

## NuStar Energy L.P. (NS)

**\$10.07** (As of 04/22/20)

Price Target (6-12 Months): **\$8.50**

Long Term: 6-12 Months

**Zacks Recommendation:** Underperform

(Since: 04/21/20)

Prior Recommendation: Neutral

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**5-Strong Sell**

Zacks Style Scores:

VGM:A

Value: B

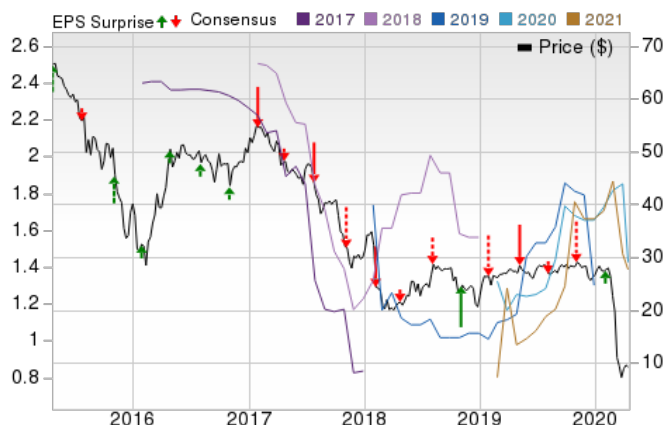
Growth: A

Momentum: D

### Summary

Over the past few months, NuStar Energy has seen its unit price decline precipitously. Since the start of 2020, units of the oil and refined products carrier have plunged around 61% with crude prices extending its historic slide. While the partnership has announced several steps, including a cut in its 2020 budget, for preserving liquidity, the spectacular oil crash is set to impact NuStar's fortunes by drastically lowering the volume of products delivered. NuStar's high debt levels also remain a cause of worry as it restricts its financial freedom to tap into growth opportunities. The softness in NuStar's storage business points to the weakness in some of the Gulf Coast terminals as well as its struggles in controlling operating costs. Given these headwinds, NuStar is perceived as a risky bet that ordinary investors should exit.

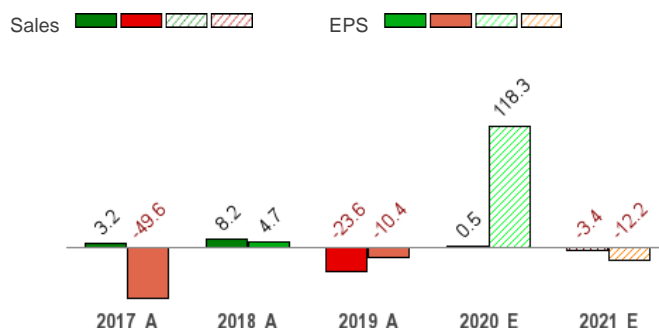
### Price, Consensus & Surprise



### Data Overview

52 Week High-Low	\$30.06 - \$4.98
20 Day Average Volume (sh)	1,616,161
Market Cap	\$1.1 B
YTD Price Change	-61.0%
Beta	2.20
Dividend / Div Yld	\$2.40 / 23.8%
Industry	<a href="#">Oil and Gas - Production Pipeline - MLB</a>
Zacks Industry Rank	Bottom 35% (165 out of 253)

### Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	5.3%
Last Sales Surprise	4.9%
EPS F1 Est- 4 week change	-29.3%
Expected Report Date	05/08/2020
Earnings ESP	-13.3%
P/E TTM	11.6
P/E F1	7.7
PEG F1	7.7
P/S TTM	0.7

### Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	337 E	345 E	354 E	365 E	1,455 E
2020	400 E	371 E	367 E	368 E	1,506 E
2019	486 A	372 A	378 A	400 A	1,498 A

### EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$0.26 E	\$0.27 E	\$0.29 E	\$0.31 E	\$1.15 E
2020	\$0.46 E	\$0.23 E	\$0.29 E	\$0.34 E	\$1.31 E
2019	\$0.14 A	\$0.18 A	\$0.15 A	\$0.40 A	\$0.60 A

\*Quarterly figures may not add up to annual.

