

## Booz Allen Hamilton (BAH)

**\$73.85** (As of 05/07/20)

Price Target (6-12 Months): **\$79.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 05/04/20)

Prior Recommendation: Outperform

Short Term: 1-3 Months

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

**3-Hold**

Zacks Style Scores:

VGM:A

Value: B

Growth: A

Momentum: C

### Summary

Booz Allen Hamilton is in the process of implementing Vision 2020 which is aimed at achieving sustainable long-term growth. The company is witnessing significantly higher backlog growth, shift in talent to more technical expertise, a strong performance in the global commercial market and disciplined acquisition. These initiatives might have impacted the company's share price, which has outperformed its industry in the past year. The company is also laboring hard in innovation areas like Machine Intelligence and Directed Energy, thereby ensuring business development over the long haul. However, Booz Allen Hamilton is seeing an escalation in capital expenditure as it has increased investments in facilities, systems, infrastructure and technology. High debt may weigh on its future expansion and worsen its risk profile. Seasonality is a concern.

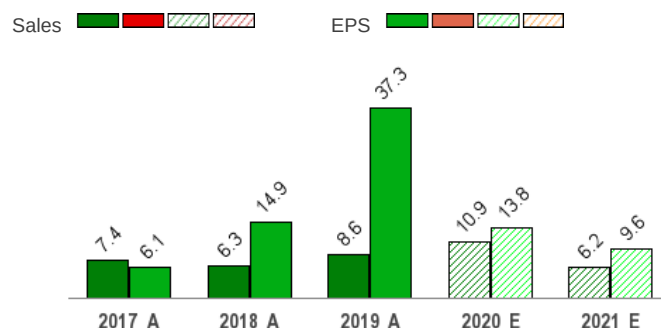
### Price, Consensus & Surprise



### Data Overview

|                            |                                     |
|----------------------------|-------------------------------------|
| 52 Week High-Low           | \$82.00 - \$54.37                   |
| 20 Day Average Volume (sh) | 741,215                             |
| Market Cap                 | \$10.4 B                            |
| YTD Price Change           | 3.8%                                |
| Beta                       | 0.80                                |
| Dividend / Div Yld         | \$1.24 / 1.7%                       |
| Industry                   | <a href="#">Government Services</a> |
| Zacks Industry Rank        | Top 32% (82 out of 253)             |

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



|                           |            |
|---------------------------|------------|
| Last EPS Surprise         | 5.3%       |
| Last Sales Surprise       | 1.6%       |
| EPS F1 Est- 4 week change | -2.4%      |
| Expected Report Date      | 05/26/2020 |
| Earnings ESP              | -0.8%      |

### Sales Estimates (millions of \$)

|      | Q1      | Q2      | Q3      | Q4      | Annual* |
|------|---------|---------|---------|---------|---------|
| 2021 | 1,873 E | 1,903 E | 1,960 E | 2,042 E | 7,895 E |
| 2020 | 1,825 A | 1,820 A | 1,849 A | 1,941 E | 7,435 E |
| 2019 | 1,647 A | 1,614 A | 1,663 A | 1,780 A | 6,704 A |

### EPS Estimates

|      | Q1       | Q2       | Q3       | Q4       | Annual*  |
|------|----------|----------|----------|----------|----------|
| 2021 | \$0.83 E | \$0.83 E | \$0.86 E | \$0.81 E | \$3.44 E |
| 2020 | \$0.83 A | \$0.81 A | \$0.80 A | \$0.70 E | \$3.14 E |
| 2019 | \$0.72 A | \$0.68 A | \$0.72 A | \$0.64 A | \$2.76 A |

\*Quarterly figures may not add up to annual.

|         |      |
|---------|------|
| P/E TTM | 24.0 |
| P/E F1  | 21.5 |
| PEG F1  | 1.5  |
| P/S TTM | 1.4  |

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 05/07/2020. The reports text is as of 05/08/2020.

## Overview

McLean, VA-based Booz Allen Hamilton Holding Corporation is a provider of management and technology consulting, analytics, engineering, digital solutions, mission operations as well as cyber expertise to the United States and international governments, corporations plus not-for-profit organizations. The company operates as a single profit center with a single bonus pool for partners, vice presidents, principals and senior associates.

