

## ADP (ADP)

**\$132.89** (As of 07/30/20)

Price Target (6-12 Months): **\$112.00**

Long Term: 6-12 Months

**Zacks Recommendation:** Underperform

(Since: 07/30/20)

Prior Recommendation: Neutral

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**5-Strong Sell**

Zacks Style Scores:

VGM:B

Value: C

Growth: B

Momentum: A

## Summary

ADP faces significant competition in each of its product lines. Failure to remain technologically updated might reduce the demand for its solutions and services. The company is seeing increase in expenses as it continues to acquire companies and invest in transformation efforts. Partly due to these negatives, shares of ADP have declined over the past year. On the flip side, ADP continues to enjoy a dominant position in the human capital management market through strategic acquisitions like Celergo, WorkMarket, Global Cash Card and The Marcus Buckingham Company. It has a strong business model, high recurring revenues, good margins, robust client retention and low capital expenditure. A solid balance sheet enables the company to continue with its shareholder-friendly activities alongside strategic acquisitions and investments on product development.

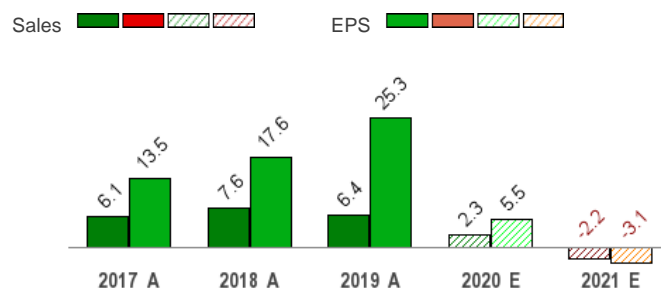
## Price, Consensus & Surprise



## Data Overview

52 Week High-Low	\$182.32 - \$103.11
20 Day Average Volume (sh)	1,852,818
Market Cap	\$57.1 B
YTD Price Change	-22.1%
Beta	0.82
Dividend / Div Yld	\$3.64 / 2.7%
Industry	<a href="#">Outsourcing</a>
Zacks Industry Rank	Top 45% (114 out of 253)

## Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	18.8%
Last Sales Surprise	2.6%
EPS F1 Est- 4 week change	-12.1%
Expected Report Date	11/04/2020
Earnings ESP	-17.0%

## Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	3,376 E	3,619 E	4,049 E	3,586 E	14,193 E
2020	3,496 A	3,670 A	4,048 A	3,377 A	14,505 E
2019	3,323 A	3,506 A	3,847 A	3,499 A	14,175 A

## EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$1.09 E	\$1.34 E	\$1.85 E	\$1.27 E	\$5.57 E
2020	\$1.34 A	\$1.52 A	\$1.92 A	\$1.14 A	\$5.75 E
2019	\$1.20 A	\$1.34 A	\$1.77 A	\$1.14 A	\$5.45 A

\*Quarterly figures may not add up to annual.

P/E TTM	22.5
P/E F1	23.9
PEG F1	2.0
P/S TTM	3.9

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 07/30/2020. The reports text is as of 07/31/2020.

## Overview

Automatic Data Processing, Inc. is one of the leading providers of cloud-based Human Capital Management (HCM) technology solutions - including payroll, talent management, Human Resources and benefits administration, and time and attendance management - to employers around the world. The company delivers its global HCM strategy and make investments in highly strategic areas and technology in order to strengthen its underlying business model and prospects for continued growth.

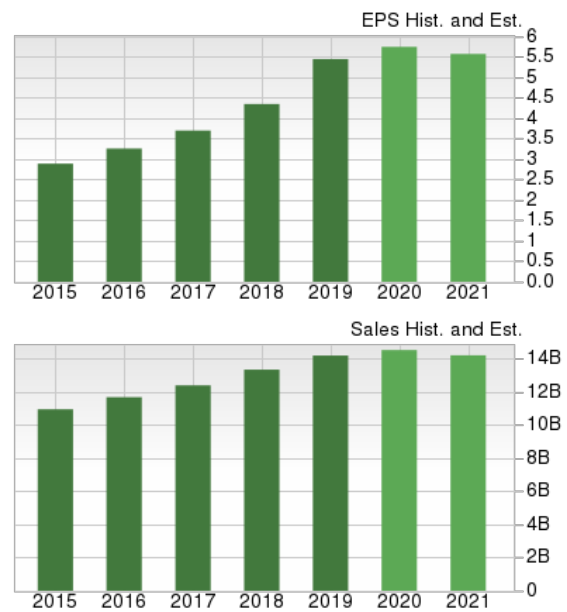
The company was founded in 1949, incorporated in the State of Delaware in June 1961 and completed its initial public offering in September 1961. The company serves more than 740,000 clients across 110 countries and territories.

