

## Dow Inc (DOW)

**\$35.87** (As of 04/28/20)

Price Target (6-12 Months): **\$30.00**

Long Term: 6-12 Months

**Zacks Recommendation:** Underperform

(Since: 01/31/20)

Prior Recommendation: Neutral

Short Term: 1-3 Months

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

**5-Strong Sell**

Zacks Style Scores:

VGM:C

Value: F

Growth: A

Momentum: F

## Summary

Earnings estimates for Dow for the first quarter of 2020 have been going down over the past month. The company faces a challenging demand environment across certain markets, including automotive, agriculture and electronics, which is likely to hurt its volumes and sales. The global economic slowdown is affecting demand as buyers remain cautious. Softer demand is expected to continue to put pressure on the company's top line. The company is also exposed to pressure from turnaround and maintenance costs. Maintenance-related spending is expected to weigh on margins across some of its businesses in 2020. The company expects to spend heavily on turnarounds in second and third quarters of 2020. Moreover, lower equity earnings at joint ventures are likely to hurt margins this year. Higher pension expenses and high debt level are other concerns.

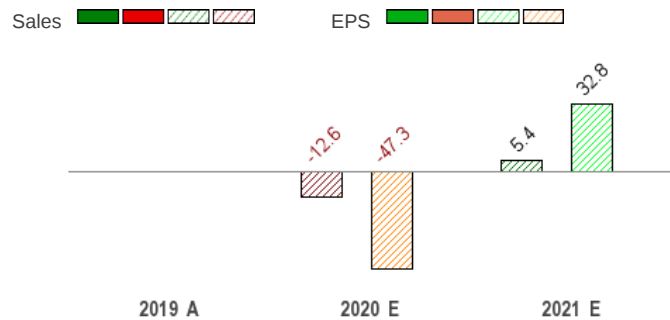
## Price, Consensus & Surprise



## Data Overview

|                            |                                        |
|----------------------------|----------------------------------------|
| 52 Week High-Low           | \$57.48 - \$21.95                      |
| 20 Day Average Volume (sh) | 7,400,435                              |
| Market Cap                 | \$26.6 B                               |
| YTD Price Change           | -34.5%                                 |
| Beta                       | NA                                     |
| Dividend / Div Yld         | \$2.80 / 7.8%                          |
| Industry                   | <a href="#">Chemical - Diversified</a> |
| Zacks Industry Rank        | Bottom 27% (184 out of 253)            |

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



|                           |            |
|---------------------------|------------|
| Last EPS Surprise         | 5.4%       |
| Last Sales Surprise       | 1.9%       |
| EPS F1 Est- 4 week change | -12.8%     |
| Expected Report Date      | 04/30/2020 |
| Earnings ESP              | -2.8%      |

## Sales Estimates (millions of \$)

|      | Q1      | Q2       | Q3       | Q4       | Annual*  |
|------|---------|----------|----------|----------|----------|
| 2021 |         |          |          |          | 39,544 E |
| 2020 | 9,576 E | 9,076 E  | 9,343 E  | 9,405 E  | 37,523 E |
| 2019 |         | 11,014 A | 10,764 A | 10,204 A | 42,951 A |

## EPS Estimates

|      | Q1       | Q2       | Q3       | Q4       | Annual*  |
|------|----------|----------|----------|----------|----------|
| 2021 |          |          |          |          | \$2.47 E |
| 2020 | \$0.60 E | \$0.42 E | \$0.37 E | \$0.42 E | \$1.86 E |
| 2019 |          | \$0.86 A | \$0.91 A | \$0.78 A | \$3.53 A |

\*Quarterly figures may not add up to annual.

|         |      |
|---------|------|
| P/E TTM | NA   |
| P/E F1  | 19.3 |
| PEG F1  | 5.3  |
| P/S TTM | NA   |

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 04/28/2020. The reports text is as of 04/29/2020.

## Overview

Dow Inc. is a material science company, providing a world-class portfolio of advanced, sustainable and leading-edge products. DowDuPont Inc. (now known as DuPont de Nemours, Inc.), on Apr 1, 2019, completed the separation of its Materials Science unit through the spin-off of Dow Inc. Shares of Dow started trading on the NYSE on Apr 2, 2019.

