



# Artisan Partners Asset Management (APAM)

Updated November 22<sup>nd</sup>, 2022, by Josh Arnold

## Key Metrics

<b>Current Price:</b>	\$34	<b>5 Year CAGR Estimate:</b>	4.4%	<b>Market Cap:</b>	\$2.7 B
<b>Fair Value Price:</b>	\$34	<b>5 Year Growth Estimate:</b>	-2.0%	<b>Ex-Dividend Date:</b>	01/16/23 <sup>1</sup>
<b>% Fair Value:</b>	101%	<b>5 Year Valuation Multiple Estimate:</b>	-0.3%	<b>Dividend Payment Date:</b>	01/31/23
<b>Dividend Yield:</b>	6.6%	<b>5 Year Price Target</b>	\$30	<b>Years Of Dividend Growth:</b>	0
<b>Dividend Risk Score:</b>	F	<b>Retirement Suitability Score:</b>	C	<b>Rating:</b>	Hold

## Overview & Current Events

Artisan Partners Asset Management Inc. is a global investment management firm that provides a broad range of high value asset investment strategies across several asset classes. Artisan executed its initial public offering on March 1<sup>st</sup>, 2013. The company has been a very shareholder-friendly allocator of capital since then, paying special dividends of \$0.95 per share in 2015, \$0.40 per share in 2016, \$0.36 per share in 2017, \$0.79 per share in 2018, \$1.03 in 2019, \$0.31 in 2020, and \$0.72 in 2021, in addition to its ample quarterly dividend. Artisan generates just under \$1 billion in annual revenue and trades with a market capitalization of \$2.7 billion.

Artisan reported third quarter earnings on November 1<sup>st</sup>, 2022, and results were weak. Adjusted earnings-per-share came to 70 cents, while revenue plummeted 26% year-over-year to \$234 million.

Assets under management was \$121 billion, down 31% from the year-ago period. This was due primarily to the decline in global stock market prices, as well as \$5.4 billion in net client cash outflows, and \$2.4 billion in capital gains distributions that were not reinvested.

Operating expenses were \$156 million, down \$18 million year-over-year, which was attributable to a decline in inventive compensation, as well as third-party distribution expense. These were somewhat offset by higher travel, occupancy, technology, and fixed compensation costs.

Adjusted operating margin came to 32.9% of revenue, down from 45.2% a year ago.

We now see \$3.05 in earnings-per-share for this year as conditions continue to weaken for Artisan.

## Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
<b>EPS</b>	---	\$2.54	\$3.17	\$2.69	\$2.13	\$2.41	\$2.94	\$2.67	\$3.30	\$5.03	<b>\$3.05</b>	<b>\$2.76</b>
<b>DPS</b>	---	\$0.86	\$2.25	\$2.40	\$2.40	\$2.40	\$2.40	\$2.36	\$2.79	\$3.92	<b>\$2.24</b>	<b>\$2.47</b>
<b>Shares<sup>2</sup></b>	---	20	34	39	42	51	54	56	63	67	<b>70</b>	<b>95</b>

Artisan has failed to generate meaningful per-share growth since its initial public offering, due largely to a ballooning share count. Because of this, we are hesitant to expect significant growth from the firm moving forward. Our 5-year earnings-per-share growth estimate for Artisan is -2%. Artisan's 2018 performance was quite strong against 2017 but given lower assets under management and operating margins that moved unfavorably, 2019 earnings-per-share were more in line with 2017 than 2018. We had anticipated weakness in 2020, but Artisan performed much better than expected and indeed, earnings soared thanks to a rising market. With record results in 2021, we see much lower earnings for 2022 as the perfect conditions of 2021 will be difficult to replicate.

Income investors should note that the dividend figures listed in the above table exclude the numerous special dividends paid by the company since its IPO in 2013. Artisan pays a regular quarterly dividend, but it also pays out significant special dividends annually. The company's policy is to pay out 80% of the cash the company generates. At the end of the

<sup>1</sup> Estimated date

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

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year, the board considers several factors, and determines a variable special dividend. The special dividend in 2021 was \$0.72, which is more than double the 2020 special dividend, and the total dividends paid were \$4.64 per share.

## Valuation Analysis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Now	2027
Avg. P/E	---	20.0	17.7	16.1	13.7	13.0	10.9	10.2	10.6	10.0	<b>11.1</b>	<b>11.0</b>
Avg. Yld.	---	---	4.2%	5.4%	8.3%	7.7%	7.5%	8.9%	8.0%	7.8%	<b>6.6%</b>	<b>8.2%</b>

Like many firms, Artisan traded at elevated levels for some time following its initial public offering. Because of this, we do not believe that the company's historical valuation multiples are indicative of its fair value. Instead, we believe that a fair value for Artisan lies somewhere around 11 times earnings. The company is trading at a price-to-earnings ratio of 11.1 today. With the \$2.24 annual dividend, the stock is yielding 6.6%, excluding any special dividend received this year. We also note that because of Artisan's unusual policy of paying out most of its earnings on a variable basis, we could potentially see higher dividend payments than currently forecast if equity markets perform well.

