Visit us at www.valuentum.com Valuentum Retail Equity Research Ratings as of 24-Mar-2024 Data as of 22-Mar-2024

## Royal Dutch Shell SHEL FAIRLY VALUED

**Estimated Fair Value** 

**Economic Castle** 

# Buying Index™

**Investment Style** 

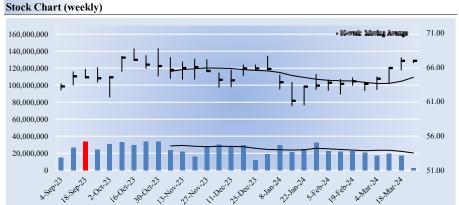
Value Rating

Neutral \$46.00 - \$86.00 MEGA-CAP CORE Shell is utilizing its enormous footprint in the LNG industry to help Europe

Fair Value Range

Sector Industry Energy Oil & Gas Complex

meet its energy needs and is working on expanding its LNG export capacity in Nigeria while developing a new LNG export facility in Canada.



Company Vitals	
Market Cap (USD)	\$227,521
Avg Weekly Vol (30 wks)	24,263
30-week Range (USD)	60.34 - 68.74
Valuentum Sector	Energy
5-week Return	5.9%
13-week Return	1.7%
30-week Return	6.5%
Dividend Yield %	4.1%
Dividends per Share per ADR	2.75
Forward Dividend Payout Ratio	68.0%
Est. Normal Diluted EPS	3.85
P/E on Est. Normal Diluted EPS	8.7
Est. Normal EBITDA	57,505
Forward EV/EBITDA	4.0
EV/Est. Normal EBITDA	4.2
Forward Revenue Growth (5-yr)	0.0%
Forward EPS Growth (5-yr) NMF = Not Meaningful; Est. = Estimated; FY = Fisc	3.4% cal Year

Returns Summary	3-year Historical Average
Return on Equity	15.6%
Return on Assets	6.7%
ROIC, with goodwill	15.1%
ROIC, without goodwill ROIC = Return on Invested Capital; NMF =	16.1% Not Meaningful

Leverage, Coverage, and Liquidity		
In Millions of USD		
Total Debt	53,832	
Net Debt	15,058	
Total Debt/EBITDA	0.8	
Net Debt/EBITDA	0.2	
EBITDA/Interest	13.6	
Current Ratio	1.4	

Quick Ratio

NMF = Not Meaningful

#### **Investment Highlights**

- · Shell, formerly Royal Dutch Shell, is one of the world's largest independent oil and gas companies. The firm has investments across the globe and continues to focus on capital efficiency while keeping its cost structure contained. Shell recently ended its dual share class structure, changed its ticker to SHEL, and moved its global headquarters to the UK.
- Shell cut its quarterly dividend in 2020 as the shocks created by the COVID-19 pandemic and a prolonged period of subdued raw energy resources pricing (from late-2014 through 2020) combined with its bloated balance sheet left the firm with few options.
- Shell is exposed to fluctuating prices of crude oil, natural gas, refined products, and chemicals. Energy prices are inherently volatile, with the drivers behind this volatility largely beyond the company's control. Shell is a big player in the LNG space after acquiring BG Group for ~\$53 billion in 2016 and bringing new LNG export projects online.
- · Shell is well-positioned in both downstream and upstream operations due to its scale and expansive geographic presence. Its downstream strategy includes pursuing price-advantaged feedstocks and leveraging its brand. Its upstream strategy involves Shell growing its natural gas and LNG businesses.
- · Shell's management team has historically been very shareholder-friendly, but the firm's large net debt load and its inability to generate significant free cash flows in a weak raw energy resources pricing environment are ongoing concerns.

investment	Considerations	
DCF Valuati	ion	

7

DCF Valuation	FAIRLY VALUED
Relative Valuation	ATTRACTIVE
ValueCreation <sup>TM</sup>	EXCELLENT
ValueRisk <sup>TM</sup>	MEDIUM
ValueTrend <sup>TM</sup>	NEGATIVE
Cash Flow Generation	STRONG
Financial Leverage	LOW
Growth	MODEST
Technical Evaluation	BULLISH
Relative Strength	WEAK
Money Flow Index (MFI)	NEUTRAL
Upside/Downside Volume (U/D)	BULLISH
Near-term Technical Support, 10-week MA	65.00

<b>Business Quality</b>	ValueCreation <sup>TM</sup>			ValueCreation <sup>TM</sup>	
ValueRisk <sup>TM</sup>	Very Poor	Poor	Good	Excellent	
Low					
Medium					
High					

DCF = Discounted Cash Flow; MFI, U/D = Please see glossary. MA = Moving Average

Firms that generate economic profits with little operating variability score near the top right of the matrix

<b>Relative Valuation</b>	Forward P/E	PEG	Price / FV
Chevron	11.8	NMF	91.8%
Enterprise Product Partners	10.7	NMF	84.9%
Exxon Mobil	11.0	NMF	94.8%
Schlumberger	15.2	NMF	92.0%
Peer Median	11.4	NMF	91.9%
Royal Dutch Shell	8.3	3.4	101.4%
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Price / FV = Current Stock Price divided by Estimated Fair Value

Very High

·			
<b>Financial Summary</b>	Actual		
Fiscal Year End:	Dec-22	Dec-23	Dec-24
Revenue	381,314	316,620	338,150
Revenue, YoY%	45.8%	-17.0%	6.8%
Non-GAAP Operating Income	64,880	35,398	38,988
Non-GAAP EBIT %	17.0%	11.2%	11.5%
Non-GAAP Net Income	42,309	19,359	27,230
Non-GAAP NI Margin %	11.1%	6.1%	8.1%
Non-GAAP Diluted EPS	5.71	2.85	4.05
Non-GAAP Dil EPS, YoY %	121.7%	-50.1%	42.1%
Non-GAAP FCF (CFO-capex)	45,814	31,198	23,756
Non-GAAP FCF Margin % In Millions of USD (except for per share items)	12.0%	9.9%	7.0%

#### Structure of the Oil & Gas (majors) Industry

**NEUTRAL** 

The global oil and gas industry is dominated by state-owned firms, including member nations of OPEC, which have a large influence on pricing. Public constituents are not small, however, as firms in this group make up a large portion of the energy sector's market cap. Oil and gas prices are the key profit driver and largely reflect supply/demand dynamics, though it is not uncommon for speculative/geopolitical price premiums to occur. A firm's estimated reserve life and cost for exploration and development should be monitored closely. We're neutral on the structure of the majors, given their commoditized product.



## Royal Dutch Shell SHEL FAIRLY VALUED

# Buying Index™

Value Rating

Economic Castle Neutral Estimated Fair Value \$66.00 Fair Value Range \$46.00 - \$86.00 Investment Style MEGA-CAP CORE

VALUENTUM

Sector Energy

7

Industry
Oil & Gas Complex

## **Economic Profit Analysis**

#### ValueCreation<sup>TM</sup> EXCELLENT

The best measure of a firm's ability to create value for shareholders is expressed by comparing its return on invested capital (ROIC) with its weighted average cost of capital (WACC). The gap or difference between ROIC and WACC is called the firm's economic profit spread. Royal Dutch Shell's 3-year historical return on invested capital (without goodwill) is 16.1%, which is above the estimate of its cost of capital of 10.2%. As such, we assign the firm a ValueCreation<sup>TM</sup> rating of EXCELLENT. In the chart to the right, we show the probable path of ROIC in the years ahead based on the estimated volatility of key drivers behind the measure. The solid grey line reflects the most likely outcome, in our opinion, and represents the scenario that results in our fair value estimate.

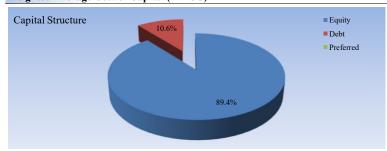
ROIC - WACC Spread, 3-year historical average	5.9%
ROIC - WACC Spread, 5-year projected average	1.8%
THE RESIDENCE OF THE PROPERTY	

These spreads equal the firm's annual average ROIC (excluding goodwill) less its WACC.

ValueTrend<sup>TM</sup> NEGATIVE

Royal Dutch Shell receives a ValueTrend<sup>TM</sup> rating of NEGATIVE, which is based on the company's trailing three-year performance. The firm's ROIC (excluding goodwill) fell to 14.9% last year from its trailing 3-year average of 16.1%. We expect ROIC (excluding goodwill) to be in the ballpark of about 10% by the end of our discrete forecast period, with downside risk to about 4% over that time period.

