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# WATER STOCK GUIDE 2020



VINTAGE VALUE INVESTING

## Water Stock Guide 2020

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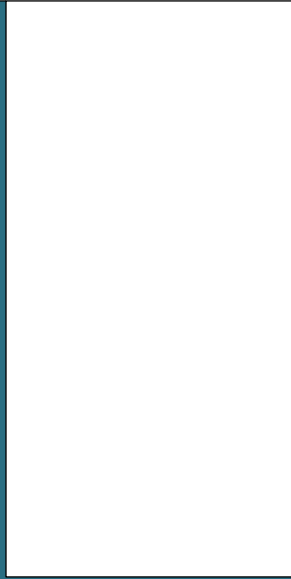
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# Introduction



## Introduction

### Why Invest in Water?

Depending on where you live, you might take fresh, clean water for granted. I know that I normally do.

We often spout off the fact that 70% of the Earth's surface is covered in water – something we probably all learned in kindergarten. While this is true, *freshwater* – the kind we care about – actually **only represents 2.5% of that amount**. On top of that, only **1%** of our freshwater is easily accessible, with most of the other 99% trapped in glaciers and snowfields. In the end, only **0.007%** of the planet's water is actually available to fuel and feed the world's 7 billion people.

We all know that water is essential for life. But 0.007% of the world's total water is still a lot of freshwater. So, what's the problem here?

According to [the U.N.](#), water use has grown at over twice the rate of the world's population increase in the last century. Today, we use about 30% of the world's total accessible renewal supply of water. In less than 10 years, that percentage could reach 70%. By 2025, an estimated 1.8 billion people will live in areas plagued by water scarcity, with 2/3rds of the world's population living in water-stressed regions.

Making matters worse, the water infrastructure in most developed countries is aging... and we haven't taken any steps to upgrade it yet. The [American Society of Civil Engineers \(ASCE\)](#) predicts that at current rates there will be an \$84.4 billion gap by 2020 between what we're spending on water infrastructure and what is needed. Without upgrades, the U.S. is facing a loss of \$416 billion in GDP.

Still don't think access to freshwater is an issue?

- Just ask anyone who lives in California, which is in a **constant cycle** of droughts and wildfires.
- Or ask anyone who's witnessed one of the **195 conflicts since 2000** that have been caused by water.
- Or ask the residents of [Flint, Michigan](#). Since 2014, the population has been dealing with one of the worst cases of the US's aging water infrastructure.

Clearly there's a growing and critical demand for access to freshwater and for related products and services. So how can an intelligent investor profit from it?

### Investing in Water

You have three different options if you want to invest in water: **(1)** purchase water rights; **(2)** invest in water-rich farmland; **(3)** invest in water utilities, infrastructure, and equipment.

## Water Rights

A water right gives the owner the right to use water from a water source (e.g., a river, stream, pond, or source of groundwater). An investor who buys a water right can make money by selling (or in some states renting out) the water right for a higher price than was originally paid. Buyers might be municipalities, farmers, or corporations. Obviously, prices depend on the demand for the water, which itself is a function of the **need** for water and the water's **use**.

The biggest problem with investing in water rights is that they are a perfect example of the “greater fool theory.” The water right itself doesn't provide any value. Consequently, the only way to make money from a water right is to find someone willing to pay a higher price for it than you did. This usually does not result in a profitable investment.

Additionally, the right to water is a highly political and litigious issue. Water laws are very complicated and vary state-by-state – and raise the issue: how can someone own, buy, or sell a resource that is a human right and is necessary for all forms of life to survive? In any case, the barriers to entry to invest in water rights (high purchase price, lack of efficient market, difficulty in selling or renting the rights) means that buying water rights doesn't make much sense for most investors.

## Water-Rich Farmland

2,000 years ago, the ancient Romans built aqueducts to transport water from higher elevations to lower elevations. Aqueducts – combined with pipelines and pumping systems – are still used today in some geographies, including California, Australia, and Libya.

However, transporting water is not an easy feat – nor does it entirely solve problems without creating new ones. Here are some of the issues:

- The actual construction of a pipeline is extremely expensive, often costing billions of dollars.
- Maintenance expenses to keep the pipelines going are also incredibly high.
- Just like any oil pipeline, the construction of a water pipeline can disrupt ecosystems, ruin scenery, and create obstructions.
- Most importantly, water pipelines – by their nature – are designed to divert water from a specific source. This can have serious ripple effects, affecting coastlines, aquatic life, plant life, and economic activity.

One way an investor can capitalize on this issue of water transportation is to invest in *water-rich farmland*. This requires some out-of-the box thinking, but the investment thesis soon becomes obvious.

As mentioned above, transporting water is impractical for both physical and political reasons. But transporting food is incredibly easy. Consequently, one can grow food in water-rich areas and transport it for sale in water-

poor areas. This results in a method for redistributing water that is non-contentious, can be profitable, and will ensure that the redistribution of water is sustainable.

Here is an example: almond farms.

Growing almonds takes a ridiculous amount of water – 1 gallon per almond. Paradoxically, 80% of the world's almond supply is grown in California, which is going through one of the worst droughts in the state's history.

Now, farmers can fallow most crops if there is a drought and just start over the next year. But you can't fallow an almond orchard. An almond tree takes 3 years to mature and produces for 18-20 years. Without water, the tree dies and the farmer loses an enormous long-term investment. Because surface water has been rationed in California, farmers are drilling deeper and deeper for groundwater just to keep their almond orchards alive.

This investment thesis becomes pretty clear now. With the demand for almonds continuing to grow, the farmland with the best access to onsite water is the one that is going to win out in the end, gaining share as competing almond farmers run out of water and are forced out of the marketplace.

However just like water rights, the barriers to pursuing this investment strategy are also high. The investments would have to be made on a very localized, regional basis, and would require fairly significant amounts of capital. Again, not a great strategy for most investors.

## Water Utilities, Infrastructure, and Equipment

The [recent crisis in Flint, Michigan](#) – where lead from the city's aging pipe system leached into the water supply – has drawn national attention to the nation's aging water infrastructure.

By [some estimates](#), more than \$1 trillion in upgrades over the next 25 years are needed for the vast system of mostly underground pipes in the U.S., and experts are saying concerns over the aging infrastructure can no longer be ignored.

In fact, the [ASCE](#) (the American Society of Civil Engineers) believes that most of our drinking water infrastructure is nearing the end of its useful life and gave the country's drinking water and sewage infrastructure a "D" grade. Without upgrades, the U.S. is facing a loss of \$416 billion in GDP due to increased costs to households, loss of worker productivity, increased wasting of water and more disastrous events like Flint, Michigan.

So, what kind of investments does the country need? New and improved treatment plants, expanded pipes, and better waste-water networks. The ASCE recommends financing these projects through government-backed revolving loans, tax-free private bonds, and the establishment of a federal water infrastructure trust fund and a Water Infrastructure Finance Innovations Authority with the ability to borrow from the federal government.

Additionally, bills are in process in various state capitals that could open the door to the [privatization of water utilities](#) in an effort to improve the quality of poorly managed public water systems (like the one in Flint).

One way to benefit from these coming changes is to invest in the stocks of individual water utility companies. The water utility space is highly fragmented, and further privatization could lead to a roll-up play by larger companies, as well as free up access to the capital markets for infrastructure development.

There are many strategies investors can take in order both support the development, as well as make a profit. Investors have more options than just investing in water utility companies. Some other companies' investors would want to consider are manufacturers of water related infrastructure, chemical companies, and even some tech companies. Below are some examples:

- Itron ([ITRI](#)): A technology and service company, provides end-to-end solutions that measures, manages, and analyzes energy and water use worldwide.
- Mueller Water Products ([MWA](#)): One of the largest manufacturers and distributors of fire hydrants, pipe fittings and valves in North America.
- Xylem ([XYL](#)): A manufacturer of pumps, valves and analytic equipment used to move, test, and treat water in more than 150 countries.

There are many, many more water companies to research. Luckily, you have this stock guide!



# Water Stock Guide Overview

## Water Stock Guide Overview

### The Framework for This Guide

This guide is meant to help the intelligent investor find the best water stocks to invest in and to provide relevant information to help investors allocate their capital wisely.

On the following pages, you'll find valuable information on the 20 top water companies whose stocks are listed on either the New York Stock Exchange (NYSE) or the Nasdaq.

As a value investor focused on fundamental analysis and long-term investment horizons (and as a proponent of the value investing and intelligent investing philosophy), we've taken a page out of Warren Buffett's book and organized this guide based on the four investment criteria he looks at when investing in a business or stock:

#### Warren Buffett Stock Investment Criteria

We select our marketable equity securities in much the same way we would evaluate a business for acquisition in its entirety. We want the business to be:

1. **One that we can understand,**
2. **With favorable long-term prospects,**
3. **Operated by honest and competent people, and**
4. **Available at a very attractive price**

We ordinarily make no attempt to buy equity for anticipated favorable stock price behavior in the short term. In fact, if their business experience continues to satisfy us, we welcome lower market prices of stocks we own as an opportunity to acquire even more of

Investing should not be complicated. In fact, the game is really in making your decision-making process as basic as possible – and in *sticking* to that process. Foolish investments occur when investors start thinking they know more than they really do and then make complex and misguided decisions. As Ben Graham, the father of value investing, once said: “The investor’s chief problem – and even his worst enemy – ***is likely to be himself.***”

If you can find a business that just meets Buffett's four simple criteria – a business you can understand, with favorable long-term prospects, operated by honest and competent people, and available at a very attractive price – then you'll be well on your way to investing success.

### At a Glance

“ONE THAT WE CAN UNDERSTAND”

The first page is the “At a Glance” section. This section is to display important data to know about the company's stock. This section includes:

- Company name, logo, and [Stockopedia's StockRank™](#) for the company's stock.

- A snapshot of the company's current stock data and ratios, such as stock price, stock performance, P/E and P/B, etc.<sup>1</sup>
- A chart of the stock's recent price history.<sup>2</sup>

Stockopedia's StockRanks™ is a ranking system that blends each stock's quality, value, and momentum into one easy to determine score. You can read more about Stockopedia [here](#).

## Business Description

"ONE THAT WE CAN UNDERSTAND"

This section is intended to help you understand the company, its business model, and its operations. It includes:

- A brief description of the business and its different segments, including products it manufactures, customers it serves, etc.<sup>3</sup>
- Relevant data from the respective company's investors relations website.

## Financial Overview

"WITH FAVORABLE LONG-TERM PROSPECTS"

The next section is the "Financial Overview" section. While an analysis of a company's long-term prospects requires knowledge of the industry's dynamics, its competitive positioning in that industry, and a variety of other qualitative factors, a business's financial health and historical financial performance can go a long way in helping you answer that question.

Firstly, a Financial Brief is provided to describe the company's most recent financial situation. Secondly, a Financial Summary graphic is displayed to show the business' financial numbers from the past five fiscal years, plus the TTM (Trailing Twelve Months), and the next two years of estimated results. CAGR (Compounded Annual Growth Rate) percentages for each metric are also provided.<sup>4</sup>

Additionally, there are four charts to show a visual of the numbers discussed in the Financial Summary. The graphics show quarterly earnings per share, annual profit margin, annual debt to assets, and annual cash flow. Actually being able to see these metrics displayed on a graph can really help visualize complicated numbers.<sup>5</sup>

For your convenience, below you will see some definitions of some of the terms that will be used the Financial Overview. These crucial terms good to know for any security on the market.

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<sup>1</sup> Sourced courtesy of [Finbox](#)

<sup>2</sup> Sourced courtesy of [Stockopedia](#)

<sup>3</sup> Sourced courtesy of [Yahoo! Finance](#)

<sup>4</sup> Sourced courtesy of [Stockopedia](#)

<sup>5</sup> Sourced courtesy of [Wallmine](#)



### Revenue

Companies are either growing or dying. Stable or growing revenue is one of the first things any investor would probably want to see. Conversely, declining revenue is often one of the first indicators of trouble – managers can disguise business problems by manipulating or managing earnings figures, but they can't hide shrinking sales.

### Return on Assets

Return on Assets (ROA) is a measure of how efficiently a company is using its assets to generate income. It is calculated by dividing a company's annual earnings by its average total assets.

### Earnings per Share

Earnings per Share =  $\frac{\text{Net Income}}{\text{Shares Outstanding}}$

### Capital Expenditures

Capital Expenditures (CapEx) represents spending on long-term assets, such as office buildings, factories, machines, and vehicles.

### Return on Equity

The Return on Equity, (ROE), measures how efficiently a company uses Shareholders' Equity to generate profits. It is calculated as the Net Profit for the year, divided by Average Book Value, or Equity, for the period.

### Dividend Yield

The Dividend Yield shows how much a company pays out in dividends each year relative to its share price. In the absence of any capital gains, the dividend yield is the return on investment for a stock. It is calculated as the Dividend per Share divided by the Share Price.

### Profit Margin

Profit margin is a measure of profitability and is calculated by finding the net profit as a percentage of the revenue.

### Debt to Assets

The Debt to Assets Ratio is a measure of the financial leverage of the company. It tells you what percentage of the firm's Assets is financed by Debt and is a measure of the level of the company's leverage. It is calculated as Debt divided by Total Assets. This is measured using the most recent balance sheet available, whether interim or end of year.

### Free Cash Flows

Free Cash Flow is calculated from the Statement of Cash Flows as Cash From Operations minus Capital Expenditures. This is measured on a 1 year historical basis.

### Price to Earnings Growth

The Price to Earnings Growth Ratio, (PEG), measures the value of a company against its earnings and growth rate.

## Management Assessment

“OPERATED BY HONEST AND COMPETENT PEOPLE”

The following piece is the “Management Assessment” section, which is intended to help you analyze the quality and capability of the company’s executive management team, as well as the strength of its corporate governance.

This section includes a list of the company’s executive management team, annual compensation figures, and a biography of each company’s CEO. Additionally, this section has a paragraph dedicated to insider trading. Insider buying or selling can be a telling sign of how the executives perceive the future of the company.<sup>6</sup>

This section also includes an overview of each company’s Board of Directors and a summary of the company’s ISS Governance QuickScore. A QuickScore of 1 means that the company is in the 1st decile of governance practices (i.e., high quality governance practices and low governance risk) and a score of 10 means the company is in the 10th decile of governance practices (i.e., low quality governance practices and high governance risk).<sup>7</sup> An overall score is provided, as well as an individual score for Audit & Risk Oversight, Board Structure, Shareholder Rights, and Compensation.

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<sup>6</sup> Sourced courtesy of [Wallmine](#)

<sup>7</sup> Sourced courtesy of [Institutional Shareholder Services](#)

## The Institutional Shareholder Services (ISS) QualityScore Overview

ISS QualityScore is a data-driven scoring and screening solution designed to help investors review quality factors and assess risk in the areas of Board Structure, Compensation Programs, Shareholder Rights, and Audit & Risk Oversight. Scores provide an indication of relative quality and are supported by factor-level data.

### ISS Methodology

QualityScore uses a numeric, decile-based score that indicates a company's governance risk relative to their index or region. A score in the 1st decile (QS:1) indicates relatively higher quality governance practices and relatively lower governance risk, and, conversely, a score in the 10th decile (QS:10) indicates relatively higher governance risk. Companies receive an overall QualityScore and a score for each of four pillars: Board Structure, Compensation/ Remuneration, Shareholder Rights, and Audit & Risk Oversight.

The QualityScore methodology focuses on the qualitative aspects of governance, including global governance standards and alignment with ISS voting policy in each region.

### The Four Pillars of Quality Score

- **Audit & Risk Oversight**
  - External Auditor
  - Audit & Accounting Controversies
  - Other Audit Issues
- **Compensation**
  - Pay for Performance
  - Non-Performance Based Pay
  - Use of Equity
  - Equity Risk Mitigation
  - Non-Executive Pay
  - Communication & Disclosure
  - Termination
  - Controversies
  - Other Compensation Issues
- **Shareholder Rights**
  - One-share One-Vote
  - Takeover Defenses
  - Meeting & Voting Related Issues
  - Other Shareholder Rights Issues
- **Board Structure**
  - Board Composition
  - Composition of Committees
  - Board Practices
  - Board Policies
  - Related Party Transactions
  - Board Controversies

## Valuation

“AVAILABLE AT A VERY ATTRACTIVE PRICE”

The final portion for each company contains the “Valuation” section. This is the final piece of the puzzle. The relationship between price and value is one of the most important points to keep in mind when investing. Almost any stock can be a great investment if the price is low enough, and every stock could turn out to be a terrible investment if the price paid is too high.

There are many different ways to calculate the intrinsic value for a company. If you put 1,000 investors in a room and told them to value a particular stock, you would likely get 1,000 different answers. One way to determine the value of a company and its relationship to the stock’s price is to look at various valuation multiples.

In order to provide a ballpark estimation, the Valuation Summary includes the fair value price, courtesy of [Finbox](#). You can read more about how they arrive at these estimations [here](#). While these assessments are helpful, keep in mind that they are only estimations based on numbers and data. It is the task of the individual investor to determine their own intrinsic value of a stock. With the financial data provided in this guide and a good analytical look into the future prospects of the company, you should be able to determine your own intrinsic value without a problem.

Lastly, to determine whether the business is on solid financial ground, there is a graphic business health.<sup>8</sup> The companies are ranked on three separate scoring levels: the [F-Score](#), the [Z-Score](#), and the [M-Score](#).

- F-Score: Ranks a company’s financial position on 9-point scale.
- Z-Score: Measures a company’s risk of bankruptcy based on an averaged scale.
- M-Score: Determines how likely a company is manipulating their earnings results.

Just remember: ***Price is what you pay. Value is what you get.***

## Data Sources

The data in this guide has been pulled from [Stockopedia](#), [Finbox](#), [Wallmine](#), [Yahoo! Finance](#), [Institutional Shareholder Services](#), and each company’s investors relations websites. All data was compiled between January 3-5, 2020.

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<sup>8</sup> Sourced courtesy of [Stockopedia](#)

1

**Rexnord Corp.**

Rexnord Corp.

Stockopedia StockRank™

**REXNORD**

98

## AT A GLANCE

Stock Price	1 Year Stock Performance	Market Cap (m)	P/E	P/B	Dividend Yield	EBITDA (m)	Revenue (m)
32.81	48.5%	4,001	19.33	3.02	0.0%	422	2,052
Free Cash Flow Yield	Return on Assets	Return on Equity	Debt / Equity	Gross Profit Margin	Revenue CAGR (5y)	EBIT CAGR (5y)	Basic EPS CAGR (5y)
4.6%	5.3%	12.4%	98.4%	38.9%	0.2%	2.9%	-19.2%

## 10 Year Stock Performance



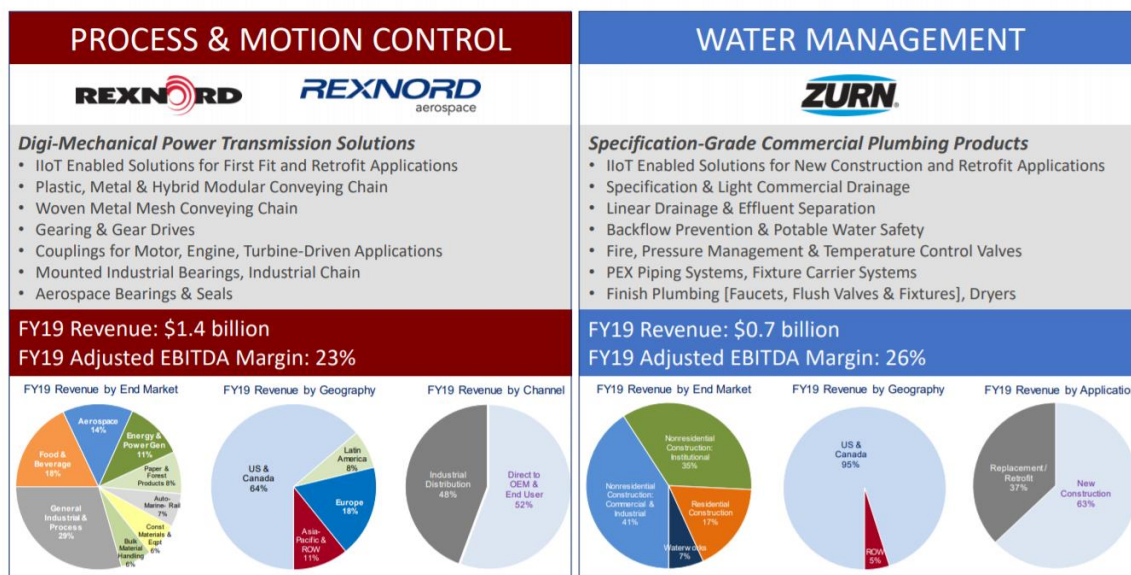
## Business Description

Rexnord Corporation is a multi-platform industrial company. The Company operates through two segments: Process & Motion Control platform, and Water Management platform. The Process & Motion Control platform designs, manufactures, markets and services a range of engineered mechanical components used within systems.

- The Process & Motion Control portfolio includes motion control products, shaft management products, aerospace components and related value-added services. Its Process & Motion Control brands include Rexnord, Rex, Euroflex, Falk, FlatTop, Link-Belt, Thomas and Tollok.
- The Water Management platform designs procures and markets products that provide and enhance water quality, safety, flow control and conservation.
- The Water Management product portfolio includes professional grade water control and safety, water distribution and drainage, finish plumbing, and site works products. Its products are marketed and sold under various brand names, including Zurn, Wilkins and VAG.

**REXNORD**  
SOLVING SMARTER

## REXNORD PLATFORM PROFILES



Note: FYE March 31. Platform margins exclude corporate expenses, include Continuing Operations only. Adjusted EBITDA is a non-GAAP measure and is defined in our SEC filings.



## Financial Overview

### Financial Brief

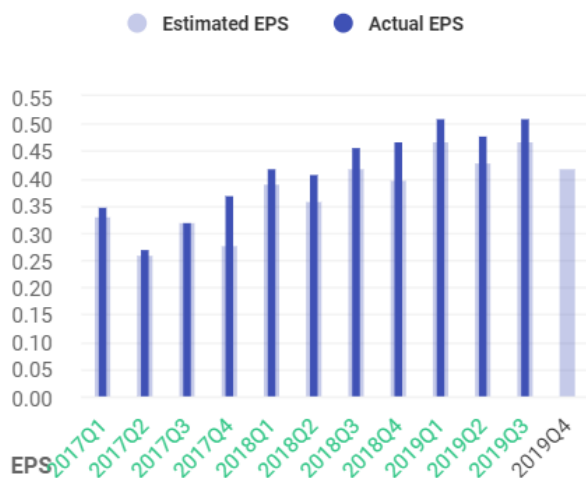
For the six months ended 30 September 2019, Rexnord Corp revenues remained flat at \$1.03B. Net income applicable to common stockholders excluding extraordinary items increased 22% to \$93.3M. Revenues reflect market conditions. Net income benefited from Process & Motion Control segment income increase of 7% to \$113.4M, Water Management segment income increase of 8% to \$83.7M, Corporate segment loss decrease of 7% to \$28.4M.

## Financial Summary

Year End 31st Mar		2014	2015	2016	2017	2018	2019	TTM	2020E	2021E	CAGR / Avg
Total Revenue	\$m	2,034	2,050	1,924	1,713	1,852	2,051	2,052	2,064	2,117	0.163%
Operating Profit	\$m	139	204	174	195	255	310	328			17.4%
Net Profit	\$m	30.2	83.8	67.9	74.1	75.9	34.3	176	226	252	2.58%
EPS Reported	\$	0.253	0.877	0.671	0.805	0.954	1.59	1.38			44.5%
EPS Normalised	\$	1.12	0.969	0.937	1.08	1.11	1.65	1.39	1.94	2.08	7.98%
EPS Growth	%	+41.1	-13.7	-3.36	+15.5	+2.90	+48.1	-1.74	+17.8	+7.05	
PE Ratio	x						19.9	23.7	16.9	15.8	
PEG							1.12	1.33	2.39	1.75	
<b>Profitability</b>											
Operating Margin	%	6.84	9.94	9.06	11.4	13.7	15.1	16.0			11.0%
ROA	%		2.70	2.05	2.66	4.01	5.68	6.23			
ROCE	%	4.74	6.84	5.91	6.22	8.57	10.8	11.1			7.19%
ROE	%		16.5	12.1	10.2	10.2	13.6	14.9			12.5%
<b>Cashflow</b>											
Op. Cashflow ps	\$	1.88	2.35	2.12	1.86	1.87	2.47	2.36			5.55%
Capex ps	\$	0.515	0.466	0.504	0.520	0.334	0.429	0.355			-3.59%
Free Cashflow ps	\$	1.37	1.88	1.62	1.34	1.54	2.04	2.00			8.29%
<b>Dividends</b>											
Dividend ps	\$	0.000	0.000	0.000	0.000	0.000	0.000	0.000			
Dividend Growth	%										
Dividend Yield	%							0.000	0.000	0.000	
Dividend Cover	x										
<b>Balance Sheet</b>											
Cash etc	\$m	339	370	485	490	193	293	320			-2.91%
Working Capital	\$m	689	695	772	778	544	586	669			-3.19%
Net Fixed Assets	\$m	502	492	464	484	619	466				-1.48%
Net Debt	\$m	1,633	1,570	1,436	1,133	1,163	946	931			
Book Value	\$m	562	553	589	1,071	1,213	1,229	1,319			16.9%
Average Shares	m	101	105	103	105	122	105	114			1%
Book Value ps	\$	5.56	5.43	5.80	10.3	11.6	11.7	12.4			16.1%

## Earnings Per Share

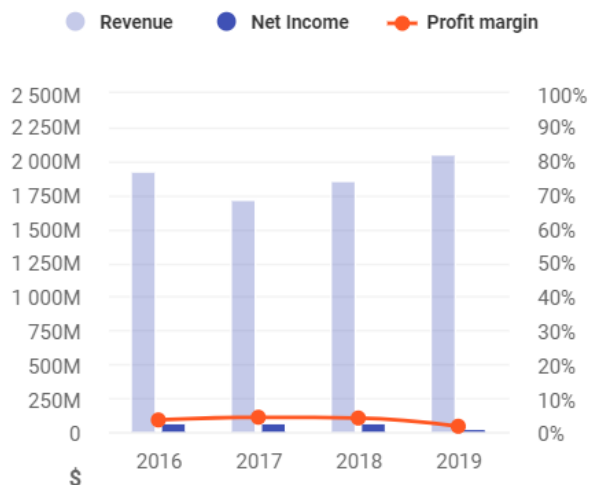
Quarterly EPS estimates



## Profit Margin

Profit margin

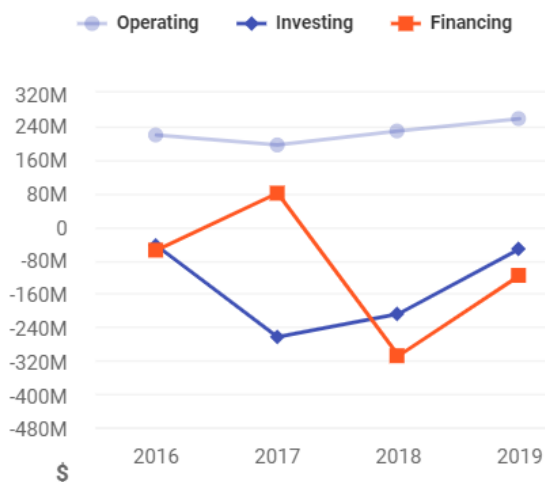
QUARTERLY ANNUAL



## Debt to Assets

Cash flow

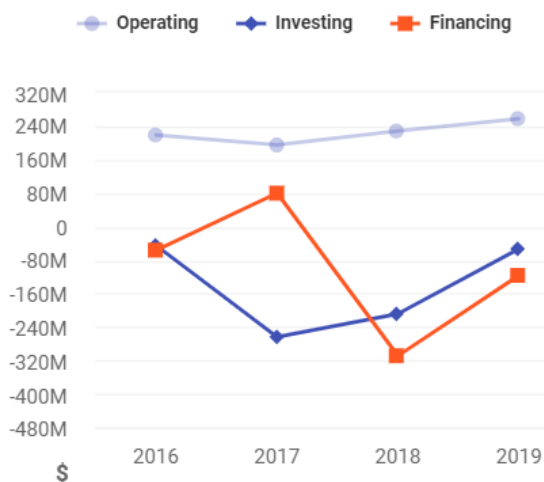
QUARTERLY ANNUAL



## Cash Flow

Cash flow

QUARTERLY ANNUAL



## Management Assessment

### Executives

Insider	Title	Age	Since	Compensation
<b>Todd Adams</b>	President, Chief Executive Officer, and Director	48	2009	\$6,773,330
<b>Mark Peterson</b>	Chief Financial Officer and Senior Vice President	47	2011	\$2,060,590
<b>Kevin Zaba</b>	Group Executive, President - Process, and Motion Control Platform	52	2016	\$1,834,870
<b>George Powers</b>	Chief Human Resource Officer	52	2015	\$1,256,550
<b>Patricia Whaley</b>	Vice President, General Counsel, and Secretary	60	2002	\$1,176,900
<b>Craig Wehr</b>	Group Executive and President - Zurn	54	2014	\$1,068,850
<b>Rodney Jackson</b>	Senior Vice President-Business and Corporate Development	49	2014	\$911,207
<b>Paul Jones</b>	Independent Non-Executive Chairman of the Board	70	2015	\$250,003
<b>Mark Bartlett</b>	Independent Director	68	2012	\$205,003
<b>John Stroup</b>	Independent Director	53	2008	\$200,003
<b>Thomas Christopoul</b>	Independent Director	54	2013	\$200,003
<b>Robin Walker-Lee</b>	Independent Director	65	2015	\$190,003
<b>George Moore</b>	Independent Director	64	2015	\$190,003
<b>David Longren</b>	Independent Director	60	2016	\$190,003
<b>Theodore Crandall</b>	Independent Director	63	2015	\$190,003
<b>Robert McCarthy</b>	VP-Investor Relations		2019	
<b>Michael Troutman</b>	Chief Information Officer	52	2017	
<b>Rosemary Schooler</b>	Independent Director	51	2019	
<b>Peggy Troy</b>	Director	67	2019	
<b>Sudhanshu Chhabra</b>	Vice President - Rexnord Business Systems	53	2018	

### CEO Biography

Todd Alan Adams serves as President, Chief Executive Officer, Director of the Company. Mr. Adams joined us in 2004 and has served in various roles, including Chief Financial Officer and President of the Water Management segment; he became our President and CEO in 2009. Mr. Adams is also a director and member of the audit and compliance committee of Badger Meter, Inc. He served as a director of Generac Holdings Inc. until May 2019. Mr. Adams serves on our board of directors because he has significant experience in the manufacturing industry and an in-depth knowledge of Rexnord and our business as well as because he is our Chief Executive Officer.

### Insider Trading

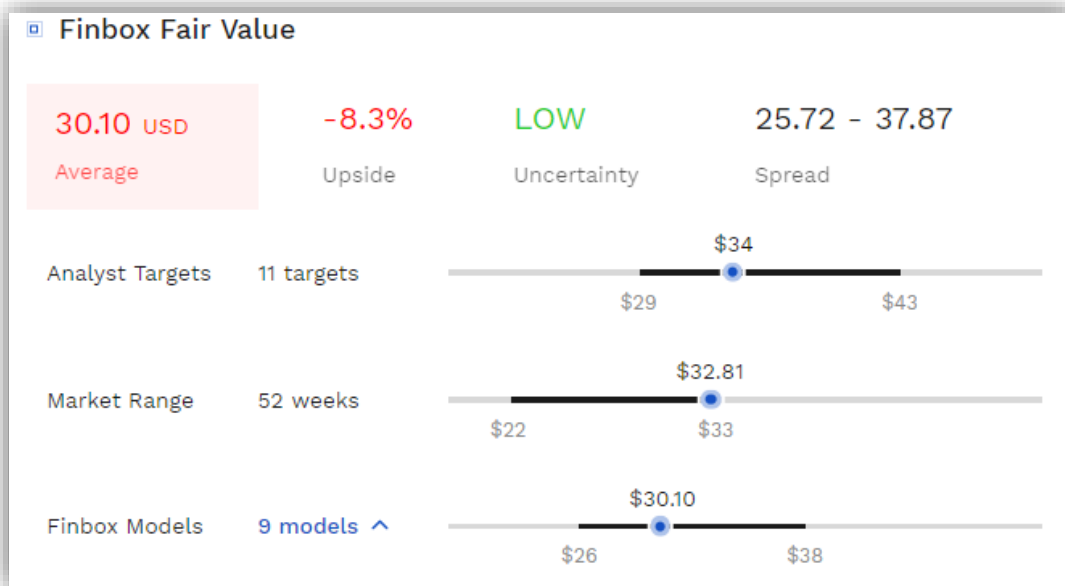
Over the last 8 years, insiders at Rexnord have traded over \$1,555,318,772 worth of Rexnord stock and bought 152,219 units worth \$3,235,360. The most active insider traders include Management Holdings Gp, LLC, George M Sherman, and John S Stroup. On average, Rexnord executives and independent directors trade stock every 28 days with the average trade being worth of \$21,606,565. The most recent stock trade was executed by Patricia M Whaley on 12 December 2019, trading 10,000 units of RXN stock currently worth \$220,300.

## Corporate Governance

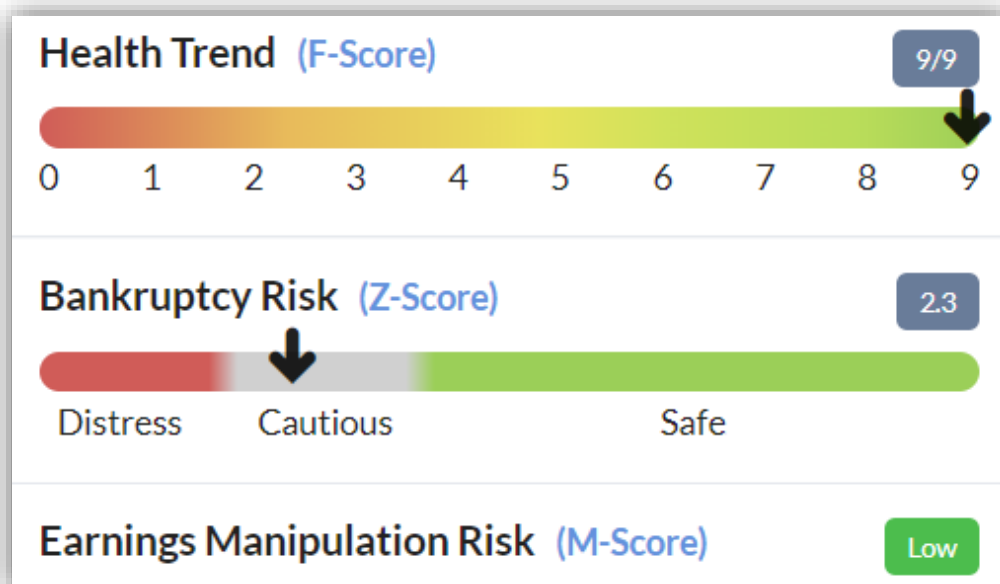
Rexnord Corporation's ISS Governance Quality Score as of October 4, 2019 is **3**. The pillar scores are Audit: **1**; Board: **1**; Shareholder Rights: **4**; Compensation: **6**.

## Valuation

### Valuation Summary



### Business Health

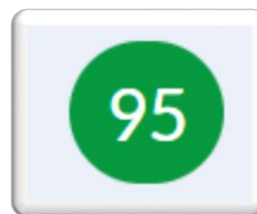


2

**Mueller Industries**

## Mueller Industries

## Stockopedia StockRank™



### AT A GLANCE

Stock Price	1 Year Stock Performance	Market Cap (m)	P/E	P/B	Dividend Yield	EBITDA (m)	Revenue (m)
31.67	41.6%	1,804	17.39	2.98	1.3%	236	2,446
Free Cash Flow Yield	Return on Assets	Return on Common Equity	Debt / Equity	Gross Profit Margin	Revenue CAGR (5y)	EBIT CAGR (5y)	Basic EPS CAGR (5y)
6.2%	7.1%	16.9%	77.0%	15.9%	3.0%	6.2%	-9.9%

### 10 Year Stock Performance





## Business Description

Mueller Industries, Inc. manufactures and sells copper, brass, aluminum, and plastic products in the United States, the United Kingdom, Canada, Asia, and Mexico. Its Piping Systems segment manufactures copper tubes and fittings, and line sets for water distribution system, heating system, air-conditioning, and refrigeration applications, as well as drainage, waste, and vent systems. It also manufactures steel pipe nipples; and resells imported brass and plastic plumbing valves, malleable iron fittings, faucets, and plumbing specialty products.

This segment sells its products primarily to plumbing, refrigeration, and air-conditioning wholesalers; and hardware wholesalers and co-ops, building product retailers, and air-conditioning original equipment manufacturers (OEMs). The company's Industrial Metals segment manufactures and sells brass, bronze, and copper alloy rods; cold-formed aluminum and copper products for automotive, military ordnance, aerospace, and general manufacturing industries; brass and aluminum forgings for automotive components, brass fittings, industrial machinery, valve bodies, gear blanks, and computer hardware; and brass, aluminum, and stainless steel valves, as well as fluid control systems and gas train assemblies for compressed gas, pharmaceutical, construction, and gas appliance markets.

Its Climate segment offers valves, protection devices, and brass fittings, as well as tubular assemblies and fabrications for various OEMs in the commercial heating, ventilation, and air-conditioning (HVAC) and refrigeration markets; components and accessories for the air-conditioning and refrigeration markets; and coaxial heat exchangers and twisted tubes for HVAC, geothermal, refrigeration, swimming pool heat pump, marine, ice machine, commercial boiler, and heat reclamation markets. The company was founded in 1900 and is headquartered in Collierville, Tennessee.

### 5 YEAR REVIEW

Dollars in thousands except per share data

#### SUMMARY OF OPERATIONS

	2018	2017	2016	2015	2014
Net sales	\$2,507,878	\$2,266,073	\$2,055,622	\$2,100,002	\$2,364,227
Operating income	\$172,969	\$150,807	\$154,401	\$138,704	\$150,143
Net income	\$104,459	\$85,598	\$99,727	\$87,864	\$101,560
Diluted earnings per share	\$1.82	\$1.49	\$1.74	\$1.54	\$1.79
Dividends per share	\$0.40	\$8.40	\$0.38	\$0.30	\$0.30

#### SIGNIFICANT YEAR-END DATA

Cash and cash equivalents	\$72,616	\$120,269	\$351,317	\$274,844	\$352,134
Ratio of current assets to current liabilities	3.0 to 1	3.1 to 1	4.1 to 1	3.8 to 1	4.0 to 1
Book value per share	\$9.67	\$9.03	\$15.66	\$14.47	\$13.39

## Financial Overview

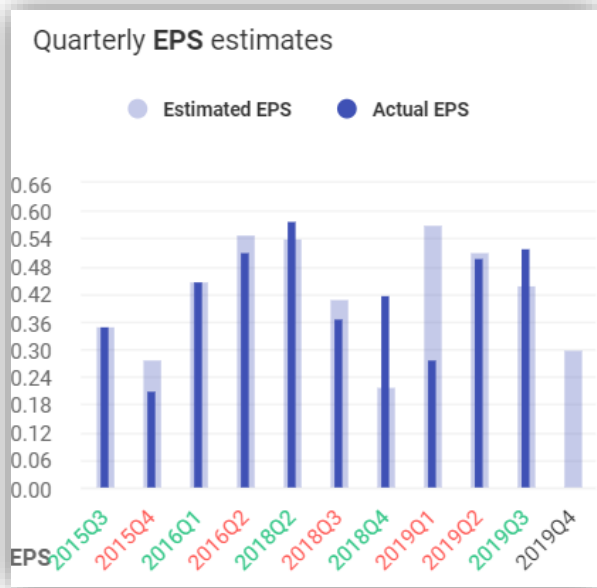
### Financial Brief

For the nine months ended 28 September 2019, Mueller Industries, Inc. revenues decreased 3% to \$1.89B. Net income decreased 6% to \$72.8M. Revenues reflect a decrease in demand for the Company's products and services due to unfavorable market conditions. Net income also reflects Industrial Metals segment income decrease of 13% to \$46.7M, Piping Systems segment income decrease of less than 1% to \$100.2M. Dividend per share remained flat at \$0.30.

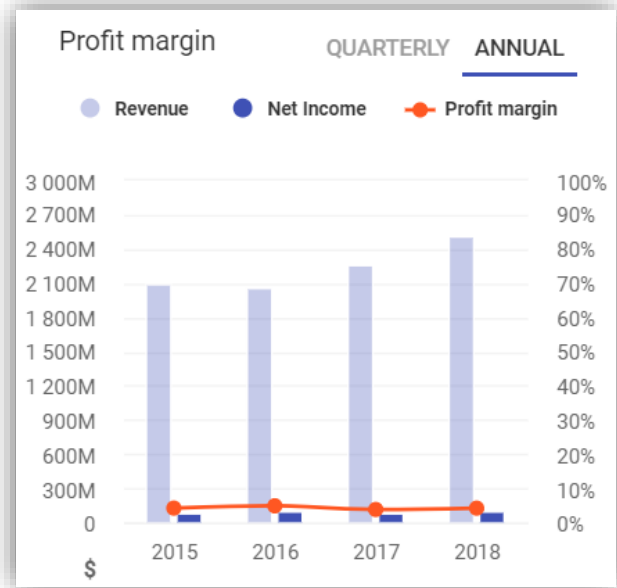
### Financial Summary

Year End 29th Dec		2013	2014	2015	2016	2017	2018	TTM	2019E	2020E	CAGR / Avg
Total Revenue	\$m	2,159	2,364	2,100	2,056	2,266	2,508	2,446	2,927	3,029	3.05%
Operating Profit	\$m	271	154	137	154	151	173	187			-8.58%
Net Profit	\$m	173	102	87.9	99.7	85.6	104	99.7	113		-9.56%
EPS Reported	\$	3.06	1.79	1.54	1.74	1.28	1.82	1.76			-9.81%
EPS Normalised	\$	1.42	1.80	1.40	1.82	1.28	1.82	1.77	1.52	1.88	5.11%
EPS Growth	%	+25.4	+27.0	-22.2	+30.1	-29.9	+42.4	-3.00	-16.5	+23.7	
PE Ratio	x						17.4	17.9	20.8	16.9	
PEG									0.880		
<b>Profitability</b>											
Operating Margin	%	12.6	6.51	6.54	7.51	6.65	6.90	7.64			7.78%
ROA	%		7.89	6.59	7.16	5.31	7.77	7.19			
ROCE	%	26.3	14.1	12.2	12.6	14.0	15.2	16.2			15.7%
ROE	%		13.9	11.1	11.6	10.4	19.5	17.1			13.3%
<b>Cashflow</b>											
Op. Cashflow ps	\$	2.28	1.60	2.80	2.76	0.765	2.93	3.12			5.20%
Capex ps	\$	0.732	0.690	0.506	0.656	0.803	0.672	0.738			-1.70%
Free Cashflow ps	\$	1.54	0.906	2.30	2.10	-0.037	2.26	2.38			7.93%
<b>Dividends</b>											
Ex-date: 5 Dec / Paid: 20 Dec											
Dividend ps	\$	0.250	0.300	0.300	0.375	0.400	0.400	0.400			9.86%
Dividend Growth	%	+17.6	+20.0	0.000	+25.0	+6.67	0.000	0.000			
Dividend Yield	%						1.26	1.26	0.000	0.000	
Dividend Cover	x	12.2	5.96	5.14	4.65	3.20	4.56	4.41			
<b>Balance Sheet</b>											
Cash etc	\$m	312	352	275	351	120	72.6	100			-25.3%
Working Capital	\$m	655	703	591	675	497	470	484			-6.44%
Net Fixed Assets	\$m	279	266	378	393	409	455				10.3%
Net Debt	\$m	-76.5	-111	-58.8	-124	345	424	341			
Book Value	\$m	703	762	827	899	522	548	608			-4.86%
Average Shares	m	56	57	57	57	57	57	57			0%
Book Value ps	\$	12.4	13.4	14.5	15.7	9.03	9.67	10.7			-4.89%

## Earnings Per Share



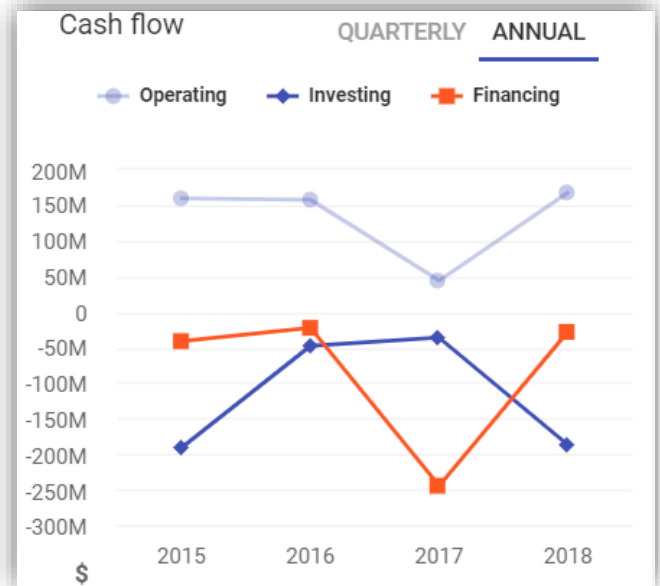
## Profit Margin



## Debt To Assets



## Cash Flow



## Management Assessment

### Executives

Insider	Title	Age	Since	Compensation
<b>Gregory Christopher</b>	Chairman of the Board and Chief Executive Officer	57	2016	\$7,350,010
<b>Steffen Sigloch</b>	Chief Manufacturing Officer	50	2017	\$1,747,310
<b>Nicholas Moss</b>	President - B and K LLC	62	2015	\$1,610,430
<b>Jeffrey Martin</b>	Chief Financial Officer and Treasurer	52	2013	\$1,430,520
<b>Mark Millerchip</b>	Executive Director - European Operations	52	2010	\$948,918
<b>Gary Gladstein</b>	Independent Director	74	2019	\$211,718
<b>Terry Hermanson</b>	Lead Independent Director	76	2019	\$174,718
<b>John Hansen</b>	Independent Director	72	2014	\$166,718
<b>Gennaro Fulvio</b>	Independent Director	62	2002	\$166,718
<b>Scott Goldman</b>	Independent Director	66	2008	\$164,718
<b>Charles Herzog</b>	Independent Director	61	2017	\$160,118
<b>Paul Flaherty</b>	Independent Director	79	2007	\$156,718
<b>Kristee Ford</b>	Chief Information Officer	43	2019	
<b>Gary Westermeyer</b>	President - Refrigeration	54	2017	
<b>Nadiem Umar</b>	President - International Division	58	2016	
<b>Elizabeth Donovan</b>	Independent Director	66	2019	
<b>Anthony Steinriede</b>	Vice President - Corporate Controller	42	2015	
<b>Brian Barksdale</b>	Vice President of Marketing	43	2013	
<b>Christopher Miritello</b>	Vice President, General Counsel, and Secretary	36	2017	
<b>Daniel Corbin</b>	Senior Vice President – Plastics of the Company	61	2017	
<b>Donald Glover</b>	President	54	2017	

### CEO Biography

Gregory L. Christopher is Chairman of the Board, Chief Executive Officer of Mueller Industries, Inc. Chairman of the Board of Directors since January 1, 2016; Chief Executive Officer of the Company since October 30, 2008; Director of the Company since October 28, 2010. Prior to October 30, 2008, Mr. Christopher served as Chief Operating Officer.

