

ANNUAL RATES Past Past Est'd '13-'15 10 Yrs. 5 Yrs. to '19-'21 of change (per sh) 4.0% 6.0% 5.0% 5.5% 2.0% 5.0% Revenues "Cash Flow 5.0% 1.5% 4.0% 6.0% 6.5% Dividends **Book Value** 5.5% 4.0%

166.6

217.7

148.5

Other

Current Liab.

QUARTERLY REVENUES (\$ mill.)E Cal-Full Mar.31 Jun.30 Sep.30 Dec.31 endar 2013 111.4 154.6 184.4 584.1 110.5 158.4 191.2 597.5 2014 137.4 2015 122.0 144.4 183.5 138.4 588.3 2016 125 150 190 140 605 2017 130 155 195 145 625 EARNINGS PER SHARE A Cal-Full endar Mar.31 Jun.30 Sep.30 Dec.31 Year 2013 .01 .12 1.02 2014 d.11 .36 .70 .24 1.19 2015 .03 .21 .52 .18 94 2016 .03 .22 .60 .20 1.05 .35 2017 .05 .65 .30 1.35 QUARTERLY DIVIDENDS PAID B = Cal-Full Mar.31 Jun.30 Sep.30 Dec.31 Year endar 2012 .1575 .1575 .1575 .1575 .63 2013 .16 .16 .16 .16 .64 2014 .1625 .1625 .1625 .1625 .65 2015 .1675 .1675 .1675 .1675 2016 .1725

Main service areas: San Francisco Bay area, Sacramento Valley, Salinas Valley, San Joaquin Valley & parts of Los Angeles. Ac-

The California Water Service Group did not have the best financial showing in 2015. Both the top and bottom lines contracted on a year-over-year basis. Revenues of \$588 million slipped nearly \$10 million from the prior-year tally. The earnings decline was even more pro-nounced. Annual share net shrank by a quarter, to \$0.94, its lowest figure in almost five years. Indeed, the ongoing pressures of the California drought, alongside higher maintenance and pension expenses, contributed to the lackluster performance. Our approach to 2016 is a cautious **one.** Namely, the unbilled revenues figure (incurred expenses that CWT is waiting to be reimbursed for) is slightly thinner than for previous quarters. On top of that, with a higher tax rate in place, bottom-line growth will probably be limited. As a result, we have trimmed our 2016 share-net estimate by \$0.15, to \$1.05.

However, earnings should see a meaningful rebound in 2017. At the moment, unfavorable drought conditions seem to be on their last leg. As the environment improves, related expenses will probably abate. Too, the main catalyst on

C. Nelson, Inc.: DE. Address: 1720 North First St., San Jose, CA 95112-4598. Tel.: 408-367-8200. Internet: www.calwatergroup.com.

the horizon is the California General Rate Case, which has an ask of just below \$700 million. All in all, we think CWT will earn \$1.35 a share in 2017. Revenues should get a lift, as well.

Further capital investments might be in the cards over the pull to late decade. Improvements to the infrastructure, water supply, and tanks are at the top of the list. We think there is the potential for some acquisition activity, too. CWT is in good financial shape, with decent liquidity and a debt profile in line with the industry's average.

The dividend remains a feature here. At present, CWT shares yield 2.6%, somewhat low compared to historical levels. Nevertheless, we think the payout ratio will be consistent through late decade, with steady dividend hikes.

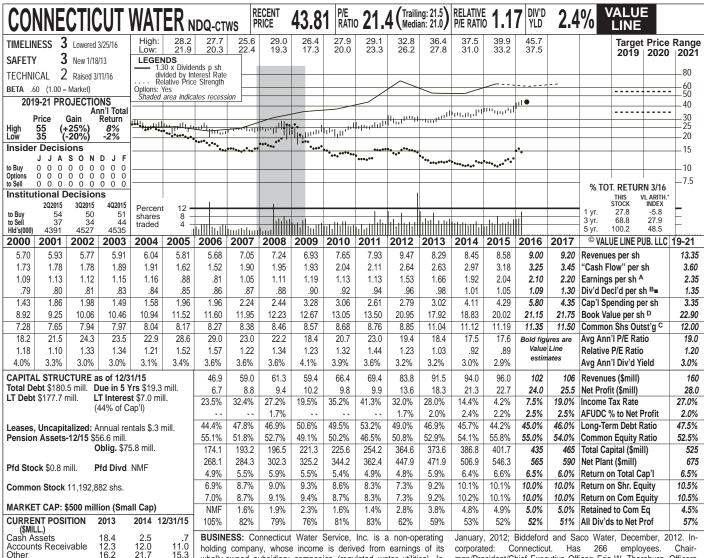
California Water shares are neutrally ranked for relative year-ahead price performance. What's more, investors with a long-term bent will find better options elsewhere, at this juncture, as total return potential three to five years hence is below the Value Line median. Nicholas P. Patrikis April 15, 2016

(A) Basic EPS. Excl. nonrecurring gain (loss): '00, (4¢); '01, 2¢; '02, 4¢; '11, 4¢. Next earnings report due late May. (B) Dividends historically paid in late Feb.,

May, Aug., and Nov. • Div'd reinvestment plan (D) In millions, adjusted for splits available. (C) Incl. intangible assets. In '15: \$7.5 mill., \$0.16/sh.

Company's Financial Strength Stock's Price Stability B++ 95 Price Growth Persistence 35 **Earnings Predictability** 85

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wholly-owned subsidiary companies (regulated water utilities). In 2015, 92% of net income was derived from these activities. Provides water services to 400,000 people in 77 municipalities throughout Connecticut and Maine. Acquired The Maine Water Company, man/President/Chief Executive Officer: Eric W. Thornburg. Officers and directors own 2.6% of the common stock; BlackRock, Inc. 7.0%; (4/16 proxy). Address: 93 West Main Street, Clinton, CT 06413. Telephone: (860) 669-8636. Internet: www.ctwater.com.

23.6 36.9 ANNUAL RATES Past Past Est'd '13-'15 to '19-'21 of change (per sh) 10 Yrs. 5 Yrs. 4.0% 4.0% 4.5% 7.5% 6.0% 4.0% Revenues "Cash Flow" 4.0% 2.0% 9.0% 2.0% Dividends Book Value 6.5% 9.5% 2.5%

46.9

10.8

22 7

4.1 7.8

Current Assets

Accts Pavable

Debt Due

Current Liab

Other

36.2

10.0

4.4 9.2

27 0

11.9

2.8

Cal- endar			VENUES ( Sep. 30		Full Year
2013 2014 2015 2016 2017	19.7 20.3 20.0 <b>22.5</b> <b>23.0</b>	22.6 25.4 26.6 <b>27.5</b> <b>28.0</b>	27.6 27.6 28.4 <b>30.0</b> <b>32.0</b>	21.6 20.7 21.0 <b>22.0</b> <b>23.0</b>	91.5 94.0 96.0 <b>102</b> <b>106</b>
Cal- endar			ER SHARI Sep. 30	-	Full Year
2013 2014 2015 2016 2017	.24 .27 .28 <b>.32</b> <b>.34</b>	.39 .67 .77 <b>.68</b>	.86 .76 .79 <b>.85</b>	.17 .22 .20 . <b>25</b> . <b>28</b>	1.66 1.92 2.04 <b>2.10</b> <b>2.20</b>
Cal- endar	QUAR Mar.31	TERLY DIV Jun.30	IDENDS P. Sep.30	AID B∎ Dec.31	Full Year
2012 2013 2014 2015 2016	.238 .2425 .2475 .2575 .2675	.2475			.962 .98 1.01 1.05

Connecticut Water Service reported fourth-quarter results roughly in line with our expectations. Earnings of \$0.20 for the period were merely a penny shy of our call. Likewise, revenues of \$21.0 million missed by a fraction. Nonetheless, year-over-year top- and bottom-line comparisons were solid, giving investors reason to cheer.

Shares of Connecticut Water have risen sharply since our January review. The stock is up approximately 15% in price over the past three months, etching a new all-time high along the way. Dividend growth is encouraging. The company has indeed stepped up it's game, increasing the payout growth rate in both 2014 and 2015. This trend ought to help the annual return catch up with the stock's steady ascent. At that point, the yield will likely hover around the 3% level over the next several years, in our view.

