

sey Natural Gas had 564,000 cust. at 9/30/21. Fiscal 2021 volume: 112 bill. cu. ft. (20% interruptible, 61% residential, commercial & firm transportation, 19% other). N.J. Natural Energy subsidiary proProxy). CEO, President & Director: Steven D. Westhoven. Incorporated: New Jersey. Address: 1415 Wyckoff Road, Wall, NJ 07719. Telephone: 732-938-1480. Web: www.njresources.com

Since our February review, shares of **New Jersey Resources have continued** to trend higher. In fact, the stock's price advanced another 9.5%. In comparison, the S&P 500 Index registered a downturn of nearly 10% for this same period.

Meanwhile, the retail and wholesale energy provider posted mixed March-quarter results. To that point, revenues advanced 13.7%, to \$912.3 million, besting our call for \$855 million. This reflected an impressive 49% spike in utility volumes, partially offset by a 9% downturn in nonutility volumes. On the margin front, total expenses increased 990 basis points, as a percentage of the top line. That margin compression completely offset the top-line growth, and after factoring in the dilutive effects of stock issuances, NJR's fiscal second-quarter (ended March 31, 2022) earnings declined 23%, to \$1.36 a share. This fell short of our outlook of \$1.70.

We have left our fiscal 2022 (ends September 30th) bottom-line estimate unchanged at this time. Despite the lowerthan-expected second-quarter earnings, management recently raised its guidance range from \$2.20-\$2.30, to \$2.30-\$2.40 per

share. Our call of \$2.30 represents a yearover-year advance of about 6.5%. Share net should be driven by an estimated uptick in the top line of approximately 16%. This ought to be supported by the addition of more than 3,575 new customer accounts over the first half of the year. At the same time, steady contributions from Storage & Transportation arm will likely be nicely complementary this year. Alternatively, the Energy Services segment has been hurt by the increased volatility in energy prices over the past year. This will likely present some headwinds for the company as the year progresses.

At the recent quotation, these untimely shares have already realized the bulk of the earnings growth potential that we envision for the pull to 2025-**2027.** Due to this, the stock offers belowaverage capital appreciation potential over that time frame. That said, conservative will likely find the Aboveinvestors Safety rank and Average high Price Stability mark attractive features, given the recent market volatility. The attractive dividend yield is also a plus. Bryan J. Fong

May 27, 2022

(A) Fiscal year ends Sept. 30th.(B) Diluted earnings. Qtly. revenues and egs. may not sum to total due to rounding and change in shares outstanding. Next earnings

111 0

533.7

545%

Past

-3.0% 7.0%

5.0%

QUARTERLY REVENUES (\$ mill.) A

434.9

299 0

367.6

430

450

d.20

d.06

d.15

d.10

d.08

.273

2925

.3125

.3325

EARNINGS PER SHARE AB

QUARTERLY DIVIDENDS PAID C =

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

Dec.31 Mar.31 Jun.30

866.2

6396

802.2

912.3

930

Dec.31 Mar.31 Jun.30

1.27

1.12

1.77

1.36

1.38

.273

2925

.3125

.3325

.3625

Current Liab Fix. Chg. Cov.

ANNUAL RATES

of change (per sh)

Revenues "Cash Flow"

Dividends Book Value

811.8

615.0

454.3

675.8

695

.61

.44

.46

.69

.73

.273

2925

.3125

3325

.3625

Earnings

Fiscal

Ends

2019

2020

2021

2022

2023

Fiscal Year Ends

2019

2020

2021

2022

2023

Cal-

endar

2018

2019

2020

2021

2022

171 7

1051.4

545%

-6.0% 4.5% 2.5%

6.5% 7.0%

Sep.30

479.1

400.1

532.5

481 9

Sep.30

.29

.57

.07

.35

.37

2925

.3125

.3325

3625

495

Past Est'd '19-'21

882.1

550%

to '25-'27

5.0%

5.0%

5.0% 4.5%

Full Fisca Year

2592.0

1953 7

2156.6

2500

2570

Full Fiscal Year

1.96

2.07

2.16

2.30

2.40

Year

1.11

1.19

1.27

1.36

report due early Aug.
(C) Dividends historically paid in early Jan.,
April, July, and October. • Dividend reinvestment plan available.

(D) Includes regulatory assets in 2021: \$522.1 million, \$5.49/share.

(E) In millions, adjusted for splits

Company's Financial Strength Stock's Price Stability A+ 85 Price Growth Persistence 50 **Earnings Predictability** 55

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