### Insider Trading

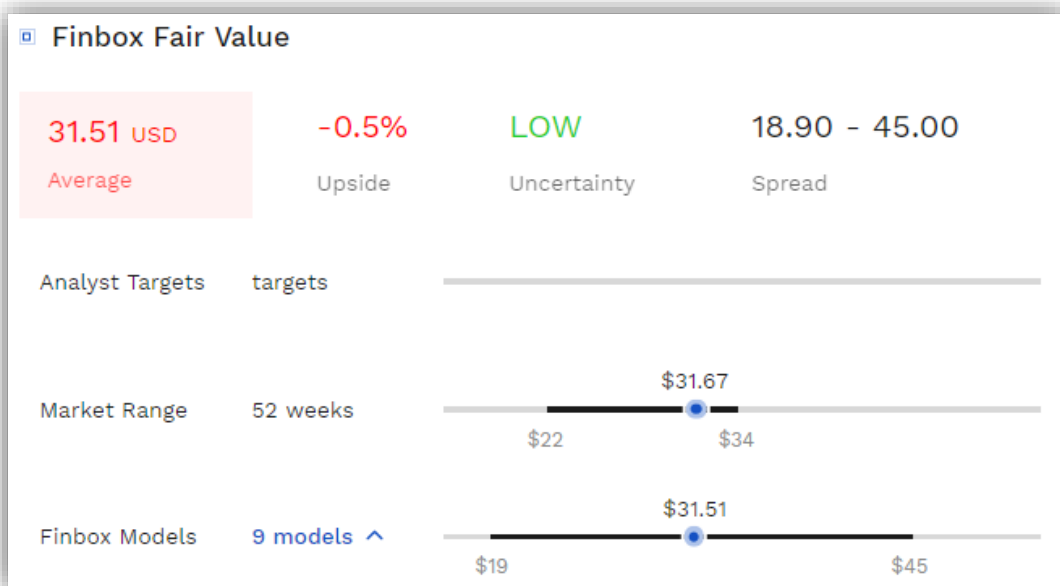
Over the last 16 years, insiders at Mueller Industries have traded over \$1,374,550,862 worth of Mueller Industries stock and bought 7,241,241 units worth \$287,643,424 . The most active insider traders include National Corpphlcorp Holdin, Joseph S Steinberg, and Ian M. Cumming. On average, Mueller Industries executives and independent directors trade stock every 19 days with the average trade being worth of \$4,418,250. The most recent stock trade was executed by Gregory L. Christopher on 6 December 2019, trading 22,798 units of MLI stock currently worth \$729,764.

### Corporate Governance

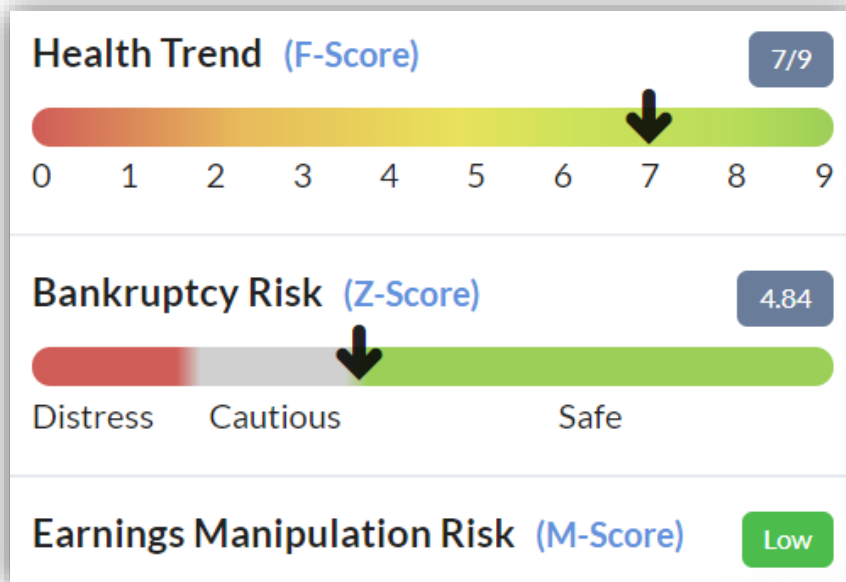
Mueller Industries, Inc.'s ISS Governance QualityScore as of October 4, 2019 is **4**. The pillar scores are Audit: **2**; Board: **5**; Shareholder Rights: **2**; Compensation: **8**.

## VALUATION

### Valuation Summary



### Business Health



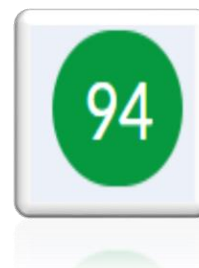
3

**SABESP**



SABESP

Stockopedia StockRank™



## AT A GLANCE

Stock Price	1 Year Stock Performance	Market Cap (m)	P/E	P/B	Dividend Yield	EBITDA (m)	Revenue (m)
14.72	55.5%	10,198	10.84	1.90	1.6%	1,923	4,378
Free Cash Flow Yield	Return on Assets	Return on Common Equity	Debt / Equity	Gross Profit Margin	Revenue CAGR (5y)	EBIT CAGR (5y)	Basic EPS CAGR (5y)
7.1%	8.7%	18.8%	62.7%	46.3%	7.3%	10.3%	8.1%

## 10 Year Stock Performance

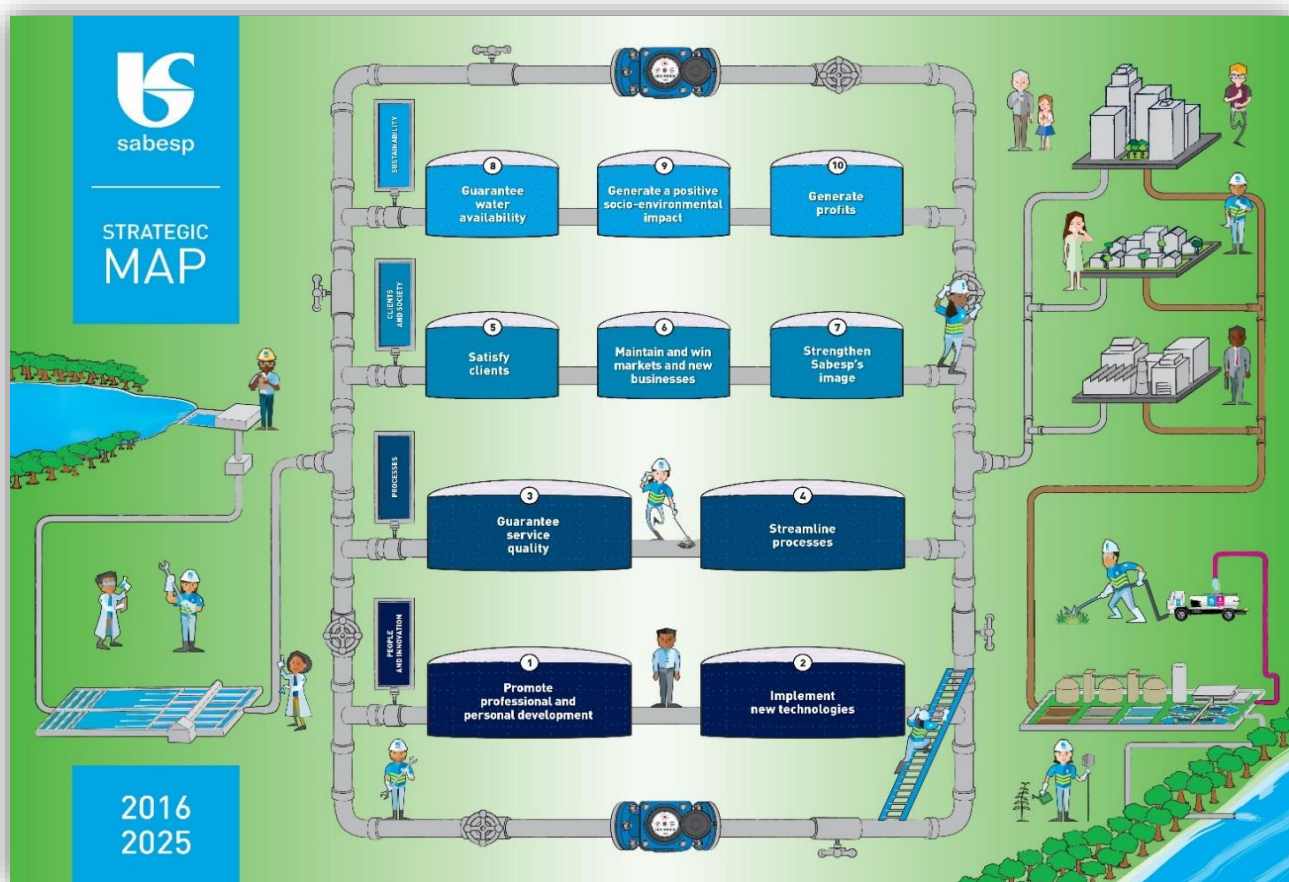


## Business Description

Companhia de Saneamento Básico do Estado de São Paulo - SABESP provides basic and environmental sanitation services, and supplies treated water and sewage services on a wholesale basis to residential, commercial, industrial, and governmental customers in the state of São Paulo. It provides water supply, sanitary sewage, urban rainwater management and drainage, urban cleaning, and solid waste management services, as well as related activities, including the planning, operation, maintenance, and commercialization of energy.

As of December 31, 2018, the company provided water services through 9.1 million water connections to approximately 25.1 million people; and sewage services through 7.5 million sewage connections to approximately 21.7 million people, as well as operated 75,519 kilometers of water pipes and water transmission lines, and 51,788 kilometers of sewer lines. It also offers water and/or sewage services to other municipalities through special purpose companies.

The company was founded in 1954 and is headquartered in São Paulo, Brazil. Rexnord Corporation is a multi-platform industrial company. The Company operates through two segments: Process & Motion Control platform, and Water Management platform. The Process & Motion Control platform designs, manufactures, markets and services a range of engineered mechanical components used within systems.



## Financial Overview

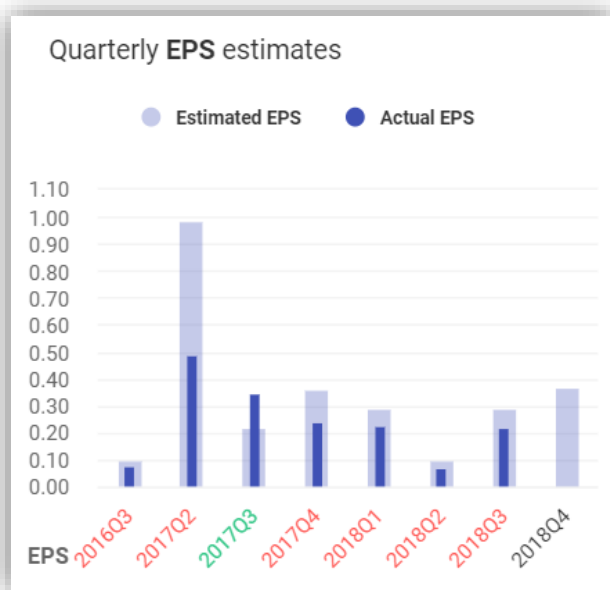
### Financial Brief

For the six months ended 30 June 2019, Companhia de Saneamento Bsc DEDSP Sbsp revenues increased 7% to R\$7.88B. Net income increased 45% to R\$1.1B. Revenues reflect Sanitation segment increase of 4% to R\$6.58B. Dividend per share increased from R\$1.03 to R\$1.16. Basic Earnings per Share excluding Extraordinary Items increased from R\$1.12 to R\$1.61.

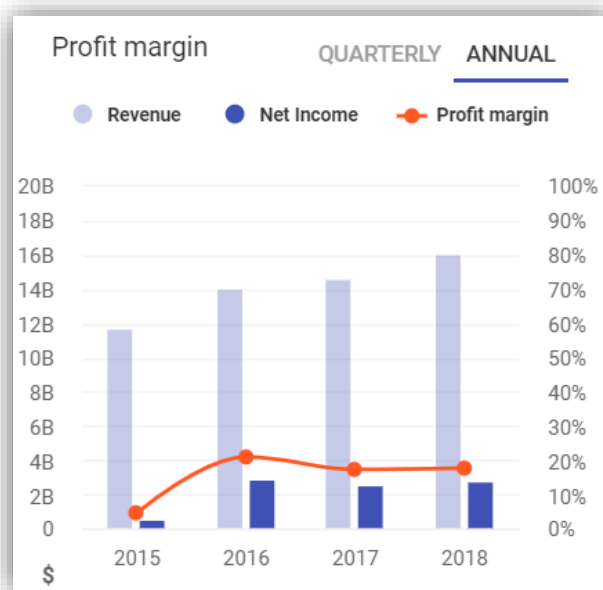
### Financial Summary

Year End 31st Dec		2013	2014	2015	2016	2017	2018	TTM	2019E	2020E	CAGR / Avg
Total Revenue	BRLm	11,316	11,213	11,712	14,098	14,608	16,085	16,590	13,625	14,384	7.29%
Operating Profit	BRLm	3,139	1,911	3,044	3,430	3,962	5,177	4,968			10.5%
Net Profit	BRLm	1,924	903	536	2,947	2,519	2,835	3,174	3,304	3,548	8.07%
EPS Reported	BRL	2.81	1.32	0.785	4.31	3.69	4.15	4.64			8.07%
EPS Normalised	BRL	2.84	1.41	0.814	4.35	3.74	4.17	4.67	4.83	5.19	7.97%
EPS Growth	%	+1.24	-50.5	-42.1	+435	-14.1	+11.7	+11.9	+15.7	+7.45	
PE Ratio	x						14.4	12.9	12.5	11.6	
PEG							0.920	0.822	1.68	1.70	
<b>Profitability</b>											
Operating Margin	%	27.7	17.0	26.0	24.3	27.1	32.2	29.9			25.7%
ROA	%		3.08	1.67	8.37	6.60	6.82	7.25			
ROCE	%	12.4	7.11	10.2	10.6	11.4	13.6	12.6			10.9%
ROE	%		6.88	3.97	20.2	15.3	15.3	16.4			12.3%
<b>Cashflow</b>											
Op. Cashflow ps	BRL	4.06	3.63	3.86	4.39	4.83	5.62	5.45			6.71%
Capex ps	BRL	3.42	4.02	3.59	3.12	2.89	3.19	3.36			-1.34%
Free Cashflow ps	BRL	0.646	-0.392	0.277	1.27	1.94	2.43	2.09			30.3%
<b>Dividends</b>											
Ex-date: 30 Apr / Paid: 8 Jul											
Dividend ps	BRL	0.668	0.314	0.219	0.219	1.20	1.03	1.16	1.15	1.23	9.03%
Dividend Growth	%	-14.5	-53.1	-30.1	0.000	+449	-14.5	+12.5	+11.7	+6.96	
Dividend Yield	%						1.71	1.92	1.91	2.04	
Dividend Cover	x	4.21	4.21	3.58	19.7	3.06	4.03	4.01	4.20	4.22	
<b>Balance Sheet</b>											
Cash etc	BRLm	1,782	1,723	1,639	1,886	2,283	3,029	2,664			11.2%
Working Capital	BRLm	282	-265	-290	-479	-198	204	777			-6.29%
Net Fixed Assets	BRLm	1,174	1,160	1,743	1,675	1,506	8,950				50.1%
Net Debt	BRLm	7,668	9,063	11,482	10,078	9,818	10,124	10,242			
Book Value	BRLm	12,931	13,304	13,717	15,419	17,513	19,552	20,593			8.62%
Average Shares	m	684	684	684	684	684	684	684			0%
Book Value ps	BRL	18.9	19.5	20.1	22.6	25.6	28.6	30.1			8.62%

## Earnings Per Share



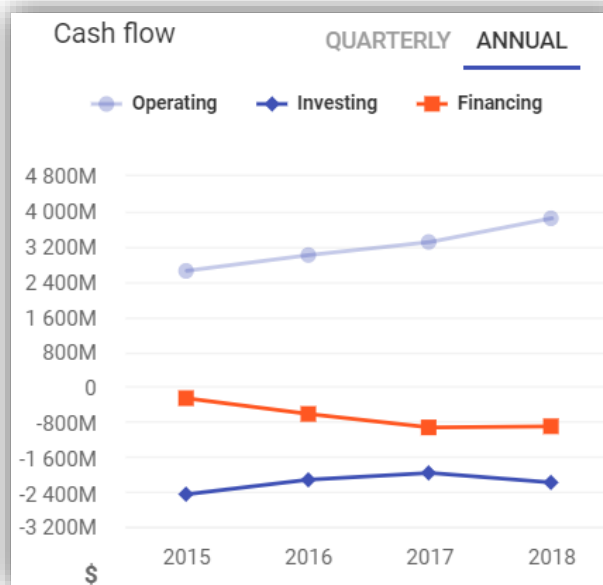
## Profit Margin



## Debt To Assets



## Cash Flow



## Management Assessment

### Executives

Insider	Title	Age	Since	Compensation
<a href="#">Angela Beatriz Airoidi</a>	IR Contact Officer		2019	
<a href="#">Luis Eduardo Alves de Assis</a>	Independent Director	62	2014	
<a href="#">Monica Ferreira do Amaral Porto</a>	Director	62	2019	
<a href="#">Ricardo Daruiz Borsari</a>	Regional Systems Officer and Member of the Executive Board	64	2019	
<a href="#">Adriano Candido Stringhini</a>	Corporate Management Officer and Member of the Executive Board	43	2019	
<a href="#">Benedito Pinto Ferreira Braga</a>	Chief Executive Officer and Director	71	2018	
<a href="#">Francisco Vidal Luna</a>	Independent Director	73	2016	
<a href="#">Ernesto Rubens Gelbke</a>	Independent Director	75		
<a href="#">Lucas Navarro Prado</a>	Independent Director	38	2017	
<a href="#">Francisco Luiz Sibut Gomide</a>	Independent Director	73	2017	
<a href="#">Reinaldo Guerreiro</a>	Independent Director	66		
<a href="#">Paulo Massato Yoshimoto</a>	Chief Metropolitan Officer and Member of the Executive Board	65		
<a href="#">Edison Airoidi</a>	Technology, Enterprises, Environment Officer, and Member of the Executive Board	62	2015	
<a href="#">Rui de Britto Alvares Affonso</a>	Chief Financial Officer, Investor Relations Officer, and Member of the Executive Board	62		
<a href="#">Mario Engler Pinto</a>	Chairman of the Board	62	2018	

### CEO Biography

Benedito Pinto Ferreira Braga Jr. serves as Chief Executive Officer, Director of the Company. Mr. Braga has been our Chief Executive Officer and a member of our board of directors since May 2018. He has a degree in civil engineering from the School of Engineering of São Carlos University of São Paulo (Escola de Engenharia de São Carlos da Universidade de São Paulo – USP), a master's degree in Hydrology from Stanford University and a master's degree in Hydraulics from USP, and a PhD in Water Resources from Stanford University.

He was Secretary of Sanitation and Water Resources of the State of São Paulo (Secretário de Saneamento e Recursos Hídricos do Estado de São Paulo) from January 2015 to May 2018 and was the Chairman of Sabesp's Board of Directors from January 2015 to April 2018. He was a professor at the Polytechnic School of USP (Escola Politécnica da USP), from 1980 until December 2018, and has been in a position of Sitting Professor since 1998. He was Co-Chairman of the International Organizing Committee of the World Water Forum in Brasilia (2018), in Korea (2015) and Chairman of the Committee in France (2012).

He is an Honorary Chairman of the World Water Council – WWC, of which he was the Chairman from 2012 to 2018. Mr. Braga was also the Chairman of the Intergovernmental Council of UNESCO's International Hydrological Program from 2008 to 2009, Chairman of the International Water Resources Association – IWRA,

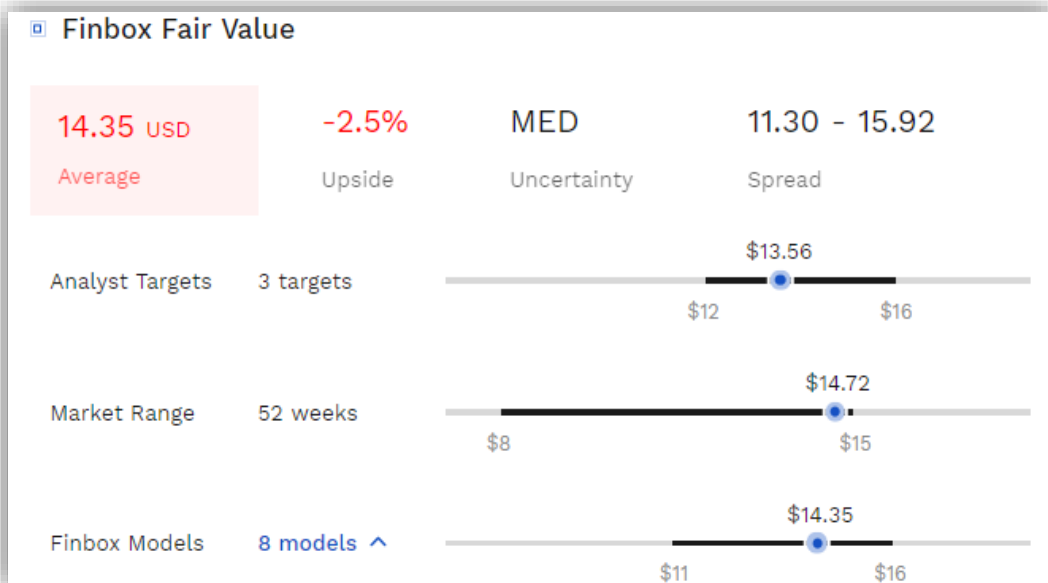
from 1998 to 2000, as well as, Executive Officer of National Water Agency (Agência Nacional de Águas, or ANA) from 2001 to 2009.

## Corporate Governance

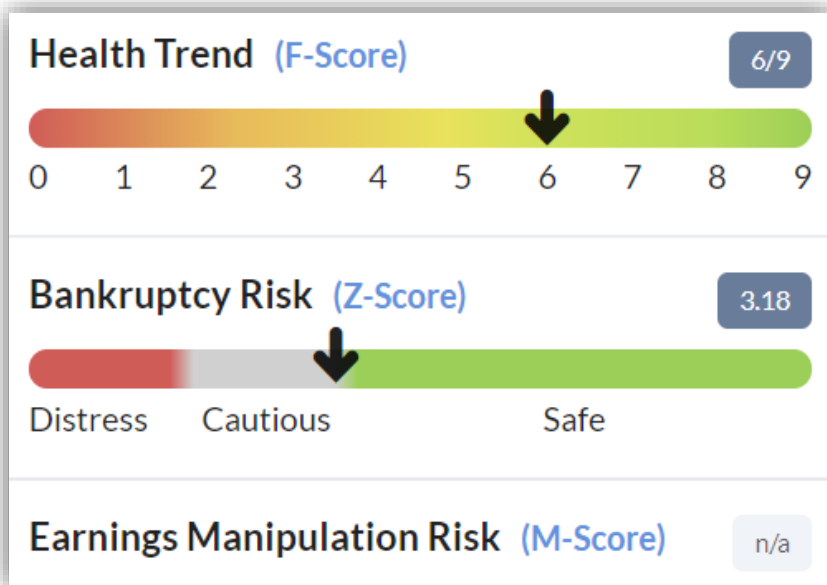
Companhia de Saneamento Basico do Estado de Sao Paulo - SABESP's ISS Governance QualityScore as of October 4, 2019 is **3**. The pillar scores are Audit: **1**; Board: **5**; Shareholder Rights: **4**; Compensation: **1**

## VALUATION

### Valuation Summary



### Business Health



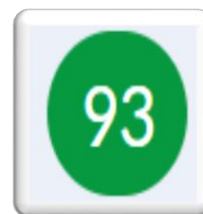
4

**Northwest Pipe Co.**



## Northwest Pipe Co.

## Stockopedia StockRank™



### AT A GLANCE

Stock Price	1 Year Stock Performance	Market Cap (m)	P/E	P/B	Dividend Yield	EBITDA (m)	Revenue (m)
33.33	43.8%	325	20.25	1.38	0.0%	31	265
Free Cash Flow Yield	Return on Assets	Return on Common Equity	Debt / Equity	Gross Profit Margin	Revenue CAGR (5y)	EBIT CAGR (5y)	Basic EPS CAGR (5y)
1.1%	5.9%	7.1%	3.9%	13.6%	-13.7%	NA	NA

### 10 Year Stock Performance



## Business Description

Northwest Pipe Company manufactures engineered welded steel pipe water systems in North America. It produces large-diameter, high-pressure, and engineered welded steel pipeline systems for use in drinking water infrastructure; and pipes for piling and hydroelectric projects, water and wastewater treatment plants, and other applications, as well as for industrial plant piping systems and structural applications.

The company sells its products primarily to public water agencies directly and installation contractors. Northwest Pipe Company was founded in 1966 and is headquartered in Vancouver, Washington



WATER TRANSMISSION

**Water Transmission, Our Bread & Butter** – The Water Transmission Group is the largest manufacturer of engineered steel pipe water conveyance systems in North America. With our Water Transmission manufacturing facilities, the Group is positioned to meet North America's growing needs for water and wastewater infrastructure.

The Water Transmission Group serves a wide range of markets and their solution-based products are a good fit for applications including: water transmission, plant piping, low pressure and gravity flow, energy, tunnels, river, railroad and highway crossings, large diameter pressure pipe rehabilitation, structural, and industrial. **Casing Pipe** – Enhancing our product offerings is the proprietary Permalok® steel casing pipes. We offer a wide range of custom fabrications ranging from elbows, flanges and tees to ring girders and bifurcations.



PERMALOK® – A NORTHWEST PIPE COMPANY

**Permalok®** – Enhancing our product offerings is the proprietary Permalok® steel casing pipe, a proprietary interlocking push joint system that eliminates the need to field butt-weld traditional plain-ended steel casing pipe.

The acquisition of Permalok® in January 2014 now enables us to provide high quality casing pipe on water and sewer pipeline projects whenever design and specifications require added structural protection of a carrier pipe while crossing roads, railways and other man-made and natural obstacles.

**Variety of Sizes and Wall Thicknesses** – We provide several different types of connection systems as well as a host of linings and coatings for corrosion protection. Diameters range from 30-inch to 150-inch, and wall thickness of up to 2 1/2-inch.

## Financial Overview

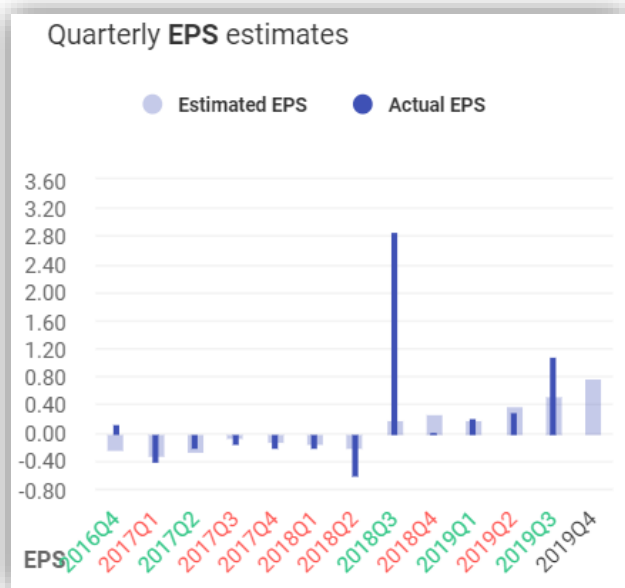
### Financial Brief

For the nine months ended 30 September 2019, Northwest Pipe Company revenues increased 81% to \$207.1M. Net income decreased 21% to \$15.9M. Revenues reflect Net sales increase from \$33.4M to \$207.1M. Net income was offset by Bargain purchase gain decrease from \$21.9M (income) to \$0K, Gain on sale of facilities decrease from \$2.8M (income) to \$0K, Stock-based Compensation in SGA increase from \$269K to \$967K (expense).

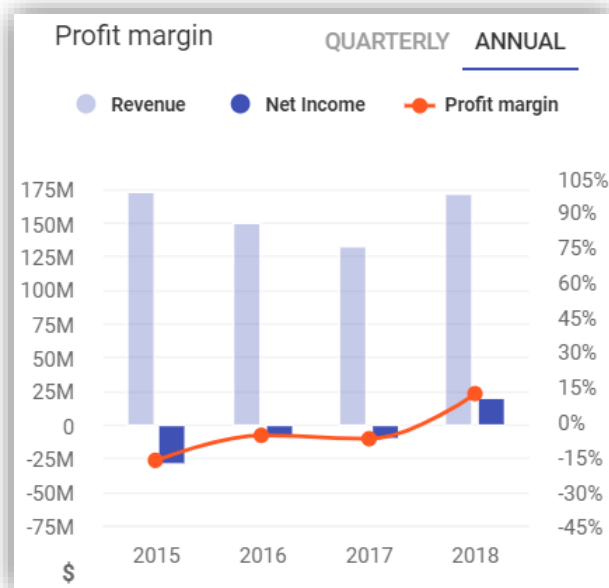
### Financial Summary

Year End 31st Dec		2013	2014	2015	2016	2017	2018	TTM	2019E	2020E	CAGR / Avg
Total Revenue	\$m	359	403	173	149	133	172	265	276	279	-13.7%
Operating Profit	\$m	37.5	0.194	-25.1	-9.99	-9.21	17.1	17.3			-14.5%
Net Profit	\$m	-0.923	-17.9	-29.4	-9.26	-10.2	20.3	16.0	23.6	29.3	
EPS Reported	\$	2.27	-0.649	-1.86	-0.703	-0.790	2.09	1.64			-1.70%
EPS Normalised	\$	2.27	0.449	-1.50	-1.17	-0.730	0.639	1.77	2.42	2.98	-22.4%
EPS Growth	%	+22.7	-80.3					+176	+278	+23.2	
PE Ratio	x						52.1	18.9	13.8	11.2	
PEG							0.188	0.068	0.595	13.3	
<b>Profitability</b>											
Operating Margin	%	10.4	0.048	-14.5	-6.69	-6.94	9.94	6.54			-1.28%
ROA	%		-1.57	-5.83	-2.69	-3.22	8.10	5.76			
ROCE	%	9.74	0.060	-10.5	-4.48	-4.32	7.13	6.80			-0.399%
ROE	%		-2.43	-7.69	-3.16	-3.71	9.70	7.06			-1.46%
<b>Cashflow</b>											
Op. Cashflow ps	\$	2.11	3.68	5.77	0.158	-0.782	-1.89	1.04			
Capex ps	\$	2.98	1.50	0.715	0.239	0.297	0.390	0.680			-33.4%
Free Cashflow ps	\$	-0.877	2.18	5.06	-0.081	-1.08	-2.28	0.365			
<b>Dividends</b>											
Dividend ps	\$	0.000	0.000	0.000	0.000	0.000	0.000	0.000			
Dividend Growth	%										
Dividend Yield	%						0.000		0.000	0.000	
Dividend Cover	x										
<b>Balance Sheet</b>											
Cash etc	\$m	0.588	0.527	10.3	21.8	43.6	6.68	11.7			62.6%
Working Capital	\$m	195	166	93.7	130	124	128	139			-8.11%
Net Fixed Assets	\$m	164	151	144	92.9	89.6	112				-7.38%
Net Debt	\$m	102	47.5	-9.25	-20.9	-42.6	6.04	-10.8			
Book Value	\$m	262	246	218	209	200	219	236			-3.55%
Average Shares	m	10	10	10	10	10	10	10			0%
Book Value ps	\$	27.7	25.8	22.7	21.8	20.8	22.5	24.2			-4.12%

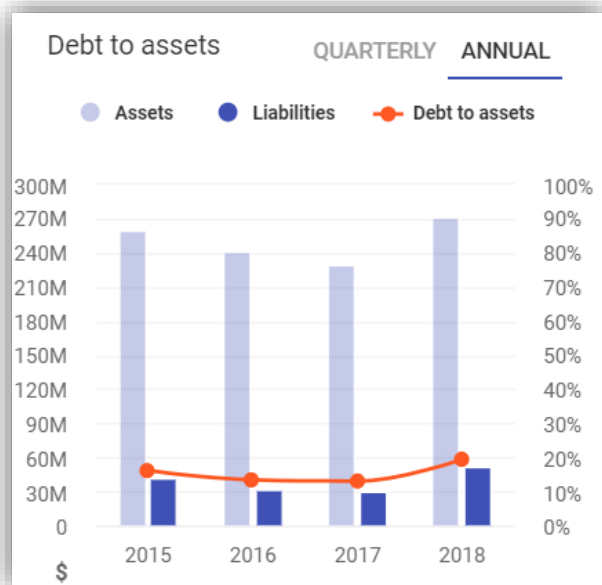
## Earnings Per Share



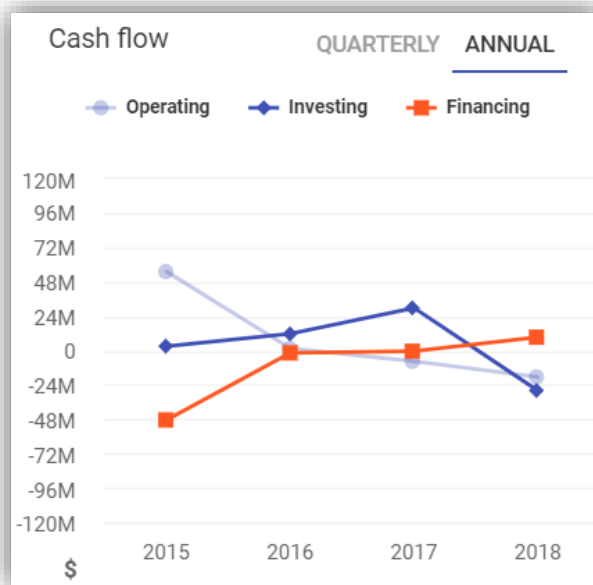
## Profit Margin



## Debt To Assets



## Cash Flow



## Management Assessment

### Executives

Insider	Title	Age	Since	Compensation
<a href="#">Scott Montross</a>	President, Chief Executive Officer, and Director	54	2013	\$891,994
<a href="#">Robin Gantt</a>	Senior Vice President, Chief Financial Officer, and Corporate Secretary	47	2016	\$430,197
<a href="#">William Smith</a>	Executive Vice President of Water Transmission Engineered Systems	63	2018	\$379,086
<a href="#">Miles Brittain</a>	Vice President - Operations for Water Transmission Engineered Systems	55	2018	\$346,454
<a href="#">Aaron Wilkins</a>	Vice President - Finance and Corporate Controller	45	2016	\$268,920
<a href="#">John Paschal</a>	Director		2019	
<a href="#">Keith Larson</a>	Independent Director	61	2007	
<a href="#">Michelle Applebaum</a>	Independent Director	62	2014	
<a href="#">Michael Franson</a>	Lead Independent Director	64	2016	
<a href="#">Richard Roman</a>	Chairman of the Board	67	2013	

### CEO Biography

Scott J. Montross is President, Chief Executive Officer, Director of Northwest Pipe Co. Mr. Montross has been a director of the Company since January 2013. Mr. Montross has served as our President and CEO since January 1, 2013, and as our Chief Operating Officer from May 2011 until December 2012. Previously Mr. Montross served as Executive Vice President, Flat Products Group of EVRAZ North America from March 2010 through April 2011.

Mr. Montross served as Vice President, General Manager, EVRAZ North America from February 2007 through February 2010. Prior to his General Manager role, Mr. Montross served as Vice President of Marketing and Sales at Oregon Steel Mills, Inc. from June 2003 through February 2007. From 2002 to 2003, Mr. Montross was a Vice President of Marketing and Sales for National Steel Corporation. Mr. Montross brings to the Board his extensive commercial and operational experience in the steel industry.

### Insider Trading

Over the last 16 years, insiders at Northwest Pipe Co have traded over \$4,695,806 worth of Northwest Pipe Co stock and bought 19,604 units worth \$312,089 . The most active insider traders include William R Tagmyer, Brian W Dunham, and Gary A Stokes. On average, Northwest Pipe Co executives and independent directors trade stock every 54 days with the average trade being worth of \$233,543. The most recent stock trade was

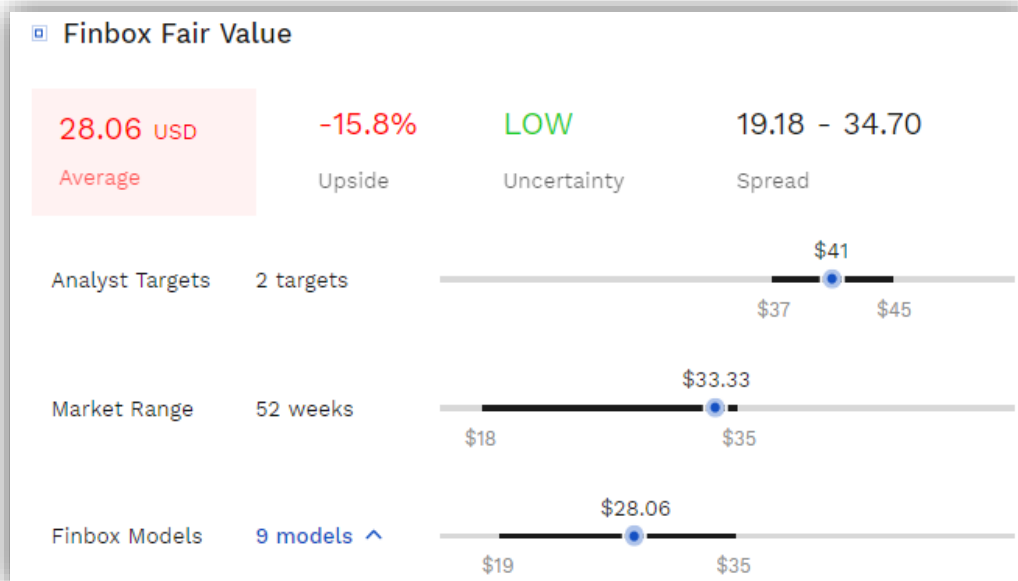
executed by Richard A Roman on 14 December 2018, trading 9,446 units of NWPX stock currently worth \$217,636.

## Corporate Governance

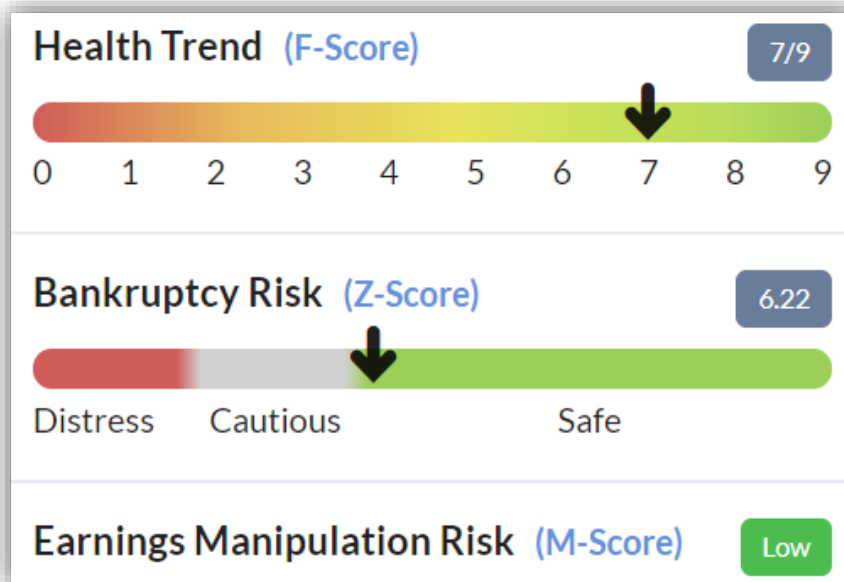
Northwest Pipe Company's ISS Governance QualityScore as of October 4, 2019 is **5**. The pillar scores are Audit: **1**; Board: **7**; Shareholder Rights: **5**; Compensation: **4**.

## VALUATION

### Valuation Summary



### Business Health



5

**ltron Inc.**



Itron Inc.

Stockopedia StockRank™

**Itron**

91

## AT A GLANCE

Stock Price	1 Year Stock Performance	Market Cap (m)	P/E	P/B	Dividend Yield	EBITDA (m)	Revenue (m)
84.31	82.3%	3,336	52.50	4.51	0.0%	279	2,461
Free Cash Flow Yield	Return on Assets	Return on Common Equity	Debt / Equity	Gross Profit Margin	Revenue CAGR (5y)	EBIT CAGR (5y)	Basic EPS CAGR (5y)
2.5%	2.2%	8.2%	142.7%	30.5%	4.2%	9.7%	-8.3%

## 10 Year Stock Performance



## Business Description

Itron, Inc., a technology and service company, provides end-to-end solutions that measures, manages, and analyzes energy and water use worldwide. The company operates through three segments: Device Solutions, Networked Solutions, and Outcomes.

