

MOODY'S CORPORATION

Discounted Cash Flow Valuation Analysis

NYSE: MCO

Base Case

\$366

Implied Share Price

WACC

8.65%

Weighted Average Cost of Capital

Range

\$284 – \$426

Downside to Upside

C O N T E N T S

Presentation Overview

01

Executive Summary

Valuation headlines, model overview, price gap analysis

02

Company Overview

Moody's business segments, revenue mix, competitive positioning

03

Revenue Model

MIS & MA growth engines, Maturity Wall tailwinds, GenAI uplift

04

Profitability & FCF

Margin architecture, UFCF construction, working capital

05

Capital Allocation

Leverage policy, buyback mechanics, share count trajectory

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DCF Valuation

WACC, terminal value, sensitivity analysis, scenario output

07

Model Architecture

15-tab structure, formula chain, integrity checks, data sources

Institutional-Grade DCF Valuation



PRICE GAP ANALYSIS			
MCO Market Price: ~\$500+			
FactSet Adj 5Y β (1.06)	WACC 8.65%	\$366	← Model
Peer Median β (0.88)	WACC ~7.86%	~\$427	Narrows 70% of gap
At 7.5% WACC / 2.5% TGR	—	\$458	Near market

1,465
Formulas

15
Tabs

0
Errors

3/3
Scenarios

3 Passed
Reviews

A
Grade

Moody's Corporation (NYSE: MCO)

Moody's Investors Service (MIS)

54% of Revenue

FY24: \$3,793M (+33% YoY)

Global credit ratings for bonds, loans, and structured finance.
Revenue driven by debt issuance volumes and the maturity wall refinancing cycle.

60.1% Adj Op Margin

Moody's Analytics (MA)

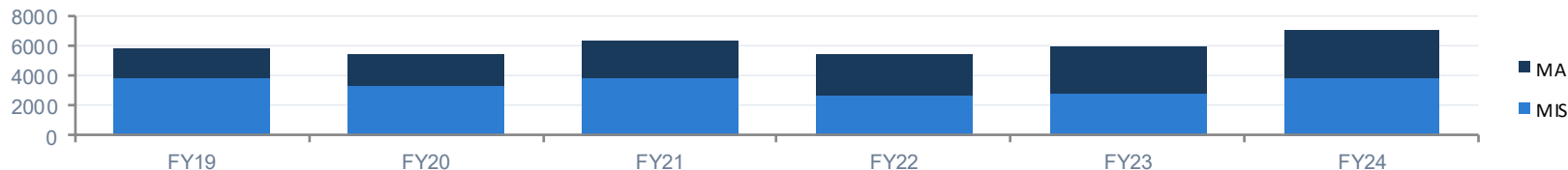
46% of Revenue

FY24: \$3,295M (+8% YoY)

SaaS platform for credit risk, KYC/compliance, and research.
95% recurring revenue with ARR of \$3,361M. GenAI products driving incremental growth.

30.7% Adj Op Margin

Historical Revenue by Segment (\$M)



Dual-Engine Growth Architecture

MIS Revenue Growth

MIS Growth = Base Volume + Pricing α + MW Tailwind

Base Volume Growth	2.0% GDP proxy
Pricing Alpha	3.0% Base scenario
MW Tailwind (capped)	0–4.0% 160K bond screen
FY25E Growth	8.1%
FY26E Growth	9.0% Peak MW cycle

MA Revenue Growth

MA Growth = Base + GenAI Uplift + Headwind

Base Growth (FY26–28)	8.0%
Base Growth (FY29–33)	7.0% Fade
GenAI Uplift (Base)	+0.75% FY26–28 only
ARR (Sep 2025)	\$3,361M +8% YoY
Recurring Revenue	95% of MA total

(\$M)	FY25E	FY26E	FY27E	FY28E	FY29E	FY30E	FY31E	FY32E	FY33E
MIS	4,099	4,468	4,870	5,279	5,543	5,820	6,111	6,417	6,737
MA	3,596	3,911	4,253	4,626	4,949	5,296	5,666	6,063	6,488
Total	7,695	8,379	9,123	9,905	10,492	11,116	11,777	12,480	13,225
Growth	8.6%	8.9%	8.9%	8.6%	5.9%	5.9%	5.9%	6.0%	6.0%

Revenue CAGR FY24–FY33E: ~7.2%

Margin Architecture & UFCF Bridge

MIS Adj Op Margin

62.0% ↘ 58.0%

FY25E → Terminal (fade from cycle peak)