ADP has two reportable business segments – Employer Services and Professional Employer Organization (PEO) Services.

**Employer Services:** The Employer Services segment offers a comprehensive suite of HRO and technology-based HCM solutions which includes payroll services, benefits administration, talent management, HR management, time and attendance management, insurance services, retirement services and compliance services. The company mainly serves clients ranging from single-employee small businesses to large enterprises with tens of thousands of employees around the world. In fiscal 2020, revenues from this segment increased 1% year over year on a reported basis and 2% on an organic constant currency basis.

**Professional Employer Organization (PEO) Services:** The Professional Employer Organization (PEO) Services segment provides small and medium-sized businesses with employment administration outsourcing solutions, including payroll, payroll tax filing, HR guidance, 401(k) plan administration, benefits administration, compliance services, health and workers' compensation coverage, and other supplemental benefits for the employees. Revenues from this segment increased 8% on a year over year basis in fiscal 2020.

ADP's PEO business, named ADP TotalSource is the largest PEO in the United States based on the number of worksite employees. It serves approximately 12,500 clients and more than 562,000 worksite employees across 50 states and operates as a certified PEO under the United States Internal Revenue Code.



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## Reasons To Sell:

- ▼ The outsourcing industry is labor intensive and heavily dependent on foreign talent. **Rising talent costs due to competition** coupled with Trump's stringent policies on immigration could curb the industry's growth. ADP, being one of the companies in the industry, is likely to get affected.
- ▼ ADP is seeing **increase in expenses** as it continues to acquire companies and invest in transformation efforts. PEO Services benefits pass-through costs and selling expenses are also on a rise. In fiscal 2020, ADP's total expenses of \$11.5 billion increased 3% year over year. Total expenses increased 3.7% year over year in fiscal 2019, 7.7% in fiscal 2018 and 6.2% in fiscal 2017. Hence, the bottom line is likely to remain under pressure going forward. This may weigh on its share price which has declined 19.9% over the past year.
- ▼ ADP faces significant **competition** in each of its product lines. Both its Employer services and PEO services segments compete with other independent business outsourcing companies in most of their operating regions. Also, the company has seen some negative impact on its retention rate owing to the increasing competition and migration from the legacy business. Moreover, the company faces significant regulatory risks in the U.S. as well as in the international markets.
- ▼ ADP operates in industries, which are subject to rapid technological changes and **varying client demands**. To attract new clients and retain the existing ones, ADP should remain technologically updated. Failure to meet technological expectations might reduce the demand for its solutions and services, thus hampering its position in the market. The company's dependence on its payroll, financial, accounting, and other data processing systems remains a concern. Disruptions in any of these activities can hurt the company's overall operations, in terms of client loss, ill repute and so on.

Stiff competition and the pressure to remain technologically updated act as major headwinds for ADP.

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## Risks

- ADP has bolstered its stake in the global human capital management (HCM) market through **strategic acquisitions** like Celergo, WorkMarket, Global Cash Card and The Marcus Buckingham Company. These buyouts are strengthening ADP's customer base and helping it expand operations in international markets. The company continues to pursue acquisitions that strategically fit its overall business mix and are easy to integrate over the long term.
  - ADP has a strong pipeline for new business bookings and it continues to innovate, improve operations and invest in the sales force. The company has a **strong business model**, high recurring revenues, good margins, robust client retention and low capital expenditure. Moreover, it has a strong cash generating ability that allows it to pursue growth in areas that exhibit true potential. Also, ADP has streamlined its business to strengthen its core-operations in the long run.
  - ADP continues to innovate, improve operations and invest in its ongoing **transformation efforts**. As a part of its transformation initiative, the company has launched differentiated "Next Gen" platforms aimed at strengthening its position in HCM innovation and improving its U.S. up-market and international product suite. ADP's other notable transformation-related achievements include accelerated DataCloud penetration, increased investment in inside sales, mid-market migrations, service alignment initiatives and voluntary early retirement program. ADP is expanding its transformation through several broad-based initiatives. These include Go-To-Market Initiatives like data-enabled market insights and streamlined support, Service Initiatives encompassing automated service enabler tools and optimized service locations, Product & Portfolio Initiatives including ongoing client upgrades and infrastructure optimization, and Operations & Support Initiatives such as procurement and pay-for-performance programs. Transformation initiatives are allowing the company to expand margins and improve innovation abilities.
  - ADP had a total debt of \$2 billion at the end of third-quarter fiscal 2020, flat sequentially. Debt-to-capital ratio of 26.7 was lower than the previous quarter's 30.6. A lower debt to capitalization ratio indicates that the proportion of debt to finance the company's assets is declining. Lower debt as a percentage of total capital indicates that a company has a **lower risk of insolvency**. Further, cash and cash equivalent balance of \$1.71 billion at the end of third-quarter fiscal 2020 was almost close to its debt level, implying that the company has enough cash to meet this debt burden.
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## Last Earnings Report

### Automatic Data Processing Surpasses Q4 Earnings & Revenues

Automatic Data Processing reported better-than-expected fourth-quarter fiscal 2020 results.

