

North American Utilities

Model Updates: DUK, NEE, SO

We are updating our models for recent reports and filings. Please see our changes below

North American Utilities

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Equity Ratings and Price Targets

		Mkt Cap		Ra	ting	Price Target			
Company	Ticker	(\$ mn)	Price (\$)	Cur	Prev	Cur	End Date	Prev	End Date
Duke Energy Corp.	DUK US	70,261.23	91.13	N	n/c	101.00	Dec-24	98.00	n/c
NextEra Energy Inc.	NEE US	117,902.00	58.16	OW	n/c	67.00	Dec-24	65.00	n/c
The Southern Company	SO US	76,975.08	70.49	UW	n/c	72.00	Dec-24	69.00	n/c
Source: Company data, Bloomberg Finance	L.P., J.P. Morgan estimates.	n/c = no change. All	prices as of 28 Nov	23.					

See page 9 for analyst certification and important disclosures.

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Adj. EPS Estimate Changes

\$		FY23E			FY24E			
Company	BBG Ticker	Prev	Cur	Δ	Prev	Cur	Δ	
Duke Energy Corp.	DUK US	5.57	5.57	0.03%	5.95	5.98	0.51%	
NextEra Energy Inc.	NEE US	3.13	3.13	(0.09%)	3.40	3.40	(0.02%)	
The Southern Company	SO US	3.60	3.60	(0.17%)	4.03	4.01	(0.38%)	

Source: Bloomberg Finance L.P., J.P. Morgan estimates.



Investment Thesis, Valuation and Risks

Duke Energy Corp. (Neutral; Price Target: \$101.00)

Investment Thesis

Over the past several years, Duke has benefited from an active regulatory across multiple jurisdictions. However, EPS guidance reductions in recent years and realizing asset sale prices below expectations have weighed on investor confidence in DUK's ability to execute. Moreover, divergent political views in NC and SC could present integrated resource planning challenges. DUK's green growth outlook, NC regulatory progress, NC residential decoupling, and NC load growth opportunities represent positives, but we await successful operational execution against the EPS guidance CAGRs to gain more confidence.

Valuation

We raise our Dec '24 price target to \$101/share from \$98 using a sum-of-the-parts valuation on our 2024 EPS estimates. The Electric and Gas segments are valued using 16.0x and 16.0x multiples, respectively. The electric multiple lands slightly above peers to reflect positive regulatory process, particularly in North Carolina, partially offset by historical execution concerns. Higher peer average multiples contribute to our revised price target.

Risks to Rating and Price Target

- Regulated electric and gas utilities are subject to strict federal and state regulation, including determinations of allowed revenues. Any change to the regulations may cause future earnings to differ materially from current expectations.
- The company operates a fleet of nuclear power plants, exposing it to strict regulatory requirements. Changes to these requirements could significantly lower costs, resulting in actual results higher than our current earnings expectations.
- DUK's parent debt levels remain elevated. Inconsistent execution could provide downside to DUK's earnings growth.



Investment Thesis, Valuation and Risks

NextEra Energy Inc. (Overweight; Price Target: \$67.00)

Investment Thesis

Benefiting from significant size, scale, and a first-mover advantage, NEER continues to capture robust renewables growth, with material leverage to IRA benefits. However, NEP recently lowered distribution growth guidance, weighing on investor confidence. However, NEE reaffirmed all guidance. Still, investor conversations highlight 1) elevated scrutiny on the ability to execute against plan, with some extrapolating NEP's dividend cut as a potential read-through for future NEER development (which we do not agree with), 2) questions on NEER earning quality, 3) reigniting fears on the lack of transparency in the E&P and supply/ trading businesses as well as lingering FEC concerns, and 4) ability to effectively communicate the NEE value proposition to investors. Nevertheless, we still see FPL as one of the best utilities in the country. We also see NEER benefitting from first mover advantage creating a wealth of advantaged data, a deep land and interconnection bank, IG bringing a material cost of capital advantage versus competitors, best-in-class operational development execution, and ability to co-locate battery storage. As such, we maintain our OW rating.

