

# Global Payments Inc

# No big surprises in 4Q print; maintain Buy

Maintain Rating: BUY | PO: 165.00 USD | Price: 135.21 USD

## In-line 40: '24 guide has some conservatism

GPN printed a relatively in-line 4Q, and as we had hoped, guided '24 a little more conservatively than in the past (mid-point of revs and adj. EPS outlook slightly below BofAe/Street) to accommodate a more tempered economic environment on the lower end. Buyback authorization was increased to \$2B from ~\$1B. Maintain Buy on GPN's solid growth profile, competitive position, and attractive valuation (11.6x '24 P/E).

## Segment-level outlook looks quite achievable

For '24, GPN expects adj. net revs of \$9.17B-\$9.30B (+6%-7%, or 7%+ organic), vs. BofAe/Street at \$9.33B/\$9.29B. GPN expects 9%+ Merchant rev growth (vs. BofAe/Street=~10%) including 7-8% organic. Issuer growth guide of +5-6% is consistent with BofAe/Street. GPN expects adj. op. margin expansion of up to 50bps y/y (75bps ex. EVOP), below BofA/Street at ~60bps/95bps. GPN expects '24 adj. EPS to be \$11.54-\$11.70 (+11-12%, or 14% organic), below BofA/Street at \$11.77. FCF as % of net income outlook of ~100% includes \$670M of capex.

## Medium-term guide to be addressed at Analyst Day

As we had anticipated, GPN plans to host an Analyst Day later this year (date TBC), and at that event GPN will formally address medium-term guidance. In the meantime, GPN suggested that the '24 guidance for 7%+ organic revs growth and 14% organic EPS growth could be a decent proxy for the multi-year outlook.

## Return to more balanced capital allocation strategy

After focusing on debt paydown in '23, GPN is returning to its more traditional posture around capital allocation in '24, with priorities balanced between buybacks and M&A. Acquisitions (whether small or large) must offer competitive returns. GPN also suggested the potential for some modest portfolio pruning, perhaps starting this year.

## 4Q was mostly in line - more on pg. 3

4Q revs grew 8% y/y (17% ex. dispositions), in line with BofAe/Street at 8%. Merchant organic revs growth of 8% slowed 1% vs. 3Q. Issuer revs growth of 6% was above BofAe/Street at 5%/4.5%. Adj. op. margins expanded ~30bps y/y to 44.8% vs. BofAe/Street at ~50bps/80bps. EPS of \$2.65 beat BofA/Street at \$2.62/\$2.64, growing 10% (18% ex. dispositions) including \$0.03 of help from lower tax.

Estimates (Dec) (US\$)	2021A	2022A	2023E	2024E	2025E
EPS	8.16	9.33	10.40	11.77	13.53
GAAP EPS	3.29	0.44	3.95	6.68	7.50
EPS Change (YoY)	27.5%	14.3%	11.5%	13.2%	15.0%
Consensus EPS (Bloomberg)			10.42	11.68	13.37
DPS	0.88	0.99	0.98	1.02	1.03
Valuation (Dec)					
P/E	16.6x	14.5x	13.0x	11.5x	10.0x
GAAP P/E	41.1x	307.3x	34.2x	20.2x	18.0x
Dividend Yield	0.7%	0.7%	0.7%	0.8%	0.8%
EV / EBITDA*	14.3x	13.2x	12.0x	11.0x	10.1x
Free Cash Flow Yield*	6.5%	4.6%	5.9%	8.4%	9.3%
* For full definitions of <i>IO</i> method <sup>SM</sup> measures, see page 5.					

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Refer to important disclosures on page 6 to 8. Analyst Certification on page 4. Price
Objective Basis/Risk on page 4.

