

## ConocoPhillips (COP)

**\$31.38** (As of 03/13/20)

Price Target (6-12 Months): **\$35.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 01/14/20)

Prior Recommendation: Underperform

Short Term: 1-3 Months

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

**5-Strong Sell**

Zacks Style Scores:

VGM:D

Value: C

Growth: C

Momentum: F

## Summary

ConocoPhillips holds bulk of acres in the unconventional plays of Eagle Ford shale, Delaware basin and Bakken shale. Notably, the 3,400 undrilled locations in the Eagle Ford shale could lend the company access to almost 2.3 billion BOE estimated potential reserves. Importantly, the company has a humongous resource base of around 15 billion BOE, which has a supply cost of less than \$40 per barrel. Moreover, the company had significantly reduced its debt burden in the last few quarters. However, ConocoPhillips expects higher 2020 operating costs, which are likely to hurt profits. Moreover, the company's 2020 production is expected to decline from 2019 levels. On top of that, the upstream energy player has been persistently paying lower dividend yield than the industry over the past two years. As such, the stock warrants a cautious stance.

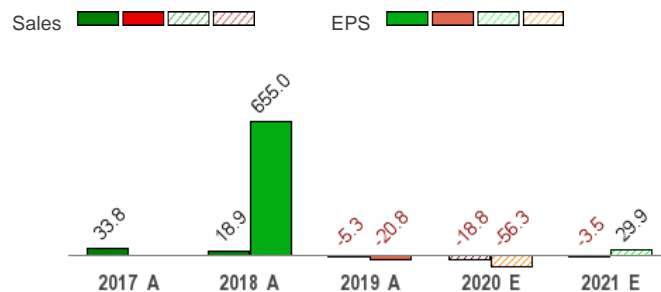
## Price, Consensus & Surprise



## Data Overview

52 Week High-Low	\$69.60 - \$27.00
20 Day Average Volume (sh)	11,437,751
Market Cap	\$33.9 B
YTD Price Change	-51.7%
Beta	1.21
Dividend / Div Yld	\$1.68 / 5.4%
Industry	<a href="#">Oil and Gas - Integrated - United States</a>
Zacks Industry Rank	Bottom 15% (215 out of 253)

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



Last EPS Surprise	-6.2%
Last Sales Surprise	4.0%
EPS F1 Est- 4 week change	-52.7%
Expected Report Date	04/30/2020
Earnings ESP	1.5%
P/E TTM	8.7
P/E F1	20.0
PEG F1	2.1
P/S TTM	0.9

## Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	6,791 E	6,824 E	6,952 E	7,100 E	28,746 E
2020	7,945 E	6,616 E	6,683 E	6,854 E	29,793 E
2019	10,057 A	8,380 A	10,093 A	8,140 A	36,670 A

## EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.54 E	\$0.51 E	\$0.49 E	\$0.47 E	\$2.04 E
2020	\$0.66 E	\$0.28 E	\$0.29 E	\$0.31 E	\$1.57 E
2019	\$1.00 A	\$1.01 A	\$0.82 A	\$0.76 A	\$3.59 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 03/13/2020. The reports text is as of 03/16/2020.

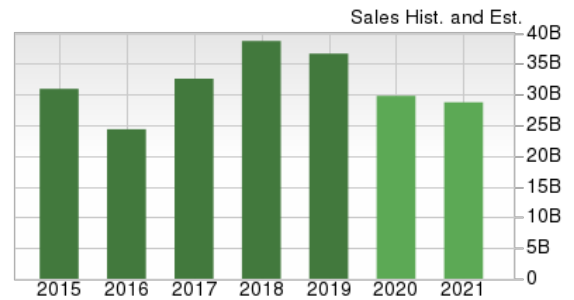
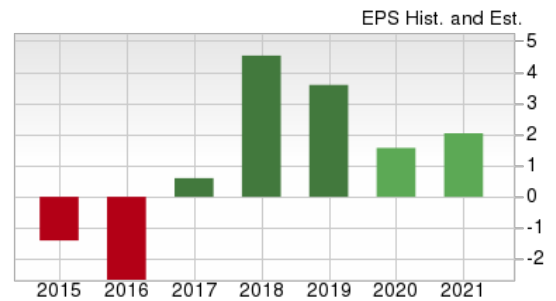
## Overview

Headquartered in Houston, TX, ConocoPhillips is primarily involved in the exploration and production of oil and natural gas. Considering proved reserves and production, the company is the largest explorer and producer in the world. The company, founded in 1875, has strong presence across conventional and unconventional plays in 16 countries. ConocoPhillips' low risk and cost-effective operations spread across North America, Asia, Australia and Europe. The upstream energy player also has foothold in Canada's oil sand resources and has exposure to developments related to liquefied natural gas (LNG).