- The Device Solutions segment offers hardware products that are used for measurement, control, or sensing.
- The Networked Solutions segment provides a combination of communicating devices, such as smart meters, modules, endpoints, and sensors; network infrastructure; and associated application software for acquiring and transporting application-specific data.
- The Outcomes segment offers enhanced software and services for managing, organizing, analyzing, and interpreting data to enhance decision making, maximize operational profitability, drive resource efficiency, and deliver results for consumers, utilities, and smart cities.

In addition, it offers software implementation, project management, installation, consulting, and post-sale maintenance support services, as well as cloud and software-as-a-service; and extended or non-customary warranties. The company markets its products directly through its sales force, as well as through indirect sales force consisting of distributors, sales representatives, partners, and meter manufacturer representatives to utilities and municipalities.

Itron, Inc. was founded in 1977 and is headquartered in Liberty Lake, Washington.

## ITRON AT-A-GLANCE

Itron enables utilities and cities to safely, securely and reliably deliver critical infrastructure services that measure, manage, and provide data analytics that enable them to responsibly and efficiently manage resources in the communities they serve. With over 40 years of experience and over...



Note: Revenue and Backlog as reported year ending December 2018 and other data points rounded or estimated based on internal Itron source material



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## STATE OF THE BUSINESS

### Strong Q3'19 results

- » Q3'19 revenue up 5% year-over-year / 7% in constant currency on growth by Networked Solutions
- » EBITDA of \$74M and Non-GAAP EPS of \$1.04
- » Continued solid cash flow generation from operations ~\$50M

### Customer activity very healthy

- » Extending leadership position in smart energy and smart city solutions
- » Total backlog of \$3.1 billion; 12-month backlog of \$1.4 billion
- » On track for ~1 to 1 Book to Bill ratio in 2019

### Executing on strategic milestones

- » Converged product portfolio of Gen X network and Riva Distributed Intelligent devices win Xcel Energy
- » Synergy and restructuring efforts on track and yielding near term benefits
- » Continued to paydown debt ahead of schedule; reduced net debt to EBITDA leverage to 3.1x



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## Financial Overview

### Financial Brief

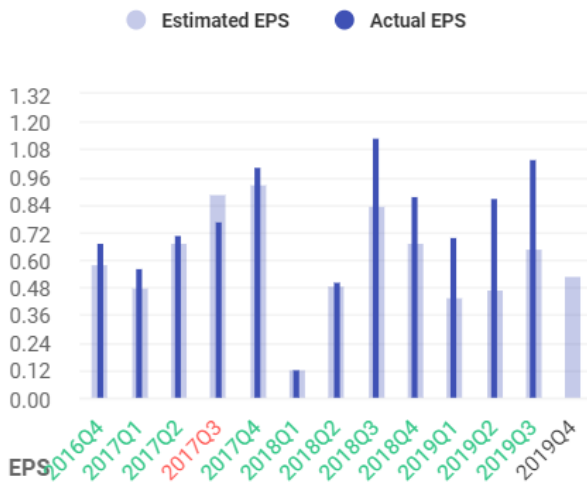
For the nine months ended 30 September 2019, Itron, Inc. revenues increased 5% to \$1.87B. Net income totaled \$34.4M vs. loss of \$123.1M. Revenues reflect Networked Solutions segment increase from \$302.3M to \$1.05B, Device Solutions segment increase from \$249.4M to \$652.8M, Outcomes segment increase from \$55.5M to \$172.7M, United States and Canada segment increase of 13% to \$1.22B, Other segment increase of 9% to \$156.9M.

### Financial Summary

Year End 31st Dec		2013	2014	2015	2016	2017	2018	TTM	2019E	2020E	CAGR / Avg
Total Revenue	\$m	1,938	1,948	1,884	2,013	2,018	2,376	2,461	2,472	2,546	4.16%
Operating Profit	\$m	-140	0.480	52.8	101	155	-49.7	132			
Net Profit	\$m	-153	-23.7	12.7	31.8	57.3	-99.2	58.3	126	146	
EPS Reported	\$	-3.90	-0.604	0.329	0.822	2.23	-2.53	1.47			
EPS Normalised	\$	-0.414	0.217	0.253	1.35	2.34	-1.25	1.51	3.14	3.59	
EPS Growth	%			+16.7	+433	+73.3				+14.4	
PE Ratio	x							55.9	26.8	23.5	
PEG									1.87	0.795	
<b>Profitability</b>											
Operating Margin	%	-7.22	0.025	2.81	5.02	7.67	-2.09	5.38			1.04%
ROA	%		-1.30	0.739	1.95	4.76		2.20			
ROCE	%	-9.80	0.039	4.39	8.67	9.69	-2.54	6.65			1.74%
ROE	%		-3.08	1.97	5.14	12.4	-13.2	8.15			0.632%
<b>Cashflow</b>											
Op. Cashflow ps	\$	2.68	3.39	1.90	3.00	4.86	2.80	4.27			0.828%
Capex ps	\$	1.53	1.14	1.14	1.13	1.26	1.53	1.55			-0.004%
Free Cashflow ps	\$	1.16	2.26	0.764	1.87	3.60	1.27	2.72			1.89%
<b>Dividends</b>											
Dividend ps	\$	0.000	0.000	0.000	0.000	0.000	0.000	0.000			
Dividend Growth	%										
Dividend Yield	%							0.000	0.000	0.000	
Dividend Cover	x										
<b>Balance Sheet</b>											
Cash etc	\$m	125	112	131	134	176	120	141			-0.746%
Working Capital	\$m	344	262	281	319	342	243	282			-6.70%
Net Fixed Assets	\$m	339	329	351	321	605	339				0.000%
Net Debt	\$m	254	212	239	171	437	896	828			
Book Value	\$m	855	681	605	632	786	713	737			-3.58%
Average Shares	m	39	39	39	39	39	39	40			0%
Book Value ps	\$	21.8	17.6	16.0	16.5	20.3	18.0	18.6			-3.75%

## Earnings Per Share

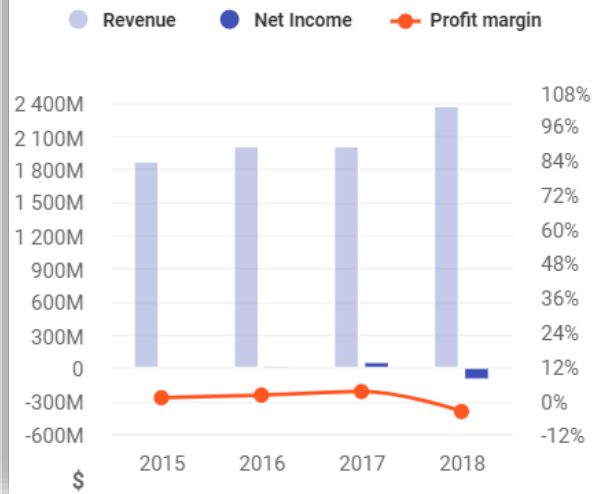
Quarterly EPS estimates



## Profit Margin

Profit margin

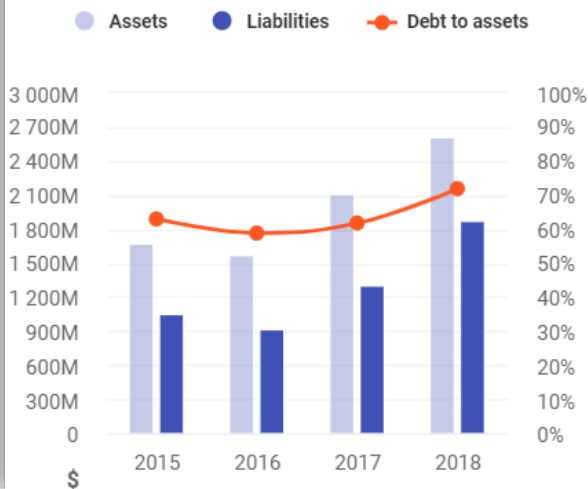
QUARTERLY ANNUAL



## Debt To Assets

Debt to assets

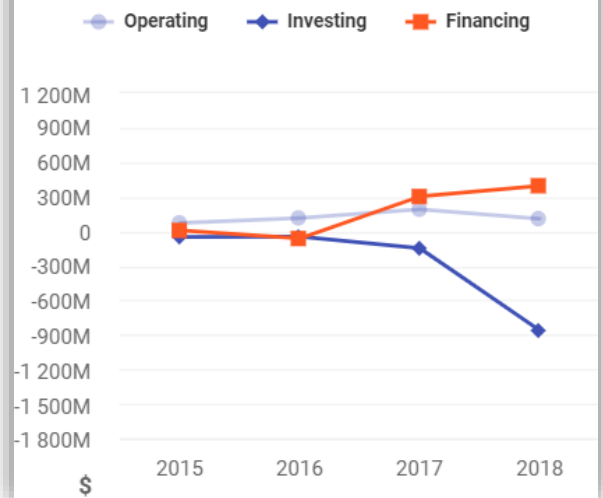
QUARTERLY ANNUAL



## Cash Flow

Cash flow

QUARTERLY ANNUAL



## Management Assessment

### Executives

Insider	Title	Age	Since	Compensation
<a href="#">Thomas Deitrich</a>	President, Chief Executive Officer, and Director	52	2019	\$2,929,660
<a href="#">Sarah Hlavinka</a>	Senior Vice President, General Counsel, and Corporate Secretary	54	2018	\$2,157,990
<a href="#">Joan Hooper</a>	Chief Financial Officer and Senior Vice President	61	2017	\$1,651,670
<a href="#">Michel Cadieux</a>	Senior Vice President - Human Resources	61	2014	\$1,359,240
<a href="#">Lynda Ziegler</a>	Independent Vice Chairman of the Board	66	2015	\$249,885
<a href="#">Frank Jaehnert</a>	Independent Director	61	2015	\$186,349
<a href="#">Thomas Glanville</a>	Independent Director	60	2001	\$184,849
<a href="#">Diana Tremblay</a>	Independent Director	59	2015	\$182,349
<a href="#">Timothy Leyden</a>	Independent Director	67	2015	\$179,849
<a href="#">Gary Pruitt</a>	Independent Director	69	2006	\$177,500
<a href="#">Daniel Pelino</a>	Independent Director	61	2014	\$176,349
<a href="#">Jerome Lande</a>	Independent Director	43	2015	\$77,500

### CEO Biography

Thomas L. Deitrich is appointed as President, Chief Executive Officer, Director of Itron, Inc., effective August 6, 2019. Mr. Deitrich is currently Executive Vice President and Chief Operating Officer of Itron, Inc. Mr. Deitrich joined Itron in October 2015. From 2012 to September 2015, Mr. Deitrich was Senior Vice President and General Manager for Digital Networking at Freescale Semiconductor, Inc. (Freescale), and he served as the Senior Vice President and General Manager of Freescale's RF, Analog, Sensor, and Cellular Products Group from 2009 to 2012. Mr. Deitrich had other roles of increasing responsibility at Freescale from 2006 to 2009. Prior to Freescale, Mr. Deitrich worked for Flextronics, Sony-Ericsson/Ericsson, and GE.

### Insider Trading

Over the last 17 years, insiders at Itron have traded over \$91,020,795 worth of Itron stock and bought 1,967,916 units worth \$104,979,141. The most active insider traders include Capital Management Lp Scopi..., Jerome J. Lande, and Leroy D Nosbaum. On average, Itron executives and independent directors trade stock every 18 days with the average trade being worth of \$1,254,364. The most recent stock trade was executed by Thomas S Glanville on 7 November 2019, trading 1,102 units of ITRI stock currently worth \$74,716.

### Corporate Governance

Itron, Inc.'s ISS Governance QualityScore as of October 4, 2019 is **2**. The pillar scores are Audit: 3; Board: 1; Shareholder Rights: 8; Compensation: 1.

## VALUATION

### Valuation Summary

#### Finbox Fair Value

63.05 USD

Average

-25.2%

Upside

LOW

Uncertainty

43.92 - 70.37

Spread

Analyst Targets

9 targets

\$88.56

\$80

\$96

Market Range

52 weeks

\$84.31

\$45

\$85

Finbox Models

9 models ^

\$63.05

\$44

\$70

### Business Health

#### Health Trend (F-Score)

8/9

0 1 2 3 4 5 6 7 8 9

#### Bankruptcy Risk (Z-Score)

2.04

Distress Cautious Safe

#### Earnings Manipulation Risk (M-Score)

Low

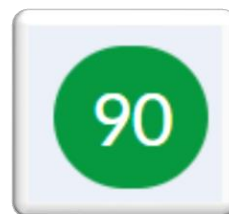
6

**Pentair PLC**



## Pentair PLC

## Stockopedia StockRank™



### AT A GLANCE

Stock Price	1 Year Stock Performance	Market Cap (m)	P/E	P/B	Dividend Yield	EBITDA (m)	Revenue (m)
45.98	27.8%	7,729	21.84	4.13	1.6%	534	2,943
Free Cash Flow Yield	Return on Assets	Return on Common Equity	Debt / Equity	Gross Profit Margin	Revenue CAGR (5y)	EBIT CAGR (5y)	Basic EPS CAGR (5y)
4.1%	8.9%	18.7%	64.3%	35.5%	-15.8%	-12.7%	-5.8%

### 10 Year Stock Performance



## Business Description

Pentair plc provides various smart water solutions worldwide. It operates through three segments: Aquatic Systems, Filtration Solutions, and Flow Technologies.

- The Aquatic Systems segment manufactures and sells residential and commercial pool equipment and accessories, including pumps, filters, heaters, lights, automatic controls, automatic cleaners, maintenance equipment, and pool accessories for residential and commercial pool maintenance, pool repair, renovation, service and construction, and aquaculture solution applications. This segment offers its products under the Kreepy Krauly, Pentair, Pentair Aquatic Eco-Systems, and Sta-Rite brand names.
- The Filtration Solutions segment designs, manufactures, and markets components and systems, such as point-of-entry and point-of-use filtration, valves, and automated controls for residential and commercial applications, as well as advanced filtration, oil and gas separation, membrane technology, and energy recovery for food and beverage, and industrial applications. This segment offers its products under the Codeline, Everpure, Haffmans, Südmo, and X-Flow brand names.
- The Flow Technologies segment manufactures and sells light duty diaphragm pumps, high-flow turbine pumps, and solid handling pumps. Its pumps are used residential and municipal wells, water treatment, wastewater solids handling, pressure boosting, fluid delivery, circulation and transfer, fire suppression, flood control, agricultural irrigation, and crop spray applications. This segment offers its products under the Aurora, Berkeley, Fairbanks-Nijhuis, Hydromatic, Hypro, Jung Pumpen, Pentair, Myers, Sta-Rite, and Shurflo brand names. It serves businesses engaged in wholesale and retail distribution in the residential and commercial, food and beverage, and industrial verticals, as well as end-users, consumers, and original equipment manufacturers.

Pentair plc was founded in 1966 and is headquartered in London, the United Kingdom.

# 2018 FINANCIAL HIGHLIGHTS

- ▶ Delivered sales of \$2.97 billion, with sales growth of 4 percent.
- ▶ Segment income growth of 8 percent to \$537 million.<sup>1</sup>
- ▶ Generated free cash flow of \$410 million, representing 98 percent of adjusted net income.
- ▶ Returned nearly \$700 million of cash to shareholders through buybacks and dividends. 2018 marked the 42nd consecutive year in which Pentair increased its dividend.

## NET SALES

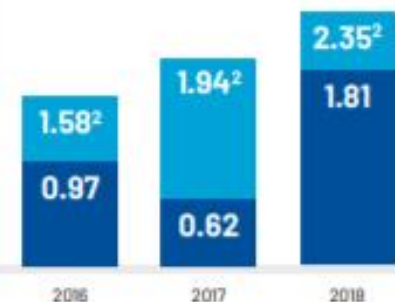
(\$ IN MILLIONS)

2018	\$2,965
2017	\$2,846
2016	\$2,781

## DILUTED EPS

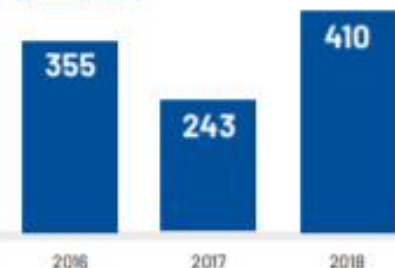
(\$ PER SHARE)

Adjusted  
Reported



## FREE CASH FLOW

(\$ IN MILLIONS)



## ANNUAL DIVIDENDS

(\$ PER SHARE)

Adjusted  
Reported



1. 2018 segment income includes equity income of unconsolidated subsidiaries of approximately \$8 million and excludes intangible amortization of approximately \$36 million, restructuring and other costs of approximately \$32 million, trade name and other impairment of approximately \$12 million, corporate allocations of approximately \$11 million, and deal related costs and expenses of approximately \$2 million. 2017 segment income includes equity income of unconsolidated subsidiaries of approximately \$1 million and excludes intangible amortization of approximately \$36 million, restructuring and other costs of approximately \$28 million, trade name and other impairment of approximately \$36 million, and corporate allocations of approximately \$37 million.

2. 2018 adjusted EPS excludes intangible amortization of \$0.16, restructuring and other costs of \$0.14, trade name and other impairment of \$0.06, deal related costs and expenses of \$0.01, loss of early extinguishment of debt of \$0.08, corporate allocation and interest expense adjustments of \$0.09, a pension "mark to market" loss of \$0.02, and loss on sale of businesses and tax adjustments of \$0.02. 2017 adjusted EPS excludes intangible amortization of \$0.16, restructuring and other costs of \$0.12, trade name and other impairment of \$0.07, loss of early extinguishment of debt of \$0.44, corporate allocation and interest expense adjustments of \$0.34, a pension "mark to market" loss of \$0.04, and loss on sale of businesses and tax adjustments of \$0.15. 2016 adjusted EPS excludes intangible amortization of \$0.16, restructuring and other costs of \$0.03, corporate allocation and interest expense adjustments of \$0.46, a pension "mark to market" gain of \$0.06, and loss of sale of businesses of \$0.02.

# 2018 FINANCIAL PERFORMANCE

Pentair reports the performance of its business in three segments that focus on three primary verticals in four broad geographic regions.

## 2018 SALES BY SEGMENT



## 2018 SALES BY VERTICAL



## 2018 SALES BY REGION

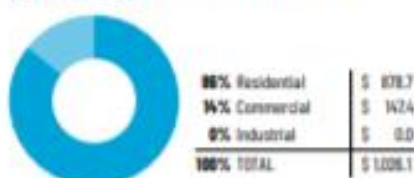


## 2018 SEGMENT SALES

### Aquatic Systems

Manufactures and sells a complete line of energy-efficient residential and commercial pool equipment and accessories. Applications include pool maintenance, pool repair, renovation, service and construction and aquaculture solutions.

#### 2018 AQUATIC SYSTEMS SALES BY VERTICAL (\$ IN MILLIONS)



#### 2018 AQUATIC SYSTEMS SALES BY REGION (\$ IN MILLIONS)



### Filtration Solutions

Manufactures and sells water and fluid treatment products and systems for global residential, industrial and commercial markets. Applications include fluid filtration, ion exchange, desalination, food and beverage, food service and separation technologies for the oil and gas industry.

#### 2018 FILTRATION SOLUTIONS SALES BY VERTICAL (\$ IN MILLIONS)



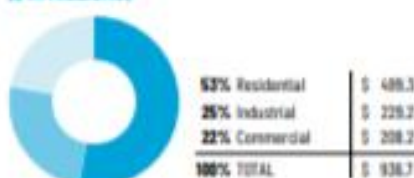
#### 2018 FILTRATION SOLUTIONS SALES BY REGION (\$ IN MILLIONS)



### Flow Technologies

Manufactures and sells pumps used in applications including residential and municipal wells, water treatment, wastewater solids handling, pressure boosting, fluid delivery, circulation and transfer, fire suppression, flood control, agricultural irrigation and crop spray.

#### 2018 FLOW TECHNOLOGIES SALES BY VERTICAL (\$ IN MILLIONS)



#### 2018 FLOW TECHNOLOGIES SALES BY REGION (\$ IN MILLIONS)



1. Includes China, Eastern Europe, Latin America, The Middle East, Southeast Asia

2. Includes Australia, Canada, Japan



## Financial Overview

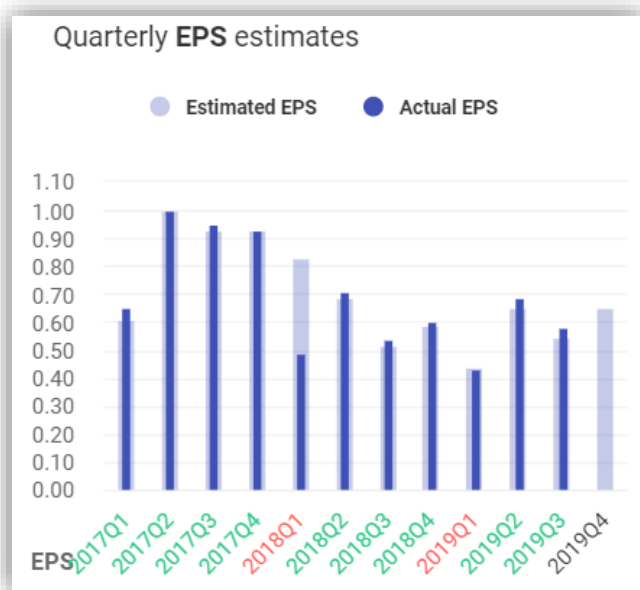
### Financial Brief

For the nine months ended 30 September 2019, Pentair PLC revenues decreased 1% to \$2.2B. Net income before extraordinary items increased 2% to \$258.8M. Revenues reflect Aquatic Systems segment decrease of 5% to \$709.8M, Flow Technologies segment decrease of 4% to \$692.7M, United States segment decrease of 19% to \$1.38B, Western Europe segment decrease of 29% to \$309M, Other Developed segment decrease of 29% to \$153.1M.

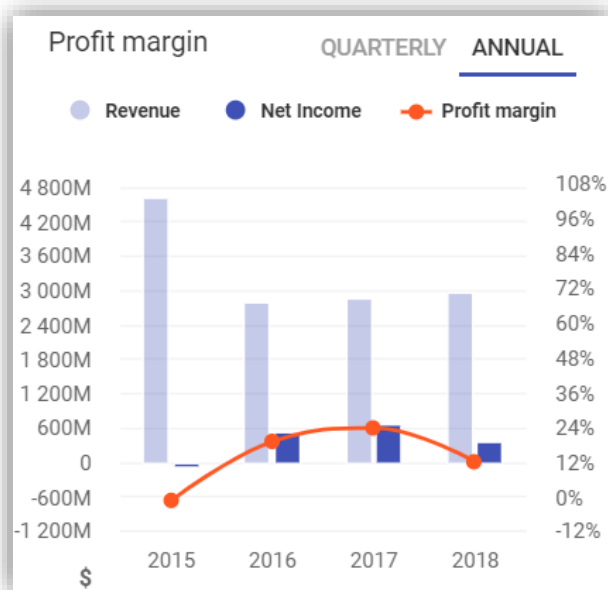
### Financial Summary

Year End 31st Dec		2013	2014	2015	2016	2017	2018	TTM	2019E	2020E	CAGR / Avg
Total Revenue	\$m	7,000	4,667	4,616	2,781	2,846	2,965	2,943	2,956	3,063	-15.8%
Operating Profit	\$m	743	538	613	351	273	412	426			-11.1%
Net Profit	\$m	537	215	-76.4	522	667	347	351	400	428	-8.34%
EPS Reported	\$	2.50	1.84	2.20	0.973	0.964	1.96	2.07			-4.71%
EPS Normalised	\$	2.84	2.00	2.39	1.04	1.44	2.30	2.17	2.35	2.55	-4.13%
EPS Growth	%	+837	-29.7	+19.9	-56.4	+37.6	+60.1	-5.63	+2.14	+8.60	
PE Ratio	x						20.0	21.2	19.6	18.0	
PEG							9.32	9.88	2.28	2.27	
<b>Profitability</b>											
Operating Margin	%	10.6	11.5	13.3	12.6	9.58	13.9	14.5			11.9%
ROA	%		3.18	3.53	1.53	1.76	5.60	8.95			
ROCE	%	7.33	5.97	5.92	3.48	3.67	13.8	12.6			6.70%
ROE	%		6.63	9.16	4.31	3.81	10.1	18.8			6.81%
<b>Cashflow</b>											
Op. Cashflow ps	\$	4.54	5.21	4.10	4.71	3.35	2.63	2.44			-10.3%
Capex ps	\$	0.831	0.432	0.506	0.236	0.213	0.272	0.340			-20.0%
Free Cashflow ps	\$	3.70	4.77	3.59	4.47	3.13	2.36	2.09			-8.65%
<b>Dividends</b> <small>Ex-date: 23 Jan / Paid: 7 Feb</small>											
Dividend ps	\$	0.960	1.10	1.28	1.34	1.38	1.05	0.715	0.718	0.772	1.81%
Dividend Growth	%	+9.09	+14.6	+16.4	+4.69	+2.99	-23.9	-31.9	-31.6	+7.52	
Dividend Yield	%						2.28	1.56	1.56	1.68	
Dividend Cover	x	2.61	1.67	1.72	0.726	0.698	1.87	2.89	3.27	3.31	
<b>Balance Sheet</b>											
Cash etc	\$m	256	110	126	239	86.3	74.3	113			-21.9%
Working Capital	\$m	1,622	1,255	1,291	1,201	549	221	308			-32.9%
Net Fixed Assets	\$m	1,901	1,411	3,050	3,014	4,450	418				-26.1%
Net Debt	\$m	2,294	2,894	4,560	4,041	1,354	713	1,006			
Book Value	\$m	6,095	4,664	4,009	4,254	5,038	1,836	1,869			-21.3%
Average Shares	m	205	194	180	183	184	177	172			-3%
Book Value ps	\$	30.9	25.6	22.2	23.4	27.9	10.7	11.1			-19.1%

## Earnings Per Share



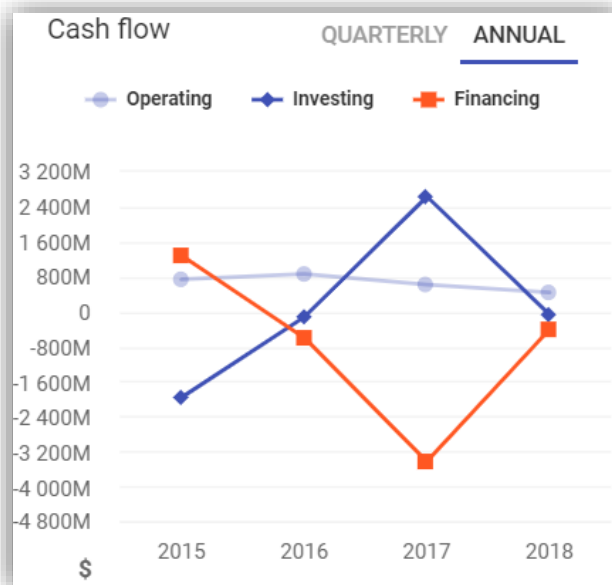
## Profit Margin



## Debt To Assets



## Cash Flow



## Management Assessment

### Executives

Insider	Title	Age	Since	Compensation
<a href="#">John Stauch</a>	President and Chief Executive Officer	54	2018	\$6,014,400
<a href="#">Karl Frykman</a>	Chief Operating Officer and Executive Vice President	59	2018	\$3,105,740
<a href="#">John Jacko</a>	Executive Vice President and Chief Growth Officer	61	2018	\$2,612,140
<a href="#">Mark Borin</a>	Chief Financial Officer and Executive Vice President	51	2018	\$2,510,770
<a href="#">Karla Robertson</a>	Executive Vice President, General Counsel, and Secretary	48	2018	\$2,004,100
<a href="#">Philip Rolchigo</a>	Executive Vice President and Chief Technology Officer	57	2017	\$1,548,430
<a href="#">David Jones</a>	Independent Director	69	2003	\$337,492
<a href="#">Glynis Bryan</a>	Independent Director	60	2003	\$257,492
<a href="#">T. Michael Glenn</a>	Independent Director	63	2007	\$252,492
<a href="#">Billie Williamson</a>	Independent Director	66	2014	\$245,492
<a href="#">Jacques Esculier</a>	Independent Director	59	2014	\$235,825
<a href="#">Michael Speetzen</a>	Independent Director	49	2018	\$191,659
<a href="#">Theodore Harris</a>	Independent Director	54	2018	\$191,659
<a href="#">Mona Abutaleb Stephenson</a>	Director		2019	
<a href="#">James Lucas</a>	Senior Vice President - Investor Relations		2012	
<a href="#">Kelly Baker</a>	Chief Human Resource Officer and Executive Vice President	49	2018	

### CEO Biography

John L. Stauch is President, Chief Executive Officer of Pentair plc. He has served as Chief Financial Officer of the Automation and Control Systems unit of Honeywell International Inc., 2005 — 2007; Vice President, Finance and Chief Financial Officer of the Sensing and Controls unit of Honeywell International Inc., 2004 — 2005; Vice President, Finance and Chief Financial Officer of the Automation & Control Products unit of Honeywell International Inc., 2002 — 2004; Chief Financial Officer and IT Director of PerkinElmer Optoelectronics, a unit of PerkinElmer, Inc., 2000 — 2002; Various executive, investor relations and managerial finance positions with Honeywell International Inc. and its predecessor AlliedSignal Inc., 1994 — 2000.

### Insider Trading

Over the last 15 years, insiders at Pentair Plc have traded over \$177,051,555 worth of Pentair Plc stock and bought 2,654,240 units worth \$154,831,414 . The most active insider traders include Edward P.rian Fund Manageme..., Randall J Hogan, and Matthew H.Trian Fund Manage.... On average, Pentair Plc executives and independent directors trade stock every 22 days with the average trade being worth of \$2,393,029. The most

recent stock trade was executed by T Michael Glenn on 2 December 2019, trading 6,116 units of PNR stock currently worth \$136,020.

## Corporate Governance

Pentair plc's ISS Governance QualityScore as of October 4, 2019 is **5**. The pillar scores are Audit: **1**; Board: **1**; Shareholder Rights: **5**; Compensation: **9**



## VALUATION

### Valuation Summary

#### Finbox Fair Value

38.67 USD

Average

-15.9%

Upside

LOW

Uncertainty

24.83 - 55.19

Spread

Analyst Targets

16 targets

\$45.44

\$35

\$52

Market Range

52 weeks

\$45.98

\$35

\$46

Finbox Models

11 models ^

\$38.67

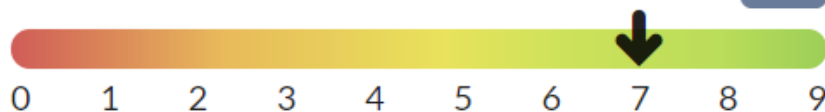
\$25

\$55

### Business Health

#### Health Trend (F-Score)

7/9



#### Bankruptcy Risk (Z-Score)

3.37



#### Earnings Manipulation Risk (M-Score)

Low

7

**Franklin Electric Co.**

## Franklin Electric Co.

## Stockopedia StockRank™



**Franklin Electric**

89

### AT A GLANCE

Stock Price	1 Year Stock Performance	Market Cap (m)	P/E	P/B	Dividend Yield	EBITDA (m)	Revenue (m)
58.46	40.7%	2,710	26.48	3.43	1.0%	166	1,311
Free Cash Flow Yield	Return on Assets	Return on Common Equity	Debt / Equity	Gross Profit Margin	Revenue CAGR (5y)	EBIT CAGR (5y)	Basic EPS CAGR (5y)
4.8%	8.2%	13.1%	25.6%	32.9%	6.1%	0.9%	5.8%

### 10 Year Stock Performance



## Business Description

Franklin Electric Co., Inc., together with its subsidiaries, designs, manufactures, and distributes water and fuel pumping systems worldwide. It operates in three segments: Water Systems, Fueling Systems, and Distribution.

- The Water Systems segment offers submersible motors, pumps, drives, electronic controls, monitoring devices, and related parts and equipment. Its motors and pumps are used principally for pumping clean water and wastewater in various residential, agricultural, and industrial applications; and electronic drives and controls are used in motors for controlling functionality, as well as providing protection from various hazards, such as electrical surges, over-heating, and dry wells and tanks.
- The Fueling Systems segment provides pumps, pipes, sumps, fittings, vapor recovery components, electronic controls, monitoring devices, and related parts and equipment primarily for use in submersible fueling system applications. Its fuel pumping systems are used principally in total system solutions for underground gasoline, diesel, and biofuel systems. This segment serves other energy markets, such as power reliability systems, as well as includes intelligent electronic devices for online monitoring of the power utility, hydroelectric, and industrial markets.
- The Distribution segment sells to and provides pre-sale support and specifications to the installing contractors. It sells products produced by the Water Systems segment and other brands. The company sells its products to wholesale and retail distributors, specialty distributors, original equipment manufacturers, industrial and petroleum equipment distributors, and oil and utility companies through its employee sales force and independent manufacturing representatives.

Franklin Electric Co., Inc. was founded in 1944 and is headquartered in Fort Wayne, Indiana.

## Financial Overview

### Financial Brief

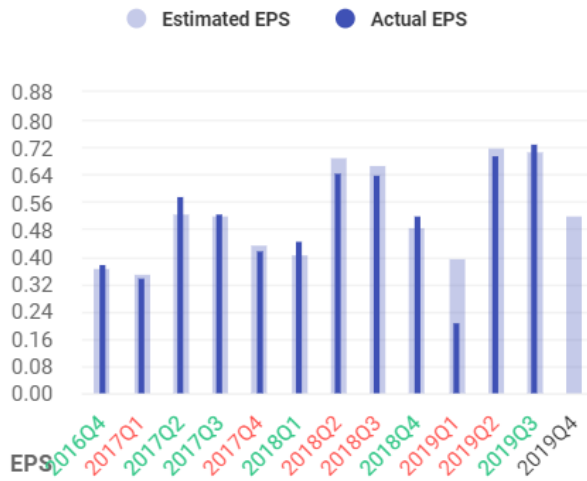
For the 39 weeks ended 30 September 2019, Franklin Electric Co. revenues increased 1% to \$994.5M. Net income applicable to common stockholders excluding extraordinary items decreased 9% to \$75.2M. Revenues reflect Distribution segment increase of 6% to \$227.4M, Fueling systems segment increase of 2% to \$216.4M. Net income was offset by Water Systems segment income decrease of 9% to \$78.5M, Distribution segment income decrease of 3% to \$6.1M.

### Financial Summary

Year End 31st Dec		2013	2014	2015	2016	2017	2018	TTM	2019E	2020E	CAGR / Avg
Total Revenue	\$m	965	1,048	925	950	1,125	1,298	1,311	1,317	1,374	6.10%
Operating Profit	\$m	124	100	90.4	111	107	132	127			1.29%
Net Profit	\$m	82.0	69.8	72.9	78.7	78.2	106	99.9	101	112	5.25%
EPS Reported	\$	1.68	1.42	1.50	1.72	1.87	2.24	2.10			5.93%
EPS Normalised	\$	1.74	1.69	1.56	1.71	1.96	2.28	2.14	2.16	2.40	5.57%
EPS Growth	%	+10.5	-2.91	-7.64	+10.0	+14.1	+16.5	-5.90	-5.07	+11.1	
PE Ratio	x						25.7	27.3	27.0	24.3	
PEG									2.44	3.21	
<b>Profitability</b>											
Operating Margin	%	12.8	9.55	9.77	11.7	9.51	10.2	9.70			10.6%
ROA	%		6.56	7.04	7.74	7.94	8.96	8.14			
ROCE	%	13.6	11.4	10.6	12.6	11.4	14.2	13.0			12.3%
ROE	%		11.4	12.4	13.7	13.4	14.7	13.0			13.1%
<b>Cashflow</b>											
Op. Cashflow ps	\$	2.04	0.982	2.09	2.47	1.42	2.73	3.37			5.99%
Capex ps	\$	1.40	0.737	0.550	0.838	0.712	0.477	0.488			-19.4%
Free Cashflow ps	\$	0.639	0.245	1.54	1.63	0.708	2.26	2.88			28.7%
<b>Dividends</b>											
Ex-date: 31 Oct / Paid: 15 Nov											
Dividend ps	\$	0.305	0.348	0.383	0.398	0.423	0.468	0.555	0.580	0.290	8.92%
Dividend Growth	%	+7.02	+13.9	+10.1	+3.92	+6.29	+10.7	+18.7	+24.1	-50.0	
Dividend Yield	%						0.800	0.949	0.992	0.496	
Dividend Cover	x	5.50	4.07	3.92	4.33	4.42	4.79	3.78	3.73	8.29	
<b>Balance Sheet</b>											
Cash etc	\$m	135	59.1	81.6	104	67.2	59.2	47.8			-15.2%
Working Capital	\$m	334	268	293	326	343	324	360			-0.598%
Net Fixed Assets	\$m	224	237	217	222	228	219				-0.447%
Net Debt	\$m	55.0	119	139	85.9	159	147	126			
Book Value	\$m	596	597	558	613	701	734	775			4.26%
Average Shares	m	48	48	48	47	47	47	47			0%
Book Value ps	\$	12.5	12.5	12.1	13.2	15.0	15.8	16.7			4.88%

## Earnings Per Share

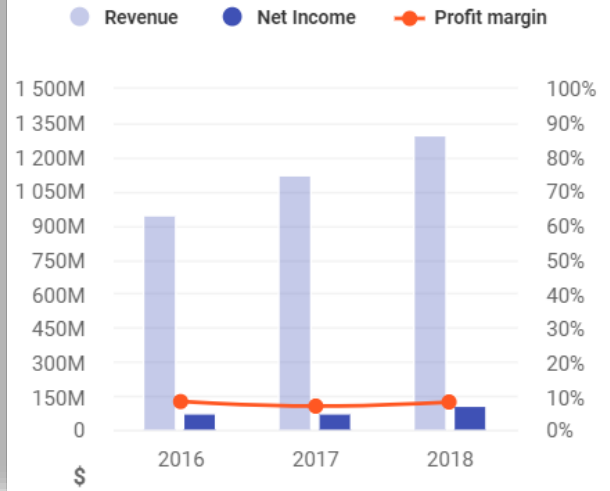
Quarterly EPS estimates



## Profit Margin

Profit margin

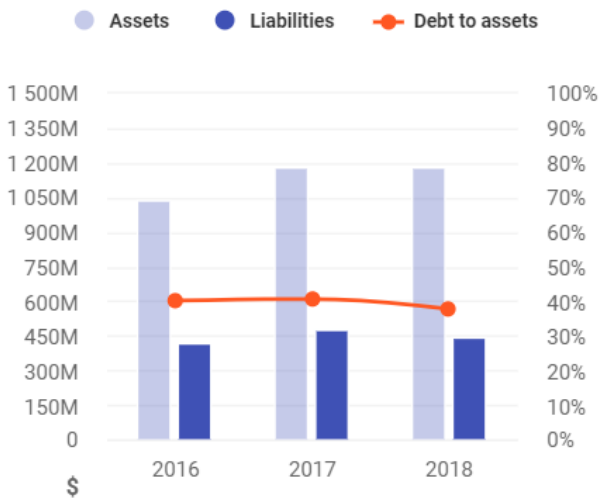
QUARTERLY ANNUAL



## Debt To Assets

Debt to assets

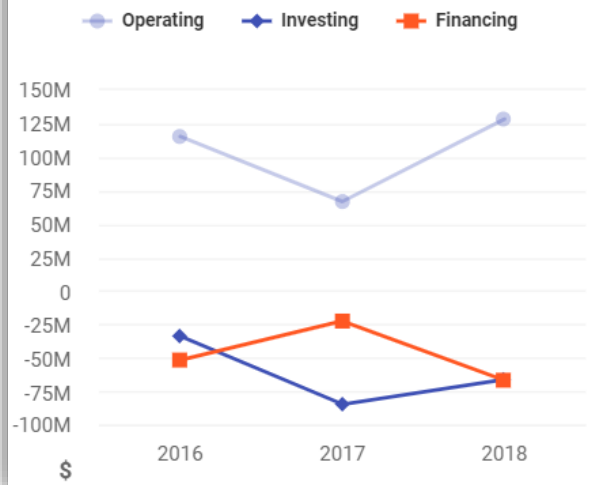
QUARTERLY ANNUAL



## Cash Flow

Cash flow

QUARTERLY ANNUAL



## Management Assessment

### Executives

Insider	Title	Age	Since	Compensation
<b>Gregg Sengstack</b>	Chairman of the Board, Chief Executive Officer, and Director	60	2016	\$5,103,280
<b>John Haines</b>	Chief Financial Officer and Vice President	55	2008	\$1,533,060
<b>Donald Kenney</b>	Vice President and President - North America Water Systems	58	2017	\$1,338,860
<b>DeLancey Davis</b>	Vice President, President, and Headwater Companies	53	2017	\$1,280,210
<b>Paul Chhabra</b>	Vice President - Global Product Supply	45	2018	\$1,119,860
<b>David Wathen</b>	Lead Independent Director	66	2017	\$205,000
<b>Jennifer Sherman</b>	Independent Director	54	2015	\$195,000
<b>Renee Peterson</b>	Independent Director	57	2015	\$195,000
<b>David Brown</b>	Independent Director	70	2008	\$195,000
<b>Thomas VerHage</b>	Independent Director	66	2010	\$185,000
<b>David Roberts</b>	Independent Director	71	2003	\$185,000
<b>Steven Aikman</b>	Vice President - Global Water Systems Engineering	59	2010	
<b>Julie Freigang</b>	Chief Information Officer and Vice President	51	2015	
<b>Jonathan Grandon</b>	Chief Administrative Officer, Vice President, General Counsel, and Secretary	43	2016	

### CEO Biography

Gregg C. Sengstack is the Chairman of the Board, Chief Executive Officer Director of Franklin Electric Co Inc. Mr. Sengstack was President and Chief Operating Officer of the Company from 2011-2014; prior thereto, Senior Vice President and President, Franklin Fueling Systems and International Water Group from 2005-2011; prior thereto, Chief Financial Officer of the Company from 1999-2005.

Mr. Sengstack received his bachelor's degree in math and economics from Bucknell University and his MBA from the University of Chicago. Mr. Sengstack joined the Company in 1988 and has significant experience holding various positions in the Company, which provides the Board with a unique depth of understanding of the Company's markets and businesses that is beneficial to the Board in its deliberations. Mr. Sengstack's long tenure with the Company also helps give the Board a historical perspective of the Company.

### Insider Trading

Over the last 16 years, insiders at Franklin Electric Co have traded over \$26,347,483 worth of Franklin Electric Co stock and bought 1,000 units worth \$48,900 . The most active insider traders include David A Roberts, Thomas L Young, and R Scott Trumbull. On average, Franklin Electric Co executives and independent directors

trade stock every 18 days with the average trade being worth of \$634,291. The most recent stock trade was executed by Steven William Aikman on 12 December 2019, trading 1,079 units of FELE stock currently worth \$26,004.