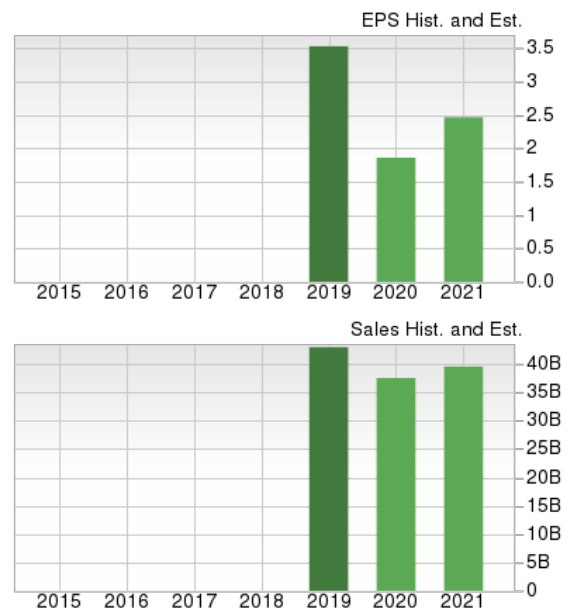
Dow, which recorded revenues of around \$42.9 billion in 2019, offers a vast range of differentiated products and solutions across high-growth market segments such as packaging, infrastructure and consumer care. Its ethylene plant in Freeport, TX, having a total capacity of 2,000 kilotons per year, is the largest ethylene cracker on the planet.

Dow's broad portfolio of higher-value functional polymers, significant low-cost global feedstock positions, global footprint and market reach and manufacturing sites in every geographic region places it in an advantageous position against competitors. The company currently operates in three segments:

**Packaging & Specialty Plastics:** The segment employs the industry's broadest polyolefin product portfolio. The unit leverages Dow's proprietary catalyst and manufacturing process technologies to deliver higher performing and sustainable plastics to customers across end markets, including food and specialty packaging, industrial and consumer packaging. The segment accounted for 47% of 2019 sales.

**Performance Materials & Coatings:** The unit provides a vast range of solutions to consumer and infrastructure end-markets. It comprises coatings & performance monomers and consumer solutions businesses. These businesses employ materials science capabilities, unique products and technology, and global reach to offer differentiated offerings to customers. The unit accounted for 22% of 2019 sales.

**Industrial Intermediates & Infrastructure:** The segment comprises industrial solutions, and polyurethanes & construction chemicals businesses. These businesses develop key intermediate chemicals for production processes as well as downstream, customized materials and formulations that utilize advanced development technologies. The segment accounted for 31% of 2019 sales.



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## Reasons To Sell:

- ▼ Weak demand is hurting Dow's volumes across certain regions, as witnessed in the last-reported quarter. Demand across certain key industrial segment remain soft. The company is seeing softer demand in agriculture, automotive and electronics end markets. Lower demand in North America and Europe is hurting its coatings volumes. Slowing global economic growth is hurting demand as buyers remain cautious. Softer demand is expected to continue to put pressure on volumes and the company's top line.
- ▼ Dow is exposed to headwind from spending related to planned turnaround and maintenance activities. The company expects roughly \$35 million headwind in the first quarter of 2020 in its Performance Materials & Coatings unit due to higher planned turnaround activity at its Performance Monomers site in Texas. It also sees a \$40 million impact from an outage in Spain at the Industrial Intermediates & Infrastructure unit. The company expects to spend heavily on turnarounds in the second and third quarters of 2020. Overall, spending for 2020 is expected to be similar to 2019. As such, maintenance-related spending is expected to weigh on margins of these businesses.
- ▼ The company faces challenges from reduced equity earnings from joint ventures in the first quarter of 2020. It envisions an unfavorable impact of \$20 million in the quarter. Another \$30 million headwind is expected in the Industrial Intermediates & Infrastructure unit. This is expected to hurt margins in these segments. Dow also sees lower equity earnings for full-year 2020.
- ▼ Higher pension expenses are a concern. The company expects pension expense to rise in first-quarter 2020 due to lower discount rates at the end of 2019. It sees a \$15-\$20 million associated headwind in the Packaging & Specialty Plastics unit for the quarter. Moreover, both the Performance Materials & Coatings and Industrial Intermediates & Infrastructure units are projected to witness a \$5-\$10 million headwind in the first quarter. Dow also expects pension expenses to be \$125 million higher on a year-over-year basis in 2020. This is expected to weigh on its margins.
- ▼ The company's high debt level is another concern. At the end of the fourth quarter of 2019, Dow's total debt was \$19,156 million. Its debt-to-total capital stood at 56.9% as of Dec 31, 2019, higher than 52.3% as of Sep 30, 2019 as well as its industry's 42.5%. As such, the company appears to have a higher default risk.

