

## Midstream/MLP Energy

## WMB &amp; ET recaps: High expectations in a low commodity environment; Reit. Buys

Earnings Review

**'25 guide short of high expect; Reiterate Buy on LT growth**

WMB underperformed the AMNA 2.5%, on Feb. 14, following its analyst day. We believe the main cause was WMB's '25 EBITDA guide of \$7.2-\$7.6bn (midpoint: \$7,400mm) falling short of cons/BofA expectations by 1%/3%, and our expectation of ~\$7.6bn. The '25 EBITDA combined with higher than cons capex, and an especially weak gas tape (<\$2/Mcf front month) caused an outsized downward move, in our opinion. We believe WMB's transition to a more long term, contracted growth story causes it to be our preferred nat. gas infrastructure stock. We reiterate our Buy rating and raise our PO to \$40. Our new '24/'25/'26 EBITDA estimates are \$6.991bn/\$7.481bn/\$7.658bn.

**WMB EBITDA weighted to contracted pipe growth in '25+**

More important than a +/- \$200mm swing on \$7bn+ EBITDA in '25 is 1) a return to base EBITDA growth in '25 after a transition year in '24 and 2) incremental EBITDA weighted towards higher multiple contracted pipe projects, mostly along Transco. Midpoint of '25 y/y EBITDA growth is 8% and WMB guides conservatively. Then, the \$200mm difference between our \$7.6bn '25 pre-release est. and WMB's guided midpoint of \$7.4bn can be attributable to LEG in-service delayed 2 quarters, tempered G&P activity in '24 causing a lower base to grow off in '25 and conservative Sequent assumptions. Currently, 45% of WMB's EBITDA is attributable to higher multiple transmission, storage & GOM business. But in '25 when WMB brings online 6 Transco projects and files a Transco rate case for return on its ERP investments, the 45% business mix moves higher. The SESE project is likely upsized to 1.9 Bcf/d, coming online in '27/'28. SESE is underpinned by producers & utilities and allows MVP volumes North & South of Transco Station 165 to utilities via compression expansions. We see continued utility demand driving pipeline growth.

**ET: 4Q beat but '24 guidance below investor expectations**

ET reported a solid 4<sup>th</sup> quarter, similar to EPD beating cons/BofA by 2%. The NGL and crude segments drove the beat beating cons by 9%/10%. Record volumes across the Permian NGL value chain, like EPD, drove the NGL outperformance. And the Lotus acquisition contributed to the crude outperformance. Note that Midstream underperformed investor expectations by 5%, despite beating volume expectations, showing how weak commodity prices (NGLs and natural gas) weigh on non-fee G&P margins. And this weakness is something unappreciated by investors, in our opinion. '24 guidance is \$14.5bn-\$14.8bn (midpoint: \$14,650mm) which is -1%/+1% vs. cons/BofA. But in our YA24 survey, nearly 90% of investor's expectations believe ET can reach \$15bn in EBITDA for '24. We think this is possible but commodity prices need to move up. Despite this, ET has the best FCF and operating leverage in midstream. We reiterate Buy and \$18 PO. Our '24/'25/'26 EBITDA estimates are \$14.757bn/\$15.395bn/\$15.910bn.

**Capex averaging \$2bn annually creating significant FCF**

ET's '24 guided growth capex is ~\$2.5bn. But the growth capex is above the lower end of its guidance of \$2bn largely because '23 capex (\$300mm) was deferred into '24 and came in at \$1.6bn. ET is adding capital efficient capacity at its Permian processing plants. It's using its leading FCF to redeem preferred debt & maybe repurchase shares.