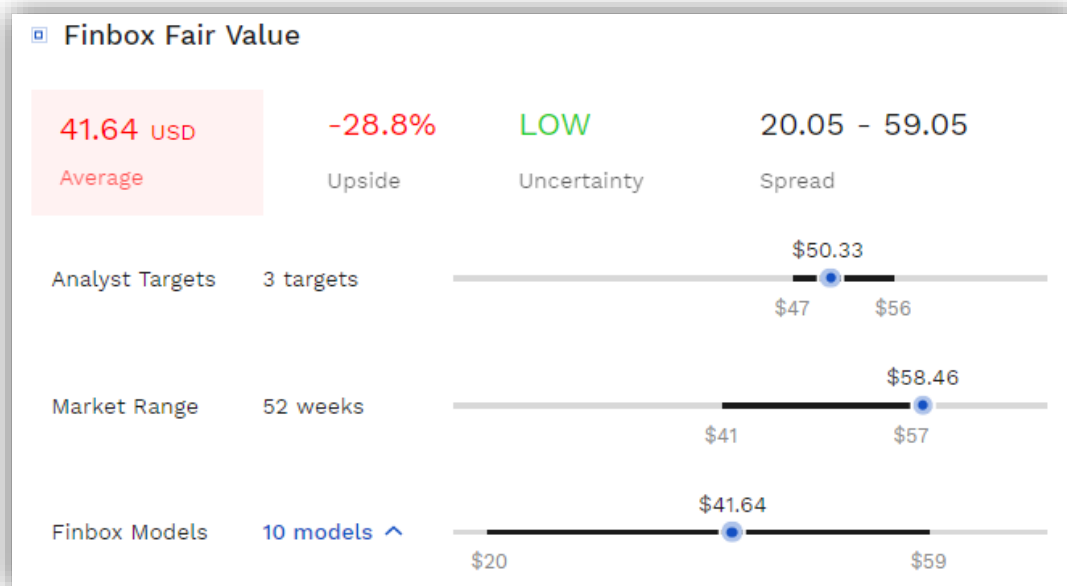
## Corporate Governance

Franklin Electric Co., Inc.'s ISS Governance QualityScore as of October 4, 2019 is **4**. The pillar scores are Audit: **1**; Board: **6**; Shareholder Rights: **5**; Compensation: **2**

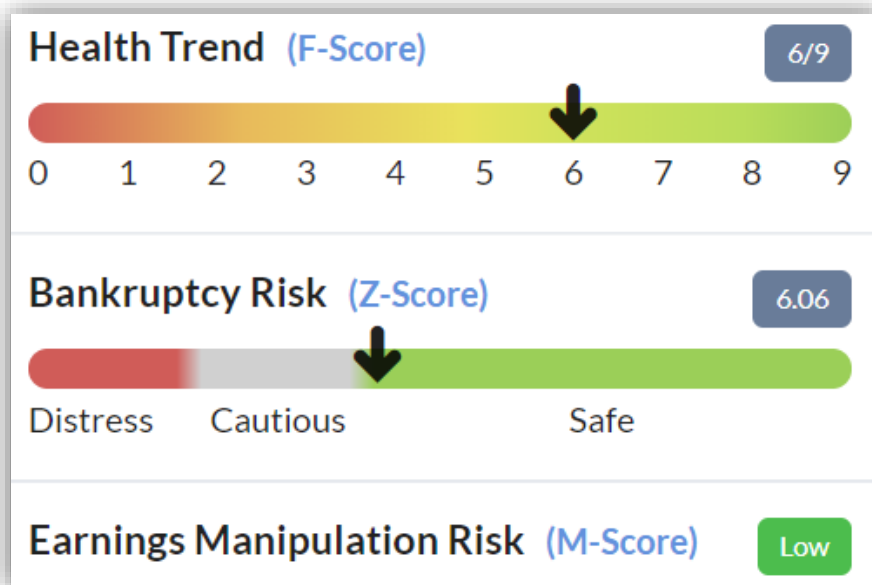


## VALUATION

### Valuation Summary



### Business Health

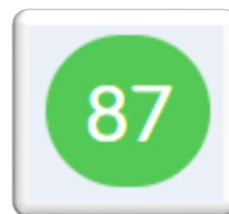


8

**Watts Water Tech.**

## Watts Water Tech.

## Stockopedia StockRank™



### AT A GLANCE

Stock Price	1 Year Stock Performance	Market Cap (m)	P/E	P/B	Dividend Yield	EBITDA (m)	Revenue (m)
100.32	60.3%	3,399	25.61	3.59	0.9%	245	1,588
Free Cash Flow Yield	Return on Assets	Return on Common Equity	Debt / Equity	Gross Profit Margin	Revenue CAGR (5y)	EBIT CAGR (5y)	Basic EPS CAGR (5y)
4.6%	7.9%	14.5%	41.1%	42.4%	1.2%	6.9%	17.7%

### 10 Year Stock Performance



## Business Description

Watts Water Technologies, Inc. designs, manufactures, and sells products and systems that manage and conserve the flow of fluids and energy into, through and out of buildings in the residential and commercial markets. The company offers residential and commercial flow control products, including backflow preventers, water pressure regulators, temperature and pressure relief valves, and thermostatic mixing valves.

It also provides heating, ventilation, and air conditioning and gas products, such as boilers, water heaters, and heating solution; hydronic and electric heating systems for under-floor radiant applications; custom heat and hot water solutions; hydronic pump groups for boiler manufacturers and alternative energy control packages; and flexible stainless steel connectors for natural and liquid propane gas in commercial food service and residential applications.

In addition, the company offers drainage and water re-use products comprising drainage products and engineered rain water harvesting solutions for commercial, industrial, marine, and residential applications; and water quality products that include point-of-use and point-of-entry water filtration, conditioning, and scale prevention systems for commercial and residential applications. It sells its products to plumbing, heating, and mechanical wholesale distributors and dealers, as well as original equipment manufacturers, specialty product distributors, and do-it-yourself chains; and directly to wholesalers and private label accounts.

The company has operations in the Americas, Europe, the Asia-Pacific, the Middle East, and Africa. Watts Water Technologies, Inc. was founded in 1874 and is headquartered in North Andover, Massachusetts.

# Watts at a Glance

We are a dynamic global organization that provides the world with water and gas products that contribute to energy efficiency, improved safety, and the conservation and sustainability of water supplies. Our products control the flow of water into, throughout, and exiting some of the world's largest buildings and hotel chains. Renowned professional sports stadiums use our radiant heating technology to keep their outdoor field turf from freezing. Leading brands in the restaurant industry rely on our water heaters, gas solutions, and drains to ensure their kitchens run safely and smoothly. Our residential applications protect homes from gas leaks and water scalding, and provide families with clean drinking water. We remain true to our roots, keeping residential and commercial properties safe with pressure regulator solutions and backflow preventers. Our 4,800+ employees are keenly aware of this. They are incredibly proud because our products and services directly improve the comfort, safety, and quality of life for people around the world.

## Our Brands

AERCO

AMES

APEX  
VALVES

bar

BLÜCHER

DORMONT

FEBCO

scientific

Mud-By Steam Specialty

ORION

POWERS

Premier

PVT

SOCLA

SunTouch

tekmar

valpes

WATTS

## Financial Overview

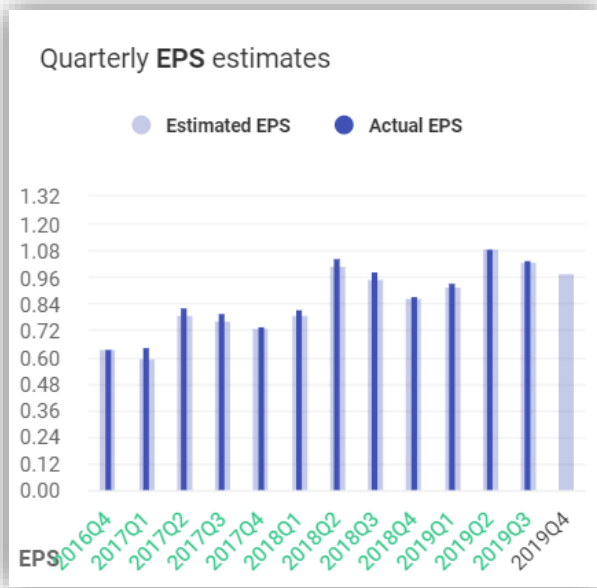
### Financial Brief

For the nine months ended 29 September 2019, Watts Water Technologies Inc revenues increased 2% to \$1.2B. Net income increased 4% to \$99.7M. Revenues reflect an increase in demand for the Company's products and services due to favorable market conditions. Net income benefited from Americas segment income increase of 11% to \$142.3M, Europe segment income increase of 2% to \$38.1M. Dividend per share increased from \$0.61 to \$0.67.

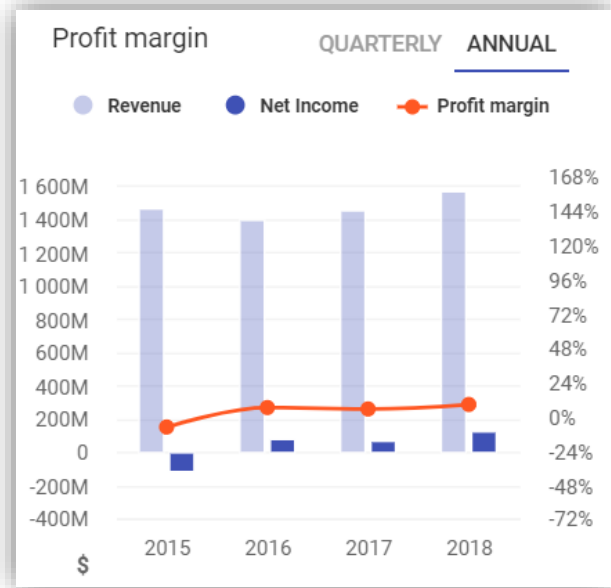
## Financial Summary

Year End 31st Dec		2013	2014	2015	2016	2017	2018	TTM	2019E	2020E	CAGR / Avg
Total Revenue	\$m	1,474	1,514	1,468	1,398	1,457	1,565	1,588	1,598	1,639	1.21%
Operating Profit	\$m	112	105	-90.1	145	162	188	195			11.1%
Net Profit	\$m	58.6	50.3	-113	84.2	73.1	128	132	138	148	16.9%
EPS Reported	\$	1.71	1.42	-3.23	2.44	2.85	3.57	3.69			15.8%
EPS Normalised	\$	1.89	1.92	-0.140	2.64	3.01	3.64	3.75	4.05	4.33	14.0%
EPS Growth	%	-11.1	+1.68			+13.8	+20.8	+3.10	+11.4	+6.76	
PE Ratio	x						27.6	26.8	24.8	23.2	
PEG							2.41	2.34	3.66	2.98	
<b>Profitability</b>											
Operating Margin	%	7.57	6.96	-6.14	10.4	11.1	12.0	12.3			6.99%
ROA	%		2.73	-6.20	4.87	5.61	7.21	7.54			
ROCE	%	7.89	6.58	-6.45	10.8	11.5	14.4	15.0			7.47%
ROE	%		5.25	-14.0	11.7	12.5	14.2	14.0			5.95%
<b>Cashflow</b>											
Op. Cashflow ps	\$	3.32	3.82	3.13	4.00	4.53	4.94	5.76			8.27%
Capex ps	\$	0.778	0.669	0.794	1.04	0.898	1.07	0.921			6.52%
Free Cashflow ps	\$	2.54	3.15	2.34	2.96	3.63	3.87	4.84			8.78%
<b>Dividends</b>											
Ex-date: 27 Nov / Paid: 13 Dec											
Dividend ps	\$	0.500	0.580	0.660	0.710	0.750	0.820	0.880	0.900	0.920	10.4%
Dividend Growth	%	+13.6	+16.0	+13.8	+7.58	+5.63	+9.33	+7.32	+9.76	+2.22	
Dividend Yield	%						0.817	0.877	0.897	0.917	
Dividend Cover	x	3.42	2.45	-4.90	3.44	3.81	4.35	4.19	4.50	4.70	
<b>Balance Sheet</b>											
Cash etc	\$m	268	301	296	338	280	204	174			-5.29%
Working Capital	\$m	530	529	514	394	456	373	318			-6.81%
Net Fixed Assets	\$m	236	225	202	209	217	222				-1.17%
Net Debt	\$m	39.8	279	281	312	217	149	174			
Book Value	\$m	1,002	912	705	736	829	891	942			-2.32%
Average Shares	m	36	35	35	35	34	34	34			-1%
Book Value ps	\$	28.4	26.0	20.5	21.5	24.3	26.2	27.8			-1.56%

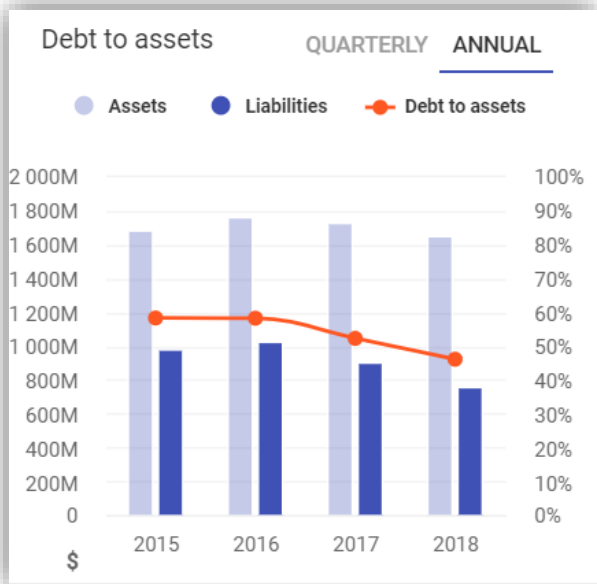
## Earnings Per Share



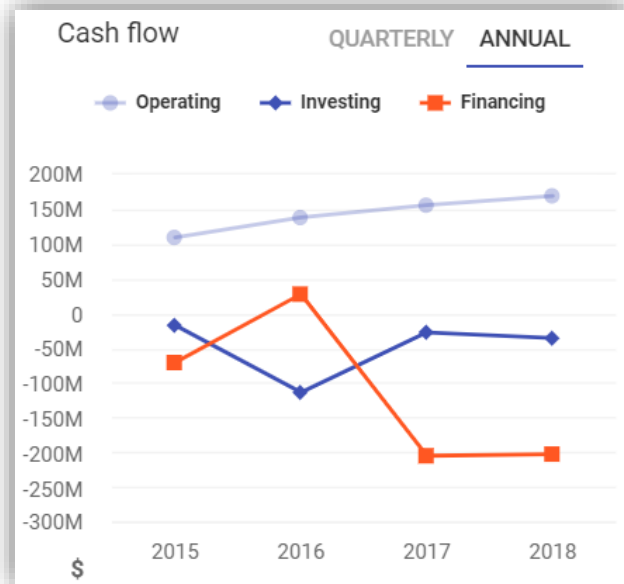
## Profit Margin



## Debt To Assets



## Cash Flow



## Management Assessment

### Executives

Insider	Title	Age	Since	Compensation
<b>Robert Pagano</b>	President, Chief Executive Officer, and Director	56	2018	\$5,854,530
<b>Munish Nanda</b>	President - Americas and Europe	54	2016	\$2,383,790
<b>Shashank Patel</b>	Chief Financial Officer	58	2018	\$1,880,050
<b>Kenneth Lepage</b>	Executive Vice President, General Counsel, and Secretary	48	2009	\$1,575,120
<b>Elie Melhem</b>	President - Asia-Pacific, the Middle East, and Africa	55	2016	\$1,502,410
<b>W. Craig Kissel</b>	Independent Chairman of the Board	68	2014	\$247,029
<b>Merilee Raines</b>	Independent Director	63	2011	\$203,904
<b>Christopher Conway</b>	Independent Director	63	2015	\$198,904
<b>Louise Goeser</b>	Independent Director	65	2018	\$196,238
<b>Joseph Reitmeier</b>	Independent Director	54	2016	\$183,904
<b>Jes Hansen</b>	Independent Director	51	2017	\$183,904
<b>David Dunbar</b>	Independent Director	57	2017	\$183,904
<b>Joseph Noonan</b>	Director	37	2013	\$183,904
<b>Timothy MacPhee</b>	Treasurer and Vice President Investor Relations		2018	
<b>Jennifer Congdon</b>	Chief Human Resource Officer	49	2016	

### CEO Biography

Robert J. Pagano, Jr., is President, Chief Executive Officer, Director of Watts Water Technologies, Inc. Mr. Pagano has served as Chief Executive Officer and President of our Company since May 2014. He also served as interim Chief Financial Officer from October 2014 to April 2015 and from April 2018 to July 2018.

Mr. Pagano previously served as Senior Vice President of ITT Corporation and President, ITT Industrial Process from April 2009 to May 2014. Mr. Pagano originally joined ITT in 1997 and served in several additional management roles during his career at ITT, including as Vice President Finance, Corporate Controller, and President of Industrial Products. ITT Corporation is a diversified manufacturer of highly engineered critical components and customized technology solutions for the energy, transportation and industrial markets.

Prior to joining ITT, Mr. Pagano worked at KPMG LLP. Mr. Pagano is a Certified Public Accountant. Mr. Pagano has also served as a member of the Board of Directors of Applied Industrial Technologies, Inc. since August 2017. Applied Industrial Technologies is a distributor of bearings, power transmission products, fluid power components and other industrial supplies and provides engineering, design and systems integration for industrial and fluid power applications, as well as customized mechanical, fabricated rubber and fluid power shop services.

### Insider Trading



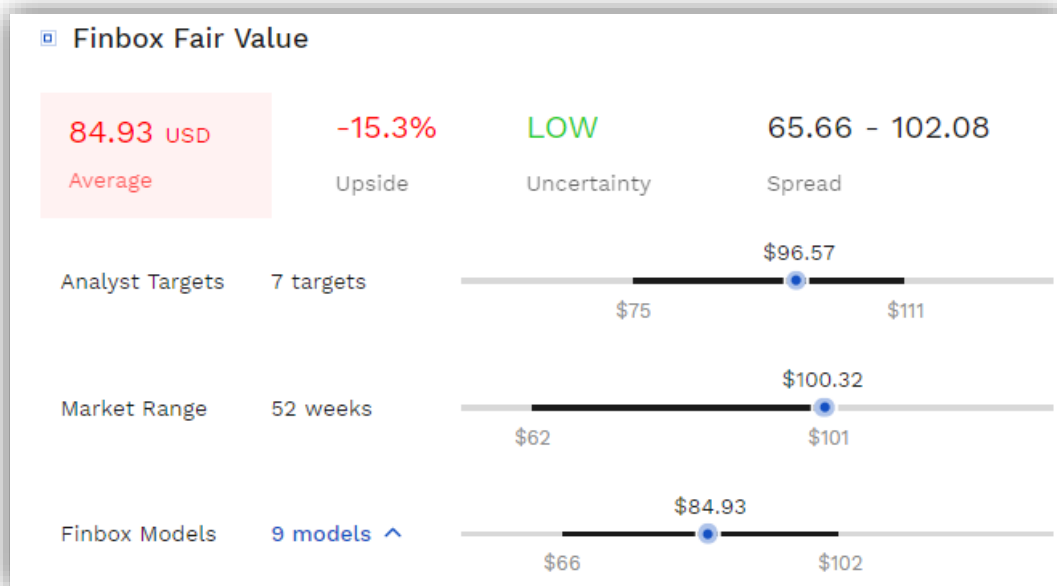
Over the last 17 years, insiders at Watts Water Technologies have traded over \$64,387,259 worth of Watts Water Technologies stock. The most active insider traders include Timothy P Horne, Merilee Raines, and Robert J Jr Pagano. On average, Watts Water Technologies executives and independent directors trade stock every 51 days with the average trade being worth of \$1,458,954. The most recent stock trade was executed by Elie Melhem on 4 December 2019, trading 2,139 units of WTS stock currently worth \$206,157.

## Corporate Governance

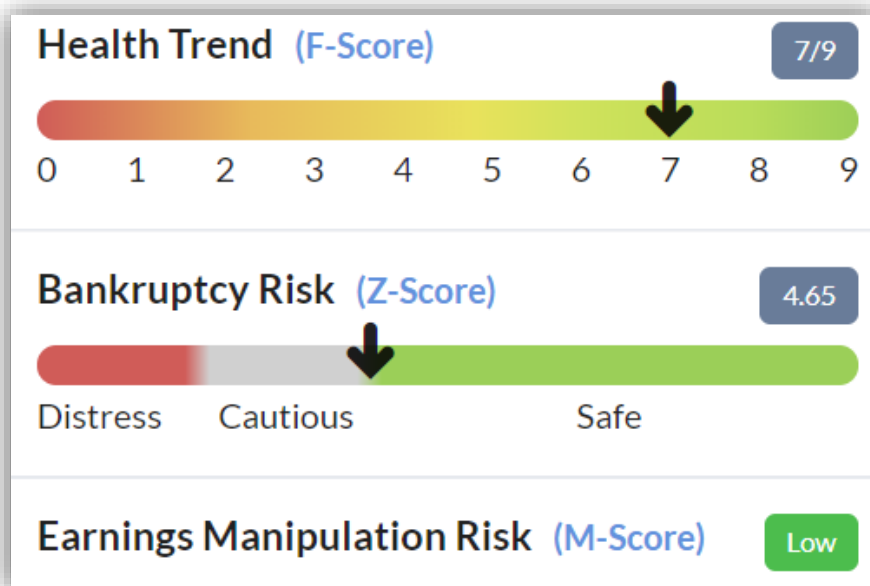
Watts Water Technologies, Inc.'s ISS Governance QualityScore as of October 4, 2019 is **7**. The pillar scores are Audit: **5**; Board: **1**; Shareholder Rights: **10**; Compensation: **4**.

## VALUATION

### Valuation Summary

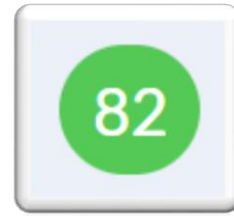


### Business Health



9

**Israel Chemicals**



## At a Glance

Stock Price	1 Year Stock Performance	Market Cap (m)	P/E	P/B	Dividend Yield	EBITDA (m)	Revenue (m)
4.66	-14.1%	6,054	11.65	1.54	3.7%	456	5,575
Free Cash Flow Yield	Return on Assets	Return on Common Equity	Debt / Equity	Gross Profit Margin	Revenue CAGR (5y)	EBIT CAGR (5y)	Basic EPS CAGR (5y)
4.7%	5.7%	13.3%	66.1%	35.7%	-2.4%	-8.0%	8.5%

## 10 Year Stock Performance



## Business Description

Israel Chemicals Ltd. operates as a specialty minerals and chemicals company worldwide. It operates in four segments: Industrial Products, Potash, Phosphate Solutions, and Innovative Ag Solutions (IAS).

- The Industrial Products segment produces bromine out of a solution that is a by-product of the potash production process, as well as bromine-based compounds; produces various grades of potash, salt, magnesium chloride, and magnesia products; and produces and markets phosphorous-based flame retardants and other phosphorus-based products.
- The Potash segment extracts potash from the Dead Sea; mines and produces potash and salt; produces Polysulphate; produces, markets, and sells magnesium and magnesium alloys, as well as related by-products, including chlorine and sylvinite; and sells salt.
- The Phosphate Solutions segment produces specialty products; produces and markets phosphate-based fertilizers, as well as sulphuric acid, green phosphoric acid, and phosphate fertilizers; and manufactures thermal phosphoric acid for various industrial end markets, such as oral care, cleaning products, paints and coatings, water treatment, asphalt modification, construction, and metal treatment. It also develops and produces functional food ingredients and phosphate additives for use in the processed meat, poultry, seafood, dairy, beverage, and baked goods markets; and produces milk and whey proteins for the food ingredients industry.
- The IAS segment develops, manufactures, markets, and sells fertilizers based primarily on nitrogen, potash, and phosphate, including water soluble specialty, liquid, soluble, and controlled-release fertilizers.

The company sells its products through marketing companies, agents, and distributors. Israel Chemicals Ltd. was founded in 1968 and is headquartered in Tel Aviv, Israel



# Fact Sheet

## ABOUT ICL

ICL is a global specialty minerals and chemicals company operating bromine, potash and phosphate mineral value chains in a unique, integrated business model. ICL extracts raw materials from well-positioned mineral assets and utilizes technology and industrial know-how to add value for customers in key agricultural and industrial markets worldwide. ICL focuses on strengthening leadership positions in all of its core value chains. It also plans to strengthen and diversify its offerings of innovative agro solutions by leveraging ICL's existing capabilities and agronomic know-how, as well as the Israeli technological ecosystem. ICL's operations are divided into four business divisions: Industrial Products (bromine value chain and complementary business); Potash; Phosphate Solutions ( $P_2O_5$  Chain); and Innovative Agro Solutions (IAS).

## COMPANY INFO (as of Nov 2019)

NYSE & TASE ticker: ICL  
 MARKET CAP: \$5,700M  
 BOOK VALUE: \$3,900M  
 SHARES OUTSTANDING: 1,284M  
 SHAREHOLDERS: Israel Corp 46%, public 54%  
 CREDIT RATING: BBB-  
 DIVIDEND YIELD (LTM June 2019): 4.3%  
 ND/EBITDA: 1.8  
 EMPLOYEES: ~11,000



**44**

Manufacturing plants in 13 countries worldwide



**4.9M**

Tonnes potash produced in 2018



**#1**

Producer of bromine globally with **280k** tonnes capacity



**240K**

Tonnes bromine compounds produced in 2018



**5M**

Tonnes phosphate rock produced in 2018



**1.2M**

Tonnes of green phosphoric acid and **290k** tonnes of white phosphoric acid produced in 2018

## DNA of Leadership

**#1**

Globally in bromine

**#3**

Most competitive globally in potash

**#1**

Globally in specialty phosphates

**#1**

Globally in phosphorus-based flame retardants

**#1**

In Western Europe in compound PK fertilizers

**#1**

Globally in soluble phosphate-based fertilizers

## Financial Overview

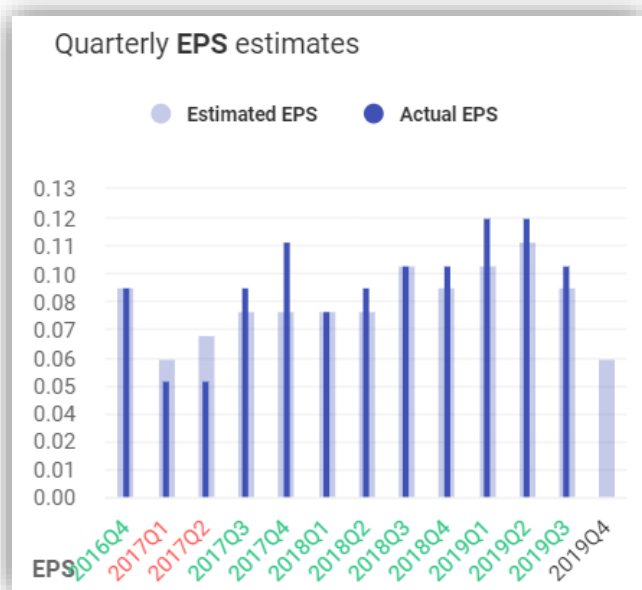
### Financial Brief

For the nine months ended 30 September 2019, Israel Chemicals Ltd revenues increased less than 1% to \$4.17B. Net income decreased 63% to \$427M. Revenues reflect Potash segment increase of 6% to \$1.07B, Industrial Products segment increase of 5% to \$1.02B, China segment increase of 19% to \$662M, Israel segment increase of 16% to \$186M, also reflect Other Activities segment decrease of 62% to \$25M, Phosphate Solutions segment decrease of 2% to \$1.5B.

### Financial Summary

Year End 31st Dec		2013	2014	2015	2016	2017	2018	TTM	2019E	2020E	CAGR / Avg
Total Revenue	\$m	6,272	6,111	5,405	5,363	5,418	5,556	5,575	5,432	5,606	-2.39%
Operating Profit	\$m	1,101	758	765	-3.00	629	1,519	834			6.64%
Net Profit	\$m	819	464	509	-122	364	1,240	509	533	557	8.66%
EPS Reported	\$	0.644	0.365	0.400	-0.096	0.285	0.969	0.398			8.50%
EPS Normalised	\$	0.649	0.403	0.459	0.158	0.287	0.409	0.398	0.403	0.420	-8.81%
EPS Growth	%	-36.6	-37.9	+13.8	-65.6	+81.5	+42.8	-2.87	-1.54	+4.22	
PE Ratio	x						11.4	11.7	11.6	11.1	
PEG									2.74	1.41	
<b>Profitability</b>											
Operating Margin	%	17.6	12.4	14.2	-0.056	11.6	27.3	15.0			13.8%
ROA	%		5.68	5.84	-1.38	4.22	14.2	5.69			
ROCE	%	18.3	11.9	10.9	-0.046	9.85	22.4	11.4			12.2%
ROE	%		14.0	17.0	-4.36	13.4	37.3	13.3			15.5%
<b>Cashflow</b>											
Op. Cashflow ps	\$	0.887	0.698	0.451	0.759	0.659	0.488	0.789			-11.3%
Capex ps	\$	0.668	0.657	0.487	0.496	0.358	0.447	0.467			-7.72%
Free Cashflow ps	\$	0.219	0.041	-0.036	0.262	0.301	0.041	0.321			-28.3%
<b>Dividends</b>											
Ex-date: 3 Dec / Paid: 18 Dec											
Dividend ps	\$	0.043	0.246	0.277	0.162	0.150	0.178	0.211	0.217	0.210	32.9%
Dividend Growth	%	-94.0	+475	+12.3	-41.5	-7.39	+18.5	+18.5	+22.1	-3.23	
Dividend Yield	%						3.81	4.52	4.66	4.51	
Dividend Cover	x	15.0	1.48	1.45	-0.592	1.90	5.45	1.89	1.86	2.00	
<b>Balance Sheet</b>											
Cash etc	\$m	285	247	248	116	173	213	187			-5.64%
Working Capital	\$m	1,082	1,137	939	548	397	779	916			-6.35%
Net Fixed Assets	\$m	4,159	4,424	5,043	5,183	5,281	5,331				5.09%
Net Debt	\$m	1,744	2,659	3,230	3,268	3,037	2,212	2,390			
Book Value	\$m	3,654	2,974	3,028	2,574	2,859	3,781	3,901			0.686%
Average Shares	m	1,270	1,270	1,272	1,273	1,277	1,280	1,280			0%
Book Value ps	\$	2.87	2.34	2.38	2.02	2.24	2.95	3.05			0.565%

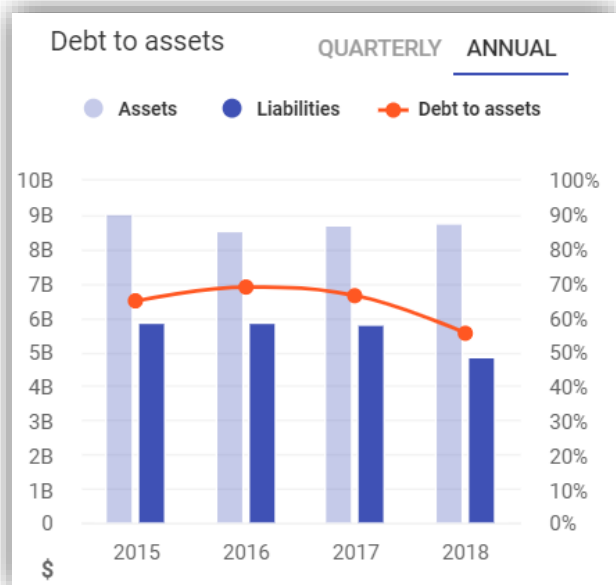
## Earnings Per Share



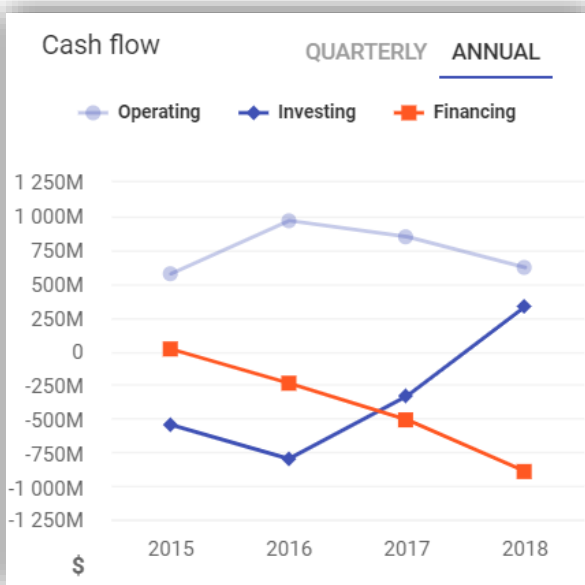
## Profit Margin



## Debt To Assets



## Cash Flow





## Management Assessment

### Executives

Insider	Title	Age	Since	Compensation
<a href="#">Ruth Ralbag</a>	External Independent Director	58	2018	
<a href="#">Lior Reitblatt</a>	Independent Director	60	2017	
<a href="#">Reem Aminoach</a>	Independent Director	57	2017	
<a href="#">Avisar Paz</a>	Director	62	2001	
<a href="#">Aviad Kaufman</a>	Director	48	2014	
<a href="#">Nadav Kaplan</a>	Director	73	2018	
<a href="#">Sagi Kabla</a>	Director	42	2016	
<a href="#">Ovadia Eli</a>	Director	73	2011	
<a href="#">Yoav Doppelt</a>	Director	50	2018	
<a href="#">Rani Loebenstein</a>	Senior Vice President-Corporate Relations	46	2017	
<a href="#">Lilach Harel</a>	Senior Vice President and Global General Counsel		2019	
<a href="#">Ilana Fahima</a>	Executive Vice President and ICL Global Human Resources		2018	
<a href="#">Charles Weidhas</a>	Chief Operating Officer	58	2016	
<a href="#">Anat Tal-Ktalav</a>	President and ICL Industrial Products Division		2018	
<a href="#">Ofer Lifshitz</a>	President and ICL Phosphate Solutions Division	59	2018	
<a href="#">Eli Glazer</a>	President of ICL's Phosphate Solutions Division	62	2018	
<a href="#">Kobi Altman</a>	Chief Financial Officer	49	2015	
<a href="#">Raviv Zoller</a>	Chief Executive Officer	55	2018	
<a href="#">Johanan Locker</a>	Executive Chairman of the Board	62	2016	

### CEO Biography

Raviv Zoller has been appointed Chief Executive Officer at Israel Chemicals Ltd. effective May 14, 2018. Mr. Zoller's work experience includes the following roles: Chief Executive Officer at I.D.I. Insurance Company Ltd (May 1, 2008-2018), Chairman at Artemis Investments Ltd, Chairman of Ethiopian National Project, Chairman at Pach Vetzevah Ltd, Chairman at I.D.I Issuing (2010) Ltd and Director at The Zinman College of Physical Education and Sport Sciences at the Wingate Institute. He holds a Bachelors degree in Accounting and Economics from Tel Aviv University. He is a Certified Public Accountant.

## VALUATION

### Valuation Summary

#### Finbox Fair Value

5.01 USD

Average

7.5%

Upside

LOW

Uncertainty

3.69 - 6.79

Spread

Analyst Targets

4 targets

\$5.81

\$5

\$7

Market Range

52 weeks

\$4.66

\$4

\$6

Finbox Models

9 models ^

\$5.01

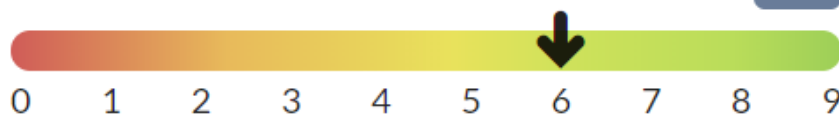
\$4

\$7

### Business Health

#### Health Trend (F-Score)

6/9



#### Bankruptcy Risk (Z-Score)

2.33



#### Earnings Manipulation Risk (M-Score)

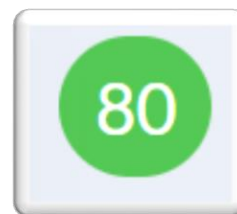
Low

10

**Tetra Tech**

## Tetra Tech Inc.

## Stockopedia StockRank™



### At a Glance

Stock Price	1 Year Stock Performance	Market Cap (m)	P/E	P/B	Dividend Yield	EBITDA (m)	Revenue (m)
87.04	75.3%	4,751	29.62	4.75	0.7%	237	2,390
Free Cash Flow Yield	Return on Assets	Return on Common Equity	Debt / Equity	Gross Profit Margin	Revenue CAGR (5y)	EBIT CAGR (5y)	Basic EPS CAGR (5y)
3.9%	7.7%	16.2%	29.1%	17.1%	5.1%	16.9%	11.4%

### 10 Year Stock Performance



## Business Description

Tetra Tech, Inc. provides consulting and engineering services worldwide. It operates through Government Services Group (GSG) and Commercial/International Services Group (CIG) segments.

- The GSG segment offers early data collection and monitoring, data analysis and information technology, science and engineering applied research, engineering design, construction management, and operations and maintenance services; and climate change and energy management consulting, as well as greenhouse gas inventory assessment, certification, reduction, and management services. This segment serves federal, state, and local governments, and development agencies in water resources analysis and water management, environmental monitoring, data analytics, government consulting, waste management, and a range of civil infrastructure master planning and engineering design markets.
- The CIG segment provides early data collection and monitoring, data analysis and information management, feasibility studies and assessments, science and engineering applied research, engineering design, construction management, and operations and maintenance services. This segment serves natural resources, energy, and utilities markets, as well as civil infrastructure master planning and engineering design markets.

Tetra Tech, Inc. was founded in 1966 and is headquartered in Pasadena, California.

## Fiscal 2020 Outlook



# Tetra Tech: A company built on: *Leading with Science®*

Leverage  
Technology and  
Advanced  
Analytics

2020's

Addressing  
world needs in  
water,  
environment &  
sustainability

Expanded  
Disaster Mgmt.  
Added Australia  
& UK

2010's

• Cloud- based  
disaster  
recovery  
services

Expanded Int.  
Dev. Mkt.  
Added Canada

2000's

• Largest ever  
sediment  
restoration  
project

#1 EPA  
Consultant

1990's

• First pc-based  
water models  
to asses water  
quality

Added  
Environmental  
Restoration

1980's

• First surveys  
of arctic  
using remote  
telemetry

U.S. Federal  
Expanded

1970's

• First  
underwater  
robots &  
sensors

U.S. Water  
Founded

1966

• First  
physical  
water  
models

## ENR 2019 Rankings

#1	Water
#1	Environmental Management
#1	Solid Waste
#1	Wind Power
#1	Treatment/Desalination
#1	Hydro Plants
#1	Dams & Reservoirs

## Global Associates 20,000

U.S.	11,000
Canada	4,000
Australia	3,000
UK	2,000

## Financial Overview

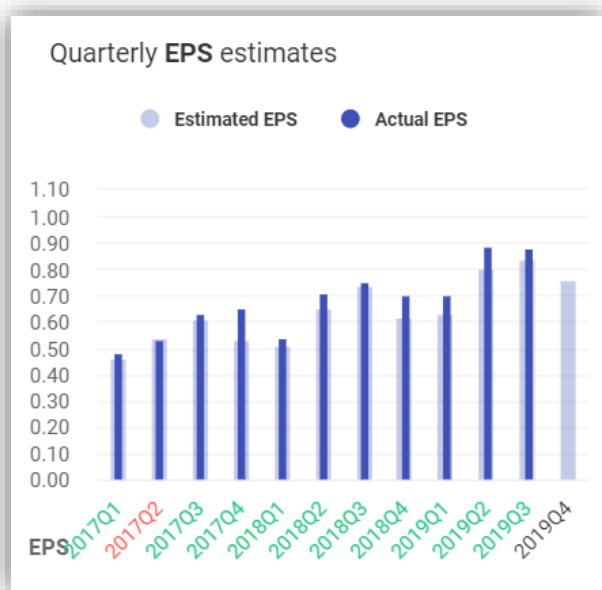
### Financial Brief

For the fiscal year ended 29 September 2019, Tetra Tech, Inc. revenues increased 9% to \$2.39B. Net income before extraordinary items increased 28% to \$156.1M. Revenues reflect GSG segment increase of 7% to \$1.82B, CIG segment increase of 1% to \$1.34B, Foreign Countries segment increase of 17% to \$859.6M, United States segment increase of 1% to \$2.25B. Net income benefited from GSG segment income increase of 10% to \$185.3M.

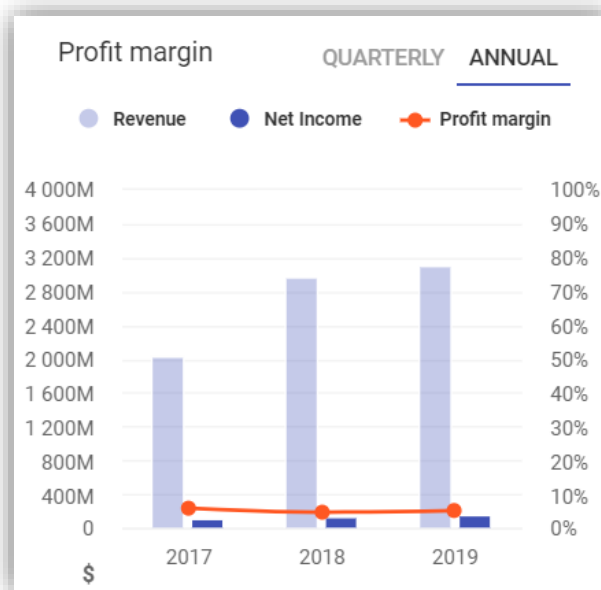
## Financial Summary

Year End 29th Sep		2014	2015	2016	2017	2018	2019	2020E	2021E	CAGR / Avg
Total Revenue	\$m	1,860	1,719	1,929	2,034	2,201	2,390	2,527	2,632	5.14%
Operating Profit	\$m	154	87.7	136	183	190	189			4.18%
Net Profit	\$m	108	39.1	83.8	118	137	159	190	204	7.94%
EPS Reported	\$	1.66	0.635	1.42	2.04	2.16	2.79			10.9%
EPS Normalised	\$	1.66	1.12	1.64	2.04	2.16	3.08	3.44	3.71	13.1%
EPS Growth	%	+210	-32.8	+47.2	+23.8	+6.06	+42.6	+11.7	+7.77	
PE Ratio	x						28.3	25.3	23.5	
PEG							2.42	3.26	2.45	
<b>Profitability</b>										
Operating Margin	%	8.27	5.10	7.04	9.01	8.64	7.90			7.66%
ROA	%		2.34	4.99	6.37	6.33	7.60			
ROCE	%	12.1	7.91	10.3	13.4	14.2	13.7			11.9%
ROE	%		4.18	9.71	13.1	12.9	16.0			11.2%
<b>Cashflow</b>										
Op. Cashflow ps	\$	1.96	2.65	2.41	2.38	3.12	3.73			13.8%
Capex ps	\$	0.298	0.395	0.203	0.168	0.172	0.290			-0.562%
Free Cashflow ps	\$	1.66	2.25	2.21	2.21	2.95	3.44			15.7%
<b>Dividends</b> <small>Ex-date: 29 Nov / Paid: 13 Dec</small>										
Dividend ps	\$	0.140	0.300	0.340	0.380	0.440	0.540	0.615	0.600	31.0%
Dividend Growth	%		+114	+13.3	+11.8	+15.8	+22.7	+13.9	-2.44	
Dividend Yield	%						0.620	0.707	0.689	
Dividend Cover	x	11.9	2.12	4.18	5.36	4.91	5.17	5.59	6.18	
<b>Balance Sheet</b>										
Cash etc	\$m	122	135	160	190	146	121			-0.271%
Working Capital	\$m	395	373	454	504	432	310			-4.73%
Net Fixed Assets	\$m	101	93.8	98.4	93.1	94.1	126			4.68%
Net Debt	\$m	81.5	57.6	187	167	131	156			
Book Value	\$m	1,012	856	869	928	967	989			-0.455%
Average Shares	m	65	62	59	58	57	56			-3%
Book Value ps	\$	16.2	14.4	15.2	16.6	17.5	18.1			2.32%

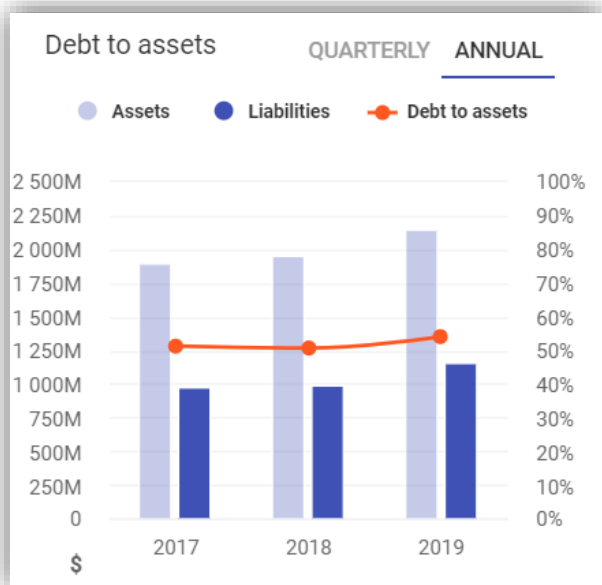
## Earnings Per Share



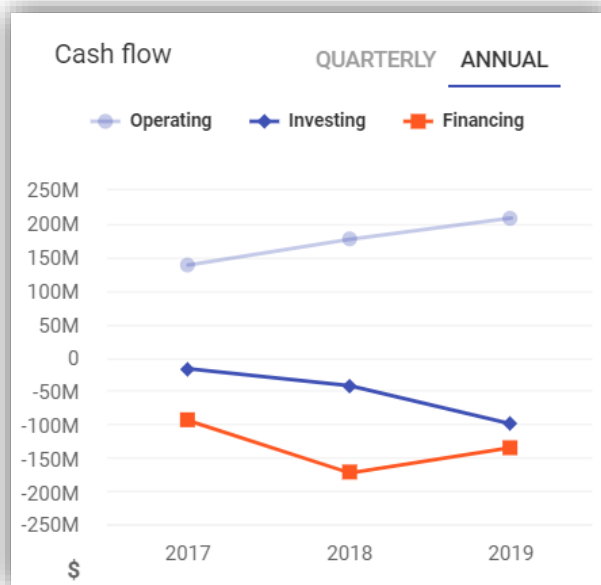
## Profit Margin



## Debt To Assets



## Cash Flow





## Management Assessment

### Executives

Insider	Title	Age	Since	Compensation
<a href="#">Dan Batrack</a>	Chairman of the Board and Chief Executive Officer	60	2019	\$5,997,320
<a href="#">Steven Burdick</a>	Chief Financial Officer and Executive Vice President	54	2017	\$1,664,890
<a href="#">Leslie Shoemaker</a>	President	61	2019	\$1,567,500
<a href="#">Roger Argus</a>	Senior Vice President, President of GSG, and President of the U.S. Government Division of GSG	57	2017	\$1,256,350
<a href="#">Richard Lemmon</a>	Senior Vice President - Corporate Administration	59	2000	\$1,014,740
<a href="#">Albert Smith</a>	Presiding Independent Director	69	2017	\$328,039
<a href="#">Hugh Grant</a>	Independent Director	82	2003	\$327,039
<a href="#">James Thompson</a>	Independent Director	67	2007	\$314,539
<a href="#">Kirsten Volpi</a>	Independent Director	54	2013	\$308,539
<a href="#">John Lewis</a>	Independent Director	62	2017	\$308,539
<a href="#">Joanne Maguire</a>	Independent Director	65	2016	\$308,039
<a href="#">Patrick Haden</a>	Independent Director	66	1992	\$304,039
<a href="#">Kimberly Ritrievi</a>	Independent Director	60	2013	\$302,539
<a href="#">Gary Birkenbeuel</a>	Independent Director	61	2018	\$151,158
<a href="#">Bernard Teufele</a>	Senior Vice President, President of the Canada, and South America Division of CIG	53	2017	
<a href="#">Mark Rynning</a>	Senior Vice President and President of the U.S. Infrastructure Division of GSG	57	2017	
<a href="#">Brendan O'Rourke</a>	Senior Vice President and Enterprise Risk Management	45	2018	
<a href="#">William Brownlie</a>	Senior Vice President, Chief Engineer, and Corporate Risk Management Officer	65	2013	
<a href="#">Jan Auman</a>	Senior Vice President and President of the Global Development Services Division of GSG	63	2017	
<a href="#">Derek Amidon</a>	Senior Vice President and President of the Commercial Account Management Division of CIG	51	2017	
<a href="#">Preston Hopson</a>	Senior Vice President, General Counsel, and Secretary	42	2018	
<a href="#">Craig Christensen</a>	Senior Vice President and Chief Information Officer	65	2006	
<a href="#">Brian Carter</a>	Senior Vice President, Chief Accounting Officer, and Corporate	51	2012	

### CEO Biography

Dan L. Batrack is Chairman of the Board, Chief Executive Officer of Tetra Tech, Inc. he was President of the company. Mr. Batrack joined our predecessor in 1980 and was named Chairman in January 2008. He has served as our Chief Executive Officer and a director since November 2005, and as our President since October 2008. Mr. Batrack has served in numerous capacities over the last 30 years, including project scientist, project manager, operations manager, Senior Vice President and President of an operating unit. He has managed complex programs for many small and Fortune 500 clients, both in the United States and internationally. Mr. Batrack holds a B.A. degree in Business Administration from the University of Washington.

