

## Dominion Energy, Inc. (D)

**\$75.22** (As of 07/08/20)

Price Target (6-12 Months): **\$79.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 05/18/20)

Prior Recommendation: Outperform

Short Term: 1-3 Months

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

**3-Hold**

Zacks Style Scores:

VGM:C

Value: D

Growth: B

Momentum: D

### Summary

Dominion Energy is gaining from steady capital investments, contribution from organic and inorganic assets, revenue decoupling, along with additions to the existing customer base. Its decision to sell Gas Transmission & Storage operations to Berkshire will help it in the transition toward regulated operation and lower shares outstanding. Amid the COVID-19 crisis, the company decided to continue providing services even in the event of non-payment of dues and offered flexible payment options to clear dues. Year to date, shares of the company have outperformed the industry. However, Duke Energy's decision to discontinue the Atlantic Coast Pipeline after investing billions of dollars in the last six years will adversely impact prospects. It is also exposed to risks associated with the operation of nuclear facilities.

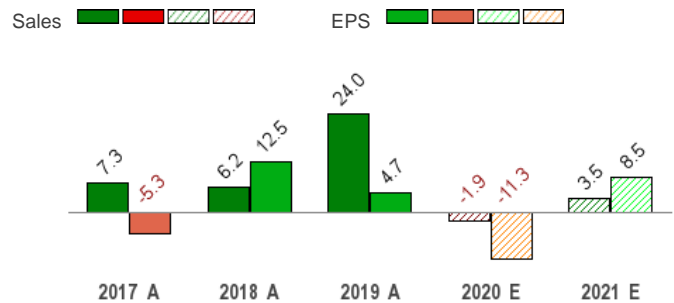
### Price, Consensus & Surprise



### Data Overview

52 Week High-Low	\$90.89 - \$57.79
20 Day Average Volume (sh)	5,780,742
Market Cap	\$63.1 B
YTD Price Change	-9.2%
Beta	0.42
Dividend / Div Yld	\$3.76 / 5.0%
Industry	<a href="#">Utility - Electric Power</a>
Zacks Industry Rank	Top 34% (86 out of 251)

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



Last EPS Surprise	-0.9%
Last Sales Surprise	-5.0%
EPS F1 Est- 4 week change	-17.1%
Expected Report Date	07/29/2020
Earnings ESP	-31.6%
P/E TTM	17.8
P/E F1	20.0
PEG F1	4.1
P/S TTM	3.7

### Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021					16,826 E
2020	4,496 A	3,219 E	3,580 E	3,894 E	16,262 E
2019	3,858 A	3,970 A	4,269 A	4,475 A	16,572 A

### EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$1.25 E	\$0.86 E	\$1.14 E	\$1.18 E	\$4.08 E
2020	\$1.09 A	\$0.76 E	\$1.05 E	\$1.10 E	\$3.76 E
2019	\$1.10 A	\$0.77 A	\$1.18 A	\$1.18 A	\$4.24 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 07/08/2020. The reports text is as of 07/09/2020.

## Overview

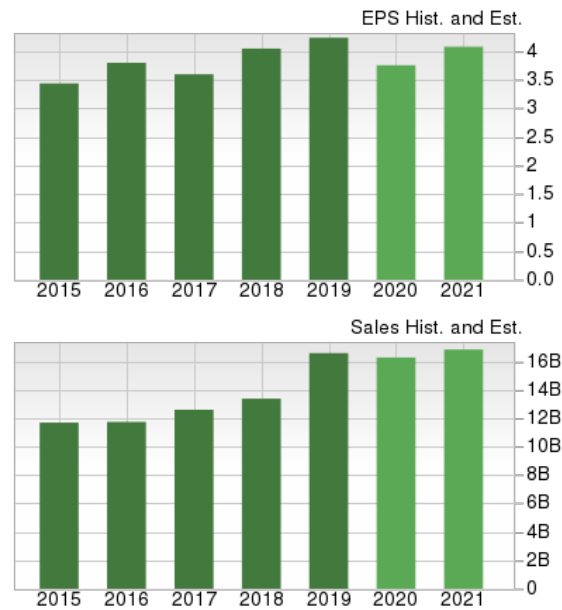
Richmond, VA-based Dominion Energy Inc. (earlier known as Dominion Resources Inc.) was founded in 1909. The company together with its subsidiaries produces and transports energy in the United States. It is a major energy company engaged in regulated and non-regulated electricity distribution, generation and transmission businesses. In addition, it sells electricity at wholesale prices to rural electric cooperatives, municipalities and through wholesale electricity markets.

