

## Peoples United (PBCT)

**\$12.19** (As of 06/03/20)

Price Target (6-12 Months): **\$13.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 04/04/19)

Prior Recommendation: Underperform

Short Term: 1-3 Months

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

**3-Hold**

Zacks Style Scores:

VGM:B

Value: C

Growth: B

Momentum: B

### Summary

Shares of People's United have outperformed the industry in the past six months. Also, the company has an impressive earnings surprise history, having surpassed the Zacks Consensus Estimate in three of the trailing four quarters. People's United is growing through acquisitions with the help of strong balance-sheet position. Despite low interest rates, some support to margin is expected with support from growth in loans. The company also exhibits strong liquidity profile. Moreover, People's United's improving credit quality is a tailwind. Further, the company's involvement in steady capital deployment activities enhances shareholders' confidence. However, the company's significant exposure to commercial loans keeps us apprehensive. Rising costs on account of merger-related costs, might limit bottom-line growth.

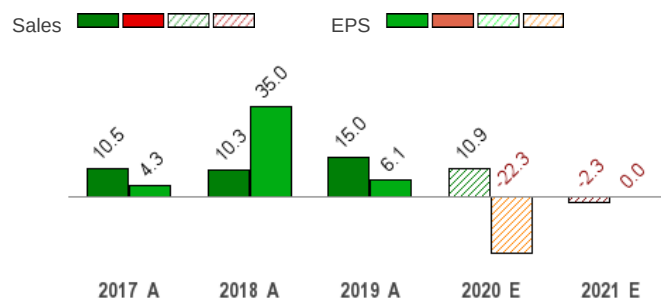
### Price, Consensus & Surprise



### Data Overview

|                            |                                              |
|----------------------------|----------------------------------------------|
| 52 Week High-Low           | \$17.22 - \$9.37                             |
| 20 Day Average Volume (sh) | 3,332,532                                    |
| Market Cap                 | \$5.2 B                                      |
| YTD Price Change           | -27.9%                                       |
| Beta                       | 1.26                                         |
| Dividend / Div Yld         | \$0.72 / 5.9%                                |
| Industry                   | <a href="#">Financial - Savings and Loan</a> |
| Zacks Industry Rank        | Bottom 42% (146 out of 253)                  |

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



|                           |            |
|---------------------------|------------|
| Last EPS Surprise         | 50.0%      |
| Last Sales Surprise       | 4.3%       |
| EPS F1 Est- 4 week change | 1.9%       |
| Expected Report Date      | 07/16/2020 |
| Earnings ESP              | 17.8%      |
| P/E TTM                   | 8.8        |
| P/E F1                    | 11.3       |
| PEG F1                    | 5.6        |
| P/S TTM                   | 2.2        |

### Sales Estimates (millions of \$)

|      | Q1    | Q2    | Q3    | Q4    | Annual* |
|------|-------|-------|-------|-------|---------|
| 2021 | 509 E | 510 E | 514 E | 515 E | 1,997 E |
| 2020 | 520 A | 512 E | 521 E | 498 E | 2,044 E |
| 2019 | 427 A | 454 A | 455 A | 507 A | 1,843 A |

### EPS Estimates

|      | Q1       | Q2       | Q3       | Q4       | Annual*  |
|------|----------|----------|----------|----------|----------|
| 2021 | \$0.31 E | \$0.30 E | \$0.30 E | \$0.30 E | \$1.08 E |
| 2020 | \$0.33 A | \$0.24 E | \$0.28 E | \$0.24 E | \$1.08 E |
| 2019 | \$0.33 A | \$0.34 A | \$0.34 A | \$0.37 A | \$1.39 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 06/03/2020. The reports text is as of 06/04/2020.

## Overview

Founded in 1842 and headquartered in Bridgeport, CT, People's United Financial Inc. is a diversified financial services company operating across Connecticut, Vermont, New Hampshire, Maine, Massachusetts and New York. Effective Feb 23, 2015, the company converted to a bank holding company and simultaneously People's United Bank converted to a national banking association.

