



Energy Transfer LP (ET)

Updated November 16th, 2018 by Eli Inkrot

Key Metrics

Current Price:	\$15	5 Year CAGR Estimate:	14.9%	Volatility Percentile:	99.3%
Fair Value Price:	\$18	5 Year Growth Estimate:	3.0%	Momentum Percentile:	32.0%
% Fair Value:	84%	5 Year Valuation Multiple Estimate:	3.6%	Growth Percentile:	10.8%
Dividend Yield:	8.3%	5 Year Price Target	\$20	Valuation Percentile:	81.6%
Dividend Risk Score:	C	Retirement Suitability Score:	A	Total Return Percentile:	87.6%

Overview & Current Events

On October 19th, 2018 Energy Transfer Equity, LP (previously ETE) and Energy Transfer Partners, LP (previously ETP) announced the completion of a merger with ETE buying ETP. As part of the merger, ETE changed its name to “Energy Transfer LP” and the common units began trading under the “ET” symbol. The combined firm owns and operates one of the largest and most diversified portfolios of energy assets in the United States with operations that include natural gas transportation and storage along with crude oil, natural gas liquids and refined product transportation and storage totaling 83,000 miles of pipelines. Energy Transfer also owns the Lake Charles LNG Company, as well as a stakes in publicly traded Sunoco LP (SUN) and USA Compression Partners (USAC).

On November 7th, 2018 Energy Transfer reported third quarter results ending September 30th. Net income attributable to partners was \$371 million, up 47% compared to the year ago period, and adjusted EBITDA was \$2.58 billion, up 30%. Distributable Cash Flow was \$1.38 billion on a pro forma basis, up 27%, but keep in mind that this is the first quarterly report as a combined entity.

Growth on a Per-Share Basis

Year	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2023
DCF	\$0.68	\$0.86	\$0.73	\$1.01	\$0.91	\$1.31	\$2.12	\$3.12	\$3.20	\$3.38	\$2.20	\$2.55
DPS	\$0.48	\$0.53	\$0.54	\$0.61	\$0.63	\$0.67	\$0.80	\$1.08	\$1.14	\$1.15	\$1.22	\$1.50
Shares	891	892	892	892	1,120	1,123	1,081	1,047	1,047	1,079	2,617	2,600

Note that the 2008 through 2017 period utilizes Cash Flow per unit for the legacy ETE security. This will not be indicative of the business results moving forward, but it can provide some general insights: ETE was able to grow cash flow at a solid rate in the last decade and the distribution remains well covered.

Normally DPS means “dividends per share” but in this case we are referring to “distributions per share” due to the partnership format. Here Energy Transfer has stated its intention to keep paying the \$0.305 quarterly cash distribution (\$1.22 on an annualized basis) after the merger. In addition, the firm believes that distribution coverage moving forward will be in the ~1.7x to ~1.9x range. We have used the mid-point, 1.8x, to come up with a Distributable Cash Flow estimate for this year. Moving forward this is metric we will be looking at as a gauge of valuation.

Energy Transfer operates a “toll booth” model of transporting energy, with natural gas being particularly interesting. Eventually the world may move away from fossil fuels, but for the foreseeable future that is not the case. In the meantime, natural gas is a cleaner, more efficient and often cheaper alternative – something we have seen play out in the last decade as U.S. electricity production has shifted dramatically away from coal and toward natural gas. The partnership has a healthy backlog, with the expectation to spend \$5 billion in capital expenditures this year. However, for now our intermediate-term growth expectations are modest, in-line with our previous growth expectations for ETP.