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#### 14 February 2024

#### Equity

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#### **Stock Data**

Price Objective

Price

Date Established 15-Dec-2023 Investment Opinion B-1-8 52-Week Range 94.05 USD - 138.33 USD Mrkt Val (mn) / Shares Out 35,207 USD / 260.4 Free Float 99.1% Average Daily Value (mn) 255.91 USD BofA Ticker / Exchange GPN / NYS Bloomberg / Reuters GPN US / GPN.N ROE (2023E) 12.0% 54.2% Net Dbt to Eqty (Dec-2022A) ESGMeter™

ESGMeter is not indicative of a company's future stock price performance and is not an investment recommendation or rating. ESGMeter is independent of BofA Global Research's equity investment rating, volatility risk rating, income rating, and price objective for that company. For full details, refer to "BofA ESGMeter Methodology".

135.21 USD

165.00 USD

# *iQ*profile<sup>™</sup> Global Payments Inc

iQmethod <sup>SM</sup> − Bus Performance*					
(US\$ Millions)	2021A	2022A	2023E	2024E	2025
Return on Capital Employed	6.6%	4.4%	7.6%	9.2%	10.29
Return on Equity	9.1%	10.7%	12.0%	12.6%	13.59
Operating Margin	31.5%	32.8%	33.7%	36.6%	38.09
Free Cash Flow	2,288	1,628	2,084	2,944	3,28
i <b>Q</b> method <sup>™</sup> – <b>Quality of Earnings*</b>					
(US\$ Millions)	2021A	2022A	2023E	2024E	2025
Cash Realization Ratio	1.2x	0.9x	1.0x	1.2x	1.2
Asset Replacement Ratio	1.2x	1.5x	1.4x	1.4x	1.5
Tax Rate	16.2%	74.3%	22.6%	15.0%	15.09
Net Debt-to-Equity Ratio	38.6%	54.2%	60.0%	51.0%	42.09
Interest Cover	9.7x	8.5x	6.0x	6.2x	7.3
Income Statement Data (Dec)					
(US\$ Millions)	2021A	2022A	2023E	2024E	2025
Sales	7,738	8,092	8,666	9,331	10,090
% Change	14.7%	4.6%	7.1%	7.7%	8.19
Gross Profit	5,257	5,579	6,243	6,541	7,06
% Change	20.0%	6.1%	11.9%	4.8%	8.09
EBITDA	3,631	3,933	4,328	4,694	5,114
% Change	19.5%	8.3%	10.1%	8.4%	8.99
Net Interest & Other Income	(314)	(399)	(536)	(520)	(480
Net Income (Adjusted)	2,397	2,571	2,754	3,012	3,35
% Change	24.7%	7.3%	7.1%	9.4%	11.49
Free Cash Flow Data (Dec)					
(US\$ Millions)	2021A	2022A	2023E	2024E	2025
Net Income from Cont Operations (GAAP)	849	20	968	1,652	1,80
Depreciation & Amortization	396	399	460	473	47.
Change in Working Capital	(168)	(738)	590	(345)	(97
Deferred Taxation Charge	(189)	(315)	(1,323)	13	1.
Other Adjustments, Net	1,893	2,878	2,021	1,805	1,80
Capital Expenditure	(493)	(616)	(632)	(653)	(706
Free Cash Flow	2,288	1,628	2,084	2,944	3,289
% Change	21.8%	-28.8%	28.0%	41.3%	11.79
Share / Issue Repurchase	(2,575)	(2,916)	(411)	(947)	(1,067
Cost of Dividends Paid	(260)	(274)	(261)	(260)	(256
Change in Debt	2,359	2,154	1,153	(1,600)	(1,600
Balance Sheet Data (Dec)					
(US\$ Millions)	2021A	2022A	2023E	2024E	2025
Cash & Equivalents	1,979	1,998	1,066	1,178	1,44
Trade Receivables	946	998	649	699	756
Other Current Assets	1,785	3,318	2,264	2,438	2,636
Property, Plant & Equipment	1,688	1,839	2,129	2,309	2,542
Other Non-Current Assets	38,881	36,656	38,433	37,505	36,34
Total Assets	45,280	44,809	44,541	44,129	43,72
Short-Term Debt	563	1,916	790	790	79
Other Current Liabilities	3,900	4,856	3,662	3,943	4,26
Long-Term Debt	11,415	12,289	14,628	13,028	11,42
Other Non-Current Liabilities	3,532	3,081	1,790	1,834	1,88
Total Liabilities	19,410	22,143	20,870	19,595	18,364
Total Equity	25,869	22,540	23,934	24,798	25,622
Total Equity & Liabilities	45,280	44,683	44,805	44,393	43,986

