



# Energy Transfer LP (ET)

Updated November 4<sup>th</sup>, 2022 by Aristofanis Papadatos

## Key Metrics

<b>Current Price:</b>	\$12	<b>5 Year CAGR Estimate:</b>	8.3%	<b>Market Cap:</b>	\$38.2 B
<b>Fair Value Price:</b>	\$11	<b>5 Year Growth Estimate:</b>	2.0%	<b>Ex-Dividend Date:</b>	11/3/22
<b>% Fair Value:</b>	109%	<b>5 Year Valuation Multiple Estimate:</b>	-1.7%	<b>Dividend Payment Date:</b>	11/21/22
<b>Dividend Yield:</b>	8.8%	<b>5 Year Price Target</b>	\$12	<b>Years Of Dividend Growth:</b>	1
<b>Dividend Risk Score:</b>	D	<b>Retirement Suitability Score:</b>	B	<b>Rating:</b>	Hold

## Overview & Current Events

On October 19<sup>th</sup>, 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. Operations 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, a \$38.2 billion market capitalization company, also owns the Lake Charles LNG Company and stakes in Sunoco LP (SUN) and USA Compression Partners (USAC). On December 7<sup>th</sup>, 2021, Energy Transfer completed the acquisition of Enable Midstream Partners (ENBL) in a \$7 billion stock-for-stock deal.

In early November, Energy Transfer reported (11/1/22) financial results for the third quarter of fiscal 2022. It grew its volumes in all segments and achieved record intrastate transportation volumes and record NGL gathered volumes. It also benefited from high commodity prices and the acquisition of Enable. As a result, distributable cash flow grew 21% over last year’s quarter. Energy Transfer posted a strong distribution coverage ratio of 1.93 and raised the quarterly distribution by 15%, on top of the ~15% distribution hikes in each of the three previous quarters. It thus now offers an annualized distribution of \$1.06, which corresponds to an annual yield of 8.8%. Management reiterated that it intends to restore the annual distribution to \$1.22 at some point in the future. We have assumed 2.5% distribution growth over the next five years, just to be on the safe side.

## Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
<b>CF/S</b>	\$0.91	\$1.31	\$2.12	\$3.12	\$3.20	\$3.38	\$2.06	\$2.20	\$2.13	\$2.90	<b>\$2.30</b>	<b>\$2.54</b>
<b>DPS</b>	\$0.63	\$0.67	\$0.80	\$1.08	\$1.14	\$1.15	\$1.22	\$1.22	\$1.07	\$0.61	<b>\$1.06</b>	<b>\$1.20</b>
<b>Units<sup>1</sup></b>	1,120	1,123	1,081	1,047	1,047	1,079	2,619	2,650	2,699	2,831	<b>3,110</b>	<b>3,500</b>

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 this is not the case for the foreseeable future. Moreover, all the environmental policies are positive for natural gas, which is considered a cleaner and environmentally friendly fuel. In the last decade, U.S. electricity production has shifted dramatically from coal to natural gas.

Energy Transfer has a healthy backlog, with the expectation to spend billions of dollars in capital expenditures this year. 90% of these capital expenses are for projects that are already online or expected to begin delivering cash flows until the end of 2023. The growth projects and the acquisitions of Energy Transfer will be significant growth drivers, but its results will be burdened by its high net debt load (\$54.0 billion) and its increased share count. Energy Transfers’ investments prime the MLP for growth in a positive scenario but render it vulnerable to downturns. We expect 2% average annual growth in cash flow per share over the next five years.

<sup>1</sup> Units in millions

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## Valuation Analysis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Now	2027
Avg P/DCF	12.5	15.6	13.5	4.4	6.0	5.1	6.4	5.3	3.6	3.1	5.2	4.8
Avg. Yld.	5.9%	4.3%	3.1%	4.0%	8.6%	6.5%	9.2%	10.5%	14.1%	6.8%	8.8%	9.8%

The average price-to-cash flow ratio of Energy Transfer has dramatically decreased in recent years due to its excessive debt load. The stock is trading at a cash flow multiple of 5.2, which is higher than the 7-year average valuation level of 4.8. If the stock trades at its average valuation level in five years, it will incur a -1.7% annualized valuation drag.