#### Weighted Average Cost of Capital (WACC)



#### Cost of Equity

Cost of Equity Assumption	10.8%
Estimated Equity Risk Premium	6.5%
Fundamental Beta (ERP multiplier)	1.0
Risk Free Rate Assumption	4.3%

#### After-tax Cost of Debt

Risk Free Rate Assumption	4.3%
Synthetic Credit Spread	2.00%
Cost of Debt Assumption	6.3%
Cash Tax Rate Assumption	25.0%
After-tax Cost of Debt Assumption	4.7%

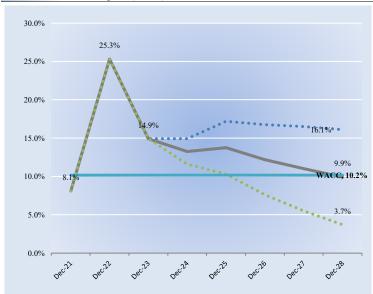
#### Cost of Preferred Stock

0
0
NA

#### Weighted Average Cost of Capital (WACC)

ERP = Equity Risk Premium

#### Return on Invested Capital (ROIC)



The graph above shows the firm's ROIC (excluding goodwill) compared with historical averages and its WACC

#### **Assessment of Company Dividend Strategy**

#### **Key Strengths**

Shell changed its dividend policy after eliminating its dual share class structure and moving its global headquarters to the UK. Dividends on shares of SHEL are declared in US dollars, with the pound sterling and euro equivalent announced later. Shareholders can elect to get paid in US dollars, pound sterling, or euros. Additionally, shareholders of Shell's ADRs are paid dividends in US dollars. The company's policy is to grow the US dollar dividend in line with its view of the underlying earnings and cash flow of Shell. Management cut Shell's dividend in 2020 to conserve cash during the COVID-19 pandemic, and payout growth has since resumed.

#### **Potential Weaknesses**

Shell is not immune to the volatile nature of the energy complex. Its large net debt load and inability to generate meaningful free cash flows in a low raw energy resources pricing environment prompted management to cut Shell's dividend in 2020. Though we like what the 2016 deal with BG Group did for Shell's LNG business, the transaction negatively impacted its balance sheet, as did the prolonged period of low raw energy resources pricing (from late-2014 to 2020). Its downstream operations can offset commodity price risk to a degree, but that offered little protection in 2020 given headwinds created by the COVID-19 pandemic.

Note: Valuentum may provide an adjusted ROIC measure to better reflect the economic substance of a company's operations, as in the case of companies with negative invested capital.



## Royal Dutch Shell SHEL FAIRLY VALUED

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Value Rating

Economic Castle Neutral Estimated Fair Value \$66.00 **Fair Value Range** \$46.00 - \$86.00

Investment Style MEGA-CAP CORE Sector Energy Industry
Oil & Gas Complex

## **Growth Analysis**

<b>Revenue Growth</b>				MODEST
		Last Fiscal		
		Year Revenue	3-year Historical CAGR	5-year Projected CAGR
Royal Dutch Shell	USD	316,620	20.6%	0.0%
Chevron	USD	194,799	27.5%	2.7%
Enterprise Product Partne	USD	49,715	22.3%	4.0%
Exxon Mobil	USD	402,217	15.7%	-1.9%
Schlumberger	USD	33,135	12.0%	9.0%
Peer Median			19.0%	3.3%
Industry Median			21.4%	3.8%

Royal Dutch Shell's revenue expansion has been greater than the median of its peer group but has trailed that of its industry group during the past three years. We expect the firm's pace of revenue growth to fall below the median of both its peer group and industry group during the next five years. Our growth assessment of each firm is based on the firm's 5-year forward revenue CAGR. Royal Dutch Shell's future pace of revenue growth is MODEST, in our opinion.

#### EBITDA Growth

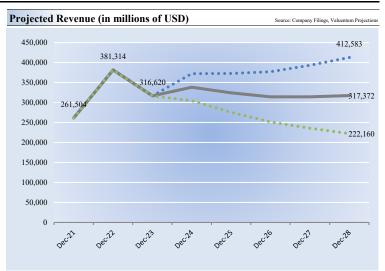
EBITDA GIOWIII		Last Fiscal		
		Year EBITDA	3-year Historical CAGR	5-year Projected CAGR
Royal Dutch Shell	USD	63,528	31.8%	-3.8%
Chevron	USD	42,177	47.5%	5.9%
Enterprise Product Partne	USD	8,900	5.4%	2.1%
Exxon Mobil	USD	91,128	38.3%	-1.7%
Schlumberger	USD	7,247	25.7%	11.2%
Peer Median			32.0%	4.0%
Industry Median			28.7%	2.1%

Royal Dutch Shell's EBITDA expansion has trailed that of its peer group but has been greater than that of its industry group during the past three years. We expect the firm's pace of EBITDA growth to fall below that of both its peer group and industry group during the next five years. Schlumberger sports the highest EBITDA growth rate among peers.

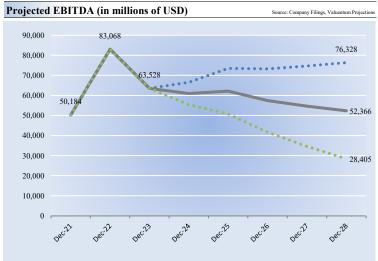
#### Net Income Growth

		Last Fiscal		
		Year Net	3-year Historical	5-year Projected
		Income	CAGR	CAGR
Royal Dutch Shell	USD	19,359	-196.3%	2.4%
Chevron	USD	21,369	-256.8%	5.5%
Enterprise Product Partne	USD	5,531	13.6%	0.0%
Exxon Mobil	USD	55,740	57.2%	-5.3%
Schlumberger	USD	4,203	-173.7%	12.6%
Peer Median			-80.0%	2.7%
Industry Median			-182.3%	2.3%

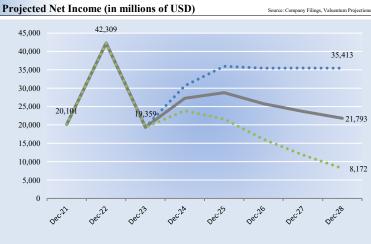
Royal Dutch Shell's net income expansion has trailed both that of its peer group and its industry group during the past three years. We expect the firm's net income to trail its peer group but outpace that of its industry group during the next five years. Schlumberger sports the highest net income growth rate among peers.



In the chart above, we show our baseline forecast for revenue as well as potential upside and downside cases.



In the chart above, we show our baseline forecast for EBITDA as well as potential upside and downside cases.



In the chart above, we show our baseline forecast for net income as well as potential upside and downside cases



## Royal Dutch Shell SHEL FAIRLY VALUED

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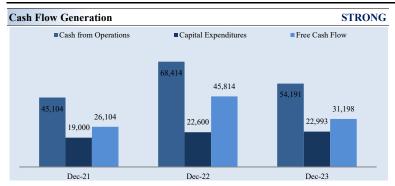
Value Rating



Economic Castle Neutral Estimated Fair Value \$66.00 **Fair Value Range** \$46.00 - \$86.00

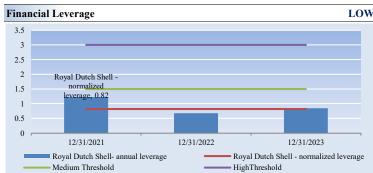
Investment Style MEGA-CAP CORE Sector Energy Industry
Oil & Gas Complex

## Cash Flow and Financial Leverage Analysis



The bars above show the firms operating cash flow, capital expenditures, and free cash flow, respectively

Firms that generate a free cash flow margin (free cash flow divided by total revenue) above 5% are usually considered cash cows. Royal Dutch Shell's free cash flow margin has averaged about 10.6% during the past 3 years. As such, we think the firm's cash flow generation is relatively STRONG. The free cash flow measure shown above is derived by taking cash flow from operations less capital expenditures and differs from enterprise free cash flow (FCFF), which we use in deriving our fair value estimate for the company. For more information on the differences between these two measures, please visit our website at Valuentum.com. At Royal Dutch Shell, cash flow from operations increased about 20% from levels registered two years ago, while capital expenditures expanded about 21% over the same time period.