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**Glossary**

AMNA – Alerian Midstream Energy Index  
Cons – consensus  
WMB – Williams Companies  
Est. – estimate  
G&P – gathering and processing  
GOM – Gulf of Mexico  
ERP – emissions reduction program  
MVP – Mountain Valley Pipeline  
ET – Energy Transfer  
EPD – Enterprise Products  
NGL – Natural gas liquids  
YA – year ahead  
FCF – free cash flow  
Nat. – natural  
SESE – Southeast Supply Enhancement

# WMB highlights: Utility demand & LEG re-route

## Utility growth key to pipeline expansions in '25+

SESE is the tangible Transco project in '25+, as producer and utility counterparties have already signed precedent agreements to underwrite what we believe, will ultimately become a near 2 Bcf/d project. However, utilities securing firm capacity will be a key theme going forward. And WMB is set to benefit from further Transco and MountainWest commitments, as well as storage demand. The key demand drivers are:

- Renewable intermittency with need for natural gas backstop and
- Data center demand

### Renewable intermittency causing need for natural gas backstop

This issue is rampant for Southeast utilities, where the renewable quality is lower than the West Coast. And remember that WMB is paid on *peak demand*, not average demand. Regulated utilities need to procure firm pipeline capacity for peak demand for reliability purposes, and WMB will be paid for reserving that capacity on Transco.

The NorTex acquisition in the Dallas area also highlights the benefits of storage in a merchant power market. Local gas supply has declined with the Barnett shale and most gas supply is piped across state from the Permian. Renewables are a material supply of power, from the regulated transmission build sanctioned in 2009, that moves West Texas renewables to North TX. So the DFW area has lacked gas supply during winter storms, reliable power with renewable interruptions, and a local supply for gas plants.

### Data center demand multiplying load growth for utilities

WMB noted commentary from 3 of their utility customers along Transco in the Southeast including Georgia Power, Duke and Dominion. Data center demand and general electrification is picking up at a near exponential pace.

Key commentary included:

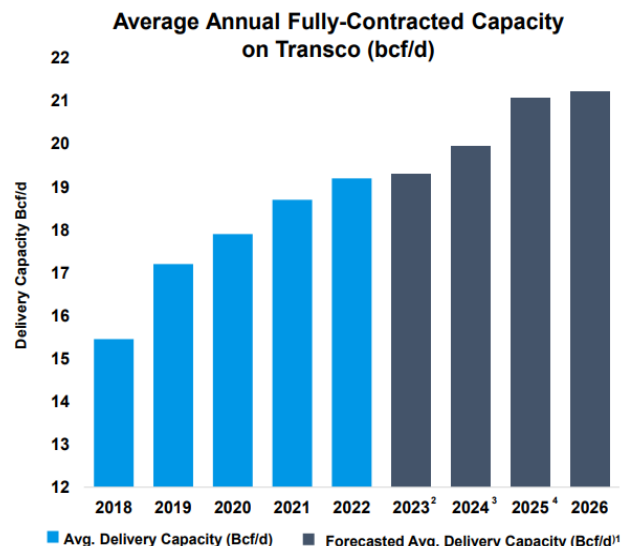
- Georgia Power expects to produce 17x more energy than it originally planned by the '30-'31 winter season.
- Duke Energy expects 8x greater energy than predicted 2 years ago. Its service territory is just south of the Transco Station 165 interconnect.
- Dominion will see the greatest benefit of data centers and its service territory is just north of the Transco Station 165 interconnect.

### Transco is positioned to move gas to utilities both 2 separate areas

Exhibits 1 and 2 show that Transco firm capacity continues to trend up, in large part from utility demand in the Southeast. Exhibit 2 shows that Transco runs through the Dominion, Duke, and Southern Company service territories. And when MVP (Mountain Valley Pipeline) comes online, Transco will be able to source utilities from Station 165 (where MVP and Transco intersect) and also from Louisiana pushing gas upward, as we discuss in the next section.