We are introducing our 2017 top- and bottom-line estimates. Connecticut Water should continue to reap the rewards of the repair tax credit, as well as a lower tax rate. Additionally, benefits from the pipeline in Mansfield (currently under

way), a project to meet the long-term water supply for the University of Connecticut and surrounding community, ought to be noticeable next year. All told, we look for 2017 revenue and earnings of \$106 million and \$2.20 a share, respective-

**Čapital expenditures ought to remain** elevated in the near-to-intermediate term. Management has set aside \$66 million for major projects this year. These endeavors include the upgrading of the wastewater facility, along with repairing its aging infrastructure. Once the latter is completed, spending should return to more-normal levels.

This equity is pegged to move in line with the broader market averages over the coming six to 12 months. On top of that, these shares do not stand out for the long haul. Much of the growth we envision over the 3- to 5-year time frame appears to already be baked into the stock price, as Connecticut Water is trading well within our recently raised Target Price Range. We recommend investors remain on the sidelines, for now.

Nicholas P. Patrikis April 15, 2016

(A) Diluted earnings. Next earnings report due late May. (B) Dividends historically paid in mid-March, June, September, and December. ■ Div'd rein-

vestment plan available.
(C) In millions, adjusted for split.

(D) Includes intangibles. In 2015: \$30.4 mil-

lion/\$2.72 a share.

Company's Financial Strength Stock's Price Stability B+ 90 Price Growth Persistence 50 **Earnings Predictability** 85

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		OJECTIO	ONS	Options: '	Yes	ates recess	cion														32
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5.39	5.87	5.98	6.12	6.25	6.44	6.16	6.50	6.79	6.75	6.60	6.50	6.98	7.19	7.26	7.77	8.00	8.00	Revenue		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	9.40
.99	1.18	1.20	1.15	1.28	1.33	1.33	1.49	1.53	1.40	1.55	1.46	1.56	1.72	1.84	1.97	2.10	2.20		ow" per s	sh	2.45
.51	.66	.73	.61	.73	.71	.82	.87	.89	.72	.96	.84	.90	1.03	1.13	1.22	1.30	1.35	Earnings	per sh A		1.40
.61	.62	.63	.65	.66	.67	.68	.69	.70	.71	.72	.73	.74	.75	.76	.78	.81	.84	Div'd Dec			.9
1.32	1.25	1.59	1.87	2.54	2.18	2.31	1.66	2.12	1.49	1.90	1.50	1.36	1.26	1.40	1.59	1.75	1.80	Cap'l Spe			2.0
6.98	7.11	7.39	7.60 10.48	8.02 11.36	8.26 11.58	9.52	10.05 13.25	10.03	10.33	11.13 15.57	11.27 15.70	11.48 15.82	11.82 15.96	12.24	12.74 16.23	13.25 16.25	13.95 16.50	Book Val			15.60
28.7	24.6	23.5	30.0	26.4	27.4	22.7	21.6	19.8	21.0	17.8	21.7	20.8	19.7	18.5	19.1	Bold fig		Ava Ann'		-	21.0
1.87	1.26	1.28	1.71	1.39	1.46	1.23	1.15	1.19	1.40	1.13	1.36	1.32	1.11	.97	.97	Value		Relative I		-	1.30
4.2%	3.8%	3.7%	3.5%	3.4%	3.5%	3.7%	3.7%	4.0%	4.7%	4.2%	4.0%	4.0%	3.7%	3.7%	3.3%	estin	ates	Avg Ann'			3.0%
CAPITA	AL STRU	CTURE a	s of 12/3	1/15		81.1	86.1	91.0	91.2	102.7	102.1	110.4	114.8	117.1	126.0	130	132	Revenue	s (\$mill)		160
	ebt 144.			rs \$30.8		10.0	11.8	12.2	10.0	14.3	13.4	14.4	16.6	18.4	20.0	21.0	22.0	Net Profit			24.0
LI Deb	t \$136.2	mill. L	.i Interes	<b>st</b> \$5.6 mi	II.	33.4%	32.6%	33.2%	34.1%	32.1%	32.7%	33.9%	34.1%	35.0%	34.5%	35.0%	35.0%	Income T			34.0%
		(	39% of C	ap'l)		40.50/	40.00/	45.001	40.00/	6.8%	6.1%	3.4%	1.9%	1.7%	1.9%	2.0%	2.0%	AFUDC %			2.5%
Dana!-	n Anns+	- 40/4E **	20.0			49.5% 47.5%	49.0%	45.6% 51.8%	46.6% 52.1%	43.1% 55.8%	42.3% 56.6%	41.5% 57.4%	40.4% 58.7%	40.5% 58.8%	39.4% 59.8%	39.0% 61.0%	40.0% 60.0%	Long-Ter			40.0% 60.0%
rensio	n Assets	s-12/15 \$5 )	52.9 mill. <b>Dblig.</b> \$72	2.5 mill.		264.0	49.6% 268.8	259.4	267.9	310.5	312.5	316.5	321.4	335.8	345.4	355	365	Common Total Cap			440
Pfd Sto	ck \$2.4	mill. <b>Pfd [</b>				317.1	333.9	366.3	376.5	405.9	422.2	435.2	446.5	465.4	481.9	495	515	Net Plant		''/	56
Comm	on Stock	<b>1</b> 6,225,0	100 chc			5.1%	5.6%	5.8%	5.0%	5.7%	5.2%	5.4%	5.9%	6.3%	6.6%	6.5%	7.0%	Return or	٠, ,	ap'l	6.0%
COIIIII	UII OLUCK	10,223,0	100 5115.			7.5%	8.6%	8.6%	7.0%	8.1%	7.5%	7.8%	8.7%	9.2%	9.6%	10.0%	10.0%	Return or	n Shr. Eq	uity	9.0%
						7.8%	8.7%	8.9%	7.0%	8.2%	7.5%	7.8%	8.7%	9.3%	9.6%	10.0%	10.0%	Return or			9.0%
MARKI	T CAP	\$500 mill	lion (Sma	all Can\		1.3%	1.8%	2.0%	.1%	2.1%	1.0%	1.4%	2.4%	3.1%	3.5%	3.5%	3.5%	Retained			3.0%
	NT POS		2013	2014 1	2/31/15	84%	79%	78%	98%	75%	87%	83%	73%	67%	63%	62%	61%	All Div'ds			65%
(\$MI	LL.)								Nater Co									ounted for			
Cash A	เรรยเร		4.8	2.7	3.5	and op	eration of	r regulate	ed water u	utility sys	tems in N	new Jers	ey, Del-	nues. A	t 12/31/1	o, the co	mpany h	ad 293 er	mpioyees	s. incorp	orated

 
 CURRENT POSITION (\$MILL)
 2013
 2014
 12/31/15

 Cash Assets Other
 4.8
 2.7
 3.5

 Other
 21.0
 20.2
 20.9

 Current Assets
 25.8
 22.9
 24.4

 Accts Payable
 6.3
 6.4
 6.5

 Debt Due
 33.8
 24.9
 8.7

 Other
 12.6
 12.6
 13.1

 Current Liab.
 52.7
 43.9
 28.3

 ANNUAL RATES of change (per sh) (Cash Flow)
 Past 10 Yrs.
 Past 5 Yrs.
 to '19-'21 to '19-'21 to '19-'21 store's to '19-'21 to '19-'21 to '19-'21 store's to '19-'21 to '19-'21 store's to '1

Cal- endar	QUAR Mar.31		VENUES ( Sep. 30		Full Year
2013 2014 2015 2016 2017	27.0 27.1 28.8 <b>29.5</b> <b>30.0</b>	29.1 29.2 31.7 <b>32.5</b> <b>33.0</b>	31.3 32.7 34.7 <b>35.5</b> <b>36.0</b>	27.4 28.1 30.8 <b>32.5</b> <b>33.0</b>	114.8 117.1 126.0 <b>130</b> <b>132</b>
Cal- endar			ER SHARI Sep. 30		Full Year
2013 2014 2015 2016 2017	.20 .20 .22 .23 .25	.28 .29 .31 <b>.33</b>		.19 .22 .28 <b>.29</b>	1.03 1.13 1.22 <b>1.30</b> <b>1.35</b>
Cal- endar	QUAR Mar.31	TERLY DI\ Jun.30	/IDENDS P Sep.30		Full Year
2012 2013 2014 2015 2016	.185 .1875 .19 .1925 .19875	.19 .1925	.19	.1925	.74 .75 .76 .78

BUSINESS: Middlesex Water Company engages in the ownership and operation of regulated water utility systems in New Jersey, Delaware, and Pennsylvania. It also operates water and wastewater systems under contract on behalf of municipal and private clients in NJ and DE. Its Middlesex System provides water services to 60,000 retail customers, primarily in Middlesex County, New Jersey. In

Middlesex Water Company shares rose more than 15% in price over the past three months. The stock has been trending higher since the middle of 2015, piggybacking off a string of better-than-expected financial results. Indeed, MSEX traded at an all-time high during the period, at \$32 per share.

