



# International Business Machines Corp. (IBM)

Updated January 24<sup>th</sup>, 2024 by Prakash Kolli

## Key Metrics

<b>Current Price:</b>	\$174	<b>5 Year CAGR Estimate:</b>	2.0%	<b>Market Cap:</b>	\$158.83B
<b>Fair Value Price:</b>	\$130	<b>5 Year Growth Estimate:</b>	4.0%	<b>Ex-Dividend Date:</b>	02/09/24
<b>% Fair Value:</b>	134%	<b>5 Year Valuation Multiple Estimate:</b>	-5.7%	<b>Dividend Payment Date:</b>	03/10/24
<b>Dividend Yield:</b>	3.8%	<b>5 Year Price Target</b>	\$158	<b>Years Of Dividend Growth:</b>	29
<b>Dividend Risk Score:</b>	B	<b>Retirement Suitability Score:</b>	B	<b>Rating:</b>	Sell

## Overview & Current Events

IBM is a global information technology company that provides integrated enterprise solutions for software, hardware, and services. IBM's focus is running mission critical systems for large, multi-national customers and governments. It typically provides end-to-end solutions. IBM spun off Kyndryl, its managed infrastructure business, on November 3<sup>rd</sup>, 2021, but is still one of the largest IT services companies in the world. The company now has four business segments: Software, Consulting, Infrastructure, and Financing. IBM had annual revenue of ~\$61.9B in 2023.

IBM reported solid results for Q4 2023 and the full year on January 24<sup>th</sup>, 2024. For the quarter, companywide revenue rose 4% to \$17,381M from \$16,690M while diluted adjusted earnings per share climbed 8% to \$3.87 from \$3.60 on a year-over-year basis. Diluted GAAP earnings per share increased 13% to \$3.54 in the quarter from \$3.13 in the prior year, which was affected by charges. Also, IBM's revenue and earnings are being impacted by the strong U.S. dollar causing a 1.1% headwind.

Software revenue increased 3.1% to \$7,514M from \$7,288M in comparable quarters due to 2% growth in Hybrid Platform & Solutions and a 5% increase in Transaction Processing. Revenue was up 8% for RedHat, 1% for Automation, 1% for Data & AI, and (-5%) for Security. Consulting revenue increased 6% to \$5,048M from \$4,770M due to 5% rise in Business Transformation, +4% increase in Technology Consulting, and 6% growth in Application Operations. The book-to-bill ratio is a healthy 1.15X. Infrastructure revenue grew 3% at \$4,604M from \$4,483M due to 7% growth in Hybrid Infrastructure and a 9% decrease in Infrastructure Support. Z systems revenue rose 8%.

IBM continued its tuck-in acquisition spree, acquiring software company Apptio for \$4.6B, expanding its AI offering. The firm followed that up with the acquisition of StreamSets and webMethods. IBM has acquired 30+ companies under the present CEO.

IBM forecasts revenue growth in the mid-single-digits and free cash flow of about \$12 billion in 2024.

## Growth on a Per-Share Basis

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
<b>EPS</b>	\$15.59	\$13.60	\$12.39	\$13.66	\$13.81	\$12.81	\$8.67	\$7.93	\$9.13	\$9.62	<b>\$10.00</b>	<b>\$12.17</b>
<b>DPS</b>	\$4.25	\$5.00	\$5.50	\$5.90	\$6.21	\$6.43	\$6.51	\$6.56	\$6.59	\$6.64	<b>\$6.64</b>	<b>\$6.98</b>
<b>Shares<sup>1</sup></b>	991	966	946	922	893	887	893	898	907	907	<b>907</b>	<b>907</b>

IBM's core operations are profitable. But it had difficulty generating growth in the past decade due to the transition to cloud and SaaS in the IT industry and IBM's late emphasis on this market. However, IBM intends to be a major player in hybrid cloud as illustrated by the Red Hat and many smaller acquisitions. The company spun off Kyndryl in 2021, which had declining revenue and was not profitable. IBM has reorganized the remaining businesses into three operating segments. Also, IBM is reinforcing its AI offerings as seen by the Apptio and other acquisitions. Due to the large Red Hat acquisition and impact of the coronavirus we are not expecting any share buybacks in 2024 as the company deleverages. The company is increasing the dividend but at a very low rate of less than 1% annually. We do not expect this to change.

