

## Molina Healthcare (MOH)

**\$195.55** (As of 08/17/20)

Price Target (6-12 Months): **\$205.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 10/22/19)

Prior Recommendation: Outperform

Short Term: 1-3 Months

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

**3-Hold**

Zacks Style Scores:

VGM:A

Value: A

Growth: A

Momentum: F

### Summary

Molina Healthcare's shares have outperformed its industry year to date. It is poised for growth on the back of its developmental strategies, improving top line and its margin recovery. It began an enterprise-wide restructuring program to reduce expenses and enhance its overall operational efficiency. The buyout of Magellan Health is expected to add to its capabilities. The company's solid 2020 guidance should instill investor's confidence in the stock. Molina Healthcare also flaunts a solid capital position on balance sheet strength. However, its weak Marketplace business continues to bother. Its second-quarter 2020 adjusted earnings of \$4.79 per share beat the Zacks Consensus Estimate by 1.9%. Moreover, the bottom line soared 54% year over year on solid revenues.

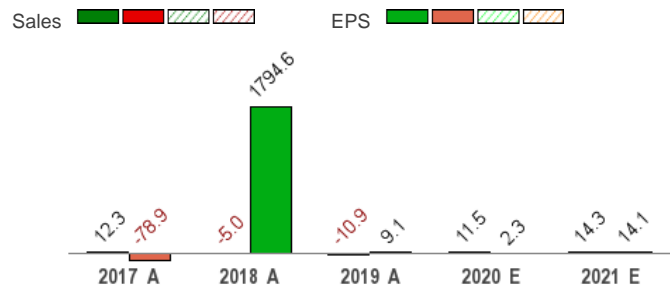
### Price, Consensus & Surprise



### Data Overview

52 Week High-Low	\$198.38 - \$102.85
20 Day Average Volume (sh)	319,762
Market Cap	\$11.6 B
YTD Price Change	44.1%
Beta	0.69
Dividend / Div Yld	\$0.00 / 0.0%
Industry	<a href="#">Medical - HMOs</a>
Zacks Industry Rank	Top 13% (33 out of 252)

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



Last EPS Surprise	1.9%
Last Sales Surprise	-1.7%
EPS F1 Est- 4 week change	-0.9%
Expected Report Date	11/03/2020
Earnings ESP	0.0%
P/E TTM	14.7
P/E F1	16.5
PEG F1	1.3
P/S TTM	0.7

### Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	4,816 E	4,923 E	5,151 E	5,218 E	21,452 E
2020	4,549 A	4,618 A	4,776 E	4,832 E	18,764 E
2019	4,119 A	4,193 A	4,243 A	4,274 A	16,829 A

### EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$3.82 E	\$3.54 E	\$2.98 E	\$3.06 E	\$13.51 E
2020	\$3.02 A	\$4.79 A	\$2.12 E	\$1.97 E	\$11.84 E
2019	\$3.04 A	\$3.11 A	\$2.80 A	\$2.73 A	\$11.57 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 08/17/2020. The reports text is as of 08/18/2020.

## Overview

Founded in 1980 and headquartered in Long Beach, CA, Molina Healthcare Inc. is a multi-state managed care organization participating exclusively in government-sponsored healthcare programs such as the Medicaid program and the State Children's Health Insurance Program (SCHIP), catering to low-income persons. It is a FORTUNE 500 company.

The company provides managed healthcare services under the Medicaid and Medicare programs, and through the state insurance marketplaces (the "Marketplace").

Molina Healthcare was formerly known as American Family Care Inc. until it changed its name in Mar 2000. The company currently operates in two segments: Health Plans and Other.

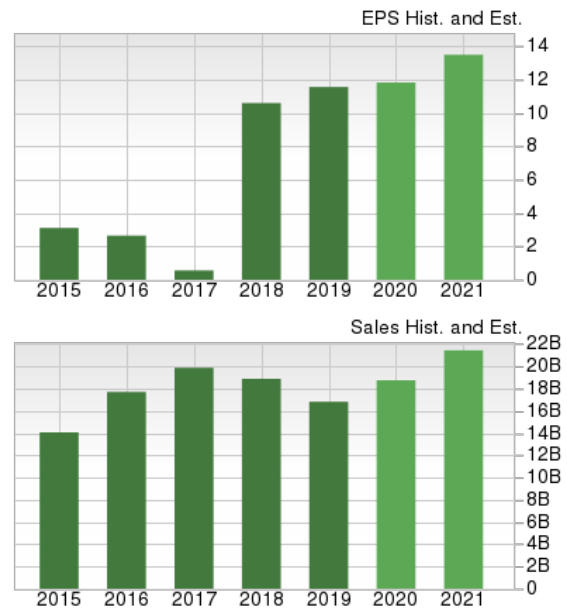
The company manages most of its operations through the Health Plans segment.

