

The Allstate Corp. (ALL)

\$88.22 (As of 07/08/20)

Price Target (6-12 Months): **\$93.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 11/14/19)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:A

Value: A

Growth: A

Momentum: A

Summary

Shares of Allstate have outperformed its industry in a year's time. It is poised to grow on the back of its solid property and liability segment. Top line growth over the years owing to its broad product suite and pricing discipline. A number of initiatives that it took to improve profitability in its auto segment are now driving growth. Acquisitions made recently should aid its inorganic growth. Its thriving service business provides a diversified revenue stream. The company's solvency position looks solid. Disciplined capital management by way of share buyback and dividend hike is impressive. However, Allstate is exposed to catastrophe losses, thereby denting its underwriting results. High costs might strain margin expansion and are likely to remain elevated owing to investments. Low interest rates put pressure on investment income.

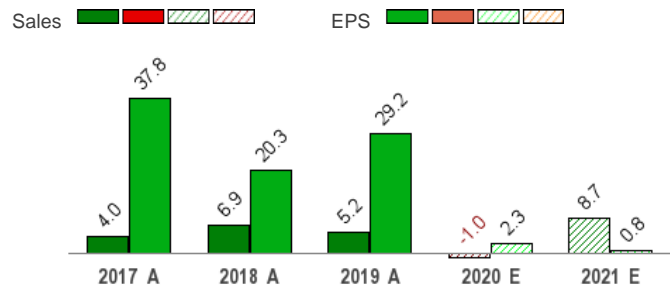
Price, Consensus & Surprise



Data Overview

52 Week High-Low	\$125.92 - \$64.13
20 Day Average Volume (sh)	1,968,253
Market Cap	\$27.7 B
YTD Price Change	-21.6%
Beta	0.88
Dividend / Div Yld	\$2.16 / 2.4%
Industry	Insurance - Property and Casualty
Zacks Industry Rank	Bottom 22% (195 out of 251)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	13.5%
Last Sales Surprise	-2.0%
EPS F1 Est- 4 week change	-2.2%
Expected Report Date	08/04/2020
Earnings ESP	-37.4%
P/E TTM	7.6
P/E F1	8.3
PEG F1	1.0
P/S TTM	0.6

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	11,302 E	11,480 E	11,675 E	11,872 E	46,056 E
2020	10,538 A	10,803 E	10,981 E	11,161 E	42,378 E
2019	10,328 A	10,820 A	10,872 A	10,770 A	42,790 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$2.99 E	\$2.15 E	\$2.44 E	\$3.27 E	\$10.76 E
2020	\$3.54 A	\$1.72 E	\$2.44 E	\$3.07 E	\$10.67 E
2019	\$2.30 A	\$2.18 A	\$2.84 A	\$3.13 A	\$10.43 A

*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 07/08/2020. The reports text is as of 07/09/2020.

Overview

Founded in 1931 and headquartered in Northbrook, Illinois, The Allstate Corporation is the third-largest property-casualty (P&C) insurer and the largest publicly-held personal lines carrier in the U.S. The company also provides a range of life insurance and investment products to its diverse customer base. It provides insurance products to approximately 16 million households through more than 12,000 exclusive agencies and financial specialists in the U.S. and Canada.

In total, Allstate had 113.9 million policies in force as of Dec 31, 2018.

The company reports through seven segments:

Allstate Protection (86% of the company's revenue in 2018) includes the Allstate, Encompass, and Ensurance brands and Answer Financial. It offers passenger auto, homeowners, other personal lines, and commercial insurance through agencies and direct, including contact centers and the internet.

Service Businesses (3%) which includes SquareTrade, Arity, InfoArmor, Allstate Roadside Services and Allstate Dealer Services, offers a broad range of products and services that expand and enhance customer value propositions.