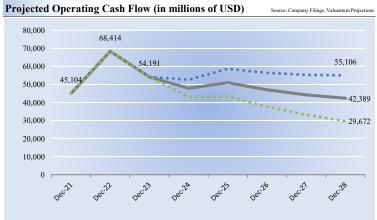
The bars above show the firm's annual debt-to-EBITDA. The red line shows the firm's normalized measure.

Firms that exhibit high leverage tend to be more risky than firms with relatively low debt loads, all else equal. We measure financial leverage by taking a firm's current total debt load and dividing it by the firm's trailing average 3-year annual EBITDA. Firms that are over 3 for this metric, we rate as having high leverage. Companies that have less than 1.5 turns of leverage (or a measure below 1.5), we rate as having low leverage. Royal Dutch Shell's normalized debt-to-EBITDA measure of about 0.82 puts it in the LOW camp.

#### **Cash Flow from Operations**

		Last Fiscal Year CFO	3-year Historical CAGR	5-year Projected CAGR
Royal Dutch Shell	USD	54,191	16.7%	-4.8%
Chevron	USD	35,609	49.9%	4.3%
Enterprise Product Partne	USD	7,568	8.7%	2.3%
Exxon Mobil	USD	76,797	37.2%	-4.0%
Schlumberger	USD	6,637	31.1%	8.0%
Peer Median			34.2%	3.3%
Industry Median			32.1%	2.1%

Royal Dutch Shell's cash flow from operations expansion has trailed both that of its peer group and its industry group during the past three years. We expect the firm's pace of cash flow from operations growth to fall below that of both its peer group and industry group during the next five years. Schlumberger sports the highest expected cash flow from operations growth rate among peers.

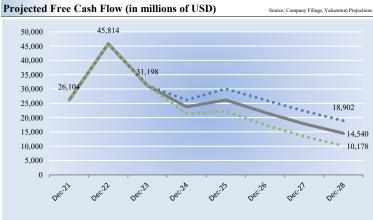


In the chart above, we show our baseline forecast for CFO as well as potential upside and downside cases.

#### Free Cash Flow (CFO-capital expenditures)

		Last Fiscal Year FCF	3-year Historical CAGR	5-year Projected CAGR
Royal Dutch Shell	USD	31,198	21.2%	-14.2%
Chevron	USD	19,780	128.6%	5.7%
Enterprise Product Partne	USD	7,155	8.5%	2.4%
Exxon Mobil	USD	58,390	121.7%	-10.2%
Schlumberger	USD	4,191	40.1%	9.0%
Peer Median			80.9%	4.1%
Industry Median			37.5%	0.8%

Royal Dutch Shell's free cash flow expansion has trailed both that of its peer group and its industry group during the past three years. We expect the firm's pace of free cash flow growth to fall below that of both its peer group and industry group during the next five years. Schlumberger sports the highest expected free cash flow growth rate among peers.



In the chart above, we show our baseline forecast for free cash flow as well as potential upside and downside cases

## Royal Dutch Shell SHEL FAIRLY VALUED

# Buying Index™

Value Rating



 Economic Castle
 Estimated Fair Value
 Fair Value Range
 Investment Style
 Sector
 Industry

 Neutral
 \$66.00
 \$46.00 - \$86.00
 MEGA-CAP CORE
 Energy
 Oil & Gas Complex

## Valuation Analysis

Valuation Assumptions				
In Millions of USD (except for per share items)	5-year Projections			
Revenue CAGR %	0.0%			
Avg. EBIT Margin %	11.4%			
Avg. Cash Tax Rate %	25.0%			
Earnings Before Interest CAGR %	-6.5%			
Earnings Per Share CAGR %	3.4%			
Free Cash Flow to the Firm CAGR %	-16.3%			
Earnings before interest = Net operating profits less adjusted taxes	Long-term Projections			
Phase II> III FCFF CAGR %	3.7% (II) 3% (III)			
Cost of Equity %	10.8%			
After-tax Cost of Debt %	4.7%			
Discount Rate (WACC) %	10.2%			
Synthetic credit spread = 2%	<u>Results</u>			
Phase I Present Value	85,951			
Phase II Present Value	92,803			
Phase III Present Value	57,428			
Total Firm Value	236,182			
Net Balance Sheet Impact	-15,058			
Total Equity Value	221,124			
Diluted Shares Outstanding	6,799.8			
Fair Value per ADR  The Fair Value reflects an ADR conversion ratio of 2 shares per ADR.	\$66.00			

#### **DCF Valuation Summary**

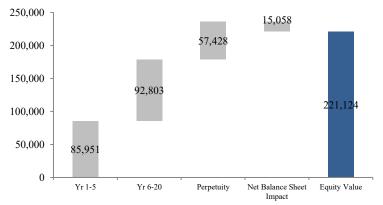
We think Royal Dutch Shell is worth \$66 per ADR with a fair value range of \$46.00 - \$86.00. The margin of safety around our fair value estimate is driven by the firm's MEDIUM ValueRisk™ rating, which is derived from an evaluation of the historical volatility of key valuation drivers and a future assessment of them. Our near-term operating forecasts, including revenue and earnings, do not differ much from consensus estimates or management guidance. Our model reflects a compound annual revenue growth rate of 0% during the next five years, a pace that is lower than the firm's 3-year historical compound annual growth rate of 20.6%. Our model reflects a 5-year projected average operating margin of 11.4%, which is below Royal Dutch Shell's trailing 3-year average. Beyond year 5, we assume free cash flow will grow at an annual rate of 3.7% for the next 15 years and 3% in perpetuity. For Royal Dutch Shell, we use a 10.2% weighted average cost of capital to discount future free cash flows.

#### Source: Company Filings, Valuentum Projections

#### Valuation Breakdown

In the chart below, we show the build up to our estimate of total enterprise value for Royal Dutch Shell and the break down to the firm's total equity value, which we estimate to be about 221.12USD billion. The present value of the enterprise free cash flows generated during each phase of our model and the net balance sheet impact is displayed. We divide total equity value by diluted shares outstanding to arrive at our \$33 per share fair value estimate. Since there are 2 shares per ADR, we use the relevant ADR conversion ratio to arrive at our fair value estimate of \$66 per ADR.

7



In Millions of USD

Enterprise Free Cash Flow								
	Fiscal Year End:	12/31/2021	12/31/2022	12/31/2023				
Earnings before Interest		18,311	56,012	32,974				
+ Depreciation		25,029	18,188	28,130				
- Capital Expenditures		19,000	22,600	22,993				
- Change in Working Capital		5,618	2,319	-728				
- Acquisitions		0	0	0				
Enterprise Free Cash Flow (FCFF	)	18,722	49,281	38,839				
In Millions of USD								

Our future forecasts for key valuation drivers result in a future free enterprise cash flow stream. Above, we show how we calculate enterprise free cash flow and the historical performance of the metric for Royal Dutch Shell. Over the next five years, we expect the firm's enterprise free cash flow to expand at about a -16% compound annual growth rate. During years 6 through 20, we expect the measure to grow at a 3.7% rate. Beyond year 20 (in perpetuity), we grow the firm's free cash flow at inflation (3%).

#### **Company Metrics versus Peer and Industry Medians**

Company Name	Valuentum Buying Index <sup>TM</sup>	Forward Price-to- P/	E on Est. Normal Diluted EPS	Price/Earnings-to- Growth (PEG), 5- year	Forward EV/EBITDA	EV/Est. Normal EBITDA	5-year Forward Earnings per Share CAGR	3-year Hist Avg ROIC, without goodwill	Dividend Yield %	Stock Price / Fair Value Estimate
Royal Dutch Shell	7	8.3	8.7	3.4	4.0	4.2	3.4%	16.1%	4.1%	101.4%
Chevron	6	11.8	10.7	NMF	6.1	5.6	5.2%	12.6%	4.2%	91.8%
Enterprise Product Partne	6	10.7	10.7	NMF	9.7	9.2	0.0%	14.3%	7.0%	84.9%
Exxon Mobil	3	11.0	10.5	NMF	5.7	5.5	-4.8%	13.5%	3.7%	94.8%
Schlumberger	6	15.2	12.1	1.5	9.9	8.0	12.0%	32.2%	2.0%	92.0%
Peer Median	6.0	11.4	10.7	1.5	7.9	6.8	2.6%	13.9%	4.0%	91.9%
Industry Median	6.0	11.6	10.6	1.6	6.9	6.0	2.0%	15.3%	3.0%	92.2%

View back of report for a full list of industry constituents covered by Valuentum. VBI: Valuentum's ranking for the attractiveness of this investment at the date of the report.



