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Investment Survey®

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Part 3
Ratings
&
Reports

ISSUE 9 Pages 1700-1850

File in the binder in order of issue number, removing previous issue bearing the same number.

January 12, 2018

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ESPECIALLY NOTEWORTHY:

This week, Nutanix, Inc., which offers an enterprise cloud operating system that merges traditional servers, virtualization, storage and networking into one integrated solution, is making its debut in the Value Line Investment Survey on page 1826.

We also are welcoming Interactive Brokers Group, Inc., a holding company, whose primary asset is a 17.1% stake in IBG LLC, which, in turn, owns operating subsidiaries, to the Brokers & Exchanges Industry. Page 1798.

The changes at General Electric continue. To wit, the new CEO, John Flannery, has completed a comprehensive overview of operations, and announced a slew of changes, including a 50% reduction in the quarterly dividend payout. Please turn to page 1753 to learn more.

Cornerstone OnDemand, Inc., recently completed a strategic review process, aided by Goldman Sachs and Centerview Partners. The end result was that Cornerstone accepted an investment of \$300 million from a private-equity firm. You can read more about the deal and the stock's appealing long-term prospects on page 1819.

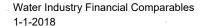
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★★ Rank 1 (Highest) for Timeliness. ★ Rank 2 (Above Average).

In three parts: Part 1 is the Summary & Index. Part 2 is Selection & Opinion. This is Part 3, Ratings & Reports. Volume LXXIII, No. 22
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HubSpot, Inc.

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Kaman Corp. LSB Industries, Inc.

Leucadia National 1763

McDermott Int'l., Inc. 1764

★ Myers Industries 1765

Value Line's estimates of sales and earnings growth for individual companies are derived by correlating sales, earnings, and dividends to appropriate components or subcomponents of the Gross Domestic Product, presented below. A more detailed forecast appears periodically in Selection & Opinion.

HYPOTHESIZED ECONOMIC ENVIRONMENT 3 TO 5 YEARS HENCE

The hypothesized 2020-2022 economic environment into which earnings are forecast is as follows: Unemployment will average 4.0%-4.5% of the national labor force. There will be no major war in progress at that time. Industrial production will be expanding by 2.0%-2.5% per year. Inflation will continue to be modest. Prices as measured by the

broad-based GDP deflator will advance by 2.0%-2.5% per year, on average. Long-term interest rates on AAA corporate bonds are projected to average just over 5.0% in the years 2020-2022. We expect the Federal Reserve to pursue moderately tighter monetary policies except in years in which the economy is slowing or there is a recession. Based on these assumptions, the Gross Domestic Product will average about \$23,400 billion in the years 2020-2022, a level that is just over 25% above the 2016 total of \$18,625 billion.

Things may turn out differently. But in the absence of knowledge of the future, we use the above assumptions, which appear to be most plausible. Thus we are able to apply a common economic environment to all stocks for the purpose of measuring relative growth potential.

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ross Domestic Product (\$Bill.)	13858	14480	14720	14418	14958	15518	16155	16692	17428	18121	18625	19387	20362	2338
eal GDP (2009 Chained \$Bill.)	14615	14877	14834	14418	14779	15021	15355	15612	15982	16397	16716	17093	17590	1888 1314
otal Consumption (\$Bill.)	9815	10036	9999	9843	10036	10264	10413	10565	10868	11264	11572	11883	12221	
onresidential Fixed Investment (\$Bill.)	1840	1948	1934	1633	1674	1803	1964	2033	2173	2224	2211	2306	2402	266
dustrial Prod. (% Change, Annualized)	-22	2.5	-3.4	-11.3	5.7	3.3	2.8	1.9	3.7	-2.7	-0.1	2.2	2.5	2
ousing Starts (Mill. Units)	1.81	1.34	0.90	0.55	0.59	0.61	0.78	0.93	1.00	1.11	1.18	1.21	1.26	1.
otal Light Vehicle Sales (Mill. Units)	16.5	16.1	13.2	10.4	11.6	12.7	14.4	15.5	16.4	17.4	17.5	17.1	17.0	- 16
ersonal Savings Rate (%)	3.4	3.0	5.0	6.1	: 5.6	5.7	7.6	4.8	4.8	6.1	4.9	3.5	3.4	+
ational Unemployment Rate (%)	4.6	4.6	5.8	9.3	9.6	8.9	8.1	7.4	6.2	5.3	4.9	4.4	4.2	. i. i.
AA-Corp Bond Rate (%)	5.6	5.6	5.6	5.3	4.9	4.6	3.7	4.2	4.2	3.9	3.7	3.9	4.4	1
-Year Treasury Note Rate (%)	4.8	4.6	3.7	3.3	3.2	2.8	1.8	2.4	2.5	2.2	1.9	2.4	2.8	1.04
Month Treasury Bill Rate (%)	4.7	4.4	1.4	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.3	0.9	1.5	
INUAL RATES OF CHANGE	· · · · · · · · · · · · · · · · · · ·		-757		e	esere, in the	***	ert fores				reports :	er english	Ÿ
al GDP	2.7	1.8	-0.3	-2.8	2.5	1.6	2.2	1.7	2.4	2.6	1.9	2.3	2.9	
OP Deflator	3.1	2.7	1.9	0.8	1.2	2.0	1.8	1.6	1.8	1.1	1.5	1.8	2.2	
nsumer Price Index	3.2	2.9	3.8	-0.3	1.6	3.1	2.1	1.5	1.6	0.5	1.8	1.8	2.1	
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al GDP (2009 Chained \$Bill.)	16572	16664	16778	16851		16901	17031	17157	17284		17391	17520	17659	17
tal Consumption (\$Bill.)	11430	11537	11618	11702		11757	11839	11924	12012		12095	12179	12263	12
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ustrial Production (% Change, Annualized	l) -1:3	-0.7	0.8	0.7	•:	1.5	5.6	-1.5	3.0		2.5	2.3	2.5	
using Starts (Mill. Units)	1.15	1.16	1.15	1.25		1.24	1.17	1.17	1.25		1.20	1.25	1.27	1
al Light Vehicle Sales (Mill. Units)	17.3	17.2	17.5	17.8	4-3-3	17.1	16.8	17.1	17.3		17.0	17.0	17.0	1

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Traditionally, equities of water utilities have been purchased for safety, income, and well-defined earnings. These stocks would lag the market during rallies and outperform during downturns. Investors were also willing to accept less total return in exchange for low volatility and better defined earnings and dividend prospects. This pattern has changed in the recent past.