**Exhibit 1: Transco firm capacity continues to grow**

Driven by utility demand

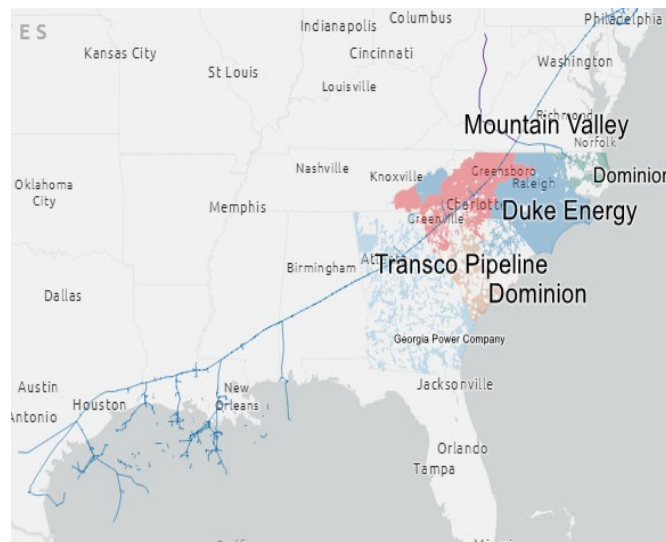


Source: Company filings

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**Exhibit 2: Transco runs across major utility service territories**

Station 165 where MVP intersects Transco and LA can both source utilities



Source: S&amp;P Capital Markets

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**LEG in-service date pushed from 4Q24 to 2H25**

The Louisiana Energy Gateway (LEG) project, which will move gas from the Haynesville (Perryville hub) to the Louisiana LNG corridor (Gillis hub), is now expected to come online in 2H25 from an initial in-service date of 4Q24. We believe the <2 Bcf/d of pipe costs ~\$1bn. And at a 8x build multiple; this is \$125mm of annual EBITDA. So '25 loses ~\$60mm of EBITDA from the delay.

**In service date unlikely to impact LNG feedgas given Biden ban**

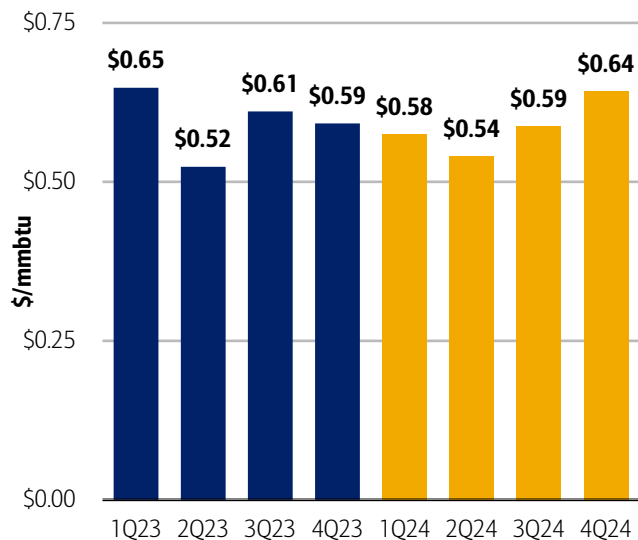
While the delay in the project delays WMB earnings modestly, it should have no impact on producer contracts or LNG supply/demand balances along the Louisiana Gulf Coast. The 2 near term projects under construction already have dedicated pipeline supply: Golden Pass with ET's Gulf Run already constructed with 1.6 Bcf/d of capacity and Plaquemines with KMI's TGP and TRP's ANR pipeline feeding the facilities. And the indefinite ban on new LNG approvals pushes out the need for gas to Gillis. We think LEG, until the latter part of the decade, likely sees more value pushing Haynesville gas, onto Transco, where the pipeline can push gas up from Station 45 to Southern utilities, experiencing material load growth.

**ET Highlights: Operating leverage shining through****Midstream segment is a headwind for '24 EBITDA**

We noted that some investors believe that ET can reach \$15bn in EBITDA for '24. But we note that ET does have material commodity exposure for Permian processing. And our POP (percent-of-proceed) indicators show that '24 is similar to '23. Note that 2Q23 was when ET saw the biggest headwinds from commodity prices.

