



# Plains All American Pipeline, L.P. (PAA)

Updated May 4<sup>th</sup>, 2024 by Nikolaos Sismanis

## Key Metrics

<b>Current Price:</b>	\$17.49	<b>5 Year CAGR Estimate:</b>	12.7%	<b>Market Cap:</b>	\$23.4 B
<b>Fair Value Price:</b>	\$17.85	<b>5 Year Growth Estimate:</b>	5.0%	<b>Ex-Dividend Date:</b>	04/30/24
<b>% Fair Value:</b>	98%	<b>5 Year Valuation Multiple Estimate:</b>	0.4%	<b>Dividend Payment Date:</b>	05/15/24
<b>Dividend Yield:</b>	7.3%	<b>5 Year Price Target</b>	\$22.78	<b>Years Of Dividend Growth:</b>	3
<b>Dividend Risk Score:</b>	D	<b>Retirement Suitability Score:</b>	B	<b>Rating:</b>	Buy

## Overview & Current Events

Plains All American Pipeline, L.P. is a midstream energy infrastructure provider. The company owns an extensive network of pipeline transportation, terminalling, storage, and gathering assets in key crude oil and natural gas liquids-producing basins at major market hubs in the United States and Canada. On average, it handles more than 7 million barrels per day of crude oil and NGL through 18,370 miles of active pipelines and gathering systems. Plains All American generates around \$40 billion in annual revenues and is based in Houston, Texas.

On May 3<sup>rd</sup>, 2024, Plains All American reported its Q1 results for the period ending March 31<sup>st</sup>, 2024. For the quarter, revenues came in at \$12.0 billion, down 2.8% compared to last year.

Adjusted EBITDA from crude oil increased by 7% year-over-year, primarily due to higher tariff volumes on our pipelines, tariff escalations and contributions from acquisitions. These items were partially offset by fewer market based opportunities.

Adjusted EBITDA from NGL decreased 17% versus comparable 2023 results primarily due to lower realized frac spreads. Thus, adjusted EBITDA totaled \$718 million for the quarter, relatively unchanged compared to Q1 2023. Distributable cash flows (DCF) rose by 6.3%, \$0.67 on a per-unit basis. Management affirmed the partnership's full-year 2024 guidance, expecting adjusted EBITDA to be between \$2.625 billion and \$2.725. Based on this, we expect a DCFU of around \$2.55 for the year.

## Growth on a Per-Share Basis

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
<b>DCFU<sup>1</sup></b>	\$4.26	\$3.74	\$1.82	\$1.82	\$2.46	\$2.99	\$2.31	\$2.05	\$2.26	\$2.46	<b>\$2.55</b>	<b>\$3.25</b>
<b>DPS</b>	\$2.61	\$2.78	\$2.50	\$1.70	\$1.20	\$1.44	\$0.90	\$0.72	\$0.92	\$1.12	<b>\$1.27</b>	<b>\$2.24</b>
<b>Units<sup>2</sup></b>	367	394	464	717	726	727	728	716	701	699	<b>701</b>	<b>670</b>

Plains All American has a number of minimum volume commitment contracts that support relatively stable revenues in its pipelines (transportation) segment. These contracts have an average remaining term of around five years. However, the company's supply and logistics segments' performance is highly correlated with the underlying demand for oil and gas and can hence be highly volatile. Hence, the company's performance, including its DCFU, was greatly impacted following the oil price plunge of 2014-2016. Results have yet to recover, with continuous CAPEX needs and high debt levels pressuring the company's performance. COVID-19's adverse impact on the energy sector further challenged the company's operations, resulting in weaker results and another distribution cut last year. We currently expect DCFU growth of 5% in the medium-term, powered by an improving outlook in the energy sector. Beyond 2024, management anticipates targeting annualized common distribution increases of approximately \$0.15 per unit each year until reaching a targeted unit distribution coverage ratio of approximately 160%. Accordingly, we have set our expected distribution growth rate at 12% over the medium term. Unit buybacks should also contribute to results during this period.