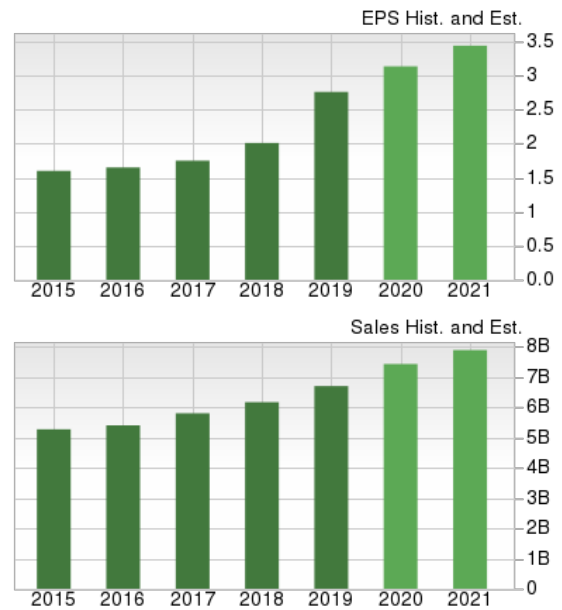
The company serves a diverse base of federal government clients, helping them to tackle complex challenges such as protecting soldiers in combat and supporting their families, keeping national infrastructure secure, advancing cyber capabilities, enabling and enhancing digital services, transforming the healthcare system, and improving governmental efficiency.

Booz Allen has commercial clients from across various industries including aerospace, health and life sciences, energy, financial services and transportation.

Booz Allen was founded by Edwin Booz, one of the pioneers of management consulting, in 1914. The company started serving the U.S. government by advising the Secretary of the Navy in preparation for World War II. With changing needs of clients in terms of both nature and complexity, the company expanded beyond management consulting foundation to develop deep expertise in the analytics, engineering, digital solutions and cyber.

Booz Allen currently has five service offerings, namely Consulting, Analytics, Digital Solutions, Engineering and Server. Consulting solutions are offered to various domains like business strategies, human capital and operations. Analytics services are focused on delivering transformational solutions in the areas of decision analytics, data science and automation plus the emerging areas of artificial intelligence and deep learning. Digital Solutions combines modern system development techniques with cloud platforms and machine learning for providing powerful solutions to clients.

Engineering delivers an array of engineering services and solutions to complex systems like the Launch and Test Range System (LTRS) for the U.S. Air Force Space Command or the Flush Air Data Systems (FADS) for NASA. Cyber provides cyber risk management solutions, such as prevention, detection and cost effectiveness.



---

## Reasons To Buy:

- ▲ Booz Allen Hamilton is currently in the process of implementing **Vision 2020**, a strategy aimed at countering competition and achieving sustainable long-term growth. The strategy focuses on getting closer to clients' core missions, increasing technical content of work, attracting and retaining talent from diverse areas of expertise, increasing innovation, creating a wide network of external partners and alliances and expansion into commercial and international business. Through implementation of Vision 2020, Booz Allen Hamilton is seeing significantly higher backlog growth, a shift in talent to more technical expertise, strong performance in the global commercial market as well as disciplined acquisition. These initiatives might have positively impacted the company's share price, which has improved 22.5% over the past year, outperforming the 9.1% rise of the industry it belongs to. The company acquired the technology firm Morphick in October 2017 to expand its managed security portfolio and increase capacity to help clients offset advanced cyber threats.
- ▲ Booz Allen Hamilton developed its solutions business in a way that it creates **differentiated business** models and sales channels, increases client acquisition and enhances future revenue opportunities. The company also differentiated itself in the talent market so as to ensure attraction and retention of quality talent from diverse disciplines. These initiatives bumped up its ability to bring a variety of offerings through which, it has been winning highly technical, mission-critical work for its federal government business. All these ensure long-term sustainable growth for the company.
- ▲ The company is also laboring hard in **innovation** areas ensuring business development over the long haul. These areas are Machine Intelligence and Directed Energy. On the Machine Intelligence front, Booz Allen Hamilton is using machine learning and artificial intelligence to create a congenial working environment across its client organizations wherein people and intelligent machines will collaborate on achieve targets. Through its Directed Energy business, the company is trying to help its clients as a technology maturation agent, integrator and a solutions provider.

