

TD Ameritrade Holding(AMTD)

\$35.88 (As of 03/05/20)

Price Target (6-12 Months): **\$38.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 01/28/20)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:C

Value: B

Growth: F

Momentum: A

Summary

Shares of TD Ameritrade have underperformed the industry, over the past three months. Yet, the company has a decent earnings surprise history, having surpassed the Zacks Consensus Estimate in two of the trailing four quarters. The company's focus on high net-worth clients, increasing client assets and to strengthen overall business through introduction of innovative trading platforms is commendable. Further, the company's association with TD Bank provides cross-selling opportunities. Yet, rising costs, on account of compensation & benefit expenses, have been denting bottom line. Also, its decision to eliminate commissions for stocks, ETFs and options trades is likely to affect revenue growth. Notably, Charles Schwab and TD Ameritrade announced a merger in November 2019, creating behemoth of a discount brokerage and RIA custodian.

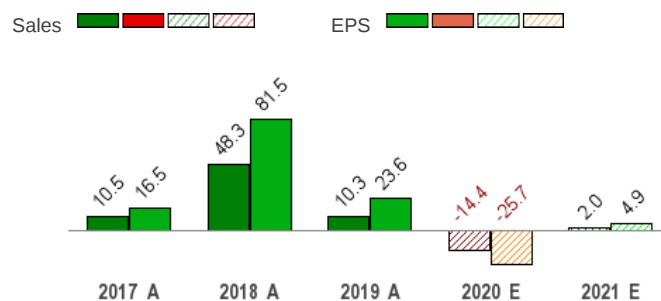
Price, Consensus & Surprise



Data Overview

52 Week High-Low	\$56.41 - \$32.69
20 Day Average Volume (sh)	5,087,808
Market Cap	\$19.4 B
YTD Price Change	-27.8%
Beta	1.23
Dividend / Div Yld	\$1.24 / 3.5%
Industry	Financial - Investment Bank
Zacks Industry Rank	Top 36% (91 out of 255)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	-3.9%
Last Sales Surprise	-0.6%
EPS F1 Est- 4 week change	1.5%
Expected Report Date	04/28/2020
Earnings ESP	-1.1%

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	1,289 E	1,301 E	1,324 E	1,326 E	5,250 E
2020	1,291 A	1,295 E	1,279 E	1,283 E	5,149 E
2019	1,516 A	1,451 A	1,491 A	1,558 A	6,016 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.85 E	\$0.83 E	\$0.85 E	\$0.81 E	\$3.22 E
2020	\$0.74 A	\$0.75 E	\$0.78 E	\$0.79 E	\$3.07 E
2019	\$1.11 A	\$0.93 A	\$1.04 A	\$1.05 A	\$4.13 A

*Quarterly figures may not add up to annual.

P/E TTM	9.5
P/E F1	11.7
PEG F1	0.7
P/S TTM	3.4

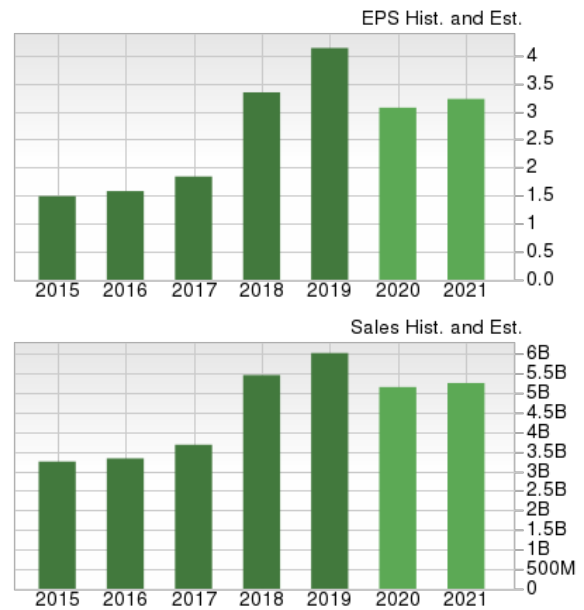
The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 03/05/2020. The reports text is as of 03/06/2020.

Overview

Founded in 1971 in California and headquartered in Omaha, NV, TD Ameritrade Holding Corporation provides securities brokerage services and technology-based financial services to retail investors, traders, and independent registered investment advisors (RIAs) in the United States. The company provides services primarily through the Internet, a national branch network and its relationships with RIAs.