<sup>1</sup> Distributable Cash Flow per Unit is a more meaningful metric compared to EPS for PAA's business model and capital structure.

<sup>2</sup> Share count is 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	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Now	2029
Avg. P/DCF	12.0	9.6	14.8	14.3	9.8	7.7	5.6	5.0	4.7	5.0	6.9	7.0
Avg. Yld.	5.1%	7.7%	9.3%	6.5%	5.0%	6.3%	5.5%	7.0%	8.4%	9.0%	7.3%	9.8%

Plains All American's valuation multiple has, on average, hovered just under 9X its distributable cash flows over the past decade. Notably, during the tumultuous period of the COVID-19 pandemic, the stock's valuation experienced a major multiple compression. This theme lasted all the way to last year. Encouragingly, the stock has been gradually converging to a more reasonable level, nearing our fair multiple of now 7X. The distribution yield of 7.3% is notable, and we expect it to advance further higher following continuous distribution hikes.

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

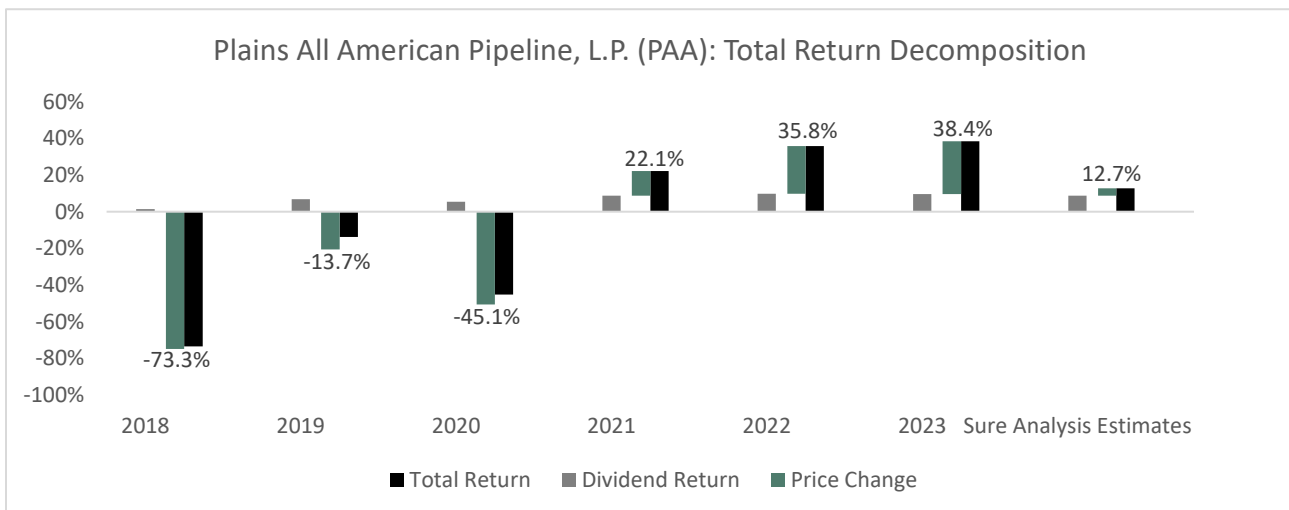
Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
Payout	61%	74%	137%	93%	49%	48%	39%	35%	41%	46%	50%	69%

PAA's payout ratio is currently sitting at relatively comfortable levels. Following last year's distribution cut and clear capital allocation strategy, we don't expect another one going forward, especially considering management's intention to grow the annual distribution rate per unit. That being said, we cannot restfully trust its resiliency either. The company enjoys some qualities and competitive strengths, including a geographically diverse and interconnected asset base that provides operational flexibility, a high-quality customer base that supports sustainable fee-based cash flow generation (Marathon Petroleum, Phillips 66, etc.), and a highly experienced management team. Still, the company is highly susceptible to a potential recession and the overall volatile profile of the energy sector, which could materially affect its performance and financials, as has been the case several times.