Valuation

We raise our YE 2024 price target to \$67/share from \$65 based on a sum-of-the-parts valuation. We value FP&L and Corporate using a 18.7x P/E multiple on our 2025 EPS estimates. Although modestly reduced, the multiples we apply represent a premium to peer group averages due to top-tier authorized and earned returns at Florida utilities. We value the NEER segment by applying EBITDA multiples to each individual asset class and backing out associated segment debt and estimated tax equity to arrive at an equity value in our SOTP valuation. Contracted Renewables account for the vast majority of our NEER segment valuation. Higher peer average multiples contribute to our revised price target.

Risks to Rating and Price Target

- Regulated electric utilities are subject to federal and state regulation, including
 determinations of allowed revenues. Any adverse change in the Florida regulatory
 environment could have a negative impact on the company's future earnings. Adverse
 FEC or DOJ developments could drive downside for NEE.
- Capital market funding risk.
- Earnings growth from NextEra's wind energy portfolio is sensitive to federal policy decisions, including the treatment of renewable generation tax credits.
- A portion of the company's earnings is derived from wholesale power sales in deregulated markets. Changes in the price of natural gas are highly correlated to the price of electricity and impact revenues accordingly. Additionally, changes in the price of fuel or fuel transportation such as uranium and rail services may have a material impact on gross margin.



Investment Thesis, Valuation and Risks

The Southern Company (Underweight; Price Target: \$72.00)

Investment Thesis

Southern benefits from constructive regulatory environments in GA, AL, and MS, which allow for strong ROEs on high equity layers versus peers. Portfolio optimization efforts have partially offset balance sheet pressures stemming from tax reform and Vogtle construction overruns. While Vogtle construction risk has largely wound down at this juncture, we see the current valuation as fully incorporating this progress. Moreover, we highlight potential future risk should a change in GA commissioner election construct yield a change in the commissioner profile, potentially resulting in a less favorable regulatory backdrop in GA. At this juncture, we see more upside elsewhere in our coverage universe.

Valuation

We raise our Dec '24 price target to \$72/share from \$69, based on a sum-of-the parts valuation using our 2025 EPS estimates. We incorporate a premium valuation to the Electric and Corporate & Other segments due to Vogtle progress and the favorable regulatory jurisdictions. Higher peer average multiples contribute to our revised price target.

Risks to Rating and Price Target

- Although largely complete, Vogtle construction risks remain, including upside risks.
- Vogtle fully entering service improves SO's balance sheet, which investors could ascribe a higher valuation to.
- Regulated earnings are subject to state regulations, including determinations of allowed
 revenues, primarily by various state utility commissions. Any meaningful positive or
 negative change to the regulatory environments may cause future earnings to differ
 materially from current expectations. Such changes could result from vagaries in
 political, consumer, or general regulatory sentiment.