### Insider Trading

Over the last 17 years, insiders at Tetra Tech have traded over \$13,039,214 worth of Tetra Tech stock and bought 22,010 units worth \$344,521 . The most active insider traders include Dan L Batrack, Richard A Lemmon, and Albert E Smith. On average, Tetra Tech executives and independent directors trade

stock every 15 days with the average trade being worth of \$883,282. The most recent stock trade was executed by Hugh M Grant on 12 December 2019, trading 8,000 units of TTEK stock currently worth \$162,240.

## Corporate Governance

Tetra Tech, Inc.'s ISS Governance QualityScore as of October 4, 2019 is **1**. The pillar scores are Audit: **1**; Board: **3**; Shareholder Rights: **2**; Compensation: **2**.

## VALUATION

### Valuation Summary

#### Finbox Fair Value

63.95 USD

Average

-26.5%

Upside

LOW

Uncertainty

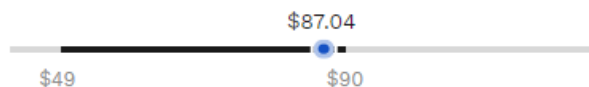
51.45 - 74.41

Spread

Analyst Targets 7 targets



Market Range 52 weeks



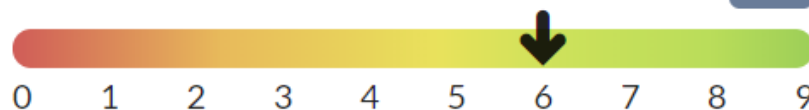
Finbox Models 9 models ^



### Business Health

#### Health Trend (F-Score)

6/9



#### Bankruptcy Risk (Z-Score)

7.47



#### Earnings Manipulation Risk (M-Score)

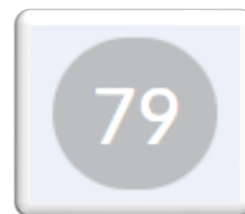
Low

11

**Ilex Corp**

Ilex Corp.

Stockopedia StockRank™



## At a Glance

Stock Price	1 Year Stock Performance	Market Cap (m)	P/E	P/B	Dividend Yield	EBITDA (m)	Revenue (m)
172.76	44.1%	13,140	30.65	6.05	1.2%	680	2,503
Free Cash Flow Yield	Return on Assets	Return on Common Equity	Debt / Equity	Gross Profit Margin	Revenue CAGR (5y)	EBIT CAGR (5y)	Basic EPS CAGR (5y)
3.5%	11.7%	20.2%	42.4%	45.4%	4.2%	7.8%	11.5%

## 10 Year Stock Performance



## Business Description

IDEX Corporation, through its subsidiaries, operates as an applied solutions company worldwide. The company operates through three segments: Fluid & Metering Technologies (FMT), Health & Science Technologies (HST), and Fire & Safety/Diversified Products (FSDP).

- The FMT segment designs, produces, and distributes positive displacement pumps, flow meters, injectors, and other fluid-handling pump modules and systems, as well as offers flow monitoring and other services for the food, chemical, general industrial, water and wastewater, agricultural, and energy industries.
- The HST segment designs, produces, and distributes precision fluidics, rotary lobe pumps, centrifugal and positive displacement pumps, roll compaction, and drying systems for use in beverage, food processing, pharmaceutical, and cosmetics; pneumatic components and sealing solutions, such as pumping solutions for analytical instrumentation, clinical diagnostics, and drug discovery; sealing components; biocompatible medical devices and implantables; and air compressors for medical, dental, and industrial applications. This segment also provides optical components and coatings for scientific research, defense, biotechnology, aerospace, telecommunications, and electronics manufacturing applications; laboratory and commercial equipment for the production of micro and nano scale materials; precision photonic solutions for life sciences, research, and defense markets; and precision gear and peristaltic pump technologies.
- The FSDP segment designs, produces, and distributes firefighting pumps, valves, rescue tools, lifting bags, and other components and systems for the fire and rescue industry; engineered stainless steel banding and clamping devices for various industrial and commercial applications; and precision equipment for dispensing, metering, and mixing colorants and paints used in retail and commercial businesses.

The company was incorporated in 1987 and is headquartered in Lake Forest, Illinois.

## IDEX Corporation Overview

**\$2.5 BILLION SUPPLIER** of highly engineered industrial and technology solutions for mission critical niches

Differentiated **style of competition** and unique **operating approach** that create defensible competitive “moats” and superior performance

Our objective is to provide **consistent DOUBLE-DIGIT EARNINGS GROWTH** and **STRONG CASH FLOW** with **SUPERIOR RETURN** on invested capital



2018 Revenue  
**\$2.5B**

2018 EBITDA%  
**~27%**

2018 Free Cash Flow  
**\$423M+**

Employees  
**~8,000**

## Financial Overview

### Financial Brief

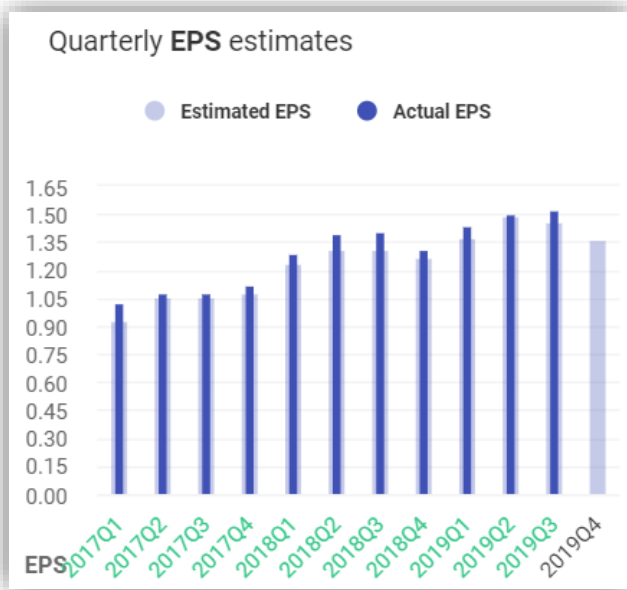
For the nine months ended 30 September 2019, IDEX Corporation revenues increased 1% to \$1.89B. Net income before extraordinary items increased 5% to \$328.7M. Revenues reflect an increase in demand for the Company's products and services due to favorable market conditions. Net income benefited from Corporate Office/Other segment loss decrease of 6% to \$37.8M. Dividend per share increased from \$1.23 to \$1.43.

### Financial Summary

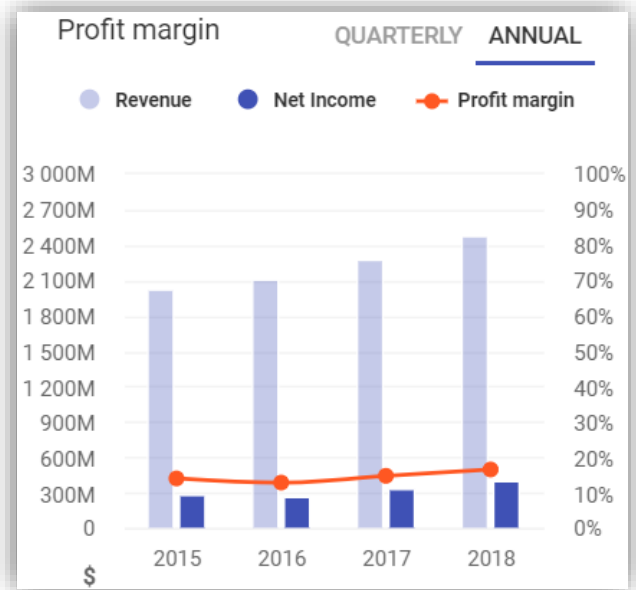
Year End 31st Dec		2013	2014	2015	2016	2017	2018	TTM	2019E	2020E	CAGR / Avg
Total Revenue	\$m	2,024	2,148	2,021	2,113	2,287	2,484	2,503	2,507	2,559	4.18%
Operating Profit	\$m	396	431	437	412	503	569	584			7.55%
Net Profit	\$m	255	279	283	271	337	411	427	445	457	9.98%
EPS Reported	\$	3.09	3.46	3.63	3.53	4.36	5.23	5.51			11.1%
EPS Normalised	\$	3.09	3.58	3.56	3.78	4.35	5.35	5.69	5.82	6.00	11.6%
EPS Growth	%	+86.9	+15.8	-0.489	+6.09	+15.1	+22.9	+6.44	+8.73	+3.13	
PE Ratio	x						32.3	30.3	29.7	28.8	
PEG							3.70	3.47	9.49	4.30	
<b>Profitability</b>											
Operating Margin	%	19.5	20.1	21.6	19.5	22.0	22.9	23.3			20.9%
ROA	%		9.65	9.91	9.10	10.3	11.8	11.7			
ROCE	%	15.3	17.3	17.5	14.5	16.5	18.3	17.5			16.6%
ROE	%		18.3	19.3	18.2	19.7	20.9	20.0			19.3%
<b>Cashflow</b>											
Op. Cashflow ps	\$	4.87	4.56	4.62	5.21	5.60	6.18	6.88			4.89%
Capex ps	\$	0.382	0.595	0.561	0.498	0.567	0.775	0.687			15.2%
Free Cashflow ps	\$	4.49	3.96	4.06	4.71	5.03	5.41	6.19			3.80%
<b>Dividends</b>											
Ex-date: 14 Jan / Paid: 30 Jan											
Dividend ps	\$	0.890	1.07	1.24	1.34	1.45	1.66	1.86	1.92	2.04	13.3%
Dividend Growth	%	+15.6	+20.2	+15.9	+8.06	+8.21	+14.5	+12.0	+15.8	+6.14	
Dividend Yield	%						0.961	1.08	1.11	1.18	
Dividend Cover	x	3.48	3.23	2.93	2.64	3.01	3.15	2.96	3.02	2.94	
<b>Balance Sheet</b>											
Cash etc	\$m	440	509	328	236	376	466	516			1.19%
Working Capital	\$m	686	664	553	514	643	728	820			1.18%
Net Fixed Assets	\$m	236	235	258	264	277	300				4.92%
Net Debt	\$m	334	350	513	779	483	382	333			
Book Value	\$m	1,573	1,486	1,443	1,544	1,887	1,995	2,163			4.86%
Average Shares	m	82	81	78	77	77	78	77			-1%
Book Value ps	\$	19.4	18.9	18.9	20.2	24.6	26.3	28.4			6.27%



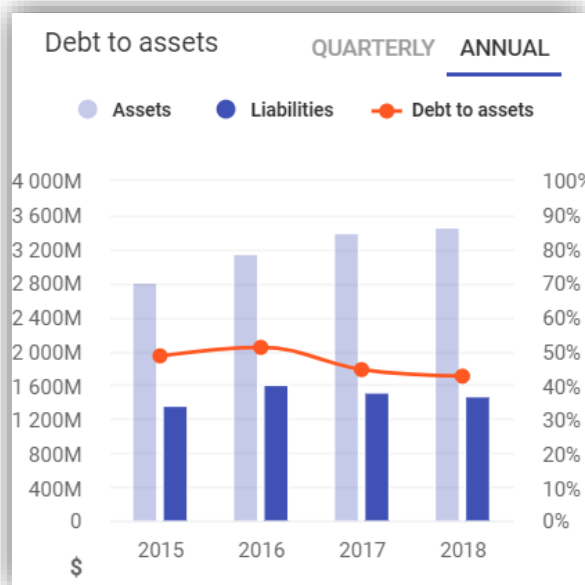
## Earnings Per Share



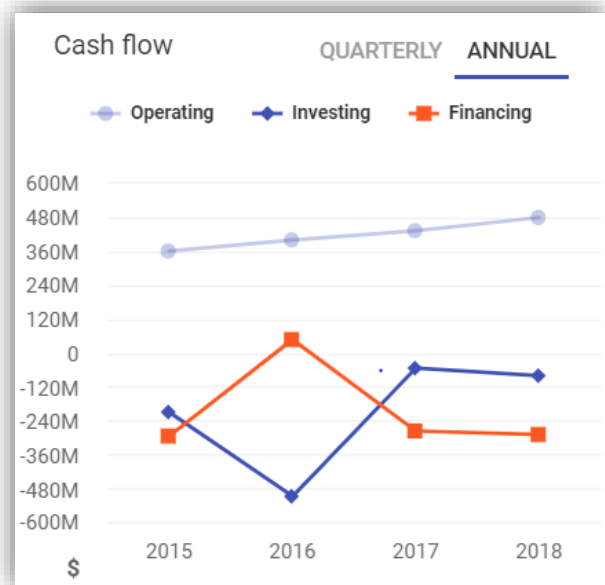
## Profit Margin



## Debt To Assets



## Cash Flow



## Management Assessment

### Executives

Insider	Title	Age	Since	Compensation
<b>Andrew Silvernail</b>	Chairman of the Board, President, and Chief Executive Officer	48	2014	\$10,125,600
<b>Eric Ashleman</b>	Chief Operating Officer and Senior Vice President	51	2015	\$3,323,000
<b>William Grogan</b>	Chief Financial Officer and Senior Vice President	40	2017	\$2,450,600
<b>Denise Cade</b>	Senior Vice President, General Counsel, and Corporate Secretary	56	2015	\$2,262,060
<b>Jeffrey Bucklew</b>	Chief Human Resource Officer and Senior Vice President	48	2012	\$1,837,840
<b>Michael Yates</b>	Chief Accounting Officer and Vice President	53	2017	\$1,527,780
<b>Daniel Salliotte</b>	Senior Vice President - Corporate Development	52	2018	\$1,407,630
<b>Mark Beck</b>	Independent Director	53	2018	\$255,247
<b>William Cook</b>	Lead Independent Director	65	2015	\$251,500
<b>Ernest Mrozek</b>	Independent Director	65	2010	\$240,000
<b>Cynthia Warner</b>	Independent Director	60	2013	\$225,000
<b>Livingston Satterthwaite</b>	Independent Director	58	2011	\$225,000
<b>David Parry</b>	Independent Director	65	2012	\$225,000
<b>Katrina Helmkamp</b>	Independent Director	52	2015	\$215,000
<b>Mark Buthman</b>	Independent Director	58	2016	\$215,000
<b>Carl Christenson</b>	Director	59	2019	
<b>James MacLennan</b>	Senior Vice President and Chief Information Officer	55	2012	

### CEO Biography

Andrew K. Silvernail is an Chairman of the Board, President and Chief Executive Officer of the company. Mr. Silvernail was appointed Chairman of the Board effective January 1, 2012. Mr. Silvernail has served as President and Chief Executive Officer and a director of the Company since August 10, 2011. Prior to his appointment as President and Chief Executive Officer, Mr. Silvernail served since January 2011 as Vice President Group Executive of the Company's Health & Science Technologies, Global Dispensing and Fire & Safety/Diversified Products business segments.

From February 2010 to December 2010, Mr. Silvernail was Vice President Group Executive of the Company's Health & Sciences Technologies and Global Dispensing business segments. Mr. Silvernail joined IDEX in January 2009 as Vice President Group Executive of Health & Science Technologies. Mr. Silvernail's relevant experience with engineering and technology industries in general, together with his extensive management experience, led to the conclusion that he should serve on the Board of Directors.

Mr. Silvernail received a bachelor of science degree in government from Dartmouth College and a master of business administration degree from Harvard University. Mr. Silvernail is a director of Stryker Corporation.

## Insider Trading

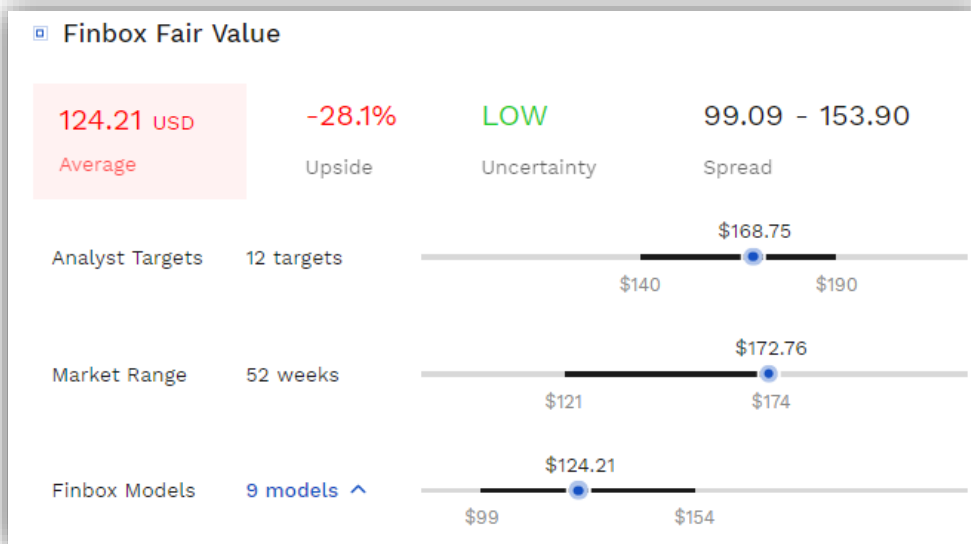
Over the last 17 years, insiders at IDEX have traded over \$34,042,819 worth of IDEX stock. The most active insider traders include Michael T Tokarz, Frank S Hermance, and William M Cook. On average, IDEX executives and independent directors trade stock every 22 days with the average trade being worth of \$2,285,269. The most recent stock trade was executed by Michael J Yates on 27 November 2019, trading 14,871 units of IEX stock currently worth \$2,420,404.

## Corporate Governance

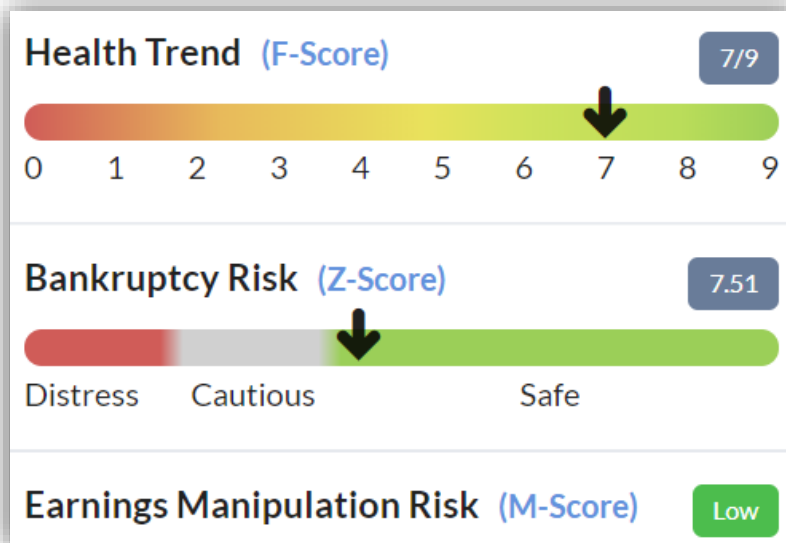
IDEX Corporation's ISS Governance QualityScore as of October 4, 2019 is **8**. The pillar scores are Audit: **1**; Board: **4**; Shareholder Rights: **10**; Compensation: **2**.

## VALUATION

### Valuation Summary



### Business Health

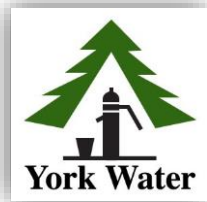


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**York Water Co.**

## York Water Co.

## Stockopedia StockRank™



### At a Glance

Stock Price	1 Year Stock Performance	Market Cap (m)	P/E	P/B	Dividend Yield	EBITDA (m)	Revenue (m)
44.95	47.2%	584	40.77	4.54	1.5%	30	51
Free Cash Flow Yield	Return on Assets	Return on Common Equity	Debt / Equity	Gross Profit Margin	Revenue CAGR (5y)	EBIT CAGR (5y)	Basic EPS CAGR (5y)
-0.6%	4.2%	11.5%	78.3%	80.0%	2.7%	0.4%	6.8%

### 10 Year Stock Performance






## Business Description

The York Water Company impounds, purifies, and distributes drinking water. It also owns and operates three wastewater collection systems and two wastewater treatment systems; and two reservoirs, including Lake Williams and Lake Redman, which hold approximately 2.2 billion gallons of water. In addition, the company has a 15-mile pipeline from the Susquehanna River to Lake Redman; and owns seven wells that supply water to its customers in Carroll Valley Borough and Cumberland Township, Adams County.

It serves customers in 39 municipalities within York County and 9 municipalities within Adams County, Pennsylvania. The company serves various customers in the fixtures and furniture, electrical machinery, food product, paper, ordnance unit, textile product, air conditioning system, laundry detergent, barbell, and motorcycle industries. The York Water Company was founded in 1816 and is headquartered in York, Pennsylvania.




### The York Water Company

[www.yorkwater.com](http://www.yorkwater.com)

Investor Relations: Molly Norton, 717-718-2942, [mollyn@yorkwater.com](mailto:mollyn@yorkwater.com)

#### Service Territory



The Company serves 48 municipalities, located in south-central Pennsylvania, 40 miles north of Baltimore, Maryland.

#### Corporate Profile

**The York Water Company, the oldest investor-owned utility in the United States, has functioned continuously since 1816.**

The Company is engaged in the business of impounding, purifying and distributing water and collecting and treating wastewater within its franchised territory, and is regulated by the Pennsylvania Public Utility Commission. The Company serves an estimated population of 199,000 through approximately 70,263 water and wastewater connections, as of December 31, 2018.

#### Market Data @ 11/12/2019

**NASDAQ Market Symbol - YORW**

Closing Price	\$41.81
52 Week Range	\$29.88-\$45.73
Shares Outstanding	12,988,000
Market Capitalization	\$548 million
Institutional Ownership	30%
Avg. Daily Volume	33,733

#### Investment Performance

**Dividends have been consecutively paid since the Company's founding in 1816, for 203 years.**

Dividends have been increased for 22 consecutive years.

S&P A- Corporate Credit Rating

~2.5-3.0% Dividend Yield

Longest consecutive dividend record in America!



## Financial Overview

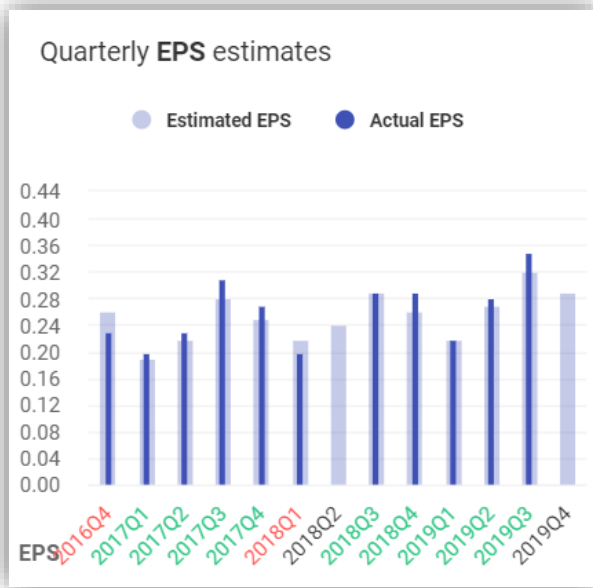
### Financial Brief

For the nine months ended 30 September 2019, York Water Co revenues increased 6% to \$38.6M. Net income increased 14% to \$11M. Revenues reflect Water Utility Service- Residential segment increase from \$8M to \$24.1M, Water utility service- Commercial and industrial segment increase from \$3.6M to \$10.6M. Net income benefited from Interest on debt decrease of 4% to \$3.9M (expense).

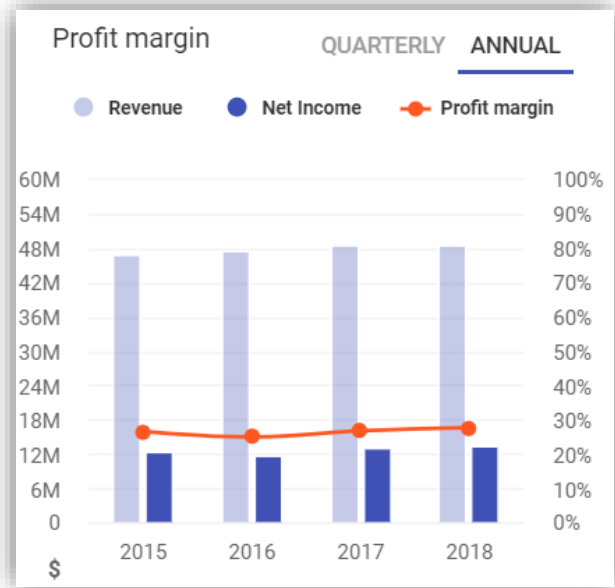
### Financial Summary

Year End 31st Dec		2013	2014	2015	2016	2017	2018	TTM	2019E	2020E	CAGR / Avg
Total Revenue	\$m	42.4	45.9	47.1	47.6	48.6	48.4	50.6	52.0	54.0	2.71%
Operating Profit	\$m	20.8	22.1	22.7	22.9	23.7	22.5	23.7			1.64%
Net Profit	\$m	9.65	11.5	12.5	11.8	13.0	13.4	14.7	14.3	15.4	6.74%
EPS Reported	\$	0.747	0.892	0.973	0.922	1.02	1.04	1.13			6.78%
EPS Normalised	\$	0.747	0.874	0.973	0.920	1.02	1.04	1.13	1.15	1.19	6.78%
EPS Growth	%	+3.12	+17.1	+11.3	-5.45	+10.9	+1.61	+9.42	+10.5	+3.49	
PE Ratio	x						43.4	39.6	39.3	37.9	
PEG							4.15	3.79	11.2	4.73	
<b>Profitability</b>											
Operating Margin	%	49.0	48.1	48.1	48.1	48.8	46.5	46.8			48.1%
ROA	%		3.91	4.06	3.75	4.02	3.95	4.16			
ROCE	%	7.56	7.40	7.45	7.33	7.34	6.74	6.89			7.30%
ROE	%		11.0	11.7	10.6	11.2	10.9	11.5			11.1%
<b>Cashflow</b>											
Op. Cashflow ps	\$	1.43	1.46	1.61	1.51	1.57	1.42	1.35			-0.034%
Capex ps	\$	0.762	1.10	1.08	1.02	1.91	1.31	1.51			11.4%
Free Cashflow ps	\$	0.664	0.359	0.535	0.483	-0.350	0.115	-0.154			-29.5%
<b>Dividends</b> <small>Ex-date: 30 Dec / Paid: 15 Jan</small>											
Dividend ps	\$	0.696	0.579	0.604	0.627	0.647	0.673	0.693	0.683		-0.675%
Dividend Growth	%	+29.2	-16.9	+4.35	+3.76	+3.27	+4.00	+2.99	+1.47		
Dividend Yield	%						1.50	1.54	1.52	0.000	
Dividend Cover	x	1.07	1.54	1.61	1.47	1.58	1.54	1.64	1.68		
<b>Balance Sheet</b>											
Cash etc	\$m	7.57	1.49	2.88	4.21	0.002	0.002	0.002			-80.7%
Working Capital	\$m	7.39	5.30	5.38	4.44	-0.534	-1.83	-7.03			
Net Fixed Assets	\$m	267	293	299	308	323	336				4.69%
Net Debt	\$m	77.4	83.4	81.7	80.4	91.1	94.4	101			
Book Value	\$m	104	105	109	114	119	126	132			4.04%
Average Shares	m	13	13	13	13	13	13	13			0%
Book Value ps	\$	7.98	8.15	8.51	8.87	9.28	9.75	10.2			4.10%

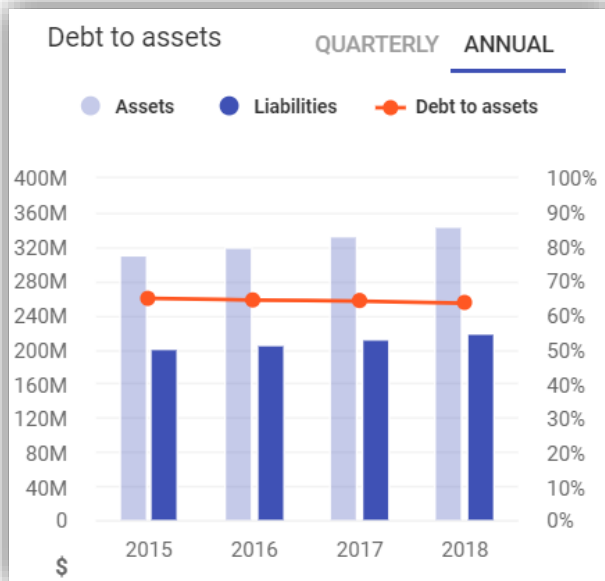
## Earnings Per Share



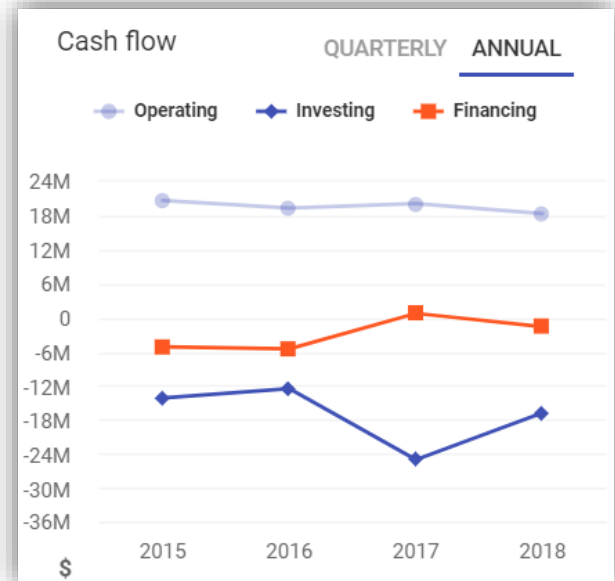
## Profit Margin



## Debt To Assets



## Cash Flow



## Management Assessment

### Executives

Insider	Title	Age	Since	Compensation
<a href="#">Jeffrey Hines</a>	President, Chief Executive Officer, and Director	57	2008	\$362,214
<a href="#">Joseph Hand</a>	Chief Operating Officer	56	2008	\$260,996
<a href="#">Mark Snyder</a>	Vice President - Engineering	48	2009	\$203,219
<a href="#">Matthew Poff</a>	Chief Financial Officer and Treasurer	47	2018	\$202,586
<a href="#">Vernon Bracey</a>	Vice President - Customer Service	57	2003	\$132,543
<a href="#">Steven Rasmussen</a>	Independent Director	46	2011	\$35,988
<a href="#">George Hodges</a>	Independent Chairman of the Board	68	2016	\$35,748
<a href="#">Ernest Waters</a>	Independent Director	69	2007	\$34,868
<a href="#">Robert Newcomer</a>	Independent Director	70	2013	\$33,478
<a href="#">Erin McGlaughlin</a>	Independent Director	45	2016	\$32,588
<a href="#">James Cawley</a>	Independent Director	73	2016	\$30,818
<a href="#">Michael Gang</a>	Independent Director	68	1996	\$30,208
<a href="#">Jody Keller</a>	Independent Director	65	2015	\$28,788
<a href="#">George Kain</a>	Independent Director	70	1986	\$28,788
<a href="#">Mark Wheeler</a>	Chief Administrative Officer		2019	
<a href="#">Molly Norton</a>	IR Contact Officer		2016	
<a href="#">Cynthia Dotzel</a>	Independent Director	64	2019	
<a href="#">Mark Hardman</a>	Vice President of Technology	46	2019	
<a href="#">Natalee Colon</a>	Vice President of Human Resources	31	2019	

### CEO Biography

Jeffrey R. Hines, P.E., is President, Chief Executive Officer, Director of the Company. He was Chief Operating Officer and Secretary from 2007 to 2008, and Vice President of Engineering from 1995 to 2006. Mr. Hines is a director and a member of the compensation, audit and corporate governance and nominating committees of Codorus Valley Bancorp in York, PA (a public company), and its wholly-owned subsidiary, Peoples Bank, York, PA. Mr. Hines is a trustee and vice chair of York College of Pennsylvania, a director of the National Association of Water Companies and serves as director or committee member of various community and non-profit organizations.

Mr. Hines is a licensed Professional Engineer in PA and MD, and holds MBA and law degrees. The Board considered Mr. Hines' experience within the Company, his industry experience, and his educational background and determined that his continued service on the Board will be beneficial to the Company's Board of Directors.

### Insider Trading

Over the last 16 years, insiders at York Water Co have traded over \$453,991 worth of York Water Co stock and bought 78,988 units worth \$1,843,625 . The most active insider traders include George W Hodges, Jeffrey R

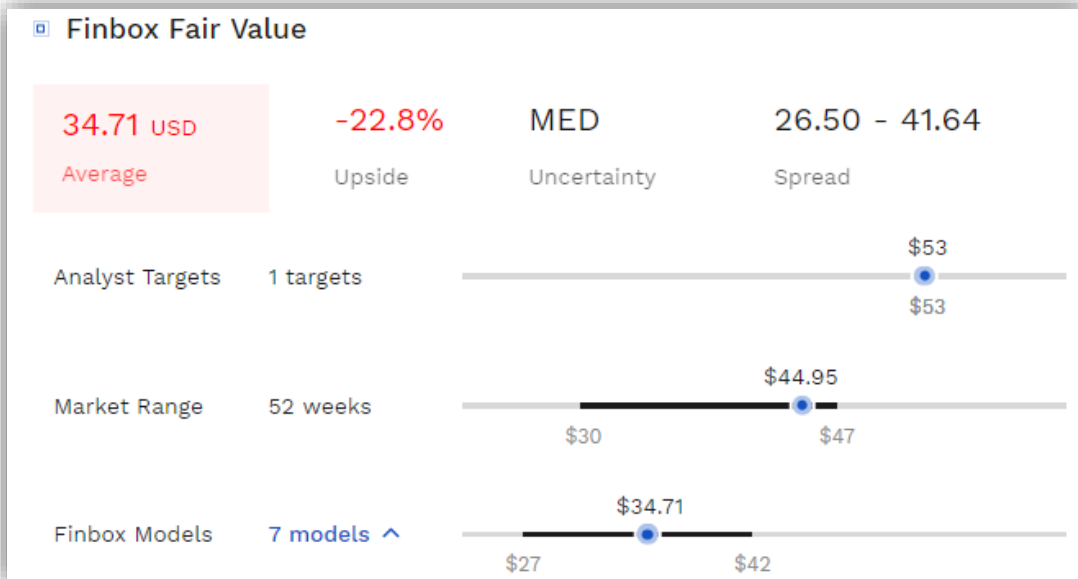
Hines, and Cynthia Dotzel. On average, York Water Co executives and independent directors trade stock every 9 days with the average trade being worth of \$6,473. The most recent stock trade was executed by Steven R Rasmussen on 20 December 2019, trading 13 units of YORW stock currently worth \$600.

## Corporate Governance

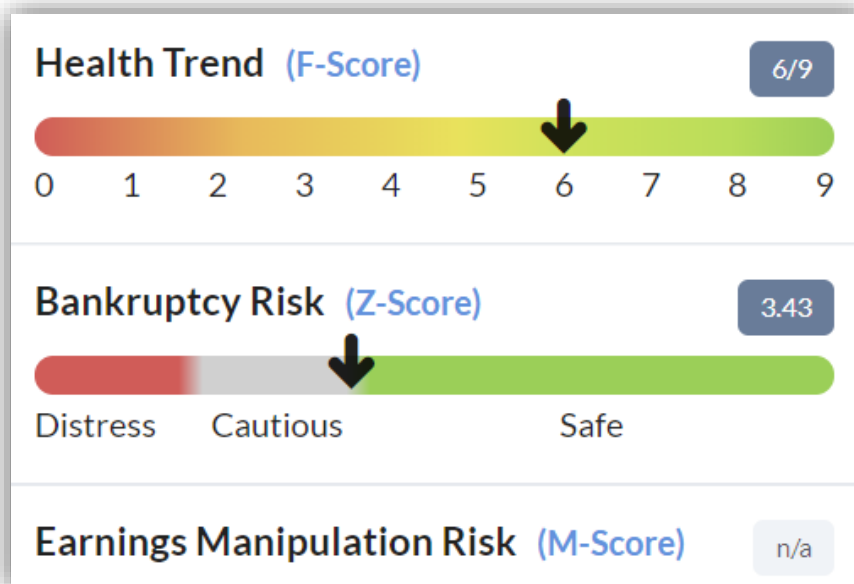
The York Water Company's ISS Governance QualityScore as of October 4, 2019 is **2**. The pillar scores are Audit: **1**; Board: **3**; Shareholder Rights: **4**; Compensation: **2**.

## VALUATION

### Valuation Summary



### Business Health

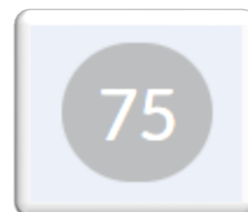


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**Mueller Water Products Inc.**

## Mueller Water Products Inc.

## Stockopedia StockRank™



### At a Glance

Stock Price	1 Year Stock Performance	Market Cap (m)	P/E	P/B	Dividend Yield	EBITDA (m)	Revenue (m)
12.01	35.6%	1,896	29.64	3.20	1.8%	187	968
Free Cash Flow Yield	Return on Assets	Return on Common Equity	Debt / Equity	Gross Profit Margin	Revenue CAGR (5y)	EBIT CAGR (5y)	Basic EPS CAGR (5y)
0.3%	4.9%	11.1%	75.7%	33.9%	-4.0%	2.4%	3.0%

### 10 Year Stock Performance



## Business Description

Mueller Water Products, Inc. manufactures and markets products and services for use in the transmission, distribution, and measurement of water in the United States, Canada, and internationally. It operates in two segments, Infrastructure and Technologies.

- The Infrastructure segment offers valves for water and gas systems, including butterfly, iron gate, tapping, check, knife, plug, automatic control, and ball valves; dry-barrel and wet-barrel fire hydrants; pipe repair products, such as clamps and couplings used to repair leaks under the Mueller and Jones brand names; and machines and tools for tapping, drilling, extracting, installing, and stopping-off. It sells its products primarily through waterworks distributors to various end user customers comprising municipalities, water and wastewater utilities, gas utilities, and fire protection and construction contractors.
- The Technologies segment provides residential and commercial water metering, water leak detection, and pipe condition assessment products, systems, and services directly to municipalities and waterworks distributors, as well as to end users.

The company is headquartered in Atlanta, Georgia.

## Mueller Water Products at a Glance

### HISTORY

- Founded 160 years ago
- Spun off from Walter Industries in 2006
- Listed on NYSE (MWA) June 1, 2006
- Divested U.S. Pipe (April 2012) and Anvil (Jan. 2017)
- Acquired Singer Valve (Feb. 2017) and Krausz Industries (Dec. 2018)
- Paid and settled Walter Tax Liability for \$22 million with no future obligations (Dec. 2019)

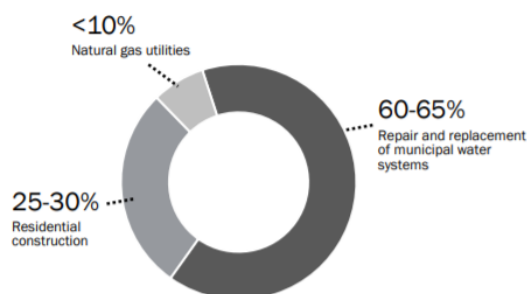
### LTM FINANCIALS

as of September 30, 2019

	\$ in millions	% of Total
Net sales	\$968.0	
Infrastructure	\$871.0	90.0%
Technologies	\$97.0	10.0%
		% of Net Sales
Adjusted operating income	\$145.0	15.0%
Adjusted EBITDA	\$198.2	20.5%

### END MARKETS\*

FISCAL YEAR 2019



\* End market data based on company estimates and includes all sales for Infrastructure and Technologies segments.



## Financial Overview

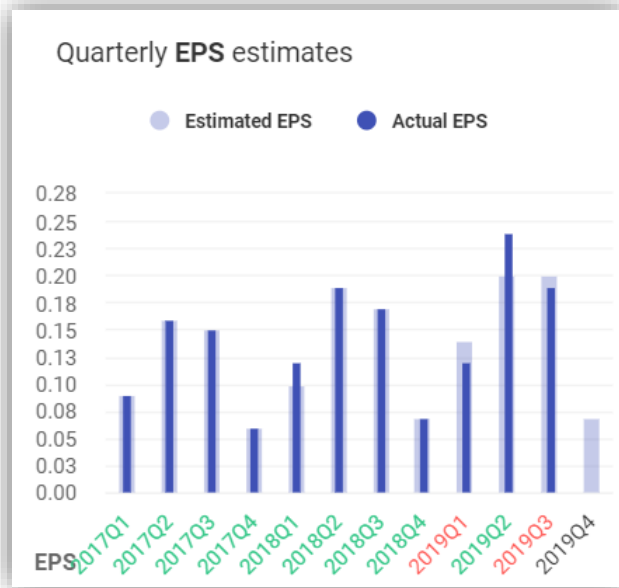
### Financial Brief

For the fiscal year ended 30 September 2019, Mueller Water Products, Inc. revenues increased 6% to \$968M. Net income before extraordinary items decreased 10% to \$63.2M. Revenues reflect Infrastructure segment increase of 6% to \$871M. Net income was offset by Corporate segment loss increase of 45% to \$49.3M. Dividend per share increased from \$0.19 to \$0.20. Basic Earnings per Share excluding Extraordinary Items decreased from \$0.45 to \$0.40.

