

American Water Works(AWK)

\$121.46 (As of 05/04/20)

Price Target (6-12 Months): **\$128.00**

Long Term: 6-12 Months

Zacks Recommendation:

Neutral

(Since: 08/23/19)

Prior Recommendation: Outperform

Short Term: 1-3 Months

Zacks Rank: (1-5)

3-Hold

Zacks Style Scores:

VGM:D

Value: D

Growth: D

Momentum: C

Summary

American Water Works is gaining from systematic investment. Planned capital expenditure of \$20-\$22 billion over the next decade to strengthen its infrastructure will enable it to provide efficient services to the expanding customer base. The company continues to expand its service territory through acquisitions and organic means. American Water subsidiaries in California and Pennsylvania will continue to provide services despite non-payment due to crisis created by the coronavirus pandemic. Shares of American Water Works have outperformed its industry in the past 12 months. However, fluctuating weather conditions adversely impact demand for water and lowers profitability of the company. The company is also subject to stringent regulations, high debt, and risk of accidents and contamination due to soiling of old pipelines.

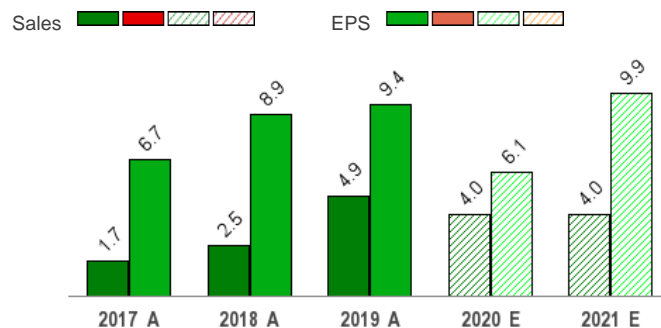
Price, Consensus & Surprise



Data Overview

52 Week High-Low	\$141.70 - \$92.00
20 Day Average Volume (sh)	934,569
Market Cap	\$22.0 B
YTD Price Change	-1.1%
Beta	0.21
Dividend / Div Yld	\$2.20 / 1.6%
Industry	Utility - Water Supply
Zacks Industry Rank	Top 21% (54 out of 253)

Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	0.0%
Last Sales Surprise	0.5%
EPS F1 Est- 4 week change	-0.2%
Expected Report Date	05/06/2020
Earnings ESP	-0.4%

Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	864 E	959 E	1,069 E	968 E	3,903 E
2020	841 E	928 E	1,041 E	930 E	3,753 E
2019	813 A	882 A	1,013 A	902 A	3,610 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.72 E	\$1.12 E	\$1.49 E	\$0.95 E	\$4.21 E
2020	\$0.65 E	\$0.97 E	\$1.37 E	\$0.83 E	\$3.83 E
2019	\$0.61 A	\$0.94 A	\$1.33 A	\$0.73 A	\$3.61 A

*Quarterly figures may not add up to annual.

P/E TTM	33.7
P/E F1	31.7
PEG F1	3.9
P/S TTM	6.1

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 05/04/2020. The reports text is as of 05/05/2020.

Overview

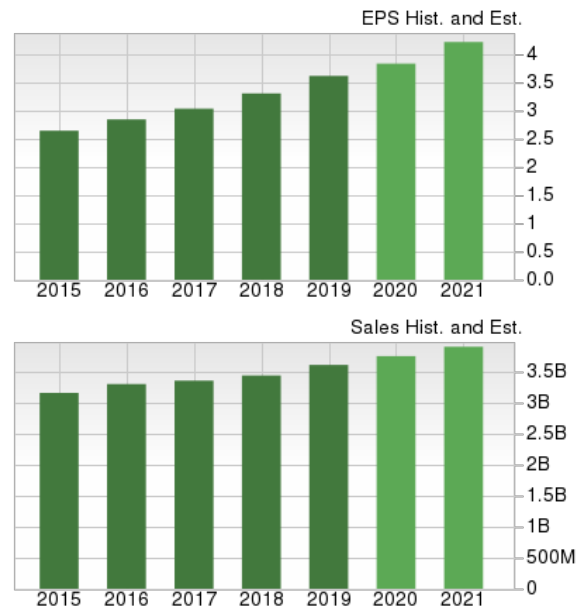
Water supply and wastewater service provider American Water Works Company was founded in 1886. The company provides essential water services to over 15 million customers in 47 states, the District of Columbia and Ontario, Canada. It has employee strength of 6,800. The company also intermittently acquires small water service providers to expand its customer base. In 2018, the company added 14,000 water and wastewater customers through acquisitions.