## **Company Sector**

Payments, Processors & IT Services

## **Company Description**

Global Payments was spun out of National Data Corporation in 2001, as a separately traded public company. GPN has provided payment processing and merchant acquiring services for merchants worldwide since 1967. It operates three primary geographic segments: North America, Europe, and Asia Pacific. After acquiring EVO, GPN plans to have two reportable segments, Merchant and Issuer.

#### **Investment Rationale**

Among merchant acquirers, GPN was an early mover into higher-growth, technology distribution channels, such as integrated payments. By year-end, these channels are expected to comprise 40%+ of total company net revenue, growing mid-teens-plus. We believe this favorable mix shift positions GPN well to achieve its cycle guidance of high-single-digit organic top-line growth, up to 75bps of annual margin improvement, and mid-teens EPS growth, bolstered by recent portfolio reshaping.

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Average Daily Volume 1,892,649

## **Quarterly Earnings Estimates**

	2022	2023
Q1	2.07A	2.40A
Q2	2.36A	2.62A
Q3	2.48A	2.75A
04	2.42A	2.62E

# More on 4Q + guidance

- 4Q adj. net revs of \$2,186M were slightly above BofA/Street of \$2,182M/\$2,183, reflecting y/y growth of 8.1%.
- 4Q Merchant Solutions revs grew 19% y/y (8% organic) vs. BofA/Street at 18.5% and benefitting from consistent double-digit growth from Vertical Markets business.
   Const-curr volume growth of 19% was in line with revenue growth.
- 4Q Issuer Solutions revenue was \$531M vs. BofA/Street at \$526M/\$528M, bolstered by 17% growth in MineralTree mid-market channel.
- 4Q adj. op. margins expanded ~30bps y/y to 44.8%, ~10bps/40bps below BofA/Street at 44.9%/45.2%.
- 4Q adj. EPS of \$2.65 beat BofA/Street at \$2.62/\$2.64, growing 10% (18% ex dispositions).
- FCF conversion was ~113% of adj. net income in 4Q.

#### 2024 guidance

- GPN expects reported adj. net revenue to range from \$9.17-\$9.30B (vs. BofAe/Street at ~\$9.336B/\$9.292B), reflecting y/y growth of 6% to 7% (7%+ excluding EVO & dispositions).
- For 2024, GPN expects Merchant Solutions adj. net revenue growth outlook of 9%+ (including 7-8% organic).
- For Issuer, GPN expects adj. net revenue growth of 5-6% in '24.
- GPN expects '24 adj. op. margin expansion of up to 50 bps y/y vs. BofA/Street at ~60/95 bps.
- '24 FCF conversion forecast expected to be ~100% of adj. net income. GPN expects capex of ~\$670M in 2024.
- GPN expects net interest expense slightly above ~\$500M and adjusted effective tax rate of 19%.
- GPN expects FY24 adj. EPS of \$11.54 to \$11.70, reflecting growth of 11% to 12% (14%+ ex. dispositions), vs. BofA/Street at \$11.77.



## Price objective basis & risk

#### Global Payments Inc (GPN)

We apply a 14x multiple to our '24 non-GAAP EPS estimate to calculate our 12-month price objective of \$165. Our multiple, which is a 30% discount to the S&P500, reflects GPN's outsized exposure to consumer spending and SMB relative to peers amid an uncertain macro backdrop.