Almost every member of the water group is in the midst of a large construction program aimed at replacing aging pipelines and waste treatment facilities. In general, balance sheets are only rated about average, as they have needed to add debt to

fund capital investments.

The regulatory climate of the states where a utility operates plays a significant role in its earnings and dividends potential. This is because state authorities determine the rate of return on utilities' investment in new plant. Unlike the situation faced by their cousins, electric utilities, the relationship between regulators and water companies has been positive.

Size Mattered Last Quarter

One of the major developments over the past three months was the dichotomy in the performance of the different stocks in the Water Utility Industry. The five largest equities by market capitalization, had these results: American States Water (+10.4%), American Water Works (+9.0%), Aqua America (+14.5%), California Water (+12.7%), and SJW Group (+10.2%). The four stocks that had a market cap that averaged from \$200 million to \$750 million posted these numbers; Connecticut Water (-6.2%), Consolidated Water (-3.0%), Middlesex Water (-3.4%), and York Water (-5.1%). A few conclusions can be drawn from the stark differences in returns. First, the five mid- to large-cap stocks all outperformed the S&P 500 Index by a wide margin. Second, not only did the four small stocks not keep pace with their larger peers, but they all had a negative price performance.

Since the smaller companies didn't have earnings misses nor lower guidance, the evidence seems to suggest that there is a greater demand for large-cap stocks. This makes sense when considering the makeup of the market. Large institutions, pension and mutual funds, and ETFs, generally shy away from small-cap stocks. Why? The answer is these participants typically take positions in companies that would represent 2%-3% of their portfolio. For a \$5 billion portfolio, that works out to a average stake of \$125 million. That would represent a 28% ownership in York Water. Institutional investors don't want to have that type of exposure to any one company. In addition, just the mechanics of trying to purchase more than a 25% stake in a company would also almost surely drive up the price of the outstanding shares considerable. Plus, exiting such a position would have the opposite effect.

Large Construction Programs

Following several decades of neglect, the nation's water infrastructure was left in terrible condition. Pipeline systems were antiquated and waste facilities needed to be upgraded and expanded to handle greater demand. The neglect was not purposeful. It was mostly caused by regulators not wanting to raise customers (i.e. voters) water bills, and utilities not wanting to make sizable investments, in which there was uncertainty regarding the what level of return they would be granted. Fortu-

INDUSTRY TIMELINESS: 79 (of 97)

nately, the two sides got together and realized that massive amount of funds would be required to modernize the domestic water delivery systems. Though they are playing catch up, most believe the industry and regulators have done a decent job of addressing the issue. Fixing the water infrastructure will still take many years, but the commitment has been made to resolve the problem.

Regulation Remains Key

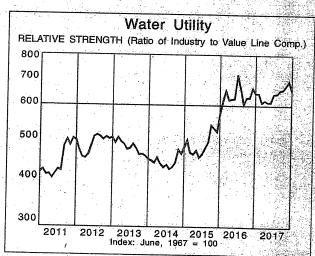
Perhaps the most important reason behind the strong operational performance turned in by this group is due to the overall national regulatory climate. State authorities realized that the past history of keeping water consumers bills too low came at a high cost. Most public utility commissions understood that they would have to work in partnership with the industry to make sure that the burdensome construction programs were undertaken. Since regulators literally legislate what a utility is allowed to earn on its investment, their importance cannot be overstated.

Conclusion

Shares of water utilities are currently trading in uncharted territory. Aided most likely by strong institutional demand, and a limited supply of equity, the large-and mid-cap stocks in the group have done extremely well. Of the five equities that are of this size, four are ranked 2 (Above Average) for Timeliness and the other garners a 3 (Average) ranking. Of the small-cap members of this group, one is timely, one is neutrally ranked, and the other two are expected to underperform the market in the year ahead.

We caution investors that these stocks may not be as safe as they have been in the past. That's because the larger utilities have seen their stocks rise to near all-time highs. For example, the current yield on this group's stocks is only about equal to the Value Line median. Also, though inflation remains tame, the Federal Reserve has indicated that there will probably be several more interest rate hikes next year. This could make bonds more attractive to income-oriented investors. In any case, subscribers should be aware that these stocks may carry more risk than their Beta co-efficients and Safety ranks indicate.

James A. Flood



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30:24	30.36	30.42	33.50	33.60	34.10	34.46	34.60	9.70 37.06	10.13 37.26	10.84 37.70	11.80 38.53	12.72 38.72	13.24 38.29	12.77 36.50	13.52 36.57	14.20 36.70	14.85 36.80	Book Va Common			16.8 37.0
16.7	18.3	31.9	23.2	21.9	27.7	24.0	22.6	21.2	15.7	15.4	14.3	17.2	20.1	24.6	25.6	26.1	00.00		'I P/E Rai		21.
.86 3.9%	1.00 3.6%	1.82 3.5%	1.23 3.6%	1.17 3.1%	1.50 2.5%	1.27 2.5%	1.36 2.9%	1.41	1.00 3.0%	.97 3.2%	.91	.97 2.7%	1.06	1.24	1.35	1.27			P/E Ratio	. 1	1.3
		TURE as			L.U /0	301.4	318.7	361.0	398.9	419.3	3.1% 466.9	472.1	2.6% 465.8	2.2% 458.6	2.2% 436.1	2.0% 445	470		'I Div'd Y	ield	2.89
otal De	bt \$367.	3 mill. D				28.0	26.8	29.5	41.4	42.0	54.1	62.7	61.1	60.5	59.7	62.0		Revenue Net Prof		1/3	. 59 87.
i Debi	\$321.0 n		8% of Ca	t \$21.3 m ap'l)	101.	42.6%	37.8%	38.9%	43.2%	41.7%	39.9%	36.3%	38.4%	38.4%	36.8%	36.5%	21.0%	Income 1	ax Rate		21.09
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		12/16 \$15	50.9 mill.	disaler i		53.1%	53.8%	54.1%	55.7%	54.6%	57.8%	60.2%	60.9%	58.9%	60.6%	60.0%		Common			43.59 56.59
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URREN	T POSIT				/30/17	58%	64%	61%	47%	5.3% 49%	6.6% 45%	6.8% 47%	5.7% 53%	6.0% 54%	5.3% 56%	5.0% 58%		Retained All Div'ds			6.09 579
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imings vidend:		10.0% 7.0%	9.5	% 6.	5% 5%	result	ing f	rom t	he sa	le of	certe	n ace	ets	repres	ente	ahout	200	bus of n	ot in	, WI	+L-