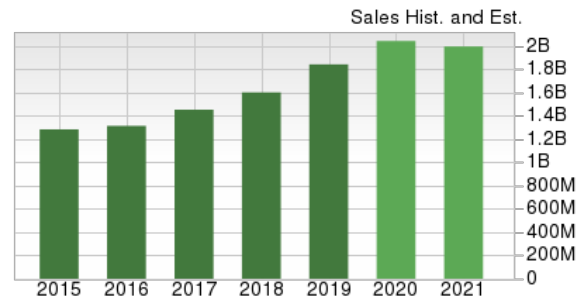
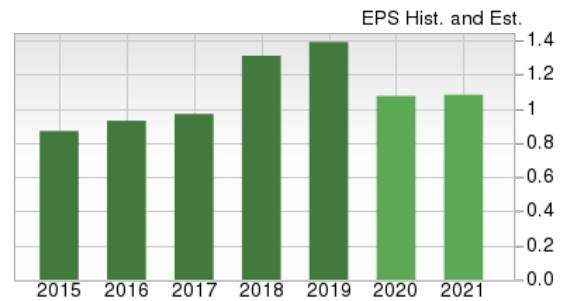
The company's operations are divided into 3 primary business segments that represent its core businesses: Commercial Banking, Retail Banking and Wealth Management. However, it reports through 2 segments:

- **Commercial Banking** segment consists principally of commercial and industrial lending, commercial real estate lending and commercial deposit gathering activities. This segment also includes institutional trust services, corporate trust, insurance services provided through People's United Insurance Agency, Inc. and private banking.
- **Retail Banking** segment includes consumer and small business deposit gathering activities, consumer lending (including residential mortgage and home equity), consumer deposit gathering. Additionally, the segment consists of brokerage, financial advisory services, investment management services and life insurance provided by People's Securities, Inc. and non-institutional trust services.

In addition, the *Treasury* includes People's United's securities portfolio, short-term investments and brokered deposits as well as wholesale borrowings. *Other* includes the residual financial impact from allocation of revenues and expenses, and certain revenues and expenses not attributable to a particular segment, and certain non-recurring items.

In November 2019, the company acquired United Financial Bancorp, while in April, it completed the acquisition of BSB Bancorp. In 2018, People's United acquired First Connecticut Bancorp and its wholly owned subsidiary, Farmington Bank to fortify its presence in Connecticut.

In 2017, the company acquired LEAF Commercial Capital and Suffolk Bancorp. Further, its banking subsidiary acquired Vend Lease Company. In November 2016, People's United Bank acquired Gerstein Fisher.



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## Reasons To Buy:

- ▲ People's United is focused on acquiring the industry's best deposit franchise. The company's total deposits and loans have both witnessed a five-year CAGR (2015-2019) of 11.3%. Notably, deposits form nearly 76% of the company's funding base. With steady economic recovery, rising loans and deposits are expected to support the company's prospects.
- ▲ People's United has experienced rise in net interest margin (NIM) over the past few years. It improved in 2017, 2018 and 2019 on improvement in loan yields. Though interest rates at near-zero level in order to support the U.S. economy from the coronavirus outbreak-induced slowdown might impact the company's NIM, decent lending scenario is likely to support. Notably, NIM declined in first-quarter 2020 due to lower rates.
- ▲ Amid the coronavirus crisis and its impact on the economy, as of Mar 31, 2020, the company has exposure to total debt of \$6.9 billion. Though the debt level has risen in the past few years, its time-interest-earned ratio of 7.2 has grown consistently over the past few quarters, indicating the company's ability to meet its debt obligations based on current income. Thus, People's United has a lesser likelihood of default of interest and debt repayments if the economic situation worsens.
- ▲ Strong credit quality is another positive for People's United. Though credit quality displayed weakness in 2016 largely due to continued slump in energy sector loans, the trend has reversed of late. Also, non-performing assets and the ratio of net loan charge-offs to average total loans have been declining over the past several quarters. Asset quality is expected to continue improving in the quarters ahead, driven by a strengthening economy.
- ▲ People's United's capital deployment activities are encouraging. In April 2020, the company hiked its quarterly dividend payout by 1.4%, marking the 27th consecutive annual dividend hike. In July 2019, the company's board approved repurchase of up to 20 million common shares. With favorable debt/equity ratio and consistently improving quarterly performance, the company's capital-deployment activities seem sustainable, going forward.
- ▲ People's United continues to benefit from a healthy business portfolio that has grown inorganically over time. Since 2016, the company has maintained an acquisition spree fortifying its footprint in various areas. These transactions are anticipated to continue to be accretive to earnings. In November 2019, the company completed acquisition of United Financial Bancorp in a 100% stock transaction valued at around \$759 million. The transaction is likely to be 7 cents accretive to earnings per share based on fully phased-in cost savings in the upcoming period. Given its strong liquidity position, the company remains focused on opportunistic acquisitions that support its long-term growth profile.
- ▲ The stock seems undervalued when compared with the broader industry. Its current price-to-book value and price-to earnings (F1) ratios are below the respective industry averages.