Risks are 1) the ability to continue sourcing acquisitions, as M&A activity has been a significant part of its growth story (as GPN becomes larger it may become more of a challenge to find transformational deals), 2) M&A integration as GPN's acquisitive nature is not without risk, and 3) macro/cyclical conditions as merchant acquirers are most sensitive to consumer-related indicators, such as retail sales, consumer confidence and revolving credit.

## **Analyst Certification**

I, Jason Kupferberg, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or view expressed in this research report.

**US - Payments, Processors, Specialty Finance and IT services Coverage Cluster** 

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
	Accenture Plc	ACN	ACN US	Jason Kupferberg
	American Express Company	AXP	AXP US	Mihir Bhatia
	Block Inc	SQ	SQ US	Jason Kupferberg
	Capital One Financial	COF	COF US	Mihir Bhatia
	Discover Financial	DFS	DFS US	Mihir Bhatia
	Enact Holdings	ACT	ACT US	Mihir Bhatia
	Essent Group	ESNT	ESNT US	Mihir Bhatia
	Fidelity National Information Services	FIS	FIS US	Jason Kupferberg
	Fiserv Inc	FI	FIUS	Jason Kupferberg
	FleetCor Technologies Inc.	FLT	FLT US	Mihir Bhatia
	Flywire	FLYW	FLYW US	Jason Kupferberg
	Global Payments Inc	GPN	GPN US	Jason Kupferberg
	Jack Henry & Associates	JKHY	JKHY US	Jason Kupferberg
	Marqeta	MQ	MQ US	Cassie Chan
	Mastercard Inc	MA	MA US	Jason Kupferberg
	MGIC Investment Corp.	MTG	MTG US	Mihir Bhatia
	NMI Holdings	NMIH	NMIH US	Mihir Bhatia
	Nuvei	NVEI	NVEI US	Jason Kupferberg
	Nuvei	YNVEI	NVEI CN	Jason Kupferberg
	OneMain Holdings, Inc.	OMF	OMF US	Mihir Bhatia
	Shift4 Payments, Inc	FOUR	FOUR US	Jason Kupferberg
	Telus International	TIXT	TIXT US	Cassie Chan
	Telus International	YTIXT	TIXT CN	Cassie Chan
	Visa Inc.	V	V US	Jason Kupferberg
	WEX Inc.	WEX	WEX US	Mihir Bhatia
NEUTRAL				
	ADP	ADP	ADP US	Jason Kupferberg
	Affirm Holdings	AFRM	AFRM US	Jason Kupferberg
	Bread Financial Holdings Inc	BFH	BFH US	Mihir Bhatia
	DLocal	DLO	DLO US	Jason Kupferberg
	Globant SA	GLOB	GLOB US	Jason Kupferberg
	PayPal Holdings Inc	PYPL	PYPL US	Jason Kupferberg
	SoFi Technologies Inc	SOFI	SOFIUS	Mihir Bhatia
	Synchrony Financial	SYF	SYF US	Mihir Bhatia
	Thoughtworks	TWKS	TWKS US	Jason Kupferberg
	Toast	TOST	TOST US	Jason Kupferberg
	TTEC Holdings	TTEC	TTEC US	Cassie Chan

## **US - Payments, Processors, Specialty Finance and IT services Coverage Cluster**

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
UNDERPERFORM				
	CGI Inc.	GIB	GIB US	Jason Kupferberg
	CGI Inc.	YGIBA	GIB/A CN	Jason Kupferberg
	Cognizant Technology Solutions	CTSH	CTSH US	Jason Kupferberg
	Coinbase	COIN	COIN US	Jason Kupferberg
	DXC Technology	DXC	DXC US	Jason Kupferberg
	EPAM Systems	EPAM	EPAM US	Jason Kupferberg
	Paychex	PAYX	PAYX US	Jason Kupferberg
	Radian Group Inc	RDN	RDN US	Mihir Bhatia
	Rocket Companies, Inc.	RKT	RKT US	Mihir Bhatia
	TaskUs	TASK	TASK US	Cassie Chan
	Western Union	WU	WU US	Jason Kupferberg