Duke Energy Corp.: Summary of Financials

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Income Statement - Annual	FY21A	FY22A	FY23E	FY24E	FY25E	Income Statement - Quarterly		1Q23A	2Q23A	3Q23A	4Q23E
Revenue	25,097	28,768	29,593	31,116	31,929	Revenue		7,276A	6,578A	7,994A	7,745
COGS	(6,960)	(10,058)	(10,219)	(10,277)	(10,277)	COGS	-	(2,675)A	(2,118)A	(2,628)A	(2,798)
Gross profit	18,137	18,710	19,374	20,839	21,652	Gross profit		4,601A	4,460A	5,366A	4,947
SG&A	(7,431)	(7,200)	(6,897)	(7,160)	(7,111)	SG&A		(1,699)A	(1,728)A	(1,822)A	(1,648)
Adj. EBITDA	11,034	11,778	13,101	14,366	15,229	Adj. EBITDA		3,072A	2,930A	3,642A	3,457
D&A	(4,990)	(5,086)	(5,234)	(5,424)	(5,654)	D&A		(1,227)A	(1,333)A	(1,353)A	(1,321)
Adj. EBIT	6,044	6,692	7,867	8,943	9,576	Adj. EBIT		1,845A	1,597A	2,289A	2,136
Net Interest	(2,280)	(2,439)	(2,986)	(3,223)	(3,517)	Net Interest	_	(720)A	(727)A	(774)A	(765)
Adj. PBT	3,764	4,253	4,880	5,720	6,058	Adj. PBT		1,125A	870A	1,515A	1,370
Tax	(192)	(342)	(471)	(925)	(977)	Tax		(155)A	(119)A	(42)A	(155)
Minority Interest	329	81	(59)	(70)	(70)	Minority Interest		43A	(16)A	(69)A	(17)
Adj. Net Income	4,027	4,060	4,292	4,619	4,905	Adj. Net Income		921A	701A	1,496A	1,183
Reported EPS	4.93	5.05	5.51	5.98	6.34	Reported EPS		1.26A	0.94A	1.77A	1.53
Adj. EPS	5.24	5.27	5.57	5.98	6.34	Adj. EPS		1.20A	0.91A	1.94A	1.53
DPS	3.90	3.98	4.06	4.16	4.32	DPS		1.01A	1.01A	1.03A	1.03
Payout ratio	79.0%	78.9%	73.8%	69.6%	68.2%	Payout ratio		79.5%A	107.5%A	57.9%A	66.8%
Shares outstanding	769	770	771	772	774	Shares outstanding		770A	771A	771A	771
Balance Sheet & Cash Flow Statement	FY21A	FY22A	FY23E	FY24E	FY25E	Ratio Analysis	FY21A	FY22A	FY23E	FY24E	FY25E
Cash and cash equivalents	520	603	0	0	0	Gross margin	72.3%	65.0%	65.5%	67.0%	67.8%
Accounts receivable	1,173	1,309	831	831	831	EBITDA margin	44.0%	40.9%	44.3%	46.2%	47.7%
Other current assets	8,247	11,310	11,818	12,424	13,090	EBIT margin	24.1%	23.3%	26.6%	28.7%	30.0%
Current assets	9,940	13,222	12,649	13,255	13,921	Net profit margin	16.0%	14.1%	14.5%	14.8%	15.4%
PP&E	111,408	-	117,850	124,031	131,183						
Other non current assets	48,239	53,116	52,164	52,162	52,094	ROE	8.6%	8.6%	9.1%	9.6%	9.8%
Total assets	169,587	178,086	182,663	189,448		ROA	2.4%	2.3%	2.4%	2.5%	2.5%
		-,	, , , , , , ,			ROCE	5.1%	5.2%	5.7%	5.8%	6.0%
Short term borrowings	6,691	8,106	7,188	9,355	12,425	SG&A/Sales	29.6%	25.0%	23.3%	23.0%	22.3%
Payables	3,629	4,754	3,539	3,539	3,539	Net debt/equity	1.4	1.5	1.6	1.6	1.6
Other short term liabilities	5,611	6,013	6,433	6,433	6,433						
Current liabilities	15,931	18,873	17,160	19,327	22,397	P/E (x)	17.4	17.2	16.3	15.2	14.4
Long-term debt	60,448	67,061	70,758	72,845	74,786	P/BV (x)	1.5	1.5	1.5	1.4	1.4
Other long term liabilities	44,034	42,261	44,488	45,413	46,390	EV/EBITDA (x)	9.9	10.0	9.6	9.0	8.9
Total liabilities	120,413		132,406	137,585	143,573	Dividend Yield	4.3%	4.4%	4.5%	4.6%	4.7%
Shareholders' equity	47,334	47,360	47,437	49,043	50,805						
Minority interests	1,840	2,531	2,820	2,820	2,820	Sales/Assets (x)	0.2	0.2	0.2	0.2	0.2
Total liabilities & equity	169,587	178,086	182,663	189,448	197,198	Interest cover (x)	4.8	4.8	4.4	4.5	4.3
BVPS	61.55	61.51	61.53	63.43	65.53	Operating leverage	1969.2%	73.3%	611.7%	265.9%	270.8%
y/y Growth	2.9%	(0.1%)	0.0%	3.1%	3.3%						
Net debt/(cash)	66,619	74,564	77,946	82,200	87,210	Revenue y/y Growth	5.1%	14.6%	2.9%	5.1%	2.6%
	,	,	,	,	,	EBITDA y/y Growth	43.2%	6.7%	11.2%	9.7%	6.0%
Cash flow from operating activities	8,290	5,927	10,064	10,884	11,457	Tax rate	5.1%	8.0%	9.7%	16.2%	16.1%
o/w Depreciation & amortization	5,663	5,843	6,128	5,944	6,174	Adj. Net Income y/y Growth	6.8%	0.8%	5.7%	7.6%	6.2%
o/w Changes in working capital	(897)	(2,081)	(599)	(606)	(666)	EPS y/y Growth	2.3%	0.7%	5.6%	7.4%	5.9%
Cash flow from investing activities		(11,973)	`			DPS y/y Growth	-	-	-	-	-
o/w Capital expenditure		(11,367)									
as % of sales	38.7%	39.5%	43.3%	39.0%	41.7%						
Cash flow from financing activities	2,609	6,129	1,998	(926)	(1,203)						
o/w Dividends paid	(3,114)	-	(3,228)	(3,213)	(3,343)						
o/w Net debt issued/(repaid)	3,758	7,478	5,983	2,087	1,941						
Net change in cash	(36)	83	368	(2,167)	(3,070)						
Adj. Free cash flow to firm	739		(42)	1,461	1,082						
y/y Growth		(532.8%)		(3608.6%)	(25.9%)						
Source: Company reports and LP Morgan ast			, //		, /						

