

## Blackbaud, Inc.(BLKB)

**\$63.84** (As of 08/27/20)

Price Target (6-12 Months): **\$73.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Outperform**

(Since: 08/04/20)

Prior Recommendation: Neutral

Short Term: 1-3 Months

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

**1-Strong Buy**

Zacks Style Scores:

VGM:C

Value: D

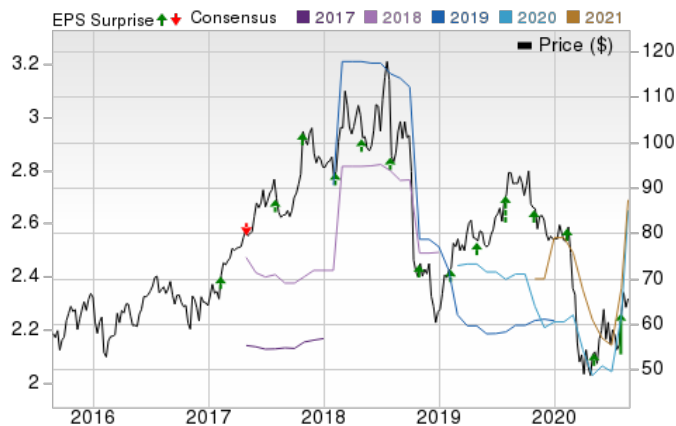
Growth: C

Momentum: B

### Summary

Blackbaud is benefitting from growth in recurring revenues. The company is also gaining from growing cloud of its JustGiving platform and Financial Edge NXT offering, expansion of product portfolio and collaborations. Increasing investments in emerging trends like IoT and digital marketing present significant growth opportunity. Management expects the remote working trend induced by coronavirus outbreak to accelerate adoption of cloud-based solutions, which will boost the top line, going ahead. The synergies from YourCause buyout positions it well to expand presence in enterprise philanthropy market. Although the company's shares have underperformed on a year-to-date basis, these factors are expected to help it grow in the rest of 2020. However, increasing expenses on product development are likely to hurt margins at least in the near term.

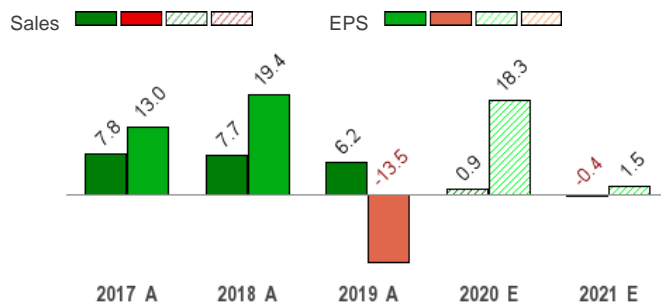
### Price, Consensus & Surprise



### Data Overview

52 Week High-Low	\$95.59 - \$38.22
20 Day Average Volume (sh)	280,732
Market Cap	\$3.2 B
YTD Price Change	-19.8%
Beta	1.15
Dividend / Div Yld	\$0.00 / 0.0%
Industry	<a href="#">Computer - Software</a>
Zacks Industry Rank	Top 27% (67 out of 252)

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



Last EPS Surprise	70.0%
Last Sales Surprise	7.4%
EPS F1 Est- 4 week change	44.6%
Expected Report Date	10/26/2020
Earnings ESP	0.0%
P/E TTM	26.3
P/E F1	24.1
PEG F1	2.9
P/S TTM	3.5

### Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	219 E	228 E	219 E	232 E	906 E
2020	224 A	232 A	221 E	233 E	910 E
2019	217 A	226 A	221 A	238 A	902 A

### EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.64 E	\$0.75 E	\$0.69 E	\$0.75 E	\$2.69 E
2020	\$0.51 A	\$0.85 A	\$0.72 E	\$0.72 E	\$2.65 E
2019	\$0.51 A	\$0.66 A	\$0.56 A	\$0.51 A	\$2.24 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 08/27/2020. The reports text is as of 08/28/2020.

## Overview

Headquartered in Charleston, SC, Blackbaud Inc. is a leading cloud software company working for social causes. The company combines technology and expertise to help organizations achieve their missions.

