

## Paylocity Holding (PCTY)

**\$136.29** (As of 02/06/20)

Price Target (6-12 Months): **\$157.00**

Long Term: 6-12 Months

**Zacks Recommendation:** **Outperform**  
(Since: 01/16/20)

Prior Recommendation: Neutral

Short Term: 1-3 Months

**Zacks Rank:** (1-5) **3-Hold**

Zacks Style Scores: VGM:D

Value: F | Growth: D | Momentum: A

### Summary

Paylocity reported solid second-quarter fiscal 2020 results driven by robust growth in recurring revenues. The company is benefiting from the growing adoption of its solutions among clients with less than 50 employees. Moreover, healthy momentum in the company's core and upper end of the market is a tailwind. Further, the release of Learning Management System and Community portal, which garnered a positive feedback from clients, is encouraging. Also, the addition of on-demand pay to its portfolio is likely to boost client wins going forward. The better-than-expected earnings coupled with a bullish guidance by management for the full year is expected to buoy investor confidence in the stock. Nonetheless, the near-term headwinds to margin given the lower interest rate are a concern. Rising competition is also from ADP and Ceredian is a concern.

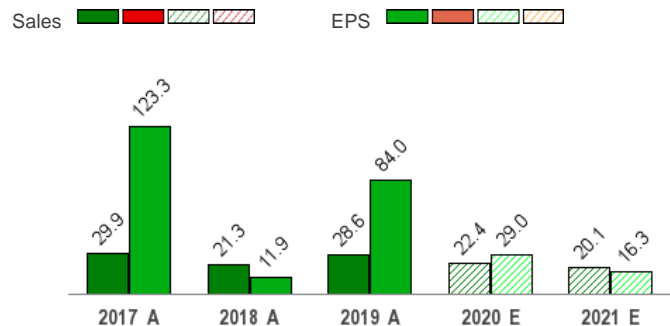
### Price, Consensus & Surprise



### Data Overview

52 Week High-Low	<b>\$150.03 - \$80.01</b>
20 Day Average Volume (sh)	<b>397,898</b>
Market Cap	<b>\$7.3 B</b>
YTD Price Change	<b>12.8%</b>
Beta	<b>1.43</b>
Dividend / Div Yld	<b>\$0.00 / 0.0%</b>
Industry	<b>Internet - Software</b>
Zacks Industry Rank	<b>Top 34% (87 out of 255)</b>

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



Last EPS Surprise	<b>24.1%</b>
Last Sales Surprise	<b>1.9%</b>
EPS F1 Est- 4 week change	<b>0.3%</b>
Expected Report Date	<b>05/07/2020</b>
Earnings ESP	<b>-0.6%</b>

### Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	152 E	159 E	203 E	174 E	688 E
2020	127 A	132 A	169 E	145 E	573 E
2019	101 A	105 A	140 A	120 A	468 A

### EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.37 E	\$0.37 E	\$0.89 E	\$0.47 E	\$2.07 E
2020	\$0.36 A	\$0.36 A	\$0.72 E	\$0.38 E	\$1.78 E
2019	\$0.20 A	\$0.23 A	\$0.60 A	\$0.34 A	\$1.38 A

\*Quarterly figures may not add up to annual.

P/E TTM	<b>82.1</b>
P/E F1	<b>76.6</b>
PEG F1	<b>3.8</b>
P/S TTM	<b>14.1</b>

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 02/06/2020. The reports text is as of 02/07/2020.

## Overview

Illinois-based Paylocity Holding Corporation offers cloud-based payroll and human capital management (HCM) software solutions to medium-sized organizations across the U.S.

The company defines medium-sized organizations as those with employee strength between 20 and 1,000. Paylocity served approximately 20,200 clients (excluding clients acquired as part of the BeneFLEX acquisition) across the U.S. at the end of fiscal 2019.

The company, through its broad product portfolio, helps organizations to make strategic human capital decision, enhance their human resource, payroll, and finance capabilities.