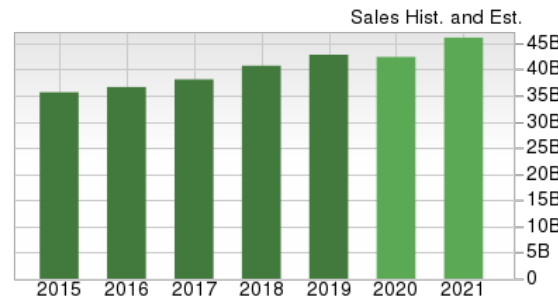
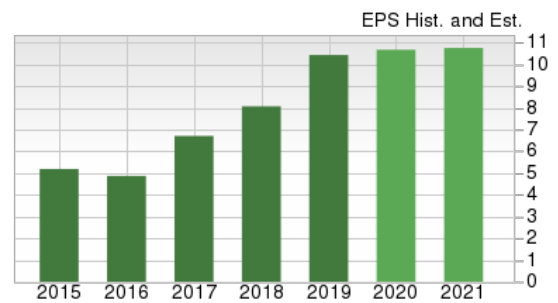
Allstate Life (4%) offers traditional, interest-sensitive and variable life insurance products through Allstate exclusive agencies and exclusive financial specialists.

Allstate Benefits (3%) offers voluntary benefits products including life, critical illness, accident, short-term disability and other health-insurance products.

Allstate Annuities (3%) consists of deferred fixed annuities and immediate fixed annuities in run-off.

Discontinued Lines and Coverages and Corporate and Other (1%) relates to property and casualty insurance policies written during the 1960's through the mid-1980's with exposure to asbestos, environmental and other claims in run-off.

The company's principal geographic markets are in the U.S. Through various subsidiaries, it is authorized to sell a variety of personal property and casualty products in all 50 states, D.C., Puerto Rico and Canada. The top U.S. geographic markets are Texas, California, New York, Florida with premium earned of 12.1%, 10.3%, 8.7% and 6.8%, respectively, in 2018 with the other states



Reasons To Buy:

- ▲ **Share Price Outperformance:** The stock has performed better than its industry in a year's time. Moreover, its solid fundamentals are likely to help the stock bounce back in the coming quarters. The stock has seen the Zacks Consensus Estimate for current-year earnings being revised 1.9% upward over the last 60 days
- ▲ **Rising Revenues:** The company's top line has been increasing over the years owing to its broad product suite and pricing discipline. It is also benefiting from past acquisitions and growth in emerging businesses, evident from a consistent increase in premium written over the years. The trend continued in 2019 with revenues up 6% year over year. We expect revenue growth to continue, given a number of strategic initiatives taken, such as product enhancements and changes in business mix to focus on those that command a high return on equity.
- ▲ **Growing Service Business:** The company is making concerted efforts to expand its Service business, which provides diversification benefits. In this vein, the company acquired SquareTrade in 2017, a provider of protection plans for mobile phones, consumer electronics and appliances. The company also acquired PlumChoice in 2018, a leading provider of cloud and technical support services to consumers and small businesses. In February 2019, iCracked was acquired, which expanded SquareTrade's protection offerings. These buyouts will expand its Service business, which grew revenues by 7.3% in 2019 and 18.2% in the first quarter of 2020. Management is focused on accelerating its transformative growth plan including the commitment to telematics and UBI products, which should continue to experience an increase in adoption rates in light of the recent changes in driving behavior.
- ▲ **Strong Solvency Position:** The company's debt-to-equity ratio increased slightly to 27.44 as of Mar 31, 2020 from 20.3 as of Dec 31, 2019. The same also remains lower than the industry's average of 27.9%. The company has liquid securities worth \$8.8 billion, which are generally saleable within a week and is sufficient enough to service its debt obligations amounting to \$6.6 billion. Thus, the company's solvency position looks solid.
- ▲ **Strong Balance Sheet and Efficient Capital Management:** The company's cash flow has been increasing over the years. Management's proactive risk mitigation and return optimization programs continue to enhance operating cash flow and shareholder value. Disciplined capital management by way of share buyback and dividend hike is also impressive. In May 2019, Allstate increased its quarterly dividend by 8.7%. Its current dividend yield of 2.5% is considerably higher than the industry's 0.5%. We believe the company's financial strength will continue to inspire investors' confidence in the stock.
- ▲ **Strong ROE:** Further, Allstate's trailing 12-month return on equity (ROE) reinforces its growth potential. The company's ROE of 17.5%, has increased over the past two years (2018 & 2019), remains way above the industry's ROE of 6.4%, reflecting its tactical efficiency in using its shareholders' funds.

