Trust the Numbers, Not Just Management

"How Simple Financial Statement Analysis Could Save You Big"

Valuentum Securities
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CFA Society of Houston

March 2017

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About Valuentum Securities

Valuentum (val·u·n·tum) [val-yoo-en-tuh-m] Securities Inc. is an independent investment research provider, offering premium equity reports and dividend reports, as well as commentary across all sectors/companies, a Best Ideas Newsletter (spanning market caps, asset classes), a Dividend Growth Newsletter, modeling tools/products, and more. Independence and integrity remain our core, and we strive to be a champion of the investor. Valuentum is based in the Chicagoland area.

Valuentum serves money-management institutions, financial advisors, and individual investors.

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About the Speaker

Brian Nelson is the President of Equity Research and ETF Analysis at Valuentum Securities. Before founding Valuentum in early 2011, Mr. Nelson worked as a director at Morningstar, where he was responsible for training and methodology development within the firm's equity and credit research department. Prior to that position, he served as a senior industrials securities analyst, covering aerospace, airlines, construction and environmental services companies. Before joining Morningstar in February 2006, Mr. Nelson worked for a small capitalization fund covering a variety of sectors for an aggressive growth investment management firm in Chicago. He holds a Bachelor's degree in finance and a minor in mathematics, magna cum laude, from Benedictine University. Mr. Nelson has an MBA from the University of Chicago Booth School of Business and also holds the Chartered Financial Analyst (CFA) designation.

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Agenda

Disclosures: Kinder Morgan (KMI) is included in the Best Ideas Newsletter portfolio and the Alerian MLP ETF (AMLP) is included in the Dividend Growth Newsletter portfolio.

1) The Importance of FSA -- The "Kinder Morgan" Valuation Call
   a) "Discrepancies" in Presentation vs. Reported Financial Statements
   b) Considering the Magnitude of Key Sensitivities
   c) Assessing Credit Quality in *Reported* (Not Adjusted) Fashion
   d) Determining Valuation in the "Correct" Context (FCFF)
   e) Kinder Morgan is Now Included in the Best Ideas Newsletter portfolio

2) Understanding the Great Pipeline "Cash Flow" Shortfall
   a) Overleveraged and Insufficient Free Cash Flow (CFO – capex)
   b) Financially-Engineered Distributions via Capital Market Support
   c) We're Now Neutral on the Midstream Energy Space
   d) Valuentum's Call on KMI and the MLPs Has Largely "Played Out"
   e) The Alerian MLP ETF is Now Included in the Dividend Growth Newsletter Portfolio

3) Thoughts on Uncovering the Next "Big Fall"
   a) The Valuentum Buying Index Rating System (list of 1s)
   b) Reminder: The Risks of Dividend Growth Investing
   c) Consumer Staples – the Most Overpriced Sector?

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Nelson: 5 Shocking Stock Market "Predictions" for 2017 – "The Year of Evangeline Adams"

1) The Stock Market Bubble Continues to Inflate

2) The 10-Year Treasury Yield Rises to 4%

3) Crude Oil Settles Near $75 Per Barrel

4) Consumer Staples Stocks Underperform

5) Donald Trump, the Wizard Behind the Curtain

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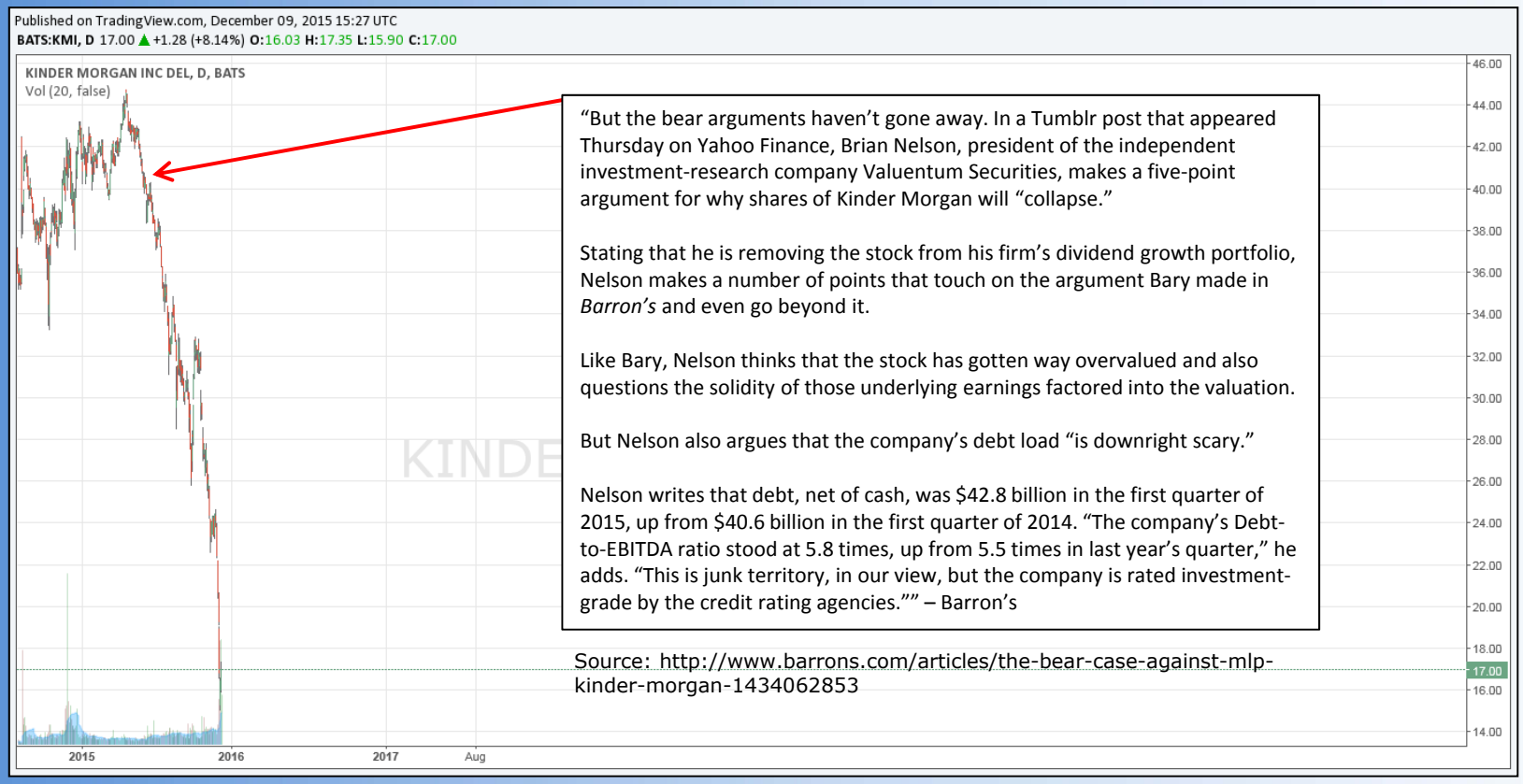
"The Bear Case Against Kinder Morgan" – Barron's, June 11, 2015

"5 Reasons Why We Think Kinder Morgan's Shares Will Collapse,"
by Valuentum



"But the bear arguments haven't gone away. In a Tumblr post that appeared Thursday on Yahoo Finance, Brian Nelson, president of the independent investment-research company Valuentum Securities, makes a five-point argument for why shares of Kinder Morgan will "collapse."