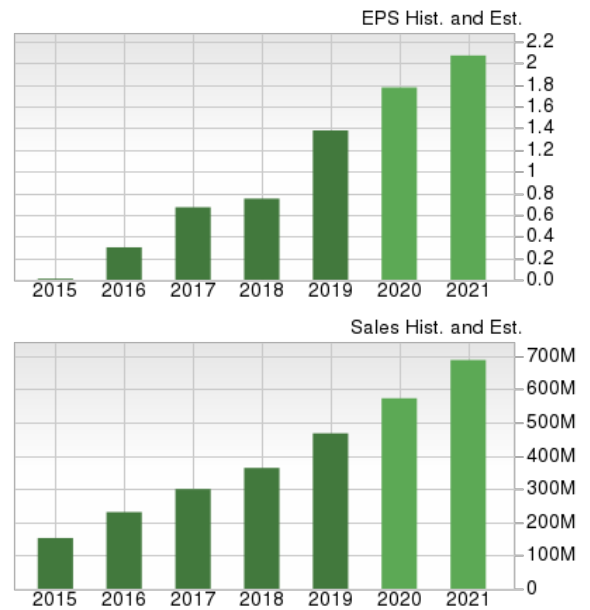
The company's key products include Paylocity Web Pay that provides enterprise-grade payroll processing and administration; Paylocity HR, a set of HR capabilities that improves HR compliance, reporting capabilities, and management of employee information; Paylocity Impressions, an advanced social media feature that integrates peer-to-peer collaboration and recognition in employees; Performance Management, which is used for employee performance appraisal process; Self-Service HR Portals designed to provide employees and managers access to critical payroll and HR information; Paylocity Web Onboarding that enables new employees to acquire necessary knowledge, skills and behaviors and events management; Paylocity Web Time, a time-and-attendance solution; and Paylocity Web Benefits and Paylocity Enterprise Benefits, powered by swift, which per the company "benefit management solutions that integrate with insurance carrier systems to provide automated administrative processes".

Paylocity reported revenues of \$467.6 million in fiscal 2019, up 26% year over year.

Recurring revenues (98% of total revenues) comprising recurring fees and interest income on funds held for clients increased 26% year over year to \$467.6 million in fiscal 2019.

Recurring fees, attributable to the company's cloud-based payroll and HCM solutions, accounted for 93.4% of total revenues while Interest Income on Funds Held for Clients contributed 4.3%. Implementation services and other revenues generated 2.3%.

Paylocity's main competitors are Automatic Data Processing, Inc., Oracle, Paychex, Inc., Paycom Software, Inc., Paycor, Inc., Cornerstone OnDemand, Inc., Ultimate Software Group, Inc. and Workday, Inc.



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## Reasons To Buy:

- ▲ Paylocity holds a dominant position in the payroll processing and human capital management market, primarily due to its robust product portfolio. The company continues to frequently upgrade its existing product portfolio as well as launch new products. Additionally, the Affordable Care Act compliance which was launched in fiscal year 2016 is a positive for the business as it makes it mandatory for companies to buy additional HCM solutions. We believe that higher traction of Paylocity's ACA dashboard application that tracks employee count, employee status and health care plan affordability will act as a tailwind for the company in the long run.
- ▲ Paylocity has grown significantly over the years by providing industry-leading service and technology solutions to its clients and their employees. Its solid business model, diversified products and services, and strategic acquisitions have boosted top-line growth. Revenue growth seems to be steady and is positively impacted by higher recurring revenues and higher traction in cloud-based offerings. Higher revenues will expand margins and increase profitability in the long run.
- ▲ Paylocity offers end-to-end SaaS HCM solution that minimizes data-integrity issues across applications. SaaS solutions are easier and affordable to implement and operate than those offered by traditional software providers. It helps organizations update software faster, without the need for any new hardware investments, thereby allowing them to react better to changes in their business environment. In the last few quarters, a significant portion of revenues was generated from clients moving from traditional payroll service providers to the company's SaaS-based services. We are also positive on Paylocity's continued investment in SaaS technology and mobile applications. Paylocity's SaaS-based solution reduces time, risk and headcount related to installing and maintaining applications for on-premise products. SaaS deployments are easy and help in reducing ownership costs for customers. Growth of cloud computing has supported the SaaS delivery model. Gartner expects the global SaaS market to grow from \$80 billion in 2018 to \$143.7 billion in 2022. With its SaaS-based applications, we think that Paylocity is well positioned to lead the market.
- ▲ Paylocity expands its client base with the help of direct sales force. The company is gaining market share over the most critical client demand area of HCM, which in turn, supports its growth. The HCM solution includes time and labor management, payroll, talent management and human resources (HR) management applications. These offerings have been increasingly helping clients manage both permanent and temporary workforce. As a result, the company has a huge client base. Notably, continued focus on client retention, on the basis of high client satisfaction, has helped the company to maintain its average annual revenue retention rate of more than or equal to 92% for all the said years.
- ▲ The acquisition of BeneFLEX has enriched Paylocity's product suite with a host of benefit administration related solutions. BeneFLEX manages employee benefit related plans including the likes of health savings accounts (HSAs), health reimbursement accounts (HRAs), flexible spending accounts (FSAs), and COBRA for the Midwest and California based mid-market clients.
- ▲ Paylocity is a cash-rich company with a strong balance sheet. Paylocity generated approximately \$115 million cash from operating activities in fiscal 2019 compared with \$97.9 million in the prior fiscal. Free cash flow was \$76.1 million or 16.3% of revenues for fiscal 2019 compared with \$48.8 million or 12.9% of revenues in fiscal 2018. Further, the company achieved its target free cash flow range of 15-20% of revenues. Cash and cash equivalents as of Jun 30, 2019 was approximately \$132.5 million. Since it has no debt on its balance sheet, the existing cash can be used for pursuing strategic acquisitions, investment in growth initiatives and distribution to shareholders.