## Royal Dutch Shell SHEL FAIRLY VALUED

# **Buying Index™**

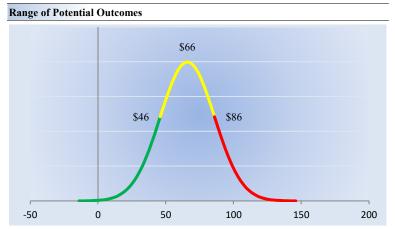
Value Rating

30.0%

Economic Castle Neutral Estimated Fair Value \$66.00 **Fair Value Range** \$46.00 - \$86.00

Investment Style MEGA-CAP CORE Sector Energy Industry
Oil & Gas Complex

## **Margin of Safety Analysis**



Our discounted cash flow process values each firm on the basis of the present value of all future free cash flows. Although we estimate the firm's fair value at about \$66 per ADR, every company has a range of probable fair values that's created by the uncertainty of key valuation drivers (like future revenue or earnings, for example). After all, if the future were known with certainty, we wouldn't see much volatility in the markets as stocks would trade precisely at their known fair values. Our ValueRisk<sup>TM</sup> rating sets the margin of safety or the fair value range we assign to each stock. In the graph above, we show this probable range of fair values for Royal Dutch Shell. We think the firm is attractive below \$46 per ADR (the green line), but quite expensive above \$86 per ADR (the red line). The prices that fall along the yellow line, which includes our fair value estimate, represent a reasonable valuation for the firm, in our opinion.

## ValueRisk<sup>™</sup> MEDIUM

7

Royal Dutch Shell receives a ValueRisk<sup>TM</sup> rating of MEDIUM based of the historical volatility of key drivers of economic value creation. The fair value range sets the margin of safety around our fair value estimate of the firm's shares.

Revenue Volatility26.9%Gross Margin Volatility31.2%Earnings (EBI) VolatilityGreater than 50%Cash Flow (FCFF) Volatility35.2%

Fair Value Range
The Fair Value Range sets the premium or discount on our estimate of the firm's fair value.

#### **Upside and Downside Probabilities**

Probability (fair value < \$0)

Probability (fair value > 2x current share price)

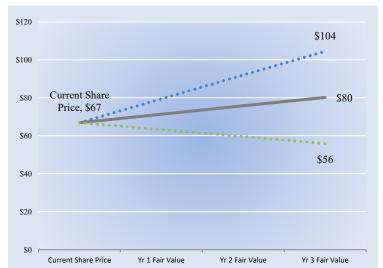
Less than 0.1%

0.03%

We strive to answer a few questions that investors often ask: 1) What are the chances of a total loss of investment in this company? and 2) What is the chance that the company is really worth twice what I paid for it? The probability (fair value < 0) strives to answer the first question. It indicates the chance that the firm may encounter insolvency based on the characteristics of its cash flow stream, capital structure, and risk profile. The probability (fair value > 2x current share price) strives to answer the second question. It is our best estimate of whether investors are participating in a half-off sale by buying the company's shares at current prices.

#### **Future Path of Fair Value**

We estimate Royal Dutch Shell's fair value at this point in time to be about \$66 per ADR. As time passes, however, companies generate cash flow and pay out cash to shareholders in the form of dividends. The chart to the right compares the firm's current share price with the path of Royal Dutch Shell's expected equity value per ADR over the next three years, assuming our long-term projections prove accurate. The range between the resulting downside fair value and upside fair value in Year 3 represents our best estimate of the value of the firm's ADRs three years hence. This range of potential outcomes is also subject to change over time, should our views on the firm's future cash flow potential change. The expected fair value of \$80 per ADR in Year 3 represents our existing fair value per ADR of \$66 increased at an annual rate of the firm's cost of equity less its dividend yield. The upside and downside ranges are derived in the same way, but from the upper and lower bounds of our fair value estimate range.



The graph above shows the expected future fair value of the firm's shares relative to its current stock price.

## Royal Dutch Shell SHEL FAIRLY VALUED

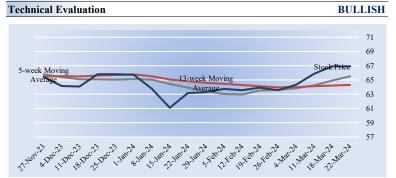
# Buying Index™

Value Rating

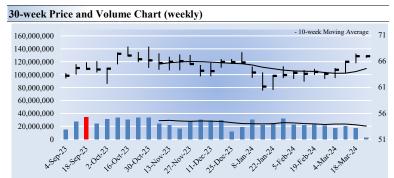
Economic Castle Neutral Estimated Fair Value \$66.00 **Fair Value Range** \$46.00 - \$86.00

Investment Style MEGA-CAP CORE Sector Energy Industry
Oil & Gas Complex

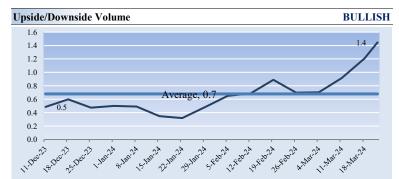
## **Technical Analysis**



The firm's near-term moving average (5-week, grey line) and medium-term moving average (13-week, red line) are shown in the chart above. Typically, when a shorter-term moving average crosses a medium- or longer-term moving average from below, it represents a bullish signal. If the short-term moving average crosses from above, traders often view this as bearish. Royal Dutch Shell's 5-week moving average resides above its 13-week measure, indicating a BULLISH trend. Such a move could indicate a reversal in the firm's 30-week downtrend.



In the chart above, we pinpoint the heaviest accumulation or distribution week of the firm, determined by the week with the highest trading volume during the past 30 weeks. A heavy accumulation (buying) or distribution (selling) week often determines the future near-term direction of the firm's share price, as money managers continue to move in or out of the stock in the days and weeks ahead driving the stock up or down, respectively. For Royal Dutch Shell, the week with the highest trading volume out of the last 30 weeks was a week of heavy selling, or distribution (red bar). Such market activity could indicate a reversal of an uptrend or further confirmation of a downtrend.



The level and trend of the Upside/Downside (U/D) volume ratio reveals whether institutional participation has been bullish or bearish as of late. Royal Dutch Shell's U/D volume ratio of 1.4 is not only greater than 1 but also is better than its trailing average, indicating BULLISH institutional interest during the past several weeks.



7



The Money Flow Index (MFI) is an oscillator that uses price and volume to measure buying and selling pressure. Chartists often look for overbought (above 80) and oversold (below 20) levels to warn of unsustainable near-term price extremes. Royal Dutch Shell's MFI of 60 is neutral, suggesting the firm's stock is neither overbought nor oversold at this time. However, a score over 50 tends to favor bulls. The MFI can also be used to gauge the strength or weakness of a firm's price trend. In Royal Dutch Shell's case, its stock price and money flow neither reveals a bullish nor bearish divergence, further supporting our neutral view on its money flow action.

#### Relative Price Strength WEAK

A firm's relative price strength can be assessed over any number of time horizons. We show the firm's performance over the past 5 weeks, 13 weeks, and 30 weeks below. In arriving at our relative strength rating for each company, we assess the past 13 weeks, which includes the market's reaction to the firm's most recently reported quarter, where applicable, and other more recent economic events. During the past 13 weeks, Royal Dutch Shell's shares returned 1.7%, while the market benchmark returned 10.4%. We think Royal Dutch Shell's 13-week relative price performance is WEAK.

5-week Company Performance	5.9%
5-week Market Benchmark Performance	5.1%
5-week Relative Performance vs. Market Benchmark	0.8%
13-week Company Performance	1.7%
13-week Market Benchmark Performance	10.4%
13-week Relative Performance vs. Market Benchmark	-8.7%
30-week Company Performance	6.5%
30-week Market Benchmark Performance	12.2%
30-week Relative Performance vs. Market Benchmark	-5.8%

Timeliness Matrix <sup>TM</sup> Equity Valuation						
Relative Strength	Overvalued	Fairly Valued	Undervalued			
Strong						
Neutral						
Weak						

Firms that are undervalued and currently showing near-term pricing strength score near the top right of the matrix.

