



Citigroup (C)

Updated April 15th, 2022, by Josh Arnold

Key Metrics

Current Price:	\$51	5 Year CAGR Estimate:	10.7%	Market Cap:	\$99 B
Fair Value Price:	\$57	5 Year Growth Estimate:	5.0%	Ex-Dividend Date:	05/04/2022 ¹
% Fair Value:	89%	5 Year Valuation Multiple Estimate:	2.2%	Dividend Payment Date:	05/25/2022
Dividend Yield:	4.0%	5 Year Price Target	\$73	Years Of Dividend Growth:	0
Dividend Risk Score:	D	Retirement Suitability Score:	C	Rating:	Buy

Overview & Current Events

Citigroup was founded in 1812, when it was known as the City Bank of New York. In the past 200+ years, the bank has grown into a global juggernaut in credit cards, commercial banking, trading, and a variety of other financial activities. It has thousands of branches, produces about \$71 billion in annual revenue, and has a \$99 billion market capitalization.

Citi reported first quarter earnings on April 14th, 2022, and results were much better than expected on both the top and bottom lines. Adjusted revenue came to \$19.2 billion, which was down about 2% year-over-year, but beat estimates by nearly \$1.2 billion. Likewise, earnings-per-share came to \$2.02, which was 56 cents better than expected. The earnings-per-share beat was driven by better-than-feared results as Citi came off of a peak in earnings a year ago, in addition to the company's robust share repurchase activity that saw the share count decline by 6%.

Cost of credit came to \$755 million in Q1, which was up very sharply from a benefit of \$2.1 billion a year ago. The bank took a build for exposure to Russia, in part.

Operating expenses were \$13.2 billion, down 3% from the prior quarter, but up 15% year-over-year. Excluding divestitures, expenses would have risen 10% year-over-year as the bank continues to invest in things like IT infrastructure, partially offset by productivity savings.

We now see \$6 in earnings-per-share for this year, which is a more normalized value against the record the company produced last year.

Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
EPS	\$3.86	\$4.26	\$2.20	\$5.44	\$4.72	\$5.33	\$6.65	\$8.04	\$4.87	\$10.07	\$6.00	\$7.66
DPS	\$0.04	\$0.04	\$0.04	\$0.16	\$0.42	\$0.96	\$1.54	\$1.92	\$2.04	\$2.04	\$2.04	\$2.73
Shares²	3,029	3,029	3,024	2,954	2,772	2,570	2,369	2,114	2,082	1,984	1,800	1,500

Citi's earnings-per-share history is clouded by the immense struggles it endured following the Great Recession. However, years of hard work have paid off, and earnings have continued to move higher over time. We see Citi producing \$6 per share in earnings for 2022, from which we expect 5% annual growth for the foreseeable future. We've reduced our estimate from 2021 levels given the billions of dollars the company reported in profits from credit loss reserve releases, which will not be repeated. This year should see normalized earnings again.

We believe Citi will continue to see higher revenue as its institutional and consumer businesses gather cheap deposits and lend them prudently, leading to reasonable loss rates and favorable margins. We believe Citi is pulling back on lending at the moment due to less than favorable spreads on loans, which was evident in 2020 and 2021. That is a headwind, as it results in higher deposit costs without commensurate lending revenue, crimping top line and margin growth. However, the company's buybacks could be good for a mid-single-digit reduction in the share count annually, as we saw in 2021. We note that even in the recent tumultuous interest rate environment, Citi is performing well. Citi is not as tied to traditional lending as most other banks, so the yield curve is not as critical, but the cost of deposits is

¹ Estimated date

² 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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important for its massive credit card business. Continued deposit growth that is outpacing lending growth is weighing on margins. This was masked in 2021 by reserve releases, but results should be more normalized starting in 2022.

Valuation Analysis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Now	2027
Avg. P/E	8.4	11.4	22.8	9.8	9.7	12.3	10.4	8.4	11.0	6.9	8.5	9.5
Avg. Yld.	0.1%	0.1%	0.1%	0.3%	0.9%	1.5%	2.2%	2.8%	3.8%	2.9%	4.0%	3.8%

At 8.5 times earnings, Citigroup's price-to-earnings ratio is decently low. Our fair value estimate has been slightly reduced to 9.5 times earnings, meaning the stock is somewhat undervalued. We expect the dividend yield to remain roughly where it is today, near 4%. We note Citi hasn't raised the dividend since 2019.

Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	2%	2%	9%	7%	9%	18%	25%	24%	42%	20%	34%	36%

