



# Phillips 66 Partners LP (PSXP)

Updated March 11<sup>th</sup>, 2021 by Aristofanis Papadatos

## Key Metrics

<b>Current Price:</b>	\$31	<b>5 Year CAGR Estimate:</b>	18.2%	<b>Market Cap:</b>	\$7.5 B
<b>Fair Value Price:</b>	\$44	<b>5 Year Growth Estimate:</b>	4.0%	<b>Ex-Dividend Date:</b>	4/29/2021 <sup>1</sup>
<b>% Fair Value:</b>	70%	<b>5 Year Valuation Multiple Estimate:</b>	7.5%	<b>Dividend Payment Date:</b>	5/13/2021
<b>Dividend Yield:</b>	11.3%	<b>5 Year Price Target</b>	\$54	<b>Years Of Dividend Growth:</b>	7
<b>Dividend Risk Score:</b>	F	<b>Retirement Suitability Score:</b>	B	<b>Last Dividend Increase:</b>	2.9%

## Overview & Current Events

Phillips 66 Partners LP (PSXP) is a Master Limited Partnership (MLP), which was formed by Phillips 66 in 2013. Phillips 66 owns 74% of the units of PSXP. PSXP is a growth-oriented MLP, which owns, operates, develops and acquires primarily fee-based midstream assets. It generates its revenues by providing fee-based transportation, terminaling, storage and processing services to Phillips 66 and other customers. PSXP has a market capitalization of \$7.5 billion.

Many of the assets of PSXP are connected to the operations of the refineries of Phillips 66. The MLP has signed long-term contracts with Phillips 66 for transportation and storage of crude oil and refined products. As these contracts have minimum volume requirements, they secure reliable cash flows for PSXP.

In late January, PSXP reported (1/29/21) financial results for the fourth quarter of fiscal 2020. In the year, the MLP faced a fierce downturn due to the coronavirus crisis, which caused a collapse in the demand for refined products and hence in the volumes of crude oil processed by refineries. Nevertheless, thanks to its fee-based model and its minimum-volume contracts, PSXP proved resilient to the pandemic. Its distributable cash flow (DCF) dipped only -2%, from \$989 million to \$970 million, and its DCF per unit decreased -27% due to the issuance of new units. Notably PSXP is offering an 11.3% distribution, with a coverage ratio of 1.2. Given also the solid balance sheet of PSXP, its distribution can be considered safe in the absence of a prolonged pandemic.

## Growth on a Per-Share Basis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
<b>DCF/S</b>	---	---	\$0.43	\$1.74	\$2.82	\$3.99	\$4.96	\$6.25	\$5.45	\$4.00	<b>\$4.40</b>	<b>\$5.35</b>
<b>DPS</b>	---	---	\$0.15	\$1.12	\$1.54	\$1.98	\$2.41	\$2.94	\$3.40	\$3.50	<b>\$3.50</b>	<b>\$3.50</b>
<b>Units<sup>2</sup></b>	---	---	70.4	73.5	80.9	95.2	115.3	136.6	181.5	242.2	<b>260.0</b>	<b>400.0</b>

The energy sector is infamous for its high cyclicity but PSXP is one of the most resilient oil companies to the swings of commodity prices. PSXP generates reliable cash flows by providing fee-based transportation and storage services to Phillips 66 and other customers. It operates under contracts with tariff escalators and thus its cash flows grow over time. In addition, PSXP pursues the strategic acquisition of assets of Phillips 66 and third parties and thus enhances its cash flows from year to year. Management sees significant potential for further acquisitions of assets of Phillips 66. PSXP has grown its DCF per unit at a 7.2% average annual rate over the last five years. Due to the cyclical nature of the energy sector and for the sake of conservatism, we have assumed 4.0% average annual growth of DCF per unit.

## Valuation Analysis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	Now	2026
<b>P/DCF</b>	---	---	75.1	34.2	23.0	13.2	10.2	8.1	9.7	9.2	<b>7.0</b>	<b>10.1</b>
<b>Avg. Yld.</b>	---	---	0.5%	1.9%	2.4%	3.8%	4.8%	5.8%	6.5%	9.5%	<b>11.3%</b>	<b>6.5%</b>

<sup>1</sup> Estimated date.

