

## ConocoPhillips (COP)

**\$37.15** (As of 04/27/20)

Price Target (6-12 Months): **\$40.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 04/15/20)

Prior Recommendation: Underperform

Short Term: 1-3 Months

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

**3-Hold**

Zacks Style Scores:

VGM:D

Value: C

Growth: C

Momentum: F

## Summary

ConocoPhillips holds a bulk of acres in the unconventional plays of Eagle Ford shale, Delaware basin and Bakken shale. In fact, significant opportunities are still there 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. Notably, the balance sheet of ConocoPhillips is significantly less leveraged than the industry it belongs to. Moreover, the company believes that it will be able to save a total cash amount of \$2.2 billion if it slows down the pace of its 2020 stock buy-back program. However, weak crude prices, owing to the coronavirus pandemic, are likely to hurt the upstream business. Moreover, ConocoPhillips' expectation for higher production costs and operating expenses are likely to hurt profits.

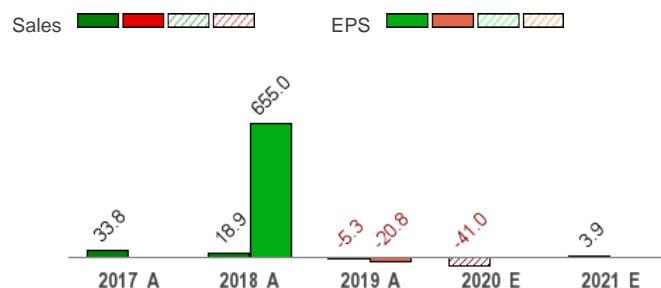
## Price, Consensus & Surprise



## Data Overview

52 Week High-Low	\$67.13 - \$20.84
20 Day Average Volume (sh)	11,159,570
Market Cap	\$40.0 B
YTD Price Change	-42.9%
Beta	1.50
Dividend / Div Yld	\$1.68 / 4.5%
Industry	<a href="#">Oil and Gas - Integrated - United States</a>
Zacks Industry Rank	Bottom 31% (174 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	-922.2%
Expected Report Date	04/30/2020
Earnings ESP	0.0%
P/E TTM	10.4
P/E F1	NA
PEG F1	NA
P/S TTM	1.1

## Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	5,187 E	5,229 E	5,364 E	5,518 E	22,488 E
2020	6,552 E	4,451 E	4,616 E	4,778 E	21,649 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	-\$0.22 E	-\$0.22 E	-\$0.23 E	-\$0.25 E	\$0.13 E
2020	\$0.23 E	-\$0.46 E	-\$0.43 E	-\$0.37 E	-\$1.06 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 04/27/2020. The reports text is as of 04/28/2020.

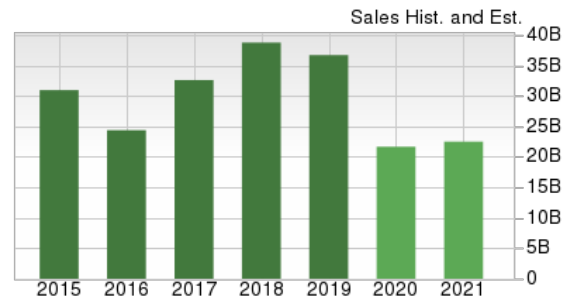
## Overview

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 production in the long run. 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.
- ▲ As of Dec 31, 2019, the company had \$5,088 million in total cash and cash equivalents and total long-term debt of nearly \$14,790 million. Its massive liquidity position will provide the company with financial flexibility for its growth projects. It has a debt-to-capitalization of 30%, lower than the industry average of 38%. As such, the balance sheet of ConocoPhillips is significantly less leveraged than the industry it belongs to. Importantly, the long-term debt rating of Standard & Poor's "A" is encouraging.
- ▲ The company has an intention of slowing down the pace of its 2020 stock buy-back program. Starting second quarter, the quarterly run rate of the program will be lowered to \$250 million from the prior \$750 million. With this measure, ConocoPhillips believes that it will be able to save a total cash amount of \$2.2 billion. This move is crucial given the current market uncertainty.

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

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## Reasons To Sell:

- ▼ Lower oil and gas prices are currently haunting the exploration and production industry. Due to global economic slowdown owing to the coronavirus pandemic, 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 recently announced that it has revised downward its 2020 capital budget in the wake of a weak crude pricing scenario. The company's revised capital budget for this year will be roughly 35% lower as compared to the prior guidance. In its latest operational update, triggered by a lower capital budget, ConocoPhillips revealed its plan of slowing down development operations in the Lower 48. The upstream firm is also planning to defer drilling activities in Alaska.
- ▼ Reduced operating activities also compelled the upstream firm to lower its production guidance for this year. Notably, with the volume curtailment measures, the company's net production will get lowered by 200,000 barrels of oil equivalent per day (Boe/d) in North America – contributing the maximum to the company's worldwide output.
- ▼ ConocoPhillips' exploration costs more than doubled to \$743 million in 2019 from \$369 million recorded in 2018. Its expectation for comparatively higher production costs and operating expenses are likely to hurt profits this year. For 2020, the firm projects total production and operating expenses of \$5.3 billion, in-line with 2019 level, while production is expected to significantly decline. This reflects increasing inefficiency in operations.