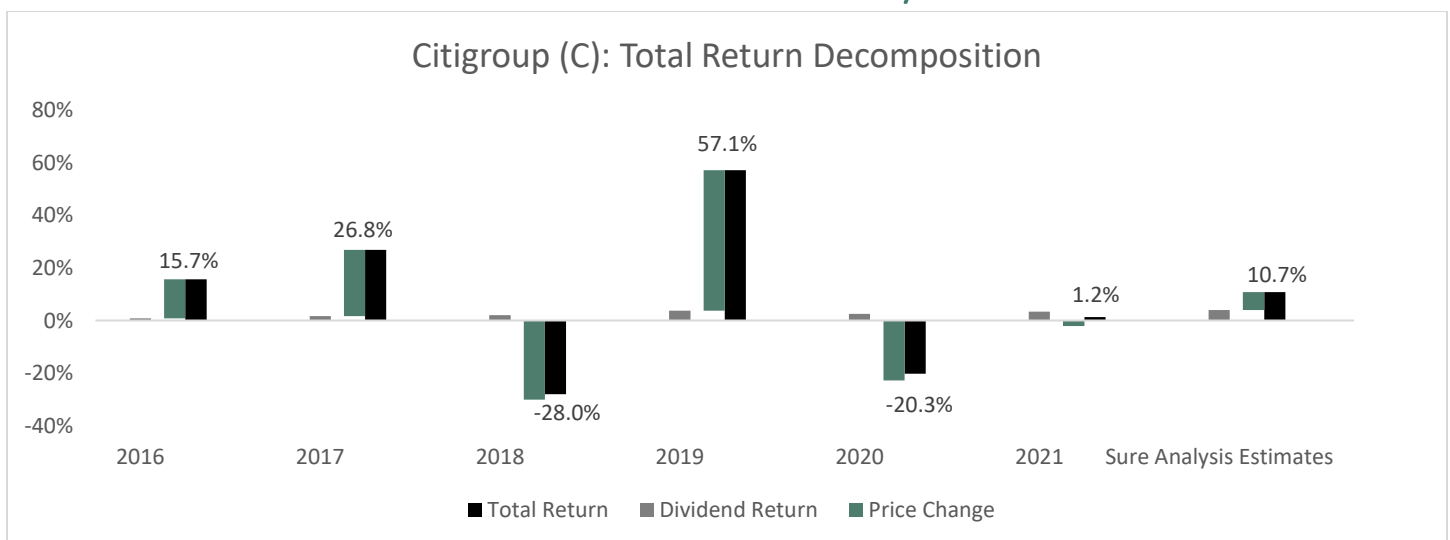
Citi's payout ratio is only 34% of estimated earnings this year. Citi has spent the past several years trying to build its dividend back to a normalized level, and it is nearly in-line with competitors. We still expect dividend raises in the years to come despite Citi taking a pause in doing so.

Citi's competitive advantage is in its global reach and its large position in the lucrative credit card business. Citi has differentiated itself from the other money center banks in these ways and it continues to serve the bank well. It is very susceptible to recessions as it nearly went out of business in 2008/2009. The 2020 downturn wasn't kind to Citi, although we note that the bank is in much better shape than it was heading into the financial crisis from a balance sheet and business mix perspective.

Final Thoughts & Recommendation

We are forecasting 10.7% total annual returns over the next five years, which is up from our last report, mostly due to the valuation. Earnings should be at normalized levels this year, and we've boosted our growth outlook given the much lower base. We think Citi is past the worst of the pandemic's impacts, but that earnings will be impossible to replicate from 2021 levels. The total return outlook warrants an upgrade from hold to buy.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Revenue	69,190	76,724	77,219	76,354	70,797	72,444	72,854	74,286	75,494	71,887
SG&A Exp.	33,112	31,991	32,239	29,897	29,303	29,698	29,892	30,026	32,130	26,740
D&A Exp.	2,507	3,303	3,589	3,506	3,720	3,659	3,754	3,905	3,937	3,964
Net Profit	7,541	13,659	7,310	17,242	14,912	-6,798	18,045	19,401	11,047	21,952
Net Margin	10.9%	17.8%	9.5%	22.6%	21.1%	-9.4%	24.8%	26.1%	14.6%	30.5%
Free Cash Flow	-13,966	59,754	42,957	36,539	50,977	-12,135	33,178	-18,170	-24,067	57,130
Income Tax	7	6,186	7,197	7,440	6,444	29,388	5,357	4,430	2,525	5,451

Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Total Assets (\$B)	1,864	1,880	1,842	1,731	1,792	1,842	1,917	1,951	2,260	2,291
Cash & Eq. (\$B)	138	198	160	133	160	180	188	193	310	262
Goodwill & Int.	33.312	32.783	30.003	27.851	28.337	27.402	27.266	26.948	26,909	25,794
Total Liab (\$B)	1,673	1,674	1,630	1,508	1,565	1,640	1,720	1,757	2,060	2,089
Accounts Payable	57.013	53.707	52.180	53.722	57.152	61.342	64.571	48.601	11,165	61,430
LT Debt (\$B)	291	280	281	222	236	281	264	293	301	282
Total Equity (\$B)	186	197	199	205	205	181	177	175	180	183
LTD/E Ratio	1.54	1.37	1.34	1.00	1.05	1.40	1.35	1.52	1.51	1.40

Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Return on Assets	0.4%	0.7%	0.4%	1.0%	0.8%	-0.4%	1.0%	1.0%	0.5%	0.96%
Return on Equity	4.1%	7.1%	3.7%	8.5%	7.3%	-3.5%	10.0%	11.0%	6.2%	12.1%
ROIC	1.5%	2.8%	1.5%	3.7%	3.3%	-1.4%	3.8%	4.1%	2.2%	4.5%
Shares Out.	3,029	3,029	3,024	2,954	2,772	2,570	2,369	2,114	2,082	2,049
Revenue/Share	22.94	25.22	25.43	25.39	24.51	26.85	29.20	32.79	35.97	35.08
FCF/Share	(4.63)	19.65	14.14	12.15	17.65	-4.50	13.30	-8.02	-11.47	27.88

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

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