Adjusted earnings per share of \$1.14 beat the Zacks Consensus Estimate by 18.8% and remained flat year over year. Total revenues of \$3.38 billion beat the consensus mark by 2.6% but declined 3% year over year on a reported basis and 2% on an organic constant-currency basis.

### Segments in Detail

**Employer Services** revenues of \$2.29 billion decreased 6% year over year on a reported basis and 5% on organic constant-currency basis. Pays per control decreased 10.8% year over year. New business bookings decreased 67%.

**PEO Services** revenues were up 4% year over year to \$1.08 billion. Average worksite employees paid by PEO Services were 548,000, down 3% from the prior-year quarter.

**Interest on funds held for clients** decreased 22% to \$114.8 million. The company's average client funds balances decreased 8% year over year to \$24 billion. Average interest yield on client funds declined 30 basis points to 1.9%

### Margins

Adjusted EBIT decreased 2% year over year to \$653 million. Adjusted EBIT margin grew 10 basis points from the year-ago quarter to 19.3%, backed by prudent expense management and cost savings related to transformation initiatives, which were partially offset by a decline in revenues combined with ADP's continued investment in sales, services and products.

### Balance Sheet and Cash Flow

ADP exited fourth-quarter fiscal 2020 with cash and cash equivalents of \$1.91 billion compared with \$1.71 billion in the prior quarter. Long-term debt of \$1 billion was flat year over year.

The company generated \$776.6 million of cash from operating activities in the quarter. Capital expenditures were \$33.4 million. The company paid out dividends worth \$391.6 million and did not repurchase any shares.

### Fiscal 2021 Outlook

ADP expects revenues to decline at a rate of 1-4%. Adjusted earnings per share are anticipated to decline at a rate of 13-18%. The company expects adjusted EBIT margin to be down 300 basis points. Adjusted effective tax rate is anticipated to be 23.1%.

Quarter Ending **06/2020**

Report Date	Jul 29, 2020
Sales Surprise	<b>2.63%</b>
EPS Surprise	<b>18.75%</b>
Quarterly EPS	<b>1.14</b>
Annual EPS (TTM)	<b>5.92</b>

## Recent News

On **Jul 30, 2020**, ADP announced that it has won the Ventana Research Annual Digital Innovation Award for its Next Gen HCM platform

On **Apr 9, 2020**, ADP announced the appointment of Nazzic S. Keene to its board of directors, effective Apr 8.

On **Apr 8, 2020**, ADP's board of directors declared a quarterly cash dividend of 91 cents per share payable on Jul 1, 2020 to shareholders of record on Jun 12, 2020.

## Valuation

ADP shares are down 22.9% in the year-to-date period and 19.9% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Business Services sector are down 16.7% and 0.1% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry is down 16.1% while the sector is up 1.3%.

The S&P 500 index is up 1% in the year-to-date period and 10.4% in the past year.

The stock is currently trading at 23.08X forward 12-month price-to-earnings, which compares to 21.30X for the Zacks sub-industry, 30.01X for the Zacks sector and 22.69X for the S&P 500 index.

Over the past five years, the stock has traded as high as 31.08X and as low as 16.64X, with a 5-year median of 25.74X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$112.00 price target reflects 19.65X price-to-earnings.

The table below shows summary valuation data for ADP.

Valuation Multiples - ADP					
		Stock	Sub-Industry	Sector	S&P 500
P/E F 12M	Current	23.08	21.3	30.01	22.69
	5-Year High	31.08	23.73	30.01	22.69
	5-Year Low	16.64	17.37	18.68	15.25
	5-Year Median	25.74	22.18	20.93	17.55
P/S F 12M	Current	3.9	2.41	4.16	3.59
	5-Year High	5.11	2.92	4.16	3.59
	5-Year Low	2.86	2.2	3.06	2.53
	5-Year Median	3.75	2.54	3.59	3.02
P/B TTM	Current	10.4	6.84	4.74	4.44
	5-Year High	15.44	8.86	6.71	4.56
	5-Year Low	7.18	5.21	3.27	2.83
	5-Year Median	12.24	7.21	5.21	3.72