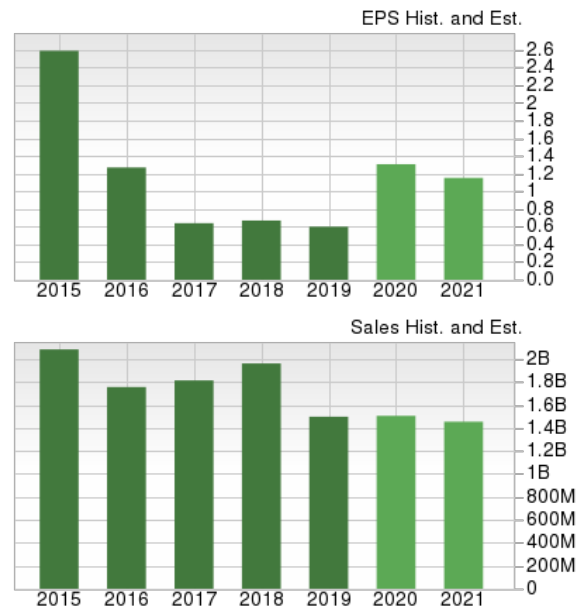
The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 04/22/2020. The reports text is as of 04/23/2020.

## Overview

San Antonio, TX-based NuStar Energy, L.P. is a master limited partnership ("MLP") that engages in the transportation and storage of crude oil as well as refined products in the U.S., the Netherlands Antilles, Canada, Mexico, and the U.K. The partnership went public in 2001 and is the second-largest independent liquids terminal operator in the nation. As of year-end 2018, NuStar's asset base included approximately 9,800 miles of pipelines and 75 terminal and crude oil storage tank facilities. The partnership's combined system has approximately 88 million barrels of storage capacity. NuStar's key assets are centered in the United States, Canada, Mexico, the Netherlands, St. Eustatius in the Caribbean and the United Kingdom. In July 2018, NuStar completed merger with its general partner ("GP") – NuStar GP Holdings LLC thereby creating a more efficient and transparent structure. NuStar reports its operation under three business segments: Storage, Pipeline and Fuels Marketing.

- The **Storage** segment (accounted for 30.4% of the partnership's 2019 operating income) provides storage and handling services for petroleum products, specialty chemicals, crude oil, and other liquids.
- The **Pipeline** segment (65.5%) carries crude oil and other feedstocks such as gas oil as well as refined petroleum products such as gasoline, diesel, jet fuel, natural gas liquids, blendstocks, and other products. It owns refined product pipelines, along with anhydrous ammonia pipelines. This segment also consists of crude oil pipelines, which transport crude oil and other feedstocks such as gas oil.
- The **Fuels Marketing** segment engages in buying crude oil and refined petroleum products for resale. This segment complements NuStar's storage and transportation operations.

One of the few midstream partnerships in the United States focused solely on the crude oil segment of the market, NuStar has a large presence in the low-cost Permian Basin – the hotbed of domestic shale activity. It generated revenues of around \$1.5 billion from its operations last year, of which roughly 76.6% came from service offerings, while the partnership's net loss was \$105.7 million.



---

## Reasons To Sell:

- ▼ Since the start of 2020, units of the oil and refined products carrier have plunged around 61% with crude prices extending its historic slide. While the partnership has announced several steps, including a cut in its 2020 budget, for preserving liquidity, the spectacular oil crash is set to impact NuStar's fortunes by drastically lowering the volume of products delivered.
  - ▼ Energy infrastructure being a capital-intensive business, NuStar's high debt levels remain a cause of worry, which restricts its financial freedom to tap into growth opportunities. The partnership currently carries a long-term debt of around \$2.9 billion with a debt to capitalization ratio of 62.3%.
  - ▼ NuStar has several ongoing projects which require large capital outlay. As it is, the company is bearing the brunt of higher costs since past several quarters. In 2019, the firm incurred capex in the range \$467 million, higher than 2018's figure of around \$380.3 million. High capex and increasing costs may weigh on the firm's overall results.
  - ▼ While the firm still maintains a safe payout, one can't overlook that NuStar has stopped hiking its payout since 2011 and has also slashed its distribution payment by 45% in 2018, dampening investors' confidence.
  - ▼ The ongoing softness in NuStar's storage business points to the weakness in some of the Gulf Coast terminals as well as the partnership's struggles in controlling operating costs. Further, the backwardation in the oil markets in 2019 can further limit the firm's storage segments profits.
- 

NuStar's high debt levels remain a cause of worry.