The company ended 2019 with proved reserves of around 5.3 billion barrels of oil equivalent (BOE) and reserve replacement ratio of 100%. Through 2019, the upstream energy player produced 1,348 thousand BOE per day, comprising more than 52.3% oil.

ConocoPhillips is strongly dedicated to returning cash to shareholders through dividend payments and share buybacks. In 2019, the company paid dividend of \$1.5 billion and repurchased \$3.5 billion worth of shares. The company has approval from the board of directors to buy back a total of \$25 billion of common stock. On top of that, ConocoPhillips has achieved a strong balance sheet by lowering debt burden, months ahead of plan.

In 2020, ConocoPhillips is planning to invest \$6.5-\$6.7 billion capital to increase its annual production. The company is expected to allocate a significant portion of its 2020 capital budget for U.S. Lower 48 — comprising prolific plays like Eagle Ford, Gulf of Mexico, Bakken, Permian and others. This will likely lead the U.S. Lower 48 to contribute the 2020 production growth in comparison to other resources in Europe, Canada and Alaska. Importantly, the upstream major is planning to pay dividends of \$20 billion and make \$30 billion of share repurchases over the coming decade.



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## Reasons To Buy:

- ▲ The bulk of acres that ConocoPhillips holds in the three big unconventional plays that include Eagle Ford shale, Delaware basin and Bakken shale plays are rich in oil. The company is planning to spend almost \$4 billion per annum on the shale plays and operate around 20 rigs across four major fields. This is expected to ramp up production from the regions from more than 400,000 barrels a day to more than 900,000 barrels by the end of the next decade.
- ▲ The three unconventional plays are expected to boost ConocoPhillips 2020 production. Notably, significant opportunities left for ConocoPhillips in the Eagle Ford shale where it owns about 3,400 undrilled locations that could lend access to almost 2.3 billion barrels of oil equivalent estimated potential reserves. Importantly, the company has a humongous resource base of around 15 billion barrels of oil equivalent, which has a supply cost of less than \$40 per barrel.
- ▲ The balance sheet of ConocoPhillips is significantly less leveraged than the industry it belongs to. At the end of fourth-quarter 2019, the company had a debt-to-capitalization ratio of 30%, lower than the industry average of 35.6%. Currently, the company has nearly \$5.1 billion in cash and cash equivalents. It will provide the company with financial flexibility for its growth projects.
- ▲ Moreover, ConocoPhillips – generated \$7.5 billion and \$7.3 billion in free cash flow (FCF) in 2019 and 2018, respectively – expects to generate around \$50 billion in FCF during 2020-2029 time period. It assumes WTI Crude price at \$50 per barrel during this period.

Huge inventory of drilling locations in the Eagle Ford Shale will contribute to ConocoPhillips' production.

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### Reasons To Sell:

- ▼ ConocoPhillips' expectation for higher production costs and operating expenses are likely to hurt profits. For 2020, the firm projects total production and operating expenses of \$5.9 billion, higher than \$5.3 billion for 2019. Also, exploration costs rose to \$743 million in 2019 from \$369 million recorded in 2018.
- ▼ For 2020, ConocoPhillips projects production in the range of 1,230-1,270 MBoe/d, suggesting a reduction in volumes from 1,348 MBoe/d. The lower production volumes will result in reduced profit levels.
- ▼ The upstream energy player has been paying lower dividend yield than the industry over the past two years. The company's current dividend yield stands at almost 2.8%, significantly lower than the industry's yield of 4.6%.
- ▼ Lower oil and gas prices are currently haunting the exploration and production industry. Due to global economic slowdown, demand for hydrocarbons are not expected to rise anytime soon. This in turn, affects oil and gas prices. The low-price environment will likely keep ConocoPhillips' profits under pressure.