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

Disclosure: This analyst is long IBM.



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## Valuation Analysis

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Now	2029
Avg. P/E	11.7	11.4	12.1	11.6	10.4	11.2	14.4	13.4	13.4	17.0	17.4	13.0
Avg. Yld.	2.3%	3.2%	3.7%	3.7%	5.8%	4.5%	5.2%	4.9%	4.9%	4.1%	3.9%	4.4%

IBM's stock price is up significantly since our last report because of good results and optimism about its AI efforts. We have set the earnings estimate for 2024 but it may be low. We increased the multiple again due to rising software revenue. Our fair value estimate is now \$130 using a multiple of 13X. Our five-year price target is now \$158 per share.

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

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
Payout	27%	37%	44%	43%	45%	50%	75%	83%	72%	69%	66%	57%

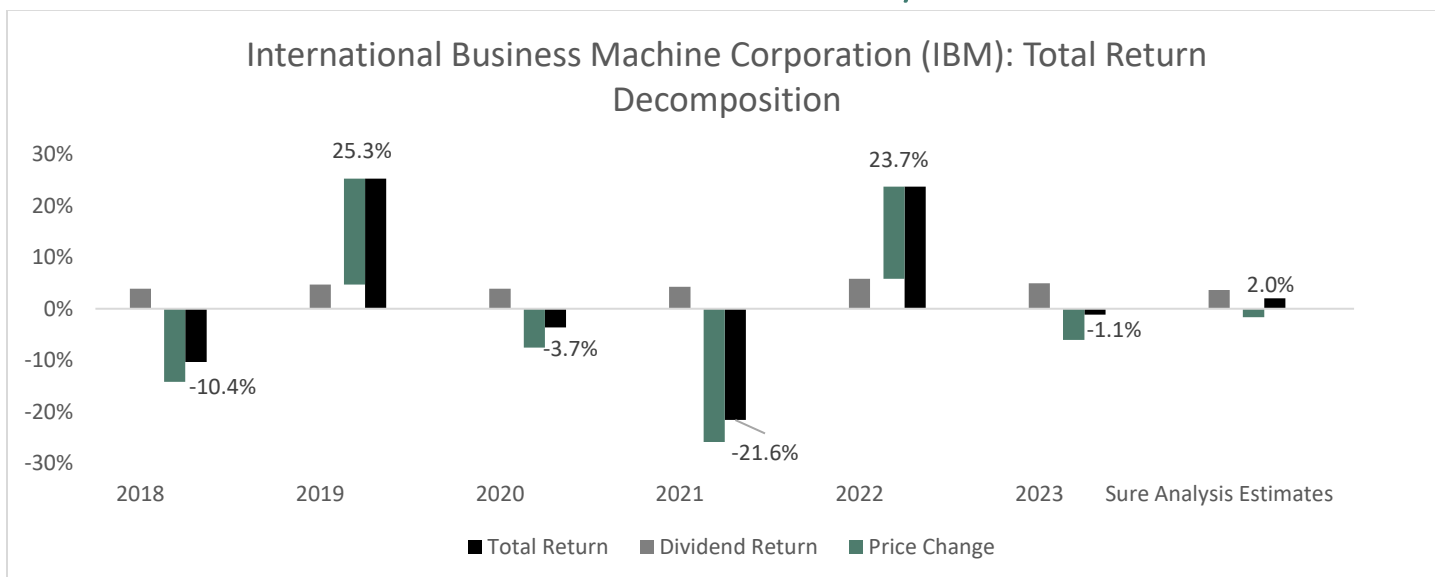
IBM's competitive strength is its brand, entrenched customer relations and extensive patent portfolio. IBM is also the market leader in mainframe computers where it has 90% of the market and little competition. IBM is a different company after the Kyndryl spin off, but it should still be recession resistant. The nature of mission critical IT enterprise systems and software makes this unlikely to change in the near future. IBM has a leading position in networking, global cellular connections, credit card transaction processing, airlines, banks, hotels, retail, etc. However, the company does face risks in that many of its competitors have emphasized the cloud earlier and are growing faster.

