

## T. Rowe Price Group (TROW)

**\$112.79** (As of 03/10/20)

Price Target (6-12 Months): **\$118.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 03/09/20)

Prior Recommendation: Outperform

Short Term: 1-3 Months

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

**2-Buy**

Zacks Style Scores:

VGM:F

Value: D

Growth: D

Momentum: F

### Summary

Shares of T. Rowe Price have outperformed the industry, over the past six months. Also, the company has an impressive earnings surprise history, beating the Zacks Consensus Estimate in all the trailing four quarters. The company's planned strategic initiatives, including investment in technology and advisory services, strengthening distribution platform, introduction of products, will likely stoke long-term growth. Further, organic growth is a key strength for the company, as reflected by revenue growth story. Additionally, the company remains debt free with sufficient liquidity. Also, steady capital deployment activities are impressive. However, rising expenses, stretched valuation and the regulatory pressure across the investment-management industry are key concerns. Notably, management expects 2020 non-GAAP operating expenses to be up 6-9%.

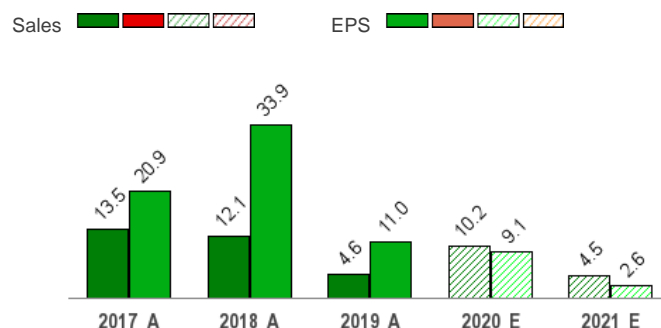
### Price, Consensus & Surprise



### Data Overview

52 Week High-Low	<b>\$139.82 - \$97.46</b>
20 Day Average Volume (sh)	<b>1,743,880</b>
Market Cap	<b>\$26.6 B</b>
YTD Price Change	<b>-7.4%</b>
Beta	<b>1.06</b>
Dividend / Div Yld	<b>\$3.60 / 2.7%</b>
Industry	<a href="#">Financial - Investment Management</a>
Zacks Industry Rank	<b>Top 13% (33 out of 253)</b>

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



Last EPS Surprise	<b>4.1%</b>
Last Sales Surprise	<b>0.2%</b>
EPS F1 Est- 4 week change	<b>-0.3%</b>
Expected Report Date	<b>04/22/2020</b>
Earnings ESP	<b>-9.0%</b>
P/E TTM	<b>14.0</b>
P/E F1	<b>12.8</b>
PEG F1	<b>1.4</b>
P/S TTM	<b>4.7</b>

### Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021					6,466 E
2020	1,512 E	1,535 E	1,564 E	1,580 E	6,190 E
2019	1,327 A	1,395 A	1,427 A	1,469 A	5,618 A

### EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$2.23 E	\$2.28 E	\$2.40 E	\$2.25 E	\$9.03 E
2020	\$2.10 E	\$2.17 E	\$2.25 E	\$2.18 E	\$8.80 E
2019	\$1.87 A	\$2.03 A	\$2.13 A	\$2.03 A	\$8.07 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 03/10/2020. The reports text is as of 03/11/2020.

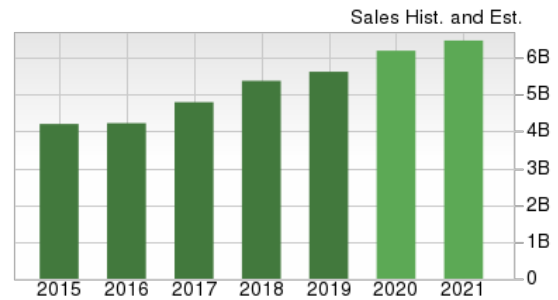
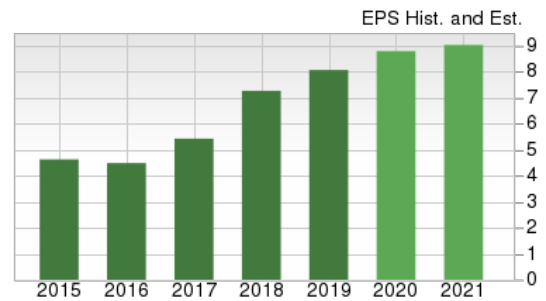
## Overview