American Water Works Company primarily operates through the **Regulated Businesses** segment. The Regulated Businesses segment's operating revenues were \$3,094 million in 2019, \$2,984 million in 2018, and \$2,958 million in 2017, accounting for 86%, 87% and 88% of the company's total operating revenues, respectively.

The company also has **Market-Based Businesses**. Through this business, the company provides services to military bases, municipalities, exploration and production companies, commercial, industrial and residential customers that are not subject to economic regulation by state PUCs and do not require substantial infrastructure investment. Market-Based Businesses' operating revenues were \$539 million in 2019, \$476 million in 2018 and \$422 in 2017.

Other had a negative impact of \$23 million on 2019 revenues.

At the end of 2019, the company provided water and wastewater services to 3,205,000 and 229,000 customers, respectively.



Reasons To Buy:

- ▲ American Water Works has plans to invest \$8.8-\$9.4 billion in the 2020-2024 time period and invest within \$20-\$22 billion in the next decade. American Water maintained five-year adjusted EPS compound annual growth rate of 7-10%. More than 85% of its net income is generated from regulated operations. Shares of American Water Works have gained 13.3% in the past 12 months against the Zacks Utility Water Supply industry's 0.3% decline.

Stable return from regulated investment allowed the company to increase its shareholders' value. The board of directors of the company raised its dividend rate by 10% on an annual basis for six consecutive years. Over the 2020-2024 period, American Water Works' dividend growth rate will be at the high end of the projected EPS growth rate of 7-10%, with a payout target within 50-60%, subject to approval of the board of directors.

Planned capital investment, expansion of customer base through organic and inorganic initiatives, and optimization of Market-Based Businesses will drive the company's long-term growth.

- ▲ The company continues to optimize market-based businesses. At the end of 2019, it provided services to 16 military bases under 50-year contracts. The company's backlog of revenues associated with contracts with the U.S. government is nearly \$5.4 billion, with an average remaining contract term of 42 years. Its knowledge and expertise in providing services to the U.S. military installation could create opportunities for more military orders in the future.
- ▲ The company is benefiting from rate increase since the beginning of 2019. The new water rates (effective Jan 1, 2020) will increase American Water Works' total revenues by \$30 million. The company still has rate cases worth \$126 million pending in various jurisdictions, awaiting final order. The ongoing expansion of the rate base will have a positive impact on its earnings over the long term.
- ▲ The company continues to improve operational efficiency. It has been successful in lowering O&M efficiency ratio through systematic cost savings and increase in revenues. Notably, O&M efficiency ratio is a company's regulated O&M expenses divided by operating revenues. It had lowered the O&M efficiency ratio from 46.1% in 2010 to 35.6% in 2018. In 2019, operating efficiency improved 110 basis points to 34.5% from 2018 end levels. American Water Works aims to lower the same to 31.3% in 2024. Cost management will have a positive impact on the company's margins.
- ▲ The company is expanding the customer base through organic initiatives and acquisitions. In 2018 and 2019, the company added 25,000 and 67,000 new customers, respectively, in the regulated business through organic growth and acquisitions. Consolidation is the need of the hour in the fragmented U.S. water utility space. The old water utility infrastructure needs ample investments, which are easier for bigger players to make. From 2015 to 2019, the company closed 83 deals and added nearly 173,000 customers to the existing customer base.

American Water Works continues to widen market footprint through strategic acquisitions. The company added 53,100 customers to the existing customer base, as of Dec 31, through 21 acquisitions. The 28 pending acquisitions as of Feb 19, 2020, on completion, are expected to add nearly 44,200 customers to its customer base. The company remains customer friendly as it announced that its subsidiary in California and Pennsylvania will continue to provide potable water and wastewater services to customers despite non-payment of service dues to the distress created by the coronavirus pandemic

Reasons To Sell:

▼ Additions and improvement in the existing water infrastructure require huge capital investments. A major portion of the existing water lines and mainline are nearing the end of their effective usage life. The company plans to invest billions of dollars over the long term to maintain the integrity of its systems. The debt-to-capital of the company is 58.79%, higher than the S&P 500's 42.36%. Interest expenses in 2019 were \$382 million, which rose 9.2% from the comparable year-ago period. Although the rate cut for the third time announced by Fed in 2019 will bring some relief, servicing the existing debts will impact its margin and lower profitability.

