

US Utilities & Clean Tech

Rates, rates, & yes, more rates. Utility and clean energy weakness tied to single factor

Industry Overview

Interest rates overwhelmingly driving the utilities sector

Utilities and clean energy continue to lag, highly correlated with interest rates. Utilities were -5% on October 2nd and are now -11% since September 1st. NextEra Energy's (NEE) -22% acute weakness has been an outsized contributor due to its 15-20% weighting in the utilities index but the overwhelming driver is interest rates. See our latest on NextEra: [Day two debates: What are clients focused on after YieldCo growth reset](#). Utilities were outperforming what long-term treasuries would imply starting in mid-July and our last macro deep dive at the start of September showed the sector as relatively expensive. See here: [As the leaves fall, preparing for Autumn utility outlook. Micro still has potholes 9/6/23](#). We show charts in the full report of utilities, clean energy, and residential solar versus long-term interest rates: they all look the same. The rise in interest rates is having the same macro impact on companies on different ends of the growth spectrum – perhaps a surprising outcome given the difference in fundamentals. *What chart looks different? Midstream – relevant for Cheniere Energy (ticker LNG).*

NEE readthroughs? More limited than you would guess

NextEra's material increase in cost of capital has led to multiple inbound questions about (1) who is next to 'reset'; and (2) whether this will cause a slow down for the renewables sector broadly? A higher cost of capital will pressure returns for companies, but we do not anticipate a major change to the quantum of renewables. What could shift is more utility owned projects (see Xcel Energy's IRP as an example: [Parsing the Colorado upside – is the jurisdiction turning a corner? 29 September 2023](#)). Perhaps the biggest lesson learned and investor feedback from NEE/NextEra Energy Partners (NEP) stock declines is that if that one of the historically best regarded companies in the sector can have flaws, perhaps no company's guidance is beyond reproach. Reiterate caution into 3Q.

Utilities with equity needs and asset sales under pressure

The companies adversely exposed to the macro backdrop are the same as we have written about frequently: AES Corp (AES), Avangrid (AGR), Dominion Energy (D), Eversource Energy (ES), and Portland General Electric (POR) to name a few with high financing needs. While the decline in stock prices is unfortunate, unless a company needs to crystalize the 'mark-to-market' by raising equity directly/indirectly, the weaker stock price does not impact the earnings outlook. Here we prefer companies with no equity and strong balance sheets such as Consolidated Edison (ED) and PPL Corp (PPL).

What are the warning signs to watch?

Some of the flags to look for signaling a need for more research are (1) stale guidance initiated in 2020-2021; (2) reliance on short-term interest rate hedges. These will roll off and create headwinds; (3) equity issuance and asset sales in guidance; (4) lack of rate cases? This was once a positive but can present a lag in the wrong jurisdiction; (5) HoldCo and OpCo maturities in 2022-2024. Historically a lack of rate cases has been a favorable attribute but now many investors are looking at this more of a risk rather than an opportunity given the rapidly evolving macroeconomic backdrop. We emphasize that these are not all inherently cautious but simply require more diligence.

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Timestamp: 03 October 2023 05:30AM EDT

03 October 2023

Equity
United States
Utilities & Clean Tech

Julien Dumoulin-Smith
Research Analyst
BofAS
+1 646 855 5855
julien.dumoulin-smith@bofa.com

Paul Zimbardo
Research Analyst
BofAS
+1 646 855 1470
paul.zimbardo@bofa.com

Dariusz Lozny, CFA
Research Analyst
BofAS
dariusz.lozny@bofa.com

Alex Vrabel
Research Analyst
BofAS
alexander.vrabel@bofa.com

Cameron Lochridge
Research Analyst
BofAS
cameron.lochridge@bofa.com

Morgan Reid
Research Analyst
BofAS
morgan.reid@bofa.com

IRP: Integrated resource plan
HoldCo: Holding company
OpCo: Operating company

ITC: Investment tax credit
PTC: Production tax credit

DSCR: debt service coverage ratio

We have repeatedly been asked what the read is from NEE

Yes, we think there is a broader read. See the charts below on rates. The latest legdown for the sector arguably only brings utilities back to 'in-line' with moves in treasuries. We're not particularly enthused to step into a sector that has admittedly more upfront rate sensitivity than NEE (considering its swap positions). We see 3Q and 4Q results as boding fairly cautiously and anticipate companies able to successfully navigate discussions on '24/'25 implied refinancings to reaffirm EPS guidance (as well as corresponding dilution from reduced equity valuations) will be rewarded.

What about a further slide in NEE.

As far as a 'further' slide in NEE: we perceive substantive fixation from many clients on seeing NEE still as a 'premium' company peer (the latest slide actually positions it at a slight discount). We anticipate for the time being, limited near-term downside to shares especially considering likely robust affirmation of EPS growth – and incremental efforts to bolster confidence via cost cuts, etc. Reaffirming the 'premium' nature of their NEER biz remains the longer-term question to shore up confidence: mid-'24 guidance roll forward at biennial Analyst Day remains the real litmus test of showing resilience thru cycle for NEE shares. Similar to NEE, we perceive more muted gyrations for NEP shares after rapid erosion of premium vs many YieldCo peers. Expecting some stability ahead.