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

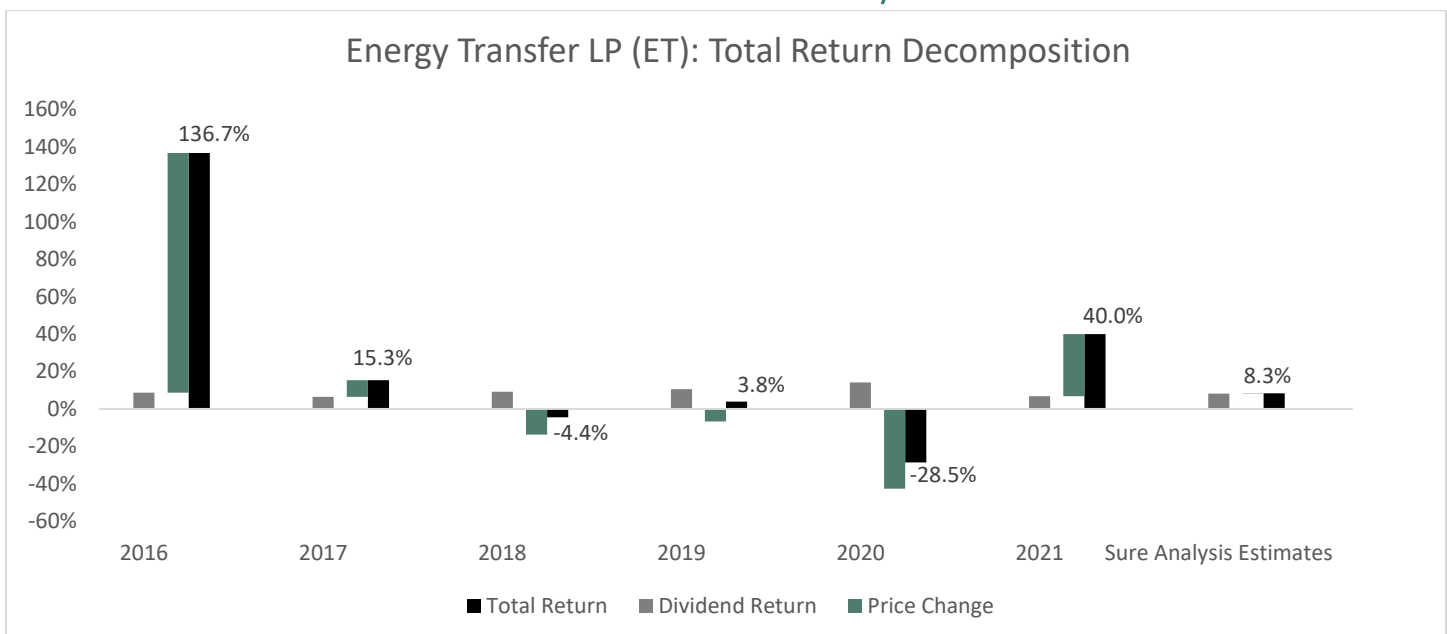
Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	69%	51%	38%	35%	36%	34%	59%	56%	50%	21%	46%	47%

Energy Transfer has been trying to offer extremely generous distributions to its shareholders and at the same time it has been investing excessive amounts in growth projects and acquisitions. Unfortunately, it is impossible to achieve these without a price. The price is the leveraged balance sheet, which renders the MLP vulnerable to any unforeseen downturn. When the pandemic struck, Energy Transfer was forced to cut its distribution by -50% due to its high leverage. Moreover, the stock plunged -70% in less than three months due to investors' aversion to the risk of the stock. Income-oriented investors who are attracted by the high distribution yield of the MLP should be well aware of its risk and its volatility. With that said, the new (reduced) distribution is well covered by cash flows, with a coverage ratio of 1.93. Therefore, in the absence of another downturn, the 8.8% forward distribution yield should be considered safe.

## Final Thoughts & Recommendation

Energy Transfer is a risky bet given the pandemic and the weak balance sheet of the MLP. However, the pandemic has subsided and thus the stock could offer an 8.3% average annual return over the next five years thanks to its 8.8% distribution yield and 2% growth in cash flow per share, partly offset by a -1.7% valuation headwind. The stock receives a hold rating, but it is suitable only for investors who can stomach extreme volatility.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Revenue</b>	16964	48335	55691	36096	31792	40523	54087	54213	38,954	67,417
<b>Gross Profit</b>	3876	5755	7277	7428	8099	9557	12429	14486	9,789	13,205
<b>Gross Margin</b>	22.8%	11.9%	13.1%	20.6%	25.5%	23.6%	23.0%	26.7%	25.1%	19.6%
<b>SG&amp;A Exp.</b>	527	533	611	548	656	599	702	694	711	818
<b>Operating Profit</b>	1360	2072	2840	2626	2891	3760	5779	7351	5,860	8,813
<b>Operating Margin</b>	8.0%	4.3%	5.1%	7.3%	9.1%	9.3%	10.7%	13.6%	15.0%	13.1%
<b>Net Profit</b>	304	196	633	1189	995	954	1694	3592	(648)	5,470
<b>Net Margin</b>	1.8%	0.4%	1.1%	3.3%	3.1%	2.4%	3.1%	6.6%	-1.7%	8.1%
<b>Free Cash Flow</b>	(2193)	(1086)	(2206)	(6094)	(4449)	(4015)	99	2043	2,231	8,340
<b>Income Tax</b>	54	93	357	(123)	(258)	(1833)	4	195	237	184

## Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Total Assets</b>	48904	50330	64279	71189	78925	86246	88246	98880	95,144	105,963
<b>Cash &amp; Equivalents</b>	372	590	847	606	467	336	419	291	367	336
<b>Acc. Receivable</b>	3057	3658	3378	2400	3557	4504	4009	5038	3,875	7,654
<b>Inventories</b>	1522	1807	1467	1636	2055	2022	1677	1935	1,739	2,014
<b>Goodwill &amp; Int. Ass.</b>	8725	8158	13447	12904	11182	10884	10885	11321	8,137	8,389
<b>Total Liabilities</b>	32554	34051	41965	47591	56494	56266	57396	65035	63,756	65,835
<b>Accounts Payable</b>	3107	3834	3349	2274	3502	4685	3493	4118	2,809	6,834
<b>Long-Term Debt</b>	22053	23199	30485	36968	44052	44084	46028	51054	51,438	49,702
<b>Total Equity</b>	2113	1078	664	(932)	(1694)	(1196)	20559	21827	18,529	31,300

## Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Return on Assets</b>	0.9%	0.4%	1.1%	1.8%	1.3%	1.2%	1.9%	3.8%	-0.7%	5.4%
<b>Return on Equity</b>	28.1%	12.3%	72.7%	---	---	---	17.5%	16.9%	-3.2%	22.0%
<b>Shares Out.</b>	1,120	1,123	1,081	1,047	1,047	1,079	2,619	2,650	2,699	2,831
<b>Revenue/Share</b>	15.90	43.09	51.06	33.91	29.48	35.21	37.01	20.55	14.45	24.61
<b>FCF/Share</b>	(2.06)	(0.97)	(2.02)	(5.73)	(4.12)	(3.49)	0.07	0.77	0.83	3.04

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

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