Dow faces a challenging demand environment across certain markets. Maintenance spending is also expected to hurt margins. Lower equity earnings and higher pension expenses are other headwinds.

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## Risks

- Dow should gain from cost synergy savings and productivity actions. It focuses on maintaining cost and operational discipline through cost synergy as well as stranded cost-removal initiatives. Dow delivered cost synergy savings of more than \$130 million and \$45 million of stranded cost removal during the second quarter of 2019. Moreover, Dow completed its roughly \$1.37 billion cost synergy program in the third quarter. It also removed more than \$35 million of stranded costs in the fourth quarter. Overall, it delivered more than \$600 million in cost synergy and stranded costs savings in 2019. The company expects to complete stranded costs removal target in 2020 by capturing the balance \$140 million of savings.
  - The company remains committed to invest in attractive areas through highly accretive projects. Dow is investing in several high-return growth projects including the expansion of downstream silicones capacity. The company completed 16 silicones incremental expansion projects last year, which provided additional downstream capability. Dow has also agreed to acquire a stake in its Thai HPPO joint venture for \$150 million. The company expects this project to be immediately accretive. The company will remain committed to advancing its investments in higher-return growth projects in 2020.
  - Dow remains actively focused on seeking opportunities to optimize its portfolio. As part of this move, the company recently agreed to divest its acetone derivatives business to Altivia. These portfolio actions are in sync with Dow's objective of driving a higher return on its invested capital and are aligned with its more-focused portfolio.
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## Last Earnings Report

### Dow's Q4 Earnings and Revenues Surpass Estimates

Dow recorded loss (on a reported basis) from continuing operations of \$3.14 per share for fourth-quarter 2019 against earnings of 63 cents per share a year ago.

Barring one-time items including hefty restructuring, goodwill impairment and asset-related charges, earnings were 78 cents per share for the reported quarter, ahead of the Zacks Consensus Estimate of 74 cents.

The company benefited from its actions to reduce costs and contributions from its U.S. Gulf Coast investments in the quarter.

Dow raked in net sales of \$10,204 million for the quarter, down roughly 15% from the adjusted sales a year ago. It, however, beat the Zacks Consensus Estimate of \$10,015.4 million.

Sales fell due to lower local pricing resulting from a decline in global energy prices. Currency reduced sales by 1% in the quarter.

Volumes fell 2% in the quarter, affected by lower hydrocarbon co-product sales due to a planned turnaround activity in Europe. The company also saw a 12% decline in local prices.

### Full-Year Results

For 2019, loss from continuing operations was \$2.42 per share against earnings of \$3.80 per share a year ago. Revenues were \$42,951 million for the full year, down around 13% year over year.

### Segment Highlights

**Packaging & Specialty Plastics:** The division's sales fell 18% from the adjusted sales a year ago to \$4.8 billion in the reported quarter. Volumes fell 3% while local prices slipped 14%. Currency also reduced sales by 1%.

**Industrial Intermediates & Infrastructure:** Sales for the unit fell 14% to \$3.3 billion. Volumes were flat while local prices fell 13%. Currency lowered sales by 1%.

**Performance Materials & Coatings:** Revenues from the division went down 10% to \$2 billion. Sales were impacted by volumes and local price declines of 1% and 8%, respectively. Currency also reduced sales by 1%.

### Financials

Dow had cash and cash equivalents of \$2,367 million at the end of 2019, down 13% year over year. Long-term debt was \$15,975 million, down 17% year over year.

Cash provided by operating activities from continuing operations was \$1.9 billion in the reported quarter while free cash flow was \$1.3 billion.

Dow returned \$611 million to shareholders in the fourth quarter through dividend and share repurchase. It achieved its share buyback target of \$500 million for the full year.

### Outlook

Looking ahead, Dow said that it will remain focused on advancing its investments in higher-return growth projects, especially in sectors where it is seeing favorable demand conditions. The company also expects to retain its competitive cost positions by leveraging its unique feedstock capabilities.

Dow also expects to further reduce its cost structure over the course of 2020 as it completes the stranded cost removal.

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Quarter Ending 12/2019

| Report Date      | Jan 29, 2020 |
|------------------|--------------|
| Sales Surprise   | 1.88%        |
| EPS Surprise     | 5.41%        |
| Quarterly EPS    | 0.78         |
| Annual EPS (TTM) | NA           |

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## Recent News

### **Dow Introduces Innovations for Water-Based Coatings - Mar 20, 2020**

Dow has introduced two innovations that simplify the formulation of water-based, high temperature-resistant industrial coatings.