<sup>2</sup> In millions.

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PSXP is currently trading at a price-to-cash flow ratio of 7.0, which is a nearly decade-low level, much lower than the 5-year average ratio of 10.1. As soon as the pandemic subsides, we expect the stock to begin to revert towards its historical valuation level. If the stock trades at our assumed fair valuation level in five years, it will enjoy a 7.5% annualized boost to total returns.

## Safety, Quality, Competitive Advantage, & Recession Resiliency

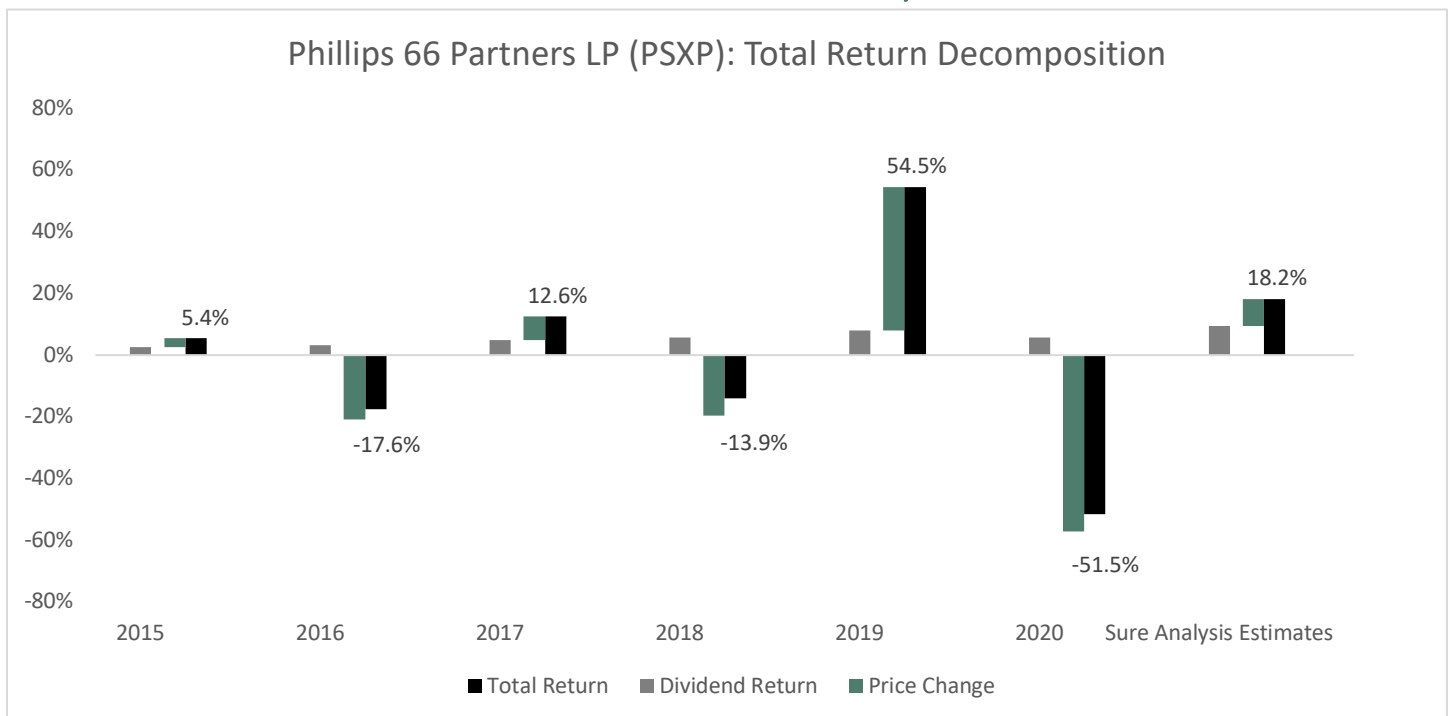
Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
Payout	---	---	34.7%	64.2%	54.6%	49.6%	48.6%	47.0%	62.4%	87.4%	<b>79.5%</b>	<b>65.4%</b>