MA Adj Op Margin

33.0% ↗ 34.0%

FY25E → Terminal (scale-driven expansion)

UFCF Construction (Base Case)

(\$M)	FY25E	FY27E	FY29E	FY31E	FY33E
NOPAT	2,779	3,276	3,717	4,106	4,536
+ D&A	462	547	630	707	794
- Capex	(346)	(411)	(472)	(530)	(595)
+ SBC	239	283	325	365	410
- ΔNWC	(99)	(92)	(74)	(82)	(94)
+ ΔDeferred Rev	271	305	289	274	295
UFCF	3,306	3,869	4,383	4,840	5,346

3.1%

SBC % Rev

6.0%

D&A % Rev

4.5%

Capex % Rev

22%

Cash Tax Rate

BS-linked

NWC Method

Non-Circular Buyback Model with Leverage Guardrails

Leverage Policy

Target: 1.75x ND/EBITDA
 Deadzone: $\pm 0.15x$
 Borrow trigger: 1.60x
 Convergence: 50%

Buyback Mechanics

P/E: 32x trailing EPS
 Cash residual plug
 Pacing cap: \$750M
 SBC dilution offset

Cash Floor

Floor: \$1,000M
 \$1.25B revolver backstop
 Binding from FY27+
 Scenario-responsive

(\$M)	FY25E	FY27E	FY29E	FY31E	FY33E
Dividends	(474)	(591)	(725)	(879)	(1,065)
Net Borrowing	500	281	300	0	0
Buybacks	(2,264)	(2,793)	(3,159)	(3,300)	(3,560)
Total Debt	8,246	9,027	9,540	9,840	9,840
Cash	2,224	1,000	1,000	1,000	1,000
ND/EBITDA	1.44x	1.64x	1.54x	1.44x	1.30x
Shares (M)	172.5	160.0	151.4	143.7	136.8
Adj EPS	\$14.79	\$18.53	\$22.28	\$26.02	\$30.44

Adj EPS CAGR FY24–FY33E: ~9.1% | Share Count CAGR: –3.0%

Enterprise Value Bridge & Sensitivity

DCF Bridge (Base Case)

Sum of PV(UFCF) FY25–FY33	\$27,081M
PV of Terminal Value	\$44,073M
Enterprise Value	\$71,154M
Less: Net Debt (FY24A)	(\$4,772M)
Equity Value	\$66,382M
Diluted Shares (FY24A)	180.3M
Implied Share Price	\$366/share

WACC Components

Risk-Free Rate (10Y UST)	4.20%
Equity Risk Premium	5.50%
Beta (FactSet Adj 5Y)	1.06
Cost of Equity (CAPM)	10.03%
After-tax Cost of Debt	3.12%
Equity Weight	80%
Debt Weight	20%
WACC	8.65%

Sensitivity Analysis (Implied \$/share)

WACC \ TGR	1.5%	2.0%	2.5%	3.0%
7.5%	\$400	\$426	\$458	\$496
8.0%	\$366	\$388	\$413	\$443
8.65% ◀	\$332	\$349	\$366	\$393
9.5%	\$291	\$303	\$318	\$334