Valuation Analysis

Year	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	Now	2023
Avg P/DCF	6.0	8.9	13.4	10.0	12.5	15.6	13.5	4.4	6.0	5.1	6.7	8.0
Avg. Yld.	7.0%	8.5%	6.2%	6.1%	5.9%	4.3%	3.1%	4.0%	8.6%	6.5%	8.3%	7.4%

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Keep in mind that the 2008 through 2017 period represents the average price-to-Cash Flow multiple, whereas Distributable Cash Flow will be our gauge moving forward. Notice that while Cash Flow per unit was solid and increasing during this time, the valuation investors were willing to pay has varied dramatically. For instance the share price tripled from the end of 2012 through mid-2015, before dropping ~80% in late 2015 / early 2016.

Investor returns likely will be driven by the exceptionally high 8.3% dividend yield. This mark offers a bit better comparison, as the company has indicated its intention of keeping the old ETE distribution intact.

Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2023
Payout	70.6%	61.6%	74.0%	60.4%	69.2%	51.1%	37.7%	34.6%	35.6%	34.0%	55.5%	58.8%

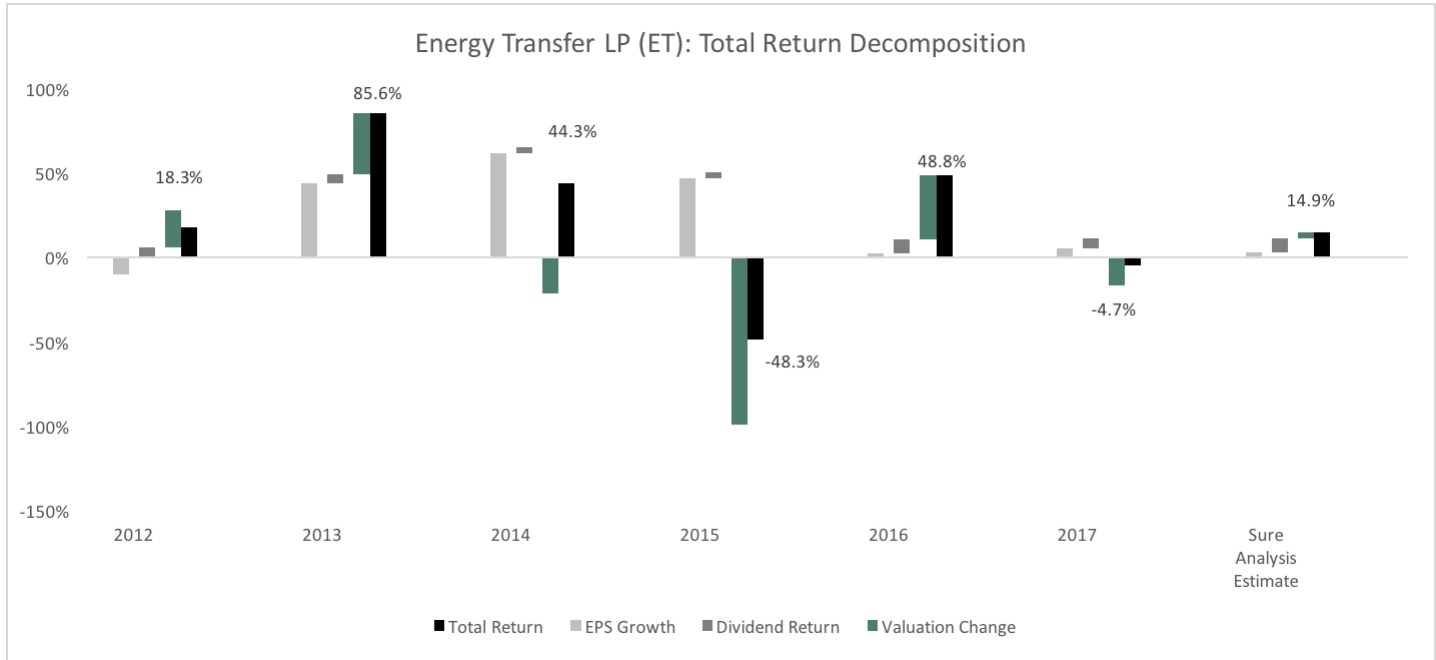
Energy Transfer is making strides in the safety department. Prior to merger, ETP was able to get Debt-to-Adjusted EBITDA down from 5.5x in Q1 2017 to 4.1x in Q2 2018. Since the merger Moody’s has revised its credit rating to stable (Baa3 investment grade) and the company has told investors that it anticipates funding the majority of its growth capex with retained cash flow – reducing its reliance on outside capital markets.