Source: Company reports and J.P. Morgan estimates.

Note: \$ in millions (except per-share data). Fiscal year ends Dec. o/w - out of which

NextEra Energy Inc.: Summary of Financials

Revenue 17,069 20,956 27,451 29,120 31,056 Revenue 6,716A 7,349A 7,349	5,618A 4,63
COGS (4,527) (6,389) (5,855) (6,083) (6,241) COGS (1,367)A (1,359)A (1 Gross profit 12,542 14,567 21,596 23,038 24,815 Gross profit 5,349A 5,990A 5 SG&A (5,705) (5,984) (6,461) (5,859) (6,156) SG&A (1,585)A (1,697)A (1 Adj. EBITDA 8,369 8,921 15,157 17,379 18,859 Adj. EBITDA 4,176A 4,690A 2 D&A (3,924) (4,503) (5,452) (5,317) (5,520) D&A BBIT BA (822)A (1,494)A (1 Adj. EBIT 4,445 4,418 9,705 12,062 13,340 Adj. EBIT Adj. EBIT 3,354A 3,196A	,554)A (1,57 5,618A 4,63
Gross profit 12,542 14,567 21,596 23,038 24,815 Gross profit 5,349A 5,990A 5,349A 5,990A 5 SG&A (5,705) (5,984) (6,461) (5,859) (6,156) SG&A (1,585)A (1,585)A (1,697)A (1 Adj. EBITDA 8,369 8,921 15,157 17,379 18,859 Adj. EBITDA 4,176A 4,690A 2 D&A (3,924) (4,503) (5,452) (5,317) (5,520) D&A (822)A (1,494)A (1 Adj. EBIT 4,445 4,418 9,705 12,062 13,340 Adj. EBIT 3,354A 3,196A	5,618A 4,63
SG&A (5,705) (5,984) (6,461) (5,859) (6,156) SG&A (1,585)A (1,697)A (1 Adj. EBITDA 8,369 8,921 15,157 17,379 18,859 Adj. EBITDA 4,176A 4,690A 2 D&A (3,924) (4,503) (5,452) (5,317) (5,520) D&A (822)A (1,494)A (1 Adj. EBIT 4,445 4,418 9,705 12,062 13,340 Adj. EBIT 3,354A 3,196A	
Adj. EBITDA 8,369 8,921 15,157 17,379 18,859 Adj. EBITDA 4,176A 4,690A 2 D&A (3,924) (4,503) (5,452) (5,317) (5,520) D&A (822)A (1,494)A (1 Adj. EBIT 4,445 4,418 9,705 12,062 13,340 Adj. EBIT 3,354A 3,196A	005) 4 (4 05
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Adj. EBIT 4,445 4,418 9,705 12,062 13,340 Adj. EBIT 3,354A 3,196A	2,956A 3,33
Adj. EBIT 4,445 4,418 9,705 12,062 13,340 Adj. EBIT 3,354A 3,196A	,957)A (1,17
	999A 2,1
Net Interest (1,270) (585) (2,247) (3,474) (4,048) Net Interest (1,183)A (135)A	(26)A (90
Adj. PBT 3,175 3,833 7,458 8,588 9,292 Adj. PBT 2,171A 3,061A	973A 1,25
Tax (348) (587) (1,112) (1,565) (1,696) Tax (386)A (497)A	46A (27
Minority Interest 746 901 732 0 0 Minority Interest 301A 231A	200A
Adj. Net Income 5,021 5,742 6,353 7,023 7,596 Adj. Net Income 1,678A 1,777A	1,920A 97
Reported EPS 1.81 2.10 3.48 3.40 3.65 Reported EPS 1.04A 1.38A	0.60A 0.4
Adj. EPS 2.55 2.90 3.13 3.40 3.65 Adj. EPS 0.84A 0.88A	0.94A 0.4
DPS 1.54 1.70 1.87 2.05 2.24 DPS 0.47A 0.47A	0.47A 0.4
Payout ratio 85.0% 81.1% 53.7% 60.2% 61.5% Payout ratio 44.9%A 33.9%A 7	8.1%A 98.3
Shares outstanding 1,972 1,979 2,031 2,065 2,082 Shares outstanding 2,005A 2,027A 2	2,036A 2,05
Balance Sheet & Cash Flow Statement FY21A FY22A FY23E FY24E FY25E Ratio Analysis FY21A FY22A FY23E	FY24E FY25
	79.1% 79.9
	59.7% 60.7
· · · · · · · · · · · · · · · · · · ·	41.4% 43.0
	24.1% 24.5
PP&E 99,348 111,059 123,629 136,262 151,672	
Other non current assets 32,276 34,386 35,479 35,479 35,479 ROE 13.6% 15.0% 14.7%	14.3% 14.4
Total assets 140,912 158,935 171,934 185,297 201,556 ROA 3.7% 3.8% 3.8%	3.9% 3.9
ROCE 4.5% 3.8% 7.4%	7.8% 7.7
Short term borrowings 3,867 9,710 14,139 18,781 26,617 SG&A/Sales 33.4% 28.6% 23.5%	20.1% 19.8
Payables 6,935 8,312 6,662 6,662 Net debt/equity 1.2 1.2 1.3	1.3 1
Other short term liabilities 6.635 8.673 7.695 7.695 7.695	