Even without this windfall, however, the company would still have likely recorded a 6% increase in its share net. The positive momentum from its core water operations should enable the company's share net to reach \$1.85 once again in 2018. Our earnings forecasts are based

upon constructive regulatory treat-ment. As is the protocol in California, a utility petitions state authorities for rate relief every three years. The company's Golden Gate Water subsidiary filed a general case in July of last year. The applica-tion is for the years 2019, 2020, and 2021. A final decision is expected by the end of 2018. The California Public Utility Commission has been reasonable in the past, as it has worked with utilities that have had to spend heavily to upgrade anti-quated pipeline systems as well as successfully get customers to reduce consumption because of droughts.

The nonregulated business provides

company has been involved in taking over the management of water systems of major U.S. military installation. ASUS has already signed several 50-year contracts, and we expect to see more agreements reached in the coming years as privatization in this sector increases.

Timely shares of American States have been doing well, of late. Since our last report three months ago, AWR has increased over 10%. By comparison, the S&P 500 has risen only about 6%. Typically, water stocks have been defensive investments for those seeking income. This pattern has changed, possibly due to the limited amount of shares available in the large-cap sector of the water industry. Indeed, AWR is now trading above our projected 2020-2022 Target Price Range. Also, potential interest rates hikes by the Federal Reserve may now make this group less suitable for conservative accounts. James A. Flood January 12, 2018

1) Primary earnings. Excludes nonrecurring dains/(losses): '04, 7¢; '05, 13¢; '06, 3¢; '08, (14¢); '10, (23¢); '11, 10¢. Next earnings report due early February.

QUARTERLY REVENUES (\$ mill.)

Mar.31 Jun. 30 Sep. 30 Dec. 31

EARNINGS PER SHARE A

Mar.31 Jun. 30 Sep. 30 Dec. 31

QUARTERLY DIVIDENDS PAID Best

Mar.31 Jun.30 Sep.30 Dec.31

138.3

133.0

123.8

124.4

135

.54

.56

.59

.57

.60

.213

.224

.224

109.9

110.1

106.8

108.6

115

.36

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.213

.242

115.6

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118

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.41

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102.0

100.9

93.5

.32 .28 .34

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.2025

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.242

(B) Dividends historically paid in early March, June, September, and December:

□ Div'd reinvestment plan available.

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

To subscribe call 1-800-VALUELINE

Year

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458.6

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445

470

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			160.00	160.00	160.00	174.63	175.00	175.66	176.99	178.25	27.39 179.46	28.25 178.28	29.24 178.10	30.90 178.50	32.40 179.00	Book Val Common	ue per sh	D P	18
	W 77		••		18.9	15.6	14.6	16.8	16.7	19.9	20.0	20.5	27.7	26.8	170.00	Avg Ann'	I P/E Rati	0	10
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APITAL STRU	CTURE as of 9/30,	/17		2214.2	2336.9	2440.7	2710.7	2666.2	2876.9	2901.9	3011.3	3159.0	3302.0	2.0% 3380	3600	Avg Ann' Revenues		eld ,	3.
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3.5 A 4	(55% of Ca	ap'l)			37.4%	37.9%	40.4%	39.5%	40.7% 6.2%	39.1%	39.4%	39.1%	39.2%	40.0%	21.0%	Income Ta	x Rate		21.
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	12/16 \$1443.0 mill Oblig. \$18			49.1%	46.9%	43.1%	43.2%	44.2%	46.1%	47.6%	47.4%	46.2%	47.5%	46.5%	45.0%	Common	Equity Ra	tio	54. 46.
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ommon Stock	178,375,400 shs.	3	L	NMF	3.7%	3.8%	4.4%	4.8%	5.4%	5.1%	5.5%	5.7%	14992	15675 6.0%		Net Plant Return on		,,,	180 6.5
s of 10/26/17				NMF NMF	4.6% 4.6%	5.2%	6.5%	7.2%	8.4%	7.8%	8.7%	9.4%	9.0%	9.5%	10.0%	Return on	Shr. Equ	ity	10.5
	\$15.9 billion (Large	e Cap)		NMF	3.0%	5.2% 1.8%	6.5% 2.8%	7.2%	3.6%	7.8%	8.7% 4.3%	9.4%	9.0%	9.5%	10.0% 4.5%	Return on	Com Equ	ity	10.
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likely remain the twin pillars of the utility's operating strategy. The water industry in the United States is very fragmented and inefficient. As a result, there are many small and midsize water authorities that do not have the funds required to make the necessary upgrades to their aging water facilities. Hence, American Water has a continual pipeline of purchases in the works. The company is able to integrate these new additions into its asset base while achieving substantial cost savings. Moreover, regulators are happy (more below) when utilities can provide better service at a lower price.