Companies that are undervalued and showing near-term relative price strength could represent timely buys, as the stock may be attractive to both value and momentum investors. A cross section of the firm's equity valuation and its relative share price strength is shown in the matrix above. We tend to prefer undervalued stocks that have strong pricing momentum, also called Valuentum stocks.



# Royal Dutch Shell SHEL FAIRLY VALUED

Buying Index<sup>TM</sup>

7

Value Rating



Economic Castle<br/>NeutralEstimated Fair Value<br/>\$66.00Fair Value Range<br/>\$46.00 - \$86.00Investment Style<br/>MEGA-CAP CORESector<br/>EnergyIndustry<br/>Oil & Gas Complex

----- Historical -----

## **Pro Forma Income Statement**

In Millions of USD (except for per share items)

In Millions of USD (except for per share items)					
	Dec-21	Dec-22	Dec-23	Dec-24	Dec-25
Total Revenue	261,504	381,314	316,620	338,150	323,948
Cost of Goods Sold	198,734	284,006	238,123	253,314	239,544
Selling, General and Administrative Expenses	11,328	12,883	13,433	14,290	13,513
Other Operating Expenses	26,287	19,545	29,666	31,559	29,843
Operating Income	25,155	64,880	35,398	38,988	41,048
Unusual items	0	0	0	0	0
Operating Income, including unusual items	25,155	64,880	35,398	38,988	41,048
Interest Expense	(3,607)	(3,181)	(4,673)	(4,673)	(4,673)
Other Non-operating Income	8,281	3,116	1,902	2,362	2,362
Pre-tax Income	29,829	64,815	32,627	36,677	38,737
Income Taxes	9,199	21,941	12,991	9,169	9,684
Income after tax	20,630	42,874	19,636	27,507	29,053
Minority Interest and Equity Income	(529)	(565)	(277)	(277)	(277)
Net Income, excluding extra items	20,101	42,309	19,359	27,230	28,776
Income Available to Common, excluding extra items	20,101	42,309	19,359	27,230	28,776
Diluted Earnings per Share, excluding extra items	2.57	5.71	2.85	4.05	4.32
Diluted Weighted Shares Outstanding	7,806.8	7,410.5	6,799.8	6,731.8	6,664.5

Source: Company Filings, Xignite, Valuentum Projections

Note: Pro forma data in discounted cash-flow valuation may reflect significant adjustments from GAAP accounting data, including cash (not effective) tax rates and other analytical adjustments on a backward-looking and forward-looking basis. No individual data, by itself, found in this report should be used to make any investment decision.



# Royal Dutch Shell SHEL FAIRLY VALUED

Buying Index<sup>TM</sup>

7

Value Rating



Economic Castle<br/>NeutralEstimated Fair Value<br/>\$66.00Fair Value Range<br/>\$46.00 - \$86.00Investment Style<br/>MEGA-CAP CORESector<br/>EnergyIndustry<br/>Oil & Gas Complex

## **Pro Forma Balance Sheet**

----- Historical -----

In Millions of USD (except for per share items)

In Millions of USD (except for per share items)	D 21	D 22	D 22	D 24	D 15
	Dec-21	Dec-22	Dec-23	Dec-24	Dec-25
Assets					
Total Cash (including marketable securities)	36,970	40,246	38,774	53,351	65,550
Inventory	25,258	31,894	26,019	27,992	26,767
Accounts Receivable	44,233	51,999	47,117	50,532	48,611
Other Current Assets	22,304	41,799	22,205	22,205	22,205
Total Current Assets	128,765	165,938	134,115	154,080	163,134
Gross Fixed Assets	436,769	434,961	455,070	479,213	504,080
(Accumulated Depreciation)	(241,837)	(236,319)	(260,235)	(282,215)	(303,271)
Net Property, Plant, and Equipment	194,932	198,642	194,835	196,998	200,808
Goodwill, Net	14,920	16,039	16,660	16,660	16,660
Intangibles, Net	9,773	9,662	10,253	10,253	10,253
Other Long-term Assets	55,989	52,743	50,407	50,407	50,407
Total Assets	404,379	443,024	406,270	428,398	441,262
Liabilities					
Accounts Payable	34,136	42,632	34,591	37,383	35,176
Other Current Liabilities	57,331	74,059	55,588	56,596	56,557
Current Portion of Long-term Debt	4,080	4,620	5,288	5,288	5,288
Total Current Liabilities	95,547	121,311	95,467	99,266	97,021
Long-term Debt	57,499	51,532	48,544	48,544	48,544
Other Long-term Liabilities	79,367	79,709	75,652	75,652	75,652
Total Liabilities	232,413	252,552	219,663	223,462	221,217
D 0 10 1					
Preferred Stock	0	0	0	0	0
Shareholders' Equity					
Common Stock and Additional Paid in Capital	795	738	698	698	698
Retained Earnings	153,026	169,482	165,915	188,794	208,408
Other Equity	18,145	20,252	19,994	15,444	10,939
Total Shareholders' Equity	171,966	190,472	186,607	204,936	220,045
Total Liabilities and Shareholders' Equity	404,379	443,024	406,270	428,398	441,262

Source: Company Filings, Xignite, Valuentum Projections

Note: Pro forma data in discounted cash-flow valuation may reflect significant adjustments from GAAP accounting data, including cash (not effective) tax rates and other analytical adjustments on a backward-looking and forward-looking basis. No individual data, by itself, found in this report should be used to make any investment decision.



## Royal Dutch Shell SHEL FAIRLY VALUED

# Buying Index<sup>TM</sup>

7

Value Rating



Economic Castle<br/>NeutralEstimated Fair Value<br/>\$66.00Fair Value Range<br/>\$46.00 - \$86.00Investment Style<br/>MEGA-CAP CORESector<br/>EnergyIndustry<br/>Oil & Gas Complex

## **Pro Forma Cash Flow Statement**

----- Historical -----

In Millions of USD (except for per share items)

in winnons of USD (except for per snare items)	Dec-21	Dec-22	Dec-23	Dec-24	Dec-25
Cash from Operations					
Net Income	20,101	42,309	19,359	27,507	29,053
Depreciation and Amortization	25,029	18,188	28,130	21,980	21,057
Deferred Income Taxes	0	0,100	0	0	0
Operating Gains Or Losses	(26)	7,917	6,702	0	0
Changes in Working Capital	0	0	0	(1,589)	900
Cash Flow from Operations	45,104	68,414	54,191	47,898	51,010
Cash from Investing					
Purchase of Property, Plant, Equipment	(19,000)	(22,600)	(22,993)	(24,143)	(24,867)
Other Investing Cash Flows	(14,239)	(152)	(5,259)	0	0
Cash Flow from Investing	(33,239)	(22,752)	(28,252)	(24,143)	(24,867)
Cash from Financing					
Issuance (Retirement) of Stock	(3,174)	(19,030)	(15,506)	(4,550)	(4,505)
Issuance (Retirement) of Debt	(19,729)	(7,872)	(9,832)	0	(4,505)
Dividends Paid	(6,253)	(7,405)	(8,393)	(4,628)	(9,439)
Other Financing Cash Flows	(5,508)	(7,647)	(4,504)	0	0
Cash Flow from Financing	(34,664)	(41,954)	(38,235)	(9,179)	(13,943)
Foreign Exchange	(539)	(736)	306	0	0
Net Change in Cash	5,140	3,276	(1,472)	14,577	12,199

Source: Company Filings, Xignite, Valuentum Projections

Note: Pro forma data in discounted cash-flow valuation may reflect significant adjustments from GAAP accounting data, including cash (not effective) tax rates and other analytical adjustments on a backward-looking and forward-looking basis. No individual data, by itself, found in this report should be used to make any investment decision.



## Royal Dutch Shell SHEL FAIRLY VALUED

# Buying Index™

Value Rating



Economic Castle Neutral

Company Name

Estimated Fair Value \$66.00 **Fair Value Range** \$46.00 - \$86.00

DCF Valuation

Investment Style MEGA-CAP CORE Sector Energy

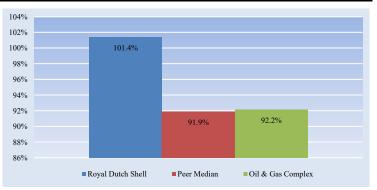
7

Industry
Oil & Gas Complex

## Oil & Gas Complex

#### Oil & Gas Complex FAIRLY VALUED

We think the Oil & Gas Complex industry is fairly valued at this time. The industry's market cap is trading between 80% and 120% of our estimate of its fair value based on our DCF process. Although we use a firm-specific ValueRisk™ measure to determine whether a firm is undervalued or overvalued based on our DCF process, we consider an industry to be undervalued if it is trading below 80% of our estimate of its fair value and overvalued if it is trading at over 120% of our estimate of its fair value. We think these fair value ranges are appropriate given the diversification benefits of holding a basket of stocks. Although there may be individual opportunities within the Oil & Gas Complex industry, we don't find the industry as a whole attractive based solely on valuation.