Fluctuating weather patterns, risk of failure of old and soiled pipelines, and possibility of contamination are persistent headwinds.

▼ The company envisions improving the quality of buried water pipelines to cost in excess of \$1 trillion in the next 25 years. Any disruption in the credit markets might make it difficult for the company to get the necessary or desired amount to fund capital improvements on favorable terms.

▼ Weather plays a significant role in the increase/decrease in demand of fresh water and wastewater services. Demand for water during the warmer months is generally higher than during cooler months due primarily to increased water usage for irrigation systems, swimming pools, cooling systems and other applications.

▼ The existing water system in the U.S. is getting older and is susceptible to fail at some point in time despite ongoing repairs and overhauls. The network of water and wastewater pipes and water reservoirs could result in losses and damages that may affect American Water Works' financial condition.

The risk of contamination of water supplied by the company is a concern and could lead to interruption of services provided to customers, and result in losses and damages that may affect its financial condition and reputation.

▼ The company plans to invest billions of dollars over the long term to maintain its infrastructure and fund a portion of capital expenditure by raising debts. The debt to capital of the company at the end of 2019 was 58.9%, higher than the industry average of 46.23% and Zacks S&P 500 composite's 44.07%. Long-term debt of the company is consistently rising over the last few years. The metric at the end of 2019 was \$8,733 million, up from \$7,596 million at 2018-end. Long-term debt was \$5,874 million at the end of 2015.

The current ratio of the company is 0.63, much lower than the Zacks S&P 500 composite's average of 1.25. The current ratio of less than 1 indicates that the company might find it difficult to meet debt obligations in the near future. At a time when every entity is looking forward to preserve liquidity amid uncertainty as a result of the outbreak of COVID-19, this declining current ratio is not reassuring for investors.

Last Earnings Report

American Water Q4 Earnings Match, Sales Beat Estimates

American Water Works Company posted fourth-quarter 2019 earnings of 73 cents per share, on par with the Zacks Consensus Estimate. The bottom line improved 5.8% year over year on the back of strong contributions from Regulated and Market-based businesses.

GAAP earnings came in at 54 cents compared with 62 cents in the year-ago quarter. The primary reason for the difference in GAAP and operating earnings in the reported quarter was a one-time loss on the sale of Keystone operations.

Quarter Ending **12/2019**

Report Date	Feb 18, 2020
Sales Surprise	0.46%
EPS Surprise	0.00%
Quarterly EPS	0.73
Annual EPS (TTM)	3.61

Total Revenues

Total revenues of \$902 million beat the Zacks Consensus Estimate of \$898 million by 0.5% and improved 6.1% from the year-ago figure of \$850 million.

Highlights of the Release

Total operating expenses in the quarter were \$678 million, up 12.6% from the year-ago period. The decline was due to higher operation and maintenance expenses.

Operating income was \$224 million, 9.7% lower than the year-ago figure.

Interest expenses in the reported quarter totaled \$98 million compared with \$91 million in the prior-year period.

Segment Details

Regulated businesses' net income was \$152 million compared with \$118 million in the year-ago quarter. In 2019, this segment added 53,100 customers through acquisitions. Notably, acquisitions, organic growth and additional authorized revenues to support infrastructure investments boosted income.

The company expects to add an additional 44,200 customer connections through pending acquisitions.

Market-Based businesses' net income was \$17 million compared with \$14 million in the year-ago quarter. This is attributable to organic growth at its Homeowner Services Group.

Financial Highlights

Cash and cash equivalents amounted to \$60 million as of Dec 31, 2019, down from \$130 million on Dec 31, 2018.

Long-term debt was \$8,639 million as of Dec 31, 2019, higher than \$7,576 million at 2018-end.

Cash flow from operating activities in 2019 was \$1,383 million compared with \$1,386 million in 2018.