To summarize the latest de-rating, investors have historically been able to comfortably side-step the non-regulated valuation questions embedded in NEE on the back of consistent EPS growth. Doubts in the consistency of this EPS growth rate – whether driven by rate - or otherwise - have reinvigorated this scrutiny.

How rates sensitive are renewables really?

Renewable generation projects are effectively a microcosm of large-scale infrastructure projects and thus the return profile and associated cost of capital ultimately mirrors that of industries in that vein. As food for thought, the effective drop-down structure between NEE and NEP is predated by many a general/limited partner arrangement as is the debate of what to do with the drop-down assets once the economics are no longer obvious. In general, renewable projects trend towards relatively low asset level returns given the fact that they can support a sizable amount of project leverage; this is unique compared with commodity linked forms of generation whose cash flows are less predictable and support less leverage as a consequence.

Our latest checks suggest that while the cost of debt has undoubtedly increased, debt structuring remains effectively stagnant with utility scale solar projects supporting a debt service coverage ratio (DSCR) at 1.2-1.25x the unlevered a "P50" forecast for cash flows at the project level. The P50 in this case links back to a Monte Carlo simulation for asset level generation which can be done with significant statistical accuracy in solar. Wind by contrast is less predictable and has required a DSCR of 1.3-1.35x in recent deals while we understand that uncontracted renewables can see debt service coverage requirements in excess of 2x.

Investors are asking us how asset level returns are affected by an increase in rates and if renewables developers will continue to develop assets as rates continue to trend higher. Our general answer is "yes" which links back to basic project economics. We design a simple project model to show how the capital structure evolves under a 4%, 6%, and 8% interest rate scenario. For simplification purposes, we assume Investment Tax Credit/Production Tax Credits (ITC / PTC) are monetized via transfer to avoid complicating cash flow economics with tax equity distributions. What we find is that even under debt capital limited to an 8% effective coupon, a relatively standard project (electing a PTC) can require as little as 20% equity. To be clear this is the correct way to think about the benefit/headwind of rates. Under the same debt service coverage terms, higher/lower rates = lower/higher debt advance. Noting that for most developers the transfer of an otherwise unusable tax credit represents a cost of capital of effectively 0, the WACC still presents favorably with the vast majority reflecting the cost of debt capital in all scenarios.

We emphasize that while rates have trended higher for all projects, capacity to elect a solar PTC in higher yielding projects can make up for significant headwinds in debt financing. On our project economics model below as an example (at a 26% capacity factor), simply selecting the PTC buffers ~200bps of rates move as a function of equity required in the project. We acknowledge pressure on asset level valuations which is appropriate in this environment but reiterate that rates are a headwind for all players, and that if project economics are underwater for the population, prices will increase for projects to clear. Watch the return of fossil generation as a key unknown variable, but we maintain that there is nothing structurally broken in renewables and that NEE's issues are more idiosyncratic than sector norm.

Exhibit 1: Project Returns Mini Model – In Renewables WACC is All about How much Equity You Need

Even under 8% interest rates, we think a PTC eligible project can require as little as 20% equity with debt still 40% of the capital stack

Asset Inputs

\$/W	1.05
Asset Size (MW)	100
Capacity Factor	26%
Degradation Rate	0.5%
Fair Market Value Step Up (ITC Only)	15%
Asset Valuation for ITC (\$mm)	121
PPA Price (\$/MWh)	35
Escalator	0%
O&M (\$/KW-yr)	20
Inflation	3%
Debt Service Coverage Ratio	1.25

Interest Rate	4%	6%	8%
ITC			
Tax Credit % of Stack	35%	35%	35%
Debt % of Stack	52%	45%	39%
Equity % Required	13%	21%	27%
PTC			
Tax Credit % of Stack (PV-9)	41%	41%	41%
Debt % of Stack	52%	45%	39%
Equity % Required	6%	14%	20%

Year	0	1	2	3	4	5	6	7	8	9	10	20
PTC (\$/MWhr)		27	28	29	30	30	31	32	33	34	35	
Generation (GWhr)		228	227	225	224	223	222	221	220	219	218	207
PTC Value (\$mm)		6,150	6,302	6,459	6,619	6,784	6,953	7,125	7,302	7,484	7,670	
PPA (\$/MWhr)		35	35	35	35	35	35	35	35	35	35	35
Revenue		7,972	7,932	7,892	7,853	7,813	7,774	7,735	7,697	7,658	7,620	7,247
O&M		2,000	2,060	2,122	2,185	2,251	2,319	2,388	2,460	2,534	2,610	3,507
EBITDA		5,972	5,872	5,770	5,667	5,562	5,456	5,347	5,237	5,125	5,010	3,740
DSCR		1.25x	1.25x	1.25x	1.25x	1.25x	1.25x	1.25x	1.25x	1.25x	1.25x	1.25x
Cash Flow available for Debt Service		4,777	4,697	4,616	4,534	4,450	4,365	4,278	4,190	4,100	4,008	2,992
Interest		2,204	2,101	1,997	1,892	1,787	1,680	1,573	1,464	1,355	1,246	115
Principal		2,573	2,597	2,619	2,642	2,663	2,685	2,705	2,725	2,744	2,763	2,877
Debt Balance		55,095	52,521	49,925	47,305	44,664	42,001	39,316	36,611	33,886	31,141	28,379
												0

Source: BofA Global Research Estimates

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What is important to remember.... Power Production Agreement (PPA) prices are up for renewable deals.

