**EQUITY RESEARCH** 

### TESORO LOGISTICS LP

# Solid growth visibility from organic projects and drop downs

#### Raising price target from \$30 to \$34 on new growth projects and first drop down.

We previously commented TSO's analyst day was a potential catalyst for TLLP, and it turned out to be so. TLLP announced \$80mm of new organic projects plus its first asset drop down (estimate \$65mm range). While 2012-2013 capex was roughly in line with our assumptions, expected returns exceed our previous estimates. We believe TLLP's announcements provide increased visibility on its strong growth prospects. We forecast TLLP to post 3-year distribution CAGR of 14.3%, among the highest in the MLP sector.

TLLP releases 2012 business plan, more Bakken growth, drop in 1Q. In conjunction with the parent's analyst day in New York, TLLP announced \$80mm of new organic projects and its first drop down. The organic projects are comprised of crude gathering and trucking expansions in the Bakken and refined product terminal expansions. The first TLLP drop down is the Martinez, CA crude oil marine terminal serving TSO's 166,000 bpd Golden Eagle refinery (TSO's largest refinery), expected to close in 1Q12. While management did not provide a purchase price (terms still being discussed), we assume a price tag of approximately \$65mm based on 8x multiple on EBITDA of \$8mm. Completing the transaction within its first year of being public enhances investor confidence in the drop down component of TLLP's growth story, in our opinion.

Raising price target on higher-than-expected EBITDA. Combining contributions from new growth projects (about \$19mm or 4x multiple) and the first drop down (\$8mm or 8x multiple estimate), TTLP guided 2013 EBITDA to \$100mm, which exceeds our previous \$88mm estimate. Our \$34 price target is based on 12-month distribution run rate of \$1.69 (previously \$1.58) and a 5% target yield (previously 5.25%).

TLLP: Quarterly and Annual EPS (USD)

	2010		2011			2012		Chan	ge y/y
FY Dec	Actual	Old	New	Cons	Old	New	Cons	2011	2012
Q1	N/A	0.00A	0.00A	-0.19A	0.40E	0.40E	0.40E	N/A	40%
Q2	N/A	0.25A	0.25A	0.25A	0.41E	0.41E	0.43E	N/A	64%
Q3	N/A	0.49A	0.49A	0.49A	0.49E	0.58E	0.48E	N/A	18%
Q4	N/A	0.40E	0.41E	0.40E	0.47E	0.55E	0.49E	N/A	34%
Year	N/A	1.14E	1.15E	0.99E	1.77E	1.93E	1.80E	N/A	68%
P/E	N/A		27.6			16.4			

Source: Barclays Capital

Consensus numbers are from Thomson Reuters

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Stock Rating	1-OVERWEIGHT		
	Unchanged		

Sector View 2-NEUTRAL Unchanged

Price Target USD 34.00

raised 13% from USD 30.00

Price (09-Dec-2011)	USD 31.74
Potential Upside/Downside	+7%
Tickers	TLLP
Market Cap (USD mn)	922
Shares Outstanding (mn)	30.20
Free Float (%)	83.02
52 Wk Avg Daily Volume (mn)	0.2
Dividend Yield (%)	0.0
Return on Equity TTM (%)	34.24
Current BVPS (USD)	3.42
Source: FactSet Fundamentals	

Price Performance Exchange-NYSE 52 Week range USD 31.89-21.07



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#### U.S. MLPs

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#### COMPANY SNAPSHOT

#### **Tesoro Logistics LP** U.S. MLPs

Income statement (\$mn)	2010A	2011E	2012E	2013E	CAGR
EBITDA	na	54	78	100	NA
EBIT	na	31	67	87	NA
Pre-tax income	na	36	61	76	NA
Net income	na	36	61	76	NA
Reported EPS	na	\$1.15	\$1.93	\$2.18	NA
Diluted shares (m)	na	31	31	33	NA
Cash Distribution per Unit	na	\$1.38	\$1.57	\$1.84	NA