ConocoPhillips' expectations for higher production costs and operating expenses are concerning.

## Last Earnings Report

### ConocoPhillips Misses on Q4 Earnings, Boosts Buyback

ConocoPhillips reported fourth-quarter 2019 adjusted earnings per share of 76 cents, missing the Zacks Consensus Estimate of 81 cents. Also, the bottom line declined from the year-ago figure of \$1.13 per share.

Based in Houston, TX, the world's largest independent oil and gas producer's quarterly revenues of \$8,140 million decreased from fourth-quarter 2018 sales of \$10,361 million. However, the figure beat the Zacks Consensus Estimate of \$7,828 million.

The weak fourth-quarter 2019 earnings are primarily attributable to lower production volumes and declined realized commodity prices, partially offset by reduced operating costs.

The company ended 2019 with proved reserves of around 5.3 billion barrels of oil equivalent (BOE) and reserve replacement ratio of 100%.

### Overall Production Falls

Total production averaged 1,334 thousand barrels of oil equivalent per day (MBoe/d), down from the year-ago quarter's 1,357 Mboe/d. The overall production was lower than the year-ago period, primarily due to the company's asset divestments and lower output from China. However, production from Alaska and Lower 48 rose significantly.

ConocoPhillips' production of crude oil came in at 695 thousand barrels per day (MBD), lower than the year-ago quarter's 717 MBD. The company's production of natural gas liquids came in at 118 MBD, higher than the year-ago quarter's 105 MBD. Bitumen production in the quarter was recorded at 64 MBD, lower than the fourth-quarter 2018 figure of 71 MBD. Natural gas output came in at 2,741 million cubic feet per day (MMcf/d), lower than the year-ago level of 2,785 MMcf/d.

### Realized Prices Decline

The average realized crude oil price during the fourth quarter was \$60.17 per barrel, representing a decrease from the year-ago realization of \$63.86. Realized natural gas liquids price was recorded at \$19.67 per barrel, lower than the year-ago quarter's \$28.04. Average realized natural gas price during fourth-quarter 2019 was \$4.62 per thousand cubic feet, down from the year-ago period's \$6.46. As such, average realized equivalent prices fell 12.7% to \$47.01 per barrel from the year-ago level of \$53.

### Total Expenses Fall

ConocoPhillips' fourth-quarter total expenses decreased to \$6,854 million from \$7,689 million in the corresponding period of 2018, owing to lower purchased commodities. Production and operating expenses fell to \$1,302 million in the reported quarter from \$1,362 million in the year-ago period. However, exploration costs increased to \$151 million in fourth-quarter 2019 from \$102 million in the comparable period of 2018.

### Balance Sheet & Capital Spending

As of Dec 31, 2019, the oil giant — with a market capitalization of around \$65 billion — had \$5,088 million in total cash and cash equivalents. The company had a total long-term debt of nearly \$14,790 million, representing a debt-to-capitalization ratio of 30%.

In the reported quarter, ConocoPhillips generated \$2,982 million in net cash from operating activities, lower than the year-ago level of \$3,783 million. Capital expenditures and investments totaled \$1,595 million, and dividend payments grossed \$463 million. The company repurchased shares worth \$749 million in the quarter.

### Guidance

For 2020, its production guidance is projected in the range of 1,230-1,270 MBoe/d, excluding Libya. For first-quarter 2020, its production is expected in the range of 1,240-1,280 MBoe/d. Operating cost for the year is expected to be \$5.9 billion.

For 2020, its capital guidance is projected in the range of \$6.5-\$6.7 billion. The company expects to buy back \$3 billion shares in 2020. It added \$10 billion to the already existing share repurchase program, which brings the total authorization to \$25 billion.

Quarter Ending **12/2019**

Report Date	Feb 04, 2020
Sales Surprise	3.98%
EPS Surprise	-6.17%
Quarterly EPS	0.76
Annual EPS (TTM)	3.59

## Recent News

### ConocoPhillips Lays Out Plans for Next Decade, Aims \$50B FCF – Nov 19, 2019

ConocoPhillips revealed operational and financial plans for the next decade, which will boost production while keeping spending under check. The company is also planning to enhance shareholder returns during this time frame of 2020-2029, while maintaining a strong balance sheet.