Dominion has a portfolio of nearly 27,100 MW of generating capacity, 14,800 miles of natural gas transmission, gathering, storage and distribution pipeline, as well as 6,600 miles of electric transmission and distribution lines. The company operates the nation's largest underground natural gas storage systems, with an approximate capacity of 1 trillion cubic feet (Tcf). It serves nearly 7.5 million electric or natural gas customers across 18 states.

Dominion Energy started to report under five new operating segments from Dec 1, 2019. The new segments are **Dominion Energy Virginia** - the vertically integrated electric utility in Virginia and North Carolina; **Contracted Generation**, which includes Millstone Power Station and more than 50 long-term contracted solar facilities; **Gas Transmission & Storage**, consisting of 14,800 miles of natural gas transmission, gathering and storage pipelines, gas storage operations and the Cove Point LNG facility; **Gas Distribution**, which has four gas local distribution companies in Idaho, North Carolina, Ohio, Utah, West Virginia and Wyoming; and **Dominion Energy South Carolina**, a natural gas and electric utility in the Palmetto State.

Dominion Energy Virginia, Contracted Generation, Gas Transmission & Storage, Gas Distribution, and Dominion Energy South Carolina recorded revenues of \$1,935 million, \$290 million, \$701 million, \$890 million and \$714 million, respectively, in first-quarter 2020.

The company is committed to achieve net zero emission by 2050, while continuing to deliver reliable and affordable energy. Dominion decided to sell Gas Transmission & Storage operations to Berkshire. These assets will be treated as discontinued operations and will be excluded from operating earnings for full-year 2020.



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## Reasons To Buy:

- ▲ Dominion Energy's portfolio realignment strategy focusing on regulated assets is evident from its investments in regulated infrastructure and other fields whose outputs are sold under long-term purchase agreements (PPAs). In the last two years, the company disposed of some of its merchant generation facilities and electric retail energy marketing business. Dominion Energy plans to invest \$26 billion in the 2019-2023 time period to strengthen its existing infrastructure. The company plans to invest \$8 billion in 2020, out of which 70% will be invested in growth projects and rest for the maintenance of existing assets. Year to date, shares of Dominion Energy have lost 9.2%, narrower than the industry's 13.5% decline.

Investments to expand its existing infrastructure, revenue decoupling, contributions from organic and inorganic assets, along with the expanding customer base will act as tailwinds.

Novel coronavirus has taken a heavy toll on the economy, with millions of people being unemployed and in financial distress. To assist customers who are in financial hardship, the company has decided to continue providing services even in the event of non-payment of dues.

Its decision to sell gas transmission and storage assets to an affiliate of Berkshire will support Dominion's transition toward regulated and sustainable operations. Post this transaction, the company expects up to 90% of operating earnings to come from the portfolio of regulated electric and natural gas utility companies. Taking into consideration the impact of this asset divestiture agreement, Dominion revised its earnings guidance. The company now expects 2020 earnings within \$3.37-\$3.63 per share, down from its previous guided range of \$4.25-\$4.60.

- ▲ Dominion started operation of its 1,588-MW Greensville County project, which will assist the company to lower emission and will be accretive to its earnings. Its Cove Point liquefaction project is complete, and has started commercial operations from April 2018 and contributed toward the strong performance of the company. The company is in the process of adding 3,000 MW of solar or wind generation in the state of Virginia by 2022, of which presently 57% is complete. Long-term objective of the company is to add 21.3 GW of solar and wind (offshore and onshore) projects by 2036 and 2.7 GW of storage projects by 2035.

Dominion Energy aims at cutting down carbon emissions in its power generation by 55% in 2030 and further by 100% in 2050 from 2005 levels. The company is working on offshore wind projects, battery storage projects and hydropower projects to lower emission. The company also announced plans to develop the 2,640-MW offshore wind project to further expand renewable footprint in Virginia. The project will be in three phases of 880 MW each and is targeted to come online in the 2024-2026 time period. It plans to invest \$3.5 billion in this project within the 2020-2024 time frame.

- ▲ Dominion Energy, taking into consideration the expected rise in demand for natural gas, has started to build up natural gas distribution infrastructure. The company is working to replace the aging infrastructure and expand the capacity of its existing pipelines. The company expects natural gas usage to increase in the range of 18-40% by 2050 from 2015 levels. Hence, the expansion of natural gas infrastructure will allow it to reap the benefits of rising natural gas demand. The company entered into a 50/50 partnership with Smithfield Foods to become a prominent renewable natural gas supplier of the United States. Gas operations are expected to contribute more than 40% to the company's earnings in 2020.