It offers a full spectrum of cloud-based and on-premise software solutions and related services for organizations of all sizes including: fundraising, eMarketing, advocacy, constituent relationship management ("CRM"), corporate social responsibility ("CSR"), financial management, payment solutions, analytics and vertical-specific solutions.

Blackbaud's SKY platform, the company's modern cloud platform, continues to power innovation for its partners and enable them to build capabilities that look and feel like they were built by Blackbaud. With SKY AI and SKY Analytics, the company provides scalable and high-quality services and rapidly reduces the time required to introduce a product in the market.

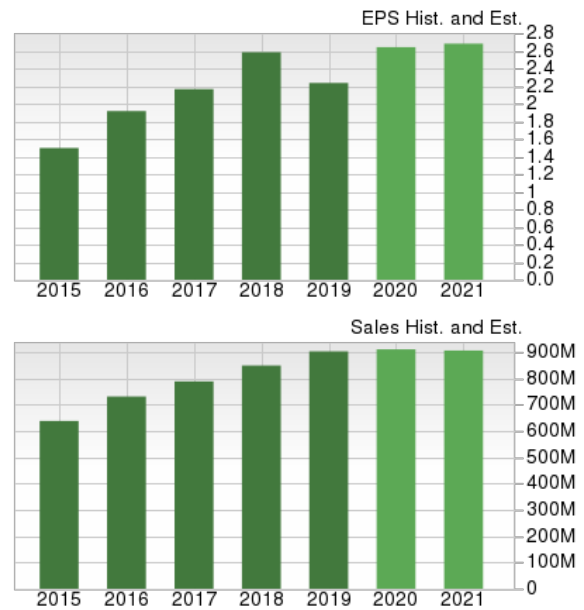
The company works with more than 45,000 customers in over 100 countries that support higher education, healthcare, human services, arts and culture, the environment, independent K-12 education, animal welfare and other charitable causes.

YourCause acquisition (January, 2019) has enabled Blackbaud to boost renewal of cloud solution contracts and sales of subscription-based retained professional services.

The company's current total addressable market ("TAM") is more than \$10 billion. The company has a four-point growth strategy with an objective to deliver innovative products cloud solutions, drive sales effectiveness, expand TAM and improve operational efficiency.

Blackbaud earned non-GAAP revenues of \$902.4 million in 2019.

Blackbaud faces stiff competition from companies that provides software and related services in the non-profit sector. In the general business, the company faces competition from Salesforce.com and Oracle.



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## Reasons To Buy:

- ▲ Blackbaud's cloud-based suite of applications demonstrates strong growth momentum driven by the transition of organizations from the traditional revenue-base model to the cloud-based subscription-based model. The company's growing clout in the Cloud market is evident from its year-over-year revenue growth of approximately 9.1% in 2019. The company has more than 45,000 customers in 2019. Notably, the overall growth expectation for the public cloud computing services market is very bullish. According to Gartner, the worldwide public cloud services market is expected to grow to \$354.6 billion by 2022 from \$227.8 billion in 2019 at a CAGR of 15.9%. IaaS is projected to be the highest growth service driven by improvement in PaaS along with the massive adoption of artificial intelligence (AI), analytics and the Internet of Things (IoT). IaaS is projected to grow from \$40.3 billion in 2019 to \$74.1 billion in 2022 at a CAGR of 22.5%. Exponential growth in the amount of data, complexity of data formats and the need to scale resources at regular intervals compelled several companies to turn to cloud computing vendors. Consequently, considering the growing need for cloud-based applications and software, we anticipate Blackbaud's investments in this space to bolster long-term growth.
- ▲ Expanding product portfolio as well as frequent product launches is a key catalyst. The company is focusing on providing cloud software solutions and data-driven decisions, powered by artificial intelligence (AI), machine learning (ML), cognitive technology, predictive analytics and other advanced technologies. Blackbaud's SKY platform continues to power innovation for its partners and enable them to build capabilities that look and feel like they were built by Blackbaud. The launch of SKY AI and SKY Analytics provides scalable and high-quality services and rapidly reduces the time required to introduce a product in the market. The company is experiencing strong demand for its software particularly verification and digital design products from customers providing datacenter servers, networking products and smartphones. We believe that increasing investments on emerging trends like Internet-of-things (IoT), digital marketing and cloud-based platforms presents significant growth opportunity for the company in the long haul.
- ▲ Blackbaud remains active on the acquisition front and chooses companies that can be easily integrated within its existing or new product lines. From time to time, Blackbaud also acquires organizations with competing technologies with the intention of killing rival products. The JustGiving acquisition helped the company to increase its TAM by expanding the peer-to-peer fundraising abilities. Buyouts like AcademicWorks and Smart Tuition helped Blackbaud in expanding its offerings in the K-12 technology sector. Over the last three years, the company has aggressively pursued acquisitions likely to boost its presence in the cloud computing and database markets. These buyouts have also expanded the company's total TAM. Moreover, YourCause acquisition is expected to position Blackbaud as one of the industry leaders in offering enterprise philanthropy solutions to non-profit organizations and for-profit companies that deal with social concerns. We believe that Blackbaud will continue to pursue strategic acquisitions to improve its market share and top line in the long haul.

