

## Box, Inc. (BOX)

**\$15.34** (As of 01/27/20)

Price Target (6-12 Months): **\$16.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 05/17/18)

Prior Recommendation: Outperform

Short Term: 1-3 Months

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

**4-Sell**

Zacks Style Scores:

VGM:B

Value: F

Growth: A

Momentum: A

## Summary

Box is riding on expanding customer base and solid cloud storage demand. Further, its strengthening add-on products offerings remain positives. Box's deepening focus on advancement of the global go-to-market strategy will continue to help it in attracting customers from the global market to its platform. Growing adoption of its cloud content management platform by its existing customers as well as new customers is a tailwind. Moreover, the company's strengthening efforts toward enriching cloud management and AI platforms will drive its growth going forward. Also, its strong free cash flow generation is encouraging. However, rising cloud competition from players like Google and Microsoft remains a concern. Also, weakness in the EMEA region continues to be a headwind. The stock has underperformed the industry in the past year.

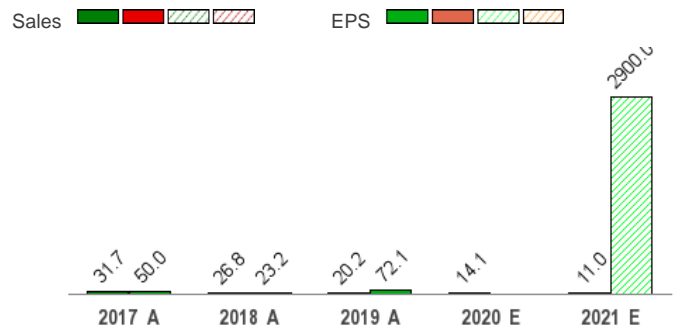
## Price, Consensus & Surprise



## Data Overview

52 Week High-Low	<b>\$24.93 - \$12.46</b>
20 Day Average Volume (sh)	<b>1,385,541</b>
Market Cap	<b>\$2.3 B</b>
YTD Price Change	<b>-8.6%</b>
Beta	<b>1.39</b>
Dividend / Div Yld	<b>\$0.00 / 0.0%</b>
Industry	<b><a href="#">Internet - Software</a></b>
Zacks Industry Rank	<b>Top 38% (98 out of 255)</b>

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



Last EPS Surprise	<b>0.0%</b>
Last Sales Surprise	<b>1.5%</b>
EPS F1 Est- 4 week change	<b>0.0%</b>
Expected Report Date	<b>02/26/2020</b>
Earnings ESP	<b>0.0%</b>
P/E TTM	<b>767.0</b>
P/E F1	<b>1,534.0</b>
PEG F1	<b>90.2</b>
P/S TTM	<b>3.4</b>

## Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	182 E	188 E	193 E	201 E	770 E
2020	163 A	173 A	177 A	182 E	694 E
2019	141 A	148 A	156 A	164 A	608 A

## EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.03 E	\$0.06 E	\$0.07 E	\$0.14 E	\$0.30 E
2020	-\$0.03 A	\$0.00 A	-\$0.01 A	\$0.04 E	\$0.01 E
2019	-\$0.07 A	-\$0.05 A	-\$0.06 A	\$0.06 A	-\$0.12 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 01/27/2020. The reports text is as of 01/28/2020.

## Overview

Headquartered in Redwood City, CA, Box, Inc. (BOX) was incorporated in 2015. The company is a provider of a cloud content management platform. The platform enables internal and external collaboration on content, automation of content-driven business processes, development of custom applications, data protection, security and compliance features.

It serves advertising, construction, consumer packaged goods, education, energy, financial services and insurance, government, healthcare and life sciences, high tech, legal, manufacturing, media and entertainment as well as the retail industry.

Other than the U.S, the company operates in the U.K. France, Germany, Japan, Canada, Australia, Netherlands and Sweden.

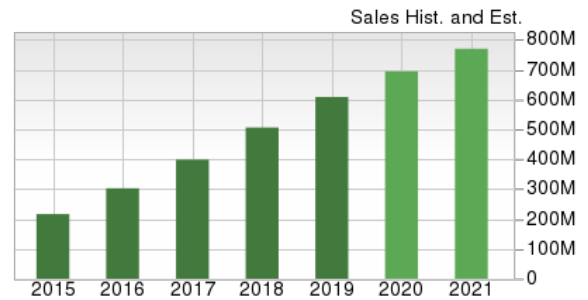
Box currently derives revenues from subscription, sale of premier support package and professional services.

