



Tenaris SA (TS)

Updated November 22nd, 2022, by Josh Arnold

Key Metrics

Current Price:	\$33	5 Year CAGR Estimate:	9.2%	Market Cap:	\$18.9 B
Fair Value Price:	\$47	5 Year Growth Estimate:	0.0%	Ex-Dividend Date:	11/21/22
% Fair Value:	71%	5 Year Valuation Multiple Estimate:	7.2%	Dividend Payment Date:	11/23/22
Dividend Yield:	2.7%	5 Year Price Target	\$47	Years Of Dividend Growth:	2
Dividend Risk Score:	C	Retirement Suitability Score:	D	Rating:	Hold

Overview & Current Events

Tenaris SA is a global manufacturer of steel pipes and related services that is headquartered in Luxembourg and is a majority-owned subsidiary of the Techint Group. Tenaris has significant exposure to oil prices as the majority of its customers operate in the energy sector. Its common stock is traded on three international stock exchanges, but U.S. investors can initiate a stake in the business through ADR shares. The company produces about \$11.5 billion in annual revenue under normal conditions and currently has a market capitalization of \$18.9 billion.

Tenaris reported third quarter earnings on November 3rd, 2022, and results were somewhat weaker than expected. Revenue soared 70% year-over-year to \$3 billion, and was very slightly ahead of expectations. Earnings, however, came to 51 cents per share, which missed estimates badly, falling short by 49 cents.

Third quarter sales were up 6% from Q2, as the company noted pricing gains more than compensated for lower shipments, the latter of which were affected by lower deliveries to pipeline projects, as well as seasonal factors. EBITDA was up 17% as the company's EBITDA margin rose above 30% of revenue, due primarily to higher average selling prices, partially offset by higher raw material and energy costs.

Free cash flow was \$113 million for the quarter despite a huge buildup of inventory, which was done in anticipation of higher shipment volumes. Net cash rose \$700 million during the quarter.

We've updated our estimate of earnings-per-share to \$3.60 for this year with one quarter remaining, as the management team remains very bullish.

Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
EPS	\$2.88	\$2.62	\$2.28	\$1.08	\$0.15	\$0.77	\$1.48	\$1.26	\$0.22	\$1.90	\$3.60	\$3.60
DPS	\$0.76	\$0.86	\$0.90	\$0.90	\$0.90	\$0.82	\$0.82	\$0.82	\$0.14	\$0.54	\$0.90	\$0.90
Shares¹	590	590	590	590	590	590	590	590	592	592	592	592

Tenaris' growth over the last decade has been far from constant, but this is largely due to the prolonged downturn in oil prices that began in 2014. Since the majority of Tenaris' customers operate within the energy sector, this reduces demand for its products and services and causes a decline in its aggregate sales.

Last year saw a strong rebound in Tenaris' earnings capacity. However, oil prices remain a key risk for Tenaris; much lower oil and gas prices significantly impaired the company's ability to produce earnings in 2020. Tenaris is beholden to capital expenditures of oil and gas producers, which generally decline when oil prices remain low for long periods of time. Our estimate of intermediate-term growth is 0%. The sharp recovery in energy prices, specifically for oil, have driven strong demand recovery for Tenaris as its customers invest more heavily in their own operations. We think the recovery in earnings is accelerating into 2022 given this development, but that it may be difficult for Tenaris to grow from this year's very high earnings base.

¹ Share count in millions

Disclosure: This analyst has no position in the security discussed in this research report, and no plans to initiate one in the next 72 hours.



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Valuation Analysis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Now	2027
Avg. P/E	13.3	16.6	18.5	25.2	---	40.3	22.6	19.3	64.1	11.1	9.2	13.0
Avg. Yld.	2.0%	2.0%	2.1%	3.3%	3.4%	2.6%	2.5%	3.4%	1.0%	2.6%	2.7%	1.9%

Tenaris has traded at an average price-to-earnings ratio (P/E) of ~17 over the last decade, if we exclude the years in which its P/E ratio was artificially elevated due to depressed earnings caused by the decline in oil prices. We use 13 times earnings as our estimate of fair value given that Tenaris appears to be well on the way to recovery. Today, shares trade for just 9.2 times our earnings estimate of \$3.60, which means we expect a hugely positive impact from the valuation if the multiple were to revert to our fair value P/E estimate of 13 over time.

For income investors, we note that the country of Luxembourg imposes a 15% withholding tax on Tenaris' dividend payments. We expect the payout to remain at 25% of earnings by 2027, with the annualized dividend at \$0.90 per share currently. We note that Tenaris' unusual dividend policy is very difficult to forecast.

Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	26%	33%	40%	83%	600%	107%	55%	65%	64%	28%	25%	25%