Stating that he is removing the stock from his firm's dividend growth portfolio, Nelson makes a number of points that touch on the argument Bary made in *Barron's* and even go beyond it.

Like Bary, Nelson thinks that the stock has gotten way overvalued and also questions the solidity of those underlying earnings factored into the valuation.

But Nelson also argues that the company's debt load "is downright scary."

Nelson writes that debt, net of cash, was $42.8 billion in the first quarter of 2015, up from $40.6 billion in the first quarter of 2014. "The company's Debt-to-EBITDA ratio stood at 5.8 times, up from 5.5 times in last year's quarter," he adds. "This is junk territory, in our view, but the company is rated investment-grade by the credit rating agencies."" – Barron's

Source: http://www.barrons.com/articles/the-bear-case-against-mlp-kinder-morgan-1434062853

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The “10 Reasons” of the KMI Call – released June 2015

1) The valuation paradigm has changed.
2) Kinder Morgan's dividend growth endeavors will disappoint.
3) The company's net debt load is $40+ billion.
4) The company is trading at 40+ forward earnings.
5) The natural reaction from shareholders will be skepticism and disbelief.
6) Kinder Morgan's dividend is in part organic, in part financially-engineered.
7) The traditional "blind" use of the dividend discount model does not apply to Kinder Morgan.
8) The company's implied leverage is 19 times after considering all cash, debt-like commitments, at least in the eyes of shareholders.
9) Bondholders will start to care. Equity holders will start to care. They will - and then it all unravels.
10) Highly-publicized insider purchases are not a sign of support, in the case of Kinder Morgan, but an admission of vulnerability.

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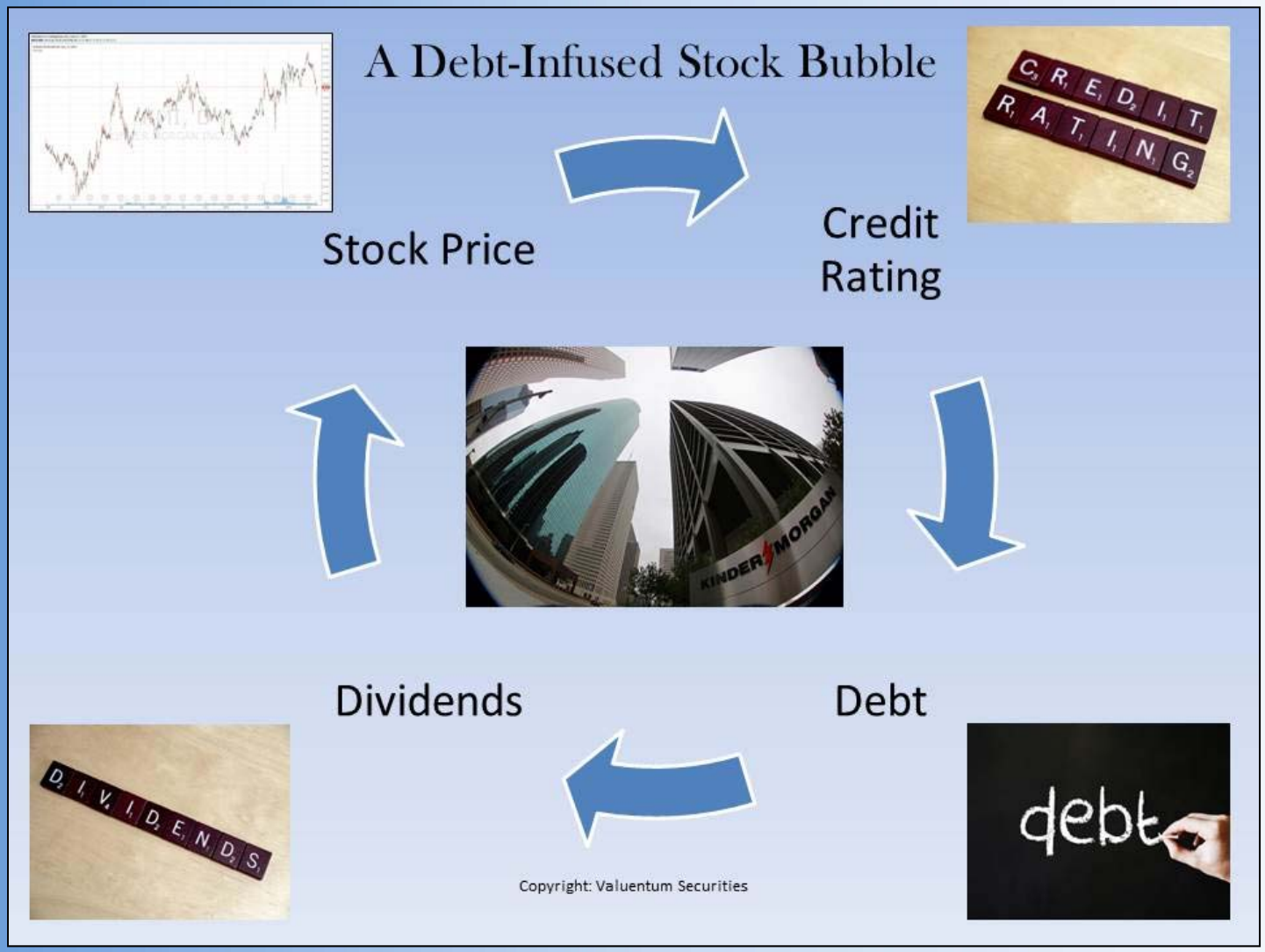

Image Sources: Roy Luck, Simon Cunningham, Images Money, Trading View. No alteration has been performed on the pictures.

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From: *"5 More Reasons Why We Think Kinder Morgan's Shares Will Collapse"*

"A fresh, unbiased voice is saying: 'Your stock is trading at ~100 times the trailing 3-year average of free cash flow, ~40+ times forward earnings, the company has implied leverage of 19 times after considering all of your cash, debt-like commitments, and it has negligible cash on the books. Yet 'everybody' loves both your equity and your debt?' Clearly, something is wrong."

