through partnerships that could bear fruit. We are now expecting a 4% growth rate in the dividend per share to 2027 on average.

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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Valuation Analysis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Now	2027
Avg. P/E	9.7	11.5	10.5	12.0	11.8	12.3	10.4	12.2	12.9	10.6	10.0	11.0
Avg. Yld.	2.5%	3.0%	3.0%	3.2%	3.3%	3.6%	3.9%	3.6%	4.0%	4.2%	5.0%	5.0%

Western Union's stock price is up since our last report due to growth, rising margins, and better results. We have pegged our 2022 earnings estimate at the mid-point of new guidance, which accounts for the divestment of the Business Solutions unit. Our fair value multiple for the long haul is 11X, slightly lower than the trailing 10-year average and accounting for more competition. Our fair value estimate is now \$21. Our 5-year price target is now \$24.

Safety, Quality, Competitive Advantage, & Recession Resiliency

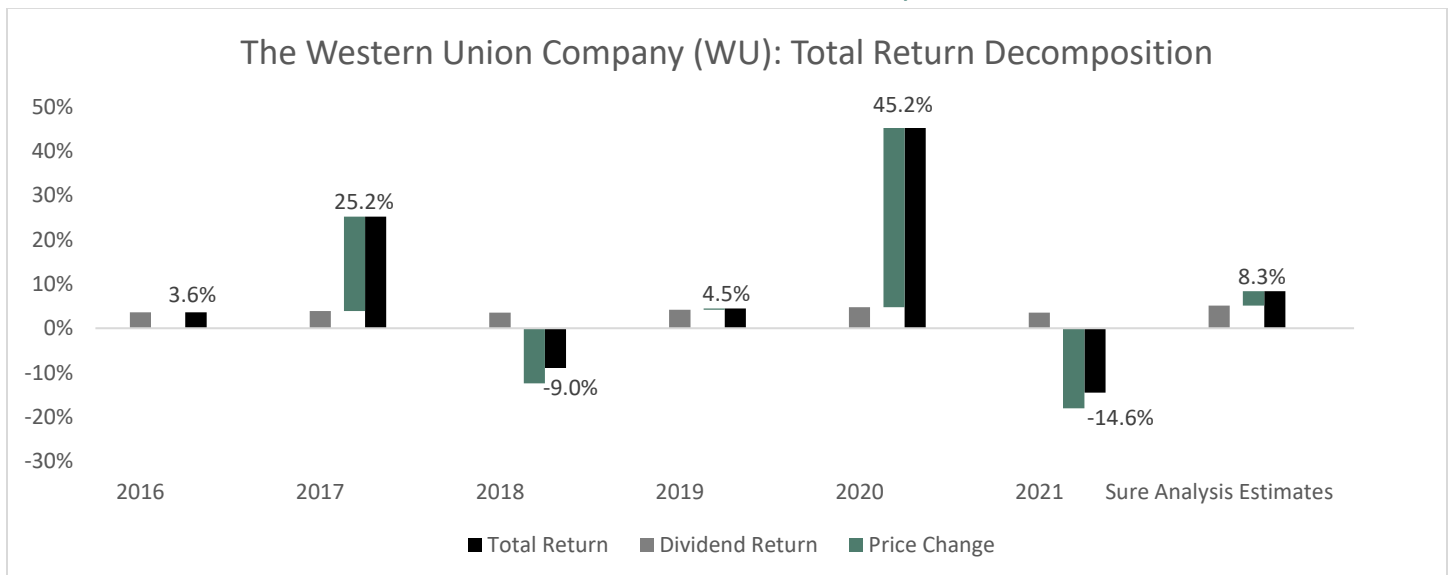
Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	35%	31%	38%	39%	44%	41%	33%	48%	48%	43%	50%	55%

Western Union's competitive advantage stems from its C2C business and unrivaled network of agents that process transactions. The company strengthens its network effect with partnerships and now with its digital money transfer effort, app, and westernunion.com. Importantly, Western Union is now partnered with Walmart. New online competitors are entering the market including Xoom owned by PayPal, Square, Stripe, Zelle, Libra Association, etc. As these platforms gain transaction, Western Union's C2C business will likely be negatively affected through lower pricing. The company makes conservative use of debt with only \$2,843.5M of long-term debt that is offset by \$1,208.3M of cash and equivalents. Interest coverage is about 10.7X and the leverage ratio is about 1.4X.

Final Thoughts & Recommendation

At present we are forecasting 8.3% annualized total return over the next five years. Western Union was adversely affected by COVID-19, but business recovered in 2021. The digital business is growing rapidly at a double-digit rate for users and revenue, and the company is expanding into digital banking with WU+ app. Western Union's dividend yield is still attractive, and the dividend safety is acceptable. Investors seeking income may want to consider this equity. At the current price, we rate this stock a hold.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Revenue	5665	5542	5607	5484	5423	5524	5590	5292	4835	5071
Gross Profit	2471	2307	2310	2284	2156	2171	2289	2206	2009	2174
Gross Margin	43.6%	41.6%	41.2%	41.7%	39.8%	39.3%	41.0%	41.7%	41.5%	42.9%
SG&A Exp.	1141	1200	1169	1175	1669	1232	1167	1272	1041	1051
D&A Exp.	246	263	272	270	263	263	265	258	226	208
Operating Profit	1330	1107	1141	1109	487	940	1122	934	967	1123
Operating Margin	23.5%	20.0%	20.3%	20.2%	9.0%	17.0%	20.1%	17.6%	20.0%	22.1%
Net Profit	1026	798	852	838	253	-557	852	1058	744	809
Net Margin	18.1%	14.4%	15.2%	15.3%	4.7%	-10.1%	15.2%	20.0%	15.4%	15.9%
Free Cash Flow	917	847	867	805	812	565	482	787	721	831
Income Tax	143	129	116	104	89	905	140	263	111	130

Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Total Assets	9466	10121	9890	9449	9420	9231	8997	8759	9496	8824
Cash & Equivalents	2351	2612	2618	2392	2068	2103	2221	1819	1428	1208
Accounts Receivable	1041	981	1007	1070	1327	1574	1355	1230		
Total Liabilities	4059	4006	3917	3869	8517	9723	9307	8798	9310	8468
Accounts Payable	8525	9017	8590	8044	1130	719	565	602	501	450
Long-Term Debt	556	639	600	607	2786	3034	3434	3229	3067	3008
Shareholder's Equity	4029	4213	3720	3216	902	-491	-310	-40	187	356
LTD/E Ratio	941	1105	1300	1405	3.09	-6.17	-11.08	-81.75	16.44	8.45

Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Return on Assets	11.1%	8.2%	8.5%	8.7%	2.7%	-6.0%	9.3%	11.9%	8.2%	8.8%
Return on Equity	111.8%	78.1%	70.9%	61.9%	21.9%	-271.2%			1012%	297%
ROIC	21.7%	15.5%	16.5%	17.4%	6.1%	-17.9%	30.1%	33.5%	23.1%	24.4%
Shares Out.	572	552	522	502	482	459	441	418	401	409
Revenue/Share	9.33	9.90	10.45	10.61	10.99	11.81	12.30	12.28	11.65	12.40
FCF/Share	1.51	1.51			1.65	1.21	1.06	1.83	1.74	2.03

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

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