



# John Wiley & Sons (WLY)

Updated July 5<sup>th</sup>, 2023 by Jonathan Weber

## Key Metrics

<b>Current Price:</b>	\$33	<b>5 Year CAGR Estimate:</b>	7.1%	<b>Market Cap:</b>	\$1.8B
<b>Fair Value Price:</b>	\$29	<b>5 Year Growth Estimate:</b>	6.0%	<b>Ex-Dividend Date:</b>	09/23/23 <sup>1</sup>
<b>% Fair Value:</b>	114%	<b>5 Year Valuation Multiple Estimate:</b>	-2.6%	<b>Dividend Payment Date:</b>	10/11/23 <sup>2</sup>
<b>Dividend Yield:</b>	4.2%	<b>5 Year Price Target</b>	\$39	<b>Years Of Dividend Growth:</b>	30
<b>Dividend Risk Score:</b>	B	<b>Retirement Suitability Score:</b>	B	<b>Rating:</b>	Hold

## Overview & Current Events

John Wiley & Sons is a publishing and research company whose operations are split into three segments: Research, Publishing, and Solutions. The company offers scientific, technical, medical and scholarly research journals, reference books, databases, clinical decision support tools, laboratory manuals, scientific and education books, and test preparation services. Its services also include learning, development and assessment services for businesses and professionals and online program management services for higher education institutions. John Wiley & Sons was founded in 1807, is headquartered in Hoboken, NJ.

John Wiley & Sons reported its fourth quarter (fiscal 2023) earnings results in June. The company announced that its revenues totaled \$530 million during the quarter, which represents a decline of 4% versus the prior year's quarter, which was slightly better than the company's growth (decline) rate during the previous quarter.

Earnings-per-share came in at \$1.45 for the quarter, which was up by a compelling 32% year over year, therefore outperforming the company's revenue growth due to a major margin improvement. John Wiley generated earnings-per-share of \$4.16 during fiscal 2022, but 2023 was a weaker year for the company, as earnings-per-share pulled back by 8% to \$3.84 despite the strong performance during the fourth quarter. For the current year, fiscal 2024, management forecasts earnings-per-share of just \$2.05 to \$2.40, with asset sales likely having a major impact on profits.

## Growth on a Per-Share Basis

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
<b>EPS</b>	\$3.26	\$2.70	\$3.00	\$3.05	\$3.43	\$2.96	\$2.40	\$2.92	\$4.16	\$3.84	<b>\$2.23</b>	<b>\$2.98</b>
<b>DPS</b>	\$1.16	\$1.20	\$1.24	\$1.28	\$1.30	\$1.32	\$1.36	\$1.37	\$1.38	\$1.39	<b>\$1.40</b>	<b>\$1.62</b>
<b>Shares<sup>3</sup></b>	59	58	57	57	57	57	56	56	56	56	<b>56</b>	<b>55</b>

John Wiley & Sons has a mediocre earnings-per-share growth track record. Its profits increased during the last financial crisis, and between 2015 and 2018, John Wiley & Sons' earnings-per-share rose substantially. Fiscal 2019 was a down year for the company, though, and 2020 was even weaker, although that was, at least partially, due to COVID-19.

John Wiley & Sons' focus on publishing research journals, scientific books, and the like has made the company less vulnerable to other forms of entertainment. Since 2012, total unit sales of books have been declining in the US, but as John Wiley & Sons' books and journals are not read for entertainment, but rather due to being required reading for students, professionals, and scientists, the company has been relatively immune to this trend. The company has successfully transformed itself, as ~75% of all revenues were generated from digital products during the last year. John Wiley's research segment has performed well in recent years thanks to growth from journal subscriptions and ongoing expansion in licensing & reprints. The subscription model results in recurring, non-cyclical revenues, which is why John Wiley & Sons' results are less seasonal than those of many of its peers. Since schools and universities have amended their operations due to the pandemic, lower textbook sales have been a headwind.