Per management, the company continues to combine its profound knowledge of silicone chemistry with its unique expertise in water-based coating formulation. Notably, this is bringing innovations to the market that will help the company's customers to boost the competitiveness of their formulations. Also, the company is innovating to address strong market trends, driving demand for high-performance, water-based formulations that respond to more stringent environmental needs.

Dowsil 8016 Waterborne Resin is a silicone resin emulsion for high temperature resistant waterborne coating systems. It offers a high-temperature resistance up to 500-600°C as well as an elevated coating hardness for metal substrates protection. Notably, the resin achieves high paint efficiency and aesthetics, without solvent or coalescent, allowing exceptional sustainability profiles and ease of environmental compliance as compared to conventional solvent-based formulations.

Also, Dow introduced Dowsil 107F Additive for formulations serving the architectural, wood, and metal coatings segments. It is a new-generation foam control agent for waterborne coatings.

### **Dow and Johnson Matthey License Process Technology to Huayi - Feb 13, 2020**

Dow and Johnson Matthey announced that Guangxi Huayi New Material Company Ltd. selected LP Oxo Selector 10 Technology for producing butanol at a new manufacturing plant.

Under the license, the facility is expected to be constructed at the integrated petrochemical complex of Huayi in Qinzhou Port, P.R. China. Notably, the facility will likely have an annual butanol capacity of 300,000 metric tons.

LP Oxo Selector 10 Technology, which is licensed through Dow and Johnson Matthey, allows efficient butanol production, with low operating costs and capital investment. Notably, Dow and Johnson Matthey offer personalized plant designs, performance assurances, technical support (pre- and post-plant start-up), continued technology updates, and many more to the licensees.

To date, the suite of LP Oxo Selector Technology has been licensed into a large number of projects throughout 15 countries.

Per Dow's management, its Licensing & Catalyst technologies platform remains significant for its long-term growth.

Dow and Johnson Matthey will help Huayi to expand by offering a variety of downstream applications from paint and coatings to adhesives and sealants. Notably, the new plant is Johnson Matthey's 55th license of LP Oxo Technology in collaboration with Dow.

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## Valuation

Dow's shares are down 34.5% in the year-to-date period and 35.4% over the trailing 12-month period. Stocks in the Zacks Chemical - Diversified industry and Zacks Basic Materials sector are down 25.5% and 19.2% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector are down 33.4% and 18.8%, respectively.

The S&P 500 index is down 10.8% in the year-to-date period and 2.7% in the past year.

Our Underperform recommendation indicates that the stock will perform worse than the market. Our \$30 price target reflects 14X forward 12-month earnings per share.

## Industry Analysis Zacks Industry Rank: Bottom 27% (184 out of 253)



## Top Peers

| Company (Ticker)                       | Rec          | Rank |
|----------------------------------------|--------------|------|
| Air Products and Chemicals, Inc. (APD) | Neutral      | 3    |
| The Chemours Company (CC)              | Neutral      | 3    |
| Celanese Corporation (CE)              | Neutral      | 4    |
| DuPont de Nemours, Inc. (DD)           | Neutral      | 3    |
| PPG Industries, Inc. (PPG)             | Neutral      | 3    |
| BASF SE (BASFY)                        | Underperform | 4    |
| Eastman Chemical Company (EMN)         | Underperform | 4    |
| LyondellBasell Industries N.V. (LYB)   | Underperform | 5    |