**Exhibit 3: Midland Quarterly POP**

Midland POP declines in 1H24 and moves back up in 2H close to '23 high

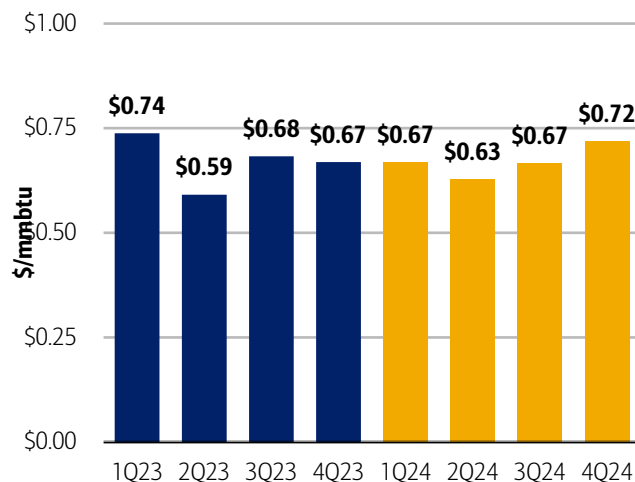


Source: Bloomberg, BofA Global Research

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**Exhibit 4: Delaware Quarterly POP**

Delaware POP declines in 2Q24, but raises again in 2H, staying below '23 high



Source: Bloomberg, BofA Global Research

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**Overview of growth capex projections**

- **Nederland export terminal expansion:** The expansion provides additional export capacity at the terminal. It is expected to provide flexibility to load various products based on customer demand and is planned to be in-service in mid-2025. ET noted they expect to be finished driving piles by the end of the month.
- **Nederland refrigerated storage:** ET is building new refrigerated storage at Nederland to increase butane storage capacity by 33% and double propane storage capacity. This refrigeration will help to keep customers' ships loaded on time.
- **Marcus Hook terminal optimization:** The optimization project includes the addition of incremental ethane refrigeration and storage capacity. ET has commenced construction of the first phase.
- **Cryogenic processing plant expansions:** ET has begun expanding processing capacity at several existing 200 Mcf/d cryogenic processing plants. This will add approximately 100-150 Mcf/d of processing capacity in West and South Texas at favorable costs compared to a new processing plant.
- **Pipeline acquisitions:** ET recently closed on the acquisition of two pipelines including 1) a pipeline from Mount Belvieu to Nederland and 2) a pipeline from Mount Belvieu to the ship channel. It expects to have firm commitments on the first pipe soon, which will flow at least 70 Mbpd and provide needed capacity for high-demand products.

Other projects mentioned for '24 include a new pumping station to increase NGL takeaway capacity from the Permian, new crude oil pipeline connections and new train capacity in the Haynesville. Looking ahead to the next few years, ET expects long-term annual growth capital run rate of \$2-\$3bn.

## Price objective basis & risk

### Energy Transfer LP (ET; B-1-7; \$14.11)

Our PO of \$18 is derived from our discounted cash flow valuation, which implies a 8.4x 2024E EV/EBITDA multiple. We forecast a ten year outlook, which we believe is the limit of market recognition, and then forecast terminal decline of 1% while using a 7.0% WACC.

Downside risks are: potential shutdown of Dakota Access pipeline for extended period as per court ruling, higher leverage, dilutive M&A transaction and lower sustained commodity prices. The tax treatment of ET depends on its status as a partnership for federal income tax purposes: should ET become subject to taxes, its performance could be materially affected. From a macro perspective, financial risks are rising interest rates and a stricter regulatory environment which would increase operating and maintenance expenses.

### The Williams Companies, Inc. (WMB; B-1-7; \$33.05)

Our PO of \$40 is derived from our discounted cash flow valuation, which implies a 10.9x 2024E EV/EBITDA multiple. We forecast a ten year outlook, which we believe is the limit of market recognition, and then forecast a terminal increase of 1.0% while using a 7.0% WACC.