– June 2015, Brian Nelson, CFA

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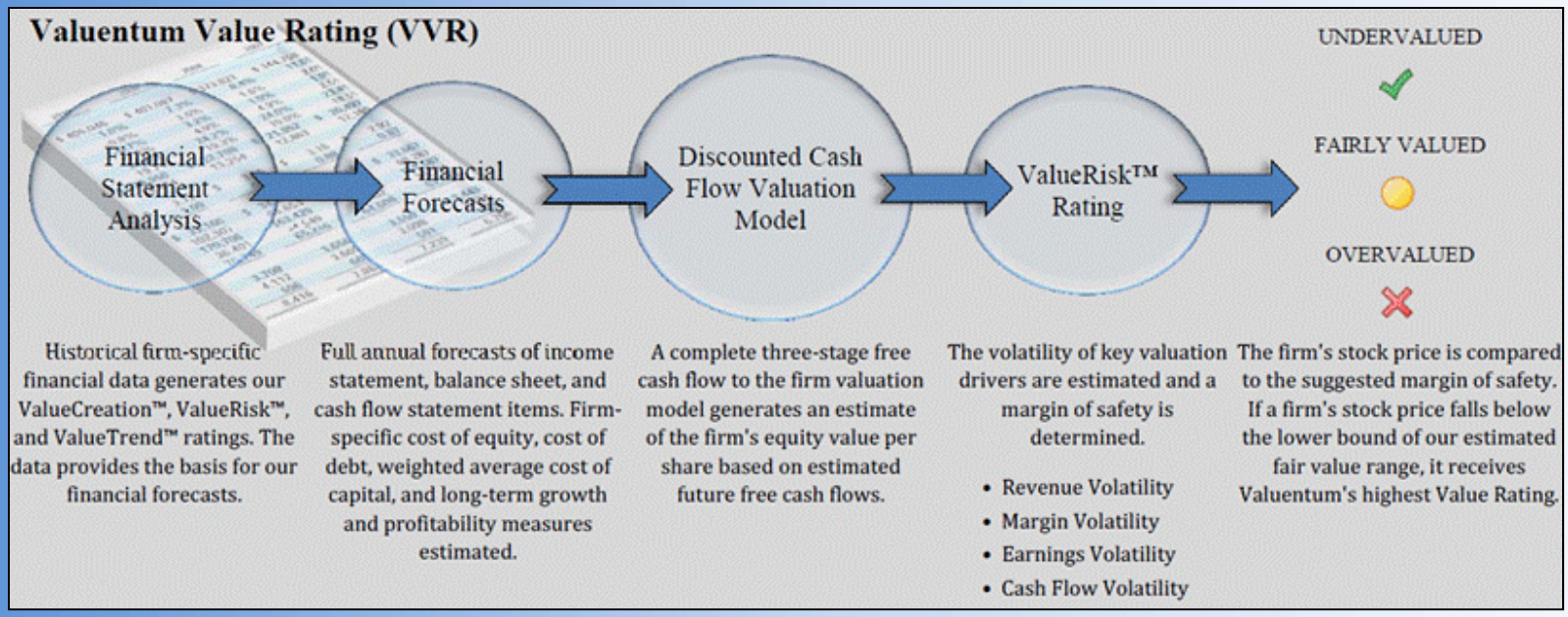
Understanding the Financial Statements



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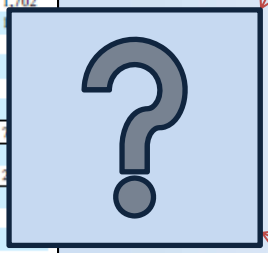
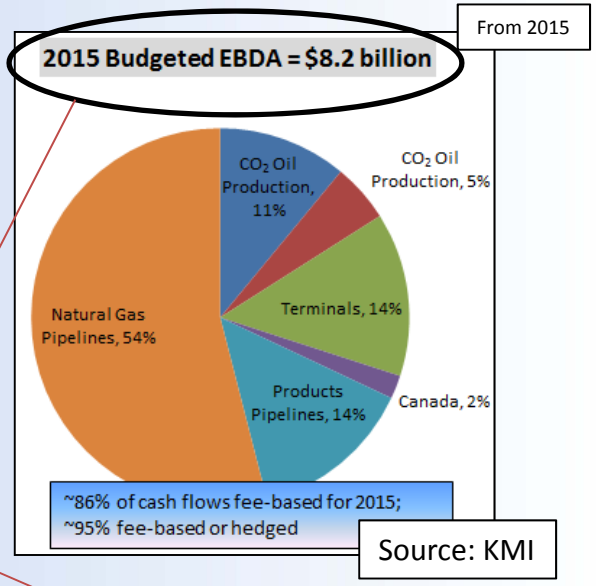
KINDER MORGAN, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF INCOME
(In Millions, Except Per Share Amounts)

	Year Ended December 31,		
	2014	2013	2012
Revenues			
Natural gas sales	$ 4,115	$ 3,605	$ 2,511
Services	7,650	6,677	5,013
Product sales and other	4,461	3,788	2,449
Total Revenues	16,226	14,070	9,973
Operating Costs, Expenses and Other			
Costs of sales	6,278	5,253	3,057
Operations and maintenance	2,157	2,112	1,702
Depreciation, depletion and amortization	2,040	1,806	[illegible]
General and administrative	610	613	[illegible]
Taxes, other than income taxes	418	395	[illegible]
Loss on impairments of long-lived assets	272	—	[illegible]
Other expense (income), net	3	(99)	[illegible]
Total Operating Costs, Expenses and Other	11,778	10,080	[illegible]
Operating Income	4,448	3,990	[illegible]
Other Income (Expense)			
Earnings from equity investments	406	327	[illegible]
Amortization of excess cost of equity investments	(45)	(39)	(23)
Interest, net	[illegible]	[illegible]	[illegible]
Gain on remeasurement of previously held equity investments to fair value (Note 3)	[illegible]	[illegible]	[illegible]
Gain on sale of investments in Express pipeline system (Note 3)	[illegible]	[illegible]	[illegible]
Other, net	[illegible]	[illegible]	[illegible]
Total Other Income (Expense)	[illegible]	[illegible]	[illegible]
Income from Continuing Operations Before Income Taxes	[illegible]	[illegible]	[illegible]
Income Tax Expense	[illegible]	[illegible]	[illegible]
Income from Continuing Operations	[illegible]	[illegible]	[illegible]
Discontinued Operations (Note 3)			
Income from operations of the FTC Natural Gas Pipelines disposal group and other, net of tax	[illegible]	[illegible]	[illegible]
Loss on sale and the remeasurement of the FTC Natural Gas Pipelines disposal group to fair value, net of tax	[illegible]	[illegible]	[illegible]
Loss from Discontinued Operations, Net of Tax	[illegible]	[illegible]	[illegible]
Net Income	[illegible]	[illegible]	[illegible]
Net Income Attributable to Noncontrolling Interests	[illegible]	[illegible]	[illegible]
Net Income Attributable to Kinder Morgan, Inc.	[illegible]	[illegible]	[illegible]





	Three Months Ended September 30,		Nine Months Ended September 30,	
	2015	2014	2015	2014
Revenues				
Natural gas sales	$ 744	$ 1,043	$ 2,206	$ 3,154
Services	2,015	2,050	5,948	5,655
Product sales and other	948	1,198	2,613	3,466
Total Revenues	3,707	4,291	10,767	12,275
Operating Costs, Expenses and Other				
Costs of sales	1,106	1,642	3,281	4,895
Operations and maintenance	612	557	1,707	1,580
Depreciation, depletion and amortization	617	520	1,725	1,518
General and administrative	160	135	540	461
Taxes, other than income taxes	108	105	339	326
Loss on impairments and disposals of long-lived assets, net	385	—	489	3
Other income, net	(2)	—	(5)	—
Total Operating Costs, Expenses and Other	2,986	2,959	8,076	8,783
Operating Income	721	1,332	2,691	3,492