The energy sector is characterized by fierce boom-and-bust cycles but PSXP is one of the most resilient oil stocks. Its competitive advantage comes from its fee-based model, its minimum-volume requirements and its discipline to execute only high-return investments. Thanks to its strong business model, PSXP has maintained a rock-solid balance sheet. Its net debt of \$4.0 billion is only four times its annual DCF. As a result, PSXP can easily endure the downturn caused by the pandemic. Moreover, PSXP grew its distribution every single quarter since its formation (25 consecutive quarters) before the freeze in 2020 due to the pandemic. This record is a testament to the strength of the business model and the focus of management only on high-return growth projects and acquisitions. Moreover, given the strong balance sheet and the distribution coverage ratio of 1.2, the exceptional 11.3% distribution of PSXP is safe in the absence of a prolonged pandemic.

## Final Thoughts & Recommendation

PSXP is one of the highest-quality MLPs and one of the most resilient energy companies amid the pandemic. Nearly all the oil companies posted losses or depressed profits in 2020 but PSXP posted just a -27% decrease in DCF per unit. The pandemic has presented a unique opportunity to invest in this best-of-breed MLP. PSXP could offer an 18.2% average annual return over the next five years thanks to its 11.3% distribution yield, 4.0% growth in DCF per unit and a 7.5% annualized expansion of its valuation level. It thus earns a strong buy rating.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
<b>Revenue</b>	76	145	187	555	612	758	934	1,045	1,126	1,038
<b>Gross Profit</b>	70	132	173	509	551	662	818	928	1,006	903
<b>Gross Margin</b>	92.4%	90.6%	92.4%	91.7%	90.0%	87.3%	87.6%	88.8%	89.3%	87.0%
<b>SG&amp;A Exp.</b>	6	14	18	57	63	65	69	64	67	66
<b>D&amp;A Exp.</b>	6	14	14	46	61	96	116	117	120	135
<b>Operating Profit</b>	39	60	97	252	263	348	402	475	495	455
<b>Operating Margin</b>	51.1%	40.9%	52.0%	45.4%	43.0%	45.9%	43.0%	45.5%	44.0%	43.8%
<b>Net Profit</b>	39	-	29	116	194	301	461	796	923	791
<b>Net Margin</b>	50.7%	0.0%	15.5%	20.9%	31.7%	39.7%	49.4%	76.2%	82.0%	76.2%
<b>Free Cash Flow</b>	33	41	10	(363)	(556)	(92)	293	154	(79)	45
<b>Income Tax</b>	0	0	1	1	---	2	4	4	3	3

## Balance Sheet Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
<b>Total Assets</b>	135	145	775	540	3,662	4,109	5,334	5,819	6,961	7,258
<b>Cash &amp; Equivalents</b>	---	---	425	8	50	2	185	1	286	7
<b>Accounts Receivable</b>	0	0	12	23	29	83	86	95	105	106
<b>Inventories</b>	---	0	2	2	8	11	12	13	13	16
<b>Goodwill &amp; Int. Ass.</b>	3	3	3	11	182	185	185	185	185	185
<b>Total Liabilities</b>	4	3	31	467	2,218	2,543	3,173	3,310	4,127	4,167
<b>Accounts Payable</b>	3	1	23	28	86	43	60	110	103	92
<b>Long-Term Debt</b>	---	---	---	430	2,055	2,411	2,945	3,048	3,516	3,909
<b>Shareholder's Equity</b>	130	142	744	72	1,444	1,566	2,161	2,509	2,834	2,798

## Profitability & Per Share Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
<b>Return on Assets</b>	---	---	6.3%	17.6%	9.2%	7.7%	9.8%	14.3%	14.4%	11.1%
<b>Return on Equity</b>	---	---	6.5%	28.4%	25.6%	20.0%	24.7%	34.1%	34.5%	28.1%
<b>Units Out.</b>	---	---	70.4	73.5	80.9	95.2	115.3	136.6	181.5	242.2
<b>Revenue/Share</b>	1.08	2.06	2.66	7.55	8.98	7.96	8.10	7.65	6.20	4.29
<b>FCF/Share</b>	0.47	0.58	0.14	(4.94)	(8.16)	(0.97)	2.54	1.13	(0.44)	0.19

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

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