Current liabilities 17.437 26.695 28.496 33.138 40.974 P/E (x) 22.8 20.0 18.6	17.1 15
Long-term debt 50,960 55,256 59,261 63,491 67,211 P/BV (x) 3.1 2.9 2.5	2.4 2
Other long term liabilities 26,846 27,548 27,592 28,289 29,065 EV/EBITDA (x) 36.7 35.7 22.1	20.0 19
Total liabilities 95,243 109,499 115,349 124,918 137,250 Dividend Yield 2.6% 2.9% 3.2%	3.5% 3.9
Shareholders' equity 37.202 39.229 47.112 50.905 54.833	
Minority interests 8.467 10.207 9.473 9.473 9.473 Sales/Assets (x) 0.1 0.1 0.2	0.2 0
Total liabilities & equity 140.912 158.935 171.934 185.297 201.556 Interest cover (x) 6.6 15.2 6.7	5.0 4
BVPS 18.98 19.74 22.96 24.60 26.30 Operating leverage (53.3%) (2.7%) 386.1% 3	399.3% 159.4
v/v Growth 1.9% 4.0% 16.3% 7.2% 6.9%	
Net deht/(cash) 53.511 61.525 72.200 81.072 92.628 Revenue y/y Growth (5.2%) 22.8% 31.0%	6.1% 6.6
EBITDA y/y Growth (0.1%) 6.6% 69.9%	14.7% 8.5
_ ''	18.2% 18.3
Cash flow from operating activities 7 553 8 262 10 660 12 849 13 584 Tax rate 11.0% 15.3% 14.9%	10.5% 8.2
Cash flow from operating activities 7,553 8,262 10,660 12,849 13,584 Adj. Net Income y/y Growth 11.0% 15.3% 14.9% Adj. Net Income y/y Growth 10.3% 14.4% 10.6%	
Cash flow from operating activities 7,553 8,262 10,660 12,849 13,584 Adj. Net Income y/y Growth 11.0% 15.3% 14.9% o/w Depreciation & amortization 3,922 4,503 5,451 5,317 5,520 Adj. Net Income y/y Growth 10.3% 14.4% 10.6% 0 (9) Depreciation & amortization of the properties of t	8.7% 7.3
Cash flow from operating activities 7,553 8,262 10,660 12,849 13,584 Adj. Net Income y/y Growth 10.3% 14.9% 14.9% o/w Depreciation & amortization o/w Changes in working capital 3,922 4,503 5,451 5,317 5,520 EPS y/y Growth 10.3% 14.4% 10.6% PS y/y Growth 10.1% 14.0% 7.8%	8.7% 7.3
Cash flow from operating activities o/w Depreciation & amortization o/w Changes in working capital 7,553 8,262 10,660 12,849 13,584 (3). Net Income y/y Growth Tax rate 11.0% 15.3% 14.9% Adj. Net Income y/y Growth Okanges in working capital (523) 412 (1,415) (730) (849) EPS y/y Growth 10.1% 14.0% 7.8% Cash flow from investing activities (13,591) (18,359) (21,709) (18,250) (21,230) (21,230) (21,230)	8.7% 7.3
Cash flow from operating activities o/w Depreciation & amortization o/w Changes in working capital 7,553 (523) 8,262 (10,660) 12,849 (13,584) 13,584 (3), Net Income y/y Growth Tax rate 11.0% (10.3%) 14.4% (10.6%) 10.6% (10.6%)	8.7% 7.3
Cash flow from operating activities o/w Depreciation & amortization o/w Changes in working capital 7,553 (5.25) 8,262 (10,660) 12,849 (5.317) 13,584 (5.20) Tax rate 11.0% (10.3%) 14.4% (10.6%) 10.6% (10.6%)	8.7% 7.3
Cash flow from operating activities o/w Depreciation & amortization o/w Changes in working capital of w Capital expenditure as % of sales 7,553 b,262 b,263 b,264 b,263 b,245 b,	8.7% 7.3
Cash flow from operating activities o/w Depreciation & amortization o/w Changes in working capital of Cash flow from investing activities of W Depreciation & Section (Section (Se	8.7% 7.3
Cash flow from operating activities o/w Depreciation & amortization o/w Changes in working capital 7,553 (5.25) (18,000) 12,849 (1.415) 13,584 (1.415) 4dij. Net Income y/y Growth (10.3% (10.6	8.7% 7.3
Cash flow from operating activities o/w Depreciation & amortization o/w Changes in working capital 7,553 (5.25) (18,250) (21,230) (18,250) (21,230) (21,230) (20,	8.7% 7.3