Financials continue to impress. The company ended the year on the right foot, registering high single-digit top- and bottom-line growth, on an annual basis. Full-year revenues increased to \$126 million (approximately 8% year over year), while share net ticked up \$0.09 (nearly 9%) from the prior-year figure, to \$1.22. Rate increases and greater weather-driven customer demand from the company's New Jersey systems were primarily responsible for the strong performance.

We are optimistic about 2016 and 2017 earnings prospects, despite steadily increasing operations and maintenance costs. The recently approved rate hike from New Jersey regulators will be in effect through this year, boosting revenues. Though expenses are a concern, namely employee benefits, retire-

2015, the Middlesex System accounted for 59% of operating revenues. At 12/31/15, the company had 293 employees. Incorporated: NJ. President, CEO, and Chairman: Dennis W. Doll. Officers & directors own 3.5% of the common stock; BlackRock Institutional Trust Co., 6.6% (4/15 proxy). Add.: 1500 Ronson Road, Iselin, NJ 08830. Tel.: 732-634-1500. Internet: www.middlesexwater.com.

ment, and healthcare, we think MSEX is doing a solid job navigating the waters. All things considered, we are lifting our 2016 earnings estimate by a dime, to \$1.30 a share. Meanwhile, we are introducing our 2017 share-net forecast of \$1.35.

Dividend growth ought to persist over the pull to late decade. The company has a pristine track record of payout hikes, and as of last year, ramped up the rate at which it will increase. Thus, we have tweaked our model to incorporate dividend growth of 2¢ per year, rather than the traditional 1¢ rise. At present, however, the yield is less appealing than investors may be used to, due largely to the recent surge in price. Over the long haul, we think a 3.0% annual return is likely in the cards.

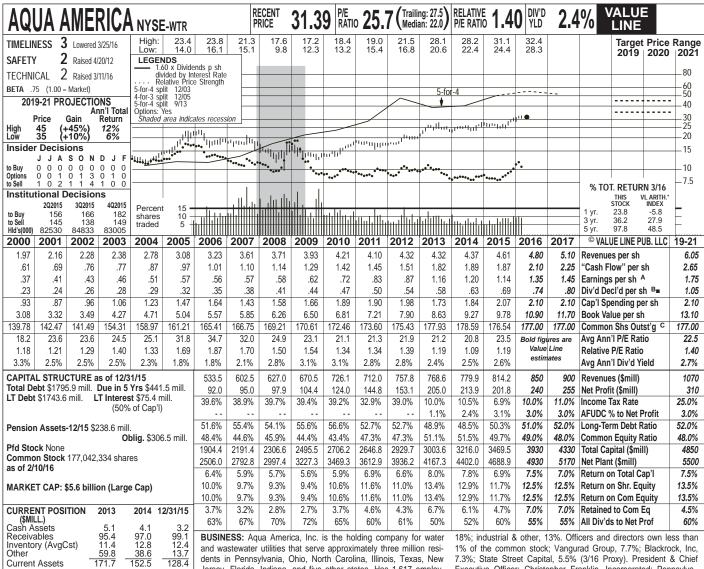
Middlesex shares are ranked to outperform the broader market averages over the coming six to 12 months. Conversely, investors with an eye to late decade may want to stay on the sidelines, for now, as much of the gains we envision out to 2019-2021 appear to already be baked into the stock price, rendering capital appreciation potential subpar.

Nicholas P. Patrikis April 15, 2016

(A) Diluted earnings. May not sum due to rounding. Next earnings report due late May.
 (B) Dividends historically paid in mid-Feb., May, Aug., and November. Div'd reinvestment

plan available.
(C) In millions, adjusted for splits.

Company's Financial Strength Stock's Price Stability 95
Price Growth Persistence 40
Earnings Predictability 80



dents in Pennsylvania, Ohio, North Carolina, Illinois, Texas, New Jersey, Florida, Indiana, and five other states. Has 1,617 employees. Acquired AquaSource, 7/13; North Maine Utilities, 7/15; and others. Water supply revenues '2015: residential, 69%; commercial,

7.3%; State Street Capital, 5.5% (3/16 Proxy). President & Chief Executive Officer: Christopher Franklin. Incorporated: Pennsylvania. Address: 762 West Lancaster Avenue, Bryn Mawr, Pennsylvania 19010. Tel.: 610-525-1400. Internet: www.aquaamerica.com.

ANNUAL RATES Past Past Est'd '13-'15 to '19-'21 of change (per sh) 5 Yrs. Revenues "Cash Flow" 2.5% 8.0% 5.0% 5.5% 8.0% 6.0% 13.0% 7.5% 7.0% Earnings 8.5% 7.0% 8.0% 7.0% 9.0% 6.0% Dividends Book Value QUARTERLY REVENUES (\$ mill.)

65.8 123.0

266.9

60.0 70.0

225.3

128.4

56.5 52.3

193.2

Current Assets

Accts Payable Debt Due

Current Liab.

Cal-Full Mar.31 Jun.30 Sep.30 Dec.31 endar 188.6 2013 180.0 195.7 204.3 768.6 2014 182.7 1953 210.5 1914 779 9 221.0 2015 190.3 205.8 197.1 814.2 2016 197 215 233 205 850 2017 205 225 255 215 900 EARNINGS PER SHARE A Cal-Full Mar.31 Jun.30 Sep.30 Dec.31 endar Year 2013 .26 .30 .36 .24 1.16 .31 .38 .27 .24 2014 1.20 .27 .32 .38 .17 1.14 2015 2016 28 .35 42 1.35 .30 2017 .30 .37 .46 .32 1.45 QUARTERLY DIVIDENDS PAID B = Calendar Mar.31 Jun.30 Sep.30 Dec.31 Year 2012 .132 .132 .132 .14 .58 2013 .14 .14 .152 .152 2014 .152 .152 .165 .165 .63 2015 .165 .165 .178 .178 2016 .178

Aqua America's earnings should get back on track this year. In the final quarter of 2015, the water utility had to take a \$0.12-a-share impairment charge related to the poor performance of a non regulated business. In any case, with the help of rate relief in several states and synergies realized from previous acquisitions, we expect Aqua's share earnings to recover to \$1.35 in 2016, an 18% increase over 2014's depressed level. Next year, we think the bottom line should climb a solid 7%, to \$1.45 a share.

Acquisitions may play an even more important role in the company's strategy. The American water market consists of over 50,000 major-to-midsized water districts. Because there are many redundancies in the industry, large utilities can buy small ones and realize significant cost savings when absorbing them into existing operations. Since 2000, Aqua has bought almost 300 small water operations. Management recently indicated a proclivity to acquire much-bigger systems. The likely candidates are water districts in financially depressed areas. There are many municipally-run water utilities that

don't have the needed capital required to modernize aging infrastructures and to make costly improvements mandated by the EPA. The city of Scranton, PA recently agreed to sell its wastewater assets to American Water Works for \$190 million. Last year, both Indiana and New Jersey passed laws making the process easier for a strong water company to take over a weak one. These larger potential purchases should enable Aqua to maintain healthy earnings and dividend growth for the foreseeable future.

Finances will probably weaken modestly. Aqua was able to keep its debt-tototal capital ratio below 50% for 2013 and 2014 before exceeding it in 2015. With a capital budget of about \$1.1 billion over the next three years, we think the ratio will be about 52% through late decade.