Blackbaud's expanding product portfolio, acquisition synergies, higher investments in emerging markets as well as transition the cloud-based subscription-based model are the key catalysts.

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## Risks

- Blackbaud faces stiff competition from companies that provides software and related services in the non-profit sector. In the general business, the company faces competition from Salesforce.com and Oracle. Intensifying competition negatively impacts pricing power, which keeps margins under pressure. Moreover, in order to remain competitive, the company has to increase spending on research & development, which may further negatively impact operating margin.
  - The company continues to make acquisitions. While this improves revenue opportunities, business mix and profitability, it also adds to integration risks. Moreover, frequent acquisitions are a distraction for management, which could impact organic growth, going forward. Frequent buyouts have escalated integration risks for Blackbaud. We note that the frequent acquisitions negatively impacted the company's balance sheet in the form of high level of goodwill and intangible assets, which totaled \$922.8 million or almost 48.6% of total assets as of Jun 30, 2020.
  - Moreover, Blackbaud has a leveraged balance sheet, which adds to the risk of investing in the company. As of Jun 30, 2020, net debt amounted to \$457.6 million, compared with \$505.9 million as of Mar 31, 2020. Moreover, total debt to total capital of 58.3% is higher than the industry's figure of 43.7%. Further, times interest earned is 2.4X compared with the industry's figure of 17.6X. The high debt level can not only jeopardize its ability to sustain dividend payout and buy back shares but also pursue accretive acquisitions. Markedly, on May 5, Blackbaud suspended quarterly cash dividend payouts to maintain near-term liquidity and financial flexibility amid the COVID-19 crisis. .
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## Last Earnings Report

### Blackbaud Q2 Earnings Beat Estimates, Revenues Up Y/Y

Blackbaud, Inc. delivered second-quarter 2020 non-GAAP earnings of 85 cents per share, which beat the Zacks Consensus Estimate by 70%. The figure increased 28.8% year over year.

Total non-GAAP revenues increased 2.5% year over year to \$231.9 million, which beat the consensus mark by 7.4%

#### Quarter in Detail

Total non-GAAP recurring revenues for the reported quarter were \$216.3 million, which contributed 93.2% to total non-GAAP revenues. The figure increased 3.4% year over year.

One-time services and other revenues were \$15.7 million, down 8.3% year over year.

Non-GAAP organic revenues rose 2.5% year over year to \$231.9 million. Non-GAAP organic revenues on a constant currency (CC) basis amounted to \$233.9 million, up 3.4% year over year.

Non-GAAP organic recurring revenues moved up 3.4% year over year to \$216.2 million.

#### Q2 Business Highlights

Blackbaud announced technology innovations specifically designed to support the unique needs of social organizations during COVID-19, which may have generated goodwill around the company's brand and boosted recognition for its products.

Welcoming more than 5,000 registrants, Blackbaud's annual tech conference for K-12 private school leaders boasted record attendance, marquee keynote speakers and sessions focused on navigating school reopening and hybrid learning.

Additionally, Blackbaud showcased key learnings and trends in employee philanthropic behavior and companies' corporate social responsibility (CSR) programs in the second quarter.

These enhanced capabilities are expected to drive adoption of Blackbaud's solutions and boost retention among existing customers.