ConocoPhillips' expectations for comparatively 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

### Here's What ConocoPhillips is Doing to Deal With Coronavirus – Apr 16, 2020

ConocoPhillips announced its decision to take some additional measures in the wake of the coronavirus pandemic. The outbreak has drastically dented global energy demand, which has been compelling energy giants to slash capital budgets, curtail operations and suspend dividend payments and stock buybacks.

As part of further measures against its impact, ConocoPhillips has announced a new capital budget for 2020 of \$4.3 billion, showing an additional reduction of \$1.6 billion. Hence, as compared to the initial guidance, the upstream energy firm has slashed capital budget by a total of \$2.3 billion. This also reflects a reduction of 35% from the original estimate.

Triggered by lower capital spending, ConocoPhillips will reduce some production volumes. Until the coronavirus-affected energy market recovers, the company has planned for voluntary production volume reductions in Canada and the Lower 48 region. By May, the company is willing to lower volumes from Canada's Surmont oil sands facility by 100,000 barrels per day (Bbl/D). Meanwhile, per the initial expectations, the upstream firm will lower production by 125,000 Bbl/D in the United States.

Notably, with the volume curtailment measures, the company's net production will get lowered by 200,000 barrels of oil equivalent per day (BoE/D) in North America – contributing the maximum to the company's worldwide output. Per Bloomberg, with the measure, the company's volumes in the continent will get reduced by a massive 27%.

ConocoPhillips has also decided to cut 2020 planned operating expenses by an additional \$600 million to \$5.3 billion. Investors should also know that last month, ConocoPhillips decided to slow down the pace of its 2020 stock buy-back program. As part of its earlier decision, the company had announced that starting second quarter, the quarterly run rate of the program will be lowered to \$250 million from the prior \$750 million. But in response to the downturn in energy market, the company has now vouched to suspend its share repurchase program.

### ConocoPhillips Slashes 2020 Capex as Oil Price Remains Soft – Mar 18, 2020

ConocoPhillips recently announced that it has revised downward its 2020 capital budget in the wake of a weak crude pricing scenario.

The company's revised capital budget for this year will be roughly 10% lower as compared to the prior guidance. With oil price now in the bearish territory since the coronavirus pandemic is hurting global energy demand, the outlook for exploration and production business seems gloomy. Thus, upstream energy players are restricting their operational activities and thereby reducing capital budget. Other energy firms that followed suit are Cimarex Energy Co., Pioneer Natural Resources Company and EOG Resources Inc.

In its latest operational update, triggered by a lower capital budget, ConocoPhillips revealed its plan of slowing down development operations in the Lower 48. The upstream firm is also planning to defer drilling activities in Alaska.

Reduced operating activities also compelled the upstream firm to lower its production guidance for this year. ConocoPhillips' revised projected daily production volumes for 2020 will be lowered by 20,000 barrel of oil equivalent.

Moreover, the company has an intention of slowing down the pace of its 2020 stock buy-back program. Starting second quarter, the quarterly run rate of the program will be lowered to \$250 million from the prior \$750 million.

With all those measures, ConocoPhillips believes that it will be able to save a total cash amount of \$2.2 billion.

## Valuation

ConocoPhillips shares are down 42.9% in the year-to-date period, and 40.7% over the trailing 12-month period. Stocks in the Zacks sub-industry and Zacks Oils-Energy sector are down 49.4% and 40.3%, in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector are down 55.8% and 44.9%, respectively.

The S&P 500 index is down 12% in the year-to-date period and 4.2% in the past year.

The stock is currently trading at 3.22X trailing 12-month EV/EBITDA, which compares to 4.01X for the Zacks sub-industry, 3.79X for the Zacks sector and 10.37X for the S&P 500 index.