Booz Allen is seeing backlog growth, enhanced technical expertise and a strong performance in the global commercial market.

---

### Reasons To Sell:

- ▼ Booz Allen Hamilton's business experiences **seasonality** related to U.S. Government's fiscal year that ends on Sep 30. The company experiences higher bid and proposal costs in the months leading to the government's fiscal year-end. Seasonality is beyond the company's control and continues to weigh on its profitability.
- ▼ **Capital expenditure** is expected to increase significantly year over year in fiscal 2019 as Booz Allen Hamilton has increased investments in facilities, systems, infrastructure and technology to support long-term growth. Notably, the company's capital expenditure for fiscal 2019 was \$94.7 million that increased significantly from \$78.4 million in fiscal 2018.
- ▼ Booz Allen Hamilton has a highly **leveraged balance sheet**. As of Dec 31, 2019, long-term debt was \$2 billion while cash and cash equivalents were \$696.8 million. Such a cash position implies that Booz Allen needs to generate an adequate amount of operating cash flow to pay its debt. Moreover, high debt may weigh on its future expansion and worsen its risk profile.

Increased investment and seasonality related to the U.S. Government's fiscal year escalated expenditure and cost.

## Last Earnings Report

### Booz Allen Beats on Earnings and Revenues in Q3

Booz Allen Hamilton Holding Corporation (BAH) reported strong third-quarter fiscal 2020 results, beating the Zacks Consensus Estimate on both earnings and revenues.

Adjusted EPS of 80 cents beat the consensus mark by 5.3% and improved 11.1% on a year-over-year basis. The bottom line benefited from top-line growth, strong contract level performance, efficient management of business and an ongoing shift toward higher-margin technically focused work.

Quarter Ending **12/2019**

| Report Date      | Jan 31, 2020 |
|------------------|--------------|
| Sales Surprise   | <b>1.61%</b> |
| EPS Surprise     | <b>5.26%</b> |
| Quarterly EPS    | <b>0.80</b>  |
| Annual EPS (TTM) | <b>3.08</b>  |

### Revenues, Backlog & Headcount Increase Y/Y

Total revenues of \$1.85 billion surpassed the Zacks Consensus Estimate by 1.6% and increased 11.2% year over year. Revenues, excluding billable expenses were \$1.25 billion, up 8.3% on a year-over-year basis. Billable expenses accounted for 32% of revenues.

Total backlog increased 7.3% from the prior-year quarter to \$22 billion. Funded backlog of \$3.52 billion decreased slightly year over year. Unfunded backlog was up 17.9% to \$5.31 billion. Priced options went up 5.8% to \$13.13 billion. Book-to-bill ratio was 0.48, up 6.7% year over year. Headcount of 27,176 increased 5.3% year over year.

### Operating Performance Improves

Adjusted EBITDA of \$190.8 million increased 6.2% year over year. Adjusted EBITDA margin on revenues decreased to 10.3% from 10.8% in the year-ago quarter. Adjusted EBITDA margin on revenues, excluding billable expenses, decreased to 15.3% from 15.6% in the year-ago quarter.

Adjusted operating income was \$170.1 million, up 6.2% year over year. Adjusted operating income margin on revenues was 9.2%, down from the year-ago quarter's figure of 9.7%. Adjusted operating income margin on revenues, excluding billable expenses, was 13.6% compared with 14% in the year-ago quarter.

### Balance Sheet & Cash Flow

Booz Allen Hamilton exited the fiscal third quarter with cash and cash equivalents of \$696.8 million compared with \$781.5 million at the end of the prior quarter. Long-term debt (net of current portion) was \$2 billion, roughly flat with the previous quarter. The company generated \$99.8 million of net cash from operating activities. Capital expenditure was \$30.7 million and free cash flow was \$69 million. The company paid out dividend worth \$38.1 million and repurchased shares worth \$22.5 million in the reported quarter.