---

## Risks

- As is the case with other MLPs, the actual amount of cash distributed to NuStar Energy unitholders may fluctuate and are directly exposed to the partnership's future operating performance, which is susceptible to movements in margins and throughput volumes. Realized margins and/or volumes could differ significantly from our estimates, thereby affecting NuStar Energy's cash distributions.
  - NuStar's diversified asset base and strong pipeline of organic growth projects have boosted its distributable cash flows. The majority of NuStar's business is derived from an attractive set of fee-based storage and transportation assets that support the U.S. and international energy infrastructure, which bodes well for its DCFs and revenues. With the buyout of Navigator Energy Services, NuStar has set foot in the lucrative Permian Basin.
  - Apart from the Permian-related growth, the firm is also set to gain from pipeline expansion projects to boost exports of refined products to Mexico along with the completion of biofuels projects in the West Coast terminals.
-

## Last Earnings Report

### NuStar Energy Q4 Earnings and Revenues Beat Estimates

NuStar Energy's fourth-quarter 2019 earnings and sales surpassed the Zacks Consensus Estimate. The partnership posted adjusted earnings per unit of 40 cents, higher than the Zacks Consensus Estimate of 38 cents. Strong contribution from pipeline and storage units can be attributed to the impressive performance.

Moreover, the bottom line skyrocketed 344.4% from the year-ago income of 9 cents a unit on the back of solid operations from the Pipeline segment amid expanded throughput volumes from crude oil pipelines.

Quarterly revenues of \$399.6 million outpaced the Zacks Consensus Estimate of \$381 million. However, the top line was 21.5% below the year-ago level of \$509 million due to lower fuel sales.

While the firm's revenues declined year over year, NuStar's operating income increased from \$86.6 million to \$124.05 million in the quarter under review. This upside was driven by lower costs and expenses amounting to \$275.6 million, down from the year-earlier level of \$287.4 million. Notably, cost of product sales fell 29.9% from the prior-year quarter to \$68.19 million.

### Segmental Performance

**Pipeline:** Total quarterly throughput volumes were 2,064,289 barrels per day (Bbl/d), up 35.6% from the year-ago period. Throughput volumes from crude oil pipelines jumped 52.5% (primarily owing to higher contribution from the Permian crude system) from the year-ago quarter to 1,462,784 Bbl/d while throughput from refined product pipelines witnessed a nominal increase to 601,505 Bbl/d from 562,773 Bbl/d. As a result, the segment's revenues rose 20.32% year over year to \$194 million. Concurrently, operating income of \$98.6 million was up from the year-ago figure of \$74.9 million.

**Storage:** Throughput volumes rose to 656,000 Bbl/d from 354,567 Bbl/d in the prior-year quarter. The unit's quarterly revenues increased to \$126.3 million from \$107.4 a year ago owing to surging throughput terminal revenues (from \$21.8 million to \$43 million). However, operating expenses of the firm increased from \$49.1million in the year-ago quarter to \$55.4 million. The segment's operating income came in at \$45.8 million compared with \$34.6 million in the corresponding quarter of 2018.

**Fuels Marketing:** Product sales decreased to \$79.4 million from \$105.6 million in the year-ago quarter. On a positive note, cost of goods dropped 30.17% from the prior-year period to \$67.5 million. The segment recorded earnings of \$11.2 million in the quarter under review compared with \$8.3 million in fourth-quarter 2018.

### Cash Flow, Debt and Guidance

Fourth-quarter 2019 distributable cash flow available to limited partners was \$107million (providing 1.33x distribution coverage), higher than \$84 million in the year-ago period.

As of Dec 31, the partnership's total consolidated debt was \$3.4 billion.

The firm continues to anticipate 2020 adjusted EBITDA in the band of \$715-\$765 million. Income from continuing operations for the full year is expected in the range of \$233-\$258 million. It expects to exit the ongoing year with approximately 550,000 bpd.

Quarter Ending 12/2019

Report Date	Feb 05, 2020
Sales Surprise	4.86%
EPS Surprise	5.26%
Quarterly EPS	0.40
Annual EPS (TTM)	0.87

## Recent News

### NuStar Inks \$750M Term-Loan Deal, Cuts Capex to Fight Coronavirus

With oil price witnessing a free fall, on **Apr 20**, NuStar Energy recently announced slashing its 2020 capital budget for preserving liquidity. This capital spending cut for the current year is indicative of a roughly 45% or approximately \$145 million reduction from the midpoint of its prior guidance of \$300-\$350 million. The firm further recognized \$20-\$30 million worth of manageable cost reductions for this year.

The oil price is persistently trending in the bear market territory since the coronavirus outbreak and its adverse impact on global energy demand. As a result, the outlook for all the industries in the energy sector business is downbeat. Thus, energy players are limiting their operational activities by trimming capital budgets.