| Industry Comparison Industry: Chemical - Diversified |              |            |           | Industry Peers |           |              |
|------------------------------------------------------|--------------|------------|-----------|----------------|-----------|--------------|
|                                                      | DOW          | X Industry | S&P 500   | BASFY          | DD        | LYB          |
| Zacks Recommendation (Long Term)                     | Underperform | -          | -         | Underperform   | Neutral   | Underperform |
| Zacks Rank (Short Term)                              | 5            | -          | -         | 4              | 3         | 5            |
| VGM Score                                            | C            | -          | -         | C              | D         | C            |
| Market Cap                                           | 26.64 B      | 2.36 B     | 20.14 B   | 46.84 B        | 34.06 B   | 18.57 B      |
| # of Analysts                                        | 8            | 3          | 14        | 3              | 9         | 7            |
| Dividend Yield                                       | 7.81%        | 2.40%      | 2.13%     | 5.01%          | 2.59%     | 7.54%        |
| Value Score                                          | F            | -          | -         | B              | B         | B            |
| Cash/Price                                           | 0.10         | 0.10       | 0.06      | 0.07           | 0.05      | 0.06         |
| EV/EBITDA                                            | 15.99        | 7.29       | 12.15     | 6.61           | 9.58      | 5.30         |
| PEG Ratio                                            | 5.55         | 2.41       | 2.43      | 11.94          | 3.21      | 1.49         |
| Price/Book (P/B)                                     | 1.89         | 1.52       | 2.68      | 0.99           | 0.83      | 2.30         |
| Price/Cash Flow (P/CF)                               | 4.83         | 5.35       | 10.78     | 5.35           | 4.61      | 3.92         |
| P/E (F1)                                             | 20.30        | 15.27      | 19.06     | 16.00          | 15.16     | 10.11        |
| Price/Sales (P/S)                                    | NA           | 0.79       | 2.12      | 0.68           | 0.95      | 0.53         |
| Earnings Yield                                       | 5.19%        | 6.25%      | 5.11%     | 6.27%          | 6.59%     | 9.90%        |
| Debt/Equity                                          | 1.26         | 0.52       | 0.72      | 0.35           | 0.33      | 1.59         |
| Cash Flow (\$/share)                                 | 7.43         | 3.41       | 7.01      | 2.38           | 10.07     | 14.19        |
| Growth Score                                         | A            | -          | -         | D              | F         | C            |
| Hist. EPS Growth (3-5 yrs)                           | NA%          | 9.94%      | 10.88%    | 0.04%          | -4.67%    | 0.72%        |
| Proj. EPS Growth (F1/F0)                             | -47.31%      | -14.84%    | -6.33%    | -28.87%        | -19.44%   | -42.77%      |
| Curr. Cash Flow Growth                               | -5.85%       | -7.54%     | 5.92%     | -19.09%        | -56.42%   | -16.46%      |
| Hist. Cash Flow Growth (3-5 yrs)                     | NA%          | 6.20%      | 8.55%     | -3.10%         | 1.70%     | -3.48%       |
| Current Ratio                                        | 1.57         | 1.87       | 1.23      | 1.87           | 1.20      | 1.83         |
| Debt/Capital                                         | 55.69%       | 35.68%     | 43.90%    | 26.17%         | 24.68%    | 61.62%       |
| Net Margin                                           | NA%          | 5.03%      | 11.13%    | 14.63%         | 1.39%     | 9.78%        |
| Return on Equity                                     | NA%          | 11.98%     | 16.47%    | 9.01%          | 7.33%     | 36.95%       |
| Sales/Assets                                         | NA           | 0.82       | 0.55      | 0.68           | 0.36      | 1.14         |
| Proj. Sales Growth (F1/F0)                           | -12.64%      | -5.59%     | -1.35%    | -7.84%         | -44.76%   | -22.93%      |
| Momentum Score                                       | F            | -          | -         | B              | D         | D            |
| Daily Price Chg                                      | 4.15%        | 1.26%      | 1.10%     | 3.07%          | 5.91%     | 6.22%        |
| 1 Week Price Chg                                     | -0.90%       | 0.65%      | -1.74%    | -3.70%         | 9.23%     | -4.10%       |
| 4 Week Price Chg                                     | 22.67%       | 12.15%     | 11.80%    | 8.97%          | 36.10%    | 12.17%       |
| 12 Week Price Chg                                    | -25.35%      | -20.68%    | -17.28%   | -25.57%        | -11.94%   | -31.88%      |
| 52 Week Price Chg                                    | -36.77%      | -29.85%    | -10.69%   | -37.53%        | -59.77%   | -36.90%      |
| 20 Day Average Volume                                | 7,400,435    | 115,074    | 2,660,864 | 392,070        | 6,190,990 | 2,807,185    |
| (F1) EPS Est 1 week change                           | -2.62%       | 0.00%      | 0.00%     | 0.00%          | 0.00%     | 0.00%        |
| (F1) EPS Est 4 week change                           | -12.83%      | -4.59%     | -6.46%    | -9.81%         | -12.21%   | -22.53%      |
| (F1) EPS Est 12 week change                          | -49.12%      | -21.88%    | -12.81%   | -30.93%        | -25.52%   | -51.42%      |
| (Q1) EPS Est Mthly Chg                               | -14.26%      | -13.83%    | -10.84%   | -22.73%        | -27.31%   | -24.78%      |

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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    | F |
| Growth Score   | A |
| Momentum Score | F |
| 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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