



# Intuit Inc. (INTU)

Updated February 23<sup>rd</sup>, 2024 by Nikolaos Sismanis

## Key Metrics

<b>Current Price:</b>	\$664	<b>5 Year CAGR Estimate:</b>	5.5%	<b>Market Cap:</b>	\$185.9 B
<b>Fair Value Price:</b>	\$457	<b>5 Year Growth Estimate:</b>	13.0%	<b>Ex-Dividend Date:</b>	04/09/2024
<b>% Fair Value:</b>	145%	<b>5 Year Valuation Multiple Estimate:</b>	-7.2%	<b>Dividend Payment Date:</b>	04/18/2024
<b>Dividend Yield:</b>	0.5%	<b>5 Year Price Target</b>	\$842	<b>Years Of Dividend Growth:</b>	12
<b>Dividend Risk Score:</b>	A	<b>Retirement Suitability Score:</b>	D	<b>Rating:</b>	Hold

## Overview & Current Events

Intuit is a cloud-based accounting and tax preparation software giant, headquartered in Mountain View, California. Its products provide financial management, compliance, and services for consumers, small businesses, self-employed workers, and accounting professionals worldwide. Its most popular platforms include QuickBooks, TurboTax, Mint, and TSheets. Cumulatively they serve more than 100 million customers. The \$185.9 billion company recorded \$14.4 billion in revenues last year and is headquartered in Mountain View, California.

On February 22<sup>nd</sup>, 2024, Intuit reported its Q2 results for the period ending January 31<sup>st</sup>, 2024. The company posted another robust quarter, growing its "Small business and Self-employed" revenue by 18% and its online ecosystem revenue by 21%. QuickBooks Online accounting revenues grew 19% year-over-year as well. Total revenues for the quarter reached \$3.4 billion, up 11% year-over-year.

Non-GAAP EPS for the quarter grew by 20% to \$2.63 compared to FQ2 2023. Management remains focused on its acceleration of innovation-driven AI strategy and its 5 Big Bets, including revolutionizing speed-to-benefit, connecting people to experts, unlocking smart money decisions, being the center of small business growth, and disrupting the small business mid-market.

Management reiterated its revenue and non-GAAP EPS guidance for the year. Revenues are expected to be between \$15.89 and \$16.11 billion, implying an 11.5% growth rate year-over-year at the midpoint. Non-GAAP EPS is expected to be between \$16.17 and \$16.47. This implies year-over-year growth of 13% at the midpoint, which we have applied to our estimates.

## Growth on a Per-Share Basis

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
<b>EPS</b>	\$3.18	\$1.30	\$3.74	\$3.83	\$5.19	\$5.99	\$6.92	\$9.74	\$11.85	\$14.40	<b>\$16.32</b>	<b>\$30.07</b>
<b>DPS</b>	\$0.76	\$1.00	\$1.20	\$1.36	\$1.56	\$1.88	\$2.12	\$2.36	\$2.72	\$3.12	<b>\$3.60</b>	<b>\$6.63</b>
<b>Shares<sup>1</sup></b>	285	281	262	257	256	260	261	270	280	281	<b>280</b>	<b>250</b>

EPS CAGR over the past decade has been around 18%, while DPS CAGR has been about 14.6% during the period. Consistent earnings growth has resulted from multiple acquisitions that have allowed the company to expand its portfolio of products. We forecast EPS and DPS growth of around 13% through 2029 to reflect Intuit's strong momentum while assuming some degree of deceleration ahead. Overall, Intuit's resilient revenues should continue to grow gradually due to its non-stop acquisitions, which can help earnings growth amid unlocking efficiencies over time. Our estimates might be quite prudent, and actual results are likely to be stronger. This has been the case in every single report since initiating coverage on INTU. Still, we remain conservative against a potential deceleration and unforeseen headwinds.