#### Free Cash Flow

The upstream major — which had generated \$16.3 billion and \$7.3 billion in free cash flow (FCF) in 2017 and 2018, respectively — expects to generate around \$50 billion of FCF during the 2020-2029 time period. It assumes WTI Crude price at \$50 per barrel during this period. Notably, the company generated \$6 billion FCF in the first three quarters of 2019, with WTI Crude price averaging \$57.04 per barrel.

#### Capital Spending & Production

ConocoPhillips intends to keep annual capital spending below \$7 billion over the next 10 years. Capital spending was recorded at around \$5 billion in the first three quarters of 2019 and totaled about \$6.8 billion in 2018. Importantly, the company expects to boost hydrocarbon output by more than 3% per annum over the next decade, aided by unconventional growth. It reported better-than-expected third-quarter 2019 results on the back of higher volumes from the company's unconventional assets in Eagle Ford, Bakken and Delaware Basin.

Moreover, it has plans to spend almost \$4 billion per annum on the shale plays and run around 20 rigs across four major fields. This is expected to ramp up production from the regions from 400,000 barrels a day currently to more than 900,000 barrels by the end of the next decade. Notably, the company has a humongous resource base of around 15 billion barrels of oil equivalent, which has a supply cost of less than \$40 per barrel.

#### Returns to Shareholders

The news came at a time when upstream companies are under pressure from investors, who are no longer supporting drilling programs and expansions in the absence of strong cash flows. Investors want explorers to reduce costs, improve internal efficiencies, raise share repurchases and increase returns. As such, ConocoPhillips' target of paying dividends of \$20 billion and making \$30 billion of share repurchases over the coming decade can cheer investors.

#### Other Plans

The company intends to maintain a strong balance sheet throughout the next decade. ConocoPhillips expects net debt to be \$6 billion by 2019-end, indicating a decline from \$24 billion in 2016. At the end of third-quarter 2019, the company had a total long-term debt of nearly \$15 billion, representing a debt-to-capitalization ratio of 30%, lower than the industry average of 35.6%.

ConocoPhillips intends to divest 25% of its Alaska properties, as it has a practice of not funding any major project in its entirety.

## Valuation

ConocoPhillips shares are down 51.7% in the year-to-date period, and 53.6% over the trailing 12-month period. Stocks in the Zacks sub-industry and Zacks Oils-Energy sector are down 56.4% and 45.3%, in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector are down 66.5% and 51.6%, respectively.

The S&P 500 index is down 15.8% in the year-to-date period and 5.3% in the past year.

The stock is currently trading at 2.82X trailing 12-month EV/EBITDA, which compares to 3.76X for the Zacks sub-industry, 3.63X for the Zacks sector and 10.05X for the S&P 500 index.

Over the past five years, the stock has traded as high as 23.55X and as low as 2.56X, with a 5-year median of 8.96. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$35 price target reflects 1.25X F12M sales.

The table below shows summary valuation data for COP.

Valuation Multiples - COP					
		Stock	Sub-Industry	Sector	S&P 500
EV/EBITDA TTM	Current	2.82	3.76	3.63	10.05
	5-Year High	23.55	10.58	10.36	12.88
	5-Year Low	2.56	3.56	3.45	8.31
	5-Year Median	8.96	5.67	6.51	10.79
P/S F12M	Current	1.12	0.8	0.56	2.9
	5-Year High	2.57	2.56	1.45	3.43
	5-Year Low	1.01	0.8	0.56	2.54
	5-Year Median	1.85	2.11	0.99	3
P/B TTM	Current	0.98	0.64	0.71	3.64
	5-Year High	2.91	2.5	1.6	4.55
	5-Year Low	0.88	0.57	0.65	2.85
	5-Year Median	1.76	1.78	1.31	3.63

As of 03/13/2020

## Industry Analysis Zacks Industry Rank: Bottom 15% (215 out of 253)



## Top Peers

Apache Corporation (APA)	Neutral
Abraxas Petroleum Corporation (AXAS)	Neutral
Continental Resources, Inc. (CLR)	Neutral
Concho Resources Inc. (CXO)	Neutral
Devon Energy Corporation (DVN)	Neutral
EOG Resources, Inc. (EOG)	Neutral
Hess Corporation (HES)	Neutral
Marathon Oil Corporation (MRO)	Neutral