Founded in 1937 and headquartered in Baltimore, T. Rowe Price Group Inc. is a global investment management organization that provides a broad array of mutual funds, sub-advisory services and separate account management for individual and institutional investors, retirement plans and financial intermediaries. Through its subsidiaries, the company manages separate client-focused equity, fixed income and balanced portfolios along with mutual funds. Its client base includes individual investors, defined contribution retirement plans, institutional investors and third-party distributors, among others. The company operates worldwide from the U.S., England, Argentina, Australia, Hong Kong, Japan and Singapore.

Following are the components of the net revenue:

- The Investment Advisory Services earn fees for managing the investment portfolios that are computed using the value of AUM. As of Dec 31, 2019, non-U.S. investment advisory clients accounted for about 6.9% of the AUM.
- The Administrative Services provides advisory-related administrative services to price funds through its subsidiaries. Overall, it provides mutual fund transfer agency and shareholder services, mutual fund accounting services and participant accounting, plan administration and transfer agent services. Additionally, the company provides trustee services and other non-discretionary advisory planning services to fund shareholders and potential investors.
- The Distribution and Servicing fees represents servicing fees earned from 12b-1 plans of the Advisor, R, and VIP II classes of sponsored mutual funds.

In May 2017, T. Rowe Price, in order to provide additional high yield investment opportunity to its clients and to further strengthen its global fixed income franchise, has acquired a new fund from Henderson Global Investors.



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## Reasons To Buy:

- ▲ Organic growth remains a key strength at T. Rowe Price, as reflected by its revenue growth story. Net revenues demonstrated a 7.5% improvement at a CAGR, over the last five years (2015-2019). Additionally, the company remains focused on fortifying business through several planned initiatives largely tied with launching new investment strategies and vehicles, enhancing client engagement capabilities in each distribution channels, strengthening distribution channel in U.S., EMEA, and Asia Pacific and improving its technology platform and derive long-term cost efficiencies.
- ▲ Although the global financial crisis has led to a decline in growth metrics, T. Rowe Price has been able to sustain positive earnings throughout the critical period as it benefits from its diverse business model. The earnings continue to get helped by strong brand, consistent investment track record and strong business volumes. Going forward, the mix shift toward international growth funds is also expected to help increase both revenue and investment management margin of the company. Notably, for the three-year period ended Dec 31, 2019, 75% of the T. Rowe Price mutual funds throughout the share classes outperformed the comparable Lipper averages on a total return basis, while 80% outperformed for the five-year period. In addition, T. Rowe Price stock, bond, and blended asset funds that ended fourth-quarter 2019, with an overall rating of four or five stars from Morningstar, account for 84% of the AUM in the firm's rated funds.
- ▲ T. Rowe Price's trailing 12-month return on equity (ROE) reflects its superiority in terms of utilizing shareholders' fund. The company's ROE of 29.45% compared favorably with the industry's 13.86%.
- ▲ T. Rowe Price remains debt free with substantial liquidity that includes cash and sponsored portfolio investment holdings of about \$5.6 billion, as of Dec 31, 2019. This has aided in strengthening the company's capital leverage and generating a return on earnings that is substantially higher than the industry average. These growth drivers also pave the way for an industry-leading dividend yield, thereby creating ample investor confidence and scope for investment and growth opportunities in the future.
- ▲ T. Rowe Price consistently enhances shareholders' value through strong capital-deployment activities. In February 2020, the company hiked its quarterly common stock dividend by 18.4% to 90 cents per share, marking T. Rowe Price's 34th consecutive annual dividend increase, reflecting the company's commitment to return value to shareholders with its strong cash-generation capabilities. Further, its board of directors increased the common share repurchase authorization by 10 million shares, bringing the total authorization to about 22.4 million shares. Therefore, with debt-free position, these capital-deployment activities seem sustainable for the long term.
- ▲ Shares of T. Rowe Price have outperformed the industry, over the past six months. Further, the company's 2020 earnings estimates have been revised 5.1% upward, over the last 60 days. Therefore, given the solid fundamentals and positive estimates revision, the stock has upside potential.