Intuit repurchased \$2.0 billion worth of stock during FY2023 and \$536 million worth of stock during FQ2-2024. About \$3.2 billion remains on the company's share repurchase authorization.

<sup>1</sup> Share count is 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	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Now	2029
Avg. P/E	24.9	29.5	58.2	45.3	39	47.1	48.7	44.5	39.6	29.4	<b>40.7</b>	<b>28.0</b>
Avg. Yld.	1.1%	0.9%	1.3%	1.2%	1.1%	0.8%	0.8%	0.6%	0.6%	0.7%	<b>0.5%</b>	<b>0.8%</b>

Intuit's valuation has seen a significant premium over the past five years, as the company has dominated the tax-reporting software market. After showcasing robust and growing cash flows, even during times of uncertainty, the stock currently trades at a P/E ratio of 40.7. Due to the company's fantastic moat, recession proof business model, and explosive growth, we can see the premium valuation lasting longer than expected before eventually compressing. To be prudent, however, we have set our medium-term fair P/E multiple at 28. The dividend yield should remain relatively low, despite its rapid growth and the moderate payout ratio. We expect investors to enjoy total returns mainly from share price appreciation, powered by EPS growth and share buybacks.

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

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
Payout	24%	77%	32%	36%	30%	31%	31%	24%	23%	22%	<b>22%</b>	<b>22%</b>

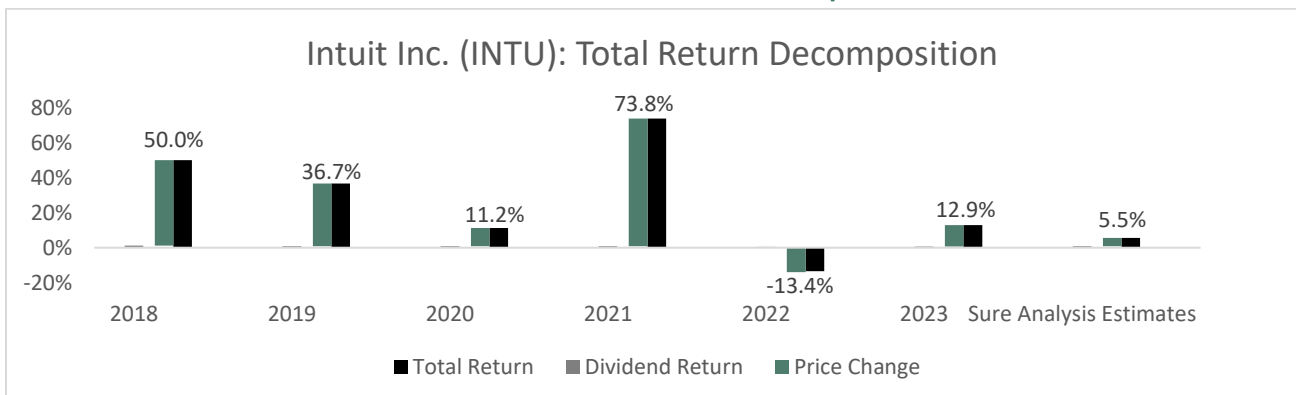
Intuit makes for a relatively trustworthy investment, as its revenues are primarily recession-proof, as proven by the robust sales growth despite the challenges resulting from COVID-19. While nothing is certain in life, it is safe to say that taxes won't be disappearing. The company has dominated its industry, closing more than 38 acquisitions over the past few years. With non-meaningful levels of worrying competition, its suite of products will be there to help people pay their inevitable taxes, while the company enjoys a recurring stream of revenues.

To highlight its sales resilience, even in the midst of the 2007 to 2009 financial crisis, the company managed to grow earnings by around 7%. We consider Intuit to be an incredible sector-leader, while its future acquisitions should further strengthen its portfolio of products, hence its rich valuation. The stock's dividend remains very safe, reflecting only around 22% of the company's adjusted net income.