Regulators will probably have a major say in the company's future performance. As the utility continues to expand, its relationship with different state water

The capital budget has been raised substantially. Even though the company is already in the midst of a major construc-

tion program, management just increased the estimated outlays by about \$1 billion to bring the new expected five-year total to somewhere between \$8.0 billion and \$8.6 billion. American Water's finances are average, and probably will remain so for

the next several years. These timely shares will most likely not interest long-term investors. AWK

has outperformed the broader market averages, of late. Indeed, the stock recently traded above our projected 2020-2022 Target Price Range.

James A. Flood January 12, 2018

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

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2014. Next earnings report due mid-February.

Quarterly earnings do not sum in '16 due to rounding. (B) Dividends paid in March, June, September, and December.

Div. reinvest-107.

Company's Financial Strength Stock's Price Stability Price Growth Persistence Earnings Predictability B+ 100

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QUARTERLY DIVIDENDS PAID BE

Mar.31 Jun.30 Sep.30 Dec.31

EARNINGS PER SHARE A

Mar.31 Jun. 30 Sep. 30 Dec. 31

QUA ANERICA	NYSE	E-WTR		R	ECENT RICE	38.6	5 P/E RATI	o 27.	4 (Trailin	ng: 29.1) an: 22.0)	RELATIVE P/E RATIO	1.3	A DIV'D	2.2	% X	ALUI LINE	1	786
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FETY 2 Raised 4/20/12	LEGEN	NDS 60 x Divide	ends p sh	601740	Santo.										1			<u></u>
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Ann'i Total Price Gain Return	Shaded	area indica	ates recess	ion	All Section 1							,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	11111111 ₁₁	•				30
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3.6 23.6 24.5 25.1	31.8	34.7	32.0	24.9	23.1	21.1	21.3	21.9	21.2	20.8	23.5	23.9	24.5		Avg Ann	'I P/E Rai	lio	2
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sion Assets-12/16 \$242.4 mill.	1944		55.4%	54.1%	55.6%	56.6%	52.7%	52.7%	48.9%	48.5%	50.3%	48.4%	47.0%	49.0%	Long-Te			51.
A Color	olig. \$308	3.2 mill.	44.6%	45.9%	44.4%	43.4%	47.3%	47.3%	51.1%	51.5%	49.7%	51.6%	53.0%	51.0%	Commo			49.
Stock None nmon Stock 177,690,598 share	es		2191.4 2792.8	2306.6 2997.4	2495.5 3227.3	2706.2 3469.3	2646.8 3612.9	2929.7 3936.2	3003.6 4167.3	3216.0 4402.0	3469.5 4688.9	3587.7 5001.6	3735 5080	4100 5275	Total Ca Net Plan		II)	5. 5.
of 10/20/17		ens.	5.9%	5.7%	5.6%	5.9%	6.9%	6.6%	8.0%	7.8%	6.9%	7.6%	7.5%	7.5%	Return o	n Total C		7.
DVETOAD ACALIII - //			9.7% 9.7%	9.3%	9.4% 9.4%	10.6%	11.6% 11.6%	11.0%	13.4% 13.4%	12.9% 12.9%	11.7%	12.7% 12.7%	12.5% 12.5%	12.5% 12.5%	Return o			12. 12.
RKET CAR: \$6:9 billion (Large RRENT POSITION 2015		9/30/17	3.2%	9.3%	2.7%	3.7%	4.6%	4.3%	6.7%	6.1%	4.7%	5.6%	5.5%	5.0%	Retained			4.
(SMILL)		323	67%	70%	72%	65%	60%	61%	50%	52%	60%	56%	58%	59%	All Div'd	s to Net f	Prof	6
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Full Year rate thanks to lower power and chemical costs. Indeed, we think Aqua's 2017 share 779.9 net came in at \$1.36, versus 2016's tough \$1.32 comparison. Rate relief granted by 819.9 several states over the past 12 months will 800 840

be in effect all of this year. This, plus expected new hikes in Virginia and Indiana, should enable Aqua's share earning to climb a healthy 7%, to \$1.45.

Acquisitions are being made at a mod-

est pace. Due to the fragmentation in the market (there are over 100,000 separate water districts in the U.S.), large-cap water utilities such as Aqua are continuously buying small water entities. Also, most of these authorities do not have the funds required to replace and upgrade their aging network of pipes and waste systems. Not only do the bigger water entities have the funds available for the needed capital outlays, they are also able Aqua has a healthy balance sheet. Of the nine members in this group, only two merit an "A" Financial Strength rating. This leaves the company with the capacity to borrow to buy more water assets. In addition, Aqua's policy of hardly issuing any new equity is a real positive. With the stock near its all-time high, a new equity offering would probably be well received, as institutional demand for large-cap water utilities stock remains strong.

These shares are timely. Also, even though WTR's long-term total return potential isn't great, it is more attractive than most other mid- and large-cap stocks in this group. So, investors that must own a water utility equity may find WTR of interest.

James A. Flood

January 12, 2018

(A) Diluted egs. Excl. nonrec. gains: '01, 2¢; mid-February.
(Q2, 4¢; '03, 3¢; '12, 18¢; Excl. gain from disc. operations: '12, 7¢; '13, 9¢; '14, 11¢. May not sum due to rounding. Next earnings report due

(B) Dividends historically paid in early March, June, Sept. & Dec. = Divid. reinvestment plan available (5% discount).

Mar.31 Jun.30 Sep.30 Dec.31

210.5

221.0

226.6

215.0

.38

.41

.43

.46

.165

.178

.1913

.2047

225

EARNINGS PER SHARE A

Mar.31 Jun.30 Sep.30 Dec.31

QUARTERLY DIVIDENDS PAID B =

Mar.31 Jun.30 Sep.30 Dec.31

191.4

197.1

193.8

.27

.28

.31

32

165

.1913

.2047

.178

Year

1.20

1.32

1.36

1.45

Full

.63 .69 .74

205

195.3

205.8

203.9

203.4

.31

32

.34 .34

.37

.152

.165

.178

.1913

215

(C) In millions, adjusted for stock splits.