We stress that the backdrop for the renewable sector itself is not all that bad. We are not particularly cautious on returns across the landscape. While utility-scale deals are still able to see outsized returns, we see a different backdrop elsewhere where returns are biased higher (if not actually seeing an expanding spread vs treasuries) as difficult execution has led to a broad shortage of projects. Delays that have been pervasive have made readily-developed projects more valuable. While NEE and others have been unable to revise higher their near-term outlook to capture such benefits – new contracts are being signed clearly are generally not the source of interest rate worries.

Rather, the concern on NEE, AES and others in the renewable landscape are around projects that are already COD and under construction – where financing has yet to be locked-in and admittedly higher leveraged assets are simply more exposed to rate sensitivities than conventional utilities, able to recoup these costs over time.

NEER's biz of developing renewables not in doubt; Shifts in asset values are.

On balance, we stress the core NEER renewable model of developing renewables is not in doubt here. If anything the model is poised to thrive once more under IRA. The issues of late that delays have afflicted NEE as well as most other developers around challenged execution – we see difficulties in reaching the top end of renewable origination ranges for every reason that most developers are seeing the same issues.

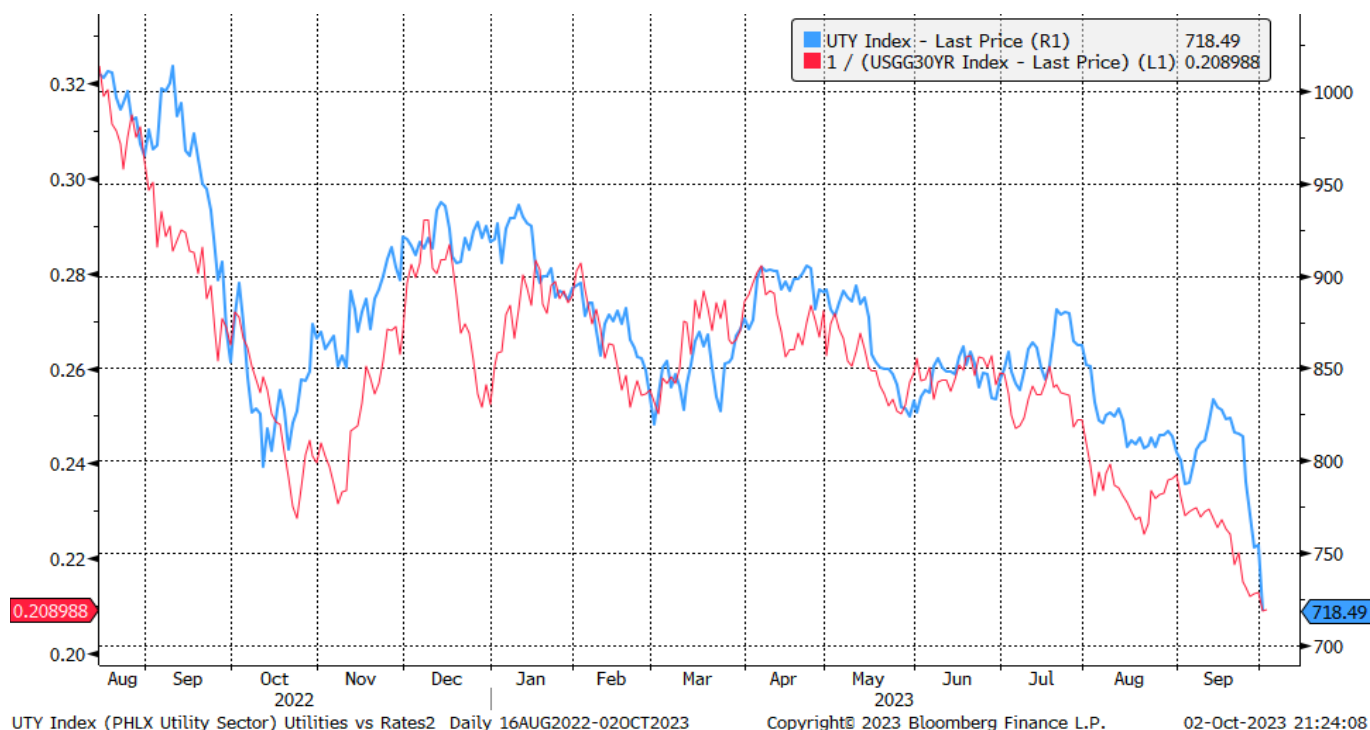
The decision to elect (at NEE's discretion) not to drop down assets into NEP was seemingly a reflection of shifts in equity valuations on existing assets arising from interest rates. While we appreciate the questions arising from concerns on the original returns under which these projects were developed, we see much of the fear of printing a loss (for NEE) on a drop is tied to meaningful shifts in rates.

