



# Hawaiian Electric Industries, Inc. (HE)

Updated November 10<sup>th</sup>, 2022, by Nikolaos Sismanis

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<b>Current Price:</b>	\$38	<b>5 Year CAGR Estimate:</b>	8.3%	<b>Market Cap:</b>	\$4.1 B
<b>Fair Value Price:</b>	\$39	<b>5 Year Growth Estimate:</b>	4.7%	<b>Ex-Dividend Date:</b>	11/21/22
<b>% Fair Value:</b>	98%	<b>5 Year Valuation Multiple Estimate:</b>	0.3%	<b>Dividend Payment Date:</b>	12/09/22
<b>Dividend Yield:</b>	3.7%	<b>5 Year Price Target</b>	\$48	<b>Years Of Dividend Growth:</b>	4
<b>Dividend Risk Score:</b>	C	<b>Retirement Suitability Score:</b>	B	<b>Rating:</b>	Hold

## Overview & Current Events

Hawaiian Electric Industries (HE) is a \$4.1 billion holding company with three segments: electrical utilities, banking, and non-regulated clean energy investments. The utilities segment, which serves 95% of the state, brought in 89% of its 2021 revenue. Its rates are governed by a regulator, but the inputs to its electricity are not. Therefore, inflation, and especially higher fuel costs, are critical. Watch, too, for the effects of higher interest rates since HE, like other large utilities, carries a heavy, long-term debt load.

On November 7<sup>th</sup>, 2022, the Honolulu-based company reported its Q3 results for the period ending September 30<sup>th</sup>, 2022. Earnings-per-share declined by a cent \$0.47, as a result of lower net income in the company's electric segment, due to a \$6 million higher annual revenue adjustment and a \$1 million charge due to the reset of heat rate requirements leading to lower penalties for fuel efficiency at the Hawaii Island utility.

Nevertheless, Electric utility revenues and operating income grew by 40.6% and 5.0% to \$956 million and \$75.1 million, respectively. The bank segment saw strong loan growth during the quarter, and credit quality is trending favorably. Its operating income grew 8.4% to \$27 million.

The company has noted several positive factors moving forward: improving asset yields, credit quality remaining solid, fruitful expense management in the banking segment amid its digital transformation, and the state's GDP is expected to grow significantly this year.

## Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
<b>EPS</b>	\$1.42	\$1.62	\$1.63	\$1.50	\$2.29	\$1.52	\$1.85	\$1.99	\$1.81	\$2.25	<b>\$2.14</b>	<b>\$2.69</b>
<b>DPS</b>	\$1.24	\$1.24	\$1.24	\$1.24	\$1.24	\$1.24	\$1.24	\$1.28	\$1.32	\$1.36	<b>\$1.40</b>	<b>\$1.76</b>
<b>Shares<sup>1</sup></b>	97	100	103	107	108	109	109	109	109	110	<b>110</b>	<b>110</b>

Management forecasts 2022 EPS of \$2.08 to \$2.20 per share. This stems from expected EPS of between: i) \$1.68 and \$1.78 from Hawaiian Electric, ii) \$0.72 and \$0.76 from American Savings Banks, and iii) \$0.28 and \$0.30 loss-per-share on the Holdco level. EPS growth of Hawaiian Electric is also expected to be about 5% per year through 2024, while American Savings Banks is expected to produce low single-digit earning asset growth moving forward. The company said it expected no new equity issuances this year and that dividends would grow in line with earnings.

To support its growth, the utilities plan capital expenditures of roughly \$2 billion over the next five years. Funds for Capex are expected to come from retained earnings and debt. Part of that will finance new rooftop solar panels and their installation, some of which will then feedback into the firm's grid. Twenty-one percent of residential customers had rooftop solar while 37% of single-family homes on Oahu had panels at the end of 2021. By developing this new source of power, the company reduces the use and cost of fossil fuels (that must be shipped in from the mainland).

The banking subsidiary, American Savings Bank, saw its net income jump 76% last year, mainly because it reduced its provision for credit losses by nearly \$26 million. Rising interest rates will benefit its net interest margins over time. The current dividend yield is 3.7%, near its 5-year average. Dividend per share growth was slow in the past; the company

<sup>1</sup> In millions.

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started with a quarterly payment of \$0.26 in 1989 and since then has grown to \$0.35. That's just \$0.09 per share over 33 years. However, it has increased the payment for four consecutive years now. The payout ratio is 65%, on par with other utilities.

## Valuation Analysis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
<b>Avg. P/E</b>	17.7	16.1	20.5	19.3	14.4	23.8	19.8	23.6	19.6	18.4	<b>17.7</b>	<b>18.0</b>
<b>Avg. Yld.</b>	4.5%	4.7%	5.1%	4.1%	4.1%	3.8%	3.5%	3.4%	3.6%	3.4%	<b>3.7%</b>	<b>3.6%</b>

According to the midpoint of management's guidance, current shares of Hawaiian Electric trade at a P/E of 17.7. We maintain our fair multiple at 18x earnings, which implies that the stock is more or less fairly valued. Subtle valuation tailwinds are possible. The yield is likely to remain close to its current levels.

## Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
<b>Payout</b>	87%	77%	76%	83%	54%	82%	67%	64%	73%	62%	<b>65%</b>	<b>65%</b>

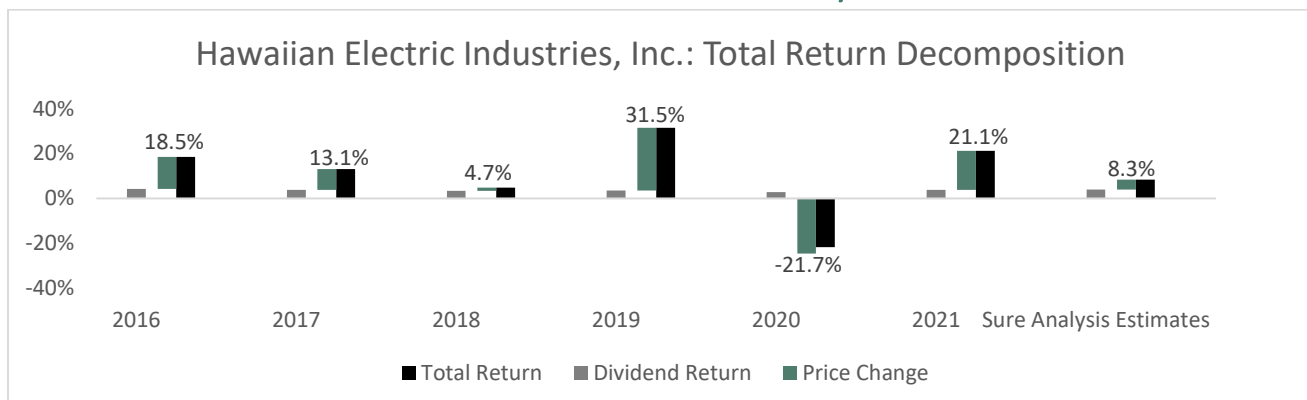
As a utility with a strong balance sheet, a near-monopoly on Hawaii's power, and addressing the threat of future power sources, Hawaiian Electric's dividend should be safe. Even when it and the state economy suffered from COVID-19, it was still able to increase the dividend. From a quality perspective, the utilities and banking segments are well-capitalized and generate enough cash flow to both pay dividends and reinvest in future growth.

The apparent competitive advantage for the utilities segment is that it is in a regulated space and faces little risk that another large company might challenge it. The banking segment, on the other hand, operates in a highly competitive market. The banking segment develops and introduces new products and services to consumers and commercial customers to maintain its competitive edge. As noted, the company went through the economic setbacks of 2020 largely unscathed, indicating it was able to remain resilient through that recession. With the bulk of its business in a near-monopoly, it enjoys financial protection available to few other dividend-paying companies.

## Final Thoughts & Recommendation

We expect an average total return of 8.3% per year over the next five years, stemming from a 3.7% starting yield, 4.7% growth, and the possibility for a small valuation tailwind. These estimates could be higher if Hawaiian Electric continues to aggressively trim utility costs, or they could be lower if inflation pressures its costs even more. Investors searching for consistent and reliable income will want to keep Hawaiian Electric Industries on their list of candidates. Still, dividend growth expectations should remain humble. Shares earn a hold rating.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Revenue</b>	3,375	3,238	3,240	2,603	2,381	2,556	2,861	2,874	2,580	2,850
<b>Gross Profit</b>	284	318	333	323	356	346	333	348	311	386
<b>Gross Margin</b>	8.4%	9.8%	10.3%	12.4%	14.9%	13.5%	11.7%	12.1%	12.1%	13.5%
<b>D&amp;A Exp.</b>	158	167	183	196	205	222	256	278	291	279
<b>Operating Profit</b>	284	318	333	323	356	346	333	348	311	386
<b>Op. Margin</b>	8.4%	9.8%	10.3%	12.4%	14.9%	13.5%	11.7%	12.1%	12.1%	13.5%
<b>Net Profit</b>	141	164	170	162	250	167	204	220	200	248
<b>Net Margin</b>	4.2%	5.1%	5.2%	6.2%	10.5%	6.5%	7.1%	7.6%	7.7%	8.7%
<b>Free Cash Flow</b>	(92)	(28)	(39)	(7)	166	(10)	(7)	55	46	61
<b>Income Tax</b>	77	86	96	93	124	109	51	52	41	63

## Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Total Assets</b>	10,149	10,340	11,185	11,782	12,426	12,534	13,104	13,745	15,004	15,823
<b>Cash &amp; Equivalents</b>	220	220	176	300	278	262	169	197	341	306
<b>Acc. Receivable</b>	363	347	314	243	238	263	326	301	281	344
<b>Goodwill &amp; Int.</b>	82	82	82	82	82	82	82	82	82	82
<b>Total Liabilities</b>	8,555	8,613	9,395	9,854	10,359	10,437	10,942	11,465	12,667	13,432
<b>Accounts Payable</b>	212	212	186	139	143	194	215	221	182	206
<b>Long-Term Debt</b>	1,702	1,843	1,916	2,010	1,812	1,993	2,064	2,265	2,338	2,464
<b>Total Equity</b>	1,594	1,727	1,791	1,928	2,067	2,097	2,162	2,280	2,338	2,391
<b>LTD/E Ratio</b>	1.07	1.07	1.07	1.04	0.88	0.95	0.95	0.99	1.00	1.03

## Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Return on Assets</b>	1.4%	1.6%	1.6%	1.4%	2.1%	1.3%	1.6%	1.6%	1.4%	1.6%
<b>Return on Equity</b>	9.0%	9.9%	9.7%	8.7%	12.5%	8.0%	9.6%	9.9%	8.6%	10.5%
<b>ROIC</b>	4.3%	4.8%	4.7%	4.2%	6.4%	4.2%	4.9%	5.0%	4.3%	5.2%
<b>Shares Out.</b>	97	100	103	107	108	109	109	109	109	110
<b>Revenue/Share</b>	34.67	32.51	31.47	24.39	21.98	23.46	26.21	26.27	23.59	26.01
<b>FCF/Share</b>	(0.94)	(0.28)	(0.38)	(0.07)	1.53	(0.09)	(0.07)	0.50	0.42	0.56

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

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