Source: Company reports and J.P. Morgan estimates.

Note: \$ in millions (except per-share data). Fiscal year ends Dec. o/w - out of which



The Southern Company: Summary of Financials

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Income Statement - Annual	FY21A	FY22A	FY23E	FY24E	FY25E	Income Statement - Quarterly		1Q23A	2Q23A	3Q23A	4Q23E
Revenue	23,113	29,279	27,290	29,143	29,856	Revenue		6,480A	5,748A	6,980A	8,082
COGS	(6,607)	(11,432)	(8,713)	(9,456)	(9,456)	COGS		(2,190)A	(1,389)A	(1,676)A	(3,458)
Gross profit	16,506	17,847	18,577	19,687	20,400	Gross profit	_	4,290A	4,359A	5,304A	4,624
SG&A	(9,243)	(8,814)	(8,269)	(7,868)	(7,978)	SG&A		(1,961)A	(1,957)A	(2,051)A	(2,300)
Adj. EBITDA	7,978	9,908	11,251	12,637	13,240	Adj. EBITDA	_	2,589A	2,643A	3,492A	2,527
D&A	(3,565)	(3,663)	(4,516)	(4,782)	(4,880)	D&A		(1,111)A	(1,112)A		(1,150)
Adj. EBIT	4,413	6,245	6,735	7,855	8,360	Adj. EBIT	-	1,478A	1,531A	2,349A	1,377
Net Interest	(1,837)	(2,022)	(2,424)	(2,537)	(2,586)	Net Interest		(582)A	(610)A	(620)A	(612)
Adj. PBT	2,576	4,223	4,312	5,317	5,775	Adj. PBT	-	896A	921A	1,729A	766
Tax	(267)	(795)	(642)	(1,036)	(1,113)	Tax		(97)A	(98)A	(297)A	(150)
Minority Interest	84	96	94	94	20	Minority Interest		63A	15A	(10)A	26
Adj. Net Income	3,618	3,874		4,375	4,682	Adj. Net Income	=	867A	868A	1,547A	641
,	-,	-,	-,	1,010	-,	•				,	
Reported EPS	2.26	3.28	3.45	4.01	4.30	Reported EPS		0.79A	0.77A	1.30A	0.59
Adj. EPS	3.41	3.60	3.60	4.01	4.30	Adj. EPS		0.79A	0.79A	1.42A	0.59
DPS	2.62	2.70	2.80	2.86	2.99	DPS		0.70A	0.70A	0.70A	0.70
Payout ratio	116.1%	82.4%	81.2%	71.3%	69.7%	Payout ratio		88.6%A	91.2%A	53.8%A	119.0%
Shares outstanding	1,060	1,075	1,091	1,090	1,090	Shares outstanding		1,091A	1,092A	1,092A	1,090
·						•					
Balance Sheet & Cash Flow Statement	FY21A	FY22A	FY23E	FY24E	FY25E	Ratio Analysis	FY21A	FY22A	FY23E	FY24E	FY25E
Cash and cash equivalents	1,829	2,037	250	250	250	Gross margin	71.4%	61.0%	68.1%	67.6%	68.3%
Accounts receivable	1,806	2,138	2,230	2,230	2,230	EBITDA margin	34.5%	33.8%	41.2%	43.4%	44.3%
Other current assets	5,330	6,241	6,968	6,968	6,968	EBIT margin	19.1%	21.3%	24.7%	27.0%	28.0%
Current assets	8,965	10,416	9,448	9,448	9,448	Net profit margin	15.7%	13.2%	14.4%	15.0%	15.7%
PP&E	91,108	94,570	99,326	103,135	106,126						