People's United remains focused on opportunistic acquisitions that will aid long-term growth. Also, it benefits from improving loans, strong liquidity position and improving credit quality.

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### Reasons To Sell:

- ▼ Despite undertaking a number of expense-saving initiatives, People's United's operating expenses have witnessed a five-year CAGR (2015-2019) of 7.8%, with the trend continuing in first-quarter 2020. Notably, expenses have been rising due to merger-related costs, and higher compensation and benefits costs. Though the company is focused on optimizing its branch network and initiated installation of technology to improve efficiencies and reduce costs, elevated expense levels are likely to limit bottom-line expansion.
- ▼ Majority of People's United's loan portfolio — nearly 72% as of Mar 31, 2020 — comprises total commercial loans (commercial and industrial lending as well as commercial real estate lending and equipment financing). Such lack of diversification can be risky for the company in case of any downturn.
- ▼ Shares of People's United have outperformed the industry over the past six months. Despite this favorable trend, the company's current-year earnings estimates have been revised 8.5% downward over the past 30 days. Therefore, given the above concerns and lack of positive estimate revisions, the stock has limited upside potential.

Rising expenses due to merger-related costs and higher compensation costs will likely hurt People's United's profitability. Significant exposure to commercial loans makes us apprehensive.

## Last Earnings Report

### People's United Q1 Earnings Beat, Revenues Rise Y/Y

People's United reported first-quarter 2020 operating earnings of 33 cents per share, which surpassed the Zacks Consensus Estimate of 22 cents. Also, the bottom line was in line with the year-ago quarter's reported figure.

First-quarter results reflected improvement in loan and deposit balances, and revenues. Also, a strong capital position supported the company's results. However, elevated expenses and margin contraction were headwinds. Further, a drastic increase in provision for credit losses due to application of CECL and the impacts of the coronavirus outbreak was a major offsetting factor.

After considering certain non-recurring items, net income available to common shareholders was \$126.9 million compared with \$111.1 million reported in the prior-year quarter.

### Revenue Growth Offsets Higher Expenses

Revenues were up 21.6% year over year to \$519.8 million in the first quarter. Also, the top line beat the Zacks Consensus Estimate of \$498.2 million.

Net interest income, on a fully taxable basis, totaled \$403.7 million, up 18.7% year over year. The rise was mainly due to higher earning assets. Nevertheless, net interest margin contracted 8 basis points (bps) to 3.12%.

Non-interest income rose 30.9% year over year to \$123.8 million. Rise in almost all components of income led to the upside.

Non-interest expenses jumped 15.5% on a year-over-year basis to \$320.1 million. Increase in all components, except for other expenses, led to the rise.

Efficiency ratio was 54% compared with 57.3% in the prior-year quarter. A decline in the ratio indicates improved profitability.

As of Mar 31, 2020, total loans were \$44.3 billion, up 1.6% from the prior quarter. Also, total deposits grew 2.6% sequentially to \$44.7 billion.

### Credit Quality Deteriorates

As of Mar 31, 2020, non-performing assets were \$261.8 million, up 24.6% year over year. Ratio of non-performing assets to total originated loans remained stable at 0.54%.

Also, net loan charge-offs more than doubled year over year to \$10.6 million. Net loan charge-offs as a percentage of average total loans were 0.1% on an annualized basis, up 4 bps. Provision for loan losses was \$33.5 million compared with \$5.6 million in the year-ago quarter.

### Capital Position and Profitability Ratios

As of Mar 31, 2020, total risk-based capital ratio decreased to 11.3% from 12.4% recorded a year ago. Tangible equity ratio was 7.4%, down from 7.7%.

Return on average tangible stockholders' equity was 11.8%, down from the prior-year quarter's 13%. Return on average assets of 0.89% declined from 0.96% as of Mar 31, 2020.

### 2020 Outlook

Runoff in the acquired United Financial's portfolio is anticipated to be \$200-\$300 million for 2020.