The above bar chart reveals the price/fair value of the company, its peers, and the industry as a whole.

ValueRisk<sup>TM</sup>

ValueTrend<sup>TM</sup>

Technicals

ValueCreation<sup>TM</sup>

Shaded blue denotes that the firm has earned the highest rating for that respective category.

Ticker

Market Cap (USD-

Company Name	Ticker	mil)	Investment Style	DCF Valuation	Relative Valuation	ValueCreation™	ValueRisk™	ValueTrend™	Technicals	Relative Strength
Baker Hughes	BKR	33,632	LARGE-CAP VALUE	FAIRLY VALUED	NEUTRAL	EXCELLENT	MEDIUM	NEGATIVE	BULLISH	WEAK
BP	BP	111,826	LARGE-CAP VALUE	FAIRLY VALUED	NEUTRAL	EXCELLENT	MEDIUM	NEGATIVE	BULLISH	WEAK
Chevron	CVX	289,952	MEGA-CAP VALUE	FAIRLY VALUED	NEUTRAL	GOOD	MEDIUM	NEGATIVE	BULLISH	WEAK
ConocoPhillips	COP	134,592	LARGE-CAP VALUE	FAIRLY VALUED	NEUTRAL	EXCELLENT	MEDIUM	NEGATIVE	BEARISH	WEAK
Coterra Energy	CTRA	20,989	LARGE-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	GOOD	MEDIUM	NEGATIVE	BULLISH	WEAK
Enbridge	ENB	75,082	LARGE-CAP VALUE	FAIRLY VALUED	NEUTRAL	GOOD	MEDIUM	POSITIVE	VERY BULLISH	WEAK
Energy Transfer	ET	51,415	LARGE-CAP VALUE	FAIRLY VALUED	NEUTRAL	POOR	HIGH	NEGATIVE	BULLISH	STRONG
Enterprise Product Partners	EPD	63,319	LARGE-CAP VALUE	FAIRLY VALUED	NEUTRAL	GOOD	MEDIUM	NEGATIVE	BULLISH	NEUTRAL
EOG Resources	EOG	73,076	LARGE-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	MEDIUM	POSITIVE	BULLISH	WEAK
Exxon Mobil	XOM	428,544	MEGA-CAP VALUE	FAIRLY VALUED	NEUTRAL	GOOD	MEDIUM	POSITIVE	BEARISH	WEAK
Halliburton	HAL	34,032	LARGE-CAP VALUE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	LOW	POSITIVE	BULLISH	WEAK
Kinder Morgan	KMI	40,098	LARGE-CAP VALUE	FAIRLY VALUED	UNATTRACTIVE	GOOD	MEDIUM	POSITIVE	BULLISH	WEAK
Occidental Petroleum	OXY	58,711	LARGE-CAP VALUE	FAIRLY VALUED	NEUTRAL	GOOD	MEDIUM	POSITIVE	BULLISH	WEAK
Phillips 66	PSX	72,072	LARGE-CAP VALUE	FAIRLY VALUED	NEUTRAL	GOOD	MEDIUM	NEGATIVE	BULLISH	STRONG
Pioneer Natural Resources	PXD	61,538	LARGE-CAP BLEND	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	MEDIUM	NEGATIVE	BULLISH	NEUTRAL
Royal Dutch Shell	SHEL	227,521	MEGA-CAP CORE	FAIRLY VALUED	ATTRACTIVE	EXCELLENT	MEDIUM	NEGATIVE	BULLISH	WEAK
Schlumberger	SLB	78,355	LARGE-CAP VALUE	FAIRLY VALUED	NEUTRAL	EXCELLENT	MEDIUM	POSITIVE	BULLISH	WEAK
Total	TTE	174,459	LARGE-CAP VALUE	FAIRLY VALUED	NEUTRAL	EXCELLENT	LOW	POSITIVE	BULLISH	WEAK

# Valuentum's Full Page Stock Report

**DCF Valuation** 

Shows whether the firm is undervalued, fairly valued, or overvalued based on our DCF process and by how much.

## Valuentum Buying Index (VBI)

Provides insight into the timeliness of an investment opportunity. We rank firms from 1 to 10 based on rigorous fiancial, valuation, and technical analysis. A 10 represents one of our top picks.



#### Valuentum Value Rating (VVR)

Indicates whether we think a firm is undervalued, fairly valued, or overvalued on the basis of our DCF process.



#### Investment Considerations

Evaluates firms on 12 different measures, from the firm's growth and cash flow generation to the stock's money flow index and upside/downside volume. We reveal technical support and resistance levels.

**Business Quality** 

for shareholders

operations.

compared wth the

underlying risk of its

**Investment Highlights** 

analysis of its financial

and technical strengths

**Relative Valuation** 

Comparison of the

peers.

firm's PE, PEG, and

Price/FV ratios versus

Our opinion of the

and weaknesses.

company, including

Summary of the firm's

ability to create value

#### 30-week Price and Volume Action

Displays the last accumulation or distribution week of the stock and historical price and volume action.

**Company Vitals** 

industry and other

relevant company

Normalized EPS

Estimation of the

firm's normalized

earnings measures

valuation mutliples.

corresponding

and EBITDA

and the

Shows sector.

information.

Visit us at www.valuentum.com Valuentum Retail Equity Research Apple AAPL UNDERVALUED 3 Buying Index™ Value Rating Economic Castle Highest Rated Estimated Fair Value Investment Style MEGA-CAP VALUE Investment Consideration Apple is as much a brand as it is one of the most innovative companies

Stock Chart (weekly) ValueCreation<sup>TM</sup> ValueRisk<sup>TM</sup> 1.800.000.000 ValueTrend<sup>TM</sup> 116.00 Cash Flow Generation 111 1,200,000,000 Technical Evaluatio 800,000,000 Relative Strength Company Vitals

Apple is as much a brand as it is one of the world's

most innovative companies. The firm is no longer

known for its iPods and personal computers, as the

proliferation of the iPhone over the past several years

has been a sight to behold. The company's execution

remains top notch, and we enter it it to continue to out innovative products in technology, its most recent many product launch.

UNDERVALUED Relative Valuation UNATTRACTIVE EXCELLENT LOW POSITIVE STRONG MODEST BULLISH STRONG Money Flow Index (MFI) NEUTRAL Upside/Downside Volume (U/D) BULLISH Near-term Technical Support, 10-week MA 112.00 ited Cash Flow; MFI, U/D = Please see glos

ansimess Saumis			47		
/alueRisk <sup>TM</sup>	Very Poor	Poor	Good	Excellent	
Low					
Medium					
High					
Very High					
irms that generate economic	profits with little oper	eating variability scor	e near the top rigi	at of the matrix.	
Relative Valuation	K	Forward P/E	PEG	Price / FV	
		220	272.00	00.20/	

· Criticism over the firm's dependence on sales of the	Firms that generate economic profits with little ope	postine specialistic score	a near the top riv		
iPhone gained momentum in fiscal 2016, as the second quarter of the fiscal year marked the first	Relative Valuatio	Forward P/E	PEG		
quarterly sales decline in 13 years. High levels of	BlackBerry	-53.0	NMF		
demand for the iPhone 7 and multiple safety issues at	Cray	49.4	0.9		
rival Samsung have eased concerns for the time being.	Hewlett-Packard	9.0	NMF		
· Apple's rollout of future iterations of the iPhone	IBM	11.7	2.6		
should propel its fundamentals higher. Though we're	Peer Median	10.4	1.8		
not embedding another blockbuster hit in our model,	Apple	14.0	2.0		
we wouldn't be surprised if Apple delivers another one	Price / FV = Current Stor Vided by Estimated Fair Value				
from its pipeline. Perhaps only a dream five years ago, the popularity of the new Apple Watch is now worth	Financial Summar	Actual			
watching, though it has yet to catch fire in the eyes of	Fiscal Year End:	Sep-14	Sep-1		