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KINDER MORGAN, INC. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS
(In Millions, Except Share and Per Share Amounts)

	December 31, 2014	December 31, 2013
ASSETS		
Current assets		
Cash and cash equivalents	$ 315	$ 598
Accounts receivable, net	1,641	1,721
Fair value of derivative contracts	535	116
Inventories	459	430
Deferred income taxes	56	567
Other current assets	746	436
Total current assets	3,752	3,868
Property, plant and equipment, net	38,564	35,847
Investments	6,036	
Goodwill	24,654	
Other intangibles, net	2,302	
Deferred income taxes	5,651	
Deferred charges and other assets	2,239	
Total Assets	$ 83,198	$
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities		
Current portion of debt	$ 2,717	$ 2,306
Accounts payable	1,588	1,676
Accrued interest	637	565
Accrued contingencies	383	584
Other current liabilities	1,037	944
Total current liabilities	6,362	6,075
Long-term liabilities and deferred credits		
Long-term debt		
Outstanding	38,212	31,810
Preferred interest in general partner of KMP	100	100
Debt fair value adjustments	1,934	1,977
Total long-term debt	40,246	33,887
Deferred income taxes	—	4,651
Other long-term liabilities and deferred credits	2,164	2,287
Total long-term liabilities and deferred credits	42,410	40,825
Total Liabilities	$ 48,772	$ 46,900

2015 Annualized Reported EBITDA = $5.9b

2014 Total Short and Long-term Debt = $43b
Q3'15 Total Short and Long-term Debt = $44.6b

2014 Total Debt/EBITDA = 7.3x
Q3'15 Total Debt/EBITDA = 7.6x

From 2015

KMI Net Debt to EBITDA
as reported in investor presentation

2011	4.5x
2012	5.4x
2013	5.0x
2014	5.5x
2015	5.6x

Source: KMI

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KINDER MORGAN, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS
(In Millions)

	Year Ended December 31,		
	2014	2013	2012
Cash Flows From Operating Activities			
Net income	$ 2,443	$ 2,692	$ 427
Adjustments to reconcile net income to net cash provided by operating activities			
Depreciation, depletion and amortization	2,040	1,806	1,426
Deferred income taxes	615	640	47
Amortization of excess cost of equity investments	45	39	23
Loss on impairments of long-lived assets	272	—	—
(Gain) loss from the remeasurement of net assets to fair value and the sale of discontinued operations (net of cash selling expenses), net of tax (Note 3)	—	(556)	859
Gain from sale of investments in Express pipeline system (Note 3)	—	(224)	—
Loss on early extinguishment of debt	—	—	82
Noncash compensation expense on settlement of EP stock awards	—	—	87
Earnings from equity investments	(496)	(327)	(223)
Distributions from equity investment earnings	381	398	381
Proceeds from termination of interest rate swap agreements	—	96	53
Pension contributions and noncash pension benefit credits	(88)	(120)	(31)
Changes in components of working capital, net of the effects of a			
Accounts receivable	(84)	(131)	(231)
Income tax receivable	(195)	—	—
Inventories	(30)	(53)	(92)
Other current assets	(31)	(24)	32
Accounts payable	(1)	(36)	70
Accrued interest	75	42	(26)
Accrued contingencies and other current liabilities	108	(100)	(68)
Rate reparations, refunds and other litigation reserve adjustments	(280)	174	(39)
Other, net	(397)	(196)	31
Net Cash Provided by Operating Activities	4,467	4,122	2,808
Cash Flows From Investing Activities			
Acquisition of EP, net of $6,581 cash acquired (Note 3)	—	—	(4,970)
Acquisitions of other assets and investments, net of cash acquired	(1,388)	(292)	(83)
Proceeds from sales of assets and investments	—	490	—
Proceeds from disposal of discontinued operations (Note 3)	—	—	1,791
Capital expenditures	(3,617)	(3,369)	(2,022)
Sale or casualty of property, plant and equipment, investments and other net assets, net of rem			
Contributions to investments			
Distributions from equity investments in excess of cumulative earnings			
Other, net			
Net Cash Used in Investing Activities			

Free Cash Flow
2012: $786m
2013: $753m
2014: $850m

Cash Dividends Paid
2012: $2.4b
2013: $3.3b
2014: $3.8b

Free Cash Flow Less Dividends Paid < $0

Source: KMI

2015 Budget	Current Outlook
KMI 2015 budgeted dividend of $2.00 per share	KMI 2015 dividend of $2.00 per share
--- 15% growth of 2014	--- Excess dividend coverage of ~$300 million
--- Excess dividend coverage of ~$654 million	Preliminary 2016 dividend per share growth projection of 6%-10% over 2015

From 2015

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Your Rich Uncle and Your Poor Cousin

The Dividend Cushion Ratio Helps Income Investors

$$\frac{\sum_{t=1}^{5}[A(t) - B(t)] + C(0) - D(0)}{\sum_{t=1}^{5} E(t)}$$

A = cash flow from operations (from the operating section of the cash flow statement),
B = capital expenditures or additions to property plant and equipment (from the investing section of the cash flow statement),
C = cash and cash equivalents (from the balance sheet),
D = long-term debt (from the balance sheet), and
E = cash dividends paid (from the financing section of the cash flow statement).

"All else equal, a firm with billions of net cash on the balance sheet is better positioned to keep paying a dividend than a firm with billions of net debt on the balance sheet. More cash on the books relative to debt reveals significantly more financial flexibility. The dividend payout ratio ignores this important concept, while the Dividend Cushion ratio embraces it." – Valuentum's Brian Nelson, CFA

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Considering Key Sensitivities

1) Meaningful Commodity Price Exposure…
   → Changes in operating income are more severe
2) Hedges Are Rolling Off…
   → Exposure getting worse
3) Material Interest Rate Risk!
   → Contractionary monetary policy?!?!

$1/Bbl change in oil price = $10 million DCF impact; 10 cent/MMBTU change in natural gas price = $3 million DCF impact.

Source: KMI

Co2		
-- 33% CO2 transport and sales		
-- 67% oil production-related		
-- Production hedged		
	Hedged	Avg Px
2015	88%	$78
2016	79%	$72
2017	58%	$73
2018	45%	$75
2019	24%	$66

From 2015

Our large amount of variable rate debt makes us vulnerable to increases in interest rates.

As of December 31, 2014, approximately $11 billion of our approximately $41 billion of consolidated debt (excluding debt fair value adjustments) was subject to variable interest rates, either as short-term or long-term debt of variable rate debt obligations, or as long-term fixed-rate debt effectively converted to variable rates through the use of interest rate swaps.