Subscription revenues include subscription fees that customers pay against usage of the company's cloud computing platform and routine support services. Revenues from professional services are derived from implementing best practice use cases, project management and implementation, consulting services.

In fiscal 2019, Box reported revenues of \$608.4 million, an increase of 20% from fiscal 2018.

The competitive environment for Box is gradually improving. The smaller players which have no differentiating features or bigger companies that see little reason to expand are exciting this EFSS industry.

However, the enterprise file storage and collaboration space is already crowded with many competitors. Box's closest competitor, Dropbox, which is more than twice Box's size is now going after the Enterprise market, Box's sweet spot, should be a concern. Also, larger vendors like Microsoft and Google, are catching up and giving their products away free as part of their productivity suites.



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## Reasons To Buy:

▲ Box is currently **enriching its cloud content management and AI platforms** by developing a rich technology partner ecosystem and its platform today integrates with some of the biggest enterprise technology providers such as Microsoft, Apple, IBM, Google and Salesforce. The company enables in-house enterprise developers and independent software developers create industry and market focused applications with ease. As a result, the company has a strong user base. Further, it is witnessing winning clientele and extension of contracts with its existing clients.

Box has a rich technology partner ecosystem and it rides on strong free cash flow, billings and retention rate.

▲ Box says **billings** are a better metric to gauge its sales activity since it recognizes subscription revenues ratably over the subscription item. The billings figure is derived by adding change in deferred revenues with the revenue figure. Year over year, the company has been doing well on this front with billings growing at a handsome rate. Further, free cash flow remains an important measure of Box's profitability and liquidity and provides vital information to investors regarding the amount of cash available for investment in business. The company sees significant improvements in free cash flow through efficient working capital management.

▲ Retention rate is an efficient indicator of long-term value of Box's subscription agreements and its ability to improve upon revenues derived from customers. Box determines retention rate as of a period end by starting with the annual contract value (ACV) from customers with contract value of \$5,000 or more as of 12 months prior to such period end (Prior Period ACV) and a subscription term of at least 12 months. It then determines ACV from the same customers as of the current period end (Current Period ACV). The retention rate is obtained by dividing the aggregate Current Period ACV for the trailing 12- month period by the aggregate Prior Period ACV for the trailing 12-month period. Box has been maintaining retention rates of over 100% through user expansion (both enterprise as well as small and medium business customers).

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## Reasons To Sell:

- ▼ Box has been **incurring losses since it went public in 2005**. As of Jan 31, 2018, the company had an accumulated deficit of \$1.04 billion. Box's current focus is on scaling its business through making significant investments in cloud infrastructure, development, professional services, sales, marketing and so on. The company said that it will continue making such investments and as result does not expect profit in the foreseeable future. However, the company reported break-even earnings in the last reported fiscal second quarter.
  - ▼ Box operates in an **intensely competitive market** and most of the players in the space are operationally superior. They are bigger brands with greater resources and longer history of operation. Some of the major competitors of the company include Google, Microsoft, OpenText and Dropbox. Additionally, the market is characterized by lower entry barriers and frequent technological improvements that increase the chances of price competition. Pricing pressure makes Box susceptible to reduced sales and lower margins.
  - ▼ The **business is concentrated in the U.S.** Box, so far, has not received much success in its international business. Moreover, operating in international markets involves economic, regulatory, geographical and political risks. Under the current circumstances, Box faces considerable difficulties in creating demand and improving revenues in these markets. Moreover, its limited international operations make it vulnerable to foreign exchange risk. Appreciation or depreciation of the U.S. dollar versus foreign currencies could impact the company's financial results.
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Box has been incurring losses since its inception and does not expect profits in the foreseeable future.

## Last Earnings Report

### Box Q3 Loss In Line With Estimates, Revenues Beat

Box, Inc. reported fiscal third-quarter 2020 loss per share of 1 cent, which was inline with the Zacks Consensus Estimate. The company reported a loss of 6 cents per share in the year-ago quarter.