## Financial Summary

Year End 30th Sep		2014	2015	2016	2017	2018	2019	2020E	2021E	CAGR / Avg
Total Revenue	\$m	783	793	801	826	916	968	1,009	1,053	4.33%
Operating Profit	\$m	80.0	48.3	112	102	115	102			5.04%
Net Profit	\$m	55.5	30.9	63.9	123	106	63.8	98.8	107	2.83%
EPS Reported	\$	0.178	0.077	0.276	0.336	0.442	0.397			17.4%
EPS Normalised	\$	0.202	0.264	0.305	0.380	0.479	0.571	0.627	0.694	23.1%
EPS Growth	%		+30.4	+15.6	+24.7	+26.0	+19.3	+9.75	+10.7	
PE Ratio	x						21.0	19.2	17.3	
PEG							2.16	1.79	1.65	
<b>Profitability</b>										
Operating Margin	%	10.2	6.09	14.0	12.4	12.6	10.6			11.0%
ROA	%		0.983	3.59	4.28	5.54	4.81			
ROCE	%	7.49	4.55	10.2	9.14	10.2	8.83			8.42%
ROE	%		3.49	11.5	12.0	13.4	11.0			10.3%
<b>Cashflow</b>										
Op. Cashflow ps	\$	0.910	0.538	0.888	0.100	0.833	0.582			-8.56%
Capex ps	\$	0.227	0.167	0.193	0.251	0.349	0.545			19.1%
Free Cashflow ps	\$	0.682	0.371	0.695	-0.151	0.485	0.037			-44.1%
<b>Dividends</b> <small>Ex-date: 7 Nov / Paid: 20 Nov</small>										
Dividend ps	\$	0.070	0.075	0.100	0.150	0.190	0.203	0.216	0.228	23.7%
Dividend Growth	%	0.000	+7.14	+33.3	+50.0	+26.7	+6.58	+6.67	+5.56	
Dividend Yield	%					1.69	1.80	1.80	1.90	
Dividend Cover	x	2.55	1.02	2.76	2.24	2.33	1.96	2.90	3.04	
<b>Balance Sheet</b>										
Cash etc	\$m	161	113	195	362	347	177			1.87%
Working Capital	\$m	363	382	427	529	518	388			1.36%
Net Fixed Assets	\$m	172	173	234	149	186	241			7.04%
Net Debt	\$m	380	376	289	119	97.9	270			
Book Value	\$m	350	366	418	488	563	590			11.0%
Average Shares	m	162	163	163	162	160	159			0%
Book Value ps	\$	2.19	2.28	2.59	3.08	3.58	3.75			11.3%

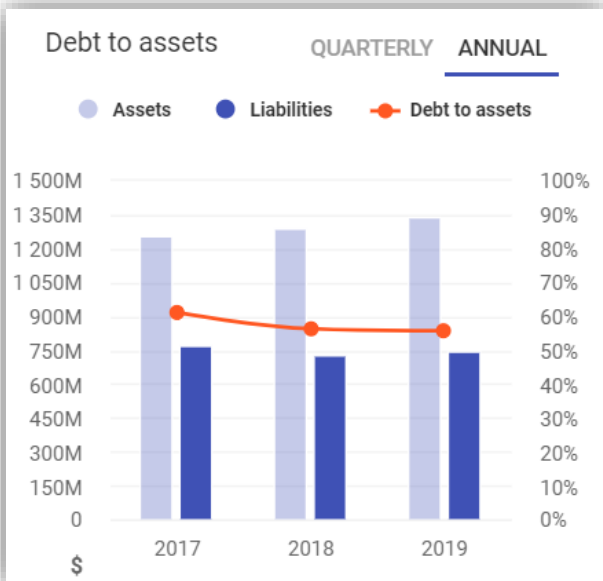
## Earnings Per Share



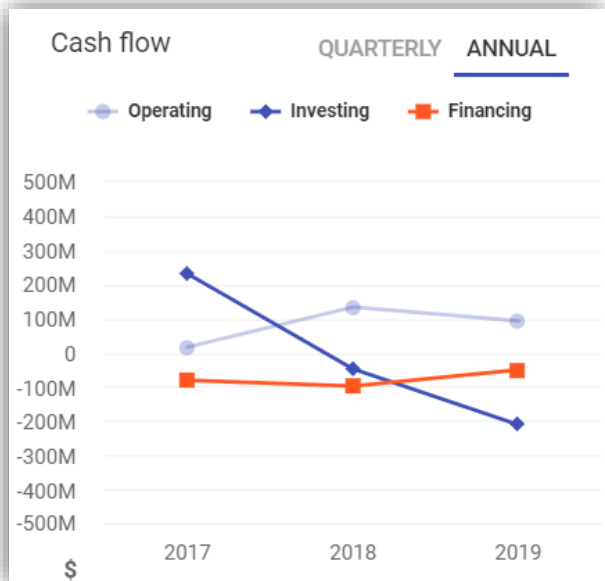
## Profit Margin



## Debt To Assets



## Cash Flow



## Management Assessment

### Executives

Insider	Title	Age	Since	Compensation
<b>J. Scott Hall</b>	President, Chief Executive Officer, and Director	54	2017	\$3,195,400
<b>Gregory Rogowski</b>	Executive Vice President - Sales and Marketing	59	2017	\$1,571,590
<b>Marietta Zakas</b>	Chief Financial Officer and Executive Vice President	59	2017	\$1,289,860
<b>Steven Heinrichs</b>	Executive Vice President, Chief Compliance Officer, General Counsel, and Secretary	51	2018	\$888,203
<b>Mark O'Brien</b>	Non-Executive Chairman of the Board	75	2018	\$228,749
<b>Michael Tokarz</b>	Independent Director	69	2006	\$222,664
<b>Jerry Kolb</b>	Independent Director	82	2006	\$215,499
<b>Bernard Rethore</b>	Independent Director	77	2006	\$198,999
<b>Thomas Hansen</b>	Independent Director	70	2011	\$191,499
<b>Lydia Thomas</b>	Independent Director	74	2008	\$188,499
<b>Shirley Franklin</b>	Independent Director	73	2010	\$177,999
<b>Stephen Van Arsdell</b>	Independent Director	68	2019	
<b>Michael Nancarrow</b>	Chief Accounting Officer and Vice President	44	2018	
<b>Hassan Ali</b>	Senior Vice President - Engineering and Information Technology Officer	48	2017	

### CEO Biography

J. Scott Hall serves as President, Chief Executive Officer, Director of the Company. Mr. Hall has served as our President and Chief Executive Officer since January 2017. He served as President and CEO of Textron's Industrial segment from December 2009 until January 2017. Mr. Hall joined Textron in 2001 as president of Tempo, a multi-facility roll-up of communication test equipment. He was named president of Greenlee in 2003 when Tempo became part of the Greenlee business unit. Prior to joining Textron, Mr. Hall had several leadership roles at General Cable, a leading manufacturer of wire and cable.

Mr. Hall ran General Cable's Canadian businesses before taking over responsibility for General Cable's Global Communications business. Mr. Hall received his Bachelor of Commerce degree from Memorial University of Newfoundland and his MBA from the University of Western Ontario Ivey School of Business.

### Insider Trading

Over the last 14 years, insiders at Mueller Water Products have traded over \$28,165,785 worth of Mueller Water Products stock and bought 752,710 units worth \$5,601,628. The most active insider traders include Michael T Tokarz, Capital Management Llcberko..., and Gregory E Hyland. On average, Mueller Water Products executives and independent directors trade stock every 46 days with the average trade being worth of \$553,769. The most

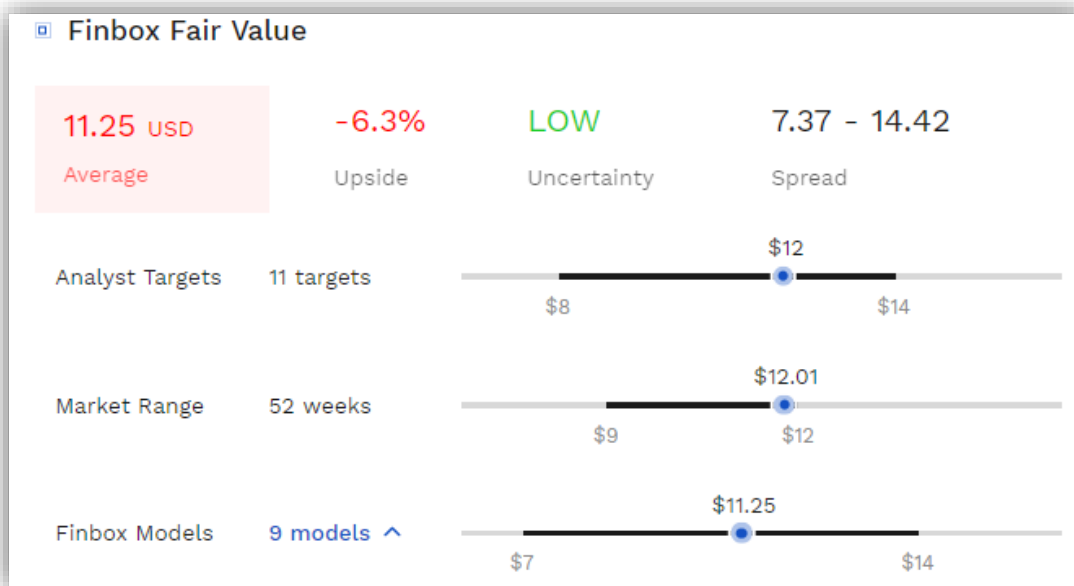
recent stock trade was executed by Lydia W Thomas on 10 December 2019, trading 15,094 units of MWA stock currently worth \$70,489.

## Corporate Governance

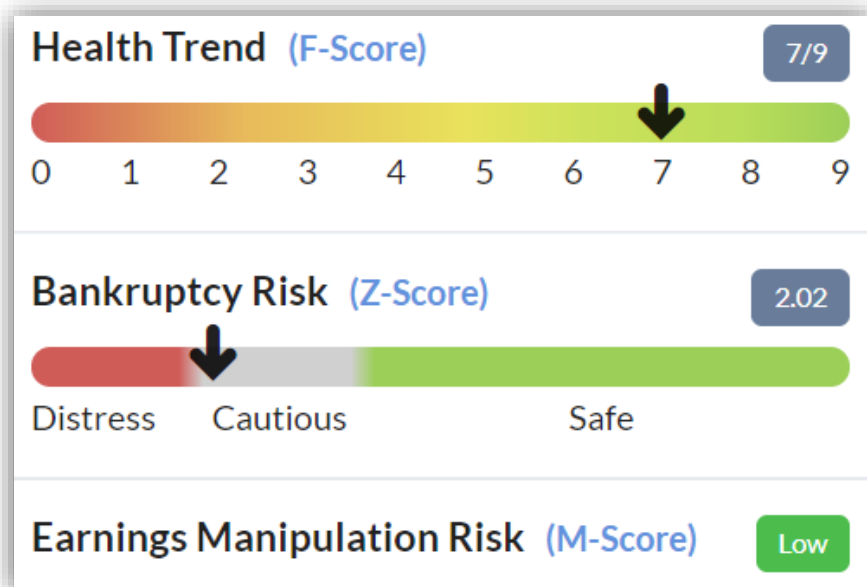
Mueller Water Products, Inc.'s ISS Governance QualityScore as of October 4, 2019 is **1**. The pillar scores are Audit: **1**; Board: **1**; Shareholder Rights: **2**; Compensation: **2**.

## VALUATION

### Valuation Summary



### Business Health

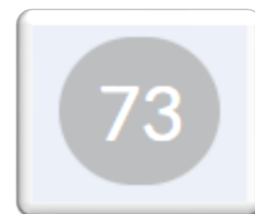


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**Badger Meter Inc.**

## Badger Meter Inc.

## Stockopedia StockRank™



### At a Glance

Stock Price	1 Year Stock Performance	Market Cap (m)	P/E	P/B	Dividend Yield	EBITDA (m)	Revenue (m)
63.87	34.9%	1,859	40.96	5.84	1.0%	84	421
Free Cash Flow Yield	Return on Assets	Return on Common Equity	Debt / Equity	Gross Profit Margin	Revenue CAGR (5y)	EBIT CAGR (5y)	Basic EPS CAGR (5y)
4.0%	11.3%	14.9%	1.3%	38.6%	5.4%	-1.1%	2.3%

### 10 Year Stock Performance



## Business Description

Badger Meter, Inc. provides flow measurement, control, and communication solutions worldwide. It offers mechanical or static water meters, and related radio and software technologies and services to municipal water utilities. The company also provides flow instrumentation products, including meters and valves to measure and control fluids going through a pipe or pipeline, including water, air, steam, oil, and other liquids and gases to original equipment manufacturers as the primary flow measurement device within a product or system, as well as through manufacturers' representatives.

Its flow instrumentation products are used in various industries, such as water/wastewater, heating, ventilating and air conditioning, oil and gas, and chemical and petrochemical. In addition, the company offers ORION Migratable for automatic meter reading; ORION (SE) for traditional fixed network applications; and ORION Cellular for infrastructure-free fixed network meter reading, as well as BEACON advanced metering analytics, a secure cloud-hosted software suite that establishes alerts for specific conditions and allows consumer engagement tools that permit end water customers to view and manage their water usage activity.

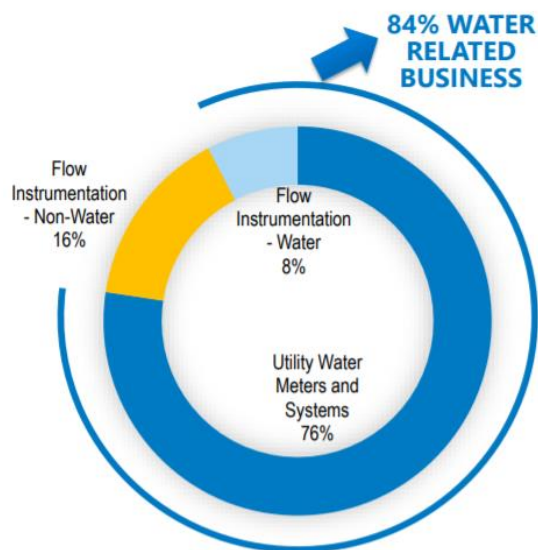
It also serves municipalities, and commercial and industrial customers. The company sells its products through employees, resellers, and representatives. Badger Meter, Inc. was founded in 1905 and is headquartered in Milwaukee, Wisconsin.





## BADGER METER IS A WATER FOCUSED, FLOW MEASUREMENT LEADER

- Integrated technology company providing a comprehensive suite of flow measurement, connectivity and software / analytics solutions to a diverse customer base
- Industry leader in North American water metering, with a strong global position in flow metering technologies
- Attractive, long-term industry growth fundamentals:
  - Stable business model supported by replacement demand
  - Strong position in growing markets
- Culture of innovation and investment in R&D drives new product/service expansions
- Premium financial profile and exceptional operational track record



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## 2019 AND BEYOND

- Launch of E-Series ultrasonic meter in additional sizes - both a technology enhancement and cost improvement
- LTE-M cellular which is 5G ready - coverage, performance and lower cost
- Cellular wins across multiple utilities of various sizes thus demonstrating its position as the AMI system of choice, including substantial wins with:
  - Columbia SC
  - Aurora CO
- AT&T Smart City Alliance
  - Leverage Mayor / "C-Office" relationships
  - Leading edge of cellular / IoT technology
- International penetration in select regional markets
- Disciplined and strategic tuck-in acquisitions

E-Series Ultrasonic Meters



ORION Cellular End Points



BEACON Analytics



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## Financial Overview

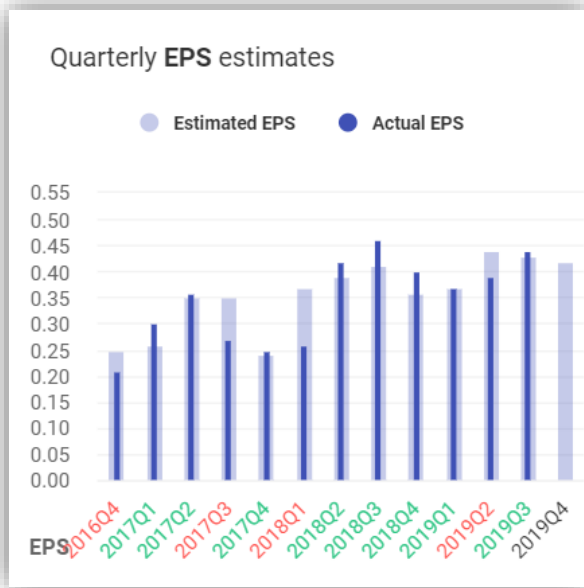
### Financial Brief

For the nine months ended 30 September 2019, Badger Meter, Inc. revenues decreased 4% to \$317.1M. Net income increased from \$16.6M to \$34.9M. Revenues reflect United States segment decrease of 3% to \$275.2M, Middle East segment decrease of 56% to \$4.4M. Net income reflects Other pension and postretirement (benefit) decrease of 99% to \$123K (expense), Interest expense, net decrease of 72% to \$280K (expense).

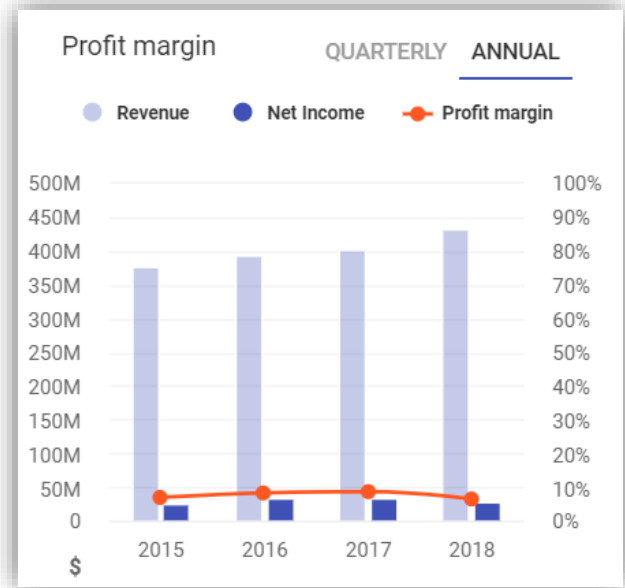
## Financial Summary

Year End 31st Dec		2013	2014	2015	2016	2017	2018	TTM	2019E	2020E	CAGR / Avg
Total Revenue	\$m	334	365	378	394	402	434	421	426	448	5.36%
Operating Profit	\$m	39.1	46.0	42.4	50.8	55.6	37.0	60.4			-1.10%
Net Profit	\$m	24.6	29.7	25.9	32.3	34.6	27.8	46.1	47.4	51.1	2.45%
EPS Reported	\$	0.852	1.03	0.898	1.11	1.22	0.952	1.58			2.24%
EPS Normalised	\$	0.852	1.03	0.898	1.15	1.24	1.55	1.60	1.62	1.74	12.7%
EPS Growth	%	-12.4	+21.1	-13.0	+28.6	+7.14	+25.2	+3.17	+4.81	+7.39	
PE Ratio	x						41.2	40.0	39.4	36.6	
PEG							8.57	8.31	5.32	3.87	
<b>Profitability</b>											
Operating Margin	%	11.7	12.6	11.2	12.9	13.8	8.53	14.3			11.8%
ROA	%		9.03	7.45	9.16	9.54	7.09	11.4			
ROCE	%	17.9	19.7	16.9	18.5	18.6	11.1	16.8			17.1%
ROE	%		14.4	11.6	13.2	13.3	9.57	14.9			12.4%
<b>Cashflow</b>											
Op. Cashflow ps	\$	1.21	1.24	1.24	1.93	1.71	2.07	2.80			11.4%
Capex ps	\$	0.496	0.429	0.684	0.365	0.518	0.296	0.240			-9.79%
Free Cashflow ps	\$	0.710	0.814	0.556	1.57	1.19	1.77	2.55			20.1%
<b>Dividends</b> <small>Ex-date: 27 Nov / Paid: 13 Dec</small>											
Dividend ps	\$	0.350	0.370	0.390	0.430	0.490	0.560	0.620	0.640	0.709	9.86%
Dividend Growth	%	+6.06	+5.71	+5.41	+10.3	+14.0	+14.3	+10.7	+14.3	+10.8	
Dividend Yield	%						0.877	0.971	1.00	1.11	
Dividend Cover	x	2.44	2.79	2.30	2.59	2.48	1.70	2.55	2.54	2.46	
<b>Balance Sheet</b>											
Cash etc	\$m	7.26	6.66	8.16	7.34	11.2	13.1	37.7			12.5%
Working Capital	\$m	29.1	34.0	44.8	75.2	65.5	105	133			29.2%
Net Fixed Assets	\$m	86.9	90.7	101	97.5	106	101				3.13%
Net Debt	\$m	62.8	69.3	63.2	30.6	33.4	4.97	-33.4			
Book Value	\$m	197	214	232	256	277	304	324			9.08%
Average Shares	m	29	29	29	29	29	29	29			0%
Book Value ps	\$	6.82	7.41	8.00	8.80	9.53	10.4	11.1			8.85%

## Earnings Per Share



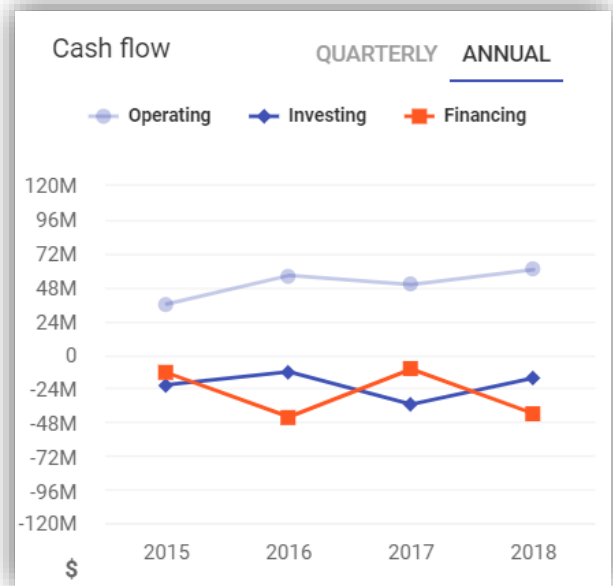
## Profit Margin



## Debt To Assets



## Cash Flow



## Management Assessment

### Executives

Insider	Title	Age	Since	Compensation
<b>Richard Meeusen</b>	Chairman of the Board	64	2018	\$5,297,800
<b>Kenneth Bockhorst</b>	President, Chief Executive Officer, and Director	46	2019	\$1,271,650
<b>Kimberly Stoll</b>	Vice President - Sales and Marketing	52	2012	\$602,368
<b>Gregory Gomez</b>	Vice President - Business Development and Flow Instrumentation	54	2017	\$547,006
<b>Fred Begale</b>	Vice President - Engineering	54	2010	\$354,414
<b>Thomas Fischer</b>	Independent Director	71	2011	\$129,762
<b>Todd Teske</b>	Lead Independent Outside Director	54	2017	\$129,762
<b>Gale Klappa</b>	Independent Director	68	2010	\$125,762
<b>James Stern</b>	Independent Director	56	2016	\$120,862
<b>Gail Lione</b>	Independent Director	69	2017	\$120,762
<b>Glen Tellock</b>	Independent Director	58	2017	\$118,362
<b>Todd Adams</b>	Independent Director	48	2017	\$117,162
<b>Tessa Myers</b>	Independent Director	43	2019	
<b>Daniel Weltzien</b>	Vice President - Accounting and External Reporting	40	2019	
<b>William Parisen</b>	Vice President - Global Operations		2019	
<b>Trina Jashinsky</b>	Vice President - Human Resources	56	2016	
<b>Karen Bauer</b>	Vice President - Investor Relations, Corporate Strategy, and Treasurer		2019	
<b>William Bergum</b>	Vice President, General Counsel, and Secretary	54	2006	
<b>Robert Wrocklage</b>	Chief Financial Officer, Vice President - Finance, and Treasurer	40	2019	

### CEO Biography

Kenneth C. Bockhorst has been appointed as Chairman of the Board, President, Chief Executive Officer of the Company effective 1 January 2020. He is President and Chief Executive Officer. Mr. Bockhorst joined Badger Meter as Chief Operating Officer in October 2017 and was promoted to President in April 2018 and CEO in 2019.

Prior to Badger Meter, he served six years at Actuant Corporation (a diversified industrial company), most recently as executive vice president of the Energy segment. His previous roles included president of the Hydratight business unit and global vice president of operations for Enerpac. Prior to Actuant, he held product management and operational leadership roles at IDEX and Eaton. He has significant operational and M&A experience which enables him to provide the board with valuable advice and insights.

### Insider Trading

Over the last 20 years, insiders at Badger Meter have traded over \$34,750,084 worth of Badger Meter stock and bought 16,581 units worth \$563,791. The most active insider traders include Gale E Klappa, Kenneth P Manning, and Todd A. Adams. On average, Badger Meter executives and independent directors trade stock every 21 days.

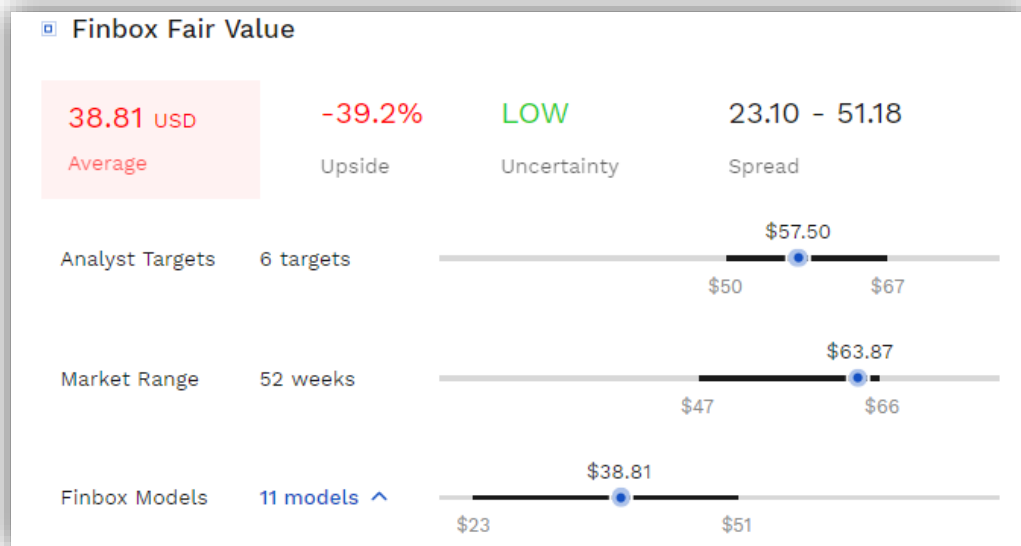
with the average trade being worth of \$243,153. The most recent stock trade was executed by Richard A Meeusen on 13 June 2019, trading 8,571 units of BMI stock currently worth \$487,261.

## Corporate Governance

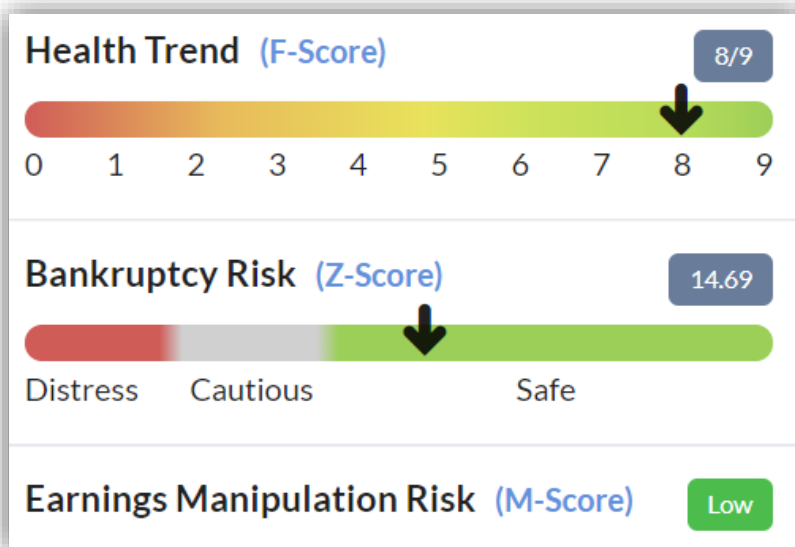
Badger Meter, Inc.'s ISS Governance QualityScore as of October 4, 2019 is **3**. The pillar scores are Audit: **1**; Board: **5**; Shareholder Rights: **3**; Compensation: **6**.

## VALUATION

### Valuation Summary



### Business Health



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**HD Supply Holdings Inc.**

## HD Supply Holdings Inc.

## Stockopedia StockRank™

**HD SUPPLY**

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### At a Glance

Stock Price	1 Year Stock Performance	Market Cap (m)	P/E	P/B	Dividend Yield	EBITDA (m)	Revenue (m)
40.24	8.8%	6,525	14.09	4.91	0.0%	825	6,207
Free Cash Flow Yield	Return on Assets	Return on Common Equity	Debt / Equity	Gross Profit Margin	Revenue CAGR (5y)	EBIT CAGR (5y)	Basic EPS CAGR (5y)
6.3%	10.1%	31.8%	198.4%	39.1%	-1.1%	11.1%	NA

### 10 Year Stock Performance





## Business Description

HD Supply Holdings, Inc. operates as an industrial distributor in North America. It operates through two segments, Facilities Maintenance, and Construction & Industrial.

- The Facilities Maintenance segment offers electrical and lighting items, plumbing supplies, appliances, janitorial supplies, hardware products, kitchen and bath cabinets, window coverings, textiles and guest amenities, healthcare maintenance products, and water and wastewater treatment products, as well as heating, ventilating, and air conditioning products.
- The Construction & Industrial segment provides tilt-up brace systems, forming and shoring systems, concrete chemicals, hand and power tools, cutting tools, rebars, ladders, safety and fall arrest equipment, specialty screws and fasteners, sealants and adhesives, drainage pipes, geo-synthetics, erosion and sediment control equipment, and other engineered materials used in non-residential and residential construction. This segment also offers home improvement solutions, such as light remodeling and construction supplies, kitchen and bath cabinets, windows, plumbing materials, electrical equipment, and other products primarily to small remodeling contractors and trade professionals through local retail outlets. In addition, it provides pre-bid assistance, product submittals, engineering, and tool repair services.

The company serves contractors, maintenance professionals, home builders, industrial businesses, and government entities through a network of branches and professional sales force, as well as through print catalogs and e-commerce.

The company was formerly known as HDS Investment Holding, Inc. and changed its name to HD Supply Holdings, Inc. in April 2013. HD Supply Holdings, Inc. was founded in 2007 and is headquartered in Atlanta, Georgia.

## Facilities Maintenance: At a Glance

**HD SUPPLY**

### What We Do

- Leading Maintenance, Repair and Operations Solution Provider to "Living Space" Maintenance Professionals

- Customers: ~300K

	% FY'18 Sales <sup>1</sup>	Customers
Multifamily	64%	~120K
Hospitality	19%	~45K
Healthcare	8%	~25K
Institutional	7%	~20K

- Products: ~200K SKUs, including Proprietary Brands<sup>2</sup>



- Multi-Channel Go-to-Market Strategy, including 1,000+ Knowledgeable Sales Representatives in Local Markets, 400+ Onshore Customer Care Associates, Catalog, Website, Mobile App

- Next-Day Delivery via 44 Distribution Centers ("DCs"), 50 Cross-dock Facilities; 900+ Dedicated Delivery Drivers

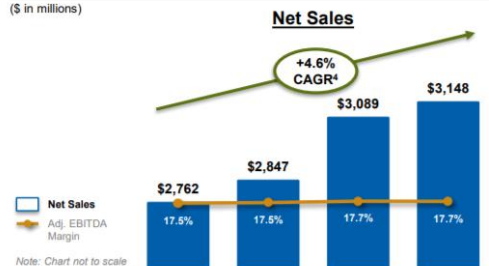
- 5,500+ Associates in Operations, Sales and Support

<sup>1</sup>: Gross Sales for FM U.S. Segment; excludes Canada and USA Bluebook

<sup>2</sup>: Proprietary Brands comprise ~18% of Sales

### Summary Financials<sup>3</sup>

(\$ in millions)



	2016	2017	2018	LTM Q2'19
Net sales	\$2,762	\$2,847	\$3,089	\$3,148
Operating income	\$419	\$434	\$478	\$491
% of Net sales	15.2%	15.2%	15.5%	15.6%
Adjusted EBITDA	\$482	\$499	\$546	\$556
% of Net sales	17.5%	17.5%	17.7%	17.7%
Capital Exp.	\$22	\$22	\$58	\$65
% of Net sales	0.8%	0.8%	1.9%	2.1%

<sup>3</sup>: Fiscal Year 2018 and LTM Q2'19 include a 53<sup>rd</sup> week of operations.

<sup>4</sup>: Compounded Annual Growth Rate ("CAGR") shown excluding the impact of the 53<sup>rd</sup> week

## Best-in-Class "Living Space" MRO Solution Provider

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## Construction & Industrial<sup>1</sup>: At a Glance

**HD SUPPLY**

### What We Do

- White Cap is a One-Stop Shop for Concrete Accessories, Specialty Construction and Safety Products

- Customers: ~200K... ~75% Non-Residential / ~25% Residential

White Cap customers are concrete and self-performing general contractors who require specialized products and services for tilt-up, flatwork, poured wall foundation, precast, masonry, waterproofing, glazing, and road and bridge projects, as well as all professional contractors who require power tools and accessories, safety equipment, and fastening products

- Products: ~400K SKUs



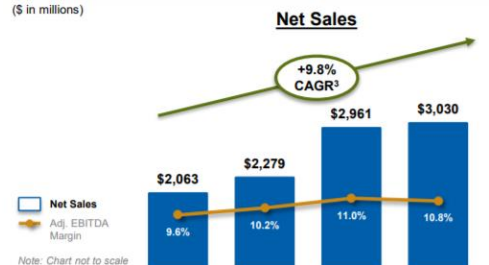
- Operating Model... Focus on Driving Customer Success through Collaborative Sales Team, Strong Supplier Partnerships, and Specialized Services... Trusted Expert in the Space

- 270 Locations in 39 U.S. States and Six Canadian Provinces, with Focused Sales Initiatives in Fragmented Markets

- 5,500+ Associates in Sales, Operations, and Support Roles

### Summary Financials<sup>2</sup>

(\$ in millions)



	2016	2017	2018	LTM Q2'19
Net sales	\$2,063	\$2,279	\$2,961	\$3,030
Operating income	\$146	\$174	\$246	\$252
% of Net sales	7.1%	7.6%	8.3%	8.3%
Adjusted EBITDA	\$198	\$232	\$325	\$326
% of Net sales	9.6%	10.2%	11.0%	10.8%
Capital Exp.	\$32	\$34	\$31	\$40
% of Net sales	1.6%	1.5%	1.0%	1.3%

<sup>1</sup>: Construction & Industrial also includes Home Improvement Solutions, which primarily serves cash and carry repair and remodeling contractors and operates through 14 California retail outlets, and Brafasco, which provides fasteners, tools, safety supplies, abrasives, and more to Canadian construction, industrial, and institutional customers through 46 branch locations. These businesses comprised ~8% and ~4% of C&I Net sales in Fiscal 2018, respectively.

<sup>2</sup>: Fiscal Year 2018 and LTM Q2'19 include a 53<sup>rd</sup> week of operations and the acquisition of A.H. Harris.

<sup>3</sup>: Compounded Annual Growth Rate ("CAGR") shown excluding the impact of the 53<sup>rd</sup> Week and inorganic sales contribution from the A.H. Harris acquisition.

## Leading Distributor of Concrete Accessories, Specialty Construction and Safety Products

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## Financial Overview

### Financial Brief

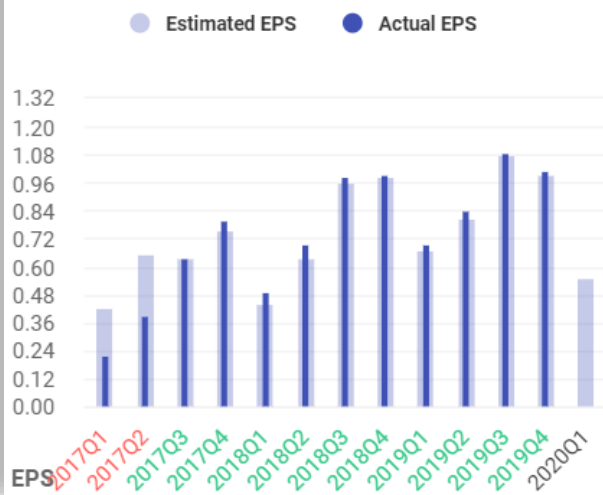
For the 39 weeks ended 03 November 2019, HD Supply Holdings Inc revenues increased 3% to \$4.76B. Net income before extraordinary items increased 24% to \$373M. Revenues reflect Construction and industrial segment increase of 4% to \$2.33B, Facilities Maintenance segment increase of 3% to \$2.43B. Net income benefited from Loss on extinguishment & modification of decrease from \$69M (expense) to \$0K, Interest expense decrease of 18% to \$83M (expense).

## Financial Summary

Year End 3rd Feb		2014	2015	2016	2017	2018	2019	TTM	2020E	2021E	CAGR / Avg
Total Revenue	\$m	6,387	6,682	4,615	4,819	5,121	6,047	6,207	6,144	6,319	-1.09%
Operating Profit	\$m	340	457	425	386	524	655	735			14.0%
Net Profit	\$m	-218	3.00	1,472	196	970	394	466	583	509	
EPS Reported	\$	-1.51	-0.196	5.96	0.327	1.23	2.15	2.73			
EPS Normalised	\$	-1.15	0.186	6.31	0.846	1.54	2.49	2.76	3.48	3.13	
EPS Growth	%			+3,290	-86.6	+82.3	+61.6	+21.2	+39.8	-10.3	
PE Ratio	x						16.1	14.6	11.5	12.9	
PEG							0.406	0.366		1.50	
<b>Profitability</b>											
Operating Margin	%	5.32	6.84	9.21	8.01	10.2	10.8	11.8			8.41%
ROA	%		-0.618	20.0	1.13	4.77	9.15	10.0			
ROCE	%	6.50	9.44	8.26	7.94	14.2	18.8	18.8			10.8%
ROE	%				7.75	19.7	28.5	31.6			11.2%
<b>Cashflow</b>											
Op. Cashflow ps	\$	-2.20	1.52	2.10	2.54	2.59	3.21	4.03			
Capex ps	\$	0.785	0.614	0.427	0.401	0.485	0.632	0.717			-4.24%
Free Cashflow ps	\$	-2.98	0.907	1.67	2.14	2.11	2.58	3.31			
<b>Dividends</b>											
Dividend ps	\$	0.000	0.000	0.000	0.000	0.000	0.000	0.000			
Dividend Growth	%										
Dividend Yield	%						0.000		0.000	0.000	
Dividend Cover	x										
<b>Balance Sheet</b>											
Cash etc	\$m	115	85.0	269	75.0	558	38.0	37.0			-19.9%
Working Capital	\$m	1,210	1,163	1,112	1,004	1,254	840	891			-7.04%
Net Fixed Assets	\$m	546	665	1,037	1,951	545	466				-3.12%
Net Debt	\$m	5,429	5,089	4,042	3,737	1,629	2,102	2,112			
Book Value	\$m	-764	-760	744	960	1,466	1,281	1,328			
Average Shares	m	167	194	201	202	194	182	174			2%
Book Value ps	\$	-3.97	-3.89	3.72	4.78	8.75	9.38	11.0			

## Earnings Per Share

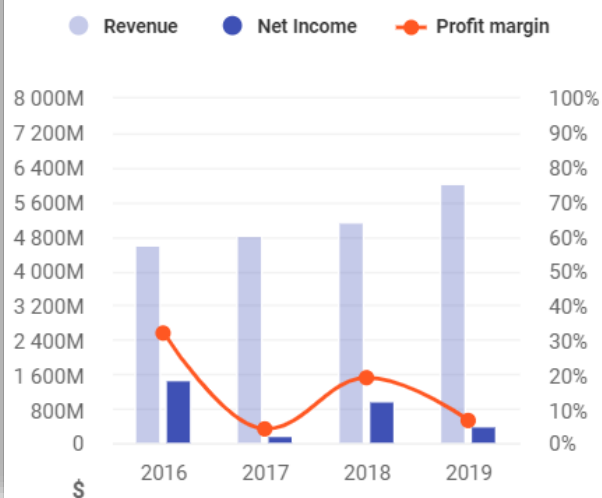
Quarterly EPS estimates



## Profit Margin

Profit margin

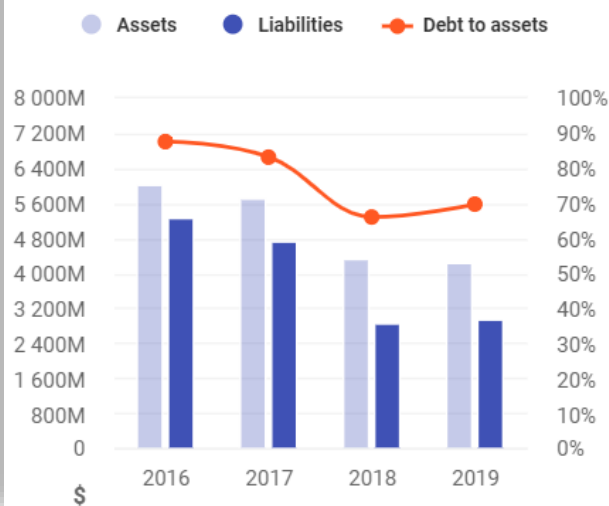
QUARTERLY ANNUAL



## Debt To Assets

Debt to assets

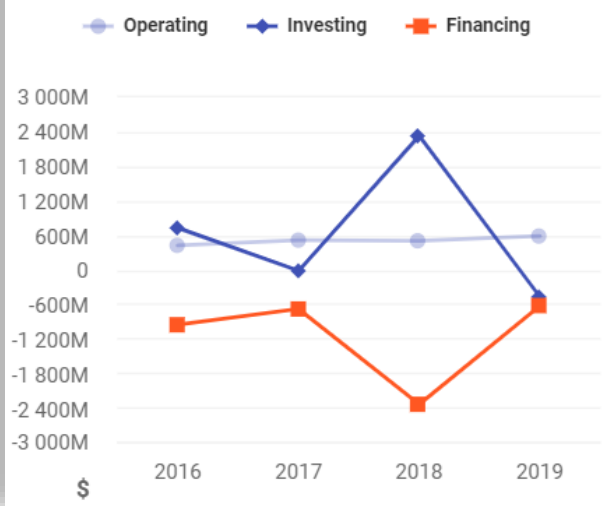
QUARTERLY ANNUAL



## Cash Flow

Cash flow

QUARTERLY ANNUAL



## Management Assessment

### Executives

Insider	Title	Age	Since	Compensation
<b>Joseph DeAngelo</b>	Chairman of the Board, President, and Chief Executive Officer	57	2015	\$7,467,170
<b>John Stegeman</b>	Executive President, HD Supply, President, HD Supply Construction, and Industrial - White Cap	58	2017	\$3,110,590
<b>Evan Levitt</b>	Chief Financial Officer, Senior Vice President, and Chief Administrative Officer	49	2017	\$2,485,860
<b>Dan McDevitt</b>	General Counsel and Corporate Secretary	51	2015	\$1,276,550
<b>Anna Stevens</b>	Vice President - Human Resources and Chief People Officer	46		\$1,197,000
<b>Kathleen Affeldt</b>	Lead Independent Director	70	2018	\$366,028
<b>Charles Peffer</b>	Independent Director	70	2013	\$243,530
<b>James Rubright</b>	Independent Director	72	2014	\$245,895
<b>Peter Dorsman</b>	Independent Director	63	2017	\$241,228
<b>Lauren Taylor Wolfe</b>	Independent Director	40	2017	\$239,978
<b>Patrick McNamee</b>	Independent Director	59	2013	\$237,710
<b>Scott Ostfeld</b>	Independent Director	42	2017	\$229,978
<b>Bradley Paulsen</b>	President - HD Supply Facilities Maintenance	44	2018	

### CEO Biography

Joseph J. DeAngelo is Chairman of the Board, President, Chief Executive Officer of the Company. Mr. DeAngelo served as Executive Vice President and Chief Operating Officer of The Home Depot during 2007. He served as Executive Vice President — HD Supply from 2005 to 2006. During 2005, Mr. DeAngelo served as Senior Vice President — Home Depot Supply, Pro Business and Tool Rental, and from 2004 to 2005, he served as Senior Vice President — Pro Business and Tool Rental. Mr. DeAngelo previously served as Executive Vice President of The Stanley Works, a tool manufacturing company, from 2003 through 2004. From 1986 until 2003, Mr. DeAngelo held various positions with General Electric ("GE").