Paylocity's regular investments in technological upgrades, along with product innovation, will continue to boost its top line.

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## Risks

- Paylocity is likely to be affected by weak economic conditions as employment levels tend to decline and interest rates become more volatile. Lower or falling interest rates generally cause Paylocity's float income to decline. These conditions may have an adverse effect on the company's business owing to lower transaction volumes or loss of clients. Potential clients tend to lower their overall spending on payroll and other HCM services. We believe that this will cause Paylocity to come under pressure, thereby reducing revenue growth potential in the future.
  - Competition in the HCM software market is increasing, which could lead to pricing pressure and affect Paylocity's margins. Some of the possible competitors in this space include ADP, Ceridian, Oracle, Paychex., SAP etc., which offer similar services. Moreover, we believe that Paylocity's dominance could be challenged by new entrants. This could make the company take resort to competitive pricing to maintain and capture further market share. This apart, the ongoing trend to invest more in cloud solutions exposes Paylocity to the risk of losing existing "on-premise customers", which can adversely impact its top-line performance, especially in the short run.
  - Paylocity's SaaS network infrastructure is a crucial part of its business operations. These SaaS-based solutions are prone to certain disruptions caused by human error, cyber threats, security breaches etc. Cyber-warfare and espionage attacks are expected to rise. The attacks on Internet of Things (IoT) devices will increase rapidly due to whopping growth in the number of connected objects, poor security and the high value of data on IoT devices. Cyber-attacks and security vulnerabilities might result in lower revenues, higher costs, liability claims, and can be a competitive disadvantage. Paylocity depends upon information technology (IT) networks, cloud-based platforms, and systems to maintain various business processes. These disruptions may lead to increased customer dissatisfaction.
  - We note that Paylocity currently has a trailing 12 month Price/Book Value (P/B) ratio of 24.29. This level compares unfavorably with what the industry saw over the last year. Hence, valuation looks slightly stretched from a P/B perspective.
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## Last Earnings Report

### Paylocity Reports Solid Q2 Results

Paylocity Holding delivered second-quarter fiscal 2020 non-GAAP earnings of 36 cents per share, topping the Zacks Consensus Estimate of 29 cents. The bottom line was also way higher than the year-ago quarter's 23 cents.

Additionally, Paylocity's revenues of \$132 million improved 23% year over year and also trumped the Zacks Consensus Estimate of \$130 million.

The company is benefiting from growing adoption of its solutions among clients with less than 50 employees. Moreover, healthy momentum in the company's core and upper end of the market is a tailwind.

The better-than-expected earnings coupled with a bullish guidance by management for the full year is expected to buoy investor confidence in the stock. Nonetheless, the near-term headwinds to margin given the lower interest rate are a concern.