IBM is deleveraging after increasing debt for acquiring Red Hat. It divides its debt into core debt and financing debt. Debt is down since the acquisition and core debt is now \$44.7B and is offset by \$13.5B in cash, cash equivalents, and securities. Global Financing debt is \$11.9B and it is decreasing due to winding down of OEM financing.

## Final Thoughts & Recommendation

At present we are forecasting a 2.0% annualized total return for the next five years from a dividend yield of 3.8%, 4% EPS growth, and (-5.7%) from P/E contraction. IBM's transition to mainly software and consulting is proving the naysayers wrong. Revenue, earnings, and free cash flow coverage are improving. The stock price has risen quickly on better performance and AI optimism. It is near a decade high. We have changed our rating to sell at the current share price.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Revenue (\$B)	98.37	92.79	81.74	79.92	79.14	79.59	77.15	73.62	57.35	60.53
Gross Profit	48684	46407	40684	38516	36943	36936	36488	35575	31490	32687
Gross Margin	49.5%	50.0%	49.8%	48.2%	46.7%	46.4%	47.3%	48.3%	54.9%	54.0%
SG&A Exp.	22924	22472	19894	20279	19128	18863	20604	23082	18740	18609
D&A Exp.	4678	4492	3855	4381	4541	4480	6059	6695	6416	4802
Operating Profit	20313	18532	15690	13552	13140	13218	10543	6786	6865	8174
Op. Margin	20.7%	20.0%	19.2%	17.0%	16.6%	16.6%	13.7%	9.2%	12.0%	13.5%
Net Profit	16483	12022	13190	11872	5753	8728	9431	5590	5742	1639
Net Margin	16.8%	13.0%	16.1%	14.9%	7.3%	11.0%	12.2%	7.6%	10.0%	2.7%
Free Cash Flow	13345	12685	13104	12934	12951	11283	12400	15155	10420	8575
Income Tax	3363	4234	2581	449	5642	2619	731	-864	-124	-626

## Balance Sheet Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Total Assets (\$B)	126.22	117.27	110.50	117.47	125.36	123.38	152.19	155.60	132.00	127.24
Cash & Equivalents	10716	8476	7686	7826	11972	11379	8172	13212	6650	7886
Acc. Receivable	10465	9090	8333	9182	8928	7432	7870	7132	6754	6541
Inventories	2310	2103	1551	1553	1583	1682	1619	1839	1649	1552
Goodwill & Int.	35055	33659	35507	40888	40529	39353	73456	73413	68150	67133
Total Liab. (\$B)	103.29	105.26	96.07	99.08	107.63	106.45	131.20	135.24	113.00	105.22
Accounts Payable	7461	6864	6028	6209	6451	6558	4896	4908	3955	4051
Long-Term Debt	39719	40722	39889	42168	46823	45812	62899	61538	51700	50949
Total Equity	22792	11868	14262	18246	17594	16796	20841	20597	18900	21944
LTD/E Ratio	1.74	3.43	2.80	2.31	2.66	2.73	3.02	2.99	2.74	2.32

## Profitability & Per Share Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Return on Assets	13.4%	9.9%	11.6%	10.4%	4.7%	7.0%	6.8%	3.6%	4.0%	1.3%
Return on Equity	79.1%	69.4%	101.1%	73.0%	32.1%	50.8%	50.1%	27.0%	29.1%	8.0%
ROIC	28.7%	20.8%	24.6%	20.7%	9.2%	13.7%	12.9%	6.7%	7.5%	2.3%
Shares Out.	1054	990	965	946	922	892	892	889	905	912
Revenue/Share	89.18	91.87	83.18	83.36	84.43	86.86	86.41	82.11	63.40	66.35
FCF/Share	12.10	12.56	13.33	13.49	13.82	12.31	13.89	16.90	11.51	9.40

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

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