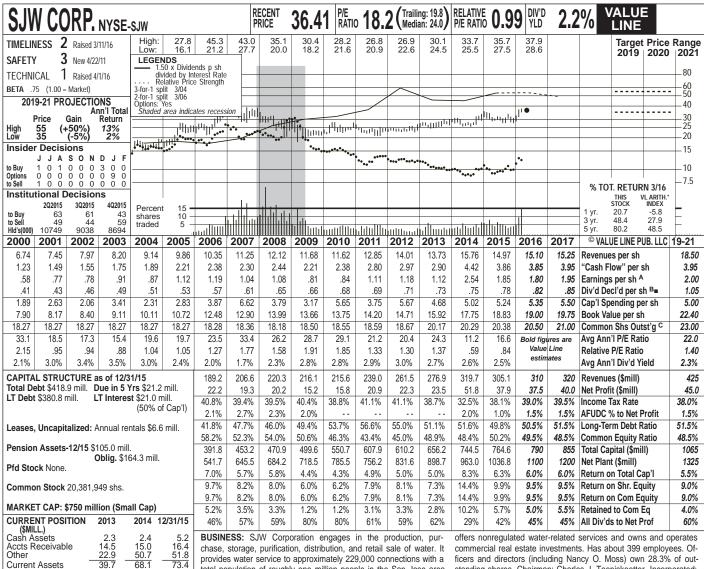
The stock's strong performance has removed much of its appeal. Since mid-August, shares of Aqua have outpaced the S&P 500 Index by about 1,700 basis points. Thus, most of the company's positive attributes appear to be fully reflected in the current price of the equity. James A. Flood April 15, 2016

(A) Diluted egs. Excl. nonrec. gains: '00, 2¢; '01, 2¢; '02, 4¢; '03, 3¢; '12, 18¢. Excl. gain from disc. operations: '12, 7¢; '13, 9¢; '14, 11¢. May not sum due to rounding. Next earnings

report due early May. **(B)** Dividends historically paid in early March, June, Sept. & Dec. Div'd. reinvestment plan available (5% discount).

(C) In millions, adjusted for stock splits.

Company's Financial Strength Stock's Price Stability 95 Price Growth Persistence 70 **Earnings Predictability** 95



provides water service to approximately 229,000 connections with a total population of roughly one million people in the San Jose area and 12,000 connections that reaches about 36,000 residents in the region between San Antonio and Austin, Texas. The company also

ficers and directors (including Nancy O. Moss) own 28.3% of outstanding shares. Chairman: Charles J. Toeniskoetter. Incorporated: California. Address: 110 West Taylor Street, San Jose, CA 95110. Telephone: (408) 279-7800. Internet: www.sjwater.com

ANNUAL RATES **Past** Past Est'd '13-'15 to '19-'21 of change (per sh) 10 Yrs. 5 Yrs. 5.0% 6.5% 4.5% 10.0% 3.5% 2.5% Revenues "Cash Flow" 6.5% 4.0% 15.0% 2.5% 1.5% 6.0% Dividends Book Value 5.0% 6.0%

126

23.0

59.2

7.0

13.8 23.9

44 7

16 2

38.1 25.3

79.6

Accts Payable

Debt Due

Current Liab

Other

Cal- endar			VENUES ( Sep. 30		Full Year
2013	50.1	74.2	85.2	67.4	276.9
2014	54.6	70.4	125.4	69.3	319.7
2015	62.1	72.4	83.0	87.6	305.1
2016	65.0	75.0	90.0	80.0	310
2017	67.0	78.0	92.0	83.0	320
Cal-	E/	RNINGS F	ER SHAR	Α	Full
endar	Mar.31	Jun. 30	Sep. 30	Dec. 31	Year
2013	.07	.37	.44	.24	1.12
2014	.04	.34	1.88	.28	2.54
2015	.23	.36	.46	.80	1.85
2016	.20	.40	.60	.60	1.80
2017	.25	.45	.65	.60	1.95
Cal-	QUAR	TERLY DIV	IDENDS P	AID B=	Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2012	.1775	.1775	.1775	.1775	.71
2013	.1825	.1825	.1825	.1825	.73
2014	.1875				.75
2015	.1950			.1950	.78
2016	.2025				.,,
2010	.2025				

SJW Corp. ended the year on a strong note. The water utility delivered betterthan-expected top- and bottom-line results for the fourth quarter. Revenues of \$87.6 million bested our target by roughly \$15 million. Similarly, net income of \$0.80 a share for the period came in well above the Street's and our estimate. Indeed, the outperformance can be partly attributed to the accumulation of lost revenue at the end of 2015, as a result of Mandatory Con-Revenue Adjustment servation Memorandum. This form of revenue recognition helped bolster financials this year, and ought to continue to do so going forward. What's more, investors have taken notice of the favorable operating environment, sending the stock price more than 20% higher over the past three months, establishing a new 52-week high.

The stage is set for a profitable 2016 and beyond. Despite embarking on the fourth consecutive year of drought conditions, which have undoubtedly raised costs overall, the company has actually experienced lower water production expenses of late. Meanwhile, selling and administrative costs, as well as pension expenses, should begin to cool. In addition, the General Rate Case proceeding may be another positive for the bottom line, even with substantial capital investments on tap. On balance, we are raising our full-year 2016 earnings estimate by \$0.25, to \$1.80 a share. Too, we are introducing our 2017 projection at \$1.95 per share.

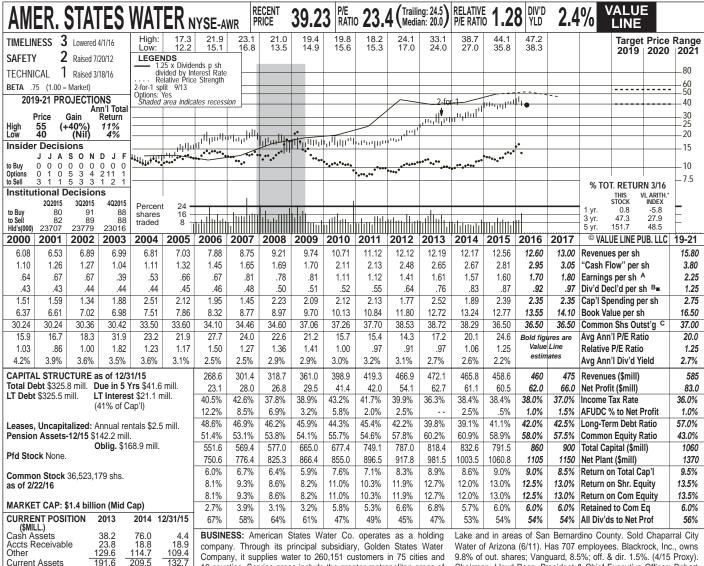
SJW Corp. pays a decent dividend. At the recent quotation, the payout yields a somewhat unimpressive 2.2%. That said, the distribution is poised to increase yearafter-year, like the company has done throughout its operating history. Moreover, we anticipate a similarly healthy yield over the 3- to 5-year stretch. Shares of SJW Corp. have been raised

two notches for Timeliness, to 2, and are now favorably ranked for relative **year ahead price performance.** We think there is some room to run in the near-term, as investors may look to piggyback off of strong earnings results. Conversely, this issue offers little upside potential for the pull to 2019-2021. SJW stock is already trading above the lowerend of our Target Price Range Nicholas P. Patrikis April 15, 2016

(A) Diluted earnings. Excludes nonrecurring losses: '03, \$1.97; '04, \$3.78; '05, \$1.09; '06, \$16.36; '08, \$1.22; '10, \$0.46. GAAP accounting as of 2013. Next earnings report due late

May. Quarterly earnings may not add due to vestment plan available. (C) In millions, adjusted for stock splits. (B) Dividends historically paid in early March,

Company's Financial Strength Stock's Price Stability B+ 85 Price Growth Persistence 20 **Earnings Predictability** 50



Company, it supplies water to 260,151 customers in 75 cities and 10 counties. Service areas include the greater metropolitan areas of Los Angeles and Orange Counties. The company also provides electric utility services to 23,846 customers in the city of Big Bear 9.8% of out. shares; Vanguard, 8.5%; off. & dir. 1.5%. (4/15 Proxy). Chairman: Lloyd Ross. President & Chief Executive Officer: Robert J. Sprowls. Inc: CA. Address: 630 East Foothill Boulevard, San Dimas, CA 91773. Tel: 909-394-3600. Internet: www.aswater.com.