Quarter Ending 03/2020

| Report Date      | Apr 23, 2020 |
|------------------|--------------|
| Sales Surprise   | 4.34%        |
| EPS Surprise     | 50.00%       |
| Quarterly EPS    | 0.33         |
| Annual EPS (TTM) | 1.38         |

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## Recent News

### Dividend Update

On Apr 23, People's United's board of directors announced a quarterly common stock dividend of 18 cents per share, up 1.4% from the previous payout. The dividend was paid on May 15 to common shareholders of record as on May 1.

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### Valuation

People's United's shares are 29% in the year-to-date period and 50.3% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Finance sector are down 29.4% and 17.8% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector are down 14.3% and 9.7%, respectively.

The S&P 500 Index is down 3.1% in the year-to-date period but up 11.4% in the past year.

The stock is currently trading at 11.31X forward 12 months earnings, which compares to 13.91X for the Zacks sub-industry, 17.05X for the Zacks sector and 22.56X for the S&P 500 Index.

Over the past five years, the stock has traded as high as 21.37X and as low as 7.49X, with a 5-year median of 15.74X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$13 price target reflects 11.88X forward earnings.

The table below shows summary valuation data for PBCT

| Valuation Multiples - PBCT |               |       |              |        |         |
|----------------------------|---------------|-------|--------------|--------|---------|
|                            |               | Stock | Sub-Industry | Sector | S&P 500 |
| P/E F12M                   | Current       | 11.31 | 13.91        | 17.05  | 22.56   |
|                            | 5-Year High   | 21.37 | 18.25        | 17.05  | 22.56   |
|                            | 5-Year Low    | 7.49  | 9.17         | 11.57  | 15.23   |
|                            | 5-Year Median | 15.74 | 14.4         | 13.96  | 17.49   |
| P/TB TTM                   | Current       | 1.24  | 1.08         | 3.36   | 12.28   |
|                            | 5-Year High   | 2.28  | 9.88         | 4      | 12.77   |
|                            | 5-Year Low    | 0.97  | 0.84         | 2      | 5.97    |
|                            | 5-Year Median | 1.84  | 1.46         | 3.47   | 9.28    |
| P/S F12M                   | Current       | 2.56  | 2.47         | 5.8    | 3.51    |
|                            | 5-Year High   | 4.53  | 3.47         | 6.69   | 3.51    |
|                            | 5-Year Low    | 2.09  | 2.14         | 4.98   | 2.53    |
|                            | 5-Year Median | 3.58  | 2.9          | 6.06   | 3.02    |

As of 06/03/2020

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## Industry Analysis Zacks Industry Rank: Bottom 42% (146 out of 253)



## Top Peers

| Company (Ticker)                    | Rec          | Rank |
|-------------------------------------|--------------|------|
| Commerce Bancshares, Inc. (CBSH)    | Neutral      | 3    |
| CullenFrost Bankers, Inc. (CFR)     | Neutral      | 3    |
| Comerica Incorporated (CMA)         | Neutral      | 3    |
| East West Bancorp, Inc. (EWBC)      | Neutral      | 3    |
| SVB Financial Group (SIVB)          | Neutral      | 3    |
| Synovus Financial Corp. (SNV)       | Neutral      | 3    |
| Webster Financial Corporation (WBS) | Neutral      | 3    |
| BOK Financial Corporation (BOKF)    | Underperform | 4    |