Additionally, Energy Transfer anticipates a distribution coverage ratio of ~1.7x to ~1.9x, which translates to a distribution payout ratio in the 50% to 60% range. That’s more or less typical for a well-established common equity firm, but better than average for a LP.

Final Thoughts & Recommendation

There are a variety of risk considerations a potential Energy Transfer investor ought to consider, including tax treatment of partnerships, how capital expenditures are financed, the volatility in both the industry and share price and the high dividend yield. Monitoring this last point in particular is imperative as it is a main driver of shareholder returns. With those caveats in mind, we are encouraged by the recent merger as the company’s safety appears to be getting better and the distribution is well covered. Energy Transfer is a buy at current prices.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Revenue	9293	5417	6556	8190	16964	48335	55691	36096	31792	40523
Gross Profit	2355	1614	1683	2076	2758	4086	5175	5125	5792	6913
Gross Margin	25.3%	29.8%	25.7%	25.3%	16.3%	8.5%	9.3%	14.2%	18.2%	17.1%
SG&A Exp.	200	179	233	253	527	533	611	548	693	607
D&A Exp.	274	325	406	586	871	1313	N/A	1951	2216	2554
Operating Profit	1099	1110	1044	1237	1360	2240	2840	2626	2883	3752
Operating Margin	11.8%	20.5%	15.9%	15.1%	8.0%	4.6%	5.1%	7.3%	9.1%	9.3%
Net Profit	375	442	193	310	304	196	633	1189	995	954
Net Margin	4.0%	8.2%	2.9%	3.8%	1.8%	0.4%	1.1%	3.3%	3.1%	2.4%
Free Cash Flow	-911	-25	-422	-432	-2193	-1086	-2206	-6004	-4356	-3879
Income Tax	4	9	14	17	54	93	357	-123	-258	-1833

Balance Sheet Metrics

Year	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Total Assets	11070	12161	17379	20897	48904	50330	64279	71189	78925	86246
Cash & Equivalents	92	68	86	126	372	590	847	606	467	336
Acc. Receivable	606	618	689	680	3057	3658	3378	2400	3557	4504
Inventories	272	390	366	328	1522	1807	1467	1636	2055	2022
Goodwill & Int. Ass.	1176	1165	2861	3111	8725	8158	13447	12904	11182	10884
Total Liabilities	8731	8940	11131	13509	32554	34051	41950	47576	56479	56245
Accounts Payable	416	398	449	545	3107	3834	3349	2274	3502	4685
Long-Term Debt	7236	7792	9381	11371	22053	23199	30485	36968	44052	44084
Total Equity	-83	0	121	53	2113	1078	664	-932	-1694	-1196

Profitability & Per Share Metrics

Year	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Return on Assets	3.7%	3.8%	1.3%	1.6%	0.9%	0.4%	1.1%	1.8%	1.3%	1.2%
Return on Equity	-757%	N/A	320%	357%	28.1%	12.3%	72.7%	-887%	-75.8%	-66.0%
Shares Out.	891	892	892	892	1,120	1,123	1,081	1,047	1,047	1,079
Revenue/Share	10.43	6.08	7.35	9.18	15.90	43.09	51.16	33.96	30.41	37.58
FCF/Share	-1.02	-0.03	-0.47	-0.48	-2.06	-0.97	-2.03	-5.65	-4.17	-3.60

Note: All figures in millions of U.S. Dollars unless per share or indicated otherwise.

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