Organic growth, steady capital deployment activities and diverse business model remain key strengths. Further, planned strategies and debt-free position should accelerate its business performance.

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### Reasons To Sell:

- ▼ Elevated operating expenses are a major concern for T. Rowe Price. Expenses escalated at a five-year (2015-2019) CAGR of 8.8%. Moreover, the company incurs significant expenditures to attract new investment advisory clients and additional investments from existing clients. Notably, management expects 2020 non-GAAP operating expenses to be up 6-9%.
- ▼ Investment advisory fees are the biggest source of revenue for T. Rowe Price, comprising about 91% of its net revenue. The increased dependence on these could adversely affect the company's financials in the near term as the changes in AUM owing to market fluctuations and foreign exchange translations, regulatory changes or a sudden slowdown in overall business activities could hurt this revenue source.
- ▼ The stock seems overvalued when compared with the broader industry. Its current price-to-book value and price-earnings (F1) ratios are above the respective industry averages.

T. Rowe Price's bottom line growth continues to suffer from escalating operating costs and stretched valuation. Further, overdependence on investment advisory fees is a concern for the company.

## Last Earnings Report

### T. Rowe Price Q4 Earnings Impress on High Revenues

T. Rowe Price reported a positive earnings surprise of 4.1% in fourth-quarter 2019. Adjusted earnings per share came in at \$2.03, outpacing the Zacks Consensus Estimate of \$1.95. The reported figure also improved 31.8% from the year-ago quarter.

Results were driven by higher AUM and revenues. However, escalating expenses were an undermining factor.

Including certain non-recurring items, net income came in at \$545.3 million or \$2.24 per share compared with the \$351.9 million or \$1.41 per share recorded in the prior-year quarter.

For full-year 2019, the company reported adjusted net income of \$1.98 billion or \$8.07 per share as against the year-ago income of \$1.81 billion or \$7.15 per share. The bottom line beat the Zacks Consensus Estimate of \$8.03 per share.

### Revenues Improve, Expenses Flare Up

For full-year 2019, net revenues came in at \$5.6 billion, up 4.6% year over year. This upside was primarily driven by an increase in investment advisory fees. Moreover, net revenues came almost in line with the Zacks Consensus Estimate.

Net revenues in the fourth quarter increased 12.5% to \$1.47 billion from the year-ago quarter. This upswing primarily resulted from higher investment advisory fees, along with elevated administrative, distribution and servicing fees. The net revenue figure also outpaced the Zacks Consensus Estimate of \$1.45 billion.

Investment advisory fees climbed 13.6% year over year. Also, administrative, distribution and servicing fees escalated 2.2% year over year to \$124 million.

Investment advisory revenues earned from T. Rowe Price mutual funds, distributed in the United States, were up 9.4% year over year to \$894.9 million. Investment advisory revenues earned from other investment portfolios, managed by the company, increased 23% from the prior-year quarter to \$449.8 million.

Total adjusted operating expenses flared up 8.7% year over year to \$863.5 million in the reported quarter. Rise in headcount, continued strategic investments and elevated bonus and stock-based compensation expense mainly resulted in this upsurge. Including certain one-time items, expenses were \$888.4 million, up 16.5%.

As of Dec 31, 2019, T. Rowe Price employed 7,365 associates, around 4.9% higher than the last year.

### Strong Assets Position

As of Dec 31, 2019, total AUM climbed 25.4% year over year to \$1.21 trillion. During the October-December quarter, net market appreciation and income, came in at \$79.4 billion, while net cash inflow was \$2.8 billion after client transfers.

T. Rowe Price remains debt free with substantial liquidity, including cash and sponsored portfolio investment holdings of about \$5.6 billion as of Dec 31, 2019, which enable the company to keep on investing.