The Other segment mainly includes the results of the Pathways behavioral health unit, which Molina sold in the fourth quarter of 2018 apart from other corporate amounts not allocated to the segment.

As of Dec 31, 2019, the company served around 3.3 million members through its locally-operated health plans across several markets.

The health plans are locally operated by wholly owned subsidiaries of Molina, each of which is licensed as a health maintenance organization, or HMO. Molina Healthcare derives revenues primarily from premiums paid to its health plans by the relevant state Medicaid authority. The premium revenues are jointly financed by the federal government and the states.

The company also derives revenues from the federal Centers for Medicare and Medicaid Services (CMS) in connection with its Medicare services.



---

## Reasons To Buy:

- ▲ **Promising Top Line:** Molina Healthcare has seen consistent growth in its revenue base over the past several years. Total revenues witnessed a five-year CAGR (2012-17) of 27.4%. Although the metric declined almost 5% and 11% year over year in 2018 and 2019 each, the same increased 10.3% year over year in the first six months of 2020. The company lifted its 2020 revenue guidance to \$18.8 billion from its past forecast of \$18.3 billion. We are hopeful that the company's top line will continue growing on the back of its strategic initiatives and higher memberships.
- ▲ **Restructuring Initiative:** The company has been gaining from the restructuring and profitability improvement plan started back in 2017. The plan included streamlining of organizational structure to improve efficiency as well as the speed and quality of decision-making. This initiative led to a total expense decline by 13.2% and 11% in 2018 and 2019, respectively. Total operating expenses increased 9% year over year due to higher medical care costs, etc. in the first six months of 2020. We expect this initiative to help curb costs going forward. As a part of this initiative, the company sold its units, Pathways Health and Community Support, LLC and Molina Medicaid Solutions, which is expected to help it focus on core growth areas.
- ▲ **Membership to Rise:** Although the company's membership fell 14.2% and 12.8%, respectively, year over year in 2018 and 2019, the same increased 5.5% in the first six months of 2020. The company's YourCare membership is expected to strengthen membership by 47,000 members in the third quarter. We expect the same to rise on the back of contract wins.
- ▲ **Solid 2020 Guidance:** The company raised its guidance for revenues to \$18.8 billion from its earlier projection of \$18.3 billion owing to higher Medicaid enrollment through the first half of the year as well as revenues from YourCare membership. The company anticipates earnings in the range of \$11.20-\$11.70 per share. It also expects premium revenue growth of approximately 20% for 2021. A solid outlook should instill investor's confidence in the stock.
- ▲ **Strong ROE:** Its return on equity — a profitability measure — is 44.1%, better than the industry average of 26.2%. The metric reflects the company's effectiveness in utilizing shareholders' money, which is impressive to investors.
- ▲ **Acquisition of Magellan Health's Line:** The company entered into an agreement to acquire the Magellan Complete Care (MCC) line of business of Magellan Health, Inc. for a total deal value of \$820 million. The transaction, expected to close by the end of the year, will serve more than 3.6 million members under government-sponsored healthcare programs across 18 states. With this addition, the company is expected to build a better portfolio and gain an enhanced geographic diversity, etc. This will allow it to launch Medicare and Marketplace in new Medicaid geographies. This buyout is projected to provide \$2.8 billion of revenues in 2021.
- ▲ **Capital Position:** The company's solid balance sheet impresses. Its times interest earned stands at 13.7X, higher than the industry average of 10.3X. Moreover, as of Jun 30, 2020, the company had cash and cash equivalents worth \$3.3 billion, higher than its long-term debt of \$1.8 billion. Thus, its solvency level is a positive.
- ▲ **Share Price Movement:** Shares of Molina Healthcare have outperformed its industry year to date. Moreover, its solid fundamentals, such as the growing top line and the restructuring plan are likely to help the stock consistently perform well going forward.

Molina Healthcare's ability to engage in inorganic growth initiatives and capital deployment reflect an improved financial position. Its solid 2019 guidance impresses.

---

### Reasons To Sell:

- ▼ **Weak Marketplace Performance:** Due to disappointing performance of the Marketplace business, the company exited certain unprofitable exchanges. This, in turn, caused a membership decline of 14.2% and 24.3% from the business line in 2018 and 2019, respectively. In 2019, premium revenues from this business fell 21.7% year over year. In the first six months of 2020, premium revenues decreased 7% year over year. Contribution from this business line remains a concern.
- ▼ **Overvalued:** The company's valuation looks expensive at the moment. Its current price to book ratio stands at 5.8X, higher than the industry's average of 3.4X.