The company's prime trading and investing platform – *tdameritrade.com* – is focused on self-directed retail investors and offers a broad array of tools and services, including alerts, screeners, conditional orders and free fundamental third-party research. The company's offerings also include – *thinkorswim* designed for advanced traders aimed at fast and efficient order execution for complex trading strategies; *TD Ameritrade Mobile* helps investors and traders to trade and monitor accounts from web-enabled mobile devices; *Investools*, which provides investor education products and services for stock, option, foreign exchange, futures, mutual fund, and fixed-income investors; *Amerinvest*, an online advisory service that develops portfolios of exchange-traded funds or mutual funds to assist long-term investors pursue their financial goals; and *TD Ameritrade Corporate Services*, which provides self-directed brokerage services to employees and executives of different corporations.

Notably, Canada-based Toronto-Dominion Bank (TD Bank) holds 42% stake in TD Ameritrade. Ameritrade became TD Ameritrade when it acquired TD Waterhouse USA in 2006. It was then that TD Bank received a stake in TD Ameritrade. Further in December 2013, TD Ameritrade modified its agreement with TD Bank. The amendment extended the existing agreement's date of expiry from Jan 24, 2016 to Jan 24, 2021. It also enabled TD Ameritrade to carry out more stock buybacks. According to the amended agreement, if any share repurchases by TD Ameritrade lead to TD Bank having more than 45% interests, the latter will have to shed its stake.



Reasons To Buy:

- ▲ TD Ameritrade remains a leading asset gatherer with eleven consecutive years of double-digit asset growth since fiscal 2008 in net new client assets. Notably, during fiscal 2019, the company witnessed an annualized growth rate of 7% in net new client assets, within the long-term target of increasing on an annual rate of 7-10%. Notably, total net new assets exceeded \$90 billion this year from \$60 billion in 2016. Also, the company's net revenues recorded a five-year (2015-2019) compound annual growth rate (CAGR) of 16.7%. Based on the company's solid business model, focus on high net-worth clients and improving service model to boost engagement and retention, top-line growth will likely continue. Notably, in the fiscal first quarter, net new client assets recorded an annualized growth rate of 9%, while net revenues declined.
- ▲ TD Ameritrade is on expansion path with the innovative products and diversification. The company's growth prospects enhanced with the acquisition of Scottrade Financial Services, Inc. This transaction resulted in significant scale to TD Ameritrade's retail business, fortified trading operations and expanded its branch network substantially. Also, TD Ameritrade invested in a regulated derivatives exchange and clearing organization, ErisX, with an aim to make digital currency products more accessible to retail clients.
- ▲ TD Ameritrade's trading volumes have been graphing an uptrend. The company's average client trades per day have been increasing over the past few years, with the trend continuing in fiscal 2019 and fiscal first-quarter 2020, mainly benefiting from the volatility in markets. We believe, in the near term, the company will be able to improve trading volumes backed by anticipated improvement in equity markets as well as its innovative trading platforms. Additionally, the company continues to undertake investment spending in technology and advertising that are likely to enhance the overall business.
- ▲ TD Ameritrade's association with TD Bank provides an opportunity for both firms to cross-sell products. Even though TD Ameritrade operates mainly as an online broker, its presence extends over 100 branches nationwide. Further, the alliance with TD Bank increases chances of expanding its footprint by opening brokerage offices within many of the bank's current branches along the East Coast. This association can prove to be a significant growth driver in the near term.
- ▲ Shares of TD Ameritrade underperformed the industry, over the past three months. Despite this unfavorable trend, the company's fiscal 2020 earnings estimates have been revised 1.7% upward over the past 30 days. Therefore, given the strong fundamentals and positive estimate revisions, the stock has upside potential.

TD Ameritrade is poised to see top-line growth based on a steady asset growth, surge in trading volumes and its association with TD Bank. Its efforts to digitally enhance operations are commendable.

Reasons To Sell:

- ▼ TD Ameritrade is exposed to operational risks. Though total operating expenses declined in fiscal 2019, mainly due to lower employee compensation and benefits, it witnessed a CAGR of 21.6% over the four years (2015-2018). Expenses also flared up in first-quarter fiscal 2020. Further, the company's expense base will likely be under pressure due to its ongoing investments in technology and advice and guidance offerings. We believe in the absence of steady cost control measures, escalating costs will lead to operational inefficiency and might hinder bottom-line expansion to some extent.
- ▼ TD Ameritrade's involvement in steady capital-deployment activities is encouraging as it declared a 3% increase in common stock dividend in October 2019. Furthermore, the company resumed share repurchase in September 2018. Notably, per terms of the acquisition agreement with Charles Schwab, the company terminated its stock-buyback program. Furthermore, the company's debt/equity ratio does not compare favorably with the broader industry. Also, TD Ameritrade's performance in the past few quarters remained volatile. Thus, these capital deployment activities might not be sustainable in the quarters ahead.
- ▼ The stock seems overvalued when compared with the broader industry. Its current price-to-book (P/B) and price-to-earnings (F1) ratios are above the respective industry averages.