Pictures tell a thousand words

The next four exhibits show (1) utilities, (2) clean energy, (3) residential solar, and (4) midstream equities versus long-term interest rates. We compare versus the 30Yr US Treasury yield except residential solar where we use the California mortgage rate (similar trend).

Exhibit 2: Utilities Equities (Blue) vs 30Yr US Treasuries Rates (Red)

Utilities were significantly outperforming what the interest rate move would dictate in the first half of September – that outperformance has closed rapidly

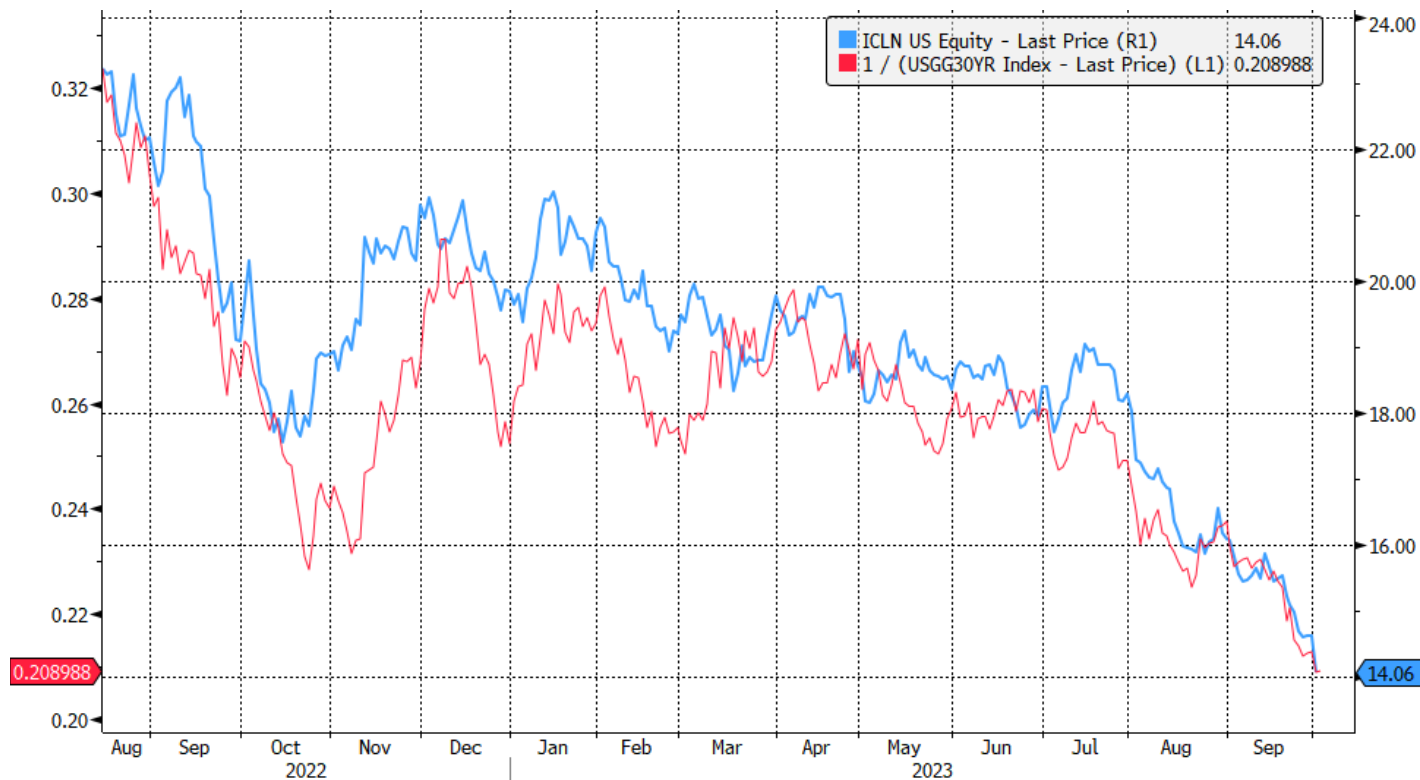


Source: Bloomberg

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Exhibit 3: Clean Energy Equities (Blue) vs 30Yr US Treasuries Rates (Red)

Clean energy equities have ironically performed in a tighter band versus interest rates since May 2023 than utilities have