100.9 99.3 123.5 ANNUAL RATES **Past** Past Est'd '13-'15 to '19-'21 of change (per sh) 10 Yrs. 5 Yrs. 6.0% 9.0% 4.5% 8.0% 4.5% 6.0% Revenues "Cash Flow" 12.0% 6.5% 12.0% 10.0% 6.0% 7.0% Dividends Book Value 5.5% 6.0% 4.0%

498

44 8

41.9

.3 57.1

50.6

72.6

Current Assets

Accts Pavable

Debt Due

Current Liab

Other

Cal- endar			VENUES ( Sep. 30		Full Year
2013 2014 2015 2016 2017	110.6 102.0 100.9 100 102		138.3 133.0		472.1 465.8 458.6 <b>460</b> <b>475</b>
Cal- endar			ER SHARI Sep. 30		Full Year
2013 2014 2015 2016 2017	.35 .28 .32 <b>.31</b> <b>.35</b>	.43 .39 .41 <b>.47</b>	.54 .56	.30 .36 .31 . <b>33</b>	1.61 1.57 1.60 <b>1.70</b> <b>1.80</b>
Cal- endar	QUAR Mar.31		IDENDS P. Sep.30	AID B∎ Dec.31	Full Year
2012 2013 2014 2015 2016	.14 .1775 .2025 .213 .224	.14 .1775 .2025 .213	.1775 .2025 .213 .224	.1775 .2025 .213 .224	.64 .76 .83 .87

Shares of American States Water continue to struggle. For the second straight quarter, the stock has underperformed both the water industry and the market averages. Since our January report, the value of the equity has declined 4% while many water utility stocks posted double-digit gains, and the S&P 500 Index rose about 2%.

We think the company's earnings may break out of their narrow range in **2016.** Over the past three years, American States' share net has been close to \$1.60. Last year's bottom line was held back due to an accounting practice regarding a water revenue adjusted mechanism (WRAP). In brief, a utility can't recognize certain revenues that can't be collected over a certain time. The funds will eventually be recouped, but have to be deferred. Indeed, management estimates that \$1.4 million in revenues earned in 2015, will be realized in 2016. All told, the company's earnings should increase a solid 6%, to \$1.70 a share. We are introducing our 2017 share-earnings estimate at \$1.80, another healthy 6% increase. Results at American States' nonregu-

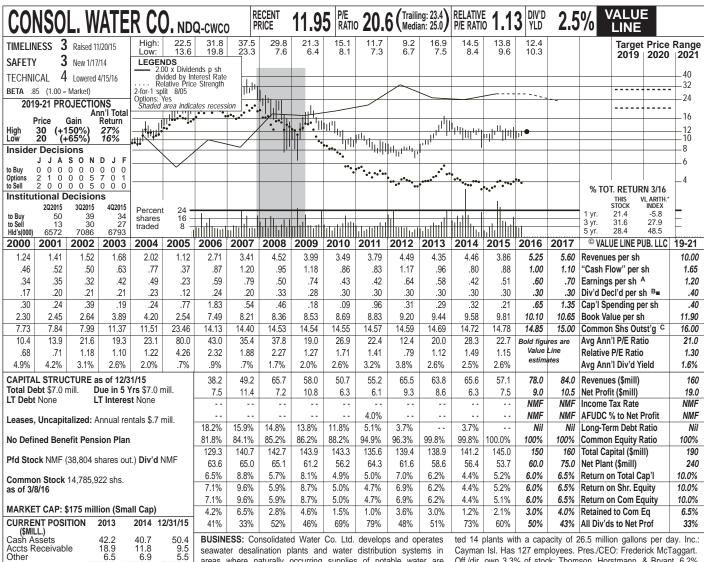
lated business will be the wild card. Through its ASUS subsidiary, the company installs and operates water facilities at major U.S. Army bases. The contracts to run the camps are for 50 years and enable American States to earn more than it does on its regulated operations. The armed forces are privatizing this business at many bases, and ASUS continues to bid on new proposals. Since the firm has enjoyed success here, we are assuming it will land more contracts in the future. In 2015, this business accounted for 20% of the company's net income, a percentage that may well increase in the coming years.

This equity is an Average (3) selection for year-ahead performance. AWR gets good marks for Safety (2: Above Average), Financial Strength (A), Earnings Predictability (90), and also has a low Beta coefficient (0.75). And even though conservative accounts are willing to accept lower future payouts in return for a reduced risk profile, we do not think that the stock's potential returns through 2019-2021 are sufficient. Hence, investors can do better elsewhere on a risk-adjusted basis. James A. Flood April 15, 2016

(A) Primary earnings. Excludes nonrecurring gains/(losses): '04, 7¢; '05, 13¢; '06, 3¢; '08, (14¢); '10, (23¢) '11, 10¢. Next earnings report

(B) Dividends historically paid in early March, June, September, and December. ■ Div'd reinvestment plan available.

Company's Financial Strength Stock's Price Stability 90 Price Growth Persistence 70 **Earnings Predictability** 90



BUSINESS: Consolidated Water Co. Ltd. develops and operates seawater desalination plants and water distribution systems in areas where naturally occurring supplies of potable water are scarce or nonexistent. Its desalination process involves reverse osmosis tech. It provides water in the Cayman Islands, Belize, the Bahamas, the British Virgin Islands, and Bali. At 12/31/15, it opera-

ted 14 plants with a capacity of 26.5 million gallons per day. Inc. Cayman Isl. Has 127 employees. Pres./CEO: Frederick McTaggart. Off./dir. own 3.3% of stock; Thomson, Horstmann, & Bryant, 6.2% (4/15 proxy). Address: Regatta Office Park Windward Three, 4th Floor, West Bay Road P.O. Box 1114 Grand Cayman, KYI-1102, Cayman Islands. Tel.: (345) 945-4277. Int.: www.cwco.com.

ANNUAL RATES **Past** Past Est'd '13-'15 of change (per sh) to '19-'21 10 Yrs. 5 Yrs. 1.0% -2.5% Revenues "Cash Flow 10.0% 15.5% 4.0% 11.0% 3.0% 5.0% -2.0% 15.5% 5.0% Dividends Book Value 10.5% 2.5% 3.5% QUARTERLY REVENUES (\$ mill.) Cal-Full Mar.31 Jun. 30 Sep. 30 Dec. 31

67.6

7.2

Current Assets

Accts Pavable

Debt Due

Current Liab

Other

59 4

6.0 9.0 1.2

16.2

65.4

4.8 7.0

13.2

endar 2013 16.6 15.4 16.3 16.9 17.0 15.4 2014 65.6 2015 14.7 14.4 14.6 13.4 57.1 2016 16.1 19.6 21.8 78.0 2017 20.3 20.5 22.2 EARNINGS PER SHARE A Cal-Full endar Mar.31 Jun. 30 Sep. 30 Dec. 31 Year 2013 19 2014 .04 .19 .13 .06 .42 2015 .13 .15 .12 .11 .51 2016 .15 .16 .16 .13 .60 2017 .16 .17 QUARTERLY DIVIDENDS PAID B= Cal-Full endar Mar.31 Jun.30 Sep.30 Dec.31 2012 .075 .075 .075 .075 2013 .075 .075 .075 .075 .30 2014 .075 .075 .075 .075 .30 .075 .075 .075 .075 2016 .075

Consolidated Water has made an ac**quisition.** Effective February 11th, the company had a 51% stake in Aerex Industries, a manufacturer of products used to treat municipal and industrial water and wastewater. To date, the only financial information disclosed was that the purchase price was \$7.7 million and Aerex had revenues of over \$19 million in 2015. (Note: Our presentation only includes Aerex's impact on Consolidated's revenues.) Otherwise, the situation remains **about the same in the Caribbean.** The builder and operator of desalination facilities, continues to be involved in ongoing disputes with regulators from the three main nations where it operates in the region. In the Caymans, the company and authorities are haggling over a change in the pricing model. Accounts receivable from the government of the Bahamas continue to climb, but management states that this does not reflect any dispute with the company. Also, in the British Virgin Islands, lengthy litigation over the Bar Bay plant is still ongoing. In some countries, regulators are not signing long-term contracts, most likely as a bargaining chip.

On the bright side, lower expenses should propel earnings. Absent 2015's abnormal legal fees, along with the development costs associated with a major project in Mexico, we expect Consolidated's share earnings to recover to \$0.60 in 2016 and \$0.70 in 2017.