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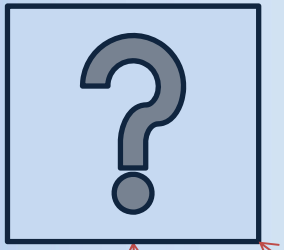
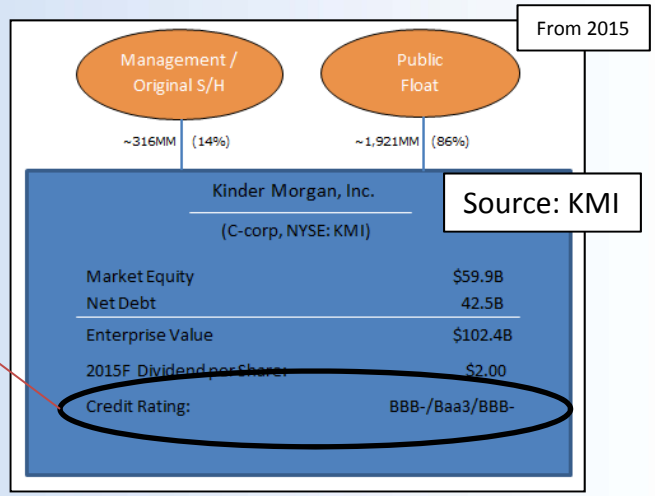
Assessing Credit Quality in Reported Fashion

Long-term Debt Maturities	
2015	$715
2016	$1,667
2017	$3,041
2018	$2,310
2019	$2,800

Source: KMI

From 2015





	EBITA / Average Assets	Operating Margin	EBITA Margin	EBITA / Interest Expense	(FFO+Int Expense) / Interest Expense	Reported Debt/EBITDA	Debt/Book Cap	FFO/Debt	RCF / Net Debt	Capex / Depreciation	Rev Volatility
Aaa	25.8%	16.9%	20.2%	24.5	20.0	0.5	20.1%	126.6%	271.9%	1.1	9.3
Aa	19.7%	12.4%	15.2%	17.5	16.9	0.7	25.9%	82.8%	97.3%	1.7	7.8
A	19.5%	19.2%	24.3%	14.2	13.3	1.4	47.7%	56.6%	69.4%	1.8	6.4
Baa	13.0%	20.4%	21.4%	8.4	9.0	1.7	39.9%	43.0%	37.6%	2.1	13.2
Ba	11.1%	27.3%	29.0%	4.3	6.2	2.3	45.0%	30.4%	26.8%	1.8	17.2
B	8.1%	13.8%	14.9%	2.2	4.1	3.8	55.4%	18.6%	16.5%	1.5	19.7
Caa-C	7.3%	14.0%	15.8%	1.8	4.5	3.0	51.4%	27.3%	28.8%	2.7	25.1
KMI (2014)	8.2%	27.4%	40.0%	3.6	3.5	6.6	55.5%	10.4%	1.6%	1.8	15.5
	Junk	Junk	IG	Junk	Junk	Junk	Junk	Junk	Junk	IG/Junk	IG/Junk

Source: Moody's Financial Metrics™ Key Ratios by Rating and Industry for Global Non-Financial Corporations, December 2007, Kinder Morgan regulatory filings

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Determining Valuation in the Correct Context

Valuation Assumptions		
In Millions of USD (except for per share items)	5-year Projections	
Revenue CAGR %	2.6%	
Avg. EBIT Margin %	30.2%	
Avg. Cash Tax Rate %	21.0%	
Earnings Before Interest CAGR %	19.6%	
Earnings Per Share CAGR %	5.9%	
Free Cash Flow to the Firm CAGR %	68.6%	
Earnings before interest = Net operating profits less adjusted taxes	Long-term Projections	
Phase II --> III FCFF CAGR %	1.8% (II)	3% (III)
Cost of Equity %	8.5%	
After-tax Cost of Debt %	6.6%	
Discount Rate (WACC) %	7.5%	
Synthetic credit spread = 4%	Results	
Phase I Present Value	12,638	
Phase II Present Value	32,431	
Phase III Present Value	32,913	
Total Firm Value	77,982	
Net Balance Sheet Impact*	-34,225	
Total Equity Value	43,757	
Diluted Shares Outstanding	2,158.0	
Fair Value per Share	$20.00	

* The net balance sheet impact includes a present-value ~$3 billion boost related to cash taxes, which we do not expect KMI to pay for the next 5 years.

KMI Rating History	Price	Fair Value	VBI
7-Dec-15	$15.72	$20.00	5
29-Oct-15	$27.20	$26.00	5
14-Aug-15	$33.96	$29.00	2
19-Jun-15	$39.54	$29.00	1
5-Jun-15	$40.40	$36.00	2
30-Jan-15	$41.05	$42.00	3
3-Oct-14	$38.86	$41.00	6
12-Sep-14	$37.76	$42.00	6
23-May-14	$33.68	$34.00	7
10-Jan-14	$35.90	$36.00	6
		$41.00	3
		$41.00	6
		$39.00	6
		$39.00	3

VBI Score	Potential Action
10	Top Pick
9	We'd Consider Buying
6 to 8	Constructive (tactical add / trim)
3 to 6	Less Exciting (tactical add / trim)
1 to 2	We'd Consider Selling

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The Cost of Capital

From 2015

- New long-term hurdle rate for accretion = ~4% after tax
  - Analyst Day Hurdle Rate: 50% equity x 4.1% yield
    + 50% debt x 2.4% cost of debt
    = 3.3% hurdle rate

Source: KMI

Management Guidance

"In our discounted cash-flow models that we use to value every non-financial operating company in our coverage universe, we match the duration of future free cash flows (from year 1 to perpetuity) with expectations of the average discount rate over this forecast horizon (from year 1 to perpetuity). We think the best way to achieve expectations of the long-term future average rate of the 10-year Treasury (risk free rate) is to use the weighted average of the historical 10-year Treasury and the current spot rate. The goal of using a weighted average risk free rate in our DCF process is to achieve balance with respect to the duration of future cash flows. For example, discounting a cash flow in Year 20 at the current spot rate doesn't make much sense to us. Other methods consider the yield curve in discounting future free cash flows, or use a long-term average of the risk free rate without considering near-term changes in the 10-year Treasury rate. We think the use of the spot rate on the 10-year Treasury as the risk free rate in any valuation model would not only cause significant fair-value volatility but also result in a systematic overvaluation of companies relative to their true long-term intrinsic worth. "

LT Avg. Risk free rate + Spread Over 10-year = ~8%-10% weighted average cost of capital

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Rigors of the Valuentum Process