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

95

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27.1	19.8	22.1	20.1	24.9	29.2	26.1	19.8	19.7	20.3	21.3	17.9	20.1	19.7	24.8	29.6	26.9	48.50		Shs Outs I P/E Rati		50.00 23.0
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		2.1 billio				1.8%	3.8%	3.8%	3.0%	2.3%	3.4%	3.4%	4.1%	2.0%	2.4%	4.5%		Retained	Com Equ to Com E	inty	11.0% 5.0%
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597.5 588.3 2015 122.0 144.4 183.5 138.4 2016 121.7 152.4 151.0 609.4 2017 122.0 171.1 211.7 155.2 660 130 2018 175 215 165 685 EARNINGS PER SHARE A Cal-Full Year endar Mar.31 Jun.30 Sep.30 Dec.31 2014 d.11 1.19 2015 - 03 .21 .52 .18 d.02 .24 .39 .42 2016 .48 .31 1.01 2017 .02 .70 .29 1.40 2018 .08 .72 .33 1.55 QUARTERLY DIVIDENDS PAID B ... Calendar Mar.31 Jun.30 Sep.30 Dec.31 Year 2014 .1625 1625 .1625 .1625 65 2015 .1675 .1675 .1675 .1675 .67 1725 2016 .1725 .1725 .1725 .18 2017 .18 .18 .18

handsomely rewarded the company for delivering consistent top- and bottom-line growth, quarter to quarter. However, fourth-quarter share-net may slip by two cents. For 2018, our ranking system suggests another strong performance may be in store, as CWT shares are poised to outpace the year-ahead broader market averages (Timeliness: 2).

We think the positives will continue to outweigh the negatives here. California Water Service is enjoying the fruits of recent rate increases by the California regulatory authority. In fact, the decision has added more than \$30 million in incremental revenues so far. In addition, favorable changes to the corporate tax rate should help lift profits this year. To address the latter, the company's operating

share, respectively.

Aggressive infrastructure remains on tap through next decade. As previously noted, California has close to \$500 million left on its investment budget, and has earmarked the funds for upgrades to its aging infrastructure and water systems. On top of that, these improvements are likely to be accompanied by bolt-on acquisitions.

This issue is best suited for short-term accounts. On the other hand, CWT shares have been on a multiyear price ascent and, as a result, total return potential 3 to 5 years out is unappealing. Thus, we think investors with a longer-term holding period can find more-attractive options elsewhere, at this time.

Nicholas P. Patrikis January 12, 2018

(A) Basic EPS. Excl. nonrecurring gain (loss): '01, 2¢; '02, 4¢; '11, 4¢. Next earnings report due late February.

(B) Dividends historically paid in late Feb.,

May, Aug., and Nov. = Div'd reinvestment plan available. (C) Incl. intangible assets. In '16: \$21.9 mill., \$0.46/sh.

(D) In millions, adjusted for splits. (E) Excludes non-reg. rev.

Company's Financial Strength Stock's Price Stability Price Growth Persistence Earnings Predictability To subscribe call 1-800-VALUELINE

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ber period. These consist of the completion and inclusion of the Heritage Village Water and Avon Water acquisitions, which added about 9,500 customers and \$2.4 mil-lion to the top line. Moreover, Connecticut finalized a \$30 million water treatment facility upgrade.

94.0 96.0 98.7 106 117 The company has received approval to raise its rates. As noted in our pre-vious review, Connecticut Water's subsidi-ary, The Maine Water Company, filed for a rate hike to recoup about \$5 million in past water system upgrades and associated operating costs. The rate increase (effective as of December 1st) will impact roughly 16,500 customers and lift its annual revenue haul by more than \$1.5 million.

Additional hikes are expected down the road. No doubt, infrastructure upgrades are apt to persist over the pull to \$66 million. As always, to help fund (or recoup) these investments, we expect periodic rate filings to come across the public utilities commission's desk.

We have modestly raised our 2018 topand bottom-line estimates. Due to the abovementioned rate approval and wider customer base, we are adding \$2 million and \$0.05 to this year's revenue and earn-ings forecasts, to \$117 million and \$2.40 a share, respectively. Meanwhile, our financial projections for 2017 are unchanged.

This issue ought to appeal primarily to those with a short-term strategy (Timeliness: 2). On the other hand, shares of CTWS are already trading well within our 3- to 5-year Target Price Range. Therefore, we recommend longer-term accounts well with the property of the statement term accounts wait on the sidelines for a more attractive entry point.

Nicholas P. Patrikis January 12, 2018

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

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

(B) Dividends historically paid in mid-March, June, September, and December. B Divid rein-June, September and is provided without warranties of any kind. THE PUBLISHER IS NOT RESPONSIBLE FOR ANY ERRORS OR OMISSIONS HEREIN. This publication is strictly for subscriber's own, non-commercial, internal use. No part of it may be reproduced, resold, stored or transmitted in any printed, electronic or other form, or used for generating or marketing any printed or electronic publication, service or product.

Water Industry Financial Comparables

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areas where naturally occurring supplies of potable water are scarce or nonexistent. Its desalination process involves reverse osmosis tech. It provides water in the Cayman Islands, Belize, the Bahamas, the British Virgin Islands, and Bali. At 12/31/16, it opera-

Consolidated Water is trying to divest its troubled Bali project. The desalina-tion facility, which was completed several years ago, has been a major drag on the company's bottom line. Based on the scarcity of potable water on the island, combined with a growing population, the Nusa Dua plant had promising prospects. Losses generated by the project increased from under \$1 million in 2015, however, to \$2.5 million in 2016. In 2017, another \$1.6 million in charges were incurred. Moreover, no local strategic partnership has been made, and Consolidated is being sued by its largest customer. The company wants to cease operations at Nusa Dua by the end of the first quarter, but that probably will be held up by the pending lawsuit.