Two large projects will have a meaningful impact on the company's long-term prospects. The Nua Dusa plant located on Bali is in the red, but we think this situation will change due to the lack of potable water on the island. Also, the planning for the proposed \$600 million desalination facility in Mexico has been completed. If all goes as expected, this facility, in which Consolidated will own 12%, will be providing water to the arid and populated cities of San Diego and Tijuana. These shares are only for investors willing to live with some uncertainty. CWCO has a small but healthy balance sheet. Moreover, its total return potential through 2019-2021 is very attractive. Still, much of this is offset by regulatory risk and the possibility of the construction program not meeting expectations. James A. Flood April 15, 2016

(A) Fully diluted earnings. Next earnings report due early May. (B) Dividends historically paid in late January, April, July and October. 

Dividend reinvestment plan available.

(C) In millions adjusted for stock split.

 Company's Financial Strength
 B+

 Stock's Price Stability
 30

 Price Growth Persistence
 10

 Earnings Predictability
 50

Since our last report in January, the stocks in the Water Utility Industry have performed well compared to the broader market averages. This is surprising considering that it was an up market and investments in this group tend to be defensive plays.

Most water utilities are spending heavily to modernize antiquated pipes, valves, and wastewater facilities. After years of deferring capital expenditures, the industry is now working overtime

to upgrade the water infrastructure.

There are literally thousand and thousands of water authorities in the U.S. With so many operators, there is a tremendous amount of redundancies. This presents opportunities for the large and better financed entities to acquire smaller districts. The resulting synergies can lower costs substantially. Consolidation has been a trend for many years, but we expect the pace to accelerate and scale of the takeovers to increase.

The small number and size of investor-owned water utilities is leading to a "water premium". Institutional accounts seem to be willing to pay a high relative price to own a stake in this sector.

The water industry is currently ranked within the top quintile of all industries followed by *Value Line*. Longer-term investors should be aware that the recent strong run up in the value of water stocks has left many of the equities with subpartotal return potential through 2019-2021.

## **Capital Budgets Are Sizable**

Almost every utility in this issue is spending heavily to replace and refurbished antiquated infrastructure. In the recent past, water companies and state regulators realized that it was not prudent to defer much needed repairs in an attempt to keep customer's water bills low. Hence, even with the increases in capital spending, large capital outlays will be required for the foreseeable future.

On the positive side, state regulators apparently understand the magnitude of the issue and have been doing their best to forge reasonably constructive relationships with the companies. For investors, the importance of a state's regulatory climate cannot be understated. State authorities determine what rate of return utilities are allowed to earn on funds that have been invested.

### **An Incredibly Fragmented Market**

In the electric utility industry, less than 50 publicly owned companies generate most of the power consumed in the U.S. By contrast, more than 50,000 separate water districts supply water to the large-, mid-, and small-sized markets in America. Furthermore, when the micro districts are included, this figure doubles to more than 100,000. In this issue, we follow the largest investor-owned water utilities in the nation, which collectively supply less than 5% of the water used each day.

Consolidation in the industry has been an ongoing theme for some time. The main reason being that many of the small-water districts can not take advantage of the economies of scale. Indeed, there is a tremendous amount of redundancy in the business. Letting the smaller entities be absorbed by the larger ones allows for substantial synergies. In fact, the savings are so great

### **INDUSTRY TIMELINESS: 15 (of 97)**

that customers of the smaller districts can see greatly improved service with no meaningful impact on water bills. (The cost savings from the mergers are plowed back into upgrading the infrastructure.)

Aqua America made nearly 300 acquisitions since 2010, but its customer base grew by only 1%-2% per year. The recent proposed \$190 million takeover of Scranton, PA's wastewater assets by American Water Works could well be a game changer. With the EPA continually mandating new capital intensive requirements for the country's water operators, many authorities are having difficultly raising the required funds. The recent headlines regarding the poor quality drinking water fall into this category, as well. Flint is a cash-strapped city that didn't have the money needed to properly maintain its water infrastructure. Either Michigan taxpayers or a well-capitalized utility with the required expertise, is needed to rectify the situation. In the past year, a couple of states amended laws to make the acquisition of troubled water authorities easier.

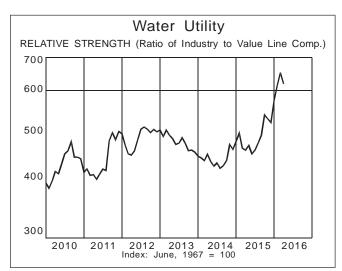
## **Scarcity Value**

As we alluded to previously, there aren't that many investor-owned utilities in the industry. Currently, the market capitalization of all nine water companies we follow is about \$25 billion. (American Water Works accounts for more than 50% of this amount alone). In comparison, the electric utility Duke Energy is more than twice the size of the entire industry. In any case, for institutional accounts looking to invest in the sector, there aren't many options. Thus, there is a scarcity premium being paid to hold stocks in this group. There are only four water companies that have market caps over \$1 billion. Indeed, once purchased for the above average income, the average yield on a water stock is 2.4%, a measly 10 basis points higher than the Value Line median.

#### **Conclusion**

The recent strong relative price performance by stocks in this group have left many with below-average long-term total return potential. As always, we recommend subscribers read each individual report before investing.

James A. Flood



ARTESIAN RES.	CORP.	NDQARTNA	REC PRI	CENT 27.0	7 TRAILING P/E RATIO	21.5 RE	LATIVE 1.1	DIV'D 3.		LUE NE
RANKS	20.67 18.26	19.31 13.00	18.73 12.81	19.59 16.43	19.99 15.16	24.43 18.20	24.27 21.52	23.82 19.85	29.16 20.00	31.94 High 25.17 Low
PERFORMANCE 1 Highest		ENDS								45
Technical 1 Highest	12 Mc	os Mov Avg rice Strength	•••							30
•	Shaded area inc	dicates recession							این	22.5
SAFETY 3 Average	+++++++++++++++++++++++++++++++++++++++			1 (1 <u>  1   1   1   1   1   1   1   1   1  </u>	··+··+++++++++++++++++++++++++++++++++		<del>!:</del>	, , , , , , , <del>, , , , , , , , , , , , </del>	*******	22.0
<b>BETA</b> .55 (1.00 = Market)	•••.	••••  1			.1.					13
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Financial Strength B				•	•••••	••••	••••••	• .		• 6
Price Stability 90								*•••••	···	4
•										3
Price Growth Persistence 40					Li					
Earnings Predictability 75			11	1 1.	, , , , , , , , ,	!!!!	11.11			55i
,	und Huu	unhundil					<del>                                      </del>			(thous
© VALUE LINE PUBLISHING LLC	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016/2017
SALES PER SH	7.20	7.59	8.11	8.48	7.56	8.10	7.82	8.13	9.41	
"CASH FLOW" PER SH	1.57	1.65	1.84	1.92	1.64	2.04	1.87	2.04	2.46	
EARNINGS PER SH	.90	.86	.97	1.00	.83	1.13	.94	1.07	1.26	1.29 <sup>A,B</sup> /1.43 <sup>C</sup>
DIV'DS DECL'D PER SH	.66	.71	.72	.75	.76	.79	.82	.85	.87	
CAP'L SPENDING PER SH	3.66	6.09	2.32	2.57	1.83	2.36	2.40	2.66	2.53	
BOOK VALUE PER SH	11.66	11.86	12.15	12.44	13.12	13.57	13.80	14.09	16.17	
COMMON SHS OUTST'G (MILL)	7.30 21.5	7.40 20.1	7.51 16.4	7.65 18.2	8.61 22.5	8.71 18.3	8.83 23.9	8.91 20.5	8.18 18.0	21.0/18.9
AVG ANN'L P/E RATIO RELATIVE P/E RATIO	1.14	1.21	1.09	1.16	1.41	1.17	1.34	20.5 1.08	.93	21.0/16.9
AVG ANN'L DIV'D YIELD	3.4%	4.1%	4.5%	4.1%	4.1%	3.8%	3.7%	3.9%	3.8%	
SALES (\$MILL)	52.5	56.2	60.9	64.9	65.1	70.6	69.1	72.5	77.0	Bold figures
OPERATING MARGIN	45.6%	45.1%	46.9%	46.5%	45.5%	48.7%	47.0%	48.8%	43.0%	are consensus
DEPRECIATION (\$MILL)	5.2	5.8	6.6	7.0	7.4	7.9	8.3	8.7	8.8	earnings
NET PROFIT (\$MILL)	6.3	6.4	7.3	7.6	6.7	9.8	8.3	9.5	11.3	estimates
INCOME TAX RATE	39.8%	40.8%	40.1%	40.0%	40.8%	40.2%	40.2%	40.1%		and, using the
NET PROFIT MARGIN	11.9%	11.4%	11.9%	11.7%	10.4%	14.0%	12.0%	13.1%	14.7%	recent prices,
WORKING CAP'L (\$MILL)	2.5	d20.9	d23.3	d27.9	d11.4	d11.4	d12.3	d13.5	d8.8	P/E ratios.
LONG-TERM DEBT (\$MILL)	91.8	107.6	106.0	105.1	106.5	106.3	105.5	105.0	103.6	
SHR. EQUITY (\$MILL)	85.1	87.8	91.2	95.1	113.0	118.2	121.8	125.6	132.3	
RETURN ON TOTAL CAP'L	5.3%	4.7%	5.2%	5.6%	4.6%	5.9%	5.1%	5.5%	6.3%	
RETURN ON SHR. EQUITY	7.4%	7.3%	8.0%	8.0%	6.0%	8.3%	6.8%	7.6%	8.5%	
RETAINED TO COM EQ	2.1%	1.4%	2.1%	2.0%	.5%	2.5%	.9%	1.6%	2.6%	
ALL DIV'DS TO NET PROF  ANo. of analysts changing earn. est. in I	71%	81%	74%	75%	92%	70%	87%	79%	69%	