High medical care costs, weak Marketplace platform and declining membership are headwinds for the company. High financial leverage also bothers.

---

## Last Earnings Report

### Molina Healthcare Q2 Earnings Beat Estimates, Rise Y/Y

Molina Healthcare's second-quarter 2020 adjusted earnings of \$4.79 per share beat the Zacks Consensus Estimate by 1.9%. Moreover, the bottom line soared 54% year over year on the back of higher revenues.

Total revenues of \$4.6 billion missed the consensus mark by 1.7%.

However, the top line rose 10.1% year over year on increased membership.

Quarter Ending 06/2020

Report Date	Jul 30, 2020
Sales Surprise	-1.74%
EPS Surprise	1.91%
Quarterly EPS	4.79
Annual EPS (TTM)	13.34

### Quarterly Operational Update

The company's net income totaled \$276 million, up 40.8% year over year.

Total operating expenses increased 6.8% year over year to \$4.2 billion.

This deterioration was due to higher medical care costs, premium tax expenses and health insurer fees.

Molina Healthcare's interest expenses climbed 9.1% year over year to \$24 million.

Total membership under Government Program at the end of the second quarter stands at 3.6 billion, up 5.5% year over year.

### Financial Update

As of Jun 30, 2020, Molina Healthcare's cash and cash equivalents surged 34.7% to \$3.3 billion from the level at 2019 end.

Total assets rose 16% from the level at 2019 end to \$7.8 billion.

The company's shareholder equity improved nearly 1.8% from the figure at 2019 end to \$1.9 billion.

As of Jun 30, 2020, net cash flow provided by operating activities stands at \$749 million, up 380% year over year. This upside was owing to solid operating results and the normal fluctuations in timing of premium receipts and government payment.

### Business Update

On Jul 1, the company closed the buyout of certain assets of YourCare Health Plan, Inc.

### 2020 and 2021 Guidance

Following second-quarter results, the company reaffirmed its outlook for the current year.

It still expects earnings in the range of \$11.20-\$11.70 per share.

Molina Healthcare raised its 2020 total revenue guidance to \$18.8 billion from the previous projection of \$18.3 billion.

The company also announced 2021 premium outlook of \$21.5 billion or 20% growth from the 2020 figure.

---

## Recent News

### Molina Healthcare to Buy Assets of Passport Health Plan — Jul 17, 2020

Molina Healthcare has entered into an agreement to acquire certain assets related to the Medicaid and DSNP lines of business of Passport Health Plan. The purchase price is around \$20 million, which the company intends to pay through cash in hand. Subject to closing conditions, the transaction is expected to be completed before 2020 ends.

### Molina Healthcare Acquires to Boost Medicaid Business – Jul 1, 2020

Molina Healthcare acquired certain assets of YourCare Health Plan, Inc., a not-for-profit unit of Monroe Plan for Medical Care.

As part of this deal, the company will serve around 47,000 Medicaid members across seven counties in the Western New York and Finger Lakes regions. Monroe and its unit MP CareSolutions will provide certain post-closing management and administrative services related to member care and provider relations. The buyout will help the company cater better healthcare to members.

### Molina Healthcare's New Deal to Boost Its Medicaid Business – May 30, 2020

Molina Healthcare unveiled that its Kentucky health plan subsidiary was awarded a new Medicaid managed care contract. The new agreement is likely to benefit enrollees of the company's Medicaid programs in Kentucky.

Per the new terms, the deal is likely to come into force from Jan 1 of the next year. The agreement will expire through Dec 31, 2024, and it even holds the potential to get six contract extensions of two years each.

## Valuation

Molina Healthcare shares are up 44.1% in the year-to-date period and 40.8% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Finance sector are up 2.3% and 3% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector are up 21.8% and 10.6%, respectively.

The S&P 500 index is up 6% in the year-to-date period and 17.9% in the past year.

The stock is currently trading at 5.81x trailing 12-month tangible book value, which compares to 3.37x for the Zacks sub-industry, 3.8x for the Zacks sector and 4.54x for the S&P 500 index.

Over the past five years, the stock has traded as high as 6.72x and as low as 1.47x, with a 5-year median of 3.32x. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$205 price target reflects 6.09x tangible book value.