Growing revenues, improving investment income, solid balance sheet with efficient capital management are expected to drive long term growth.

Reasons To Sell:

- ▼ **Exposure to Catastrophe Losses:** Due to a relatively large property insurance business, Allstate is significantly exposed to catastrophic events. Weather-related losses over the years have weighed on the company's claims and benefits, expenses, and cash flow, draining its underwriting profitability. In the first quarter of 2020, the company incurred catastrophe losses of \$211 million, down 69% year over year. Recently, the company announced that it expects to incur \$632 million of pre-tax losses in April, related to catastrophes. Though it remains focused on reducing losses through its catastrophe management strategy and reinsurance programs, and limiting exposure to riskier geographic markets by raising premiums, it would lead to a decline in the number of policies in force.
 - ▼ **Increasing Cost:** The company has been witnessing an increase in total cost and expenses over the years. The same was up 3.8% in 2019, and we expect an increase in operating cost going forward (which will compress margins) as the company continues with investments.
 - ▼ **Pressure on Investment Income:** The company's investment income has suffered due to low interest rates (down by 2.5% in 2019). It further declined 35% in the first quarter of 2020. Though the company has lowered its exposure in growth-sensitive assets, which is likely to improve its investment portfolio's risk profile, the low interest rate resulting in low investment yield will pressurize net investment income.
 - ▼ **Impact From Coronavirus:** Coronavirus-induced stay at home requirement led to less visibility of drivers on the road but this, in turn, increased driving speeds, which can cause higher severity per claim. The company is also likely to incur additional bad debt from some customers who chose to take extended payment terms. On a longer-term basis, if the global auto parts supply chain is disrupted or parts prices are raised by auto manufacturers, this could flare up repair costs. The prevalent pandemic situation and the economic slowdown will also restrict growth. If loss costs persist below the prior-year level, the lower required rate increases will limit average premium growth.
 - ▼ **Overvalued:** The stock is trading at the current price-to-book value of 1.25x which is higher than the industry' average of 1.20x. This makes the stock look expensive at the current levels.
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Exposure to catastrophe, increase in operating costs are some of the headwinds faced by company.

Last Earnings Report

Allstate Q1 Earnings Beat Estimates, Revenues Miss

Allstate's first-quarter 2020 earnings of \$3.54 per share beat the Zacks Consensus Estimate by 13.46% and also soared 53.9% year over year, led by improved premiums and policies in force.

Revenues of \$10.1 billion missed the Zacks Consensus Estimate by 1.98% and also declined 8.3% year over year due to weak net investment income, partly offset by higher premiums.

Total expenses inched up 0.5% year over year to \$9.4 billion due to \$210-million Shelter-in-Pay expense.

The company incurred a catastrophe loss of \$211 million, down 69% year over year.

Total policies in force as of Mar 31, 2020 were 153.7 million, up 24.1% year over year.

Net investment income of \$421 million dropped 35% year over year.

Solid Segmental Performance

Property-Liability insurance premiums of \$8.88 billion increased 4.4% year over year, driven by a solid contribution from Allstate brand auto and Allstate brand homeowners, partly offset by lower premiums from Ensurance and Encompass brands. The segment's underwriting income of \$1.35 billion was up 91% year over year.

Service Business' revenues were \$430 million, up 9.7% year over year owing to higher contributions from Protection Plans, Dealer Services, Arity and Identity Protection businesses, partly offset by soft revenues from Roadside Services.

Allstate Life, Benefits and Annuities' total premium and contract charges were \$617 million, down 1.8% year over year due to dwindled contribution from Allstate Life, Benefits as well as Annuities.

Capital Position (as Mar 31, 2020)

Total shareholders' equity was \$24.2 billion, down 7% from the level as of Dec 31, 2019.