## **IQ**method<sup>™</sup> Measures Definitions

<b>Business Performance</b>	Numerator	Denominator
Return On Capital Employed	NOPAT = (EBIT + Interest Income) $\times$ (1 - Tax Rate) + Goodwill Amortization	Total Assets - Current Liabilities + ST Debt + Accumulated Goodwill
		Amortization
Return On Equity	Net Income	Shareholders' Equity
Operating Margin	Operating Profit	Sales
Earnings Growth	Expected 5 Year CAGR From Latest Actual	N/A
Free Cash Flow	Cash Flow From Operations – Total Capex	N/A
Quality of Earnings	Numerator	Denominator
Cash Realization Ratio	Cash Flow From Operations	Net Income
Asset Replacement Ratio	Capex	Depreciation
Tax Rate	Tax Charge	Pre-Tax Income
Net Debt-To-Equity Ratio	Net Debt = Total Debt — Cash & Equivalents	Total Equity
Interest Cover	EBIT	Interest Expense
Valuation Toolkit	Numerator	Denominator
Price / Earnings Ratio	Current Share Price	Diluted Earnings Per Share (Basis As Specified)
Price / Book Value	Current Share Price	Shareholders' Equity / Current Basic Shares
Dividend Yield	Annualised Declared Cash Dividend	Current Share Price
Free Cash Flow Yield	Cash Flow From Operations – Total Capex	Market Cap = Current Share Price × Current Basic Shares
Enterprise Value / Sales	EV = Current Share Price × Current Shares + Minority Equity + Net Debt +	Sales
, , , , , , , , , , , , , , , , , ,	Other LT Liabilities	
EV / EBITDA	Enterprise Value	Basic EBIT + Depreciation + Amortization

\*\*Method Swis the set of BofA Global Research standard measures that serve to maintain global consistency under three broad headings: Business Performance, Quality of Earnings, and validations. The key features of iQmethod are: A consistently structured, detailed, and transparent methodology. Guidelines to maximize the effectiveness of the comparative valuation process, and to identify some common pitfalls.

\*\*Redatabase\*\* is our real-time global research database that is sourced directly from our equity analysts' earnings models and includes forecasted as well as historical data for income statements, balance sheets, and cash flow statements for companies covered by BofA Global Research.

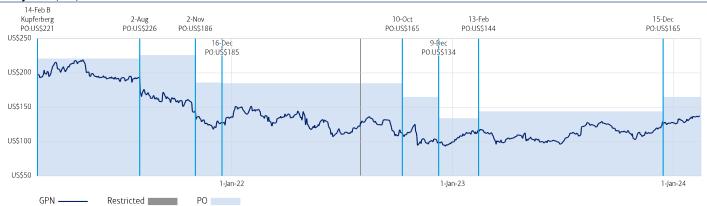
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## **Disclosures**

## **Important Disclosures**

#### **Global Payments (GPN) Price Chart**



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.

#### Equity Investment Rating Distribution: Technology Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	215	53.09%	Buy	111	51.63%
Hold	97	23.95%	Hold	45	46.39%
Sell	93	22.96%	Sell	24	25.81%

#### Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

R1 Issuers that were investment banking clients of BofA Securities or one of its affiliates within the past 12 months. For purposes of this Investment Rating Distribution, the coverage universe includes only stocks. A stock rated Neutral is included as a Hold, and a stock rated Underperform is included as a Sell.

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# Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster<sup>R2</sup>

Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%
Jnderperform	N/A	≥ 20%

R2Ratings dispersions may vary from time to time where BofA Global Research believes it better reflects the investment prospects of stocks in a Coverage Cluster.

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