A yet-to-be-constructed plant in Mexico will play a major role in Consolidated's future. For many years, the water company has been involved in the planning stages of building the Rosarito desalination plant in Baja, Mexico. Just about all of the required approvals have peen granted, and construction is expected to commence in 2018. An equity partner is still needed. The plant would come on line

Officer: Frederick McTaggart. Off./Dir. own 2.9% of stock; (4/17 proxy). Address: Regatta Office Park Windward Three, 4th Floor, West Bay Road P.O. Box 1114 Grand Cayman, KYI-1102, Cayman Islands. Tel.: (345) 945-4277. Internet: www.cwco.com.

in stages and supply water to both the Tijuana and San Diego areas.

The outlook for the rest of the company's operations remains stable to mixed. The majority of Consolidated's revenues comes from the ownership of desalination facilities in various countries in the Caribbean. Results here have been steady, but negotiations regarding the extension of the company's exclusive right to provide water in the Cayman Islands expired in 2010, and temporary extensions continue to made. In any case, despite the regulatory travails, this should remain the company's core business. Operations in Belize, the Bahamas, and the British Virgin Islands are also doing all right, despite unresolved issues with regulators.

These shares are untimely. Uncertainty with the Nusa Dua plant, as well as regulatory risk in the Caribbean, leaves the company with a somewhat ill-defined future. On the positive side, the dividend was just hiked 13%, the balance sheet has almost no debt, the manufacturing sector is doing well, and the Rosarito project could lead to a nice payoff down the road. James A. Flood January 12, 2018

(A) Fully diluted earnings. Excludes losses ary, April, July, and October. Dividend reinfrom discontinued operations: 17, \$0.08 a vestment plan available. share. Next earnings report due early February. (B) Dividends historically paid in late Janu-

.075

.075

.075

ary, April, July, and October. Dividend rein- million/\$0.93 a share.

Company's Financial Strength Stock's Price Stability 30 20 45 Price Growth Persistence Earnings Predictability

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fd Stock \$2.4 mill. Pfd Div'd: \$.1 m		268.8 333.9	259.4 366.3	267.9 376.5	310.5 405.9	312.5 422.2	316.5 435.2	321.4 446.5	335.8 465.4	345.4 481.9	355.4 517.8	370 525	390 535	Total Ca Net Plan		II)	
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ARKET CAP: \$650 million (Small URRENT POSITION 2015 20	Cap) 016 9/30/17	1.8% 79%	2.0% 78%	.1% 98%	2.1% 75%	1.0% 87%	1.4% 83%	2.4% 73%	3.1% 67%	3.5% 63%	4.3% 58%	4.0% 61%	5.0% 55%	Retained All Div'd			6. 5
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.77	.78			1.12	1.19	2.30 1.04	2.44	2.21	2.38	2.80	2.97	2.90	4.42	3.86	4.76	4.60	4.90	"Cash F	low" per s	sh	5.6
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18.27	18.27	18.27	18.27	18.27	18.28	18.36	18.18	18.50	18.55	18.59	14.71	15.92 20.17	17.75	18.83	20.61	21.65	22.05	Book Va	lue per sh	1	24.6
18.5	17.3	15.4	11.540.1	19.7	23.5	33.4	26.2	28.7	29.1	21.2	20.4	24.3	20.29	20.38	20.46 15.7	21.00 20.7	22.00		Shs Out		23.0
.95	.94	.88	1.04	1.05	1.27	1.77	1.58	1.91	1.85	1.33	1.30	1.37	.59	.84	.83	1.01			I P/E Rat		22.0
3.0%	3.4%	3.5%	3.0%	2.4%	2.0%	1.7%	2.3%	2.8%	2.8%	2.9%	3.0%	2.7%	2.6%	2.5%	2.0%	1.9%		1 (4) 11 (1) 16 (1)	P/E Ratio	1 4	1.40
CAPITA	L STRU	CTURE :	as of 9/30	/17		206.6	220.3	216.1	215.6	239.0	261.5			-					'l Div'd Yi	eia	1.6%
Total De	ebt \$431	.0 mill. I	Due in 5 \	rs \$14.3	mill.	19.3	20.3	15.2	15.8	20.9	201.5	276.9 23.5	319.7 51.8	305.1	339.7 52.8	380	395	Revenue			485
LI Debt	\$431.0	mill. L	T Interes	t \$20.0 m	ill.	39.4%	39.5%	40.4%	38.8%	41.1%	41.1%	38.7%	32.5%	37.9	38.8%	54.0 38.0%	21.0%	Net Prof			69.0
4.1.19				(49% of	Cap'l)	2.7%	2.3%	2.0%	00.078		41.1/0	30.1 %	32.5%	2.0%	1.0%	1.5%			ax Hate 6 to Net P	wasta	21.0%
Leases,	Uncapi	talized: /	Annual rer	ntals \$6.6	mill.	47.7%	46.0%	49.4%	53.7%	56.6%	55.0%	51.1%	51.6%	49.8%	50.7%	49.0%			m Debt R		1.5% 48.0%
	- 1					52.3%	54.0%	50.6%	46.3%	43.4%	45.0%	48.9%	48.4%	50.2%	49.3%	51.0%			m Debt R Equity R		48.0% 52.0%
rension	Assets		113.9 mill.		3 -	453.2	470.9	499.6	550.7	607.9	610.2	656.2	744.5	764.6	855.0	890	935	Total Car	ital (\$mil	autu	1090
Pfd Sto	k None.		Oblig. \$17	4.1 Mill.		645.5	684.2	718.5	785.5	756.2	831.6	898.7	963.0	1036.8	1146.4	1200	1250	Net Plan	/Smill	7	1325
of Marian Code Audio				49		5.7%	5.8%	4.4%	4.3%	4.9%	5.0%	5.0%	8.3%	6.3%	7.4%	7.5%			n Total Ca	ný .	8.5%
Commo	n Stock	20,520,8	56 shs.			8.2%	8.0%	6.0%	6.2%	7.9%	8.1%	7.3%	14.4%	9.9%	12.5%	12.0%			n Shr. Equ		14.0%
MARKE	T CAD.	et a hiji:	on (Mid C	an\		8.2%	8.0%	6.0%	6.2%	7.9%	8.1%	7.3%	14.4%	9.9%	12.5%	12.0%			n Com Eq		14.0%
CHOOSE	VT POSI	PION			/20/45	3.5%	3.3%	1.2%	1.2%	3.1%	3.3%	2.8%	10.2%	5.7%	8.6%	7.0%			to Com E		9.0%
(\$MIL	L.)	HUN	2015	2016 9	/30/17	57%	59%	80%	80%	61%	59%	62%	29%	42%	31%	40%			to Net P		34%
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iccis ni Other	eceivab		16.4 51.8	16.4 57.9	63.0 16.5	storage,	purificati	on, distri	bution, a	nd retail s	sale of w	ater. It pr	ovides	commerc	ial real e	estate inv	estments	. Has ab	out 406 e	molove	es. Of-