His final position with GE was President and Chief Executive Officer of General Electric TIP/Modular Space, a division of General Electric Capital. Mr. DeAngelo holds a bachelor's degree in accounting and economics from the State University of New York at Albany. Mr. DeAngelo serves on the board of trustees of the Shepherd Center Foundation, the Advisory Board of Combat Marine Outdoors, and the CEO Advisory Council of the Cristo Rey Atlanta Jesuit High School.

### Insider Trading

Over the last 7 years, insiders at HD Supply have traded over \$5,786,194,494 worth of HD Supply stock and bought 726,950 units worth \$27,225,103 . The most active insider traders include Stephen M Zide, Paul B

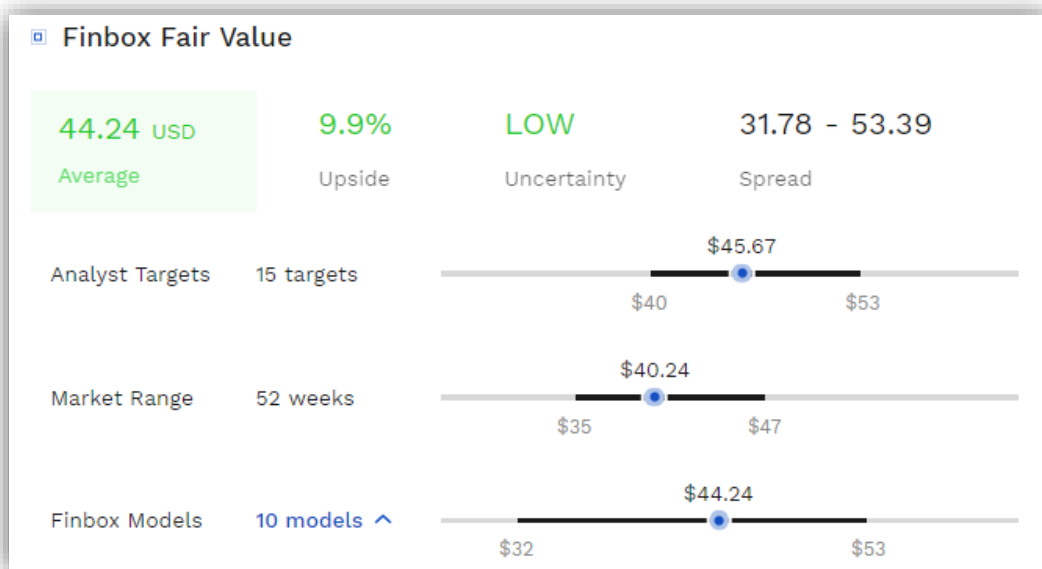
Edgerley, and Dubilier & Rice Fund VII L .... On average, HD Supply executives and independent directors trade stock every 13 days with the average trade being worth of \$45,240,786. The most recent stock trade was executed by Bradley Paulsen on 19 November 2019, trading 1,801 units of HDS stock currently worth \$72,004.

### Corporate Governance

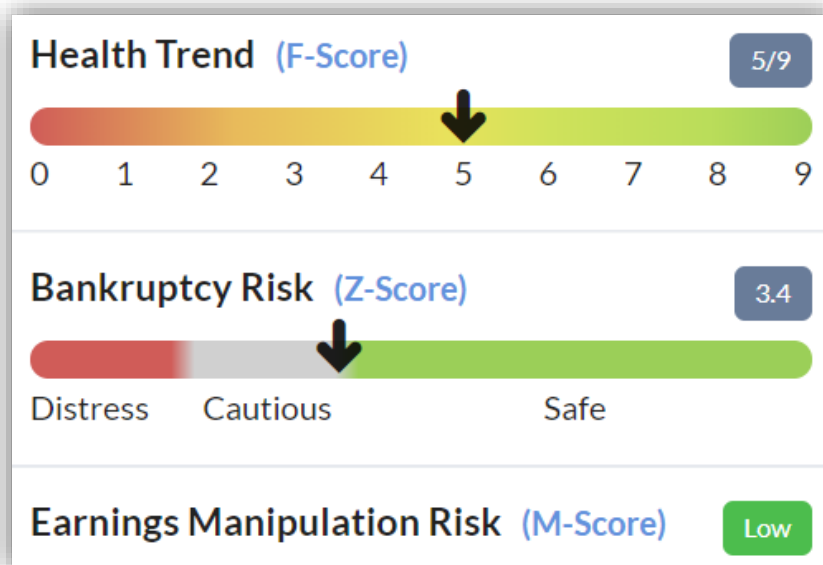
HD Supply Holdings, Inc.'s ISS Governance QualityScore as of October 4, 2019 is **3**. The pillar scores are Audit: **2**; Board: **1**; Shareholder Rights: **7**; Compensation: **4**.

## VALUATION

### Valuation Summary



### Business Health



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**Roper Technologies Inc.**



## Roper Technologies Inc.

## Stockopedia StockRank™



### At a Glance

Stock Price	1 Year Stock Performance	Market Cap (m)	P/E	P/B	Dividend Yield	EBITDA (m)	Revenue (m)
363.03	41.1%	37,776	31.94	4.30	0.5%	1,858	5,348
Free Cash Flow Yield	Return on Assets	Return on Common Equity	Debt / Equity	Gross Profit Margin	Revenue CAGR (5y)	EBIT CAGR (5y)	Basic EPS CAGR (5y)
3.3%	7.0%	14.3%	75.6%	63.7%	9.9%	10.3%	11.0%

### 10 Year Stock Performance



## Business Description

Roper Technologies, Inc. designs and develops software, and engineered products and solutions worldwide. The company operates in four segments: Application Software; Network Software & Systems; Measurement & Analytical Solutions; and Process Technologies. It offers application management software, software-as-a-service applications, card systems/integrated security, toll and traffic systems, radio frequency identification card readers, and metering and remote monitoring products.

The company also offers diagnostic and laboratory software; patient positioning devices and related software, 3-D measurement technology, and diagnostic and therapeutic disposable products; non-invasive instruments and video laryngoscopes; and a cloud-based financial analytics and performance software platform, as well as digital imaging products and software. In addition, it offers water and automatic meter reading products and systems, fluid handling pumps, materials analysis equipment and consumables, flow measurement and metering equipment, industrial valves and controls, and industrial leak testing products.

Further, it provides control systems, fluid properties testing equipment, sensors and controls, valves, and non-destructive inspection and measurement solutions. The company offers application management software to government contractors, professional services firms, and other project-based businesses; law and other professional firms; and companies in asset-intensive industries.

It serves food, construction, healthcare, education, manufacturing, academic, government research, semiconductor, security, water management, oil and gas, agricultural, water and wastewater, chemical, general industries, material science, steel, automotive, electronics, mining, and research end-user markets.

The company was formerly known as Roper Industries, Inc. and changed its name to Roper Technologies, Inc. in April 2015. Roper Technologies, Inc. was founded in 1981 and is based in Sarasota, Florida.

## ROPER TECHNOLOGIES TODAY



- Diversified Technology Company

- ~45 Independent Businesses with Leadership Positions in Niche Markets
- Diverse Mix of End Markets; Software & Products; Limited Cyclical Exposure
- Strong Recurring Revenue and Customer Retention
- Highly Profitable: 63% Gross Margin, 35% EBITDA Margin, 26% FCF Margin
- Asset Light Model: Negative Working Capital and Minimal Cap Ex Requirements

- Powerful Cash Flow Engine Drives Capital Deployment

- Utilize Excess Free Cash Flow and Investment Grade Debt to Fund Acquisitions
- Acquire Companies that Generate Excess Free Cash Flow for Future Capital Deployment
- Disciplined Capital Deployment Enhances Long-Term Cash Compounding

### Consistent Strong Execution and Excellent Cash Performance

Results are presented on an Adjusted (Non-GAAP) basis. See appendix of this presentation for reconciliations from GAAP to Adjusted Non-GAAP results.

PAGE 11

## Financial Overview

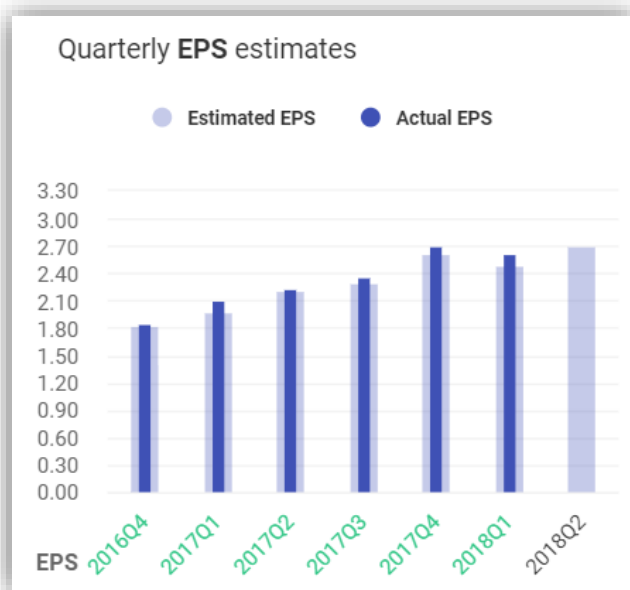
### Financial Brief

For the nine months ended 30 September 2019, Roper Technologies Inc revenues increased 4% to \$3.97B. Net income before extraordinary items increased 31% to \$896.8M. Revenues reflect Application Software segment increase of 73% to \$1.18B, Network Software & Systems segment increase of 70% to \$1.1B, Measurement & Analytical Solutions segment increase of 46% to \$1.21B.

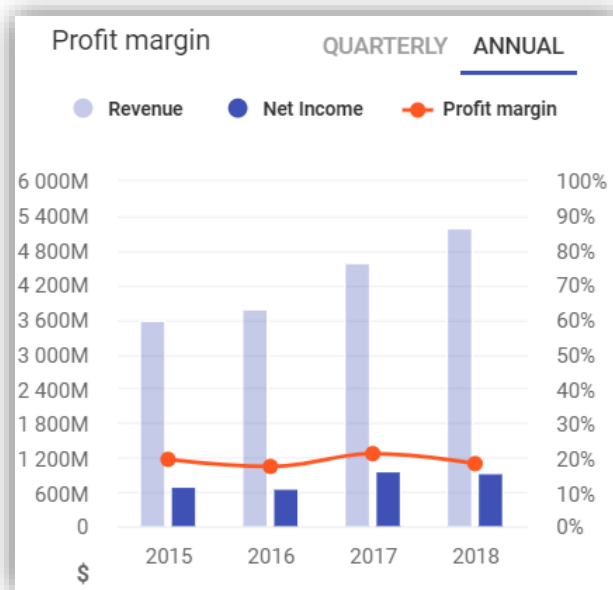
### Financial Summary

Year End 31st Dec		2013	2014	2015	2016	2017	2018	TTM	2019E	2020E	CAGR / Avg
Total Revenue	\$m	3,238	3,549	3,582	3,790	4,607	5,191	5,348	5,383	5,746	9.90%
Operating Profit	\$m	842	999	1,028	1,054	1,210	1,381	1,584			10.4%
Net Profit	\$m	538	646	696	659	972	944	1,154	1,366	1,447	11.9%
EPS Reported	\$	5.37	6.40	6.85	6.43	7.31	8.91	10.9			10.7%
EPS Normalised	\$	5.37	6.40	6.85	6.43	7.31	9.03	9.92	13.0	13.8	10.9%
EPS Growth	%	+10.5	+19.2	+6.99	-6.09	+13.6	+23.6	+9.84	+44.0	+5.80	
PE Ratio	x						40.2	36.6	27.9	26.4	
PEG							0.913	0.831	4.81	7.10	
<b>Profitability</b>											
Operating Margin	%	26.0	28.2	28.7	27.8	26.3	26.6	29.6			27.3%
ROA	%		7.79	7.50	5.38	5.28	6.29	6.91			
ROCE	%	11.2	12.9	10.9	8.18	9.85	10.0	9.71			10.5%
ROE	%		14.4	13.8	11.9	12.0	12.7	14.2			13.0%
<b>Cashflow</b>											
Op. Cashflow ps	\$	8.01	8.33	9.14	9.41	11.9	13.7	14.0			11.3%
Capex ps	\$	0.424	0.373	0.357	0.391	0.575	0.561	0.643			5.75%
Free Cashflow ps	\$	7.58	7.96	8.79	9.01	11.3	13.1	13.4			11.6%
<b>Dividends</b> <small>Ex-date: 8 Jan / Paid: 23 Jan</small>											
Dividend ps	\$	0.660	0.800	1.000	1.20	1.40	1.65	1.80	1.85	2.08	20.1%
Dividend Growth	%	+20.0	+21.2	+25.0	+20.0	+16.7	+17.9	+9.09	+12.2	+12.4	
Dividend Yield	%						0.455	0.496	0.510	0.573	
Dividend Cover	x	8.14	8.00	6.85	5.36	5.22	5.40	6.07	7.02	6.61	
<b>Balance Sheet</b>											
Cash etc	\$m	460	610	779	757	671	364	323			-4.54%
Working Capital	\$m	730	884	898	331	-270	163	119			-26.0%
Net Fixed Assets	\$m	223	199	197	245	261	450				15.1%
Net Debt	\$m	2,005	1,591	2,493	5,452	4,484	4,577	5,875			
Book Value	\$m	4,213	4,755	5,299	5,789	6,864	7,739	8,571			12.9%
Average Shares	m	100	101	102	102	104	104	104			1%
Book Value ps	\$	42.4	47.5	52.5	56.9	67.0	74.8	82.4			12.0%

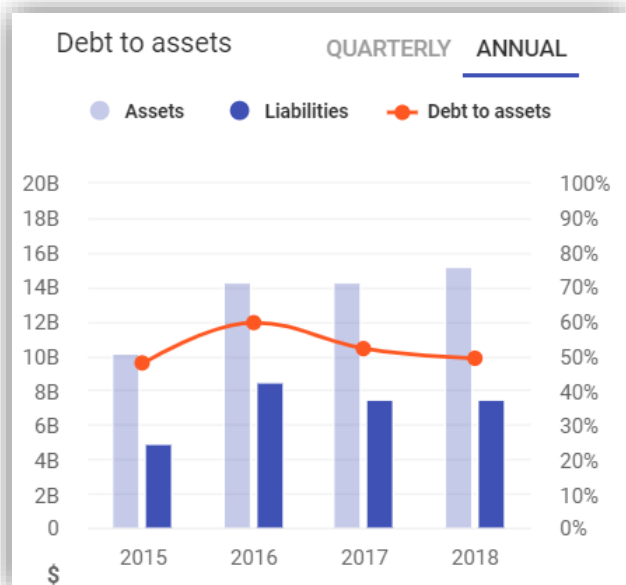
## Earnings Per Share



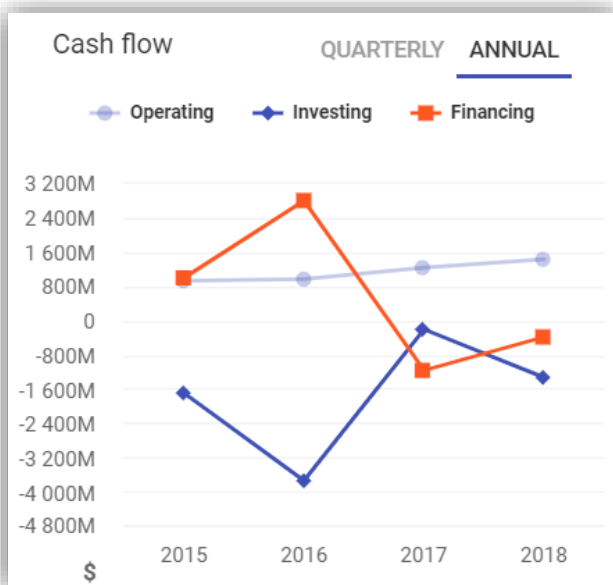
## Profit Margin



## Debt To Assets



## Cash Flow



## Management Assessment

### Executives

Insider	Title	Age	Since	Compensation
<b>L. Neil Hunn</b>	President, Chief Executive Officer, and Director	47	2018	\$18,538,400
<b>Robert Crisci</b>	Chief Financial Officer and Executive Vice President	43	2017	\$6,126,710
<b>John Stipancich</b>	Vice President, General Counsel, and Secretary	50	2016	\$4,360,480
<b>Paul Soni</b>	Vice President	60	2019	\$3,283,260
<b>Shellye Archambeau</b>	Independent Director	56	2018	\$955,065
<b>Wilbur Prezzano</b>	Independent Chairman of the Board	78	2018	\$929,333
<b>Christopher Wright</b>	Independent Director	61	1991	\$908,300
<b>Richard Wallman</b>	Independent Director	67	2007	\$905,800
<b>Robert Knowling</b>	Independent Director	63	2008	\$905,800
<b>Laura Thatcher</b>	Independent Director	63	2015	\$903,300
<b>John Fort</b>	Independent Director	77	1995	\$903,300
<b>Amy Brinkley</b>	Independent Director	63	2015	\$903,300
<b>Robert Johnson</b>	Independent Director	71	2005	\$900,800
<b>Satish Maripuri</b>	Vice President	52	2019	

### CEO Biography

Neil Hunn has been President and Chief Executive Officer since August of 2018. Prior to becoming President and CEO Mr. Hunn served as Executive Vice President and COO. Mr. Hunn started with Roper in 2011 as Group Vice President with Roper Technologies' medical segment and has helped drive the growth in the Company's medical technology and application software businesses.

Prior to joining Roper, Mr. Hunn served 10 years as Executive Vice President and CFO at MedAssets, an Atlanta-based SaaS company, and as President of its revenue cycle technology businesses. He successfully led MedAssets' initial public offering and the execution of several M&A transactions. Mr. Hunn earned his MBA from Harvard Business School and his bachelor's degree in finance and accounting from Miami University (Ohio).

### Insider Trading

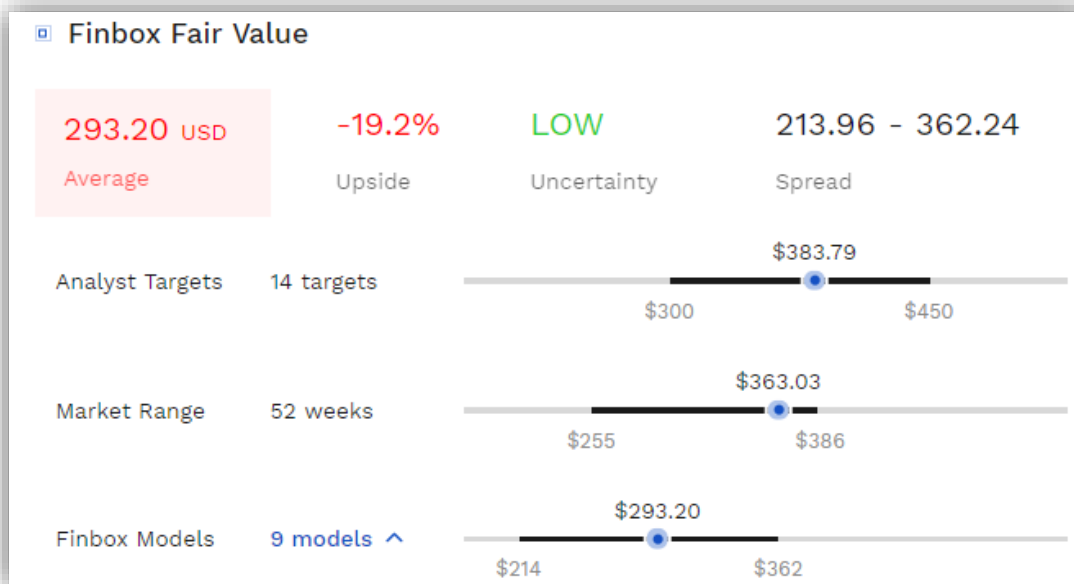
Over the last 17 years, insiders at Roper Technologies have traded over \$77,895,528 worth of Roper Technologies stock and bought 2,535 units worth \$752,958. The most active insider traders include Brian D Jellison, John K Stipancich, and Richard F Wallman. On average, Roper Technologies executives and independent directors trade stock every 23 days with the average trade being worth of \$5,536,208. The most recent stock trade was executed by Jason Conley on 19 December 2019, trading 2,500 units of ROP stock currently worth \$183,900.

### Corporate Governance

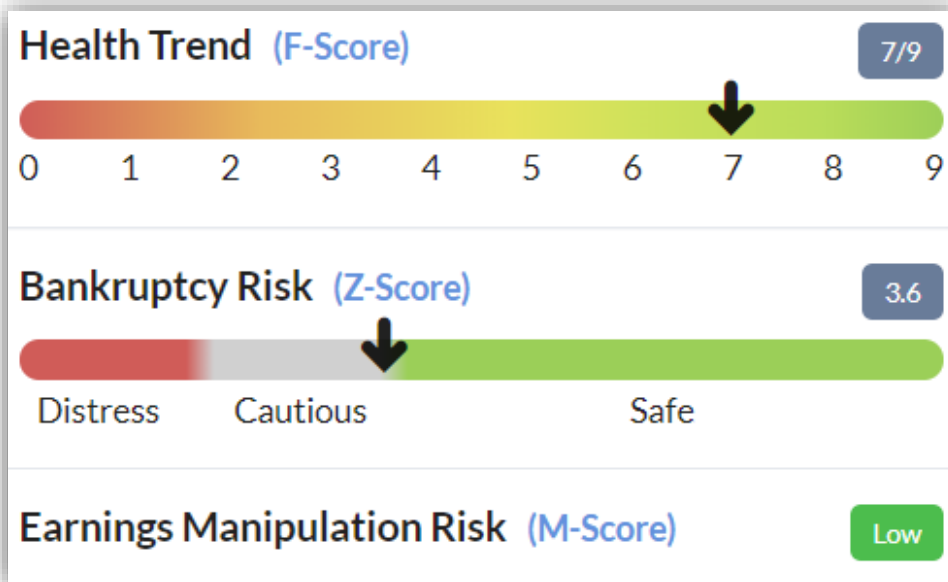
Roper Technologies, Inc.'s ISS Governance QualityScore as of October 4, 2019 is **8**. The pillar scores are Audit: **1**; Board: **8**; Shareholder Rights: **7**; Compensation: **8**.

## VALUATION

### Valuation Summary



### Business Health



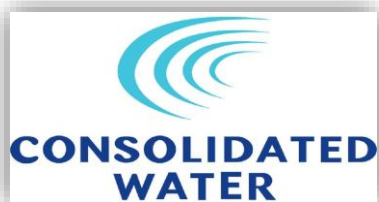


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**Consolidated Water Co.**

## Consolidated Water Co.

## Stockopedia StockRank™



### At a Glance

Stock Price	1 Year Stock Performance	Market Cap (m)	P/E	P/B	Dividend Yield	EBITDA (m)	Revenue (m)
15.99	42.6%	240	23.63	1.51	2.1%	17	69
Free Cash Flow Yield	Return on Assets	Return on Common Equity	Debt / Equity	Gross Profit Margin	Revenue CAGR (5y)	EBIT CAGR (5y)	Basic EPS CAGR (5y)
4.1%	7.2%	8.1%	2.7%	37.0%	0.6%	1.0%	5.2%

### 10 Year Stock Performance



## Business Description

Consolidated Water Co. Ltd., together with its subsidiaries, develops and operates seawater desalination plants and water distribution systems primarily in the Cayman Islands, the Bahamas, Indonesia, and the United States. The company operates through four segments: Retail, Bulk, Services, and Manufacturing.

It uses reverse osmosis technology to produce potable water from seawater. The company produces and supplies water to end-users, including residential, commercial, and government customers, as well as government-owned distributors. It also provides design, engineering, construction, procurement, and management services for desalination projects and plants.

In addition, the company manufactures and services a range of water-related products, including reverse osmosis desalination equipment, membrane separation equipment, filtration equipment, piping systems, vessels, and custom fabricated components; and provides design, engineering, consulting, management, inspection, training, and equipment maintenance services for commercial, municipal, and industrial water production, supply, and treatment, as well as wastewater treatment.

Consolidated Water Co. Ltd. was founded in 1973 and is headquartered in Grand Cayman, the Cayman Islands.

## Financial Overview

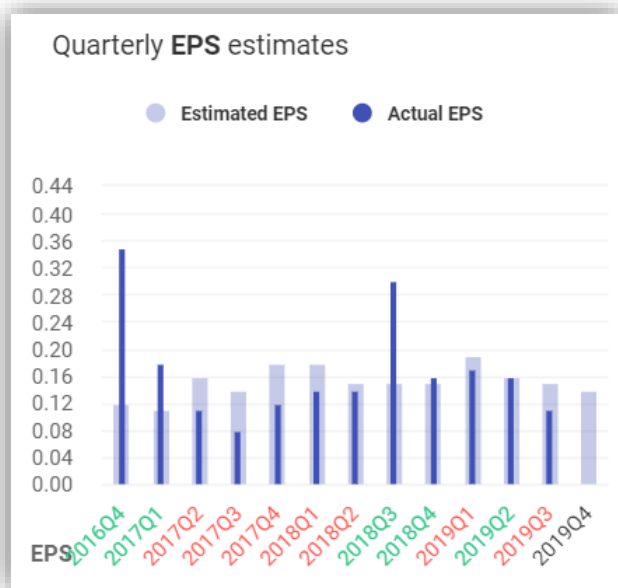
### Financial Brief

For the nine months ended 30 September 2019, Consolidated Water Co. Ltd. revenues increased 7% to \$51.2M. Net income applicable to common stockholders excluding extraordinary items decreased 15% to \$6.8M. Revenues reflect Manufacturing segment increase from \$4.8M to \$10.5M, Retail segment increase of 6% to \$19.9M. Net income was offset by Bulk segment income decrease of 14% to \$5.7M, Retail segment income decrease of 2% to \$1.6M.

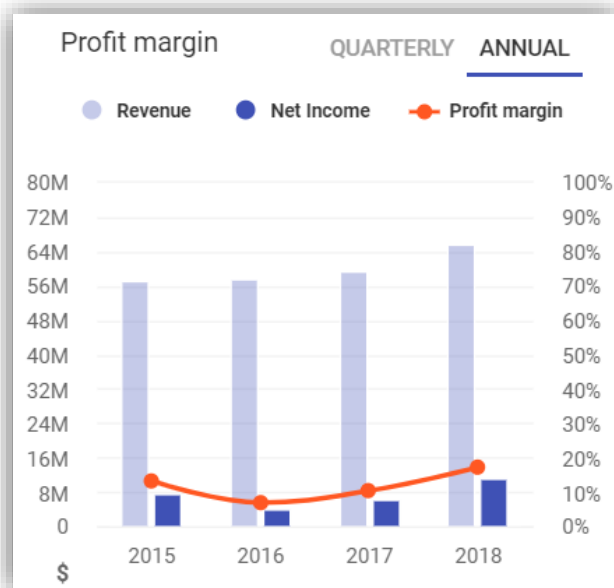
## Financial Summary

Year End 31st Dec		2013	2014	2015	2016	2017	2018	TTM	2019E	2020E	CAGR / Avg
Total Revenue	\$m	63.8	65.6	57.1	57.9	59.4	65.7	66.9	68.2	67.6	0.588%
Operating Profit	\$m	7.46	5.60	7.38	1.21	2.28	7.98	9.00			1.34%
Net Profit	\$m	8.59	6.27	7.52	3.96	6.14	11.3	12.9	9.10	10.3	5.61%
EPS Reported	\$	0.584	0.424	0.506	0.264	0.303	0.674	0.536			2.93%
EPS Normalised	\$	0.597	0.482	0.580	0.454	0.435	0.677	0.509	0.585	0.685	2.53%
EPS Growth	%	-11.2	-19.3	+20.4	-21.7	-4.25	+55.7	-24.7	-13.6	+17.1	
PE Ratio	x						23.6	31.4	27.3	23.3	
PEG									1.60	3.55	
<b>Profitability</b>											
Operating Margin	%	11.7	8.54	12.9	2.10	3.83	12.1	13.5			8.54%
ROA	%		3.85	4.67	2.44	2.77	6.02	4.57			
ROCE	%	5.26	3.88	4.97	0.773	1.44	4.85	5.08			3.53%
ROE	%		4.47	5.25	2.72	3.10	6.71	5.12			4.45%
<b>Cashflow</b>											
Op. Cashflow ps	\$	0.638	1.23	1.17	0.524	1.01	0.600	0.937			-1.21%
Capex ps	\$	0.293	0.246	0.210	0.232	0.303	1.25	0.374			33.6%
Free Cashflow ps	\$	0.344	0.986	0.958	0.292	0.704	-0.651	0.564			
<b>Dividends</b> <small>Ex-date: 31 Dec / Paid: 31 Jan</small>											
Dividend ps	\$	0.300	0.300	0.300	0.300	0.300	0.340	0.340			2.53%
Dividend Growth	%	0.000	0.000	0.000	0.000	0.000	+13.3	0.000			
Dividend Yield	%						2.13	2.13	0.000	0.000	
Dividend Cover	x	1.95	1.41	1.69	0.881	1.01	1.98	1.58			
<b>Balance Sheet</b>											
Cash etc	\$m	42.2	40.7	50.4	39.3	45.5	31.3	42.0			-5.78%
Working Capital	\$m	43.0	43.0	52.3	54.2	59.1	54.5	67.9			4.84%
Net Fixed Assets	\$m	94.2	96.9	91.9	87.7	87.6	100				1.26%
Net Debt	\$m	-37.0	-31.7	-43.5	-38.8	-44.8	-31.3	-42.0			
Book Value	\$m	139	141	145	146	148	155	163			2.21%
Average Shares	m	15	15	15	15	15	15	15			0%
Book Value ps	\$	9.46	9.59	9.81	9.79	9.92	10.3	10.8			1.81%

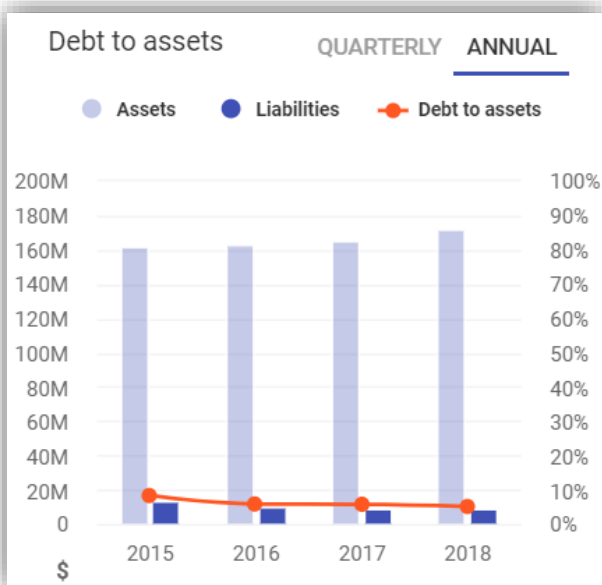
## Earnings Per Share



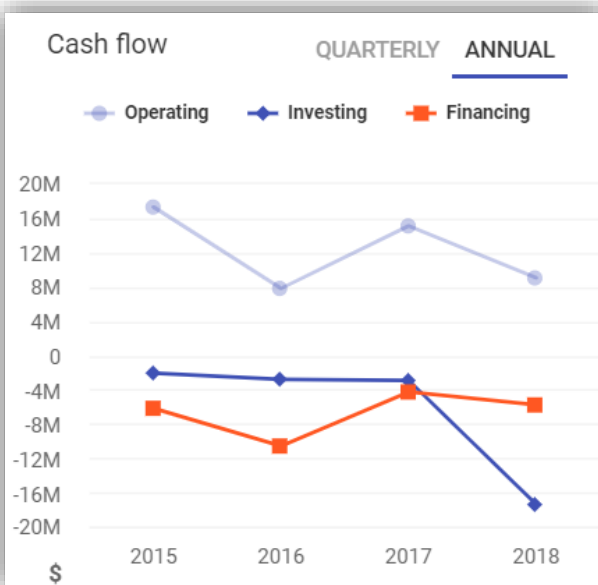
## Profit Margin



## Debt To Assets



## Cash Flow



## Management Assessment

### Executives

Insider	Title	Age	Since	Compensation
<b>Frederick McTaggart</b>	President, Chief Executive Officer, and Director	56	2004	\$1,120,130
<b>David Sasnett</b>	Chief Financial Officer and Executive Vice President	62	2015	\$593,620
<b>John Tonner</b>	Executive Vice President and Chief Commercial Officer	57	2016	\$535,598
<b>Ramjeet Jerrybandan</b>	Executive Vice President - Operations and Company Secretary	51	2016	\$433,758
<b>Brent Brodie</b>	Vice President - Sales and Marketing	56	2012	\$291,876
<b>Robert Morrison</b>	Vice President - Procurement and Logistics	65	2010	\$183,850
<b>Wilmer Pergande</b>	Independent Chairman of the Board	79	2009	\$164,100
<b>Leonard Sokolow</b>	Independent Director	62	2006	\$99,600
<b>Richard Finlay</b>	Independent Director	60	1995	\$98,450
<b>Raymond Whittaker</b>	Independent Director	65	1988	\$94,200
<b>Brian Butler</b>	Independent Director	69	1983	\$72,500
<b>Carson Ebanks</b>	Independent Director	63	2001	\$71,000
<b>Clarence Flowers</b>	Independent Director	63	1991	\$65,800
<b>Linda Beidler-D'Aguilar</b>	Independent Director	56	2018	\$4,215
<b>Jamie Bryan</b>	Vice President of Manufacturing		2019	
<b>Armando Averhoff</b>	Vice President - Information Technology	54	2014	
<b>Douglas Vizzini</b>	Vice President - Finance	51	2012	

### CEO Biography

Frederick W. McTaggart is President, Chief Executive Officer, Director of Consolidated Water Co. Ltd. Mr. McTaggart served as Chief Financial Officer of the Company from February 2001 to January 1, 2004. From April 1994 to October 2000, Mr. McTaggart was the Managing Director of the Water Authority Cayman, the government-owned water utility serving certain areas of the Cayman Islands. From March 1987 to April 1994, he held the positions of Deputy Director and Operations Engineer with the Water Authority Cayman.

He received his B.S. degree in Building Construction from the Georgia Institute of Technology in 1985. Mr. McTaggart was selected to serve as a member of our Board of Directors because of his technical and managerial experience in the water industry and his experience as the principal executive officer of the Water Authority Cayman.

### Insider Trading

Over the last 7 years, insiders at Consolidated Water Co have traded over \$1,452,577 worth of Consolidated Water Co stock and bought 17,824 units worth \$217,160 . The most active insider traders include Raymond Whittaker, Frederick W. McTaggart, and David Sasnett. On average, Consolidated Water Co executives and

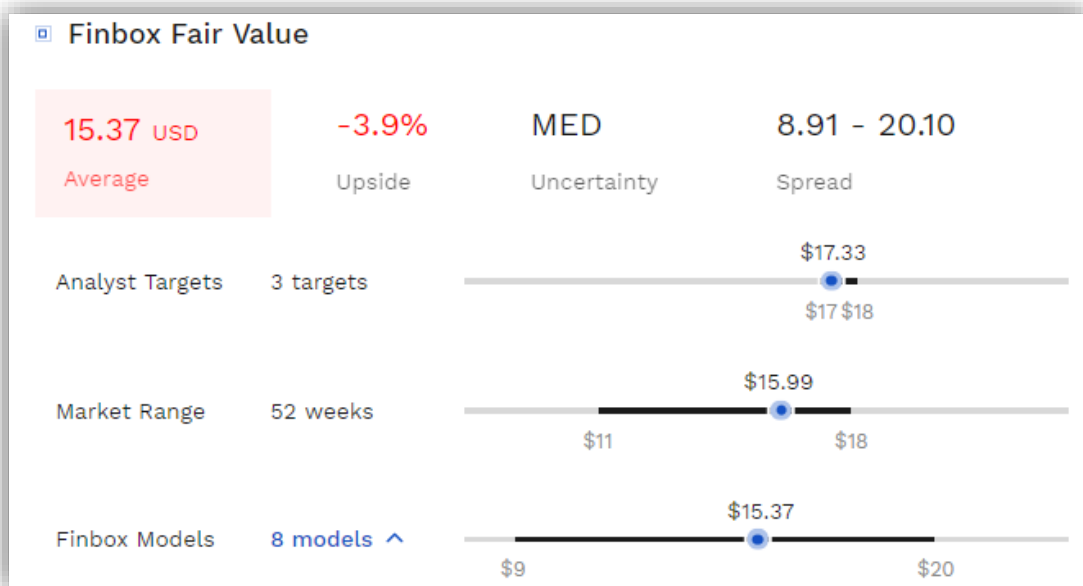
independent directors trade stock every 38 days with the average trade being worth of \$80,430. The most recent stock trade was executed by Raymond Whittaker on 4 December 2019, trading 10,000 units of CWCO stock currently worth \$165,200.

## Corporate Governance

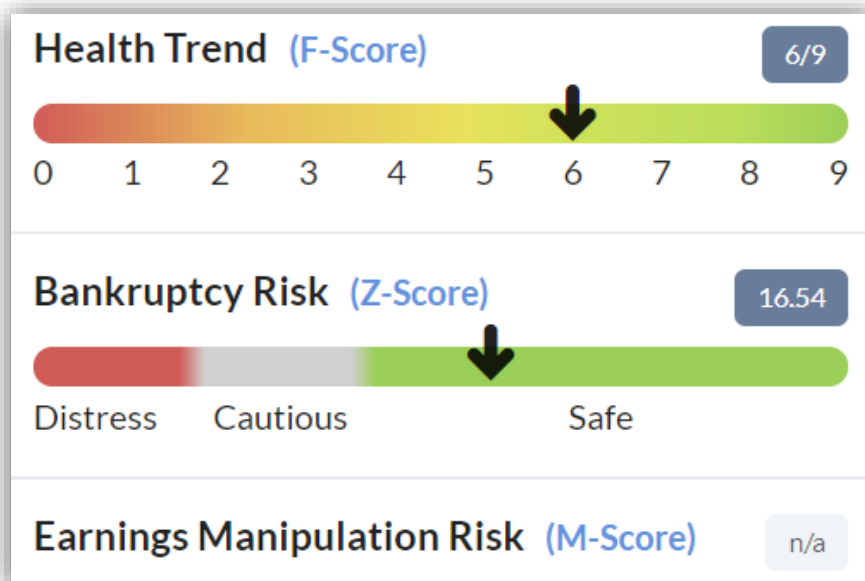
Consolidated Water Co. Ltd.'s ISS Governance QualityScore as of October 4, 2019 is **7**. The pillar scores are Audit: **2**; Board: **5**; Shareholder Rights: **9**; Compensation: **7**.

## VALUATION

### Valuation Summary



### Business Health





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**American States Water Co.**

## American States Water Co.

## Stockopedia StockRank™



### At a Glance

Stock Price	1 Year Stock Performance	Market Cap (m)	P/E	P/B	Dividend Yield	EBITDA (m)	Revenue (m)
86.51	34.1%	3,187	39.20	5.36	1.4%	164	472
Free Cash Flow Yield	Return on Assets	Return on Common Equity	Debt / Equity	Gross Profit Margin	Revenue CAGR (5y)	EBIT CAGR (5y)	Basic EPS CAGR (5y)
-1.0%	5.3%	14.1%	82.1%	54.3%	-1.5%	-2.6%	1.4%

### 10 Year Stock Performance



## Business Description

American States Water Company, through its subsidiaries, provides water and electric services to residential, industrial, and other customers in the United States. It operates through three segments: Water, Electric, and Contracted Services. The company purchases, produces, distributes, and sells water, as well as distributes electricity.

As of February 25, 2019, it provided water service to approximately 260,000 customers located throughout 10 counties in Northern, Coastal, and Southern California; and distributed electricity to 24,000 customers in the City of Big Bear and surrounding areas in San Bernardino County, California. The company also provides water and/or wastewater services, including the operation, maintenance, and construction of facilities at the water and/or wastewater systems at various military installations.

American States Water Company was founded in 1929 and is based in San Dimas, California.

## Prime Investment Considerations



### ☐ Strong dividend track record

- Q3 2019 dividend increased by 10.9% - **10-Year CAGR of 8.7% from 2009 through 2019**
- Increased dividends to shareholders each calendar year for 65 consecutive years
- Paid dividends to shareholders every year since 1931
- Targeting a compound annual growth rate of **more than 7%** over the long term. Given AWR's earnings growth prospects, there is room to grow the dividend

### ☐ Growth potential in earnings

- 2018 Diluted EPS of \$1.72 per share with a **10-Year CAGR of 10.6% from 2008 through 2018**
- Planned CapEx at 3.5 X Depreciation will increase rate base at the regulated utility businesses
- Significant recent success and growth prospects for the military base privatization business

### ☐ Favorable regulatory environment in California

- Forward-looking (future) test years limit regulatory lag
- Recovery of / Return on Rate Base through the regulatory process
- Decouple revenue from sales to provide consistent returns through Water Revenue Adjustment Mechanism (WRAM) and Modified Cost Balancing Account (MCBA)

12

## Prime Investment Considerations



### ☐ Well-positioned for privatization and consolidation opportunities

- Highly fragmented industry; few publicly-traded players; high barriers to entry

### ☐ Aggressive posture toward recovery of operating costs and CapEx

### ☐ Stable utility customer base

### ☐ Seasoned and committed management team and Board

### ☐ Significant gender diversity at the Board and senior management level:

Five of AWR's eight independent directors are women

### ☐ Strong balance sheet: "A+/A2" ratings - one of the highest in the industry

### ☐ Valuable water rights portfolio: AWR owns ~73,600 acre-feet of adjudicated groundwater rights and a significant number of unadjudicated groundwater rights. In addition, AWR owns ~11,300 acre-feet of surface water rights

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## Financial Overview

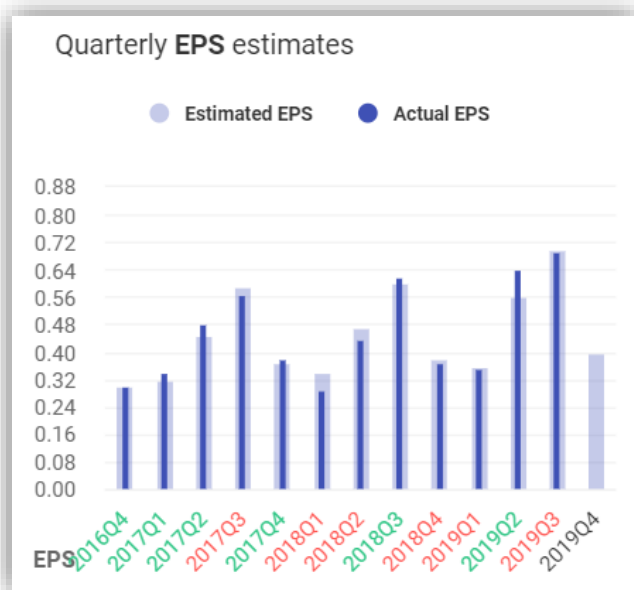
### Financial Brief

For the nine months ended 30 September 2019, American States Water Co revenues increased 11% to \$360.9M. Net income applicable to common stockholders increased 35% to \$67.3M. Revenues reflect GSCW Water segment increase of 8% to \$248.1M, ASUS Contracts segment increase of 16% to \$82.7M, GSCW Electric segment increase of 18% to \$30M. Net income benefited from GSCW Water segment income increase of 17% to \$77.8M.

