



South Jersey Industries (SJI)

Updated November 17th, 2021 by Prakash Kolli

Key Metrics

Current Price:	\$25	5 Year CAGR Estimate:	10.2%	Market Cap:	\$2.48B
Fair Value Price:	\$29	5 Year Growth Estimate:	3.0%	Ex-Dividend Date:	12/09/21 ¹
% Fair Value:	85%	5 Year Valuation Multiple Estimate:	3.3%	Dividend Payment Date:	12/29/21
Dividend Yield:	4.9%	5 Year Price Target	\$33	Years Of Dividend Growth:	22
Dividend Risk Score:	C	Retirement Suitability Score:	A	Last Dividend Increase:	2.6%

Overview & Current Events

South Jersey Industries traces its founding to 1910. Today, the company buys, transports, stores, and sells natural gas. The utility operates in three segments: SJI Utilities, SJI Midstream, and South Jersey Energy Solutions. Elizabethtown Gas was acquired in 2018. The company owns and operates rooftop solar generation at corporate sites, fuel cells, and is investing in renewable natural gas projects. Additionally, the utility owns oil, gas, and mineral rights in the Marcellus Shale region of Pennsylvania. South Jersey owns roughly 10,000 miles of distribution and transmission pipeline and serves over 700,000 total customers (~407,000 South Jersey Gas and ~303,000 Elizabethtown Gas). Revenue is roughly 70% - 80% regulated and 20% - 30% unregulated. Total revenue was about \$1,541M in 2020

South Jersey reported Q3 2021 results on November 3, 2021. Companywide revenue grew to \$365.6M from \$261.6M and GAAP diluted earnings per share fell to a loss of (-\$0.23) from (-\$0.10) on year-over-year basis. Diluted adjusted earnings fell to (-\$0.17) per share from a loss of (-\$0.06) per share. Top and bottom-line growth was driven by increased profitability and customer growth in regulated utilities offset by lower earnings in non-utilities. Regulated Utility revenue grew to \$106.1M from \$103.4M. Non-regulated, non-utility revenue grew to \$259.5M from \$158.2M. SJI continues to invest in its utilities to improve efficiencies, safety, and redundancy. This is improving profitability. SJI is moving forward with replacing 825 miles of pipe and investments for a LNG facility.

Through REV LNG, SJI is developing anaerobic digesters for renewable natural gas at eight dairy farms to produce renewable natural gas. SJI has rights for up to 25 dairy farms.

Despite receiving FERC approval, PennEast Partners terminated development of the PennEast pipeline due to permitting challenges under the Clean Water Act, other wetland permits, and New Jersey state permits.

Growth on a Per-Share Basis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
EPS	\$1.45	\$1.52	\$1.52	\$1.57	\$1.44	\$1.34	\$1.23	\$1.38	\$1.12	\$1.68	\$1.60	\$1.85
DPS	\$0.75	\$0.83	\$0.90	\$0.96	\$1.02	\$1.06	\$1.10	\$1.13	\$1.16	\$1.19	\$1.21	\$1.37
Shares²	60.4	63.3	65.4	68.3	71.0	79.5	79.6	85.5	92.4	100.6	106.6	142.7

South Jersey's earnings per share have been volatile over the past decade due to fluctuating natural gas prices, and rising share count. But in the past decade revenue has more than doubled through organic growth and the acquisition of Elizabethtown Gas in 2018. Top line growth will be slow since the population of New Jersey is growing slowly, but SJI should achieve about 1.5% regulated utility growth through new construction and conversions to natural gas. This combined with efficiency improvements, capital spending, investment in clean energy, and 9.6% return on equity suggests that the rate base should grow at about 10% annually. Non-regulated non-utility growth will occur through investment in renewables. We expect earnings per share to grow at about 3% on average supporting 2.5% growth on average in the dividend per share out to 2026. The payout ratio is reasonably conservative for a regulated utility and the current yield is well above the trailing 10-year average.