KMI [Read-Only] - Microsoft Excel

L77 =L78*L70

	A	B	C	D	E	F	G	H	I
1	SUMMARY								
2	FAIRLY VALUED	fairly valued							
3					https://www.adr.com/DRSearch/CustomDRSearch			Exchange rates	
4	In Millions of USD (except for per share items)	Primary		Alt. Model				USD/EUR	1.3859
5	Phase I Present Value	12,638	12,638	12,638		ADR conversion rate		USD/INR	0.02229
6	Phase II Present Value	32,431	35,575	32,431		1		USD/MXN	0.0827
7	Phase III Present Value	32,913	39,445	32,913		Pension and Fin Sub adjustment		USD/CLP	0.00209
8	Total Firm Value	77,982	87,658	77,982		0		USD/CNY	0.15209
9	Net Balance Sheet Impact	-34,225.1	-34,225.1	-34,225.1		0		USD/JPY	0.0122
10	Total Equity Value	43,757	53,433	43,756.7				USD/KRW	0.000889
11						27		USD/BRL	0.601148
12	Exchange rate, or 1 if modeled in USD	1	USD			20		USD/CAD	1.029
13						13		USD/TWD	0.03378
14	Fair Value	20.00		24.76				USD/GBP	1.632
15	Upside	27.00	135.00%		71.8%	% stock price is away from Upside			
16	Downside	13.00	65.00%		17.3%	% stock price is away from Downside			
17									
18	ASSUMPTIONS								
19									
20	General		Q	Y					
21	Shares Outstanding, used in valuation	2,158.0	0.0	1,137.0					
22	Total Cash & Marketable Securities, used in valuation	4,526.4	0	315					
23	Total Debt, used in valuation (includes pension underfundednes, where applic	38,751.6	0	42,963					
24	Value of Preferred Stock, used in valuation	0.0	0.0	0					
25			0						
26	Weighted Average Cost of Capital		0						
27	Risk Free Rate, LT 10-year Treasury	4.32%		Cash tax add					
28	Stock Price	$15.72		4,211					
29	Estimated Value of Equity	33,924							
30	Estimated Value of Debt	34,540							
31	Estimated Value of Preferred	0.00							
32	Total Enterprise Value	68,464		25,783.12					
33	Cost of Equity	8.5%		21,541					
34	Synthetic Credit Spread	4.0%							
35	Synthetic Credit Rating	BB-							
36	Cost of Debt	8.3%							
37	After-tax Cost of Debt	6.6%		0					
38	Cost of Preferred	0.0%	0.0%						

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20		Equity	49.5%	
21		Debt	50.5%	
22		Preferred	0.0%	
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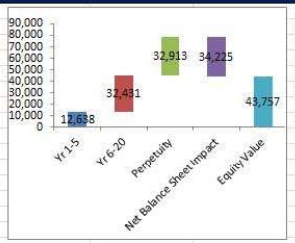

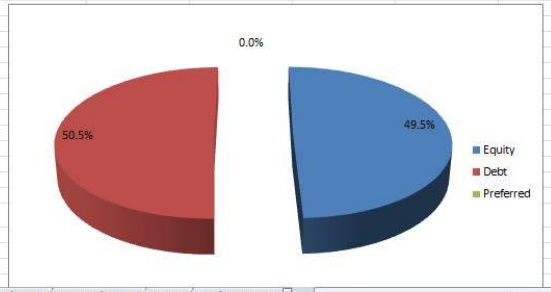

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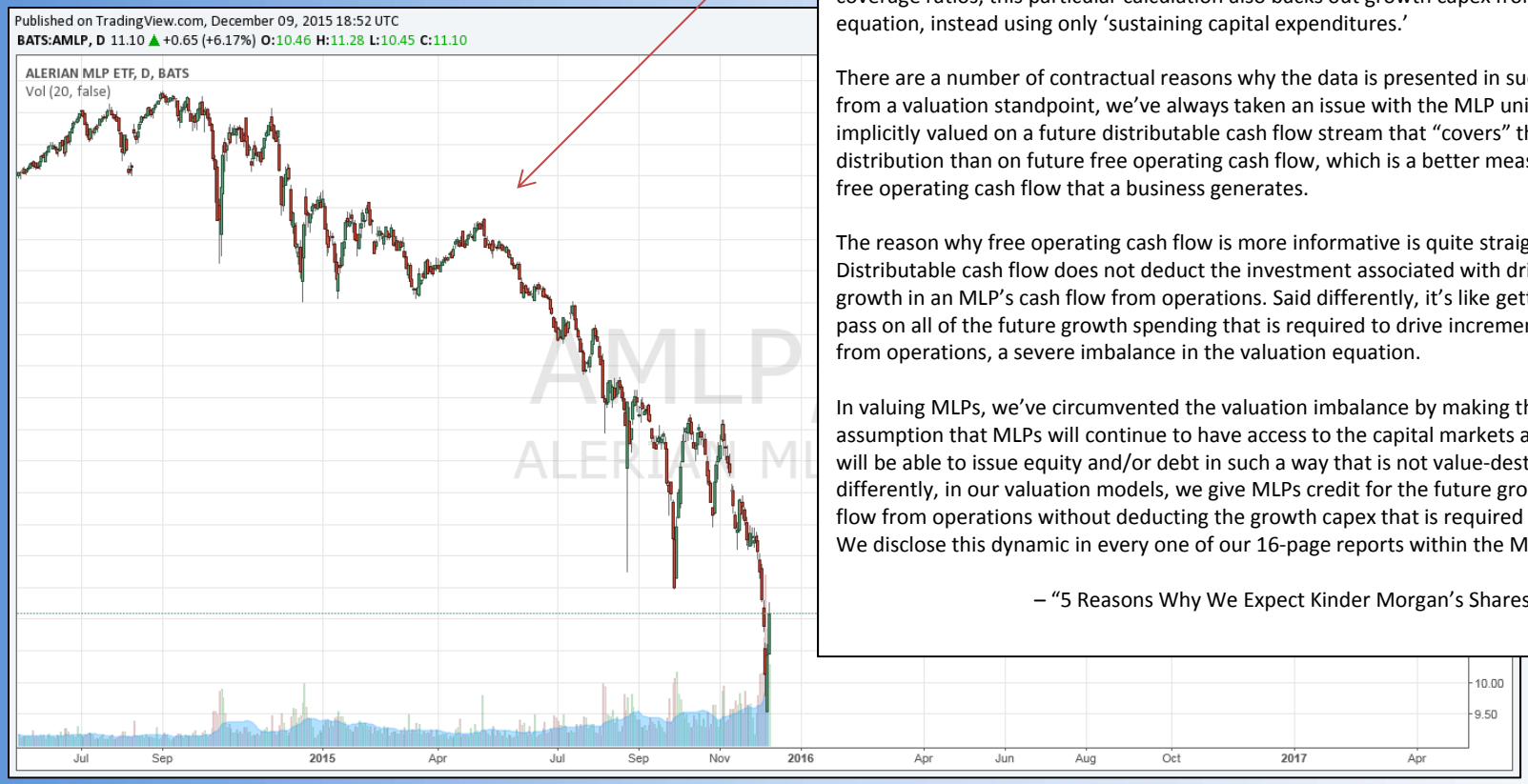
2015 Marked The Midstream MLP "Fallout"



"Most, if not all, MLPs report distributable cash flow (DCF), which does not in the calculation consider growth capex, an important driver behind the generation of increased cash flow from operations in the future. When MLPs report distribution coverage ratios, this particular calculation also backs out growth capex from the equation, instead using only 'sustaining capital expenditures.'