Total assets were \$116.1 billion, down 3.2% from the level on Dec 31, 2019.

The company's debt-to-equity ratio increased to 21.5 from 20.3 as of Dec 31, 2019.

Adjusted return-on-equity of 18.5% was up 470 basis point year over year.

Book value per share was \$69.67, up 9.6% year over year.

Quarter Ending **03/2020**

Report Date	May 05, 2020
Sales Surprise	-1.98%
EPS Surprise	13.46%
Quarterly EPS	3.54
Annual EPS (TTM)	11.69

Recent News

Allstate to Buy National General to Grow Personal Insurance — Jul 7, 2020

Allstate has agreed to acquire National General Holdings Corporation, a specialty personal lines insurance holding company, for a deal value of approximately \$4 billion in cash or \$34.50 per share. This move is in line with the company's long-term strategy to grow its personal lines business. The company will fund this acquisition by a mix of cash in hand (\$2.2 billion) and debt (\$1.5 billion).

Allstate Announces May 2020 Catastrophe Losses — Jun 18, 2020

Allstate expects to incur \$350 million, pre-tax (\$277 million, after tax) catastrophe loss for May 2020. The loss of \$346 million, pretax (273 million, after tax) can be attributed to eight weather-related events. Remaining loss estimate (\$4 million, pretax) is on account of unfavorable reserve re-estimates of prior-reported catastrophe losses. Majority (nearly 80%) of estimated catastrophe losses for May were caused by four severe weather events, which included rain, wind and hail, primarily impacting Texas and the Midwest.

Allstate extends Shelter-in-Place Payback through June — May 26, 2020

The company has extended its Shelter-in-Place Payback through Jun 30, 2020, for personal auto insurance customers as they drive less and get in fewer accidents during the coronavirus pandemic. The company is also extending the sign up period for free identity protection to Jun 30, 2020, for all U.S. residents.

Allstate to Return a Part of Premiums — Apr 6, 2020

The company has announced that it will return more than \$600 million of premium to its policyholders carrying auto insurance. This move by the company comes as a friendly gesture to reward its policyholders as it gains from lower claims amid a decline in vehicular driving due to the COVID-19 impact.

Valuation

Allstate's shares are down 21.6% and 15.7% in the year-to-date period and over the trailing 12-month period, respectively. Stocks in the Zacks sub-industry and the Zacks Finance sector are down 20.2% and 20.2% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector are down 17.6% and 15.9%, respectively.

The S&P 500 index is down 1.4% in the year-to-date period but up 7% in the past year.

The stock is currently trading at 1.25x trailing 12-month price-to-book, which compares to 1.2x for the Zacks sub-industry, 2.32x for the Zacks sector and 4.31x for the S&P 500 index.

Over the past five years, the stock has traded as high as 1.86x and as low as 1x, with a 5-year median of 1.51x. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$93 price target reflects 1.32x book value.

The table below shows summary valuation data for ALL

Valuation Multiples - ALL					
		Stock	Sub-Industry	Sector	S&P 500
P/B TTM	Current	1.25	1.2	2.32	4.31
	5-Year High	1.86	1.63	2.98	4.65
	5-Year Low	1	1.05	1.78	2.81
	5-Year Median	1.51	1.42	2.51	3.69
P/S F12M	Current	0.63	1.7	6.04	3.5
	5-Year High	1.12	11.27	6.7	3.5
	5-Year Low	0.52	1.39	4.96	2.52
	5-Year Median	0.86	1.85	6.07	3.04
P/E F12M	Current	8.23	23.12	16.16	22.46
	5-Year High	17.51	31.59	16.27	22.46
	5-Year Low	7.06	21.01	11.59	15.27
	5-Year Median	11.27	25.45	14.18	17.59

As of 07/08/2020

Industry Analysis Zacks Industry Rank: Bottom 22% (195 out of 251)