### Fiscal 2020 Outlook

The company raised its revenue growth projection to 10-11.5% from 9-11% expected earlier. The adjusted EPS guidance has been raised to \$3.05-\$3.15 from \$3-\$3.1 guided earlier. Adjusted EBITDA margin on revenues is continued to be anticipated in the low 10% range. Operating cash flow is now expected in the range of \$500-\$550 million, compared with the previous expectation of \$450-\$500 million.

The company raised its revenue growth projection to 10-11.5% from 9-11% expected earlier. The adjusted EPS guidance has been raised to \$3.05-\$3.15 from \$3-\$3.1 guided earlier. Adjusted EBITDA margin on revenues is continued to be anticipated in the low 10% range. Operating cash flow is now expected in the range of \$500-\$550 million, compared with the previous expectation of \$450-\$500 million.

## Recent News

On **Apr 30, 2020**, Booz Allen announced that it has created a \$1 million Innovation Fund for supporting development of creative solutions to address the impacts of the coronavirus pandemic.

On **Apr 2, 2020**, Booz Allen announced that it has committed more than \$100 million to support its employees and their surrounding communities through a pandemic-resilience program. The program aims at enabling the company's employees to continue working with government and commercial clients, while taking care of themselves and their families amid coronavirus-induced challenging conditions.

On **Feb 25, 2020**, Booz Allen announced that it has joined the Google Cloud Partner Advantage program. This new combination expands Booz Allen's current set of cloud offerings, aiding the firm to offer federal customers with cloud-enabled capabilities provided by Google Cloud .

## Valuation

Booz Allen shares are up 3.8% in the year-to-date period and 22.5% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Business Services sector are down 4% and 11.7% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry is up 9.1 but the sector is down 4.9.

The S&P 500 index is down 11.5% in the year-to-date period and 1% in the past year.

The stock is currently trading at 21.24X price to forward 12 months' earnings, which compares to 17.72X for the Zacks sub-industry, 26.69X for the Zacks sector and 20.51X for the S&P 500 index.

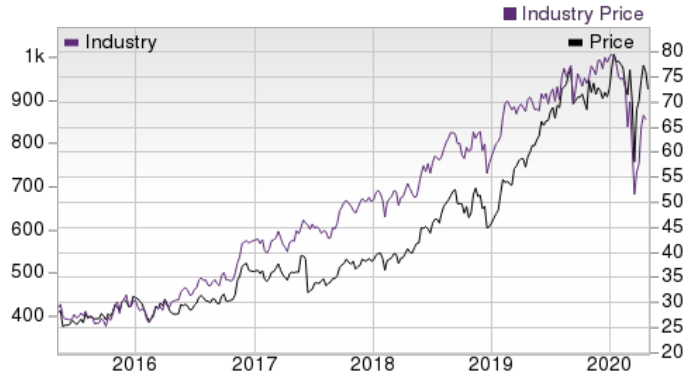
Over the past five years, the stock has traded as high as 23.96X and as low as 14.54X, with a 5-year median of 18.14X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$79.00 price target reflects 22.7X price to forward 12 months' earnings.

The table below shows summary valuation data for BAH

| Valuation Multiples - BAH |               |       |              |        |         |
|---------------------------|---------------|-------|--------------|--------|---------|
|                           |               | Stock | Sub-Industry | Sector | S&P 500 |
| P/E F12 M                 | Current       | 21.24 | 17.72        | 26.69  | 20.51   |
|                           | 5-Year High   | 23.96 | 21.55        | 26.69  | 20.51   |
|                           | 5-Year Low    | 14.54 | 15.94        | 18.68  | 15.19   |
|                           | 5-Year Median | 18.14 | 18.42        | 20.56  | 17.44   |
| P/S F12M                  | Current       | 1.3   | 1.26         | 3.73   | 3.21    |
|                           | 5-Year High   | 1.44  | 1.45         | 3.94   | 3.44    |
|                           | 5-Year Low    | 0.67  | 0.93         | 3.05   | 2.54    |
|                           | 5-Year Median | 0.89  | 1.11         | 3.57   | 3.01    |
| P/B TTM                   | Current       | 11.32 | 7.59         | 4.1    | 3.78    |
|                           | 5-Year High   | 22.57 | 13.82        | 6.69   | 4.55    |
|                           | 5-Year Low    | 8     | 6.03         | 3.19   | 2.84    |
|                           | 5-Year Median | 10.8  | 8.3          | 5.18   | 3.64    |