Escalating costs due to investment in technology pose a concern for TD Ameritrade. Also, unsustainable capital deployment activities and stretched valuation make us wary about the future payout.

Last Earnings Report

TD Ameritrade Q1 Earnings Miss Estimates on Lower Revenues

TD Ameritrade's first-quarter fiscal 2020 (ending Dec 31) adjusted earnings of 74 cents per share lagged the Zacks Consensus Estimate of 77 cents. The figure also plunged 33.3% from the prior-year quarter's reported tally.

The company's results displayed lower revenues and escalating expenses in the fiscal first quarter. Fall in net interest margin (NIM) was also recorded. However, the company witnessed an increase in average client trades per day, indicating investors' willingness to invest, leading to higher trading activity.

Including certain non-recurring items, net income for the quarter came in at \$379 million or 70 cents per share compared with the \$604 million or \$1.07 reported in the prior-year quarter.

Revenues Down, Expenses Flare Up

Net revenues for the reported quarter came in at \$1.29 billion, down 15.1% year over year. This decrease chiefly resulted from lower transaction-based and other revenues, partly offset by higher asset-based revenues. The reported figure comes in line with the Zacks Consensus Estimate.

Total asset-based revenues for the December-end quarter amounted to \$958 million, up 1.2% year over year, driven by higher bank deposit account fees and investment product fees. This was partially muted by lower net interest revenues.

Yet, commissions and transaction fees slumped 43.2% from the prior-year quarter to \$305 million. The quarter's NIM came in at 2.10%, contracting 8 basis points year over year.

Total operating expenses flared up 6.9% year over year to \$770 million. This upswing mainly resulted from rise in almost all components of expenses, partly mitigated by lower occupancy and equipment costs, along with communication and other expenses.

Steady Trading Activity

Average client trades per day for the fiscal first quarter increased 10.8% year over year to 1,028,239.

As of Dec 31, 2019, net new client assets totaled \$28.7 billion, down 9.7% year over year on annualized basis. Total client assets came in at \$1.43 trillion, up 23.3% year over year.

Average spread-based balance was \$151.8 billion, up 5.2% year over year, and average fee-based investment balance was down 31.9%, to \$179.5 billion.

Balance Sheet Position

As of Dec 31, 2019, TD Ameritrade's cash and cash equivalents were \$2.55 billion, down from the \$2.85 billion reported as of Sep 30, 2019. Shareholders' equity was \$8.7 billion, almost in line with the reported figure as of Sep 30, 2019.

Capital Deployment

During the fiscal first quarter, TD Ameritrade repurchased 3.7 million shares for a total cost of \$143 million. Notably, per terms of the acquisition agreement with The Charles Schwab Corporation, the company terminated its stock-buyback program.

Fiscal 2020 Outlook

The company expects to deliver revenues in the range of \$4.9-\$5.3 billion.

GAAP operating expenses are expected to be in the range of \$2.8-\$3 billion.

Advertising expense is expected to be in \$250-\$300 million band and intangible amortization is expected to be \$115-\$120 million.

Tax rate is expected to be between 24% and 26%.

Shareholder return of around 90% of non-GAAP net income is anticipated.

Net new assets are expected to be within the 7-10% range. Share repurchases are expected to be around \$15 million.

Quarter Ending **12/2019**

Report Date	Jan 21, 2020
Sales Surprise	-0.57%
EPS Surprise	-3.90%
Quarterly EPS	0.74
Annual EPS (TTM)	3.76

Recent News

Schwab's Buyout of TD Ameritrade to Shake Up Online Brokerage - Nov 25, 2019

Charles Schwab has inked an all-stock deal to acquire TD Ameritrade Holding for roughly \$26 billion. This will create a behemoth in online brokerage space with combined client assets worth more than \$5 trillion and serving nearly 24 million brokerage accounts.

Schwab President and CEO Walt Bettinger said, "With this transaction, we will capitalize on the unique opportunity to build a firm with the soul of a challenger and the resources of a large financial services institution that will be uniquely positioned to serve the investment, trading and wealth management needs of investors across every phase of their financial journeys."