Top Peers

Company (Ticker)	Rec	Rank
Arch Capital Group Ltd. (ACGL)	Neutral	4
American Financial Group, Inc. (AFG)	Neutral	3
Axis Capital Holdings Limited (AXS)	Neutral	3
Berkshire Hathaway Inc. (BRK.B)	Neutral	4
Chubb Limited (CB)	Neutral	4
Hallmark Financial Services, Inc. (HALL)	Neutral	3
The Progressive Corporation (PGR)	Neutral	3
W.R. Berkley Corporation (WRB)	Neutral	4

Industry Comparison Industry: Insurance - Property And Casualty				Industry Peers		
	ALL	X Industry	S&P 500	AFG	AXS	WRB
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	4
VGM Score	A	-	-	A	D	C
Market Cap	27.71 B	1.13 B	21.57 B	5.40 B	3.24 B	10.15 B
# of Analysts	7	2	14	1	3	4
Dividend Yield	2.45%	1.47%	1.94%	2.99%	4.26%	0.85%
Value Score	A	-	-	A	C	C
Cash/Price	0.20	0.22	0.07	0.33	0.37	0.16
EV/EBITDA	4.23	5.03	12.68	3.56	8.80	9.96
PEG Ratio	0.96	2.05	2.88	NA	NA	NA
Price/Book (P/B)	1.25	1.03	3.03	1.07	0.75	1.92
Price/Cash Flow (P/CF)	6.50	8.97	11.62	5.20	8.61	14.90
P/E (F1)	7.98	12.51	21.12	8.41	46.52	22.20
Price/Sales (P/S)	0.63	0.73	2.27	0.72	0.65	1.31
Earnings Yield	12.09%	7.50%	4.44%	11.89%	2.16%	4.51%
Debt/Equity	0.30	0.23	0.76	0.29	0.48	0.48
Cash Flow (\$/share)	13.58	3.12	6.94	11.57	4.47	3.81
Growth Score	A	-	-	B	F	C
Hist. EPS Growth (3-5 yrs)	19.27%	7.13%	10.90%	12.92%	-22.09%	8.17%
Proj. EPS Growth (F1/F0)	2.34%	-3.12%	-9.99%	-17.05%	-67.20%	-15.59%
Curr. Cash Flow Growth	30.84%	5.61%	5.51%	7.42%	-8.72%	8.47%
Hist. Cash Flow Growth (3-5 yrs)	9.17%	6.06%	8.55%	12.34%	-11.78%	4.12%
Current Ratio	0.31	0.45	1.30	0.14	0.56	0.36
Debt/Capital	21.53%	19.85%	44.46%	22.59%	30.01%	32.21%
Net Margin	9.38%	3.92%	10.62%	3.57%	0.73%	6.39%
Return on Equity	17.53%	7.24%	15.75%	12.99%	-0.38%	9.97%
Sales/Assets	0.37	0.31	0.55	0.11	0.20	0.29
Proj. Sales Growth (F1/F0)	-0.96%	0.00%	-2.57%	-31.58%	-6.50%	4.37%
Momentum Score	A	-	-	B	D	B
Daily Price Chg	-4.78%	0.45%	0.23%	3.80%	-0.44%	0.07%
1 Week Price Chg	-0.52%	1.55%	3.66%	1.48%	-0.53%	1.91%
4 Week Price Chg	-13.49%	-6.43%	-4.65%	-9.74%	-7.15%	-5.54%
12 Week Price Chg	-9.92%	1.19%	11.62%	-14.34%	-2.44%	1.90%
52 Week Price Chg	-15.39%	-21.31%	-7.46%	-42.94%	-36.80%	-16.24%
20 Day Average Volume	1,968,253	155,413	2,368,260	692,737	1,174,730	779,196
(F1) EPS Est 1 week change	-0.01%	0.00%	0.00%	7.35%	0.00%	0.00%
(F1) EPS Est 4 week change	-2.24%	0.00%	0.00%	7.35%	0.00%	0.00%
(F1) EPS Est 12 week change	4.28%	-14.29%	-7.67%	-21.61%	-82.28%	-12.79%
(Q1) EPS Est Mthly Chg	-0.07%	0.00%	0.00%	-14.46%	0.00%	0.00%

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.

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	A
Growth Score	A
Momentum Score	A
VGM Score	A

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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