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Source: Bloomberg

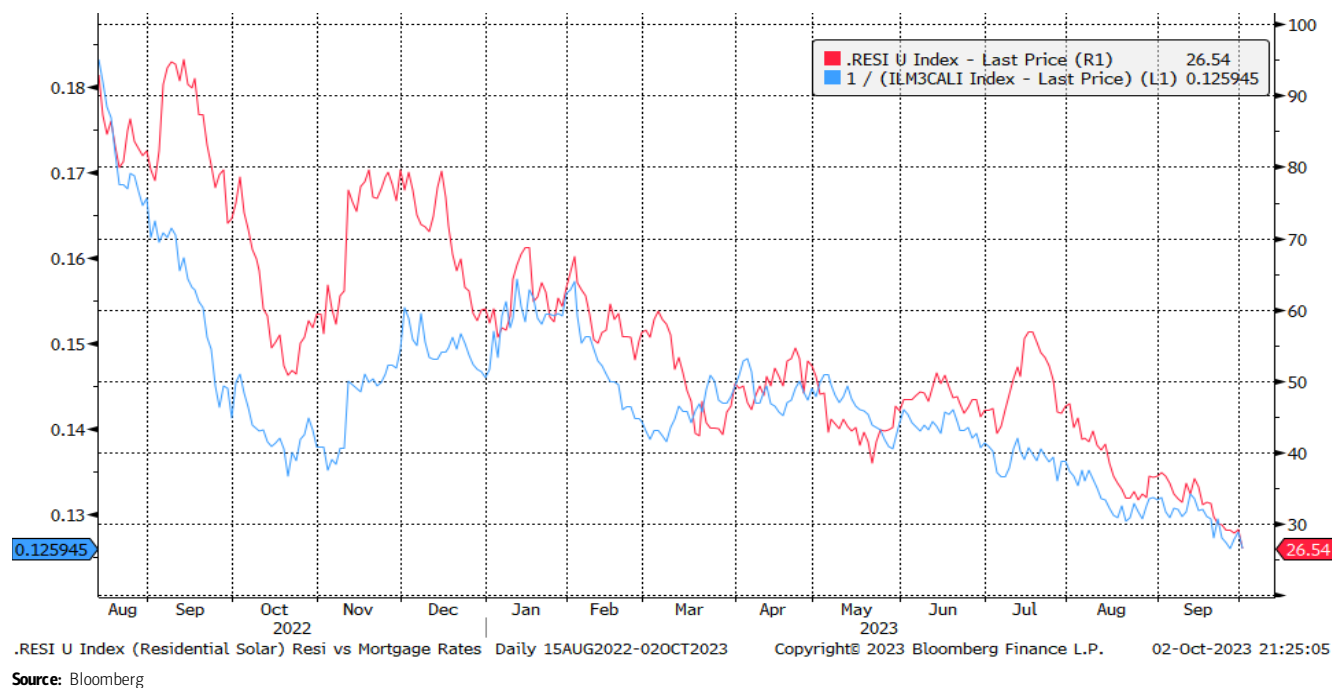
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The inherent linkage to financing costs for growth and customer affordability has lead to a more challenging outlook for residential solar and prevented positive performance. No subsector has side-stepped these pressures.

Exhibit 4: Residential Solar Equities (RUN, NOVA, & SPWR) vs 30Yr Mortgage Rates

Residential solar equities have struggled to outperform during the Fed tightening cycle