Exchange Ratio, New Headquarter & Other Details

Under the deal terms, shareholders of TD Ameritrade will receive 1.0837 Schwab shares for each TD Ameritrade share. This represents a 17% premium over the 30-day volume weighted average price exchange ratio as of Nov 20, 2019.

The transaction, still subject to regulatory approvals and consent of shareholders of both the companies, is expected to close in the second half of 2020. The integration process will start immediately thereafter, which is likely to take around 18-36 months.

As part of this process, the combined company's headquarter will be shifted to Westlake, TX from Schwab's current base in San Francisco. Nearly \$1.6 billion charge related to the integration is expected to be incurred over three years after closing.

The deal has been approved by the board of directors of both the companies as well as the Strategic Development Committee of TD Ameritrade's board (formed to supervise and conduct the process and all negotiations concerning the transaction).

Following the deal closure, The Toronto-Dominion Bank (TD), which has nearly 43% stake in TD Ameritrade at present, is likely to have an ownership position of roughly 13% in the combined company. Other TD Ameritrade stockholders and existing Schwab stockholders will hold approximately 18% and 69% stake, respectively.

Moreover, TD Bank will have two new seats on the combined company's board, while TD Ameritrade will have one.

Further, TD Ameritrade has halted previously announce process of searching for new CEO and named Stephen Boyle, the company's EVP and CFO, as interim President and CEO.

Accretive to Earnings, Cost Synergies

The deal is expected to result in substantial strategic benefits for the combined firm. Also, clients of both Schwab and TD Ameritrade will benefit from enhancement of "investing and trading experience."

Boyle said, "Partnering with Schwab on this transformative opportunity makes the right strategic and financial sense for TD Ameritrade."

The deal is expected to be single digit percentage accretive to operating cash earnings in the first-year post closing and 15-20% accretive in the third year. Further, it is projected to be 10-15% accretive to GAAP earnings in the third year, post completion.

Also, the deal is estimated to result in \$3.5-\$4.0 billion in total synergies. This will be mainly derived from expense savings and the Insured Deposit Account renegotiation transaction between Schwab and TD Bank.

On cost front, the current projection is for nearly \$1.8-\$2 billion run rate expense synergies, representing about 18-20% of combined company's cost base. A part of this synergy is expected to be realized from "elimination of overlapping and duplicative roles."

More synergies are likely to be generated through real estate, administrative and other savings. Nonetheless, no details related to these were provided at present.

Overall, all these are anticipated to reduce operating expenses as a percentage of client assets and help further diversify revenues. Notably, the deal is expected to increase percentage of trading related fees to total revenues to about 19% from nearly 9% for Schwab at present.

TD Ameritrade Introduces \$0 Commissions for Online Stock, ETF and Option Trades - Oct 1, 2019

TD Ameritrade eliminated commissions for its online exchange-listed stock, ETF (domestic and Canadian), and option trades, effective Oct. 3, 2019. Commissions previously stood at \$6.95. Clients trading options will now pay \$0.65 per contract with no exercise and assignment fees. Rates will be effective for TD Ameritrade retail clients, as well as clients of independent registered investment advisors that utilize TD Ameritrade Institutional.

Dividend Update

On Jan 21, TD Ameritrade announced a quarterly cash dividend of 31 cents per share. The dividend was paid on Feb 19, to shareholders of record as of Feb 5, 2020.

Valuation

TD Ameritrade's shares are down 27.8% in the year-to-date period and 34.3% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Finance sector are down 11.5% and 7.7% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry is down 1.3%, while the sector is up 1.7%.

The S&P 500 Index is down 3% in the year-to-date period but up 12.5% in the past year.

The stock is currently trading at 11.45X forward 12 months earnings, which compares to 9.42X for the Zacks sub-industry, 13.75X for the Zacks sector and 17.89X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 29.38X and as low as 8.18X, with a 5-year median of 17.95X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$53 price target reflects 17.32X forward earnings.