There are a number of contractual reasons why the data is presented in such a way, but from a valuation standpoint, we've always taken an issue with the MLP universe being implicitly valued on a future distributable cash flow stream that "covers" the distribution than on future free operating cash flow, which is a better measure of the free operating cash flow that a business generates.

The reason why free operating cash flow is more informative is quite straightforward. Distributable cash flow does not deduct the investment associated with driving future growth in an MLP's cash flow from operations. Said differently, it's like getting a free pass on all of the future growth spending that is required to drive incremental cash flow from operations, a severe imbalance in the valuation equation.

In valuing MLPs, we've circumvented the valuation imbalance by making the universal assumption that MLPs will continue to have access to the capital markets and that they will be able to issue equity and/or debt in such a way that is not value-destructive. Said differently, in our valuation models, we give MLPs credit for the future growth in cash flow from operations without deducting the growth capex that is required to drive it. We disclose this dynamic in every one of our 16-page reports within the MLP space."

– "5 Reasons Why We Expect Kinder Morgan's Shares to Collapse"

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The Great Pipeline Cash Shortfall Defined

Updated June 30, 2016 - Calendar 2015 - $ mil	Adjusted Reported EBITDA	Cash from Operating Activities (CFO)	Total Capital Expenditures	Dividends, Distributions	Free Cash Flow after Dividends, Distributions	Net Debt	Net Debt/ Adjusted EBITDA
Energy Transfer Equity (ETE)	4,817.0	3,068.0	-9,386.0	-3,425.0	-9,743.0	36,362.0	**7.5**
Kinder Morgan (KMI)	6,825.0	5,303.0	-3,896.0	-4,258.0	-2,851.0	42,898.0	**6.3**
Spectra Energy (SE)	2,546.0	2,247.0	-2,848.0	-1,194.0	-1,795.0	13,331.0	5.2
Williams Co (WMB)	3,062.0	2,678.0	-3,167.0	-2,778.0	-3,267.0	23,838.0	**7.8**
Boardwalk Pipeline (BWP)	719.9	576.4	-374.5	-101.5	100.4	3,455.2	4.8
Buckeye Partners (BPL)	825.4	710.2	-594.5	-604.9	-489.3	3,839.4	4.7
CONE Midstream (CNNX)	131.4	116.0	-291.2	-52.1	-227.3	73.3	0.6
DCP Midstream (DPM)	349.0	650.0	-281.0	-487.0	-118.0	2,422.0	**6.9**
Energy Transfer (ETP)	4,527.0	2,747.0	-9,098.0	-3,674.0	-10,025.0	28,386.0	**6.3**
EnLink Midstream (ENLK)	654.5	645.6	-572.3	-545.8	-472.5	3,083.9	4.7
Enterprise Products (EPD)	5,056.2	4,002.4	-3,830.7	-2,991.7	-2,820.0	22,655.7	4.5
EQT Midstream Partners (EQM)	489.4	463.5	-409.0	-236.1	-181.6	441.6	0.9
Genesis Energy (GEL)	307.0	289.5	-495.8	-257.3	-463.6	2,911.2	**9.5**
Magellan Midstream (MMP)	1,130.4	1,069.7	-621.2	-662.9	-214.4	3,410.9	3.0
Plains All American (PAA)	1,694.0	1,344.0	-2,079.0	-1,671.0	-2,406.0	11,347.0	**6.7**
Spectra Energy Partners (SEP)	1,568.0	1,522.0	-1,883.0	-992.0	-1,353.0	5,950.0	3.8
Summit Midstream Partners (SMLP)	215.5	166.0	-118.1	-152.1	-104.2	924.6	4.3
Tallgrass Energy Partners (TEP)	281.4	289.3	-65.4	-187.0	36.9	751.4	2.7
Western Gas Partners (WES)	795.8	669.6	-602.3	-557.3	-490.0	2,609.3	3.3
Chevron (CVX)		19,456.0	-29,504.0	-8,120.0	-18,168.0	27,180.0	
ConocoPhillips (COP)		7,572.0	-10,050.0	-3,664.0	-6,142.0	22,512.0	
ExxonMobil (XOM)		30,344.0	-26,490.0	-12,260.0	-8,406.0	34,982.0	
Apple (AAPL)[1]		81,266.0	-11,247.0	-11,561.0	58,458.0	-149,703.0	
Microsoft (MSFT)[2]		29,080.0	-5,944.0	-9,882.0	13,254.0	-63,733.0	
MasterCard (MA)		4,043.0	-177.0	-727.0	3,139.0	-3,451.0	

(1) Fiscal year ended Sept. 30, 2015
(2) Fiscal year ended June 30, 2015

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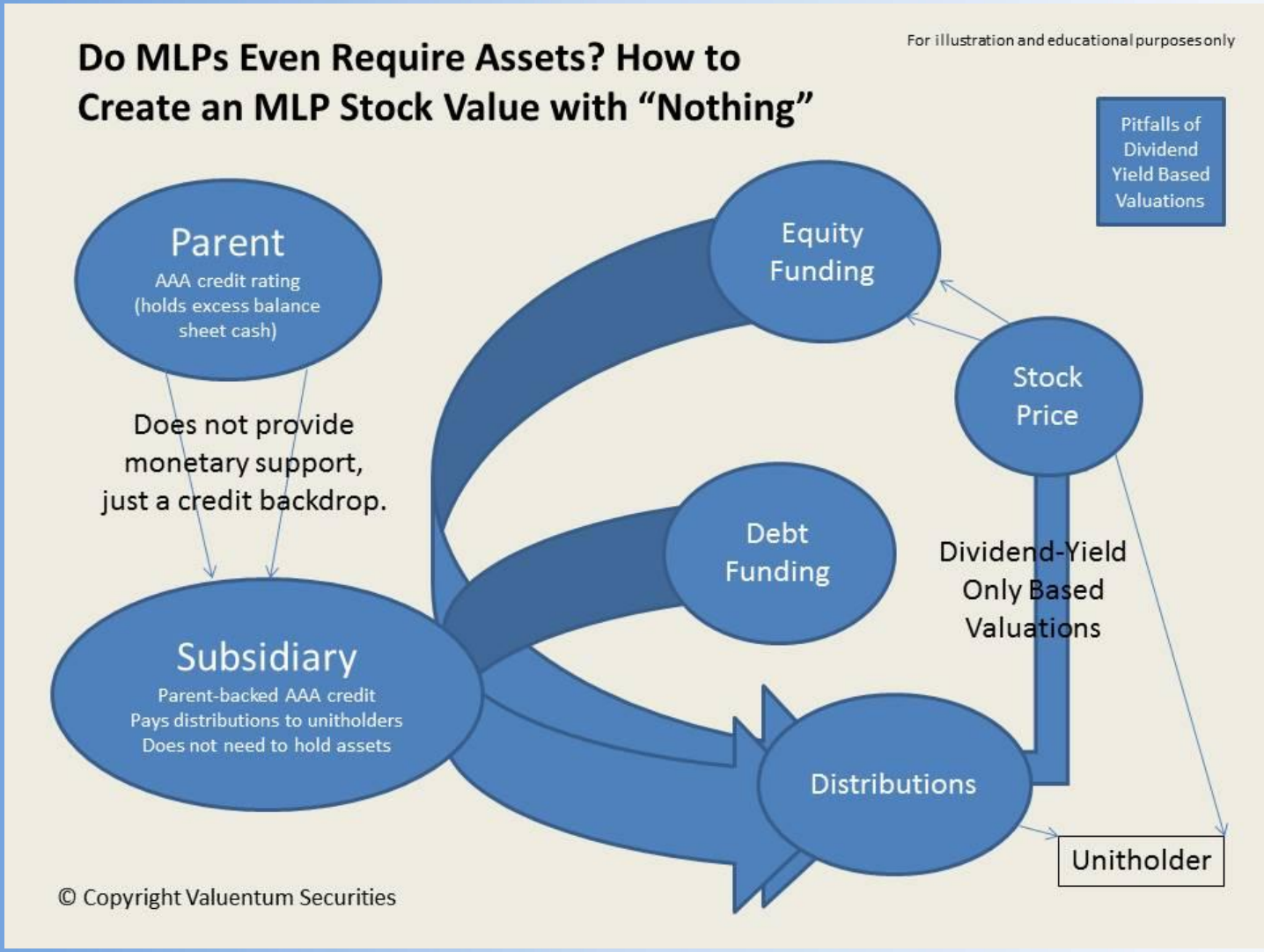