### Quarter in Detail

Paylocity's top line was driven by a 23% rise in recurring revenues (97% of total revenues), which totaled \$132.4 million. However, interest income on funds held for clients declined 1.5% to \$4.39 million.

Channel referrals, mainly from brokers and financial advisors, represented more than 25% of new business in the reported quarter.

Partnerships in the technology space with computer software provider Compete and the microsavings tech company EvoShare were noteworthy in the period.

The company's non-GAAP gross profit came in at \$93.1 million, up 24.4% year over year. Non-GAAP gross margin also expanded 50 basis points (bps) year over year to 70.3%, aided by consistent revenue growth and a steady scale in business model.

Adjusted EBITDA increased 16.1% from the year-ago quarter to \$30.3 million. Also, adjusted EBITDA margin of 22.9% contracted 140 basis points.

Non-GAAP operating income of \$21.1 million soared 19.2% year over year.

Paylocity exited the reported quarter with cash and cash equivalents of \$132.5 million compared with \$100.5 million in the earlier reported quarter.

Cash flow from operations for the fiscal second quarter was \$27.8 million compared with \$8.3 million in the year-ago period.

### Guidance

For the fiscal third quarter, Paylocity expects revenues in the range of \$168.5-\$169.5 million, indicating 21% growth from the year-ago reported figure. Adjusted EBITDA is projected in the band of \$63.8-\$64.8 million.

For fiscal 2020, the company anticipates revenues in the bracket of \$572.5-\$573.5 million, up from \$567-\$569 million predicted earlier. Adjusted EBITDA is maintained within \$163.5-\$165.5 million.

Quarter Ending **12/2019**

Report Date	Feb 04, 2020
Sales Surprise	1.87%
EPS Surprise	24.14%
Quarterly EPS	0.36
Annual EPS (TTM)	1.66

## Recent News

On Oct 9, 2019, Paylocity and Compeat announced a partnership, per which the latter's customers will be able to make strategic decisions, cultivate a modern workplace and boost employee engagement on the platform of the former.

On Oct 4, 2019, Paylocity and EvoShare announced a partnership that aims at fully automating the process of funding additional savings account contributions with cash-back from employees' everyday spending for HR and Payroll teams.

## Valuation

Shares of Paylocity have soared 34.4% in the past six months and 64.9% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Computer & Technology sector gained 1.2% and 18.4% in the past six months, respectively. Over the past year, the Zacks sub-industry and the sector gained 12.9% and 28.8%, respectively.

The S&P 500 Index has gained 13.9% in the past six months and 21.1% in the past year.

The stock is currently trading at 11.46X forward 12-month sales, which compares to 6.48X for the Zacks sub-industry, 3.7X for the Zacks sector and 3.45X for the S&P 500 index.

Over the past five years, the stock has traded as high as 12.61X and as low as 4.5X with a 5-year median of 7.2X. Our Outperform recommendation indicates that the stock will perform better than the market. Our \$157 price target reflects 13.2X forward 12-month sales.

The table below shows summary valuation data for PCTY

Valuation Multiples - PCTY					
		Stock	Sub-Industry	Sector	S&P 500
P/S F12M	Current	11.46	6.48	3.7	3.45
	5-Year High	12.61	15.61	3.7	3.54
	5-Year Low	4.5	3.06	2.3	2.54
	5-Year Median	7.2	5.31	3.02	3
P/B TTM	Current	23.57	7.44	5.6	4.54
	5-Year High	25.9	8.23	5.61	4.54
	5-Year Low	11.66	2.29	3.13	2.85
	5-Year Median	16.28	5.19	4.23	3.62
EV/Sales TTM	Current	13.92	7.25	4.4	3.35
	5-Year High	16.12	11.57	4.4	3.35
	5-Year Low	5.51	3.04	2.57	2.12
	5-Year Median	8.82	6.03	3.47	2.79

As of 02/06/2020

## Industry Analysis Zacks Industry Rank: Top 34% (87 out of 255)



## Top Peers

SAP SE (SAP)	Outperform
Automatic Data Processing, Inc. (ADP)	Neutral
Ceridian HCM Holding Inc. (CDAY)	Neutral
Cornerstone OnDemand, Inc. (CSOD)	Neutral
Oracle Corporation (ORCL)	Neutral
Paycom Software, Inc. (PAYC)	Neutral
Paychex, Inc. (PAYX)	Neutral
Workday, Inc. (WDAY)	Neutral