Ano. of analysts changing earn. est. in last 4 days: 0 up, 0 down, consensus 5-year earnings growth not available. Based upon 2 analysts' estimates. CBased upon one analyst's estimate

		ANNUAL I	RATES			ASSETS (\$mill.)	2013	2014	12/31/15
of chan Sales "Cash F Earning Dividend Book Va	s ds	share)	5 Yrs. 1.0% 3.5% 3.0% 3.0% 4.0%	15 20 18 3	Yr. .5% .5% .0% .0%	Cash Assets Receivables Inventory Other Current Assets	.4 8.1 1.5 3.3 13.3	.2 8.4 1.9 6.1 16.6	.2 6.4 1.7 6.1 14.4
Fiscal Year	QU <i>A</i> 1Q	RTERLY : 2Q	SALES (\$1 3Q	nill.) 4Q	Full Year	Property, Plant & Equip, at cost Accum Depreciation	472.9 89.8	496.2 98.4	514.8 105.2
12/31/13 12/31/14 12/31/15	16.3 16.9 18.0	17.8 17.9 19.5	18.1 19.6 20.8	16.9 18.1 18.7	69.1 72.5 77.0	Net Property Other Total Assets	383.1 <u>7.4</u> 403.8	397.8 <u>7.8</u> 422.2	409.6 7.6 431.6
12/31/16 Fiscal Year	E/ 1Q	ARNINGS 2Q	PER SHAI	RE 4Q	Full Year	LIABILITIES (\$mill.) Accts Payable Debt Due	4.1 12.2	3.8 19.9	5.5 11.8
12/31/12 12/31/13 12/31/14 12/31/15	.28 .20 .24 .28	.32 .28 .22 .36	.33 .29 .37 .41	.20 .17 .24 .21	1.13 .94 1.07 1.26	Other Current Liab	9.3 25.6	<u>6.5</u> 30.2	23.2
12/31/16 Cal- endar	QUAF	RTERLY D	IVIDENDS 3Q	PAID 4Q	Full Year	LONG-TERM DEBT A as of 12/31/15 Total Debt \$115.4 mill			\$62.2 mill.
2013 2014 2015 2016	.203 .209 .215	.206 .212 .218	.206 .212 .218	.209 .215 .222	.82 .85 .87	LT Debt \$103.6 mill. Including Cap. Lease Leases, Uncapitalized	s None	(44%	6 of Cap'l)
2010		TUTIONAL	DECISIO	NS		Pension Liability \$1.1	mill. in '15	vs. \$.3 mill.	in '14
		2Q'15	3Q'15		2'15	Pfd Stock None		Pfd Div'd	Paid None
to Buy to Sell Hld's(0	00)	33 27 2853	33 25 3049		40 29 248	Common Stock 8,184,0	00 shares	(56	% of Cap'l)

# INDUSTRY: Water Utility

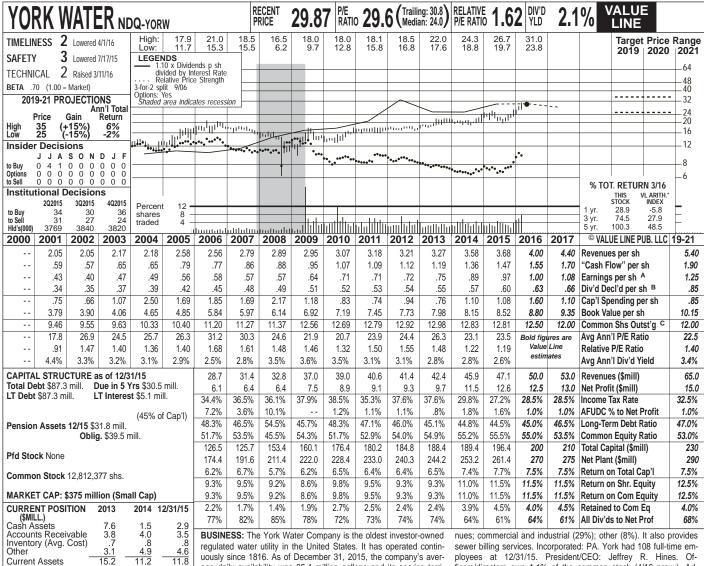
**BUSINESS:** Artesian Resources Corp. operates as a holding company of wholly-owned subsidiaries offering water, wastewater services, and related services. Artesian Water Co., the principal subsidiary, is the oldest and largest investor-owned water utility on the Delmarva Peninsula, supplying roughly 7.6 billion gallons of water per year through 1,218 miles of water main to about 300,000 people. Artesian Wastewater Management, Inc. is a regulated entity that owns wastewater collection and treatment infrastructure and provides wastewater services to customers in Delaware as a regulated public wastewater service company. As of December 31, 2015, it owned and operated four wastewater treatment facilities, which are capable of treating approximately 730,000 gallons per day and can be expanded to treat 1.6 million gallons per day. Its Artesian Water Maryland distributes and sells water to residential, commercial, industrial, and municipal customers in Cecil County, MD. Has 231 employees. Chairman, C.E.O. & President: Dian C. Taylor. Address: 664 Churchmans Rd., Newark, DE 19702. Tel.: (302)453-6900. Internet: http://www.artesianwater.com. J.V.

April 15, 2016

#### TOTAL SHAREHOLDER RETURN

Dividends plus appreciation as of 3/31/2016

3 Mos.	6 Mos.	1 Yr.	3 Yrs.	5 Yrs.
1.70%	17.76%	35.61%	39.35%	73.76%



uously since 1816. As of December 31, 2015, the company's average daily availability was 35.4 million gallons and its service territory had an estimated population of 194,000. Has more than 66,000 customers. Residential customers accounted for 63% of 2015 reve-

ployees at 12/31/15. President/CEO: Jeffrey R. Hines. Officers/directors own 1.1% of the common stock (4/16 proxy). Address: 130 East Market Street, York, Pennsylvania 17401. Telephone: (717) 845-3601. Internet: www.yorkwater.com.

ANNUAL RATES Past Past Est'd '13-'15 to '19-'21 of change (per sh) 5 Yrs. 4.5% 7.0% 3.0% 6.5% Revenues 7.5% 'Cash Flow' 6.0% 6.0% 2.5% 4.5% Earnings 5.5% 6.0% 4.0% 6.5% 6.5% 3.5% Dividends Book Value

1.8

1.6

4.3

5.9

1.8

4.4

6.2

Accts Payable Debt Due

Current Liab.