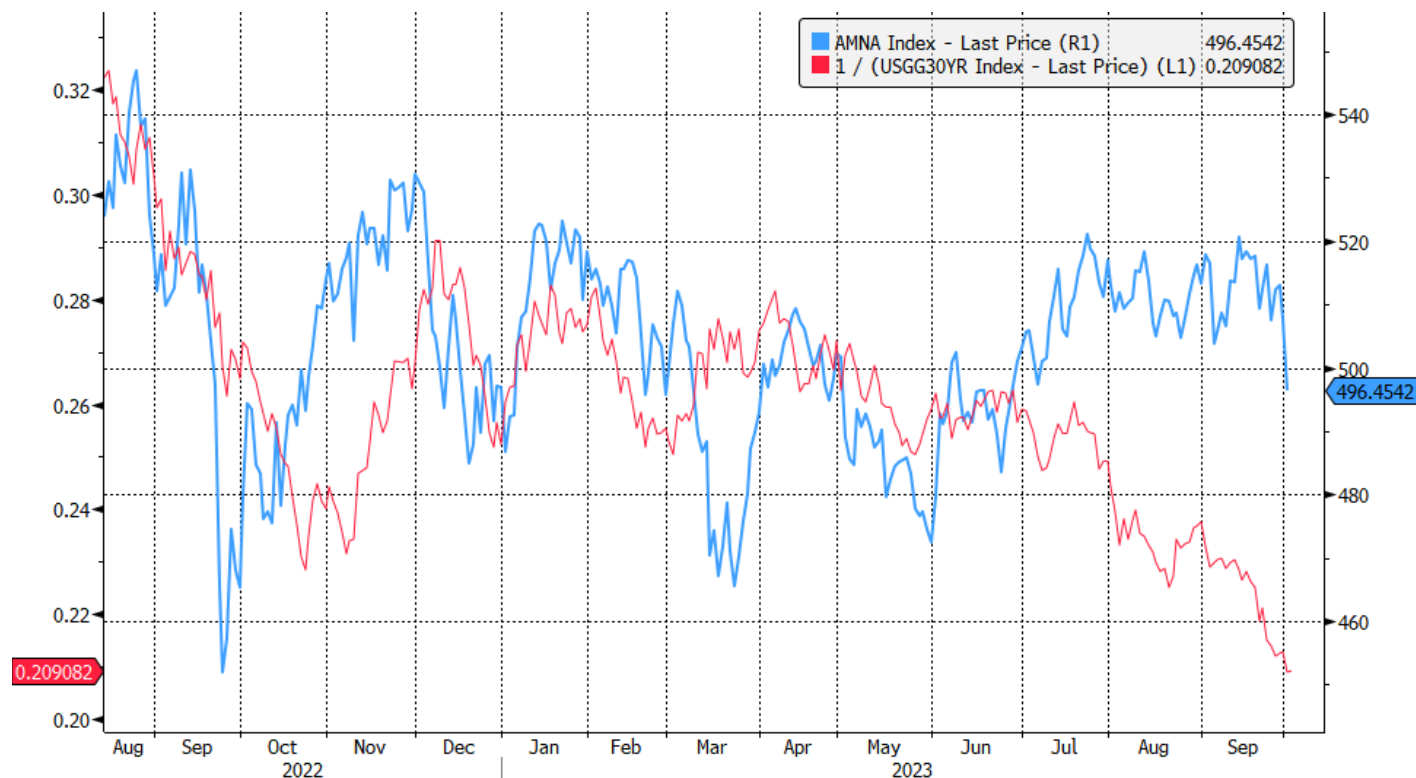


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We have been surprised about the lack of investor questions about how well infrastructure asset valuations have held up versus utilities and clean energy. Infrastructure assets generally should have stronger organic free cash flow in contrast to utilities that are free cash flow negative by design. This is a key differentiating factor but it is unclear how durable the relative strength is.

Exhibit 5: Midstream Energy (Blue) vs 30Yr US Treasuries Rates (Red)

The midstream companies have fared much better than utilities and clean energy despite higher interest rates



Source: Bloomberg

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Latest dislocation leaves utilities attractively valued

The utilities sector continued its underperformance with a return of -6.4% in September which followed -6.1% in August. The month of October is off to an ugly start at -5.3% in one day. We had previously written that despite YTD weakness, the sector remains near historical average valuation levels against credit and equity benchmarks. Our latest analysis shows that the recent bout of underperformance has driven utilities to officially look cheap relative to historical relationships. Below we refresh several key data points and charts.

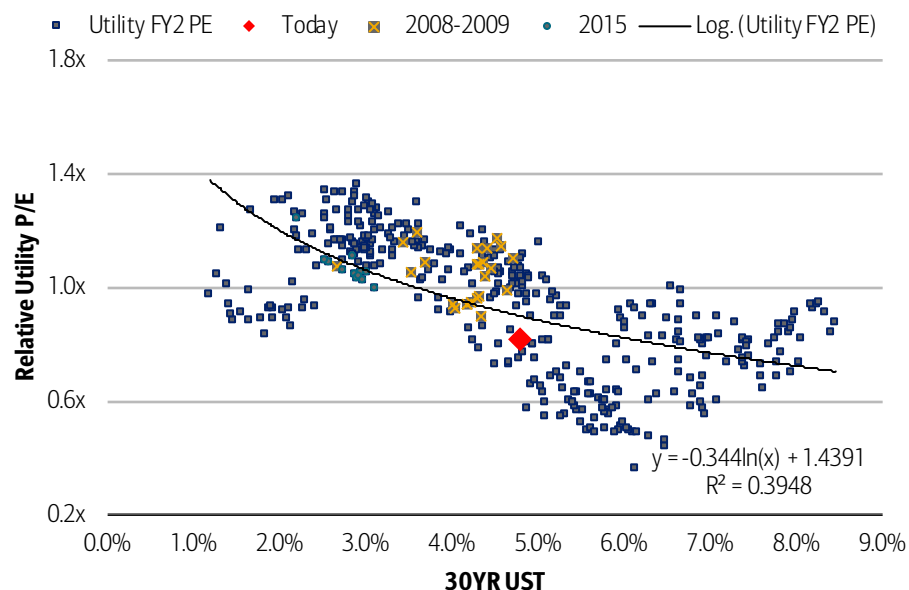
{Finally} cheap against 10Y and 30Y UST based on regression

Our August refresh indicated that the Utility sector has traded to mostly in line based on historical nonlinear regression relationships between relative PE ratios and the 30Y and 10Y. The latest refresh indicates that shares are now cheap based on the historical relationship between shares and rates.