The table below shows summary valuation data for AMTD

Valuation Multiples - AMTD					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	11.45	9.42	13.75	17.89
	5-Year High	29.38	15.3	16.21	19.34
	5-Year Low	8.18	6.05	12.01	15.18
	5-Year Median	17.95	11.34	13.97	17.46
P/TB TTM	Current	5.82	1.97	2.91	11.93
	5-Year High	19.76	3.33	3.98	12.94
	5-Year Low	5.52	1.6	2.44	6.03
	5-Year Median	10.3	2.4	3.46	9.13
P/S F12M	Current	3.74	3.19	6.55	3.19
	5-Year High	7.26	4.53	6.65	3.43
	5-Year Low	3.05	2.8	5.39	2.54
	5-Year Median	5.3	3.63	6.04	3.01
As of 03/05/2020					

Industry Analysis Zacks Industry Rank: Top 36% (91 out of 255)



Top Peers

LPL Financial Holdings Inc. (LPLA)	Outperform
E*TRADE Financial Corporation (ETFC)	Neutral
Evercore Inc (EVR)	Neutral
Moelis & Company (MC)	Neutral
Nomura Holdings Inc ADR (NMR)	Neutral
Raymond James Financial, Inc. (RJF)	Neutral
The Charles Schwab Corporation (SCHW)	Neutral
Virtu Financial, Inc. (VIRT)	Underperform

Industry Comparison Industry: Financial - Investment Bank				Industry Peers		
	AMTD Neutral	X Industry	S&P 500	EVR Neutral	LPLA Outperform	RJF Neutral
VGM Score	C	-	-	A	B	A
Market Cap	19.40 B	464.76 M	22.29 B	2.53 B	5.27 B	10.40 B
# of Analysts	7	2.5	13	3	4	2
Dividend Yield	3.46%	0.31%	1.97%	3.73%	1.51%	1.98%
Value Score	B	-	-	A	B	B
Cash/Price	0.49	0.44	0.05	0.25	0.24	0.62
EV/EBITDA	3.55	3.12	13.20	4.88	6.10	3.37
PEG Ratio	0.71	1.44	1.94	NA	NA	NA
Price/Book (P/B)	2.22	1.77	3.05	2.16	5.23	1.51
Price/Cash Flow (P/CF)	7.65	8.09	12.16	5.96	6.93	8.86
P/E (F1)	11.69	9.11	17.58	7.02	8.87	9.77
Price/Sales (P/S)	3.35	1.27	2.45	1.26	0.94	1.29
Earnings Yield	8.56%	10.98%	5.69%	14.26%	11.28%	10.23%
Debt/Equity	0.41	0.41	0.70	0.53	2.48	0.40
Cash Flow (\$/share)	4.69	1.99	7.01	10.44	9.56	8.43
Growth Score	F	-	-	B	C	B
Hist. EPS Growth (3-5 yrs)	29.83%	14.18%	10.85%	30.83%	33.37%	22.28%
Proj. EPS Growth (F1/F0)	-25.74%	15.56%	6.26%	15.15%	4.04%	3.31%
Curr. Cash Flow Growth	17.86%	11.53%	6.03%	-15.37%	21.74%	13.40%
Hist. Cash Flow Growth (3-5 yrs)	21.50%	13.28%	8.52%	23.38%	18.26%	17.54%
Current Ratio	1.11	1.29	1.23	2.53	1.29	1.10
Debt/Capital	28.90%	28.90%	42.57%	34.47%	71.28%	28.53%
Net Margin	34.26%	11.13%	11.69%	14.85%	9.95%	13.03%
Return on Equity	24.24%	11.80%	16.66%	36.33%	59.52%	16.15%
Sales/Assets	0.14	0.21	0.54	0.93	1.00	0.21
Proj. Sales Growth (F1/F0)	-14.42%	2.50%	3.94%	9.66%	7.80%	6.83%
Momentum Score	A	-	-	C	B	A
Daily Price Chg	-6.71%	-2.21%	3.75%	-7.04%	-8.77%	-6.39%
1 Week Price Chg	-13.05%	-11.40%	-12.06%	-15.82%	-16.21%	-14.32%
4 Week Price Chg	-28.01%	-10.63%	-7.42%	-23.79%	-29.53%	-20.89%
12 Week Price Chg	-32.87%	-12.06%	-4.61%	-18.45%	-28.77%	-17.92%
52 Week Price Chg	-34.29%	-9.55%	7.38%	-29.77%	-9.55%	-7.17%
20 Day Average Volume	5,087,808	56,151	2,456,671	698,354	833,596	1,297,033
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	1.51%	0.00%	-0.06%	0.00%	-1.32%	0.00%
(F1) EPS Est 12 week change	2.24%	2.55%	-0.41%	0.70%	3.93%	-5.62%
(Q1) EPS Est Mthly Chg	1.58%	0.00%	-0.27%	0.00%	-1.73%	0.00%

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	B
Growth Score	F
Momentum Score	A
VGM Score	C

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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