<sup>1</sup> Estimated date

<sup>2</sup> Estimated date

<sup>3</sup> In Millions

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## Valuation Analysis

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Now	2029
Avg. P/E	18.1	18.5	17.9	19.1	18.4	15.9	15.0	19.5	12.7	10.2	14.8	13.0
Avg. Yld.	2.0%	2.4%	2.3%	2.2%	2.0%	2.8%	3.8%	2.4%	2.6%	3.6%	4.2%	4.2%

John Wiley & Sons' shares have declined since our last update, but profit estimates have dropped as well. Today, John Wiley is trading for around 15x this year's expected net profit. We believe that shares do have some downside potential from the current level, to around 13x net profits. The dividend yield is at an above-average level today.

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

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
Payout	35.6%	44.4%	41.3%	42.0%	37.9%	44.6%	56.7%	46.9%	33.2%	36.2%	62.8%	54.4%

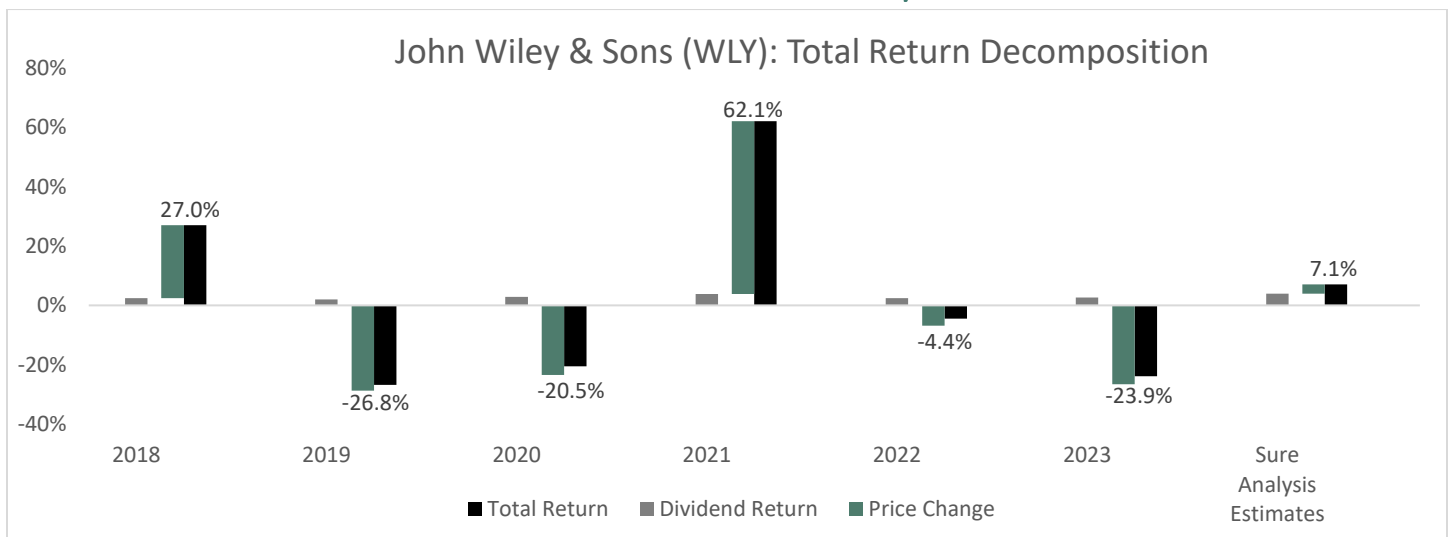
John Wiley & Sons' dividend payout ratio was never especially high. Most of the time, it remained below 50%. John Wiley & Sons has raised its dividend continually throughout the last decade. We believe that the dividend is relatively safe, especially as John Wiley's dividend was not in danger during the Great Recession, either.

Based on its successful ongoing transformation of its business model towards digital products, and due to John Wiley & Sons' strong position in the non-cyclical scientific and professional markets, there is little risk to its business model. Since a substantial portion of its revenues are generated via journal subscriptions, which results in recurring revenues, and because demand from the scientific community is not overly cyclical, John Wiley & Sons performed quite well during the last financial crisis. John Wiley & Sons will likely remain relatively insulated versus changes in the publishing industry. Peers that are more focused on entertainment books, such as Scholastic, are impacted to a much more significant degree by changes in consumption behavior, such as the shift from reading books to more screen time.