Higher education and healthcare institutions around the world are turning to Blackbaud solutions to power fundraisers for COVID-19 vaccines and lifesaving equipment.

#### Margin Details

Non-GAAP gross margin contracted 40 basis points (bps) to 60.4%.

Sales, marketing & customer success expenses, as a percentage of revenues, contracted 200 bps from the year-ago quarter to 22.4%. Research and development expenses contracted 70 bps to 10.7%, while general & administrative expenses expanded 20 bps to 12.9%.

Non-GAAP operating margin expanded 430 bps from the year-ago quarter's figure to 23.5%.

#### Balance Sheet & Cash Flow

As on Jun 30, 2020, Blackbaud had cash and cash equivalents of \$30.5 million compared with \$25 million as of Mar 31, 2020.

Total debt (including current portion) as of Jun 30 amounted to \$488.1 million compared with \$530.9 million as of Mar 31, 2020.

Cash provided by operating activities during the quarter was \$37.4 million against \$24.5 million of cash used in operating activities in the prior quarter.

Non-GAAP free cash outflow during the quarter was \$48.2 million compared with \$38.3 million of free cash flow in the last reported quarter.

On May 5, the board of directors announced suspension of quarterly cash dividend payouts to maintain near-term liquidity and financial flexibility during the COVID-19 crisis.

Quarter Ending **06/2020**

Report Date	Jul 29, 2020
Sales Surprise	7.37%
EPS Surprise	70.00%
Quarterly EPS	0.85
Annual EPS (TTM)	2.43

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## Recent News

On Aug 11, Blackbaud rolled out Prayer Wall technology to help churches attend to congregants needs as COVID-19 outbreak forced churches to move their congregations to online environment.

On Jul 21, Blackbaud announced that its end-to-end cloud solutions power 24 of the top 25 private U.S. colleges, per a ranking released by Forbes. Notably, the solutions facilitate students with admissions and advancement services, as well as fundraising and alumni engagement, amid coronavirus crisis-led online learning wave.

On May 7, Blackbaud enhanced its solutions with new solution enhancements and features planned precisely to aid the organizations with the exclusive needs amid the coronavirus pandemic.

On May 5, Blackbaud's board of directors announced suspension of quarterly cash dividend payouts to maintain near-term liquidity and financial flexibility during the COVID-19 crisis.

On Apr 10, Blackbaud announced the launch of a platform that will support virtual small group gatherings for various religious communities amid the global coronavirus pandemic.

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## Valuation

Blackbaud shares are down 19.8% in the year-to-date period and 29.3% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Computer & Technology sector are up 39% and 27.6% in the year-to-date period, respectively. In the past year, the Zacks sub-industry and sector are up 53.3% and 43.2%, respectively.

The S&P 500 index is up 8.2% in the year-to-date period and 19.5% in the past year.

The stock is currently trading at 23.87X forward 12-month earnings compared with 35.4X for the Zacks sub-industry, 27.62X for the Zacks sector and 23.37X for the S&P 500 index.

Over the past five years, the stock has traded as high as 73.23X and as low as 23.87X, with a five-year median of 47.41X. Our Outperform recommendation indicates that the stock will perform better than the market. Our \$73 price target reflects 27.29X forward 12-month earnings.

The table below shows summary valuation data for BLKB

Valuation Multiples - BLKB					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	23.87	35.4	27.62	23.37
	5-Year High	73.23	35.4	27.62	23.37
	5-Year Low	23.87	18.62	16.72	15.25
	5-Year Median	47.41	25.13	19.6	17.58
P/S F12M	Current	3.49	8.23	4.31	3.82
	5-Year High	6.23	8.23	4.31	3.82
	5-Year Low	2.09	3.88	2.32	2.53
	5-Year Median	4.21	5.63	3.14	3.05
EV/Sales TTM	Current	3.58	9.2	5.01	3.42
	5-Year High	7.14	9.2	5.05	3.46
	5-Year Low	2.18	3.26	2.59	2.15
	5-Year Median	4.97	5.85	3.64	2.88