QUARTERLY REVENUES (\$ mill.) Cal-Full Mar.31 Jun. 30 Sep. 30 Dec. 31 endar 2013 10.1 10.7 10.9 10.7 2014 10.6 11.8 12.0 115 45 9 11.2 47.1 2015 11.9 12.4 11.6 2016 11.5 12.5 13.0 13.0 50.0 2017 12.0 13.0 13.5 14.5 53.0 EARNINGS PER SHARE A Cal-Full Mar.31 Jun. 30 Sep. 30 Dec. 31 endar Year 2013 .17 .18 .19 .21 .75 .28 .22 .23 2014 .16 .80 .22 .27 .28 .20 .97 2015 1.00 2016 20 .26 28 .26 1.08 .27 2017 .22 .30 .29 QUARTERLY DIVIDENDS PAID B Cal-Mar.31 endar Jun.30 Sep.30 Dec.31 Year 2012 .134 .134 .535 .134 .134 .138 .138 .138 552 .138 2013 2014 .1431 .1431 .1431 .572 .1431 1495 1495 1495 .1555 2015 2016 .1555

York Water shares continue to march **higher.** The stock rose more than 20% in value since our January full-page review, driven by a better-than-expected earnings report. Moreover, this equity has surged approximately 50% from the midway point of last year.

Several factors are contributing to York's well-performing financials. For one, IRS Tangible Property Rules, which allow for more favorable quarterly reporting rather than year end, ought to remain a tailwind to profitability. This has resulted in a lower effective tax rate and should persist over the intermediate term. Second, lower operating expenses may play a marginal role in share-net growth. Lastly, revenues are apt to get a boost from the purchase of 1,700 wastewater connections, expected to close in the back end of 2016.

All things considered, bottom-line expansion is likely in the cards for this year and next. We are leaving unaltered our 2016 earnings called, at \$1.00 per share. In 2017, we look for morepronounced high single-digit growth, to \$1.08 a share, underpinned by a slightly

reduced share count, as well as the abovementioned drivers.

Increased capital investments, coupled with acquisitions, augur well for growth over the long haul. Indeed, an aging infrastructure in need of upgrading should attract a large allocation of funds in the near term. Additional resources will likely be used for acquisitions. Management has indicated capital spending of roughly \$20 million and \$13 million in 2016 and 2017, respectively. We expect this figure to cool a bit looking out to the 2019-2021 time frame, considering major pipeline replacements should no longer be an issue.

York Water is ranked (Timeliness: 2) to outperform the broader market averages over the coming six to 12 **months.** Momentum accounts may still have some success here, given quarterly earnings comparisons should continue to impress. However, the prolonged run-up in price does give us pause. To that end, capital appreciation potential out to late decade is limited, even with our increased Target Price Range.

Nicholas P. Patrikis

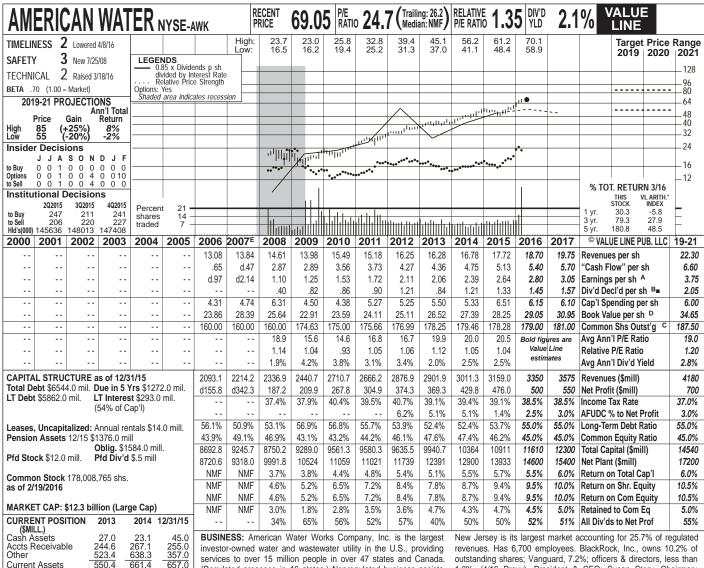
April 15, 2016

(A) Diluted earnings. Next earnings report due late May.

(B) Dividends historically paid in mid-January April, July, and October.

Company's Financial Strength Stock's Price Stability B+ 90 Price Growth Persistence 50 **Earnings Predictability** 95

(C) In millions, adjusted for splits.



(Regulated presence in 16 states.) Nonregulated business assists municipalities and military bases with the maintenance and upkeep as well. Regulated operations made up 86.8% of 2015 revenues.

1.0%. (4/16 Proxy). President & CEO: Susan Story. Chairman: George Mackenzie, Address: 1025 Laurel Oak Road, Voorhees, NJ 08043. Tel.: 856-346-8200. Internet: www.amwater.com.

1235.5 1241 0 1533.0 Current Liab ANNUAL RATES Past Past Est'd '13-'15 to '19-'21 of change (per sh) 10 Yrs. 5 Yrs. 3.0% 9.0% 4.5% 5.5% Revenues "Cash Flow" 13.0% 10.0% 8.0% 10.5% Dividends **Book Value** 2.5% 4.0%

264 6

644.5 326.4

285.8

444 1

126.0

725.0

Accts Pavable

Debt Due

Other

Cal- endar			VENUES (Sep. 30		Full Year
2013 2014 2015 2016 2017	636.1 679.0 698.0 <b>735</b> <b>775</b>		846.1 896.0 <b>950</b>	731.4	2901.9 3011.3 3159.0 <b>3350</b> <b>3575</b>
Cal- endar			ER SHARE Sep. 30	-	Full Year
2013 2014 2015 2016 2017	.32 .39 .44 .46 .53	.57 .62 .68 . <b>74</b> . <b>77</b>	.84 .86 .96 <b>1.03</b> <b>1.10</b>	.33 .52 .56 <b>.57</b>	2.06 2.39 2.64 <b>2.80</b> <b>3.05</b>
Cal- endar	QUART Mar.31		IDENDS P. Sep.30		Full Year
2012 2013 2014 2015 2016	.23  .28 .31 .34	.23 .28 .31 .34	.25 .28 .31 .34	.50 .28 .31 .34	1.21 .84 1.21 1.33

Shares of American Water Works have been on an impressive run. Since our January report, the value of the stock has risen nearly 15%, or 1,300 basis points greater than the broader market averages. A partial reason for the strong showing was the company's inclusion into the S&P 500 Index. This resulted in greater demand for AWK, as specific index funds were forced to purchase the equity.

Meanwhile, a recently proposed acquisition could augur well for future takeovers. The water industry is comprised of thousands of small municipally run districts. In the recent past, bigger investor-owned utilities have been gradually absorbing hundreds of these small water authorities into their operations. Due to the vast amounts of redundancies in the industry, significant cost savings have been generated. The recent \$190 million agreement to acquire the wastewater assets from the cash-strapped city of Scranton is substantially larger than previous purchases. Thus, the size of mergers could well climb as economically depressed districts struggle to raise the capital needed to be in compliance with EPA re-

quirements. As the largest member of the group, by a wide margin, American Water stands to benefit the most from this trend. Controlling expenses and increasing the rate base should continue to drive the utility's earnings growth. In this decade, management has been focused on lowering the company's operating and maintenance (O&M) ratio. With the exception of last year (a rise caused by the purchase of a nonregulated business), this percentage has been on the decline. Indeed, the ratio, which stood at 44% in 2010, fell to 36% in 2015, and should be reduced to 34% by 2020. Also, American Water plans on spending \$1.1 billion annually over the next five years to upgrade its water infrastructure. As these expenditures are incorporated into the rate base,

profits should expand.

This stock is mainly for momentum investors. AWK is favorably ranked for year-ahead performance. With the recent spike in the value of the equity, however, all the positive developments we expect from the company through 2019-2021 appear to be factored into the share price. James A. Flood April 15, 2016

(A) Diluted earnings. Excludes nonrecurring losses: '08, \$4.62; '09, \$2.63; '11, \$0.07. Discontinued operations: '06, (\$0.04); '11, \$0.03; '12, (\$0.10); '13,(\$0.01). GAAP used as of

2014. Next earnings report due early May. available. Two payments made in 4th quarter Quarterly earnings may not sum due to rounding. **(B)** Dividends paid in March, June, Septangibles. In 2015: \$1.38 billion, \$7.74/share. tember, and December. ■ Div. reinvestment | (E) Pro forma numbers for '06 & '07.

Company's Financial Strength Stock's Price Stability R4 100 Price Growth Persistence **Earnings Predictability** 35

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