¹ South Jersey has not yet declared the next dividend. The dates are estimates based on prior years.

² Share count in millions.

Disclosure: This analyst has no position in the security discussed in this research report, and no plans to initiate one in the next 72 hours.



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Valuation Analysis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	Now	2025
Avg. P/E	18.4	16.9	18.9	18.0	17.9	21.7	27.9	22.6	28.3	14.9	15.3	18.0
Avg. Yld.	2.8%	3.2%	3.1%	3.4%	3.9%	3.6%	3.2%	3.6%	3.7%	4.8%	4.9%	4.1%

South Jersey's stock price is down slightly since our last report despite decent results. After a tough 2020, demand should recover for industrial and commercial customers as the pandemic wanes. We have pegged our earnings estimate to the mid-point of current guidance for 2021 at \$1.60 per share. Our fair value multiple for the long haul is 18X, a little below the average for the past decade. Our fair value estimate is now \$29. Our 5-year price target is now \$33.

Safety, Quality, Competitive Advantage, & Recession Resiliency

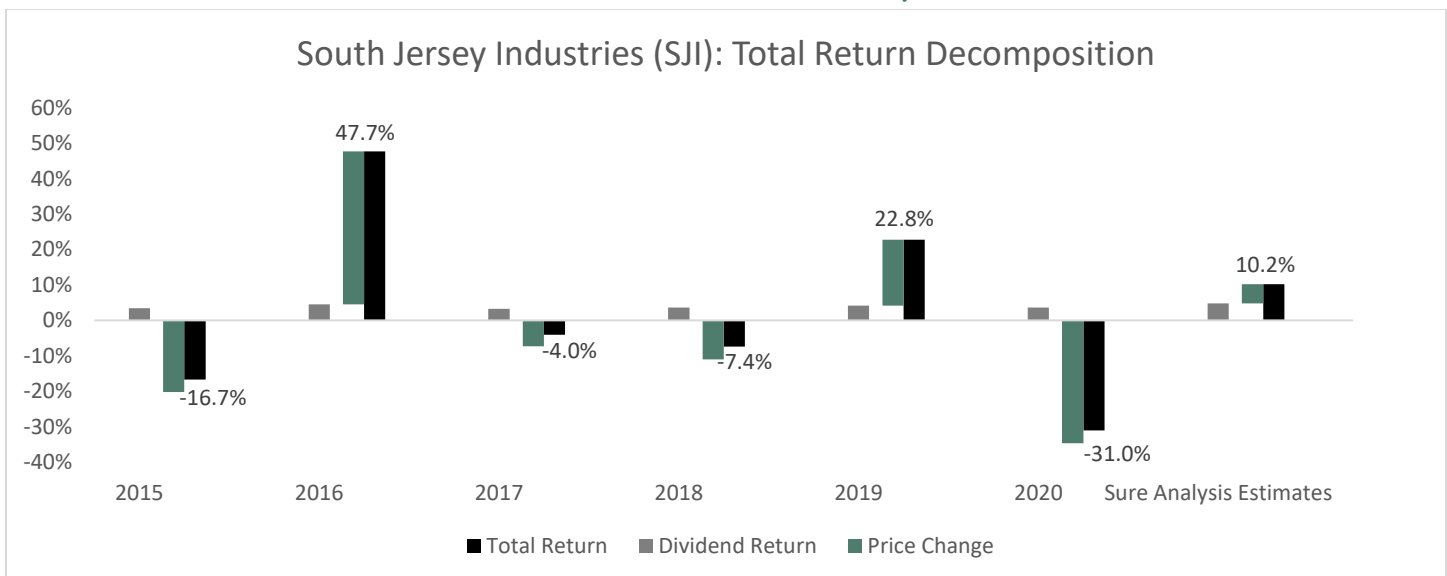
Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
Payout	52%	55%	59%	61%	71%	79%	89%	82%	104%	71%	76%	74%