As of 05/07/2020

## Industry Analysis Zacks Industry Rank: Top 32% (82 out of 253)



## Top Peers

| Company (Ticker)                                      | Rec     | Rank |
|-------------------------------------------------------|---------|------|
| Accenture PLC (ACN)                                   | Neutral | 3    |
| CACI International Inc (CACI)                         | Neutral | 3    |
| CGI Group Inc (GIB)                                   | Neutral | 4    |
| ICF International Inc (ICFI)                          | Neutral | 3    |
| Leidos Holdings Inc (LDOS)                            | Neutral | 2    |
| ManTech International Corporation (MANT)              | Neutral | 3    |
| Maximus Inc (MMS)                                     | Neutral | 3    |
| Science Applications International Corporation (SAIC) | Neutral | 2    |

| Industry Comparison Industry: Government Services |         |            |           | Industry Peers |         |           |
|---------------------------------------------------|---------|------------|-----------|----------------|---------|-----------|
|                                                   | BAH     | X Industry | S&P 500   | ACN            | GIB     | LDOS      |
| Zacks Recommendation (Long Term)                  | Neutral | -          | -         | Neutral        | Neutral | Neutral   |
| Zacks Rank (Short Term)                           | 3       | -          | -         | 3              | 4       | 2         |
| VGM Score                                         | A       | -          | -         | A              | B       | C         |
| Market Cap                                        | 10.35 B | 4.25 B     | 19.51 B   | 118.94 B       | 17.50 B | 14.26 B   |
| # of Analysts                                     | 8       | 3          | 14        | 10             | 5       | 8         |
| Dividend Yield                                    | 1.68%   | 1.68%      | 2.15%     | 1.71%          | 0.00%   | 1.35%     |
| Value Score                                       | B       | -          | -         | C              | C       | B         |
| Cash/Price                                        | 0.07    | 0.04       | 0.06      | 0.05           | 0.01    | 0.05      |
| EV/EBITDA                                         | 17.51   | 11.59      | 11.77     | 16.21          | 12.58   | 13.29     |
| PEG Ratio                                         | 1.48    | 1.73       | 2.54      | 2.47           | 3.11    | 1.73      |
| Price/Book (P/B)                                  | 11.32   | 3.73       | 2.67      | 7.47           | 3.47    | 4.24      |
| Price/Cash Flow (P/CF)                            | 21.87   | 12.99      | 10.44     | 20.99          | 13.68   | 14.28     |
| P/E (F1)                                          | 21.57   | 18.10      | 19.30     | 24.71          | 18.93   | 18.51     |
| Price/Sales (P/S)                                 | 1.42    | 1.36       | 1.99      | 2.66           | 1.90    | 1.25      |
| Earnings Yield                                    | 4.66%   | 5.53%      | 4.91%     | 4.05%          | 5.28%   | 5.40%     |
| Debt/Equity                                       | 2.51    | 0.40       | 0.75      | 0.17           | 0.47    | 0.88      |
| Cash Flow (\$/share)                              | 3.38    | 5.11       | 7.01      | 8.91           | 4.75    | 7.03      |
| Growth Score                                      | A       | -          | -         | A              | B       | B         |
| Hist. EPS Growth (3-5 yrs)                        | 17.07%  | 13.33%     | 10.87%    | 11.33%         | 9.49%   | 14.53%    |
| Proj. EPS Growth (F1/F0)                          | 9.69%   | -15.69%    | -9.87%    | 2.88%          | -3.05%  | 4.91%     |
| Curr. Cash Flow Growth                            | 28.37%  | 13.97%     | 5.88%     | 8.06%          | 3.80%   | 6.19%     |
| Hist. Cash Flow Growth (3-5 yrs)                  | 7.77%   | 9.89%      | 8.55%     | 9.75%          | 1.29%   | 6.45%     |
| Current Ratio                                     | 1.93    | 1.93       | 1.24      | 1.38           | 1.08    | 0.67      |
| Debt/Capital                                      | 71.54%  | 28.49%     | 44.23%    | 14.34%         | 31.83%  | 46.71%    |
| Net Margin                                        | 5.96%   | 5.96%      | 10.68%    | 11.13%         | 10.10%  | 5.20%     |
| Return on Equity                                  | 54.84%  | 17.09%     | 16.36%    | 32.87%         | 19.58%  | 22.56%    |
| Sales/Assets                                      | 1.66    | 1.66       | 0.55      | 1.43           | 0.91    | 1.17      |
| Proj. Sales Growth (F1/F0)                        | 6.19%   | 5.94%      | -2.26%    | 2.83%          | -7.72%  | 15.30%    |
| Momentum Score                                    | C       | -          | -         | C              | D       | F         |
| Daily Price Chg                                   | 0.15%   | 0.15%      | 1.52%     | 3.73%          | 1.50%   | 3.29%     |
| 1 Week Price Chg                                  | -4.50%  | 1.95%      | 0.53%     | 2.64%          | 2.77%   | -3.98%    |
| 4 Week Price Chg                                  | -0.54%  | -0.54%     | 0.73%     | 5.17%          | 8.05%   | 5.15%     |
| 12 Week Price Chg                                 | -3.11%  | -10.23%    | -21.09%   | -11.91%        | -15.60% | -11.25%   |
| 52 Week Price Chg                                 | 22.55%  | -8.13%     | -10.17%   | 7.25%          | -8.70%  | 33.80%    |
| 20 Day Average Volume                             | 741,215 | 365,765    | 2,398,409 | 2,344,299      | 338,729 | 1,080,856 |
| (F1) EPS Est 1 week change                        | 0.00%   | -9.95%     | 0.00%     | 0.00%          | 0.00%   | -6.05%    |
| (F1) EPS Est 4 week change                        | -2.38%  | -14.46%    | -6.95%    | -0.15%         | -9.11%  | -8.25%    |
| (F1) EPS Est 12 week change                       | -1.61%  | -23.04%    | -15.68%   | -3.23%         | -11.46% | -5.32%    |
| (Q1) EPS Est Mthly Chg                            | -3.22%  | -3.22%     | -13.12%   | -0.24%         | -18.22% | -15.36%   |