Apart from organic ventures, the company has also taken the inorganic route to expand existing operations. Dominion completed the merger with SCANA Corporation on Jan 1, 2019, which added several high-quality businesses. The company also decided to acquire select marine LNG assets and a 5% equity stake in the Atlantic Coast Pipeline from Southern Company.

- ▲ Dominion Energy continues to replace aging equipment to improve system reliability and serve the customer base more efficiently. The company is also working on a project of strategic undergrounding of 4,000 miles of distribution lines. Notably, it has already completed undergrounding 1,300 miles of distribution lines. These initiatives will increase resilience of its operation and enable it to serve the expanding customer base more efficiently.

The company is working on grid transformation and has planned to invest \$500 million through 2021 for grid transformation. Dominion will install smart meters and smart grid devices, and provide customer information platform to enhance services to customers. The company also started deployment of electric school buses on the roads of Virginia. This initiative of Dominion is aimed at gradually replacing the fossil fuel-based school bus fleet with electric buses. Initially, 50 buses will be operational in 16 localities in 2020. Post successful implementation of this first phase, Dominion will place more electric buses in service with the state approval by 2025.

- ▲ Dominion Energy's total liquidity as of May 1, 2020 was \$7.8 billion, which is enough to meet near-term debt obligations. Debt to capital at the end of first-quarter 2020 was 54.8%, higher than 2019 end levels of 52.7%, as the company repurchased shares during the first quarter. During the first quarter, it issued new debts worth \$2.45 billion, which sequentially increased the debt to capital level.

At first quarter-end, long-term debt of the company was \$34.6 billion, up from \$33.8 billion at the end of 2019. The decision to sell its gas transmission and storage assets will aid Dominion to lower the long-term debt level by \$5.7 billion and further strengthen the balance sheet. Dominion Energy's times interest earned ratio has improved sequentially from the 2019 end-level of 2. The ratio of more than 1 indicates that the company will be able to meet debt obligations in the near future without any trouble. At a time when every entity is looking forward to preserve liquidity amid uncertainty as a result of the outbreak of COVID-19, its improving current ratio is reassuring for investors.

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## Reasons To Sell:

- ▼ Currently, several expansion projects, including pipelines, electric transmission lines, and conversion and other infrastructure projects are under various stages of development. If the company fails to obtain necessary approvals or allocate and coordinate sufficient resources or if projects get delayed for completion, it may have a material impact on the company's financials.

After investing billions of dollars and working for almost six years to complete the Atlantic Coast Pipeline project, the company and its partner Duke Energy decided to discontinue the project. Legal challenges surrounding the project have created uncertainty and increased the project's cost. This project was scheduled to be begin commercial services in early 2022, nearly a three-and-a-half-year delay. Total project cost increased to \$8 billion from the original budget of \$4.5-\$5 billion, impacting the project's economic viability. This is a major setback for the company and will hurt its goal of expanding natural gas infrastructure.

Third-party dependence on natural gas supply, decision to discontinue the Atlantic Coast Pipeline, risks involved in operating nuclear facilities and share dilution are headwinds.

- ▼ Dominion Energy's 2020 operating earnings are expected to be impacted by share dilution, Millstone power station double outages and Cove point minority interest.

The issuance of 22 million shares for the acquisition of Dominion Energy Midstream Partners' common units, which resulted in dilution of Dominion Energy's shares, will adversely impact earnings of the company.

- ▼ Dominion Energy and its gas unit depend on third-party producers for the supply of natural gas. If a producer refuses to deliver a specific quantity of natural gas or NGL to Dominion, it would consequently reduce the volume of natural gas and NGL available for the company's pipelines and other assets. This will certainly affect revenues in case Dominion fails to replace the lost volumes.

Dominion's financial performance depends on its ability to manage the operations of its transmission and distribution businesses. The operations of the company face several operational risks including breakdown or damage of equipment or processes due to aging infrastructure, accidents and labor disputes.

- ▼ In addition, risks associated with the operation of nuclear facilities and unplanned outages at power stations in which Dominion has an ownership interest might derail management's planned production goal and adversely impact its earnings. A planned double outage at the Millstone nuclear power station in 2020 will adversely impact earnings of the company.

Even though the company is ready to counter the challenges posed by the outbreak of COVID-19, the ongoing social distancing norms and reduction in commercial activities could have an adverse impact on demand from commercial and industrial customer groups.