Industry Comparison Industry: Internet - Software				Industry Peers		
	PCTY Outperform	X Industry	S&P 500	ADP Neutral	CDAY Neutral	PAYC Neutral
<b>VGM Score</b>	<b>D</b>	-	-	<b>D</b>	<b>D</b>	<b>C</b>
Market Cap	7.31 B	606.01 M	24.40 B	77.83 B	9.49 B	16.98 B
# of Analysts	10	5	13	11	5	8
Dividend Yield	0.00%	0.00%	1.75%	2.02%	0.00%	0.00%
<b>Value Score</b>	<b>F</b>	-	-	<b>C</b>	<b>F</b>	<b>F</b>
Cash/Price	0.02	0.11	0.04	0.02	0.03	0.01
EV/EBITDA	80.26	-1.88	14.17	17.38	88.89	82.83
PEG Ratio	3.96	2.50	2.05	2.25	NA	2.47
Price/Book (P/B)	22.04	5.28	3.31	14.51	5.04	35.75
Price/Cash Flow (P/CF)	78.35	34.84	13.63	21.11	98.48	108.94
P/E (F1)	79.16	52.28	19.08	29.23	97.46	68.00
Price/Sales (P/S)	14.08	4.23	2.67	5.36	11.51	23.01
Earnings Yield	1.31%	0.80%	5.24%	3.42%	1.03%	1.47%
Debt/Equity	0.23	0.10	0.71	0.25	0.37	0.07
Cash Flow (\$/share)	1.74	-0.02	6.89	8.54	0.67	2.67
<b>Growth Score</b>	<b>D</b>	-	-	<b>C</b>	<b>D</b>	<b>B</b>
Hist. EPS Growth (3-5 yrs)	126.93%	16.72%	10.80%	16.45%	NA	72.86%
Proj. EPS Growth (F1/F0)	28.77%	14.30%	7.23%	13.16%	46.96%	22.14%
Curr. Cash Flow Growth	96.78%	1.28%	9.51%	15.63%	58.18%	121.28%
Hist. Cash Flow Growth (3-5 yrs)	220.86%	14.22%	8.55%	14.63%	NA	69.57%
Current Ratio	1.06	1.56	1.20	1.02	1.07	1.10
Debt/Capital	18.83%	15.07%	42.90%	20.26%	27.01%	6.18%
Net Margin	11.11%	-14.82%	11.76%	16.97%	9.55%	24.48%
Return on Equity	19.02%	-15.51%	16.98%	46.96%	1.73%	39.42%
Sales/Assets	0.27	0.66	0.54	0.33	0.13	0.40
Proj. Sales Growth (F1/F0)	23.22%	17.78%	4.15%	5.32%	11.27%	22.73%
<b>Momentum Score</b>	<b>A</b>	-	-	<b>F</b>	<b>A</b>	<b>A</b>
Daily Price Chg	-0.36%	0.00%	-0.11%	0.92%	-10.28%	-9.86%
1 Week Price Chg	2.32%	-1.69%	-2.60%	-3.28%	2.39%	1.06%
4 Week Price Chg	3.07%	0.00%	1.51%	5.29%	-7.83%	1.90%
12 Week Price Chg	24.69%	5.13%	5.63%	5.95%	19.61%	25.96%
52 Week Price Chg	68.01%	0.00%	17.01%	23.74%	51.66%	72.87%
20 Day Average Volume	397,898	312,012	1,961,054	2,054,449	1,182,732	1,433,203
(F1) EPS Est 1 week change	1.28%	0.00%	0.00%	-0.03%	0.00%	0.00%
(F1) EPS Est 4 week change	0.35%	0.00%	-0.00%	0.13%	0.00%	0.00%
(F1) EPS Est 12 week change	2.60%	0.00%	-0.16%	0.03%	-5.63%	0.00%
(Q1) EPS Est Mthly Chg	-1.12%	0.00%	0.00%	-1.92%	0.00%	0.00%

## 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	D
Momentum Score	A
VGM Score	D

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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