Three Validated Scenarios with Full Toggle

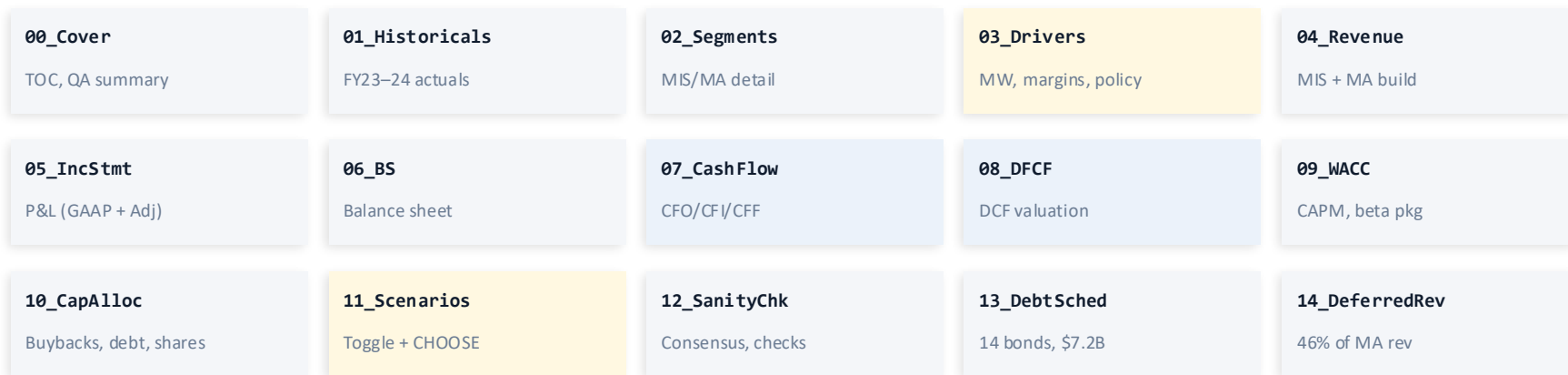
Parameter	Downside	Base	Upside
Implied Price	\$284	\$366	\$426
MIS Pricing Alpha	2.0%	3.0%	3.5%
MIS FY26 Freeze	Yes	No	No
GenAI Uplift	0%	+0.75%	+1.5%
MIS Terminal Margin	55%	58%	60%
MA Terminal Margin	30%	34%	36%
Terminal Growth Rate	2.0%	2.5%	3.0%
Cash Tax Rate	23%	22%	21%
Buyback P/E	35x	32x	30x
Leverage Target	1.50x	1.75x	2.00x
Cash Floor	\$1,200M	\$1,000M	\$800M
Dividend Payout	32%	30%	28%



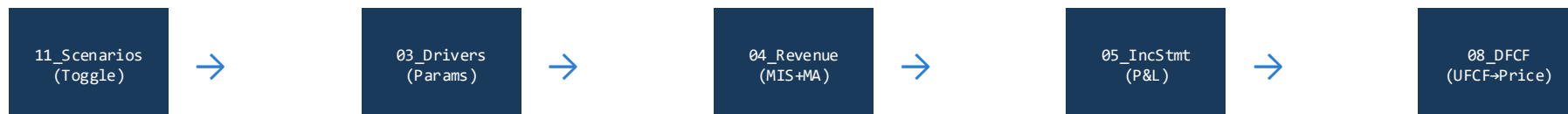
All Scenarios Validated

BS Balance = 0 all years | CF Reconciliation = 0 | NWC Tie-Out = 0 | 0 Formula Errors | Price ordering: \$284 < \$366 < \$426 ✓

15-Tab Workbook with Full Formula Linkage



Formula Chain



12-Session Build, 3 Expert Reviews, Zero Errors

Expert Review Progression

- | | |
|---|-----------------------|
| ✓ Review 1 (\$4) | All fixed \$5 |
| FCFF structure, SBC treatment, MW governance | |
| ✓ Review 2 (\$9) | All fixed \$9 |
| Margin narrative, terminal multiple, equity bridge | |
| ✓ Review 3 (\$10–12) | All fixed \$12 |
| WACC compounding, leverage targets, Δ NWC/BS | |
| ✓ Final Grade | A (Ship-Ready) |

Live QA Summary

Balance Sheet ties	PASS
Cash flow reconciles	PASS
NWC ties to B/S	PASS
Formula errors	0
Scenario toggle	PASS
MW data integrity	PASS
Consensus variance	Within tolerance
Terminal multiple	13.2x (defensible)

18 Core Structural Integrity Features Validated

Non-circular buybacks • Scenario cascade • MW graded tailwinds • FCFF auditability • SBC dilution loop • BS balances • Cash reconciliation • NWC ties • Leverage guardrails • Cash floor • Net interest dynamics • WACC governance • MW data integrity • Terminal multiple check • Equity bridge toggle • Declining amortization • Scenario-driven caps • MIS margin glide

KEY TAKEAWAYS

01

Conservative Valuation Posture

Base case \$366 reflects intentionally conservative discount rate (WACC 8.65%) and terminal margin fade. At peer-median beta, price narrows to ~\$427 — closing 70% of the gap to market.

02

Differentiated Revenue Anchoring

MIS growth anchored to \$40.7T maturity wall dataset (160,224 bonds). MA underpinned by \$3.4B ARR base with 95% recurring revenue and GenAI optionality.

03

Institutional-Grade Infrastructure

1,465 formulas across 15 tabs with zero errors, 3 expert reviews passed, and 18 structural integrity features. Non-circular capital allocation engine with scenario-responsive leverage guardrails.

04

Scenario Discipline

Three fully validated scenarios (\$284–\$426) with complete toggle infrastructure. All pass BS balance, cash reconciliation, NWC tie-out, and formula error checks.