South Jersey's competitive advantage is that it owns two regulated natural gas utilities. This gives SJI a monopoly in its service area and a guaranteed return on equity as approved by regulators. SJI is now the second largest natural gas utility in New Jersey after the Elizabethtown Gas acquisition in 2018. SJI's unregulated operations provide some risk for the utility. But the midstream pipeline, renewable energy production, and energy management are a smaller percentage of revenue and are currently growing. Recessions tend to suppress demand as businesses close and consumers cut costs. The utility has a solid balance sheet with a BBB/A3 rating and no significant maturities until 2030. At end of Q3 2021, SJI had approximately \$208.6 million in short-term and current long-term debt, and \$3,196 million in long-term debt. This is offset by ~\$25.4M in cash, cash equivalents and marketable securities.

Final Thoughts & Recommendation

At present we are forecasting 10.2% annualized total returns over the next five years. The PennEast partners terminated development of the PennEast pipeline due to permitting challenges. However, SJI is adding customers to its regulated operations and growing clean energy investments. This stock may interest investors seeking safe income that is growing albeit slowly. The current yield is well above the market average. At the current price, we rate this stock a buy.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Revenue	829	706	731	887	960	1,037	1,243	1,641	1,629	1,541
Gross Profit	270	275	249	337	384	438	377	554	559	644
Gross Margin	32.6%	38.9%	34.1%	37.9%	40.0%	42.3%	30.3%	33.7%	34.3%	41.8%
D&A Exp.	48	55	65	79	91	110	123	133	133	171
Operating Profit	122	110	70	128	157	194	100	191	209	280
Operating Margin	14.7%	15.6%	9.5%	14.4%	16.4%	18.7%	8.1%	11.6%	12.8%	18.1%
Net Profit	89	92	82	97	105	119	(3)	18	77	157
Net Margin	10.8%	13.0%	11.2%	10.9%	11.0%	11.5%	-0.3%	1.1%	4.7%	10.2%
Free Cash Flow	(2)	(136)	(157)	(181)	(157)	(17)	(83)	(198)	(383)	(175)
Income Tax	23	11	(19)	4	1	54	(25)	1	21	23

Balance Sheet Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Total Assets	2,248	2,631	2,925	3,349	3,472	2,552	3,865	5,957	6,365	6,689
Cash & Equivalents	8	5	4	4	4	1	8	30	6	34
Accounts Receivable	135	195	254	252	178	71	202	338	254	279
Inventories	72	58	61	65	59	13	53	62	55	42
Goodwill & Int. Ass.				-	30		4	735	702	707
Total Liabilities	1,623	1,895	2,098	2,417	2,434	1,712	2,673	4,690	4,942	5,022
Accounts Payable	154	193	260	273	186	35	285	410	232	257
Long-Term Debt	748	965	1,055	1,255	1,459	743	1,533	3,111	3,387	3,516
Shareholder's Equity	624	736	827	932	1,038	840	1,192	1,267	1,424	1,661
D/E Ratio	1.20	1.31	1.28	1.35	1.41	0.89	1.29	2.46	2.38	2.12

Profitability & Per Share Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Return on Assets	4.1%	3.8%	2.9%	3.1%	3.1%	3.9%	-0.1%	0.4%	1.2%	2.4%
Return on Equity	15.0%	13.5%	10.4%	11.0%	10.7%	12.7%	-0.3%	1.4%	5.7%	10.2%
ROIC	6.8%	6.0%	4.6%	4.8%	4.5%	5.8%	-0.2%	0.5%	1.7%	3.1%
Shares Out.	60.4	63.3	65.4	68.3	71.0	79.5	79.6	85.5	92.4	100.6
Revenue/Share	13.77	11.46	11.41	13.35	13.92	13.55	15.63	19.43	17.65	15.89
FCF/Share	(0.03)	(2.21)	(2.45)	(2.73)	(2.28)	(0.22)	(1.04)	(2.34)	(4.15)	(1.80)

Note: All figures in millions of U.S. Dollars unless per share or indicated otherwise.

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