Downside risks to our estimates and price objective are: (1) pace of deleveraging longer than expected and inability to execute on organic growth projects (2) global economic weakness (3) slower oil and gas demand growth (4) reduced oil & gas producer capital spending (5) changes to regulatory environment (6) increase in corporate tax policies.

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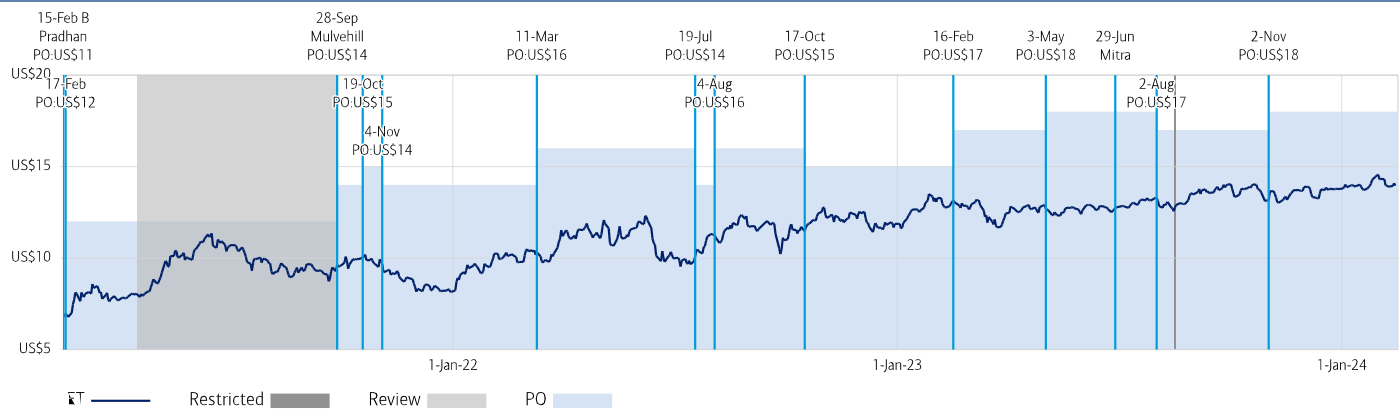
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Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
<b>BUY</b>				
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	Enterprise Products Partners, L.P.	EPD	EPD US	Neel Mitra, CFA
	Kinetik Holdings Inc.	KNTK	KNTK US	Neel Mitra, CFA
	Kodiak Gas Services, Inc.	KGS	KGS US	Neel Mitra, CFA
	ONEOK Inc	OKE	OKE US	Neel Mitra, CFA
	Targa Resources Corp.	TRGP	TRGP US	Neel Mitra, CFA
	The Williams Companies, Inc.	WMB	WMB US	Neel Mitra, CFA
<b>NEUTRAL</b>				
	Kinder Morgan Inc	KMI	KMI US	Neel Mitra, CFA
	Plains All American Pipeline, L.P.	PAA	PAA US	Neel Mitra, CFA
	Plains GP Holdings, L.P.	PAGP	PAGP US	Neel Mitra, CFA
<b>UNDERPERFORM</b>				
	Equitrans Midstream Corporation	ETRN	ETRN US	Neel Mitra, CFA
	MPLX LP	MPLX	MPLX US	Neel Mitra, CFA
	Western Midstream Partners, LP	WES	WES US	Neel Mitra, CFA
<b>RVW</b>				
	Golar LNG Limited	GLNG	GLNG US	Neel Mitra, CFA

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B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.

## Williams Companies (WMB) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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Coverage Universe	Count	Percent	Inv. Banking Relationships <sup>R1</sup>	Count	Percent
Buy	83	61.48%	Buy	64	77.11%
Hold	28	20.74%	Hold	21	75.00%
Sell	24	17.78%	Sell	18	75.00%

## Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships <sup>R1</sup>	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

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