EBIT	na	31	67	87	NA	9
Pre-tax income	na	36	61	76	NA	F
Net income	na	36	61	76	NA	F
Reported EPS	na	\$1.15	\$1.93	\$2.18	NA	-
Diluted shares (m)	na	31	31	33	NA	
Cash Distribution per Unit	na	\$1.38	\$1.57	\$1.84	NA	_ [
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Balance Sheet and Cash flow (\$m)						
Cash	na	13	6	6	NA	
Net PP&E	na	142	206	283	NA	
Debt	na	52	159	224	NA	
Operating cash flow	na	35	71	89	NA	
Distributable cash flow	na	49	64	79	NA	

Valuation and leverage metrics		Average			
Distribution coverage ratio %	na	133.5	131.0	124.0	130
EV/EBITDA (x)	na	18.6	13.0	10.0	13.9
EV/EBITDA less MC, GP (x)	na	20.1	14.6	11.6	15.4
Price/DCF(x)	na	19.5	15.1	13.6	16.1
EBITDA/interest expense (x)	na	32.8	12.5	9.0	18.1
Debt/EBITDA (x)	na	1.0	2.0	2.2	1.8

Operating metrics (volumes in 00	,	Average			
Crude oil pipeline volumes	na	57.5	59.5	60.7	59.2
Trucking volume	na	23.2	23.8	24.5	23.9
Terminal volumes	na	133.3	139.8	141.1	138.1
Short-haul pipeline volumes	na	66.0	69.5	72.0	69.2
Storage capacity (000 bbls)	na	878.0	878.0	886.0	880.7

Stock Rating	1-OVERWEIGHT
Sector View	2-NEUTRAL
Price (09-Dec-2011)	\$31.74
Price Target	\$34
Ticker	TLLP

#### Investment case

TLLP is a high-growth, relatively low-risk crude oil/refined products pipeline MLP with an attractive mid-teens total return value proposition. Growth supported by organic projects, including the emerging Bakken Shale, and asset drop downs. Stability supported by long-term volume commitments from parent.

#### Upside case

Could see upside from asset dropdown or third party acquisition over next 12 months, which could drive higher growth rate, increasing forward distribution estimate to \$1.70 and lowering target yield to 4.6%

#### Downside case

\$25

\$37

Weakening macro conditions or failure to generate expected returns on current growth projects could increase equity risk premium, increasing target yield to 6% and lowering forward distribution estimate to \$1.48.

#### Upside/downside scenarios



Source: FactSet

#### Cash Distribution per Unit



Note: FY end Dec.

Source: Company data, Barclays Capital

9 December 2011 2

#### High return expansion projects support growth

On 12/5, TLLP announced \$80mm of new organic projects and its first drop down. Combining \$11.5mm of EBITDA from previously announced organic projects, \$18.5mm of EBITDA from the new organic projects and \$8mm from the drop down, 2013 EBITDA guidance is \$100mm, which is higher than our previous \$88mm estimate and up significantly from TLLP's current \$62mm run rate. The \$80mm of new organic projects are expected to be done at attractive multiples of 4X EBITDA and backed by long-term contracts with TSO.

#### New organic projects in Bakken and West Coast terminals

The \$80mm of new organic projects are comprised of crude gathering and truck volume expansions in the Bakken and refined product terminal expansions. In the Bakken, TLLP is adding approximately \$53mm of new projects to increase crude gathering capacity on its High Plains system and trucking capacity to accommodate TSO's growing demand for Bakken crude. Combining TSO's 10,000 bpd Mandan refinery expansion, 30,000 bpd Anacortes rail project and gathering expansions in the Bakken, TLLP's High Plains system is expected to add 50,000 bpd of new volumes by 2013, raising its total volumes to more than 100,000 bpd.

On the trucking side, TLLP is expanding its fleet and expects volumes to increase 10,000 bpd to 35,000 bpd by 2013. In addition, TLLP lengthened its trucking contract with TSO from 2 years to 5 years and increased minimum volume commitments from 22,000 bpd to 27,000 bpd in 2012 and 32,000 bpd in 2013.