Total revenues came in at \$177.16 million, surpassing the consensus mark of \$174.5 million. Moreover, the top line increased 13.6% year over year and was above the guided range of \$174-\$175 million.

Strong demand for its add-on products and high volume of large enterprise deals aided revenue growth during the quarter.

Box is currently working on enriching cloud content management and AI platforms. During the quarter, it made some notable partnerships and deeper integrations with IBM, Microsoft Teams, and Slack. In addition, it launched Box Shield, major new Relay enhancements, which will expand its share in the cloud market.

The company's rich technology partner ecosystem will continue to be a strong driving force behind growth.

Let's delve deeper into the numbers.

### Billings and Deferred Revenues

Billings were \$171.9 million, up 10% year over year. Deferred revenues were \$325.6 million, up 8% from the year-ago quarter.

### Operating Results

Box's operating expenses (general & administrative, sales & marketing, as well as research & development) of \$160.1 million increased 6.2% year over year.

On a non-GAAP basis, the company recorded non-operating loss of \$0.5 million versus an operating loss of \$7.7 million a year ago. Operating margin was 0% versus (5%) in the year-ago quarter.

### Balance Sheet and Cash Flow

At the end of the quarter, cash and cash equivalents, and accounts receivables balance were \$200.9 million and \$108.4 million compared with \$201.5 million and \$117.9 million, respectively, at the end of the fiscal second quarter.

Net cash provided by operations was \$8.9 million and free cash flow was negative \$1.7 million in the fiscal third quarter.

### Guidance

For the fourth quarter of fiscal 2020, Box expects revenues between \$181 million and \$182 million. On a non-GAAP basis, the company projects the bottom line within 4-5 cents. GAAP loss per share is expected within 22-21 cents.

For fiscal 2020, Box increased its revenue guidance to \$693.7-\$694.7 million from \$690-\$692 million. On a non-GAAP basis, it projects earnings per share to be approximately 1 cent. GAAP loss per share is expected to be \$1.01.

Quarter Ending 10/2019

Report Date	Nov 26, 2019
Sales Surprise	1.51%
EPS Surprise	0.00%
Quarterly EPS	-0.01
Annual EPS (TTM)	0.02

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## Recent News

On **Oct 17, 2019**, Box was mentioned as “Leader” in IDC MarketScape: Worldwide SaaS and Content-Enabled Content Applications 2019 Vendor Assessment.

On **Oct 3, 2019**, Box in collaboration with Splunk revealed about its commitment to develop integration between its Box Shield and the latter’s data and analytics capabilities.

Further, the company teamed up with Adobe to integrate a full-featured Acrobat web experience into its own platform. This will help in connecting collaborative workflows for enterprises.

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## Valuation

Box shares are down 9% in the six-month period and 22.3% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Computer & Technology sector are down 1.5% and up 13.7% in the six-month period, respectively. Over the past year, the Zacks sub-industry is up 18.4% and the sector is up 34.4%

The S&P 500 index is up 9.6% in the six-month period and 24.1% in the past year.

The stock is currently trading at 2.98X forward 12-month sales, which compares to 6.49X for the Zacks sub-industry, 3.72X for the Zacks sector and 3.52X for the S&P 500 index.

Over the past five years, the stock has traded as high as 8.65X and as low as 2.61X, with a 5-year median of 4.27X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$16 price target reflects 3.1X forward 12-month sales.

The table below shows summary valuation data for BOX

Valuation Multiples - BOX					
		Stock	Sub-Industry	Sector	S&P 500
P/S F12M	Current	2.98	6.49	3.72	3.52
	5-Year High	8.65	15.61	3.72	3.52
	5-Year Low	2.61	3.03	2.3	2.54
	5-Year Median	4.27	5.31	3.01	3
EV/Sales TTM	Current	3.47	7.09	4.39	3.3
	5-Year High	10.26	11.57	4.39	3.3
	5-Year Low	3.03	3.01	2.56	2.16
	5-Year Median	5.13	5.98	3.46	2.8

As of 01/27/2020

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## Industry Analysis Zacks Industry Rank: Top 38% (98 out of 255)