Exhibit 6: Relative PE vs 30Y UST

Utilities now screen as cheap based on nonlinear relationship

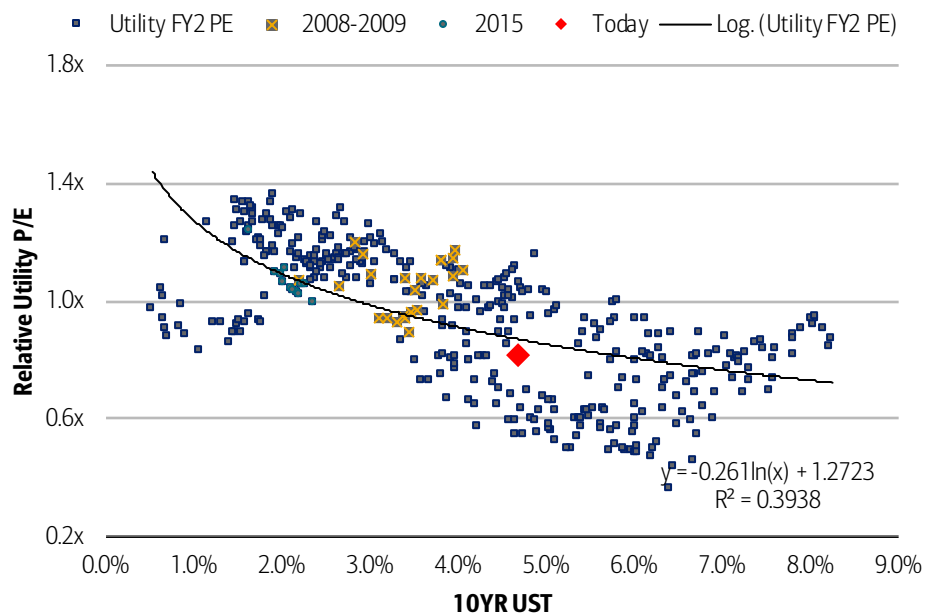


Source: BofA Global Research, Bloomberg

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Exhibit 7: Relative PE vs 10Y UST

Relatively cheap vs 10Y yield too



Source: BofA Global Research, Bloomberg

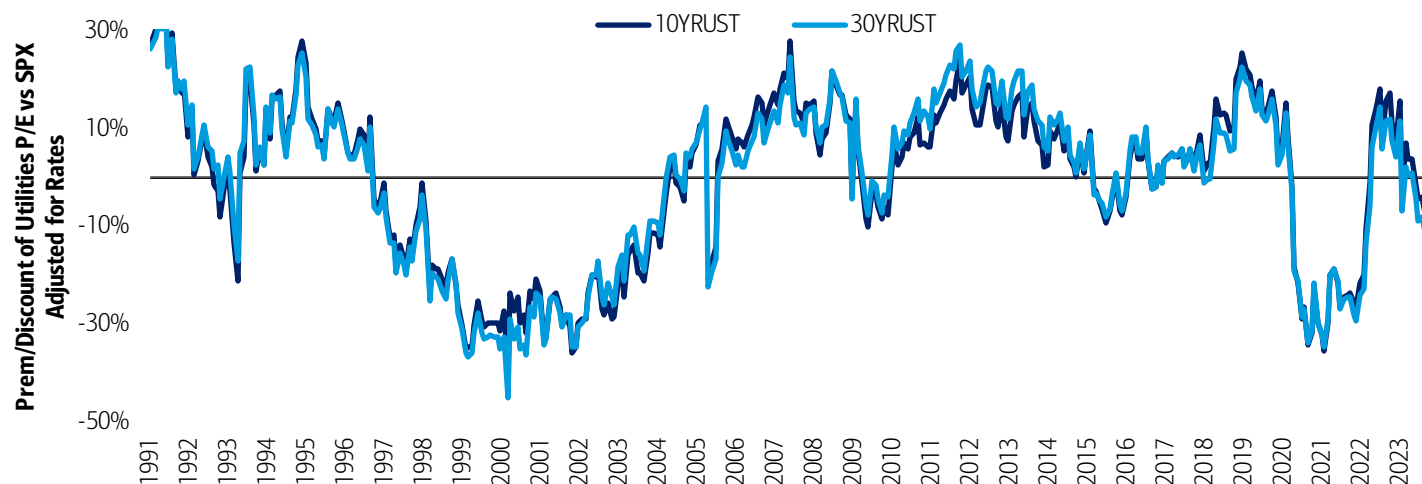
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Ex-COVID, first time sector has been this cheap in nearly a decade

We highlight the time series for the nonlinear data shown above – the sharp move lower in Utilities has driven the sector to the biggest discount vs rates (excluding COVID) in over a decade.

Exhibit 8: 10Y and 30Y relative value over time – back to 2009 and 2015 valuation lows.