Other non current assets	27,461	29,905	28,979	28,979	28,979	ROE	12.8%	13.2%	12.7%	13.7%	14.1%
Total assets	127,534		137,753	141,562	144,553	ROA	2.9%	3.0%	2.9%	3.1%	3.3%
		,	,	,	,	ROCE	5.0%	6.0%	6.4%	6.8%	7.1%
Short term borrowings	3,597	6,894	4,802	5,114	3,937	SG&A/Sales	40.0%	30.1%	30.3%	27.0%	26.7%
Payables	2,169	3,525	2,942	2,942	2,942	Net debt/equity	1.6	1.6	1.7	1.7	1.6
Other short term liabilities	5,155	5,305	5,470	5,470	5,470	. ,					
Current liabilities	10,921	15,724	13,214	13,526	12,349	P/E (x)	20.7	19.6	19.6	17.6	16.4
Long-term debt	50,120	50,656	55,406	56,613	58,248	P/BV (x)	2.7	2.5	2.5	2.4	2.3
Other long term liabilities	33,926	33,979	33,950	34,986	36,099	EV/EBITDA (x)	13.9	11.6	10.7	9.6	9.2
Total liabilities	94,967	100,359		105,126	106,696	Dividend Yield	3.7%	3.8%	4.0%	4.1%	4.2%
Shareholders' equity	28,165	30,408	31,255	32,510	33,930						
Minority interests	4,402	4,124	3,927	3,927	3,927	Sales/Assets (x)	0.2	0.2	0.2	0.2	0.2
-	127,534			141,562	144,553	Interest cover (x)	4.3	4.9	4.6	5.0	5.1
Total liabilities & equity						Operating leverage	(126.5%)	155.6%	(115.6%)	244.7%	263.3%
BVPS	26.57	27.92	28.67	29.83	31.13		,		` ,		
y/y Growth	(0.7%)	5.1%	2.7%	4.0%	4.4%	Revenue y/y Growth	13.4%	26.7%	(6.8%)	6.8%	2.4%
Net debt/(cash)	51,888	55,513	59,958	61,478	61,934	EBITDA y/y Growth	(9.7%)	24.2%	13.6%	12.3%	4.8%
0	0.400		7 700	40.000	44.405	Tax rate	10.4%	18.8%	14.9%	19.5%	19.3%
Cash flow from operating activities	6,169	6,302	7,789	10,623	11,105	Adj. Net Income y/y Growth	5.2%	7.1%	1.3%	11.5%	7.0%
o/w Depreciation & amortization	3,973	4,064	4,956	5,212	5,310	EPS y/y Growth	5.0%	5.6%	(0.2%)	11.7%	7.0%
o/w Changes in working capital	(783)	160	(210)	0	0	DPS y/y Growth	-	-	` -	-	-
Cash flow from investing activities	(7,353)	(8,430)		(9,022)	(8,300)	• •					
o/w Capital expenditure	(7,585)	(7,923)		(9,022)	(8,300)						
as % of sales	32.8%	27.1%		31.0%	27.8%						
Cash flow from financing activities	1,945	2,336		(1,653)	(477)						
o/w Dividends paid	(2,777)	(2,907)	(3,034)	(3,121)	(3,261)						
o/w Net debt issued/(repaid)	3,935	2,974	4,892	1,468	2,784						
Net change in cash	761	208	(543)	(52)	2,327						
Adj. Free cash flow to firm	231	20	962	3,644	4,892						
y/y Growth	(70.8%)	(91.2%)	4625.8%	279.0%	34.2%						
Source: Company reports and J.P. Morgan est	imates										