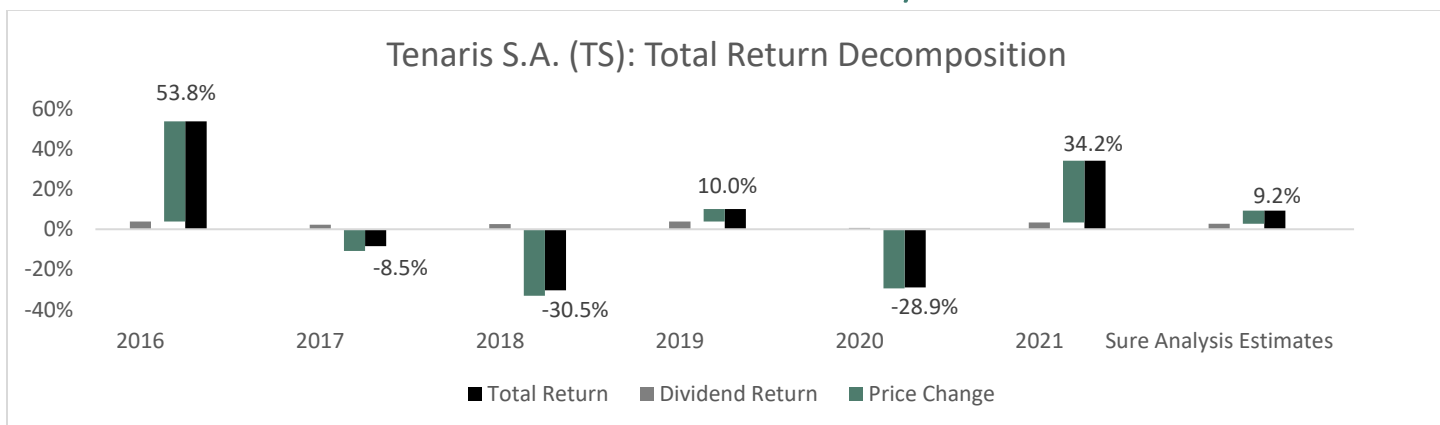
Tenaris recently boosted its dividend on bumper earnings. We see the dividend outlook as murky at the moment, and Tenaris' dividend policy is quite variable.

Qualitatively, Tenaris' most compelling competitive advantage is its entrenched position in a technical segment of the energy sector that relies tremendously on strong customer-supplier relationships. As a large company with global operations, Tenaris' services are unlikely to be replaced by newer, smaller industry disruptors. Its leverage to the oil and gas markets has been both a blessing and a curse in recent years. Tenaris is not susceptible to recessions so much as oil prices, so investors should focus on the latter, not the former, when assessing safety.

Final Thoughts & Recommendation

We see Tenaris as having the pieces in place to continue to recover, and some of that progress is being seen in results already. With 9.2% total return prospects, we rate Tenaris as a hold, and note that investors are taking on inherent oil price risk by owning shares. The valuation is low today and, in our view, doesn't reflect outstanding earnings potential for 2022. However, we find the outlook for growth from here to be difficult. We see no growth, a 7.2% tailwind from the valuation, and 2.7% yield driving total returns.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Revenue	10,834	10,597	10,141	6,903	4,294	5,289	7,659	7,294	5,147	6,521
Gross Profit	4,197	4,140	4,001	2,155	1,128	1,603	2,379	2,187	1,059	1,910
Gross Margin	38.7%	39.1%	39.5%	31.2%	26.3%	30.3%	31.1%	30.0%	20.6%	29.3%
SG&A Exp.	1,412	1,483	1,478	1,151	853	994	1,190	1,167	913	1,005
D&A Exp.	568	610	616	659	662	609	664	540	679	595
Operating Profit	2,376	2,203	2,093	569	(54)	340	878	839	(33)	766
Op. Margin	21.9%	20.8%	20.6%	8.2%	-1.3%	6.4%	11.5%	11.5%	-0.6%	11.7%
Net Profit	1,699	1,551	1,159	(80)	55	545	876	743	(634)	1,100
Net Margin	15.7%	14.6%	11.4%	-1.2%	1.3%	10.3%	11.4%	10.2%	-12.3%	16.9%
Free Cash Flow	1,074	1,635	902	1,094	100	(580)	261	1,178	1,326	(103)
Income Tax	542	628	580	234	17	(17)	229	202	23	189

Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Total Assets	15,960	15,931	16,511	14,887	14,003	14,398	14,251	14,843	13,716	14,449
Cash & Equivalents	828	615	418	287	400	330	428	1,554	585	318
Acc. Receivable	2,071	1,983	1,963	1,135	955	1,214	1,737	1,348	968	1,299
Inventories	2,986	2,703	2,780	1,843	1,564	2,368	2,524	2,266	1,637	2,673
Goodwill & Int.	3,200	3,067	2,758	2,143	1,863	1,661	1,466	1,562	1,429	1,372
Total Liabilities	4,460	3,461	3,704	3,021	2,590	2,817	2,376	2,657	2,270	2,344
Accounts Payable	883	835	832	504	557	751	694	556	462	845
Long-Term Debt	1,742	929	998	971	840	966	539	822	619	331
Total Equity	11,328	12,290	12,654	11,713	11,287	11,482	11,783	11,989	11,263	11,961
LTD/E Ratio	0.15	0.08	0.08	0.08	0.07	0.08	0.05	0.07	0.06	0.03

Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Return on Assets	11.0%	9.7%	7.1%	-0.5%	0.4%	3.8%	6.1%	5.1%	-4.4%	7.8%
Return on Equity	15.6%	13.1%	9.3%	-0.7%	0.5%	4.8%	7.5%	6.2%	-5.5%	9.5%
ROIC	13.4%	11.6%	8.5%	-0.6%	0.4%	4.4%	7.0%	5.8%	-5.1%	9.0%
Shares Out.	590	590	590	590	590	590	590	590	592	592
Revenue/Share	18.35	17.95	17.18	11.69	7.27	8.96	12.97	12.36	8.72	11.05
FCF/Share	1.82	2.77	1.53	1.85	0.17	(0.98)	0.44	2.00	2.25	(0.17)

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

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