---

## 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    | <b>B</b> |
| Growth Score   | <b>A</b> |
| Momentum Score | <b>C</b> |
| VGM Score      | <b>A</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.

---

### Disclosures

**This report contains independent commentary to be used for informational purposes only. The analysts contributing to this report do not hold any shares of this stock. The analysts contributing to this report do not serve on the board of the company that issued this stock. The EPS and revenue forecasts are the Zacks Consensus estimates, unless indicated otherwise on the reports first page.** Additionally, the analysts contributing to this report certify that the views expressed herein accurately reflect the analysts personal views as to the subject securities and issuers. ZIR certifies that no part of the analysts compensation was, is, or will be, directly or indirectly, related to the specific recommendation or views expressed by the analyst in the report.

Additional information on the securities mentioned in this report is available upon request. This report is based on data obtained from sources we believe to be reliable, but is not guaranteed as to accuracy and does not purport to be complete. Any opinions expressed herein are subject to change.

ZIR is not an investment advisor and the report should not be construed as advice designed to meet the particular investment needs of any investor. Prior to making any investment decision, you are advised to consult with your broker, investment advisor, or other appropriate tax or financial professional to determine the suitability of any investment. This report and others like it are published regularly and not in response to episodic market activity or events affecting the securities industry.

This report is not to be construed as an offer or the solicitation of an offer to buy or sell the securities herein mentioned. ZIR or its officers, employees or customers may have a position long or short in the securities mentioned and buy or sell the securities from time to time. ZIR is not a broker-dealer. ZIR may enter into arms-length agreements with broker-dealers to provide this research to their clients. Zacks and its staff are not involved in investment banking activities for the stock issuer covered in this report.

ZIR uses the following rating system for the securities it covers. **Outperform-** ZIR expects that the subject company will outperform the broader U.S. equities markets over the next six to twelve months. **Neutral-** ZIR expects that the company will perform in line with the broader U.S. equities markets over the next six to twelve months. **Underperform-** ZIR expects the company will underperform the broader U.S. equities markets over the next six to twelve months.

No part of this report can be reprinted, republished or transmitted electronically without the prior written authorization of ZIR.