## Final Thoughts & Recommendation

John Wiley & Sons is active in an attractive niche of the publishing industry. Fiscal 2022 was a very strong year for the company, but 2023 was worse, and management forecasts a significant earnings decline for the current year. The valuation is higher than what we deem fair, but the dividend yield is at an above-average level today. Overall, the total return outlook is not bad but not great either, which is why we rate the company a hold today.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
<b>Revenue</b>	1,775	1,822	1,727	1,719	1,796	1,800	1,831	1,942	2,083	2,020
<b>Gross Profit</b>	1,268	1,323	1,261	1,218	1,265	1,245	1,240	1,316	1,382	1,327
<b>Gross Margin</b>	71.4%	72.6%	73.0%	70.9%	70.4%	69.2%	67.7%	67.8%	66.4%	65.7%
<b>SG&amp;A Exp.</b>	969	1,005	994	943	953	964	997	1,023	1,080	1,037
<b>D&amp;A Exp.</b>	103	113	156	157	154	161	175	200	215	213
<b>Operating Profit</b>	254	267	217	225	264	227	181	219	218	205
<b>Operating Margin</b>	14.3%	14.6%	12.5%	13.1%	14.7%	12.6%	9.9%	11.3%	10.5%	10.2%
<b>Net Profit</b>	161	177	146	114	192	168	(74)	148	148	17
<b>Net Margin</b>	9.0%	9.7%	8.4%	6.6%	10.7%	9.3%	-4.1%	7.6%	7.1%	0.9%
<b>Free Cash Flow</b>	291	286	243	181	241	140	171	227	217	170
<b>Income Tax</b>	35	49	29	77	22	45	11	28	61	16

## Balance Sheet Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
<b>Total Assets</b>	3,077	3,004	2,921	2,606	2,839	2,949	3,169	3,446	3,362	3,109
<b>Cash &amp; Equivalents</b>	486	457	364	59	170	93	202	94	100	107
<b>Accounts Receivable</b>	150	147	168	189	212	307	309	312	332	310
<b>Inventories</b>	75	64	58	48	39	36	44	43	37	31
<b>Goodwill &amp; Int. Ass.</b>	1,971	1,950	1,901	1,891	1,947	2,024	1,978	2,320	2,234	2,059
<b>Total Liabilities</b>	1,895	1,949	1,884	1,603	1,649	1,767	2,235	2,355	2,219	2,064
<b>Accounts Payable</b>	143	161	166	76	90	91	94	96	77	84
<b>Long-Term Debt</b>	700	750	605	365	360	479	775	822	787	748
<b>Shareholder's Equity</b>	1,182	1,055	1,037	1,003	1,191	1,181	934	1,091	1,142	1,045
<b>LTD/E Ratio</b>	0.59	0.71	0.58	0.36	0.30	0.41	0.83	0.75	0.69	0.72

## Profitability & Per Share Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
<b>Return on Assets</b>	5.5%	5.8%	4.9%	4.1%	7.1%	5.8%	-2.4%	4.5%	4.4%	0.5%
<b>Return on Equity</b>	14.8%	15.8%	13.9%	11.1%	17.5%	14.2%	-7.0%	14.6%	13.3%	1.6%
<b>ROIC</b>	9.1%	9.6%	8.5%	7.6%	13.2%	10.5%	-4.4%	8.2%	7.7%	0.9%
<b>Shares Out.</b>	59	58	57	57	57	57	56	56	56	56
<b>Revenue/Share</b>	29.83	30.58	29.40	29.53	31.03	31.12	32.58	34.39	36.80	35.84
<b>FCF/Share</b>	4.88	4.80	4.14	3.11	4.17	2.42	3.05	4.02	3.84	3.02

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

### Disclaimer

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