As of 08/27/2020

## Industry Analysis Zacks Industry Rank: Top 27% (67 out of 252)



## Top Peers

Company (Ticker)	Rec	Rank
Adobe Systems Incorporated (ADBE)	Neutral	3
salesforce.com, inc. (CRM)	Neutral	3
CommVault Systems, Inc. (CVLT)	Neutral	3
HubSpot, Inc. (HUBS)	Neutral	3
ServiceNow, Inc. (NOW)	Neutral	3
Oracle Corporation (ORCL)	Neutral	4
Verint Systems Inc. (VRNT)	Neutral	3
Workiva Inc. (WK)	Neutral	3

Industry Comparison Industry: Computer - Software				Industry Peers		
	BLKB	X Industry	S&P 500	ADBE	CRM	ORCL
Zacks Recommendation (Long Term)	Outperform	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	1	-	-	3	3	4
VGM Score	C	-	-	C	B	C
Market Cap	3.16 B	1.74 B	23.67 B	244.78 B	248.96 B	175.47 B
# of Analysts	5	4	14	12	15	11
Dividend Yield	0.00%	0.00%	1.64%	0.00%	0.00%	1.68%
Value Score	D	-	-	D	D	B
Cash/Price	0.14	0.07	0.07	0.02	0.05	0.25
EV/EBITDA	27.86	17.93	13.33	59.67	65.06	11.84
PEG Ratio	2.97	2.58	3.05	3.27	5.02	1.29
Price/Book (P/B)	7.70	6.83	3.18	22.50	6.48	13.80
Price/Cash Flow (P/CF)	21.28	23.18	12.81	62.32	63.17	12.23
P/E (F1)	24.90	35.75	21.68	52.25	90.40	14.19
Price/Sales (P/S)	3.46	4.65	2.50	20.32	12.85	4.49
Earnings Yield	4.15%	2.64%	4.43%	1.91%	1.11%	7.05%
Debt/Equity	1.38	0.24	0.74	0.38	0.07	5.44
Cash Flow (\$/share)	3.00	1.17	6.94	8.19	4.37	4.68
Growth Score	C	-	-	B	A	C
Hist. EPS Growth (3-5 yrs)	4.01%	9.39%	10.41%	45.00%	110.92%	9.05%
Proj. EPS Growth (F1/F0)	18.21%	10.11%	-4.94%	24.10%	2.23%	4.70%
Curr. Cash Flow Growth	-13.30%	6.56%	5.22%	27.62%	36.39%	-2.42%
Hist. Cash Flow Growth (3-5 yrs)	9.63%	9.63%	8.50%	41.64%	40.05%	-0.39%
Current Ratio	0.78	1.51	1.35	1.29	1.15	3.03
Debt/Capital	57.92%	27.95%	43.86%	27.44%	6.50%	84.48%
Net Margin	2.44%	6.61%	10.25%	30.72%	12.21%	25.94%
Return on Equity	16.68%	10.54%	14.66%	35.53%	3.99%	72.76%
Sales/Assets	0.50	0.60	0.50	0.58	0.36	0.37
Proj. Sales Growth (F1/F0)	0.86%	2.10%	-1.43%	13.81%	21.30%	0.17%
Momentum Score	B	-	-	D	B	D
Daily Price Chg	-0.65%	-0.32%	0.43%	-3.44%	1.47%	-0.54%
1 Week Price Chg	3.04%	0.61%	-1.45%	5.72%	7.27%	1.83%
4 Week Price Chg	-1.66%	3.55%	3.75%	16.28%	44.14%	3.49%
12 Week Price Chg	6.24%	7.95%	3.95%	32.28%	61.18%	8.19%
52 Week Price Chg	-29.37%	20.23%	2.75%	78.04%	77.21%	9.62%
20 Day Average Volume	280,732	140,783	1,887,168	2,614,095	9,933,150	10,000,754
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	68.82%	-0.33%
(F1) EPS Est 4 week change	44.58%	0.00%	0.79%	0.00%	68.82%	-0.33%
(F1) EPS Est 12 week change	44.58%	2.50%	3.43%	0.57%	69.14%	-2.13%
(Q1) EPS Est Mthly Chg	63.89%	0.00%	0.00%	0.00%	-6.32%	-0.26%

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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	<b>D</b>
Growth Score	<b>C</b>
Momentum Score	<b>B</b>
VGM Score	<b>C</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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