## Final Thoughts & Recommendation

In recent years, Plains All American has faced significant challenges, witnessing substantial declines in its stock price from its 2024 peak. However, the partnership has demonstrated a noteworthy recovery attributed to improving financial performance. Considering our optimistic growth projections, the attractive 7.3% yield, and somewhat stable valuation assumptions, we anticipate a annual return potential of 12.7% over the medium term. As a result, we continue to rate the stock a buy.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
<b>Revenue</b>	43,464	23,152	20,182	26,223	34,055	33,669	23,290	42,080	57,340	48,710
<b>Gross Profit</b>	2,124	1,540	1,253	1,538	2,479	2,313	1,130	1,735	1,886	1,708
<b>Gross Margin</b>	4.9%	6.7%	6.2%	5.9%	7.3%	6.9%	4.9%	4.1%	3.3%	3.5%
<b>SG&amp;A Exp.</b>	325	278	279	276	316	297	271	292	325	350
<b>D&amp;A Exp.</b>	384	432	514	517	520	601	653	774	965	1,048
<b>Operating Profit</b>	1,799	1,262	974	1,262	2,163	2,016	859	1,443	1,561	1,358
<b>Operating Margin</b>	4.1%	5.5%	4.8%	4.8%	6.4%	6.0%	3.7%	3.4%	2.7%	27.9%
<b>Net Profit</b>	1,384	903	726	856	2,216	2,171	(2,590)	593	1,037	1,230
<b>Net Margin</b>	3.2%	3.9%	3.6%	3.3%	6.5%	6.4%	-11.1%	1.4%	1.8%	2.5%
<b>Free Cash Flow</b>	72	(721)	(601)	1,475	974	1,323	776	1,660	1,953	2,168
<b>Income Tax</b>	171	100	25	44	198	66	(19)	73	189	121

## Balance Sheet Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
<b>Total Assets</b>	22,198	22,288	24,210	25,351	25,511	28,677	24,497	29,610	27,890	27,360
<b>Cash &amp; Equivalents</b>	403	27	47	37	66	45	22	449	401	450
<b>Accounts Receivable</b>	2,615	1,785	2,279	3,029	2,454	3,614	2,553	4,705	3,907	3,760
<b>Inventories</b>	891	916	1,343	713	640	604	647	783	729	548
<b>Goodwill &amp; Int. Ass.</b>	2,810	2,688	2,586	3,410	3,293	3,247	805	1,960	2,145	1,875
<b>Total Liabilities</b>	14,007	14,349	15,394	14,393	13,509	15,482	14,759	15,800	14,570	13,620
<b>Accounts Payable</b>	2,986	2,038	2,588	3,323	2,704	3,686	2,437	4,810	4,044	3,844
<b>Long-Term Debt</b>	9,991	11,374	11,839	9,920	9,209	9,624	10,132	9,161	8,446	7,751
<b>Shareholder's Equity</b>	8,133	7,881	8,759	10,958	12,002	13,062	9,593	9,972	10,060	10,420
<b>LTD/E Ratio</b>	1.09	1.44	1.35	0.91	0.77	0.74	0.95	0.92	0.84	0.74

## Profitability & Per Share Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
<b>Return on Assets</b>	6.5%	4.1%	3.1%	3.5%	8.7%	8.0%	-9.7%	2.2%	3.7%	4.5%
<b>Return on Equity</b>	17.5%	11.3%	8.7%	8.7%	19.3%	17.3%	-22.9%	6.1%	10.4%	9.1%
<b>ROIC</b>	15.4%	8.4%	6.2%	7.9%	23.2%	22.9%	-25.9%	5.3%	8.7%	10.8%
<b>Shares Out.</b>	367	394	464	717	726	727	728	716	701	699
<b>Revenue/Share</b>	117.79	58.46	43.31	36.52	42.62	42.09	31.99	58.77	81.80	69.69
<b>FCF/Share</b>	0.20	(1.82)	(1.29)	2.05	1.22	1.65	1.07	2.32	2.79	3.10

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

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