Apart from cost containment, this San Antonio, TX-based firm signed a \$750-million unsecured term-loan agreement with funds controlled by Oaktree Capital Management, L.P. to boost its near-term cash position. The three-year, 12% debt financing facility will allow NuStar Energy to draw \$500 million at closing plus an option to withdraw an additional \$250 million during the first year. The partnership with Oaktree aims to make the most of the proceeds to reduce its revolver credit loan and strengthen its cash position to clear the short-term dues and debts.

## Valuation

NuStar Energy units are down 61% and 62.8% in the year-to-date period and over the trailing 12-month period, respectively. Stocks in the Zacks sub-industry and the Zacks Oil-Energy sector are down 47% and 42.3% in the year-to-date period, respectively. Over the past year, the Zacks sub-industry and sector are down 52.1% and 47.6%, respectively.

The S&P 500 index is down 15.1% and 7% in the year-to-date period and over last year, respectively.

The stock is currently trading at 8.64X trailing 12-month EV/EBITDA, which compares to 7.58X for the Zacks sub-industry, 3.7X for the Zacks sector and 10.23X for the S&P 500 index.

Over the past five years, the stock has traded as high as 16.61X and as low as 5.94X, with a 5-year median of 11.28X. Our Underperform recommendation indicates that the stock will perform worse than the market. Our \$8.50 price target reflects 0.58X F12M sales.

The table below shows summary valuation data for NS

Valuation Multiples - NS					
		Stock	Sub-Industry	Sector	S&P 500
EV/EBITDA TTM	Current	8.64	7.58	3.7	10.23
	5-Year High	16.61	18.25	10.38	12.87
	5-Year Low	5.94	6.65	3.05	8.28
	5-Year Median	11.28	13.44	6.51	10.78
P/S F12M	Current	0.69	0.51	0.65	3.14
	5-Year High	2.41	1.62	1.45	3.44
	5-Year Low	0.46	0.41	0.58	2.54
	5-Year Median	1.69	1.05	0.99	3.01
P/B TTM	Current	1.08	0.88	0.71	3.62
	5-Year High	3.59	2.94	1.61	4.55
	5-Year Low	0.72	0.61	0.51	2.84
	5-Year Median	2.16	1.88	1.32	3.64

As of 04/22/2020

## Industry Analysis Zacks Industry Rank: Bottom 35% (165 out of 253)



## Top Peers

Company (Ticker)	Rec	Rank
BP Midstream Partners LP (BPMP)	Neutral	4
Magellan Midstream Partners, L.P. (MMP)	Neutral	3
Oasis Midstream Partners LP (OMP)	Neutral	3
PBF Logistics LP (PBFX)	Neutral	3
Shell Midstream Partners, L.P. (SHLX)	Neutral	3
Summit Midstream Partners, LP (SMLP)	Neutral	2
TC PipeLines, LP (TCP)	Neutral	3
Delek Logistics Partners, L.P. (DKL)	Underperform	4