I cet teleditiit	10.4	E 140	001010
Apple	14.0	2.0	79.3%
Price / FV = Current Stor vided by I	Estimated Fair Val	lue	
Financial Summar	Actu	Projected	
Fiscal Year End:	Sep-14	Sep-15	Sep-16
Revenue	182,795	233,715	215,485
Revenue, YoY%	7.0%	27.9%	-7.8%
Operating Income	52,503	71,230	63,313
Operating Margin %	28.7%	30.5%	29.4%
Net Income	39,510	53,394	48,329
Net Income Margin %	21.6%	22.8%	22.4%
Diluted EPS	6.45	9.22	8.34
Diluted EPS, YoY %	13.6%	42.8%	-9.5%
Free Cash Flow (CFO-capex)	49,900	69,778	47,138
Free Cash Flow Margin %	27.3%	29.9%	21.9%

#### · Investors should pay close attention to the firm's Return on Equity 36.8% gross margin, which is expected to fall to 37.5%-38% in fiscal 2016 from 40% in fiscal 2015. Pricing and 19.3% Return on Assets ROIC, with goodwill cost pressures may be unavoidable. A slight step back ROIC, without goodwill ROIC = Return on Invested Capital; N

\$675,472

180.295

1.2%

2.28

7.3%

9.55

12.2

89.47 - 118.69

Information Technology

Leverage, Coverage, and Liquidity Total Debt 64,462 Net Debt -141.204 Total Debt/EBITDA 0.8 Net Debt/EBITDA EBITDA/Interest Current Ratio Quick Ratio

Market Cap (USD)

Valuentum Sector

5-week Return

13-week Return

30-week Return

Dividend Yield %

Dividends per Share

Est. Normal Diluted EPS

Est. Normal EBITDA

Forward EV/EBITDA

Returns Summary

EV/Est. Normal EBITDA

Forward Dividend Payout Ratio

P/E on Est. Normal Diluted EPS

Forward Revenue Growth (5-yr)

Forward EPS Growth (5-yr)
NMF = Not Meaningful: Est. = Estimated: FY = Fiscal Year

Avg Weekly Vol (30 wks)

30-week Range (USD)

fiscal 2016 should not be a major conce vestors given Apple's massive cash position and impressive track record

· Apple's cash hoard is more than some of the market capitalizations of the largest companies in the S&P 500. The company retains tremendous flexibility in this regard, and we continue to expect dividend increases and share buybacks.

Structure of the Computer Hardware Industry The computer hardware space, which spans the personal computer to the iPhone and iPad, is highly competitive. The indu is characterized by frequent product introductions and rapid technological advances that can cause dramatic market share shifts. Though some firms benefit from a strong brand, participants often price aggressively, pressuring margins. Firms are also subject to potential component shortages/disruptions, which can punish perform some, and services revenue has become critical for others. We're neutral on the space

VALUENTUM

77.3%

75.9%

#### **Returns Summary**

3-year averages of the firm's key return measures, including return on invested capital, with and without goodwill.



Page 1

#### Leverage, Coverage, and Liquidity

A snapshot of the company's financial health.



## **Financial Summary**

A summary of the proforma financial statements found in the extended report.

# **About Valuentum**

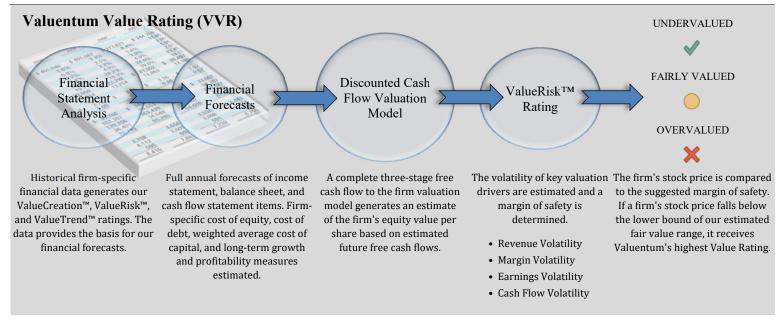
@Valuentum, we strive to stand out from the crowd. Most investment research publishers fall into a few camps, whether it be value, growth, income, momentum, chartist or some variant of the aforementioned. We think each in its own right holds merit, but we think the combination of these approaches can be even more powerful. After all, stock price movements aren't just driven by investors of the value or growth variety, but by all market participants. Therefore, we look at stocks from a variety of investment perspectives in order to better understand and identify ideas. We want to provide relevant information.

The core of our process is grounded in rigorous discounted cash flow analysis and incorporates the concept of a margin of safety. We offer a fair value estimate for each company and provide a relative valuation assessment in the context of a company's industry and closest peers. A cross section of our ValueCreation<sup>TM</sup> and ValueRisk<sup>TM</sup> ratings provides a financial assessment of a company's business quality, while our ValueTrend<sup>TM</sup> rating offers insight into the trajectory of a firm's economic profit creation. The Economic Castle rating measures the magnitude of future economic value generation, and the Dividend Cushion ratio assesses the financial capacity of a company to keep raising its dividend.

Our analysis doesn't stop there. We also offer a technical evaluation of the stock as well as other momentum indicators. We not only want to reveal to readers which firms may be undervalued, in our view, but we also want to provide readers with information to help them assess entry and exit points. Most research publishers focus on arriving at a target price or fair value estimate, but may fall short of providing a technical assessment to bolster buy and sell disciplines. We strive to go the distance and provide readers with answers--not half the story.

An explanation of our approach would not be complete if we didn't describe our ideal stock idea. We're looking for companies that are undervalued--both on a DCF basis and versus peers--have strong growth potential, have a solid track record of creating economic profits for shareholders with reasonable risk, are strong cash flow generators, have manageable financial leverage, and are currently showing bullish technical and momentum indicators. For dividend growth ideas, we look for companies that have both the capacity and willingness to keep raising the dividend.

Can such stock ideas exist? Subscribe to Valuentum to receive our best investment ideas and analysis on hundreds of stocks, dividends, ETFs and more.



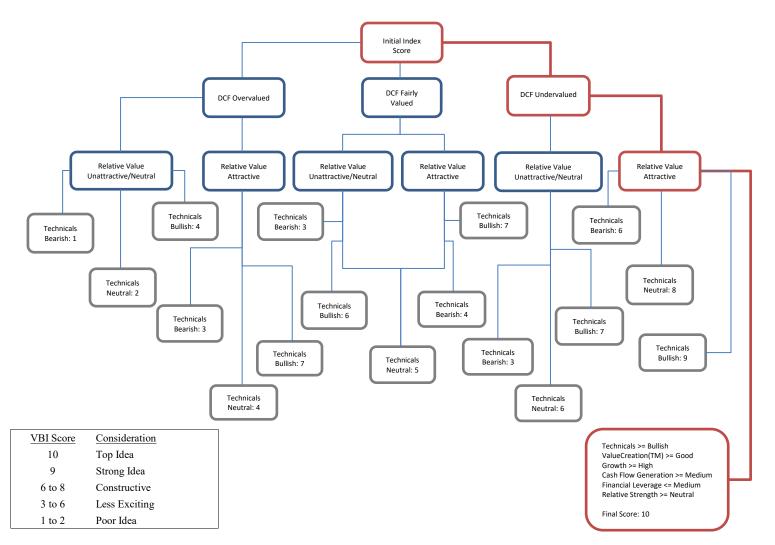
# Methodology for Picking Stocks - Valuentum Buying Index<sup>TM</sup> (VBI)

@ Valuentum, we like to look at companies from a number of different perspectives. The Valuentum Buying Index (VBI) combines rigorous financial and valuation analysis with an evaluation of a stock's technicals to derive a rating between 1 and 10 for each company. The VBI places considerable emphasis on a company's discounted cash-flow (DCF) valuation, its relative valuation versus peers (both forward PE and PEG ratios), and its technicals in order to help readers assess entry and exit points on the most interesting ideas.

Let's follow the red line on the flow chart below to see how a company can score a 10, the best mark on the index. First, the company would need to be 'undervalued' on a DCF basis and 'attractive' on a relative value basis. The stock would also have to be exhibiting 'bullish' technicals. The firm would need a ValueCreation<sup>TM</sup> rating of 'good' or 'excellent', exhibit 'high' or 'aggressive' growth prospects, and generate at least a 'medium' or 'neutral' assessment for cash flow generation, financial leverage, and relative price strength.