## Final Thoughts & Recommendation

Intuit's H1-2024 showcases strong momentum, lead management to reiterate their ambitious full-year outlook. We forecast annualized returns of around 5.5% through 2029, driven mainly by our growth estimates, which could be largely offset by valuation headwinds. With a low yield, the stock may not appeal to income investors. However, its rapidly growing dividend and cash flow resilience could end up being a moderate source of income in the long-term if valuation headwinds don't reduce too much of the growth returns. We rate shares as a hold due to projected returns.

## 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>	4,243	4,192	4,694	5,196	6,025	6,784	7,679	9,633	12,730	14,370
<b>Gross Profit</b>	3,622	3,467	3,942	4,386	5,047	5,617	6,301	7,950	10,320	11,220
<b>Gross Margin</b>	85.4%	82.7%	84.0%	84.4%	83.8%	82.8%	82.1%	82.5%	81.1%	78.1%
<b>SG&amp;A Exp.</b>	1,601	1,771	1,807	1,968	2,295	2,524	2,727	3,626	4,986	5,062
<b>D&amp;A Exp.</b>	197	231	238	236	253	225	218	363	746	806
<b>Operating Profit</b>	1,300	886	1,242	1,418	1,560	1,854	2,176	2,500	2,571	3,141
<b>Operating Margin</b>	30.6%	21.1%	26.5%	27.3%	25.9%	27.3%	28.3%	26.0%	20.2%	21.9%
<b>Net Profit</b>	907	365	979	985	1,329	1,557	1,826	2,062	2,066	2,384
<b>Net Margin</b>	21.4%	8.7%	20.9%	19.0%	22.1%	23.0%	23.8%	21.4%	16.2%	16.6%
<b>Free Cash Flow</b>	1,260	1,328	938	1,369	1,988	2,169	2,277	3,125	3,660	4,786
<b>Income Tax</b>	447	299	397	405	237	324	372	494	476	605

## Balance Sheet Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
<b>Total Assets</b>	5,201	4,968	4,250	4,068	5,134	6,283	10,931	15,520	27,730	27,780
<b>Cash &amp; Equivalents</b>	849	808	638	529	1,464	2,116	6,442	2,562	2,796	2,848
<b>Accounts Receivable</b>	115	91	108	103	98	87	149	391	446	405
<b>Goodwill &amp; Int. Ass.</b>	1,456	1,353	1,326	1,317	1,672	1,709	1,682	8,865	20,800	20,200
<b>Total Liabilities</b>	2,123	2,636	3,089	2,714	2,318	2,534	5,825	5,647	11,290	10,510
<b>Accounts Payable</b>	145	190	184	157	178	274	305	623	737	638
<b>Long-Term Debt</b>	499	500	1,000	488	438	436	3,369	2,034	6,914	6,120
<b>Shareholder's Equity</b>	3,078	2,332	1,161	1,354	2,816	3,749	5,106	9,869	16,440	17,270
<b>LTD/E Ratio</b>	0.16	0.21	0.86	0.36	0.16	0.12	0.66	0.21	0.42	0.35

## Profitability & Per Share Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
<b>Return on Assets</b>	17.0%	7.2%	21.2%	23.7%	28.9%	27.3%	21.2%	15.6%	9.6%	8.6%
<b>Return on Equity</b>	27.4%	13.5%	56.1%	78.3%	63.7%	47.4%	41.2%	27.5%	15.7%	14.1%
<b>ROIC</b>	23.8%	11.4%	39.2%	49.2%	52.2%	41.9%	28.8%	20.2%	11.7%	10.2%
<b>Shares Out.</b>	285	281	262	257	256	262	262	273	284	283
<b>Revenue/Share</b>	14.58	14.66	17.71	19.91	23.08	25.70	29.09	35.29	44.81	50.77
<b>FCF/Share</b>	4.33	4.64	3.54	5.25	7.62	8.22	8.63	11.45	12.89	16.91

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

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