Valuation Multiples - MOH					
		Stock	Sub-Industry	Sector	S&P 500
P/B TTM	Current	5.81	3.37	3.8	4.54
	5-Year High	6.72	4.07	5.07	4.56
	5-Year Low	1.47	2.3	2.94	2.83
	5-Year Median	3.32	3.2	4.3	3.75
P/S F12M	Current	0.57	0.81	2.84	3.71
	5-Year High	0.59	0.86	3.41	3.71
	5-Year Low	0.12	0.48	2.22	2.52
	5-Year Median	0.26	0.7	2.9	3.04

As of 08/17/2020

## Industry Analysis Zacks Industry Rank: Top 13% (33 out of 252)



## Top Peers

Company (Ticker)	Rec	Rank
The Joint Corp. (JYNT)	Outperform	2
Select Medical Holdings Corporation (SEM)	Outperform	1
Anthem, Inc. (ANTM)	Neutral	3
Cigna Corporation (CI)	Neutral	3
Centene Corporation (CNC)	Neutral	3
Humana Inc. (HUM)	Neutral	2
Magellan Health, Inc. (MGLN)	Neutral	3
UnitedHealth Group Incorporated (UNH)	Neutral	3

Industry Comparison Industry: Medical - Hmos				Industry Peers		
	MOH	X Industry	S&P 500	JYNT	MGLN	SEM
Zacks Recommendation (Long Term)	Neutral	-	-	Outperform	Neutral	Outperform
Zacks Rank (Short Term)	3	-	-	2	3	1
VGM Score	A	-	-	C	D	A
Market Cap	11.60 B	2.31 B	23.75 B	255.42 M	1.92 B	2.70 B
# of Analysts	9	8	14	2	2	2
Dividend Yield	0.00%	0.00%	1.62%	0.00%	0.00%	0.00%
Value Score	A	-	-	F	C	A
Cash/Price	0.45	0.34	0.07	0.06	0.12	0.19
EV/EBITDA	7.31	9.36	13.49	48.53	9.36	9.35
PEG Ratio	1.31	1.53	3.03	NA	4.86	1.00
Price/Book (P/B)	5.81	2.19	3.18	33.88	1.24	2.30
Price/Cash Flow (P/CF)	14.65	11.59	12.85	48.39	8.32	7.03
P/E (F1)	16.33	16.52	22.17	95.95	88.07	14.94
Price/Sales (P/S)	0.66	0.63	2.49	4.83	0.29	0.50
Earnings Yield	6.05%	5.61%	4.32%	1.04%	1.14%	6.69%
Debt/Equity	1.02	0.59	0.77	2.02	0.42	3.63
Cash Flow (\$/share)	13.35	6.68	6.94	0.38	9.10	2.87
Growth Score	A	-	-	B	D	A
Hist. EPS Growth (3-5 yrs)	52.12%	26.09%	10.44%	NA	1.93%	10.61%
Proj. EPS Growth (F1/F0)	2.32%	10.32%	-5.97%	-17.39%	-76.94%	8.87%
Curr. Cash Flow Growth	-7.00%	14.42%	5.22%	142.70%	14.08%	10.32%
Hist. Cash Flow Growth (3-5 yrs)	30.21%	13.62%	8.52%	56.02%	3.37%	14.27%
Current Ratio	1.88	1.46	1.33	1.27	2.05	1.09
Debt/Capital	50.56%	37.57%	44.59%	66.91%	29.38%	80.21%
Net Margin	4.51%	4.51%	10.13%	5.38%	2.20%	3.09%
Return on Equity	44.07%	19.01%	14.51%	47.43%	7.74%	18.57%
Sales/Assets	2.48	1.39	0.51	1.16	2.04	0.74
Proj. Sales Growth (F1/F0)	11.50%	12.30%	-1.67%	13.10%	-37.55%	-2.39%
Momentum Score	F	-	-	C	F	B
Daily Price Chg	0.92%	-0.02%	-0.02%	3.34%	-0.21%	2.13%
1 Week Price Chg	-1.15%	0.77%	1.09%	8.62%	1.27%	-4.91%
4 Week Price Chg	9.12%	5.74%	4.83%	21.05%	1.90%	39.49%
12 Week Price Chg	7.32%	6.45%	13.09%	26.33%	6.42%	28.31%
52 Week Price Chg	40.76%	4.34%	2.77%	3.64%	11.02%	25.83%
20 Day Average Volume	319,762	222,304	1,932,479	88,318	122,469	754,106
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	-0.90%	0.09%	1.80%	171.43%	-67.61%	53.41%
(F1) EPS Est 12 week change	-0.47%	1.38%	2.88%	375.00%	-71.68%	39.17%
(Q1) EPS Est Mthly Chg	-4.97%	-2.58%	0.80%	700.00%	-128.05%	58.33%

---

## 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	F
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.

---

### 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.