Industry Comparison Industry: Oil And Gas - Production Pipeline - Mlb				Industry Peers		
	NS	X Industry	S&P 500	DKL	SHLX	SMLP
Zacks Recommendation (Long Term)	Underperform	-	-	Underperform	Neutral	Neutral
Zacks Rank (Short Term)	5	-	-	4	3	2
VGM Score	A	-	-	A	C	C
Market Cap	1.10 B	1.12 B	18.94 B	348.42 M	2.71 B	69.72 M
# of Analysts	4	3	14	1	3	3
Dividend Yield	23.83%	18.83%	2.23%	25.32%	15.82%	67.13%
Value Score	B	-	-	A	D	A
Cash/Price	0.02	0.02	0.05	0.02	0.11	0.43
EV/EBITDA	7.86	6.55	11.56	6.55	7.49	11.30
PEG Ratio	7.69	4.37	2.20	NA	7.98	NA
Price/Book (P/B)	1.06	1.06	2.58	NA	NA	0.15
Price/Cash Flow (P/CF)	1.49	2.41	10.22	2.59	5.50	0.48
P/E (F1)	7.69	7.46	17.79	4.94	7.98	NA
Price/Sales (P/S)	0.67	0.64	1.99	0.60	5.39	0.16
Earnings Yield	13.01%	13.01%	5.49%	20.24%	12.55%	-22.97%
Debt/Equity	2.88	1.33	0.72	-5.53	-3.63	3.13
Cash Flow (\$/share)	6.75	2.86	7.01	5.39	2.11	1.55
Growth Score	A	-	-	B	C	D
Hist. EPS Growth (3-5 yrs)	-26.85%	7.92%	10.92%	-0.07%	10.43%	0.98%
Proj. EPS Growth (F1/F0)	117.92%	-7.40%	-4.22%	8.43%	-12.77%	NA
Curr. Cash Flow Growth	52.91%	10.65%	5.93%	6.77%	-6.63%	-5.83%
Hist. Cash Flow Growth (3-5 yrs)	11.89%	9.39%	8.55%	9.06%	65.51%	1.92%
Current Ratio	0.28	1.02	1.24	0.96	7.80	1.66
Debt/Capital	55.45%	55.45%	43.79%	NA	NA	66.24%
Net Margin	-6.46%	14.59%	11.55%	15.18%	94.24%	-83.38%
Return on Equity	16.14%	16.14%	16.74%	-61.17%	-75.03%	5.56%
Sales/Assets	0.26	0.34	0.54	0.80	0.25	0.16
Proj. Sales Growth (F1/F0)	-8.00%	-1.16%	-0.39%	1.41%	26.50%	-12.08%
Momentum Score	D	-	-	B	B	F
Daily Price Chg	-0.10%	3.23%	1.83%	58.68%	4.77%	-3.12%
1 Week Price Chg	-3.56%	4.56%	0.42%	1.31%	2.84%	4.56%
4 Week Price Chg	23.41%	21.75%	10.68%	74.75%	22.42%	16.96%
12 Week Price Chg	-63.71%	-56.73%	-20.87%	-56.73%	-43.65%	-75.42%
52 Week Price Chg	-62.79%	-57.95%	-15.29%	-57.92%	-43.87%	-91.87%
20 Day Average Volume	1,616,161	671,196	2,886,084	377,792	1,776,871	540,151
(F1) EPS Est 1 week change	-14.26%	-3.38%	-0.10%	-9.87%	-1.35%	-23.81%
(F1) EPS Est 4 week change	-29.32%	-9.87%	-6.36%	-9.87%	5.17%	-108.00%
(F1) EPS Est 12 week change	-24.20%	-14.89%	-11.38%	-27.44%	-14.98%	-223.81%
(Q1) EPS Est Mthly Chg	-52.27%	-8.05%	-9.71%	3.95%	66.67%	-87.50%

---

## Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

### Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we have an excellent balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

### Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

---

### Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

Value Score	<b>B</b>
Growth Score	<b>A</b>
Momentum Score	<b>D</b>
VGM Score	<b>A</b>

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

---

### Disclosures

**This report contains independent commentary to be used for informational purposes only. The analysts contributing to this report do not hold any shares of this stock. The analysts contributing to this report do not serve on the board of the company that issued this stock. The EPS and revenue forecasts are the Zacks Consensus estimates, unless indicated otherwise on the reports first page.** Additionally, the analysts contributing to this report certify that the views expressed herein accurately reflect the analysts personal views as to the subject securities and issuers. ZIR certifies that no part of the analysts compensation was, is, or will be, directly or indirectly, related to the specific recommendation or views expressed by the analyst in the report.

Additional information on the securities mentioned in this report is available upon request. This report is based on data obtained from sources we believe to be reliable, but is not guaranteed as to accuracy and does not purport to be complete. Any opinions expressed herein are subject to change.

ZIR is not an investment advisor and the report should not be construed as advice designed to meet the particular investment needs of any investor. Prior to making any investment decision, you are advised to consult with your broker, investment advisor, or other appropriate tax or financial professional to determine the suitability of any investment. This report and others like it are published regularly and not in response to episodic market activity or events affecting the securities industry.

This report is not to be construed as an offer or the solicitation of an offer to buy or sell the securities herein mentioned. ZIR or its officers, employees or customers may have a position long or short in the securities mentioned and buy or sell the securities from time to time. ZIR is not a broker-dealer. ZIR may enter into arms-length agreements with broker-dealers to provide this research to their clients. Zacks and its staff are not involved in investment banking activities for the stock issuer covered in this report.

ZIR uses the following rating system for the securities it covers. **Outperform-** ZIR expects that the subject company will outperform the broader U.S. equities markets over the next six to twelve months. **Neutral-** ZIR expects that the company will perform in line with the broader U.S. equities markets over the next six to twelve months. **Underperform-** ZIR expects the company will underperform the broader U.S. equities markets over the next six to twelve months.

No part of this report can be reprinted, republished or transmitted electronically without the prior written authorization of ZIR.