er service to approximately 229,000 connections with a total ulation of roughly one million people in the San Jose area and 000 connections that reaches about 39,000 residents in the rebetween San Antonio and Austin, Texas. The company also

W Group has finalized the sale of wholly-owned subsidiary, Texas ater Alliance Limited. Early last year, ater Alliance Limited. Early last year, IW entered into an agreement with the uadalupe-Blanco River Authority for to1 consideration of \$31 million. SJW atted cash proceeds of \$23.5 million, exuding a \$3 million holdback fee (due 121). As a result of the completed sale and subsequent proceeds, the board of rectors paid a special dividend of \$0.17 a lare to stockholders on record as of Nomber 29, 2017. Of note, this is in addition to its regular quarterly distribution, e are boosting our 2018 financial cojections for several reasons. First, venue growth is in the cards, driven by insulative rate increases and higher cus-

nulative rate increases and higher cusmulative rate increases and higher cus-ner water usage. Meantime, operating penses have yet to abate (marginally gher in the third quarter), but we think production costs can subside somewhat next year, while administrative expenses can be held in check. Lastly, a lower effective tax rate stemming from the recent corporate tax overhaul is the primary fac-

ficers and directors (including Nancy O. Moss) own 26.9% of outstanding shares (3/17 proxy). Chairman & C.E.O.: Richard Roth. Inc.: California. Address: 110 West Taylor Street, San Jose, CA 95110. Telephone: (408) 279-7800. Internet: www.sjwater.com.

million (+\$25 million from last report's estimate) and earnings of \$2.85 a share (+\$0.25) this year.

Investment spending is still the main theme rolling into next decade. Its spending budget, with approximately \$250 million to \$300 million in available funds, will be periodically tapped to support various projects, infrastructure upgrades, and general water system investments. Presently, management's focus is on the Montevina Water Treatment Plant project

Montevina Water Treatment Plant project (retrofitting was expected to be completed by the end of 2017).

This neutrally ranked equity has etched another high-water mark. Shares of the California-based utility pushed past \$65 per share for the first time in its history, before settling slightly below that level. Still, the stock logged an advance of about 10% over the past three months. While we are bullish on the company's business prospects over the pull to pany's business prospects over the pull to 2020-2022, SJW's rapid climb in share price gives us pause. In sum, we recommend investors wait for a better entry point before initiating a positive by tor underpinning our bottom-line ramp. point before initiating a position here. All told, we now look for revenues of \$395 Nicholas P. Patrikis January 12, January 12, 2018

(A) Diluted earnings. Excludes nonrecurring losses: '03, \$1.97; '04, \$3.78; '05, \$1.09; '06, \$16.36; '08, \$1.22; '10, \$0.46. GAAP account-(A) Diluted earnings. Excludes nonrecurring losses: '03, \$1.97; '04, \$3.78; '05, \$1.09; '06, \$1.26; '08, \$1.22; '10, \$0.46. GAAP accounting as of 2013. Next earnings report due late of 2013. Next earnings report due late of 2014. When the late of 2014 Next earnings report due late of 2015. The late of 2015 of 2016 of