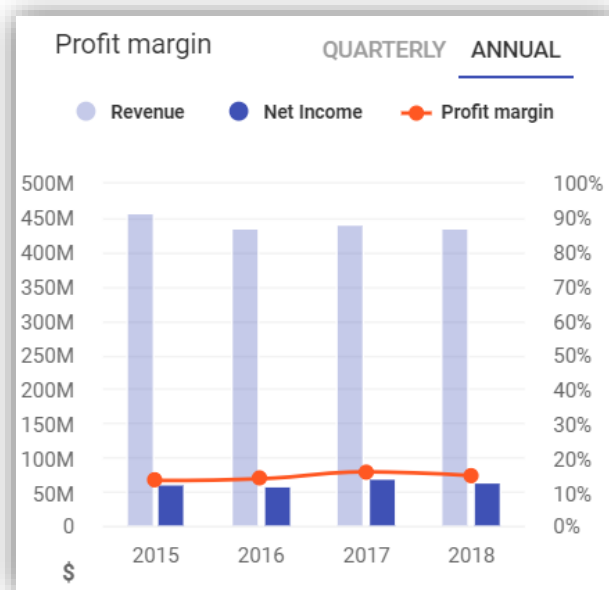
### Financial Summary

Year End 31st Dec		2013	2014	2015	2016	2017	2018	TTM	2019E	2020E	CAGR / Avg
Total Revenue	\$m	472	466	459	436	441	437	472	469	478	-1.54%
Operating Profit	\$m	119	119	118	114	127	101	125			-3.24%
Net Profit	\$m	62.7	61.1	60.5	59.7	69.4	63.9	81.4	73.1	85.3	0.375%
EPS Reported	\$	1.61	1.57	1.60	1.62	1.87	1.72	2.19			1.35%
EPS Normalised	\$	1.61	1.57	1.60	1.62	1.73	1.72	2.19	2.11	2.21	1.33%
EPS Growth	%	+14.1	-2.69	+2.10	+1.17	+6.77	-0.461	+27.3	+22.8	+4.50	
PE Ratio	x						50.4	39.6	41.0	39.2	
PEG							2.21	1.73	9.11	9.11	
<b>Profitability</b>											
Operating Margin	%	25.2	25.6	25.8	26.2	28.8	23.1	26.5			25.8%
ROA	%		4.54	4.44	4.25	4.80	4.38	5.24			
ROCE	%	9.85	9.31	9.71	8.83	10.1	7.45	8.43			9.21%
ROE	%		12.2	12.4	12.4	13.5	11.7	14.1			12.4%
<b>Cashflow</b>											
Op. Cashflow ps	\$	3.49	4.20	2.53	2.64	3.92	3.70	3.05			1.18%
Capex ps	\$	2.51	1.87	2.32	3.53	3.07	3.43	4.07			6.46%
Free Cashflow ps	\$	0.986	2.33	0.208	-0.896	0.853	0.277	-1.02			-22.5%
<b>Dividends</b>											
Ex-date: 14 Nov / Paid: 2 Dec											
Dividend ps	\$	0.583	0.831	0.874	0.914	0.994	1.06	1.13	1.10	1.16	12.7%
Dividend Growth	%	-8.27	+42.7	+5.17	+4.58	+8.75	+6.64	+6.60	+3.77	+5.45	
Dividend Yield	%						1.23	1.31	1.27	1.34	
Dividend Cover	x	2.76	1.88	1.83	1.77	1.88	1.62	1.94	1.92	1.90	
<b>Balance Sheet</b>											
Cash etc	\$m	38.2	76.0	4.36	0.436	0.214	7.14	10.4			-28.5%
Working Capital	\$m	90.7	110	9.19	-11.1	-1.20	-15.1	12.6			
Net Fixed Assets	\$m	1,117	1,168	1,210	1,303	1,260	1,369				4.14%
Net Debt	\$m	294	250	345	411	380	410	465			
Book Value	\$m	492	507	466	494	530	558	596			2.54%
Average Shares	m	39	39	38	37	37	37	37			-1%
Book Value ps	\$	12.7	13.2	12.8	13.5	14.4	15.2	16.2			3.61%

## Earnings Per Share



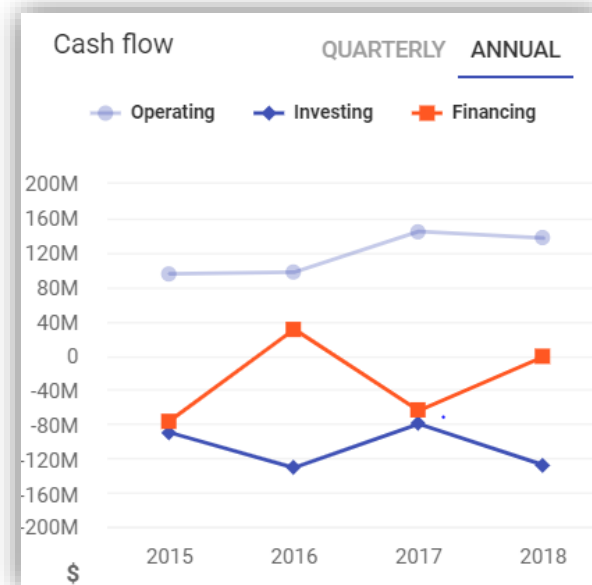
## Profit Margin



## Debt To Assets



## Cash Flow



## Management Assessment

### Executives

Insider	Title	Age	Since	Compensation
<b>Robert Sprowls</b>	President, Chief Executive Officer, and Director	61	2009	\$3,006,040
<b>James Cotton</b>	Senior Vice President, Procurement Officer of American States Utility Services, and Inc.	45	2014	\$832,520
<b>Eva Tang</b>	Chief Financial Officer, Senior Vice President - Finance, Corporate Secretary, and Treasurer	63	2017	\$788,973
<b>Denise Kruger</b>	Senior Vice President - Regulated Utilities of Golden State Water Company	55	2008	\$751,353
<b>Anne Holloway</b>	Independent Chairman of the Board	66	2019	\$165,523
<b>James Anderson</b>	Independent Director	75	1997	\$160,606
<b>Sarah Anderson</b>	Independent Director	69	2012	\$157,771
<b>James McNulty</b>	Independent Director	76	2010	\$155,106
<b>Diana Bonta</b>	Independent Director	68	2007	\$151,606
<b>Janice Wilkins</b>	Independent Director	74	2011	\$150,516
<b>John Fielder</b>	Independent Director	73	2013	\$149,771
<b>Gabriel Willis</b>	Vice President – Strategic Business Development of American States Utility Services and Inc.	39	2018	
<b>Mary Hopkins</b>	Independent Director	54	2019	
<b>Bryan Switzer</b>	Vice President - Regulatory Affairs of Golden State Water Company	62	2004	
<b>Paul Rowley</b>	Vice President - Water Operations of Golden State Water Company	54	2016	
<b>Granville Hodges</b>	Vice President - Operations of American States Utility Services and Inc.	59	2007	
<b>William Gedney</b>	Vice President - Environmental Quality of Golden State Water Company	64	2015	
<b>Gladys Farrow</b>	Vice President - Finance, Treasurer, and Assistant Secretary of Golden State Water Company	55	2008	

### CEO Biography

Robert J. Sprowls is President, Chief Executive Officer, Director of the Company. Mr. Sprowls is the sole management member of the board of directors. As President and Chief Executive Officer of the company since 2009 and Chief Financial Officer for four years prior to that, Mr. Sprowls has an intimate knowledge of the company and its operations and personnel. He has also been in a leadership role in the water industry having served as President and a member of the executive committee of the National Association of Water Companies, a non-profit organization representing private water companies.

He has more than 30 years of experience in business strategy, operations management, corporate finance and business problem-solving for regulated utilities, utility holding companies and highly competitive, non-regulated utility affiliates. Mr. Sprowls is the President and Chief Executive Officer of American States Water Company and holds similar titles and responsibilities for the company's subsidiaries, Golden State Water Company, or GSWC, and American States Utility Services, Inc. and its subsidiaries, or ASUS.

He holds a BA degree in economics and business administration from Knox College in Illinois and a master's degree in business administration from Bradley University, also in Illinois. He is a Certified Public Accountant (Inactive) and a Certified Management Accountant.

## Insider Trading

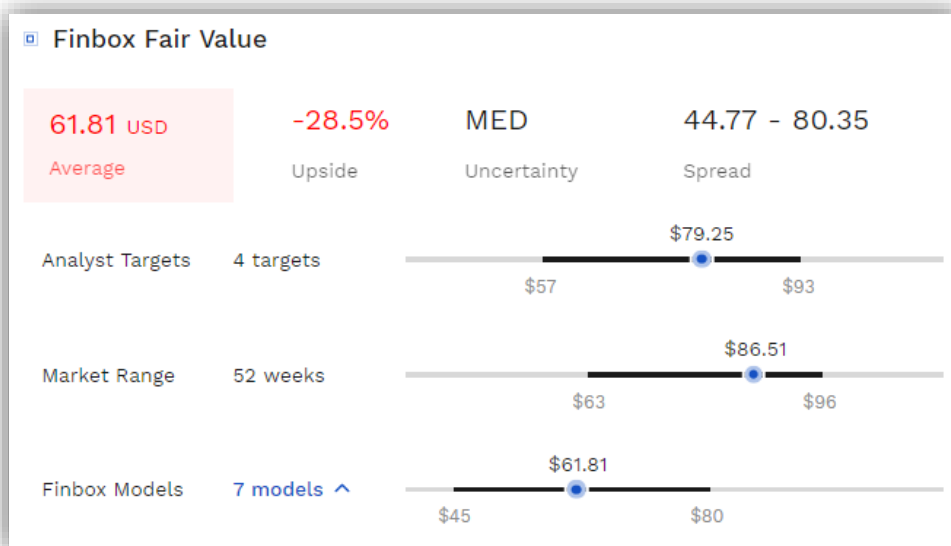
Over the last 17 years, insiders at American States Water Co have traded over \$13,081,138 worth of American States Water Co stock and bought 2,400 units worth \$98,875 . The most active insider traders include Robert J Sprowls, John R Fielder, and Denise L Kruger. On average, American States Water Co executives and independent directors trade stock every 11 days with the average trade being worth of \$246,034. The most recent stock trade was executed by William C Gedney on 3 December 2019, trading 1,932 units of AWR stock currently worth \$32,226.

## Corporate Governance

American States Water Company's ISS Governance QualityScore as of October 4, 2019 is **2**. The pillar scores are Audit: **1**; Board: **1**; Shareholder Rights: **7**; Compensation: **2**.

## VALUATION

### Valuation Summary

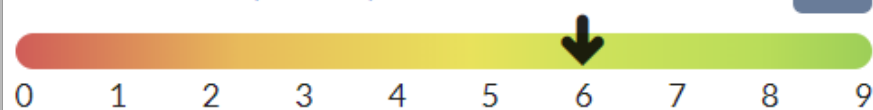


### Business Health



### Health Trend (F-Score)

6/9



### Bankruptcy Risk (Z-Score)

4.59



### Earnings Manipulation Risk (M-Score)

n/a

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**Aegion Corp.**

## Aegion Corp.

## Stockopedia StockRank™



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### At a Glance

Stock Price	1 Year Stock Performance	Market Cap (m)	P/E	P/B	Dividend Yield	EBITDA (m)	Revenue (m)
22.34	34.4%	687	NA	1.59	0.0%	87	1,238
Free Cash Flow Yield	Return on Assets	Return on Common Equity	Debt / Equity	Gross Profit Margin	Revenue CAGR (5y)	EBIT CAGR (5y)	Basic EPS CAGR (5y)
2.7%	-0.9%	-1.9%	86.3%	19.9%	4.1%	-2.0%	-39.8%

### 10 Year Stock Performance



## Business Description

Aegion Corporation provides technologies to maintain, rehabilitate, and strengthen infrastructure in the United States, Canada, Europe, and internationally. It operates through three segments: Infrastructure Solutions, Corrosion Protection, and Energy Services. The company offers various solutions for rehabilitating and maintaining aging or deteriorating infrastructure; protecting new infrastructure from corrosion; and providing integrated professional services in engineering, procurement, construction, maintenance, and turnaround services for oil and natural gas companies.

Its solutions include rehabilitation of water and wastewater pipelines; fusible polyvinyl chloride products for rehabilitation; fiber reinforced polymer systems for rehabilitation and strengthening; cathodic protection for corrosion engineering control and infrastructure rehabilitation; pipe coatings for corrosion and thermal control and prevention; thermoplastic pipe lining for corrosion control, abrasion protection, and pipeline rehabilitation; and construction and maintenance of oil and gas facilities.

The company serves municipal, state, and federal governments, as well as corporate customers in various industries, including energy, oil and gas, refinery, mining, general and industrial construction, infrastructure, water and wastewater, pipelines, transportation, utilities, maritime, and defense.

Aegion Corporation was founded in 1971 and is headquartered in St. Louis, Missouri.

## Aegion Keeps Infrastructure Working Better, Safer and Longer for our Customers Throughout the World



### INFRASTRUCTURE SOLUTIONS

\$604 million (2018 revenues)



Primarily serves  
**MUNICIPAL WATER & WASTEWATER MARKETS**  
through trenchless pipe  
rehabilitation solutions

### CORROSION PROTECTION

\$394 million (2018 revenues)



Primarily serves  
**MIDSTREAM OIL & GAS PIPELINE MARKETS**  
through corrosion prevention  
and management

### ENERGY SERVICES

\$336 million (2018 revenues)



Primarily serves  
**WEST COAST REFINERY MARKET**  
through industrial facility  
maintenance offerings



~85% of revenues  
generated from  
North America



~85% of revenues  
from existing  
infrastructure



Market leading  
positions & scale  
in all segments



Reduced upstream  
exposure to <10%  
of revenues



Insituform



corrpro

BRINDERSON



united

COATING  
SERVICES

AllSafe+ SCHULTZ

Underground Solutions

P2S ServTech

4

## Financial Overview

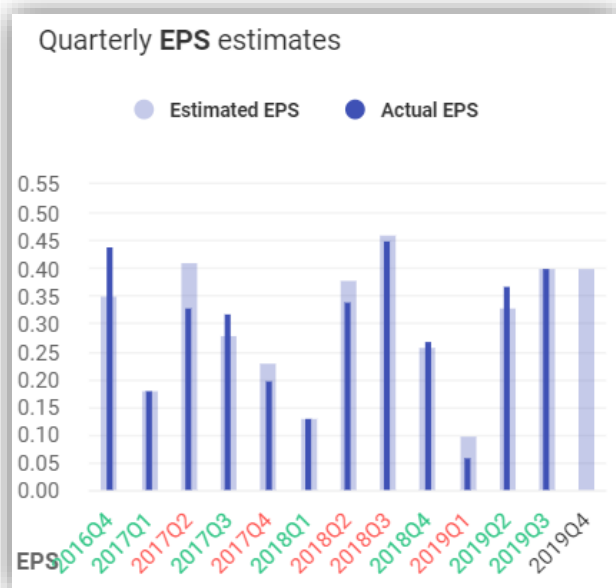
### Financial Brief

For the nine months ended 30 September 2019, Aegion Corp revenues decreased 10% to \$904.4M. Net loss totaled \$6.3M vs. income of \$5.4M. Revenues reflect a decrease in demand for the Company's products and services due to unfavorable market conditions. Net loss reflects Corporate segment loss increase from \$8.1M to \$23.1M, Corrosion Protection segment loss totaling \$3.3M vs. income of \$10.3M.

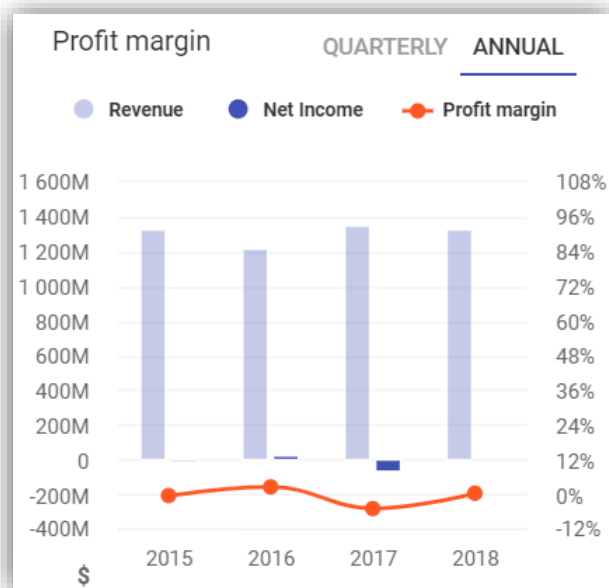
### Financial Summary

Year End 31st Dec		2013	2014	2015	2016	2017	2018	TTM	2019E	2020E	CAGR / Avg
Total Revenue	\$m	1,091	1,331	1,334	1,222	1,359	1,334	1,238	1,219	1,255	4.09%
Operating Profit	\$m	66.9	-19.8	19.9	50.8	-43.5	29.6	13.3			-15.0%
Net Profit	\$m	44.4	-37.2	-8.07	29.5	-69.4	2.93	-8.81	38.7	44.4	-41.9%
EPS Reported	\$	1.30	-0.885	-0.221	0.840	-2.02	0.104	-0.263			-39.7%
EPS Normalised	\$	1.33	0.249	0.604	0.963	-0.018	0.448	0.250	1.24	1.45	-19.6%
EPS Growth	%	+6.97	-81.3	+142	+59.5			-44.2	+176	+17.5	
PE Ratio	x						49.9	89.4	18.1	15.4	
PEG							0.284	0.508	1.03	1.50	
<b>Profitability</b>											
Operating Margin	%	6.13	-1.49	1.50	4.16	-3.20	2.22	1.08			1.55%
ROA	%		-2.51	-0.633	2.41	-5.82	0.327	-0.829			
ROCE	%	5.85	-1.92	2.09	5.27	-5.15	3.84	1.71			1.66%
ROE	%		-4.99	-1.34	5.14	-12.6	0.716	-1.83			-2.62%
<b>Cashflow</b>											
Op. Cashflow ps	\$	2.16	2.15	3.61	2.02	1.92	1.20	1.80			-11.0%
Capex ps	\$	0.719	0.925	0.847	1.13	0.941	0.934	0.944			5.35%
Free Cashflow ps	\$	1.44	1.22	2.76	0.891	0.977	0.268	0.855			-28.5%
<b>Dividends</b>											
Dividend ps	\$	0.000	0.000	0.000	0.000	0.000	0.000	0.000			
Dividend Growth	%										
Dividend Yield	%							0.000	0.000	0.000	
Dividend Cover	x										
<b>Balance Sheet</b>											
Cash etc	\$m	158	175	209	130	106	83.5	52.0			-12.0%
Working Capital	\$m	383	374	380	302	325	262	231			-7.32%
Net Fixed Assets	\$m	216	182	153	168	127	130				-9.59%
Net Debt	\$m	231	203	142	241	239	228	248			
Book Value	\$m	709	627	578	569	494	463	432			-8.19%
Average Shares	m	39	38	37	35	33	33	32			-3%
Book Value ps	\$	18.7	16.8	16.0	16.7	15.2	14.5	14.0			-4.94%

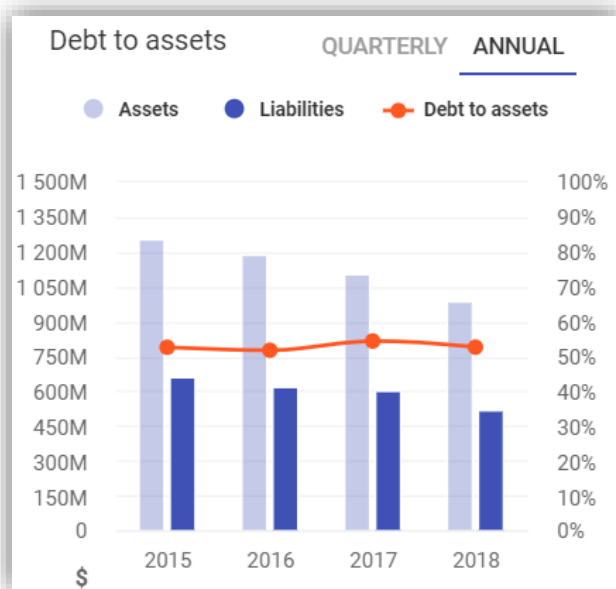
## Earnings Per Share



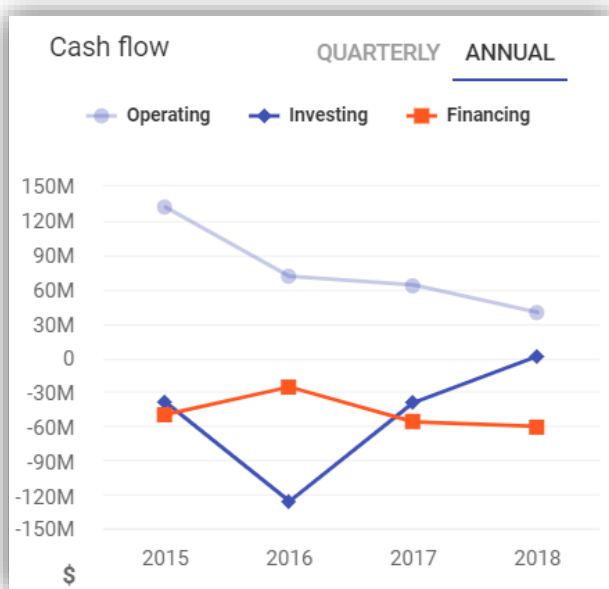
## Profit Margin



## Debt To Assets



## Cash Flow



## Management Assessment

### Executives

Insider	Title	Age	Since	Compensation
<b>Charles Gordon</b>	President, Chief Executive Officer, and Director	61	2014	\$2,726,770
<b>David Morris</b>	Chief Financial Officer and Executive Vice President	57	2018	\$1,705,470
<b>Mark Menghini</b>	Senior Vice President, General Counsel, and Secretary	46	2018	\$673,290
<b>Stephen Callahan</b>	Senior Vice President - Human Resources	52	2015	\$606,260
<b>Kenneth Young</b>	Senior Vice President, Chief Accounting Officer, Corporate Controller, and Treasurer	67	2018	\$472,225
<b>Stephen Cortinovis</b>	Independent Director	68	1997	\$204,000
<b>Stephanie Cuskley</b>	Chairman of the Board	58	2019	\$204,000
<b>Phillip Wright</b>	Independent Director	63	2011	\$199,000
<b>Morris Smith</b>	Independent Director	71	2009	\$199,000
<b>Juanita Hinshaw</b>	Independent Director	74	2000	\$199,000
<b>Walter Galvin</b>	Independent Director	72	2014	\$198,000
<b>Rhonda Germany Ballintyn</b>	Independent Director	62	2017	\$193,000
<b>Katie Cason</b>	Vice President, Finance, and Investor Relations			
<b>John Heggemann</b>	Senior Vice President, Chief Accounting Officer, and Corporate Controller		2019	

### CEO Biography

Charles R. Gordon is President, Chief Executive Officer, Director of Aegion Corporation of Aegion Corp. Mr. Gordon has been our President and Chief Executive Officer since October 2014 and served as our interim Chief Executive Officer from May 2014 to October 2014. Previously, Mr. Gordon served as the Chief Executive Officer of Natural Systems Utilities, LLC, a distributed water infrastructure company, from February 2014 until being appointed our interim Chief Executive Officer in May 2014.

Prior to Natural Systems Utilities, Mr. Gordon was President and Chief Operating Officer of Nuverra Environmental Solutions, Inc., a holding company formerly known as Heckmann Corporation that buys and builds companies in the water sector, from October 2010 until October 2013. Mr. Gordon was President and Chief Executive Officer of Siemens Water Technologies, a business unit of Siemens AG, a world leader in products, systems and services for water and wastewater treatment for industrial, institutional and municipal customers, from 2008 to 2010.

Previously, Mr. Gordon served as Executive Vice President of the Siemens Water & Wastewater Systems Group from 2005 to 2008 and as Executive Vice President of the Siemens Water & Wastewater Services and Products Group from 2003 to 2005. His past experience also includes various management positions with US Filter



Corporation and Arrowhead Industrial Water, prior to the acquisition of US Filter Corporation by the Siemens family of companies in 2004. Mr. Gordon is a member of our Strategic Planning and Finance Committee.

## Insider Trading

Over the last 8 years, insiders at Aegion have traded over \$3,374,303 worth of Aegion stock and bought 81,098 units worth \$1,420,343 . The most active insider traders include Phillip D Wright, Walter J Galvin, and David F Morris. On average, Aegion executives and independent directors trade stock every 46 days with the average trade being worth of \$248,778. The most recent stock trade was executed by David F Morris on 21 February 2019, trading 39,663 units of AEGN stock currently worth \$718,297.

## Corporate Governance

Aegion Corporation's ISS Governance QualityScore as of October 4, 2019 is **2**. The pillar scores are Audit: **1**; Board: **2**; Shareholder Rights: **4**; Compensation: **1**.

## VALUATION

### Valuation Summary

#### Finbox Fair Value

20.36 USD

Average

-8.9%

Upside

MED

Uncertainty

17.12 - 25.13

Spread

Analyst Targets

5 targets

\$22.70  
\$20 \$25

Market Range

52 weeks

\$22.34  
\$14 \$24

Finbox Models

7 models ^

\$20.36  
\$17 \$25

### Business Health

#### Health Trend (F-Score)

4/9



#### Bankruptcy Risk (Z-Score)

4.03



#### Earnings Manipulation Risk (M-Score)

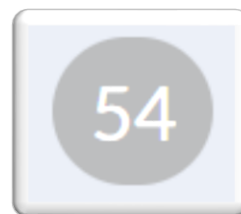
Low

20

**Xylem Inc.**

Xylem Inc.

Stockopedia StockRank™



## At a Glance

Stock Price	1 Year Stock Performance	Market Cap (m)	P/E	P/B	Dividend Yield	EBITDA (m)	Revenue (m)
80.32	26.6%	14,464	27.93	4.92	1.2%	934	5,264
Free Cash Flow Yield	Return on Assets	Return on Common Equity	Debt / Equity	Gross Profit Margin	Revenue CAGR (5y)	EBIT CAGR (5y)	Basic EPS CAGR (5y)
2.5%	6.8%	18.5%	89.4%	39.1%	6.3%	8.8%	19.9%

## 10 Year Stock Performance



## Business Description

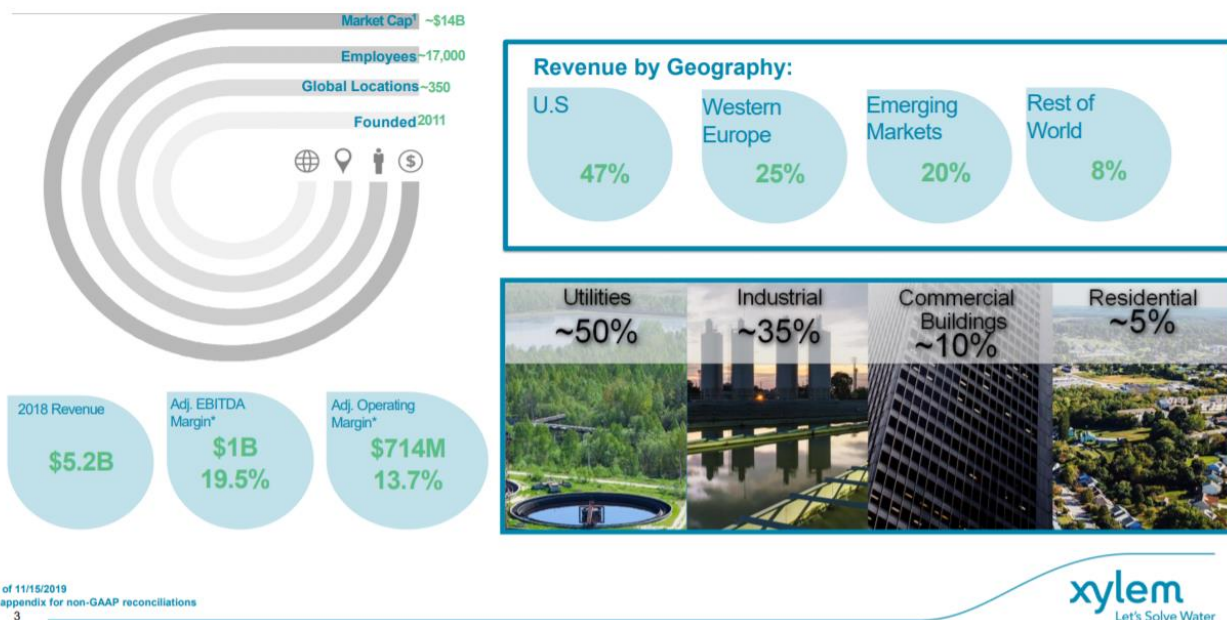
Xylem Inc. engages in the design, manufacture, and servicing of engineered products and solutions for the water and wastewater applications. It operates in three segments: Water Infrastructure, Applied Water, and Measurement & Control Solutions.

- The Water Infrastructure segment offers various products, including water and wastewater pumps; controls and systems; filtration, disinfection, and biological treatment equipment; and mobile dewatering equipment under the Flygt, Godwin, Wedeco, Sanitaire, and Leopold names for the transportation and treatment of water.
- The Applied Water segment provides pumps, valves, heat exchangers, controls, and dispensing equipment systems under the Goulds Water Technology, Bell & Gossett, A-C Fire Pump, Standard Xchange, Lowara, Jabsco, and Flojet brand names for residential and commercial building services, and industrial water applications.
- The Measurement & Control Solutions segment provides smart metering, networked communications, and measurement and control technologies, as well as critical infrastructure technologies that allow customers to use their distribution networks for the delivery, monitoring, and control of critical resources, such as water, electricity, and natural gas. It also offers software and services, including cloud-based analytics, remote monitoring, data management, leak detection, and pressure monitoring solutions and testing equipment, as well as sells smart lighting solutions. This segment sells its products under the EmNet, Pure, Sensus, Smith Blair, Valor Water, Visenti, WTW, and YSI brand names.

The company markets and sells its products through a network of direct sales force, resellers, distributors, and value-added solution providers in the United States, Europe, the Asia Pacific, and internationally.

Xylem Inc. is headquartered in Rye Brook, New York

## Xylem at a Glance



## Our Vision

Be the  
*Distinctive*  
Market Leader  
in the  
Water Sector

- Maintain industry-leading product portfolio bolstered by leading-edge technology and value-added solutions
- Achieve global scale with local expertise
- Top-quartile performance driven by faster-than-market growth and operational excellence
- Cultivate a high-performance culture
- Be recognized as a thought leader in the water sector
- Create social value in everything we do

## Financial Overview

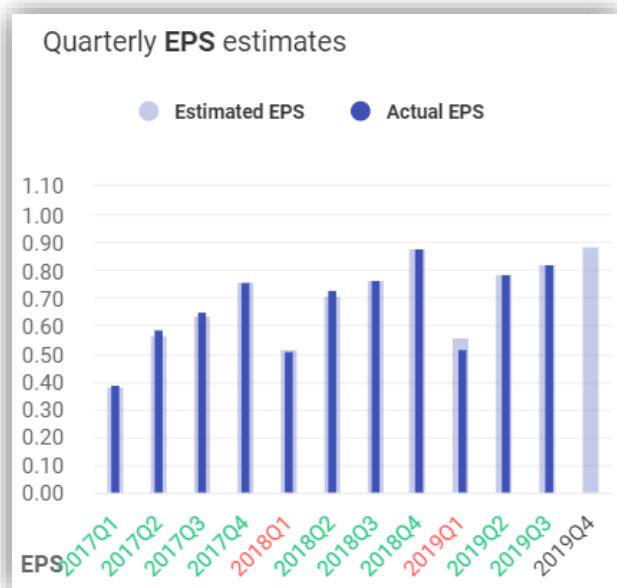
### Financial Brief

For the nine months ended 30 September 2019, Xylem Inc revenues increased 1% to \$3.88B. Net income decreased 13% to \$283M. Revenues reflect an increase in demand for the Company's products and services due to favorable market conditions. Net income was offset by Water Infrastructure segment income decrease of 38% to \$149M, Measurement & Control Solutions segment income decrease of 56% to \$42M, Applied Water segment income decrease of 31% to \$118M.

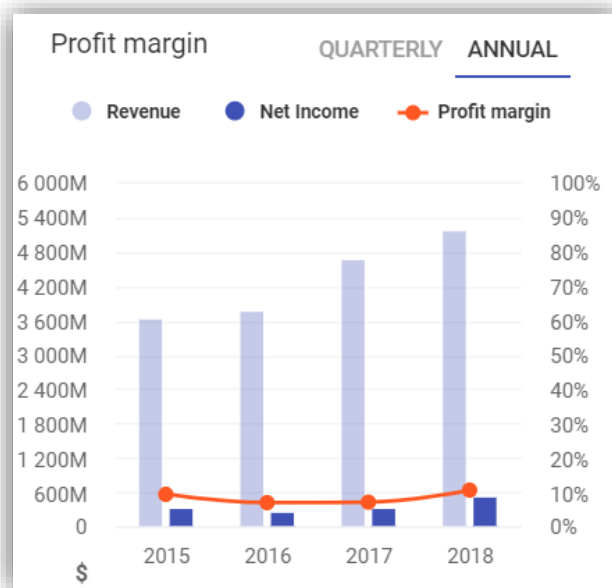
### Financial Summary

Year End 31st Dec		2013	2014	2015	2016	2017	2018	TTM	2019E	2020E	CAGR / Avg
Total Revenue	\$m	3,837	3,916	3,653	3,771	4,707	5,207	5,264	5,256	5,443	6.30%
Operating Profit	\$m	363	474	458	406	542	654	486			12.5%
Net Profit	\$m	228	337	340	260	331	549	508	546	599	19.2%
EPS Reported	\$	1.23	1.83	1.87	1.44	2.08	3.07	2.85			20.2%
EPS Normalised	\$	1.41	1.89	1.86	1.57	2.24	3.19	4.42	3.02	3.32	17.6%
EPS Growth	%	-19.4	+33.9	-1.98	-15.4	+42.5	+42.3	+38.6	-5.35	+9.84	
PE Ratio	x						25.2	18.2	26.6	24.2	
PEG									2.70	1.83	
<b>Profitability</b>											
Operating Margin	%	9.46	12.1	12.5	10.8	11.5	12.6	9.23			11.5%
ROA	%		6.93	7.17	4.67	5.65	7.90	7.00			
ROCE	%	8.98	12.1	11.9	7.75	9.41	11.2	8.03			10.2%
ROE	%		15.4	16.1	12.2	16.1	21.1	18.7			16.2%
<b>Cashflow</b>											
Op. Cashflow ps	\$	1.74	2.26	2.55	2.76	3.79	3.24	3.58			13.2%
Capex ps	\$	0.677	0.646	0.644	0.689	0.940	1.31	1.33			14.1%
Free Cashflow ps	\$	1.06	1.61	1.91	2.07	2.85	1.93	2.25			12.6%
<b>Dividends</b>											
Ex-date: 30 Oct / Paid: 5 Dec											
Dividend ps	\$	0.466	0.512	0.563	0.620	0.720	0.840	0.930	0.964	1.06	12.5%
Dividend Growth	%	+15.0	+9.97	+10.0	+10.0	+16.2	+16.7	+10.7	+14.8	+10.4	
Dividend Yield	%						1.05	1.16	1.20	1.32	
Dividend Cover	x	2.63	3.57	3.32	2.33	2.89	3.66	3.06	3.13	3.12	
<b>Balance Sheet</b>											
Cash etc	\$m	533	663	680	308	414	296	453			-11.1%
Working Capital	\$m	1,156	1,161	1,182	601	971	705	802			-9.42%
Net Fixed Assets	\$m	681	664	633	802	853	920				6.20%
Net Debt	\$m	708	621	594	2,060	1,786	2,012	1,883			
Book Value	\$m	2,241	2,127	2,084	2,190	2,503	2,768	2,886			4.31%
Average Shares	m	186	184	182	180	181	181	181			-1%
Book Value ps	\$	12.1	11.7	11.7	12.2	13.9	15.4	16.0			4.88%

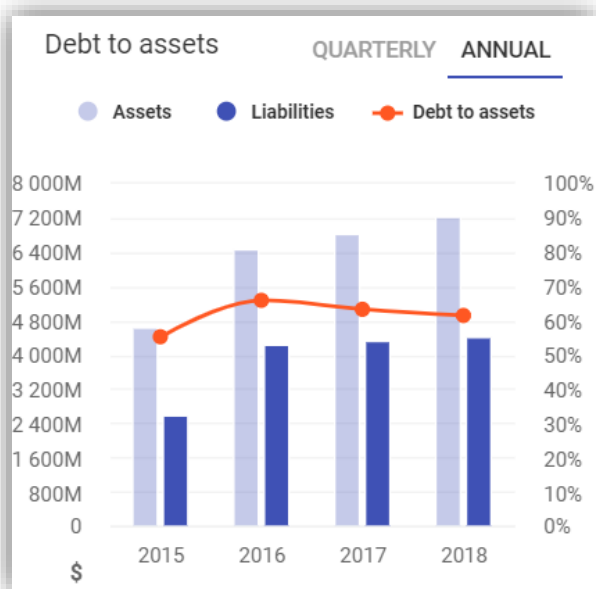
## Earnings Per Share



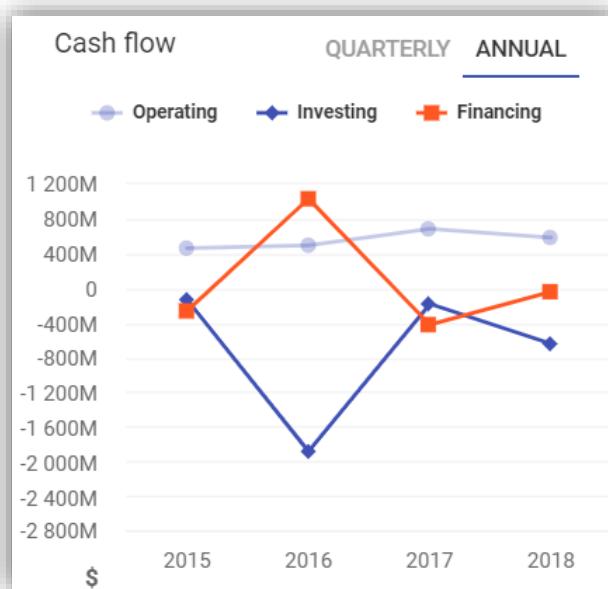
## Profit Margin



## Debt To Assets



## Cash Flow





## Management Assessment

### Executives

Insider	Title	Age	Since	Compensation
<b>Patrick Decker</b>	President, Chief Executive Officer, and Director	54	2014	\$8,327,670
<b>E. Mark Rajkowski</b>	Chief Financial Officer and Senior Vice President	60	2016	\$2,782,820
<b>Kenneth Napolitano</b>	Senior Vice President - Applied Water Systems and Americas Commercial Team	56	2017	\$1,841,590
<b>Colin Sabol</b>	Senior Vice President, President, Measurement, and Control Solutions	51	2017	\$1,819,320
<b>Claudia Toussaint</b>	Senior Vice President, General Counsel, and Corporate Secretary	55	2014	\$1,582,490
<b>Pak Leung</b>	Senior Vice President and President - Emerging Markets	62	2015	\$1,473,280
<b>Markos Tambakeras</b>	Independent Chairman of the Board	68	2011	\$375,061
<b>Victoria Harker</b>	Independent Director	54	2011	\$260,028
<b>Steven Loranger</b>	Independent Director	67	2014	\$255,028
<b>Robert Friel</b>	Independent Director	63	2012	\$255,028
<b>Jerome Peribere</b>	Independent Director	64	2013	\$251,278
<b>Curtis Crawford</b>	Independent Director	71	2011	\$243,778
<b>Surya Mohapatra</b>	Independent Director	69	2011	\$240,028
<b>Sten Jakobsson</b>	Independent Director	70	2011	\$240,028
<b>Jeanne Beliveau-Dunn</b>	Independent Director	59	2017	\$240,028
<b>Matthew Latino</b>	Director- Investor Relations Officer		2017	
<b>Jorge Gomez</b>	Independent Director	51	2019	
<b>Geri-Michelle McShane</b>	Chief Accounting Officer, Vice President, and Controller	45	2019	
<b>David Flinton</b>	Senior Vice President and President - Dewatering	48	2015	
<b>Tomas Brannemo</b>	Senior VP, President, Transport, and Treatment	47	2017	
<b>Kairus Tarapore</b>	Chief Human Resource Officer and Senior Vice President	57	2015	

### CEO Biography

Patrick K. Decker is President, Chief Executive Officer, Director of the Company. He has served as President and Chief Executive Officer of Xylem since March 2014. He joined Xylem from Harsco Corporation, a global industrial services company, where he was President and Chief Executive Officer since 2012. Prior to that, he served in a number of leadership roles for Tyco International's Flow Control business, ultimately serving as President of Tyco Flow Control, a leader in industrial flow control solutions.

Mr. Decker is a member of the Bipartisan Policy Center's Executive Council on Infrastructure as well as the Energy and Environment Committee of the Business Roundtable. Earlier in his career, Mr. Decker held a number of progressively responsible financial leadership positions at Bristol-Myers Squibb Company, including nine years of service in Latin America and Asia. He started his career as an auditor for Price Waterhouse LLP, now PricewaterhouseCoopers, LLP. He currently serves on the advisory council for the Dean of the Kelley School of Business at Indiana University.

## Insider Trading

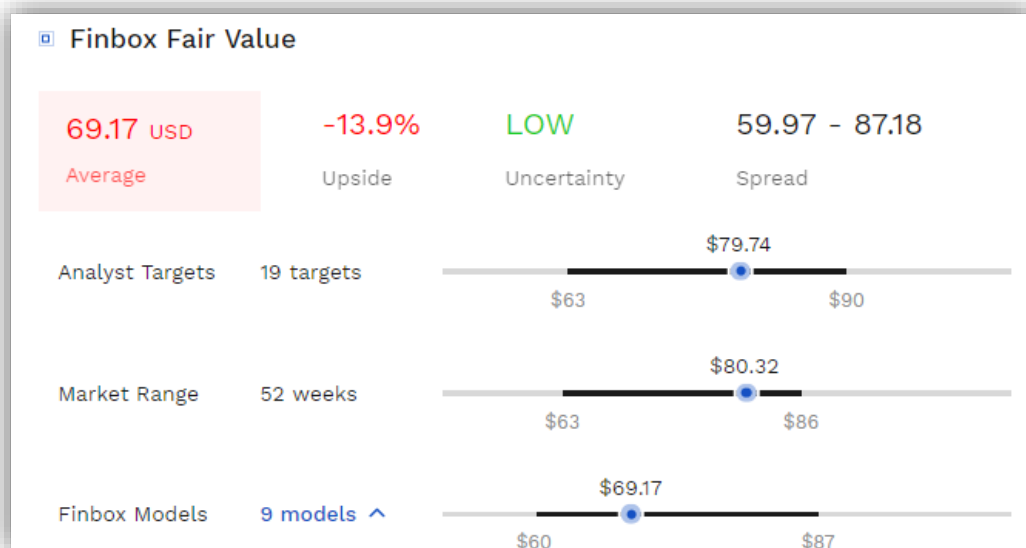
Over the last 8 years, insiders at Xylem have traded over \$25,109,815 worth of Xylem stock and bought 8,529 units worth \$229,880 . The most active insider traders include Edward J Ludwig, Robert F Friel, and Steven R Loranger. On average, Xylem executives and independent directors trade stock every 26 days with the average trade being worth of \$1,462,948. The most recent stock trade was executed by Kenneth Napolitano on 9 December 2019, trading 5,000 units of XYL stock currently worth \$123,000.

## Corporate Governance

Xylem Inc.'s ISS Governance QualityScore as of October 4, 2019 is **2**. The pillar scores are Audit: 1; Board: **4**; Shareholder Rights: **3**; Compensation: **4**.

## VALUATION

### Valuation Summary



### Business Health