### Capital-Deployment Activity

During 2019, T. Rowe Price repurchased 7 million shares of its common stock for \$708.8 million and at an average cost of \$101.65 and invested \$204.6 million in capitalized technology and facilities using available cash balances.

During the reported quarter, T. Rowe Price repurchased 1.3 million shares of its common stock for \$142 million at an average cost of \$110.89.

For 2020, the company projects capital expenditures at approximately \$210 million, comprising three-fourth for technology development.

### Outlook

T. Rowe Price projects full-year 2020 non-GAAP operating expense growth of 6-9%. This guidance reflects continued investments in the business and technology, cost optimization efforts and concluding part of the phased implementation of making payments to all third-party investment research.

Quarter Ending **12/2019**

Report Date	Jan 29, 2020
Sales Surprise	0.19%
EPS Surprise	4.10%
Quarterly EPS	2.03
Annual EPS (TTM)	8.06

## Recent News

### T. Rowe Price Reports Slight Sequential Increase in January AUM - Feb 12, 2020

T. Rowe Price has announced preliminary AUM of \$1.212 trillion for January 2020. Results reflect marginal rise from the \$1.207 trillion recorded on Dec 31, 2019. Client transfers from mutual funds to other portfolios, including trusts and separate accounts, were \$2.8 billion in January.

### T. Rowe Wins Preliminary Approval for Semi-Transparent ETFs - Nov 14, 2019

T. Rowe Price has been granted permission to offer semi-transparent exchange traded funds (ETFs) by the Securities and Exchange Commission. The company had first filed for relief in 2013.

T. Rowe Price is required to undertake certain regulatory permissions until it can launch any ETFs. Also, the company is yet to decide upon the investment strategies it will make available. Notably, it will start by offering certain U.S. equity strategies.

With this semi-transparent structure, T. Rowe Price will be able to offer active strategies without the need to disclose certain information that might be harmful to the interests of fund shareholders.

### Dividend Update

On Feb 12, T. Rowe Price's board of directors announced an increased quarterly common stock dividend of 90 cents per share, up 18.4%. The new dividend will be paid on Mar 30, to shareholders of record as of Mar 16, 2020.

## Valuation

T. Rowe Price's shares are down 7.4% in the year-to-date period but up 12.3% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Finance sector are down 20.4% and 17.2%, respectively, in the year-to-date period. Over the past year, the Zacks sub-industry and the sector is down 20.8% and 9.9%, respectively.

The S&P 500 Index is down 10.5% in the year-to-date period while up 2.5% in the past year.

The stock is currently trading at 12.75X forward 12 months earnings, which compares to 10.08X for the Zacks sub-industry, 12.42X for the Zacks sector and 16.58X for the S&P 500 index.

Over the past five years, the stock has traded as high as 19.89X and as low as 11.68X, with a 5-year median of 15.16X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$118 price target reflects 13.33X forward earnings.

The table below shows summary valuation data for TROW

Valuation Multiples - TROW					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	12.75	10.08	12.42	16.58
	5-Year High	19.89	14.39	16.21	19.34
	5-Year Low	11.68	9.84	12.01	15.18
	5-Year Median	15.16	12.33	13.97	17.42
P/TB TTM	Current	4.16	2.09	2.81	10.94
	5-Year High	6.02	3.83	3.98	12.86
	5-Year Low	3.63	1.65	2.44	6.02
	5-Year Median	4.54	3.04	3.46	9.13
P/S F12M	Current	4.27	3.72	5.99	3.05
	5-Year High	5.58	3.72	6.64	3.44
	5-Year Low	3.45	2.31	5.39	2.54
	5-Year Median	4.41	3.01	6.04	3.01

As of 03/10/2020

## Industry Analysis Zacks Industry Rank: Top 13% (33 out of 253)



## Top Peers

KKR & Co. Inc. (KKR)	Outperform
Ameriprise Financial, Inc. (AMP)	Neutral
Franklin Resources, Inc. (BEN)	Neutral
BlackRock, Inc. (BLK)	Neutral
Blackstone Group Inc/The (BX)	Neutral
Invesco Ltd. (IVZ)	Neutral
Principal Financial Group, Inc. (PFG)	Neutral
SEI Investments Company (SEIC)	Neutral