Over the past five years, the stock has traded as high as 23.55X and as low as 2.13X, with a 5-year median of 8.96. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$40 price target reflects 1.97X 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	3.22	4.01	3.79	10.37
	5-Year High	23.55	10.58	10.41	12.87
	5-Year Low	2.13	3.3	3.06	8.27
	5-Year Median	8.96	5.63	6.53	10.78
P/S F12M	Current	1.83	1.21	0.67	4.81
	5-Year High	2.57	2.56	1.46	4.81
	5-Year Low	0.83	0.88	0.58	2.54
	5-Year Median	1.85	2.05	1	3.01
P/B TTM	Current	1.14	0.74	0.73	3.76
	5-Year High	2.91	2.5	1.62	4.55
	5-Year Low	0.71	0.48	0.51	2.84

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	5-Year Median	1.76	1.76	1.32	3.64
As of 04/27/2020					

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## Industry Analysis Zacks Industry Rank: Bottom 31% (174 out of 253)



## Top Peers

Company (Ticker)	Rec	Rank
Apache Corporation (APA)	Neutral	3
Abraxas Petroleum Corporation (AXAS)	Neutral	3
Continental Resources, Inc. (CLR)	Neutral	3
Concho Resources Inc. (CXO)	Neutral	3
Devon Energy Corporation (DVN)	Neutral	3
Hess Corporation (HES)	Neutral	4
Marathon Oil Corporation (MRO)	Neutral	3
EOG Resources, Inc. (EOG)	Underperform	5

Industry Comparison Industry: Oil And Gas - Integrated - United States				Industry Peers		
	COP	X Industry	S&P 500	APA	CXO	EOG
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Underperform
Zacks Rank (Short Term)	3	-	-	3	3	5
VGM Score	D	-	-	D	B	B
Market Cap	40.01 B	232.65 M	19.77 B	3.96 B	10.59 B	25.92 B
# of Analysts	6	5	14	9	10	11
Dividend Yield	4.52%	1.16%	2.13%	0.95%	1.49%	3.37%
Value Score	C	-	-	B	C	D
Cash/Price	0.26	0.19	0.06	0.06	0.01	0.08
EV/EBITDA	2.67	3.03	12.09	-37.41	9.21	3.75
PEG Ratio	NA	0.17	2.36	NA	8.43	6.72
Price/Book (P/B)	1.16	0.65	2.70	0.88	0.61	1.20
Price/Cash Flow (P/CF)	3.90	3.46	10.70	1.47	3.79	3.90
P/E (F1)	NA	6.45	18.72	NA	36.91	62.97
Price/Sales (P/S)	1.09	1.04	2.12	0.62	2.31	1.49
Earnings Yield	-2.85%	0.04%	5.19%	-23.14%	2.71%	1.59%
Debt/Equity	0.42	0.33	0.72	1.92	0.22	0.19
Cash Flow (\$/share)	9.53	1.53	7.01	7.13	14.21	11.42
Growth Score	C	-	-	C	A	B
Hist. EPS Growth (3-5 yrs)	50.74%	44.03%	10.88%	-73.25%	32.27%	51.74%
Proj. EPS Growth (F1/F0)	-129.39%	-95.15%	-5.87%	NA	-52.16%	-85.80%
Curr. Cash Flow Growth	-10.21%	-9.26%	5.92%	-13.04%	25.86%	-0.17%
Hist. Cash Flow Growth (3-5 yrs)	-7.49%	-16.17%	8.55%	-17.03%	14.95%	-0.21%
Current Ratio	2.40	1.26	1.23	1.06	0.89	1.18
Debt/Capital	29.67%	24.54%	43.90%	65.71%	18.19%	16.13%
Net Margin	19.60%	-7.06%	11.32%	-55.42%	-15.35%	15.74%
Return on Equity	11.84%	4.82%	16.60%	0.03%	3.38%	13.89%
Sales/Assets	0.52	0.29	0.55	0.31	0.18	0.48
Proj. Sales Growth (F1/F0)	-40.96%	0.00%	-1.15%	-32.81%	-13.54%	-19.83%
Momentum Score	F	-	-	F	D	B
Daily Price Chg	2.94%	1.55%	2.63%	-1.78%	1.43%	2.72%
1 Week Price Chg	2.35%	5.12%	-1.74%	25.91%	2.21%	3.63%
4 Week Price Chg	26.83%	31.59%	8.71%	155.47%	31.09%	27.33%
12 Week Price Chg	-37.23%	-43.45%	-17.57%	-61.90%	-28.79%	-37.59%
52 Week Price Chg	-40.70%	-71.72%	-11.60%	-68.39%	-53.57%	-54.08%
20 Day Average Volume	11,159,570	561,246	2,734,148	33,093,802	2,525,391	7,294,867
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	-1.49%	1.83%
(F1) EPS Est 4 week change	-922.22%	-14.82%	-6.57%	-27.87%	-16.76%	-42.67%
(F1) EPS Est 12 week change	-113.88%	-93.68%	-12.64%	-7,431.03%	-65.82%	-86.61%
(Q1) EPS Est Mthly Chg	-103.54%	-46.23%	-10.33%	-56.47%	-34.89%	-44.55%



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## 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.

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### 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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### Disclosures

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