Industry Comparison Industry: Oil And Gas - Integrated - United States				Industry Peers		
	COP Neutral	X Industry	S&P 500	APA Neutral	CXO Neutral	EOG Neutral
<b>VGM Score</b>	<b>D</b>	-	-	<b>C</b>	<b>C</b>	<b>B</b>
Market Cap	33.93 B	267.94 M	19.05 B	3.04 B	9.22 B	20.26 B
# of Analysts	7	4	13	9	11	11
Dividend Yield	5.35%	1.40%	2.31%	12.39%	1.71%	3.30%
<b>Value Score</b>	<b>C</b>	-	-	<b>C</b>	<b>D</b>	<b>B</b>
Cash/Price	0.21	0.11	0.05	0.03	0.01	0.06
EV/EBITDA	2.30	2.72	11.57	-34.61	8.34	2.99
PEG Ratio	2.00	3.33	1.68	NA	3.27	1.00
Price/Book (P/B)	0.98	0.52	2.56	0.68	0.53	0.94
Price/Cash Flow (P/CF)	3.29	2.77	10.18	1.13	3.30	3.05
P/E (F1)	19.03	6.08	14.94	NA	14.30	9.35
Price/Sales (P/S)	0.93	0.76	2.02	0.47	2.01	1.17
Earnings Yield	5.00%	8.65%	6.67%	-6.57%	7.00%	10.69%
Debt/Equity	0.42	0.33	0.70	1.92	0.22	0.19
Cash Flow (\$/share)	9.53	1.65	7.01	7.13	14.21	11.42
<b>Growth Score</b>	<b>C</b>	-	-	<b>D</b>	<b>A</b>	<b>B</b>
Hist. EPS Growth (3-5 yrs)	50.74%	44.03%	10.85%	-73.25%	32.27%	51.74%
Proj. EPS Growth (F1/F0)	-56.31%	-19.30%	5.99%	NA	7.45%	-25.25%
Curr. Cash Flow Growth	-10.21%	-3.74%	6.15%	-13.04%	25.86%	-0.17%
Hist. Cash Flow Growth (3-5 yrs)	-7.49%	-16.17%	8.52%	-17.03%	14.95%	-0.21%
Current Ratio	2.40	1.26	1.24	1.06	0.89	1.18
Debt/Capital	29.67%	24.54%	42.57%	65.71%	18.19%	16.13%
Net Margin	19.60%	-6.55%	11.64%	-55.42%	-15.35%	15.74%
Return on Equity	11.84%	1.07%	16.74%	0.03%	3.38%	13.89%
Sales/Assets	0.52	0.30	0.54	0.31	0.18	0.48
Proj. Sales Growth (F1/F0)	-18.75%	0.56%	3.54%	-11.24%	3.99%	0.24%
<b>Momentum Score</b>	<b>F</b>	-	-	<b>C</b>	<b>F</b>	<b>F</b>
Daily Price Chg	11.28%	7.67%	8.21%	3.99%	18.57%	7.08%
1 Week Price Chg	-6.38%	-10.44%	-0.67%	-16.93%	-14.73%	-12.58%
4 Week Price Chg	-46.65%	-44.22%	-22.67%	-71.10%	-40.40%	-54.02%
12 Week Price Chg	-50.34%	-56.05%	-20.46%	-64.46%	-43.15%	-57.17%
52 Week Price Chg	-53.18%	-73.74%	-10.79%	-76.45%	-54.81%	-61.20%
20 Day Average Volume	11,437,751	454,624	3,061,271	8,742,408	3,391,901	7,018,727
(F1) EPS Est 1 week change	-43.46%	-23.95%	0.00%	-325.00%	-10.90%	-23.94%
(F1) EPS Est 4 week change	-52.71%	-29.19%	-0.32%	-1,541.38%	-22.07%	-27.52%
(F1) EPS Est 12 week change	-47.04%	-27.69%	-0.65%	-719.41%	-18.19%	-20.22%
(Q1) EPS Est Mthly Chg	-26.83%	-17.26%	-0.62%	170.67%	-10.09%	-18.95%

## 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	C
Growth Score	C
Momentum Score	F
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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