## Last Earnings Report

### Dominion Energy Q1 Earnings & Revenues Lag Estimates

Dominion Energy Inc. reported first-quarter 2020 operating earnings of \$1.09 per share, missing the Zacks Consensus Estimate by a penny. Operating earnings were lower than the midpoint of the company's guided range of \$1.05-\$1.25 per share.

The bottom line also declined from the year-ago earnings of \$1.10 per share. First-quarter 2020 earnings were negatively impacted by 9 cents due to milder-than-normal weather in its service territories.

GAAP loss was 34 cents per share compared with a loss of 84 cents in the year-ago quarter.

### Total Revenues

Dominion Energy's total revenues came in at \$4,496 million, lagging the Zacks Consensus Estimate of \$4,733 million by 5% but improving 16.5% from \$3,858 million in the year-ago quarter.

### Highlights of the Release

Total operating expenses decreased 10.9% year over year to \$3,865 million due to lower electric fuel and energy-related purchases, as well as an increase in operating and maintenance costs.

Interest and related charges in the reported quarter were \$490 million, up 4.5% from the year-ago period.

### Segment Details

**Dominion Energy Virginia:** Net income from this segment was \$429 million, up 18.8% year over year.

**Gas Transmission & Storage:** The segment's net income was \$221 million, decreasing 0.4% year over year.

**Gas Distribution:** Net income from this segment was \$225 million, up 9.8% on a year-over-year basis.

**Dominion Energy South Carolina:** Net income from this segment was \$94 million, up 32.4% year over year.

**Contracted Generation:** The segment's net income was \$59 million, down 42.1% year over year.

**Corporate and Other:** The segment's net loss was \$97 million, wider than a loss of \$88 million in the year-ago quarter.

### Guidance

For second-quarter 2020, Dominion Energy expects operating earnings within 75-85 cents per share. The company had reported earnings of 77 cents per share in the year-ago period. The midpoint of the above guided range is 80 cents, lower than the current Zacks Consensus Estimate for the period of 92 cents.

Dominion Energy reaffirmed its 2020 earnings guidance in the range of \$4.25-\$4.60 per share. The company had recorded earnings of \$4.24 per share in 2019. The midpoint of the above guided range is \$4.425, higher than the current Zacks Consensus Estimate for the period of \$4.31.

Quarter Ending 03/2020

Report Date	May 05, 2020
Sales Surprise	-5.01%
EPS Surprise	-0.91%
Quarterly EPS	1.09
Annual EPS (TTM)	4.22

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## Recent News

On **July 5, 2020**, Dominion Energy announced that it has entered into a definite agreement to sell natural gas transmission and storage assets to an affiliate of Berkshire Hathaway Inc. BRK.B for \$9.7 billion. The transaction includes the assumption \$5.7 billion of the existing debt of Dominion's natural gas business.

The deal will include more than 7,700 miles of natural gas storage and transmission pipelines, and about 900 billion cubic feet of gas storage currently operated by Dominion. This agreement is expected to be over by the fourth quarter of 2020, subject to necessary regulatory approval.

On **Jul 5, 2020**, Dominion Energy and its partner Duke Energy decided to terminate the \$8-billion Atlantic Coast Pipeline project. The decision to discontinue the project was taken due to ongoing delays and increasing cost uncertainty, which was adversely impacting the project's economic viability.

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## Valuation

Dominion Energy shares are down 9.2% in the year to date period, and down 3.7% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Utility sector was down 13.5% and 14.9% respectively in the year to date period. Over the past year, the Zacks sub-industry is down 9% and the sector was down 12.6%.

The S&P 500 index is down 2.2% in the year to date period but up 5.6% in the past year.

The stock is currently trading at 16.8X of forward 12 months earnings, which compares to 13.28X for the Zacks sub-industry, 12.49X for the Zacks sector and 22.46X for the S&P 500 index.

Over the past five years, the stock has traded as high as 22.5X and as low as 13.52X, with a 5-year median of 18.52X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$79 price target reflects 17.67X of forward 12 months earnings.