Ex-COVID utility discount biggest in over a decade



Source: BofA Global Research, Bloomberg

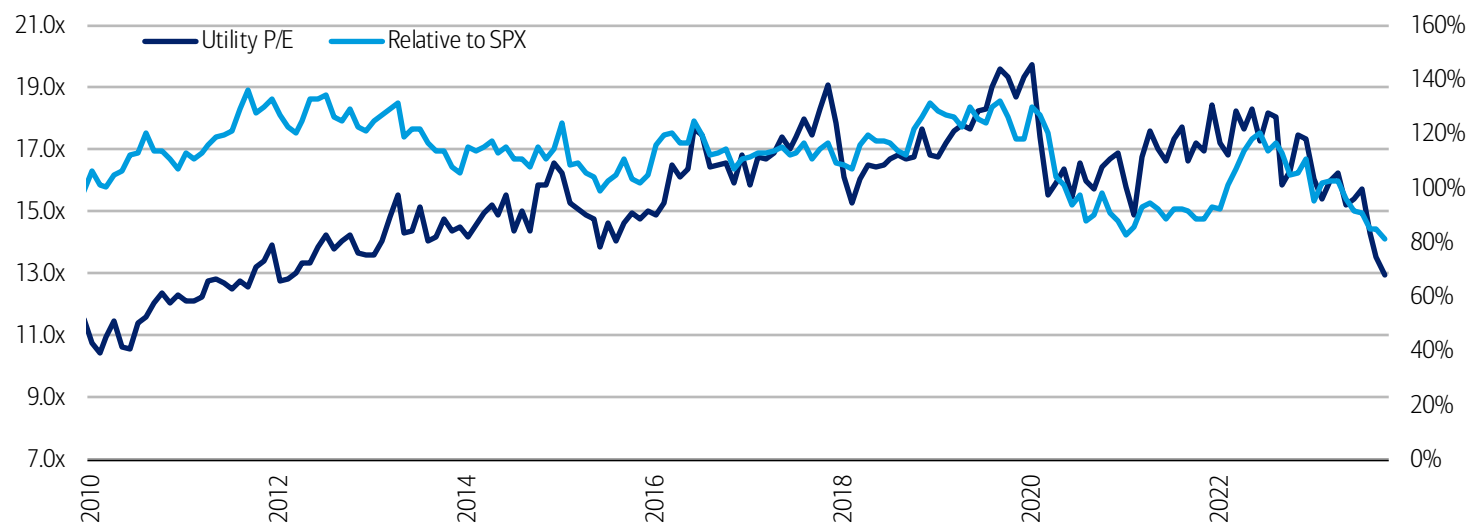
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Utilities also remain cheap vs broader equity markets

While relative valuations vs rates have shifted in Utility investors' favor in recent weeks, the sector has been fairly valued / cheap relative to the S&P 500 on a forward PE basis for much of 2023, with the trend accelerating of late. While Utilities have screened as favorably valued compared to the broader market for most of calendar 2023, the gap has widened with the sector's recent underperformance with Utilities now at a roughly 0.8x relative discount to the S&P 500.

Exhibit 9: Utilities relative PE vs S&P 500

Valuation vs rest of market now screens attractive (P/E on LHS and Relative % to SPX on RHS)



Source: BofA Global Research, Bloomberg

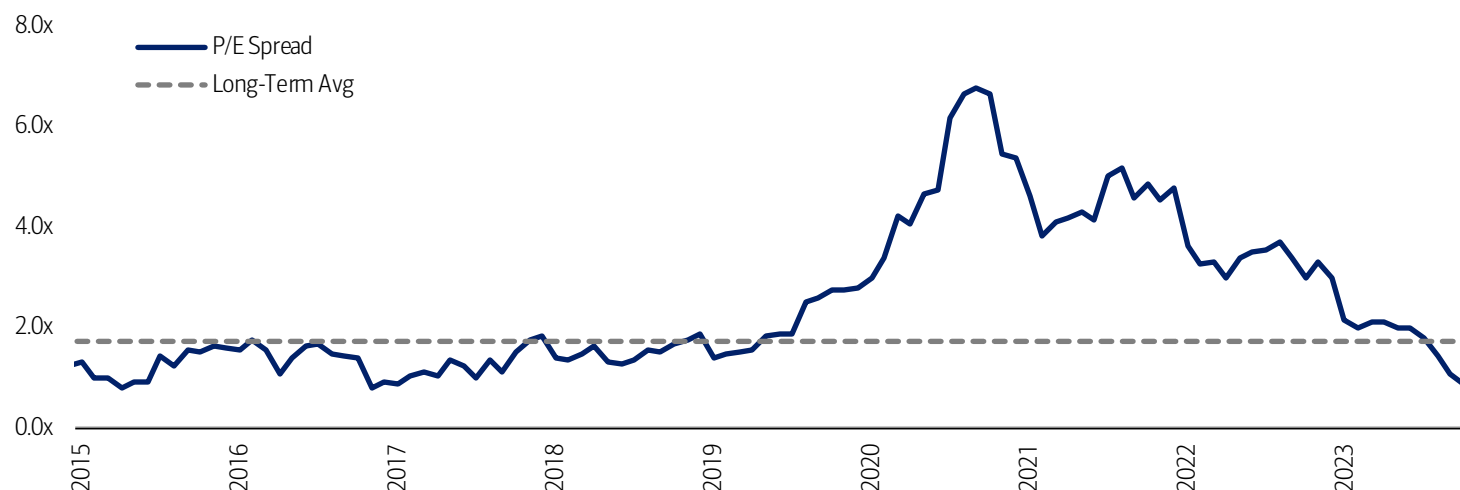
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“Premium” utility valuations have contracted significantly

The significant bifurcation between a small number of premium utility stocks that first emerged in late 2019 and accelerated in 2020 has largely reversed in 2023. We note that NEE has been a driver of much of the premium – particularly with outperformance in 2020. With that stock's reversion vs the sector, the gap between these sub-groups is now below historical average levels, supporting the general theme that the sector is selling off largely on the back of elevated macro / interest concerns.

Exhibit 10: Premium-value spread

Premium utilities no longer at a spread above historical average: better backdrop to find truly quality & defensive companies among utilities



Source: BofA Global Research, Bloomberg

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