Industry Comparison Industry: Financial - Investment Management				Industry Peers		
	TROW Neutral	X Industry	S&P 500	AMP Neutral	BEN Neutral	IVZ Neutral
<b>VGM Score</b>	<b>F</b>	-	-	<b>D</b>	<b>D</b>	<b>C</b>
Market Cap	26.62 B	767.50 M	20.21 B	14.70 B	10.01 B	5.65 B
# of Analysts	7	3	13	3	4	7
Dividend Yield	2.70%	2.97%	2.18%	3.25%	5.36%	9.94%
<b>Value Score</b>	<b>D</b>	-	-	<b>B</b>	<b>B</b>	<b>A</b>
Cash/Price	0.06	0.22	0.05	0.25	0.56	0.29
EV/EBITDA	8.01	6.28	12.36	4.73	2.61	12.66
PEG Ratio	1.42	0.89	1.78	NA	0.79	0.57
Price/Book (P/B)	3.71	1.30	2.77	2.72	0.92	0.55
Price/Cash Flow (P/CF)	12.17	9.01	11.04	6.58	6.95	3.97
P/E (F1)	12.82	8.56	16.09	6.53	7.91	4.58
Price/Sales (P/S)	4.74	2.08	2.17	1.13	1.73	0.92
Earnings Yield	7.80%	11.65%	6.20%	15.32%	12.66%	21.81%
Debt/Equity	0.02	0.20	0.70	0.82	0.07	0.81
Cash Flow (\$/share)	9.27	1.94	7.01	18.13	2.90	3.14
<b>Growth Score</b>	<b>D</b>	-	-	<b>F</b>	<b>F</b>	<b>C</b>
Hist. EPS Growth (3-5 yrs)	14.55%	6.34%	10.85%	16.07%	-4.47%	0.64%
Proj. EPS Growth (F1/F0)	9.05%	11.33%	6.14%	13.46%	1.09%	6.84%
Curr. Cash Flow Growth	10.14%	-4.05%	6.09%	-1.33%	-22.73%	24.49%
Hist. Cash Flow Growth (3-5 yrs)	10.60%	3.83%	8.52%	4.37%	-10.94%	3.83%
Current Ratio	6.78	2.30	1.24	0.67	3.58	1.62
Debt/Capital	15.14%	21.90%	42.57%	45.20%	12.77%	37.79%
Net Margin	37.69%	14.60%	11.69%	14.60%	21.99%	10.20%
Return on Equity	29.45%	13.86%	16.74%	37.39%	12.76%	12.00%
Sales/Assets	0.62	0.37	0.54	0.09	0.40	0.17
Proj. Sales Growth (F1/F0)	10.17%	1.26%	3.71%	0.46%	-3.19%	13.09%
<b>Momentum Score</b>	<b>F</b>	-	-	<b>B</b>	<b>F</b>	<b>F</b>
Daily Price Chg	8.83%	2.53%	4.87%	9.30%	3.28%	7.59%
1 Week Price Chg	-1.07%	-2.46%	-0.67%	-10.40%	-0.51%	-8.89%
4 Week Price Chg	-18.63%	-20.47%	-15.65%	-32.85%	-19.91%	-33.99%
12 Week Price Chg	-8.32%	-18.08%	-13.60%	-28.72%	-23.21%	-31.56%
52 Week Price Chg	12.31%	-16.65%	-2.27%	-4.28%	-37.92%	-34.27%
20 Day Average Volume	1,743,880	107,152	2,778,843	1,059,828	7,386,962	6,150,061
(F1) EPS Est 1 week change	-1.09%	0.00%	0.00%	0.00%	-0.88%	-1.14%
(F1) EPS Est 4 week change	-0.32%	0.00%	-0.16%	0.09%	-0.72%	-1.14%
(F1) EPS Est 12 week change	9.73%	1.41%	-0.57%	1.91%	-0.49%	2.47%
(Q1) EPS Est Mthly Chg	-0.79%	0.00%	-0.49%	-0.53%	-0.49%	-0.76%

## 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	D
Growth Score	D
Momentum Score	F
VGM Score	F

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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