Source: Company reports and J.P. Morgan estimates.

Note: \$ in millions (except per-share data). Fiscal year ends Dec. o/w - out of which



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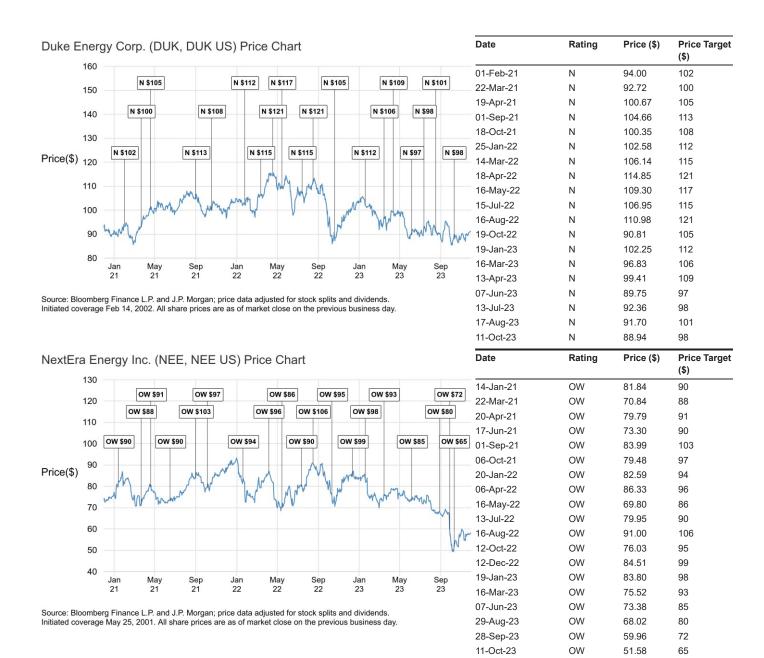
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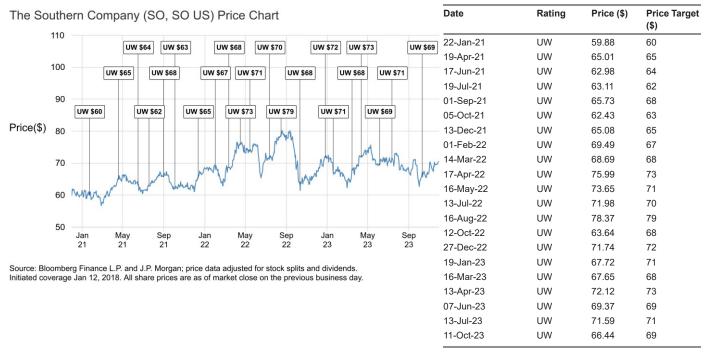
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