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

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	---	34%	71%	89%	113%	100%	82%	89%	85%	78%	<b>73%</b>	<b>90%</b>

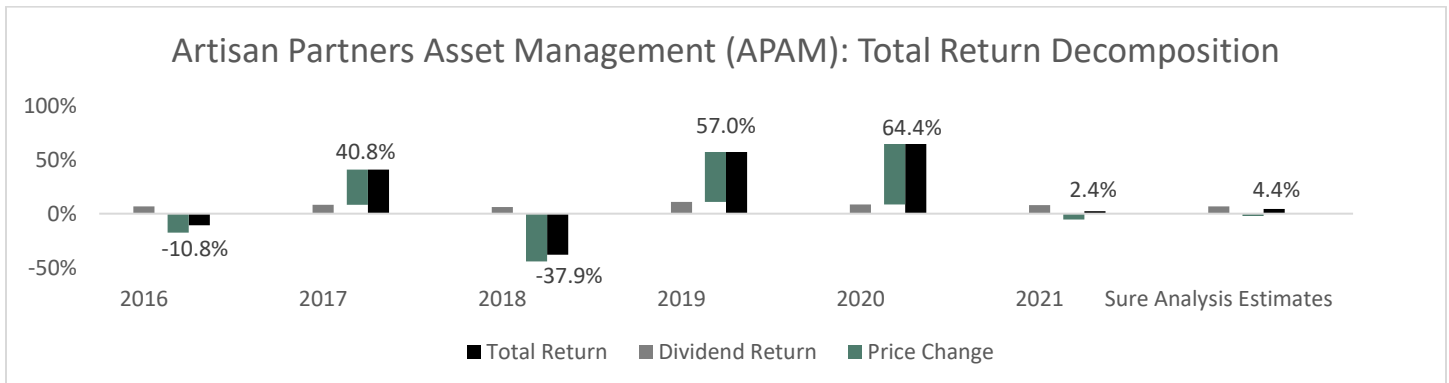
Artisan's payout ratio is 73% of earnings at current projections, but investors should keep in mind that Artisan pays special dividends at the end of the year, and that its quarterly dividend policy is variable. Thus, how the payout ratio performs depends significantly upon how much earnings the company can generate.

Artisan wasn't public during the Great Recession, but we expect the damage to earnings could be meaningful during a prolonged recession that brings with it lower equity prices. Artisan is a highly cyclical company, so investors looking for safety and defensiveness would look elsewhere. Adding to this risk, Artisan's competitive advantage of its well-performing funds hasn't resonated with customers. We do note that Artisan performed extremely well in 2020, and 2021 produced record earnings.

## Final Thoughts & Recommendation

Artisan can be seen as a leveraged play on the equity markets. When markets are rising, the company will benefit from ballooning AUM due to market returns and stronger client inflows. Conversely, the company will likely perform very poorly during a bear market, as it did at the end of 2018, and so far in 2022. We are reiterating the stock at a hold rating following Q3 results. Returns should accrue from 2% earnings contraction, the 6.6% yield, and essentially no impact from the valuation.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Revenue</b>	506	686	829	805	721	796	829	799	900	1,227
<b>SG&amp;A Exp.</b>	75	91	107	109	103	106	111	115	105	124
<b>D&amp;A Exp.</b>	2	3	3	5	5	5	6	6	7	7
<b>Operating Profit</b>	47	-261	307	282	234	286	305	283	358	541
<b>Operating Margin</b>	9.3%	-38.1%	37.0%	35.1%	32.5%	36.0%	36.8%	35.5%	39.8%	44.0%
<b>Net Profit</b>	0	25	70	82	73	50	158	157	213	337
<b>Net Margin</b>	0.0%	3.6%	8.4%	10.2%	10.1%	6.2%	19.1%	19.6%	23.6%	27.4%
<b>Free Cash Flow</b>	125	109	342	314	263	220	319	275	316	393
<b>Income Tax</b>	1	26	49	47	51	421	48	28	61	107

## Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Total Assets</b>	288	581	849	946	936	837	805	934	1,152	1,208
<b>Cash &amp; Equivalents</b>	151	231	182	166	157	159	175	144	199	189
<b>Accounts Receivable</b>	57	72	69	60	60	90	71	81	101	116
<b>Total Liabilities</b>	960	449	742	829	818	729	665	795	961	912
<b>Accounts Payable</b>	28	19	22	18	16	25	21	54	134	37
<b>Long-Term Debt</b>	290	0	0	199	199	199	199	199	199	199
<b>Shareholder's Equity</b>	0	9	111	130	132	110	135	133	180	296
<b>LTD/E Ratio</b>	N/A	0.00	0.00	1.53	1.51	1.81	1.48	1.50	1.10	0.67

## Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Return on Assets</b>	0.0%	5.7%	9.7%	9.1%	7.8%	5.6%	19.3%	18.0%	20.4%	28.5%
<b>Return on Equity</b>	0.0%	559%	116%	67.9%	55.8%	41.1%	129%	117%	136%	141%
<b>ROIC</b>	0.0%	-19.8%	58.1%	38.6%	23.1%	15.9%	48.9%	46.2%	58.4%	76.0%
<b>Shares Out.</b>	---	20	34	39	42	51	54	56	63	67
<b>Revenue/Share</b>	7.69	49.77	30.12	22.72	18.90	17.82	16.96	15.63	16.18	18.79
<b>FCF/Share</b>	1.89	7.91	12.43	8.86	6.90	4.93	6.54	5.38	5.67	6.56

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

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