Slide shown <u>only</u> to illustrate pitfalls of distribution yield based analysis.

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We're Now Neutral on the MLP Universe

1) We pounded the table on the hazards of the energy midstream space in mid-2015 prior to the collapse in unit prices.
2) More than 20 energy midstream MLPs alone have slashed their distributions since that time.
3) Kinder Morgan, the implicit cut at Energy Transfer Equity and Plains All American were the highest profile.
4) We continue to be very cautious on these business models in light of their capital-market dependency, but we're now neutral on the space.
5) Kinder Morgan (KMI) is <u>now included</u> in the Best Ideas Newsletter portfolio.
6) The Alerian MLP ETF (AMLP) is <u>now included</u> in the Dividend Growth Newsletter portfolio.

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"Is Kinder Morgan on Road to Recovery?" – Barron's, Jan 21 2016

"Time to Load Up on Kinder Morgan,"
By Valuentum

"But if one stock symbolizes the good news, it's probably beleaguered midstream energy company Kinder Morgan (ticker: KMI), which finished up 15.5% Thursday after a better-than-expected earnings report.

Even Brian Nelson, a (financial publisher)…who generated scorn from Kinder fans for turning bearish on the stock in a much-discussed June 11 Tumblr post, penned a piece Thursday that is quite positive.

"We're starting to like what we're hearing from management, and we again applaud the executive team because we think they understand the issues and are working toward a solution," he writes. "On the conference call, the team made it very clear to investors that the dividend is not a driver behind the intrinsic valuation of equities, but that it is an output of the free cash flow generating capacity of the entity, or at least it should be."

-- Barron's

Source: http://www.barrons.com/articles/is-kinder-morgan-on-road-to-recovery-1453421112

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Kinder Morgan Today…

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Valuentum Proprietary Data for MLPs

1) Fair Value Estimates

   Methodology Note: For MLPs (unlike corporates), we do not deduct growth capital in the valuation equation. A strong argument can be made that we should. The market is "pricing" MLP equity value, in our view, on distributable cash flow (DCF), which excludes growth capital spending. Our fair value estimates of MLPs would be substantially lower in the event that we deducted growth capital spending. The low end of our published fair value ranges are a better approximate of "intrinsic value" for most MLPs, in our view.

2) Dividend Cushion Ratios

   Note: For MLPs, we provide a raw, unadjusted Dividend Cushion ratio (excludes future capital market issuance) and an adjusted Dividend Cushion ratio (includes future capital market issuance). The unadjusted ratio should be relied upon in periods of capital-market uncertainty.

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Thoughts on the Next "Big Fall"

"The market can remain irrational longer than you can remain solvent."

– John Maynard Keynes

1) We're not advocates of naked "short selling."
2) The Kinder Morgan call was rather unique – focused on extensive equity and credit analysis, not on "finding fire."
3) For ideas that we think are poised to decline materially in coming years, the Valuentum Buying Index can be used as an idea generator.
4) For example, Kinder Morgan registered a 1, the lowest rating on the VBI, just before shares collapsed.

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Stocks Registering a Rating of 1 on the Valuentum Buying Index

Badger Meter	BMI	Industrials	Electrical Equipment	1
Brown-Forman	BF.B	Consumer Staples	Beverages - alcoholic	1
Church & Dwight	CHD	Consumer Staples	Household Products	1
Emcor Group	EME	Industrials	E&C	1
Heartland	HTLD	Industrials	Air Freight & Logistics	1
IDEX	IEX	Industrials	Machinery & Tools	1
IDEXX	IDXX	Health Care	Diagnostic Substances	1
Illinois Tool Works	ITW	Industrials	Machinery & Tools	1
Jack in the Box	JACK	Consumer Discretionary	Restaurants - Fast Food & Coffee	1
Lockheed Martin	LMT	Industrials	A&D Prime	1
McDonald's	MCD	Consumer Discretionary	Restaurants - Fast Food & Coffee	1
MGE Energy	MGEE	Energy	Utilities	1
MSCI	MSCI	Information Technology	Software	1
Neogen	NEOG	Health Care	Diagnostic Substances	1
Northrop Grumman	NOC	Industrials	A&D Prime	1
Quad/Graphics Inc	QUAD	Consumer Discretionary	Book Publishing	1
Rayonier	RYN	Industrials	Building Materials	1
Toro Co	TTC	Industrials	Machinery & Tools	1
Ulta Salon	ULTA	Consumer Discretionary	Personal Services	1
Zayo Group	ZAYO	Information Technology	Networking Equipment	1

Ratings as of March 2017.

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Important Risks for Dividend Growth Investors

- Beware of financially-engineered dividends as in the case of MLPs and some REITs.
- Too many definitions of cash flow – focus on traditional free cash flow (cash flow from operations less *all* capital spending)
- If the dividend yield is too good to be true, it probably is… (8%+ = danger!). Use common sense.
- Rising interest rates could complicate the strategy. Higher rates could cause permanent capital impairment in income-oriented equity holdings, especially ones with financially-engineered payouts.
- Don't fall in love with the past – the future is all that matters. A dividend track record is history.
- The current state of the global economy.

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Consumer Staples – What are the Risks?

Image Source: Alan Levine

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Competitive Advantages of Valuentum's Approach

- Independent - NO conflicts of interest
- Integrity and systematic application of analytical process
- Comprehensive equity research provider – from value through momentum investing
- Breadth and depth of coverage
- Commitment to expanding coverage
- Strong performance track record
- Fair value estimates for all firms under coverage
- Unique cash-flow based dividend growth process
- Valuation expertise

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