Guidance

American Water reaffirmed its guidance for 2020 earnings in the range \$3.79-\$3.89 and long-term EPS compound annual growth rate within 7-10%, anchored off of 2018 adjusted EPS.

The company has plans to invest \$20-\$22 billion capital over the next 10 years.

Recent News

American Water Arm Acquires Town of Riley Wastewater System - April 30, 2020

American Water Works Company announced that its subsidiary, Indiana American Water has completed the acquisition of the Town of Riley's wastewater system in western Indiana for \$1.54 million. This acquisition will add 460 wastewater customers to its existing customer base.

Indiana American Water provides reliable water and wastewater services to 1.34 million people in Indiana. This acquisition will allow the company to address the issues of small utility service providers and extend high-quality services to customers without increasing the rates.

American Water Arm Acquires Village of Sidney Water System - April 18, 2020

American Water Works Company announced that its subsidiary, Illinois American Water has completed the acquisition of the Village of Sidney water system for \$2.3 million. This acquisition will add 560 water customers to its existing customer base in the Champaign County service area.

The buyout will also ensure that the Village of Sidney water system is provided with the much-needed investments. American Water Works will upgrade the existing water system, starting with the replacement of the existing water meters of customers.

American Water Arm to Invest \$14.2M to Upgrade Infrastructure - April 3, 2020

American Water Works announced that its subsidiary, Pennsylvania American Water will invest \$14.2 million in three infrastructure projects across its service areas amid the novel coronavirus threat. These investments are directed to replace and upgrade the water lines, thereby enhancing resiliency of its services and lowering the possibility of pipeline breaks.

Pennsylvania American Water provides water and wastewater services to 2.4 million people in its service territories. The projects include installation of nearly 7 miles of water main in the City of Scranton, upgrade of more than 18,000 feet of water main in Wilkes-Barre and replacement of 5,000 feet of aging cast iron water main in its Royersford/Upper Providence service area.

Valuation

American Water Works Company, shares are down 1.2% in the year to date period, but up 13.3% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Utility sector was down 15.4% and 16.8% in the year to date period, respectively. Over the past year, the Zacks sub-industry is down 0.3% and sector was down 20.8%.

The S&P 500 index is down 11.8% in the year to date period and 3.6% in the past year.

The stock is currently trading at 30.68X of forward 12 months earnings, which compares to 16.61X for the Zacks sub-industry, 11.8X for the Zacks sector and 20.38X for the S&P 500 index.

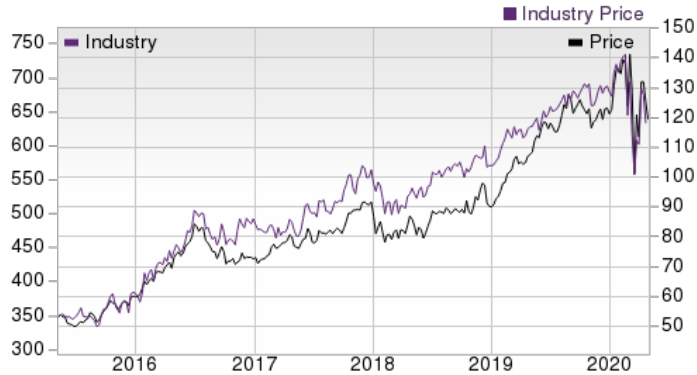
Over the past five years, the stock has traded as high as 36.15X and as low as 17.97X, with a 5-year median of 25.56X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$128 price target reflects 32.32X of forward 12 months earnings.

The table below shows summary valuation data for AWK

Valuation Multiples -AWK					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	30.68	16.61	11.8	20.38
	5-Year High	36.15	25.47	15.32	20.38
	5-Year Low	17.97	16.61	11.35	15.19
	5-Year Median	25.56	19.1	13.79	17.44
P/S F12M	Current	5.78	6.77	2.5	3.2
	5-Year High	6.76	7.61	3.29	3.44
	5-Year Low	2.7	2.55	1.75	2.54
	5-Year Median	4.12	3.36	2.04	3.01
P/B TTM	Current	3.59	3.13	3.13	3.77
	5-Year High	4.16	4.06	4.05	4.55
	5-Year Low	1.73	1.97	2.01	2.84
	5-Year Median	2.71	2.95	2.6	3.64