The table below shows summary valuation data for D

Valuation Multiples - D					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	16.8	13.28	12.49	22.46
	5-Year High	22.5	15.55	15.36	22.46
	5-Year Low	13.52	11.1	11.4	15.27
	5-Year Median	18.52	13.1	13.67	17.59
P/S F12M	Current	3.52	2.11	2.67	3.5
	5-Year High	4.12	2.45	3.3	3.5
	5-Year Low	2.79	1.54	1.72	2.52
	5-Year Median	3.54	1.89	2.03	3.04
P/B TTM	Current	2.08	1.53	3.59	4.31
	5-Year High	3.52	2.09	4.58	4.65
	5-Year Low	1.55	1.31	2.08	2.81
	5-Year Median	2.56	1.55	2.61	3.69

As of 7/8/2020

## Industry Analysis Zacks Industry Rank: Top 34% (86 out of 251)



## Top Peers

Company (Ticker)	Rec	Rank
NextEra Energy, Inc. (NEE)	Outperform	2
American Electric Power Company, Inc. (AEP)	Neutral	3
Duke Energy Corporation (DUK)	Neutral	3
Exelon Corporation (EXC)	Neutral	3
FirstEnergy Corporation (FE)	Neutral	3
PPL Corporation (PPL)	Neutral	2
Southern Company The (SO)	Neutral	3
Xcel Energy Inc. (XEL)	Neutral	3

Industry Comparison Industry: Utility - Electric Power				Industry Peers		
	D	X Industry	S&P 500	DUK	NEE	SO
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Outperform	Neutral
Zacks Rank (Short Term)	3	-	-	3	2	3
VGM Score	C	-	-	B	C	D
Market Cap	63.13 B	8.10 B	21.57 B	59.85 B	123.96 B	56.08 B
# of Analysts	6	2	14	6	4	5
Dividend Yield	5.00%	3.59%	1.94%	4.64%	2.21%	4.82%
Value Score	D	-	-	C	D	C
Cash/Price	0.02	0.06	0.07	0.02	0.03	0.04
EV/EBITDA	15.28	9.53	12.68	10.29	15.31	8.62
PEG Ratio	4.00	3.47	2.88	3.44	3.54	4.21
Price/Book (P/B)	2.08	1.58	3.03	1.30	3.03	1.76
Price/Cash Flow (P/CF)	9.64	7.74	11.62	6.65	14.50	8.46
P/E (F1)	19.53	17.51	21.12	15.95	27.82	16.83
Price/Sales (P/S)	3.67	1.81	2.27	2.41	6.28	2.67
Earnings Yield	5.00%	5.57%	4.44%	6.27%	3.59%	5.94%
Debt/Equity	1.14	1.01	0.76	1.25	1.01	1.44
Cash Flow (\$/share)	7.80	4.27	6.94	12.24	17.47	6.28
Growth Score	B	-	-	B	B	D
Hist. EPS Growth (3-5 yrs)	4.24%	4.99%	10.90%	2.24%	10.27%	2.33%
Proj. EPS Growth (F1/F0)	-11.36%	0.21%	-9.99%	0.92%	8.75%	1.35%
Curr. Cash Flow Growth	30.28%	5.76%	5.51%	11.06%	9.21%	-1.44%
Hist. Cash Flow Growth (3-5 yrs)	12.51%	6.02%	8.55%	5.82%	10.30%	6.18%
Current Ratio	0.63	0.86	1.30	0.67	0.71	0.99
Debt/Capital	51.38%	50.42%	44.46%	54.56%	50.29%	58.74%
Net Margin	10.80%	10.48%	10.62%	15.17%	17.77%	16.83%
Return on Equity	11.97%	9.22%	15.75%	8.13%	10.38%	10.57%
Sales/Assets	0.17	0.22	0.55	0.16	0.17	0.18
Proj. Sales Growth (F1/F0)	-1.87%	0.00%	-2.57%	-1.09%	7.21%	-0.75%
Momentum Score	D	-	-	D	B	D
Daily Price Chg	1.35%	0.66%	0.23%	0.77%	2.65%	0.64%
1 Week Price Chg	3.78%	4.81%	3.66%	3.69%	4.31%	3.67%
4 Week Price Chg	-13.54%	-3.84%	-4.65%	-9.70%	-1.37%	-10.37%
12 Week Price Chg	-5.73%	0.32%	11.62%	-6.97%	6.77%	-5.06%
52 Week Price Chg	-3.72%	-15.26%	-7.46%	-9.14%	20.90%	-6.77%
20 Day Average Volume	5,780,742	385,329	2,368,260	4,035,380	1,908,785	4,787,481
(F1) EPS Est 1 week change	-16.96%	0.00%	0.00%	-0.49%	0.00%	0.00%
(F1) EPS Est 4 week change	-17.08%	0.00%	0.00%	-1.65%	0.42%	-0.19%
(F1) EPS Est 12 week change	-15.68%	-1.81%	-7.67%	-1.72%	0.62%	-0.69%
(Q1) EPS Est Mthly Chg	-11.24%	0.00%	0.00%	4.54%	0.00%	0.76%



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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	D
Growth Score	B
Momentum Score	D
VGM Score	C

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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