| Industry Comparison Industry: Financial - Savings And Loan |           |            |           | Industry Peers |         |         |
|------------------------------------------------------------|-----------|------------|-----------|----------------|---------|---------|
|                                                            | PBCT      | X Industry | S&P 500   | BOKF           | CFR     | WBS     |
| Zacks Recommendation (Long Term)                           | Neutral   | -          | -         | Underperform   | Neutral | Neutral |
| Zacks Rank (Short Term)                                    | 3         | -          | -         | 4              | 3       | 3       |
| VGM Score                                                  | B         | -          | -         | F              | D       | F       |
| Market Cap                                                 | 5.18 B    | 100.66 M   | 22.50 B   | 3.90 B         | 4.87 B  | 2.69 B  |
| # of Analysts                                              | 8         | 3          | 14        | 6              | 6       | 8       |
| Dividend Yield                                             | 5.91%     | 2.89%      | 1.88%     | 3.67%          | 3.65%   | 5.37%   |
| Value Score                                                | C         | -          | -         | F              | B       | C       |
| Cash/Price                                                 | 0.26      | 0.42       | 0.06      | 0.86           | 0.89    | 0.11    |
| EV/EBITDA                                                  | 11.53     | 8.43       | 12.98     | 6.95           | 1.26    | 7.63    |
| PEG Ratio                                                  | 5.80      | 1.93       | 3.05      | NA             | 2.26    | NA      |
| Price/Book (P/B)                                           | 0.69      | 0.83       | 3.11      | 0.78           | 1.27    | 0.93    |
| Price/Cash Flow (P/CF)                                     | 7.60      | 8.22       | 12.18     | 6.69           | 7.95    | 5.83    |
| P/E (F1)                                                   | 11.60     | 12.84      | 22.19     | 11.89          | 21.47   | 13.98   |
| Price/Sales (P/S)                                          | 2.16      | 2.07       | 2.40      | 1.76           | 3.04    | 1.88    |
| Earnings Yield                                             | 8.86%     | 7.79%      | 4.31%     | 8.41%          | 4.67%   | 7.14%   |
| Debt/Equity                                                | 0.74      | 0.74       | 0.76      | 1.15           | 0.06    | 0.80    |
| Cash Flow (\$/share)                                       | 1.60      | 1.77       | 7.01      | 8.31           | 9.78    | 5.12    |
| Growth Score                                               | B         | -          | -         | F              | D       | F       |
| Hist. EPS Growth (3-5 yrs)                                 | 13.22%    | 13.22%     | 10.87%    | 16.47%         | 12.72%  | 17.94%  |
| Proj. EPS Growth (F1/F0)                                   | -22.66%   | -27.50%    | -10.74%   | -33.57%        | -47.00% | -47.60% |
| Curr. Cash Flow Growth                                     | 20.10%    | 7.12%      | 5.48%     | 7.34%          | 1.26%   | 6.12%   |
| Hist. Cash Flow Growth (3-5 yrs)                           | 15.70%    | 13.87%     | 8.55%     | 8.19%          | 10.10%  | 10.73%  |
| Current Ratio                                              | 0.98      | 1.01       | 1.29      | 0.78           | 0.66    | 0.83    |
| Debt/Capital                                               | 41.60%    | 41.60%     | 44.75%    | 53.56%         | 5.79%   | 43.14%  |
| Net Margin                                                 | 22.34%    | 18.13%     | 10.59%    | 20.35%         | 23.89%  | 22.40%  |
| Return on Equity                                           | 8.10%     | 7.79%      | 16.29%    | 9.30%          | 10.23%  | 10.80%  |
| Sales/Assets                                               | 0.04      | 0.05       | 0.55      | 0.05           | 0.05    | 0.05    |
| Proj. Sales Growth (F1/F0)                                 | 10.90%    | 0.00%      | -2.65%    | -1.64%         | 2.72%   | -2.02%  |
| Momentum Score                                             | B         | -          | -         | F              | D       | B       |
| Daily Price Chg                                            | 4.64%     | 1.97%      | 2.42%     | 8.08%          | 3.69%   | 5.56%   |
| 1 Week Price Chg                                           | 5.43%     | 2.72%      | 4.60%     | 7.40%          | 10.82%  | 14.16%  |
| 4 Week Price Chg                                           | 7.31%     | 3.30%      | 13.40%    | 19.63%         | 19.75%  | 22.97%  |
| 12 Week Price Chg                                          | -2.40%    | -9.98%     | 12.78%    | 17.18%         | 37.84%  | -2.90%  |
| 52 Week Price Chg                                          | -24.43%   | -21.07%    | 0.89%     | -28.08%        | -17.54% | -37.58% |
| 20 Day Average Volume                                      | 3,332,532 | 5,761      | 2,528,787 | 314,542        | 514,359 | 863,031 |
| (F1) EPS Est 1 week change                                 | 0.00%     | 0.00%      | 0.00%     | 0.00%          | 0.00%   | 0.00%   |
| (F1) EPS Est 4 week change                                 | 1.90%     | 0.00%      | -0.14%    | -1.09%         | 0.00%   | 0.00%   |
| (F1) EPS Est 12 week change                                | -19.78%   | -23.53%    | -16.00%   | -32.79%        | -62.60% | -42.60% |
| (Q1) EPS Est Mthly Chg                                     | 1.42%     | 0.00%      | -0.02%    | -3.13%         | 0.00%   | 0.00%   |

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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    | C |
| Growth Score   | B |
| Momentum Score | B |
| 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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### Disclosures

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