## Top Peers

Adobe Systems Incorporated (ADBE)	Neutral
Amazon.com, Inc. (AMZN)	Neutral
Citrix Systems, Inc. (CTXS)	Neutral
Dropbox, Inc. (DBX)	Neutral
Alphabet Inc. (GOOGL)	Neutral
International Business Machines Corporation (IBM)	Neutral
Microsoft Corporation (MSFT)	Neutral
Open Text Corporation (OTEX)	Neutral

Industry Comparison Industry: Internet - Software				Industry Peers		
	BOX Neutral	X Industry	S&P 500	ADBE Neutral	GOOGL Neutral	MSFT Neutral
<b>VGM Score</b>	<b>B</b>	-	-	<b>C</b>	<b>B</b>	<b>C</b>
Market Cap	2.30 B	674.09 M	23.86 B	167.25 B	987.44 B	1,238.00 B
# of Analysts	7	5	13	13	13	14
Dividend Yield	0.00%	0.00%	1.81%	0.00%	0.00%	1.26%
<b>Value Score</b>	<b>F</b>	-	-	<b>D</b>	<b>C</b>	<b>D</b>
Cash/Price	0.08	0.11	0.04	0.02	0.12	0.11
EV/EBITDA	-35.09	-1.64	13.94	40.03	20.02	20.23
PEG Ratio	90.24	2.65	2.00	2.18	1.56	2.54
Price/Book (P/B)	110.37	5.52	3.25	15.95	5.07	11.67
Price/Cash Flow (P/CF)	NA	34.86	13.46	42.36	23.46	25.54
P/E (F1)	1,789.67	56.47	18.67	35.40	26.12	30.29
Price/Sales (P/S)	3.39	4.27	2.62	14.97	6.37	9.54
Earnings Yield	0.07%	0.76%	5.35%	2.83%	3.83%	3.30%
Debt/Equity	16.17	0.11	0.72	0.09	0.07	0.69
Cash Flow (\$/share)	-0.51	-0.01	6.92	8.19	61.03	6.35
<b>Growth Score</b>	<b>A</b>	-	-	<b>A</b>	<b>C</b>	<b>B</b>
Hist. EPS Growth (3-5 yrs)	NA%	16.72%	10.68%	52.77%	23.64%	16.25%
Proj. EPS Growth (F1/F0)	107.14%	14.28%	7.51%	24.51%	17.66%	12.80%
Curr. Cash Flow Growth	-21.40%	2.63%	13.40%	27.62%	44.22%	19.70%
Hist. Cash Flow Growth (3-5 yrs)	7.31%	14.22%	8.78%	41.64%	21.13%	11.99%
Current Ratio	0.76	1.53	1.22	0.79	3.78	2.85
Debt/Capital	94.18%	19.84%	42.92%	8.59%	6.59%	40.81%
Net Margin	-19.76%	-14.19%	11.39%	26.42%	21.04%	31.66%
Return on Equity	-513.34%	-12.09%	17.19%	31.47%	18.34%	39.14%
Sales/Assets	0.86	0.66	0.54	0.56	0.62	0.48
Proj. Sales Growth (F1/F0)	14.10%	17.78%	4.09%	17.68%	18.10%	11.33%
<b>Momentum Score</b>	<b>A</b>	-	-	<b>C</b>	<b>A</b>	<b>A</b>
Daily Price Chg	-5.37%	-1.25%	-1.40%	-1.27%	-2.35%	-1.67%
1 Week Price Chg	-0.37%	0.00%	-1.09%	0.47%	-0.90%	-1.23%
4 Week Price Chg	-8.42%	4.95%	-0.25%	5.65%	6.87%	2.98%
12 Week Price Chg	-9.12%	3.66%	3.64%	25.01%	11.02%	12.27%
52 Week Price Chg	-24.47%	0.00%	18.08%	43.44%	32.58%	54.44%
20 Day Average Volume	1,385,541	293,334	1,615,215	1,826,516	1,427,771	21,492,258
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.12%	0.00%
(F1) EPS Est 4 week change	0.00%	0.00%	0.00%	0.02%	0.24%	0.12%
(F1) EPS Est 12 week change	2.70%	0.00%	-0.17%	0.24%	0.52%	0.15%
(Q1) EPS Est Mthly Chg	0.00%	0.00%	0.00%	0.00%	0.07%	0.22%

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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	F
Growth Score	A
Momentum Score	A
VGM Score	B

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

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