As of 07/30/2020

## Industry Analysis Zacks Industry Rank: Top 45% (114 out of 253)



## Top Peers

Company (Ticker)	Rec	Rank
Brinks Company The (BCO)	Neutral	3
Broadridge Financial Solutions, Inc. (BR)	Neutral	2
Conduent Inc. (CNDT)	Neutral	3
Genpact Limited (G)	Neutral	3
Paychex, Inc. (PAYX)	Neutral	3
TriNet Group, Inc. (TNET)	Neutral	1
DXC Technology Company. (DXC)	Underperform	5
Square, Inc. (SQ)	Underperform	3

Industry Comparison Industry: Outsourcing				Industry Peers		
	ADP	X Industry	S&P 500	BR	CNDT	PAYX
Zacks Recommendation (Long Term)	Underperform	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	5	-	-	2	3	3
VGM Score	B	-	-	C	B	B
Market Cap	57.11 B	763.30 M	22.57 B	15.37 B	413.95 M	25.96 B
# of Analysts	11	2	14	3	2	12
Dividend Yield	2.74%	0.00%	1.83%	1.61%	0.00%	3.43%
Value Score	C	-	-	C	A	C
Cash/Price	0.03	0.20	0.07	0.03	0.96	0.04
EV/EBITDA	12.70	6.72	12.96	18.32	5.04	13.81
PEG Ratio	1.97	2.06	3.04	NA	NA	3.29
Price/Book (P/B)	9.93	2.92	3.13	12.78	0.34	9.33
Price/Cash Flow (P/CF)	14.60	7.69	12.61	19.11	0.16	17.08
P/E (F1)	23.64	22.59	22.06	25.00	9.90	26.34
Price/Sales (P/S)	3.91	0.69	2.42	3.51	0.09	6.42
Earnings Yield	4.19%	3.90%	4.31%	4.00%	10.10%	3.80%
Debt/Equity	0.23	0.37	0.75	1.40	1.49	0.32
Cash Flow (\$/share)	9.10	3.42	6.94	7.01	12.11	4.24
Growth Score	B	-	-	C	C	B
Hist. EPS Growth (3-5 yrs)	17.22%	10.82%	10.85%	17.34%	-16.99%	10.82%
Proj. EPS Growth (F1/F0)	-3.02%	-21.27%	-7.75%	7.42%	-67.74%	-8.44%
Curr. Cash Flow Growth	5.23%	5.23%	5.39%	13.62%	263.78%	5.65%
Hist. Cash Flow Growth (3-5 yrs)	14.63%	11.78%	8.55%	16.67%	25.55%	12.12%
Current Ratio	1.05	1.32	1.31	1.08	1.54	1.23
Debt/Capital	18.98%	29.13%	44.32%	58.28%	57.20%	24.32%
Net Margin	16.91%	1.10%	10.44%	9.50%	-38.42%	27.18%
Return on Equity	46.66%	10.26%	14.73%	46.99%	7.76%	40.76%
Sales/Assets	0.34	1.00	0.52	1.01	0.90	0.46
Proj. Sales Growth (F1/F0)	-0.35%	-0.17%	-1.95%	2.35%	-11.83%	-3.64%
Momentum Score	A	-	-	B	D	C
Daily Price Chg	-3.08%	-0.89%	-0.92%	-0.09%	-1.00%	-1.63%
1 Week Price Chg	-1.47%	-1.47%	0.37%	1.69%	-7.11%	-1.77%
4 Week Price Chg	-11.72%	2.58%	4.14%	4.42%	-16.46%	-5.54%
12 Week Price Chg	-10.07%	13.23%	12.21%	14.74%	-9.59%	6.29%
52 Week Price Chg	-19.12%	-19.56%	-1.73%	4.22%	-78.19%	-13.75%
20 Day Average Volume	1,852,818	289,587	1,887,986	432,971	1,349,029	1,888,813
(F1) EPS Est 1 week change	-12.14%	0.00%	0.00%	0.94%	0.00%	0.00%
(F1) EPS Est 4 week change	-12.14%	0.00%	0.38%	0.94%	0.00%	-0.21%
(F1) EPS Est 12 week change	-12.74%	-29.38%	-0.07%	-2.37%	-54.02%	-3.99%
(Q1) EPS Est Mthly Chg	0.15%	0.00%	0.16%	1.33%	0.00%	-7.12%

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## Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

### Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we have an excellent balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

### Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

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### Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

Value Score	C
Growth Score	B
Momentum Score	A
VGM Score	B

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

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