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

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2.05 .59	2.05	2.17	2.18	2.58	2.56	2.79	2.89	2.95	3.07	3.18	3.21	3.27	3.58	3.68	3.70	3.75	3.95	100000000000000000000000000000000000000		JU. EEU	<u>20-2</u> 5.
.43	.57 .40	.65 .47	.65 .49	.79 .56	.77 .58	.86 .57	.88	.95 .64	1.07	1.09	1.12	1.19	1.36	1.45	1.42	1.65	1.75	"Cash Fl	ow" per s		2.
.34	.35	.37	.39	.42	.45	.48	.49	.51	.52	.53	.54	.75 .55	.89	.97	.92	1.05 .65	1.15 .70		per sh. A		1.
.75 3.79	.66 3.90	1.07 4.06	2.50 4.65	1.69 4.85	1.85 5.84	1.69 5.97	2.17 6.14	1.18	.83	.74	.94	.76	1.10	1.11	1.03	1.95	1.25	Cap'l Sp	ending pe	rsh	
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17.8	26.9 1.47	24.5 1.40	25.7 1.36	26.3	31.2	30.3	24.6	21.9	20.7	23.9	24.4	26.3	23.1	23.5	32.8	33.3	12.70		I P/E Rati		22
4.4%	3.3%	3.2%	3.1%	-1.40 2.9%	1.68	1.61 2.8%	1.48 3.5%	1.46 3.6%	1.32 3.5%	1.50 3.1%	1.55 3.1%	1.48 2.8%	1.22	1.18 2.6%	1.72 2.1%	1.62		A Company of the Comp	P/E Ratio	. 1	1.4
			s of 9/30/		7.2	31.4	32.8	37.0	39.0	40.6	41.4	42.4	45.9	47.1	47.6	1.9% 48.5	50.5	Avg Ann' Revenue		eld	2.6
	bt \$88.9 \$88.9 mi			rs \$30.5 i \$5.4 mill		6.4	6.4	7.5	8.9	9.1	9.3	9.7	11.5	12.5	11.8	13.5	14.5	Net Profi			67 20
1		311 811371		(43% of		36.5% 3.6%	36.1% 10.1%	37.9%	38.5% 1.2%	35.3% 1.1%	37.6% 1.1%	37.6% .8%	29.8% 1.8%	27.5%	31.3%	24.0%	21.0%	Income T			21.0
nsion	Assets :				Cap I)	46.5%	54.5%	45.7%	48.3%	47.1%	46.0%	45.1%	44.8%	1.6%	1.9% 42.6%	43.0%	1.5% 43.0%	AFUDC %			43.5
	13/1/3	Oblig.	\$40.8 mi	Ш.		53.5% 125.7	45.5% 153.4	54.3% 160.1	51.7%	52.9%	54.0%	54.9%	55.2%	55.6%	57.4%	57.0%	57.0%	Common	Equity Ra	atio	56.5
d Stoc	k None		tara Mari		· - [191.6	211.4	222.0	176.4 228.4	180.2 233.0	184.8 240.3	188.4 244.2	189.4 253.2	196.3 261.4	198.7 270.9	210 275	220 280	Total Cap Net Plant)	25
mmor	Stock 1	2,859,43	2 shs.	ě¹ ;		6.7%	5.7%	6.2%	6.5%	6.4%	6.4%	6.5%	7.4%	7.6%	7.2%	7.5%	1,000	Return or		p'I	29 9.09
RKET	CAP: \$4	125 millio	on (Small	(Cap)		9.5%	9.2% 9.2%	8.6% 8.6%	9.8% 9.8%	9.5%	9.3% 9.3%	9.3% 9.3%	11.0% 11.0%	11.5% 11.5%	10.4%	11.5%		Return or			14.59
	T POSIT				/30/17	1.7%	1.4%	1.9%	2.7%	2.5%	2.4%	2.4%	3.9%	4.4%	3.4%	11.5%	12.0% 4.5%	Return or Retained	to Com Equ	uity	14.59 5.59
sh As	sets Receiv	abla	2.9 3.5	4.2 4.3		82%	85%	78%	72%	73%	74%	74%	64%	62%	67%	63%		All Div'ds	to Net Pr	of	609
entory	(Avg. C	ost)	.8 4.6	.7	4.4	BUSINE regulate	SS: The d water ι	York Wa Hility in t	ter Comp	oany is th	e oldest	investor-	owned	nues; co	nmercial	and indu	ıstrial (2	9%); othe	r (8%). It	also pr	ovide
rrent /				3.4 12.6 –	0.6	uously s	ince 181	3. As of	Decembe	er 31, 20	16 the c	omnany's	aver-	ployees	at 12/3	1/16. P	resident	d: PA. Yor /CEO: Je	effrev R	Hines	Of
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ier rent L	iab.		4.4 6.2	4.5 8.2	6.1	custome	rs. Resid	ential cus	stomers a	accounte	d for 63%	of 2016	reve-	phone: (7	17) 845-	3601. Inte	ernet: w	ork, Penr Ww.yorkwa	ater.com.	17401.	ı ele
100	RATES	Past		Est'd '1		York	Wate	er de	liver	ed a	bett	er-th:	an-	Capit	al ex	pend	iture	s oug	ht to	rem	ain
hange (/enue	per sh)	10 Yrs. 4.0%	5 Yrs.	to '20	-'22	expe	cted hird	ootto ouar	m-lin ter 7	e per	rtorm	ance	in	par	for t	he c	ours	e goi	ne f	בערות	md
sh Flo)W"	6.5%	3.5% 6.5%		2/0	ntilit	earr	19 Lo	101	- 1. T		- T '' c		-v-una	2011101	TO COP	matt	2017	henr	appr	UXI-

vance can be largely attributed to a lower effective tax rate (asset improvements qualify for deductions), higher surcharges to customers, and an increased allowance for funds used during construction (interest deduction). Meanwhile, operation and maintenance expenses as a percentage of revenues rose 200 basis points, on an annual basis, which makes the share-net showing even more encouraging. On the other hand, revenue growth was essentially nonexistent, dragged down by generally lower consumption.

We are adjusting our 2018 top- and bottom-line estimates. Despite an expanding customer base (acquisition-driven), York's top line is under some pressure. We now look for revenues of \$50.5 million in 2018, down from our prior forecast of \$52.0 million. Conversely, we are adding a dime to our earnings-per-share

estimate, to \$1.15.

the year-earlier total. With plenty of its footprint still needing to be brought up to

speed, we anticipate at least several years

of aggressive investment spending York Water raised its quarterly dividend by 4%, to \$0.17 a share. This marks 21 consecutive years that the company has increased its annual dividend payout. The current yield is fractionally above that of the Value Line median, but should trend higher into next decade thanks to additional dividend hikes.

York Water shares have moved up one notch for Timeliness, to 3, and are now pegged to track the year-ahead broader market averages. Prospects out to the 2020-2022 time frame are bright, though most of the heachtree. though most of the benefits we envision appear to already be baked into the stock price. Capital appreciation potential does not stand out at the recent quotation. Nicholas P. Patrikis

1) Diluted earnings. Next earnings report due (C) In millions, adjusted for split.

ate February.

(B) Dividends historically paid in late February, June, September, and December.

QUARTERLY REVENUES (\$ mill.)

Mar.31 Jun. 30 Sep. 30 Dec. 31

EARNINGS PER SHARE A

Mar.31 Jun. 30 Sep. 30 Dec. 31

12.6

.23 .28

.27 .31

.34

.1431

.1495

.1555

.1602

12.2

12.7

.27

.23 .31

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.1602

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QUARTERLY DIVIDENDS PAID B

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Full

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Year

.97

.92

1.05

1.15

Full

Year

.604

.627

.647

Company's Financial Strength Stock's Price Stability Price Growth Persistence 60 **Earnings Predictability**

January 12, 2018

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