As of 5/4/2020

Industry Analysis Zacks Industry Rank: Top 21% (54 out of 253)



Top Peers

Company (Ticker)	Rec	Rank
American States Water Company (AWR)	Outperform	2
Middlesex Water Company (MSEX)	Outperform	2
Artesian Resources Corporation (ARTNA)	Neutral	3
Consolidated Water Co. Ltd. (CWCO)	Neutral	3
California Water Service Group (CWT)	Neutral	3
Global Water Resources, Inc. (GWRS)	Neutral	4
SJW Group (SJW)	Neutral	3
The York Water Company (YORW)	Neutral	2

Industry Comparison Industry: Utility - Water Supply				Industry Peers		
	AWK	X Industry	S&P 500	AWR	MSEX	SJW
Zacks Recommendation (Long Term)	Neutral	-	-	Outperform	Outperform	Neutral
Zacks Rank (Short Term)	3	-	-	2	2	3
VGM Score	D	-	-	D	D	C
Market Cap	21.99 B	1.50 B	19.65 B	2.85 B	1.06 B	1.68 B
# of Analysts	5	2	14	1	3	2
Dividend Yield	1.65%	2.23%	2.19%	1.58%	1.68%	2.18%
Value Score	D	-	-	D	D	D
Cash/Price	0.00	0.05	0.06	0.00	0.00	0.01
EV/EBITDA	17.04	15.74	11.76	19.71	23.44	22.22
PEG Ratio	3.93	4.48	2.48	NA	NA	NA
Price/Book (P/B)	3.59	2.17	2.63	4.72	3.29	1.88
Price/Cash Flow (P/CF)	17.78	14.10	10.38	24.82	20.81	14.05
P/E (F1)	31.77	30.62	18.81	34.60	29.92	25.51
Price/Sales (P/S)	6.09	5.91	2.02	5.91	7.91	3.65
Earnings Yield	3.15%	3.27%	5.07%	2.89%	3.34%	3.93%
Debt/Equity	1.43	0.86	0.73	0.82	0.71	1.44
Cash Flow (\$/share)	6.83	1.90	7.01	3.11	2.93	4.19
Growth Score	D	-	-	D	D	C
Hist. EPS Growth (3-5 yrs)	7.94%	6.36%	10.87%	4.97%	13.74%	-0.17%
Proj. EPS Growth (F1/F0)	6.04%	5.24%	-8.14%	4.69%	1.49%	29.49%
Curr. Cash Flow Growth	8.43%	7.09%	5.88%	9.54%	6.31%	7.88%
Hist. Cash Flow Growth (3-5 yrs)	7.49%	5.42%	8.55%	2.18%	10.78%	5.46%
Current Ratio	0.63	0.83	1.25	1.06	0.45	0.52
Debt/Capital	58.79%	46.23%	44.07%	45.03%	41.46%	59.05%
Net Margin	17.20%	17.78%	11.00%	17.78%	25.16%	4.35%
Return on Equity	10.79%	8.13%	16.43%	13.51%	12.12%	4.65%
Sales/Assets	0.16	0.19	0.55	0.30	0.16	0.19
Proj. Sales Growth (F1/F0)	3.96%	2.62%	-1.76%	0.66%	6.44%	24.92%
Momentum Score	C	-	-	B	C	A
Daily Price Chg	1.90%	-0.29%	-0.01%	-0.80%	1.72%	-1.62%
1 Week Price Chg	-4.65%	0.47%	0.53%	-5.38%	1.54%	0.29%
4 Week Price Chg	-0.05%	0.11%	6.66%	-9.30%	0.26%	-3.62%
12 Week Price Chg	-10.17%	-19.34%	-20.38%	-15.29%	-11.18%	-19.22%
52 Week Price Chg	13.29%	-2.60%	-13.44%	7.92%	5.35%	-4.05%
20 Day Average Volume	934,569	119,834	2,567,149	263,981	69,114	136,714
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	-0.16%	0.00%	-6.96%	0.00%	0.00%	-0.86%
(F1) EPS Est 12 week change	-1.34%	-2.35%	-13.90%	3.24%	-0.81%	-0.65%
(Q1) EPS Est Mthly Chg	-0.51%	0.00%	-13.62%	0.00%	0.00%	-0.68%

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.

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	C
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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