The remaining new projects comprise approximately \$27mm for terminal expansions at Los Angeles, Stockton and Mandan. Including previously announced storage projects, TLLP will invest approximately \$40mm on terminal projects through 2013, which is expected to increase volumes by 40,000 bpd to approximately 185,000 bpd.

#### First drop down expected 1Q12, to be debt financed

Management announced the first drop down will be the Martinez, CA crude oil marine terminal serving TSO's 166,000 bpd Golden Eagle refinery (TSO's largest refinery). Expected close is 1Q12. While management did not provide a purchase price (terms still being discussed), we assume a price tag of approximately \$65mm based on 8x multiple on EBITDA of \$8mm.

The Martinez crude oil marine terminal is comprised of 145,000 bpd of wharf capacity, 425,000 bpd of storage capacity and interconnecting pipes. Similar to other TLLP assets, the Martinez terminal cash flows will be supported by a 10-year contract with TSO with minimum volume commitment for 90% of projected volumes of 70,000 bpd.

Given TLLP's high liquidity and low leverage, we expect the drop down and growth projects to be financed with debt.

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#### Primary Stocks (Ticker, Date, Price)

Tesoro Logistics LP (TLLP, 09-Dec-2011, USD 31.74), 1-Overweight/2-Neutral

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Calumet Specialty Products Partners, L.P. (CLMT)	Chesapeake Midstream Partners LP (CHKM)	Constellation Energy Partners LLC (CEP)
Copano Energy LLC (CPNO)	Crosstex Energy LP (XTEX)	DCP Midstream Partners LP (DPM)
Eagle Rock Energy Partners LP (EROC)	El Paso Pipeline Partners, L.P. (EPB)	Enbridge Energy Partners (EEP)
Energy Transfer Equity LP (ETE)	Energy Transfer Partners LP (ETP)	Enterprise Products Prtns LP (EPD)
Exterran Partners LP (EXLP)	Ferrellgas Partners (FGP)	Global Partners LP (GLP)
Holly Energy Partners LP (HEP)	Inergy L.P. (NRGY)	Kinder Morgan Energy Prtnrs LP (KMP)
Linn Energy LLC (LINE)	Magellan Midstream Partners, LP (MMP)	Markwest Energy Partners, LP (MWE)
Niska Gas Storage Partners LLC (NKA)	NuStar Energy LP (NS)	Oiltanking Partners LP (OILT)
ONEOK Partners LP (OKS)	PAA Natural Gas Storage LP (PNG)	Plains All American Pipeline (PAA)
Regency Energy Partners LP (RGP)	Spectra Energy Partners, LP (SEP)	Suburban Propane Partners (SPH)

#### IMPORTANT DISCLOSURES CONTINUED

Sunoco Logistics Partners L.P. (SXL) Targa Resources Partners LP (NGLS) TC Pipelines, LP (TCLP)

Teekay Offshore Partners LP (TOO) Tesoro Logistics LP (TLLP) Vanguard Natural Resources (VNR)

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## Tesoro Logistics LP (TLLP) USD 31.74 (09-Dec-2011)

Stock Rating **1-OVERWEIGHT** 

Sector View **2-NEUTRAL** 

RWEIGHT

32						
30		•				
28		<b>A</b>				
26		<u> </u>	MW.	ъ	- A	YFY
24	MM	J W9/V	71		W	
22				V		
20						

Currency=USD								
Date	Closing Price	Rating	Price Target					
09-Nov-2011	26.16		30.00					
08-Jun-2011	24.30	1-Overweight	28.00					

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Valuation Methodology: Our \$34 price target is based on a 12-month distribution run rate of \$1.69 and a 5% target yield.

Risks which May Impede the Achievement of the Price Target: Customer concentration, rising interest rates, acquisition integration risk, pipeline tariff rates subject to regulatory review, lower refined product demand, lower crude oil production in the Bakken Shale, more stringent energy regulations, construction cost overruns, change in MLP tax status.

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