This is a tall order for any company. Stocks that don't make the cut for a 10 are ranked accordingly, with the least attractive stocks, in our opinion, garnering a rating of 1. Most of our coverage universe registers ratings between 3 and 7, but at any given time there could be large number of companies garnering either very high or very low scores, especially at market lows or tops, respectively.

The Best Ideas Newsletter portfolio puts the VBI into practice.



# Glossary

**Estimated Fair Value.** This measure is our opinion of the fair equity value per share of the company. If our forecasts prove accurate, which may not always be the case, we may expect a firm's stock price to converge to this value within the next 3 years.

Fair Value Range. The fair value range represents an upper bound and lower bound, between which we would consider the firm to be fairly valued. The range considers our estimate of the firm's fair value and the margin of safety suggested by the volatility of key valuation drivers, including revenue, gross margin, earnings before interest, and enterprise free cash flow (the determinants behind our ValueRisk<sup>TM</sup> rating).

**DCF Valuation.** We opine on the firm's valuation based on our DCF process. Firms that are trading with an appropriate discount to our fair value estimate receive an UNDERVALUED rating. Firms that are trading within our fair value range receive a FAIRLY VALUED rating, while firms that are trading above the upper bound of our fair value range receive an OVERVALUED rating.

Relative Value. We compare the firm's forward price-to earnings (PE) ratio and its price/earnings-to-growth (PEG) ratio to that of its peers. If both measures fall below the peer median, the firm receives an ATTRACTIVE rating. If both are above the peer median, the firm receives an UNATTRACTIVE rating. Any other combination results in a NEUTRAL rating.

ValueCreation™. This is a proprietary Valuentum measure. ValueCreation™ indicates the firm's historical track record in creating economic value for shareholders, taking the average difference between ROIC (without goodwill) and the firm's estimated WACC during the past three years. The firm's performance is measured along the scale of EXCELLENT, GOOD, POOR, and VERY POOR. Those firms with EXCELLENT ratings have a demonstrated track record of creating economic value, while those that register a VERY POOR mark have been destroying economic value.

ValueRisk™. This is a proprietary Valuentum measure. ValueRisk™ indicates the historical volatility of key valuation drivers, including revenue, gross margin, earnings before interest, and enterprise free cash flow. The standard deviation of each measure is calculated and scaled against last year's measure to arrive at a percentage deviation for each item. These percentage deviations are weighted equally to arrive at the corresponding fair value range for each stock, measured in percentage terms. The firm's performance is measured along the scale of LOW, MEDIUM, HIGH, and VERY HIGH. The ValueRisk™ rating for each firm also determines the fundamental beta of each firm along the following scale: LOW (0.85), MEDIUM (1), HIGH (1.15), VERY HIGH (1.3).

ValueTrend™. This is a proprietary Valuentum measure. ValueTrend™ indicates the trajectory of the firm's return on invested capital (ROIC). Firms that earned an ROIC last year that was greater than the 3-year average of the measure earn a POSITIVE rating. Firms that earned an ROIC last year that was less than the 3-year average of the measure earn a NEGATIVE rating.

Cash Flow Generation. Firms' cash flow generation capacity are measured along the scale of STRONG, MEDIUM, and WEAK. A firm with a 3-year historical free cash flow margin (free cash flow divided by sales) greater than 5% receives a STRONG rating, while firms earning less than 1% of sales as free cash flow receive a WEAK rating.

**Financial Leverage.** Based on the firm's normalized debt-to-EBITDA metric, we rank firms on the following scale: LOW, MEDIUM, and HIGH. Companies with a normalized debt-to-EBITDA ratio below 1.5 receive a LOW score, while those with a measure above 3 receive a HIGH score.

**Upside/Downside Volume.** Heavy volume on up days and lower volume on down days suggests that institutions are heavily participating in a stock's upward advance. We use the trailing 14-week average of upside and downside volume to calculate an informative ratio. We rank each firm's U/D volume ratio along the following scale: BULLISH, IMPROVING, DETERIORATING, and BEARISH.

Investment Style. Valuentum uses its own proprietary stock-classification system. Nano-cap: Less than \$50 million; Micro-cap: Between \$50 million and \$200 million; Small-cap: Between \$200 million and \$2 billion; Mid-cap: Between \$2 billion and \$10 billion; Large-cap: Between \$10 billion and \$200 billion; Mega-cap: Over \$200 billion. Blend: Firm's that we think are undervalued and exhibit high growth prospects (growth in excess of three times the rate of assumed inflation). Value: Firm's that we believe are undervalued, but do not exhibit high growth prospects. Growth: Firms that are not undervalued, in our opinion, but exhibit high growth prospects. Core: Firms that are neither undervalued nor exhibit high growth prospects.

Company Vitals. In this section, we list key financial information and the sector and industry that Valuentum assigns to the stock. The P/E-Growth (5-yr), or PEG ratio, divides the current share price by last year's earnings (EPS) and then divides that quotient by our estimate of the firm's 5-year EPS growth rate. The estimated normalized diluted EPS and estimated normalized EBITDA represent the five-year forward average of these measures used in our discounted cash flow model. The P/E on estimated normalized EPS divides the current share price by estimated normalized diluted EPS. The EV/estimated normalized EBITDA considers the current enterprise value of the company and divides it by estimated normalized EBITDA. EV is defined as the firm's market capitalization plus total debt, minority interest, preferred stock less cash and cash equivalents.

Business Quality Matrix. We compare the firm's ValueCreation™ and ValueRisk™ ratings. The box is an easy way for investors to quickly assess the business quality of a company. Firms that generate economic profits with little operating variability score near the top right of the matrix.

**Timeliness Matrix.** We compare the company's recent stock performance relative to the market benchmark with our assessment of its valuation. Firms that are experiencing near-term stock price outperformance and are undervalued by our estimate may represent timely buys.

Range of Potential Outcomes. The firm's margin of safety is shown in the graphic of a normal distribution. We consider a firm to be undervalued if its stock price falls along the green line and overvalued if the stock price falls along the red line. We consider the firm to be fairly valued if its stock price falls along the yellow line.

**Return on Invested Capital.** At Valuentum, we place considerable emphasis on return on invested capital (both with and without goodwill). The measure focuses on the return (earnings) the company is generating on its operating assets and is superior to return on equity and return on assets, which can be skewed by a firm's leverage or excess cash balance, respectively.

**Technical Evaluation.** We evaluate a firm's near-term and medium-term moving averages and money flow index (MFI) to assign each firm a rating along the following scale: VERY BULLISH, BULLISH, NEUTRAL, BEARISH, and VERY BEARISH.

Stock Price Relative Strength. We assess the perfomance of the company's stock during the past quarter, 13 weeks, relative to an ETF that mirrors the aggregate performance of constituents of the stock market. Firms are measured along the scale of STRONG, NEUTRAL, and WEAK. Companies that have outperformed the market index by more than 2.5% during this 13-week period receive a STRONG rating, while firms that trailed the market index by more than 2.5% during this 13-week period receive a WEAK rating.

Money Flow Index (MFI). The MFI is a technical indicator that measures buying and selling pressure based on both price and volume. Traders typically use this measure to identify potential reversals with overbought and oversold levels. We use a 14-week measure to rank firms along the following scale: EXTREMELY OVERBOUGHT (>90), OVERBOUGHT (80-90), NEUTRAL (20-80), OVERSOLD (10-20), EXTREMELY OVERSOLD (0-10).



# Disclosures, Disclaimers & Additional Sources

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SHEL Rating History	Price	Fair Value	VBI	
22-Mar-24	\$66.92	\$66.00	7	
2-Jan-24	\$66.36	\$70.00	6	
27-Oct-23	\$66.36	\$62.00	7	
27-Feb-23	\$61.28	\$60.00	6	
14-Oct-22	\$50.53	\$56.00	3	
20-May-22	\$58.34	\$52.00	7	
15-Mar-22	\$49.52	\$46.00	3	
24-May-21	\$36.32	\$38.00	3	
23-Oct-20	\$24.24	\$28.00	3	
6-May-20	\$30.61	\$28.00	3	
3-Dec-19	\$56.49	\$62.00	3	
8-Apr-19	\$66.35	\$70.00	6	
17-Dec-18	\$58.32	\$66.00	3	
17-Sep-18	\$68.28	\$72.00	3	

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