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creditrisk FERRELLGAS PARTNERS, L.P. **BANKRUPTCY CASE STUDY**

FILED ON 1/11/2021

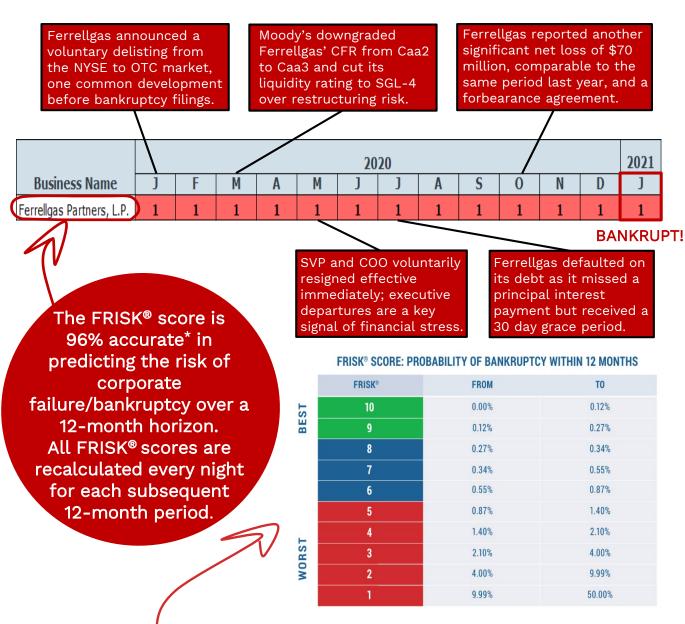


CreditRiskMonitor's warning of Ferrellgas Partners, L.P.'s ("Ferrellgas Partners") bankruptcy risk was determined by a combination of factors:

Monthly Average FRISK® Score	Page 2
The FRISK® Score Components	3
Management Discussion and Analysis	4
Company Report Detail	5
FRISK® Deep Dive and Adjusted Market Cap Volatility	6
FRISK® Stress Index	7
Peer Analysis on Alternate Suppliers and Customers	8
Quarterly Performance Ratios	9
Quarterly Leverage Ratios	10
Quarterly Liquidity Ratios and Rates of Return	11
Year Over Year Statement of Cash Flows	12
News Alerts: A Timeline of Concerning News Items	13
About This Report/Contact CreditRiskMonitor®	14

MONTHLY AVERAGE FRISK® SCORE

CreditRiskMonitor's FRISK® score had been warning of financial stress at Ferrellgas Partners, L.P. (OTC: FGPRQ) for more than a year. The company ultimately filed for bankruptcy on January 11, 2020.



While the risk of bankruptcy varies at each FRISK® score, 96% of public companies that eventually go bankrupt enter the FRISK® "red zone" prior to filing. A FRISK® score of 5 or less is an important warning sign.

^{*}FRISK® score accuracy of 96% is based on backtesting of U.S. public companies; results may vary by country.

THE FRISK® SCORE COMPONENTS

At the core of the CreditRiskMonitor® process is our 96% accurate FRISK® score, which indicates a company's level of financial stress on a scale of 1 to 10, based on the probability of bankruptcy over a 12-month horizon. When available, the FRISK® score incorporates a number of powerful risk indicators including:

A "Merton" type model using stock market capitalization and volatility Financial ratios, including those used in the Altman Z"-Score Model

Bond agency ratings from Moody's, Fitch, & DBRS Morningstar

Crowdsourced CreditRiskMonitor® Usage Data

<u>Crowdsourcing</u> has enhanced the accuracy and timeliness of the FRISK® score. We collect and analyze data patterns from thousands of CreditRiskMonitor® subscribers, including professionals from more than 35% of the Fortune 1000 and other large corporations worldwide.

The crowdsourcing advantage is even more powerful in our FRISK® score since many of the professionals who use our service are credit managers:

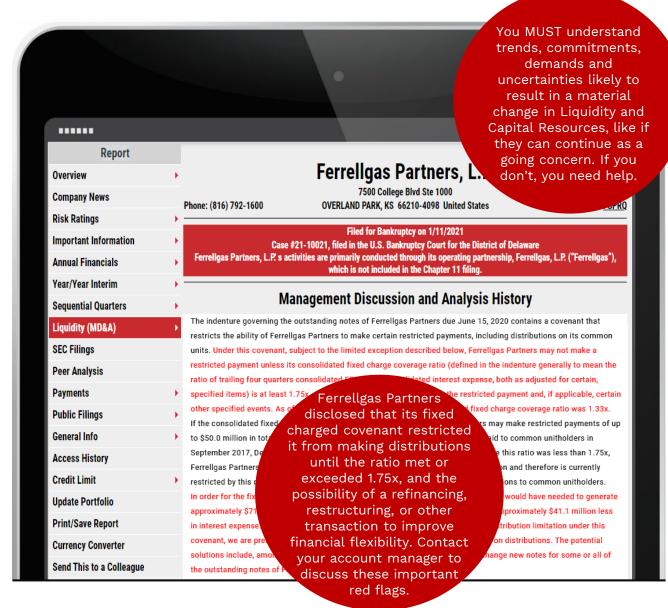
- Credit managers control one of the largest sources of working capital going into a company
- They are not held to the same "Fair Disclosure" restrictions that prevent non-disclosed information sharing on public companies
- Credit managers use a variety of non-public information sources such as their own company's management and sales representatives to be alerted to concerns in a public company's performance
- It is commonly known credit managers confidentially share information with other credit managers, thus collectively, their behavior helps to provide advanced insight to financial problems in public companies

Read more in Credit Research Foundation's quarterly journal article, "Assessing Public Company Financial Risk by Crowdsourcing the Research of Credit Professionals"

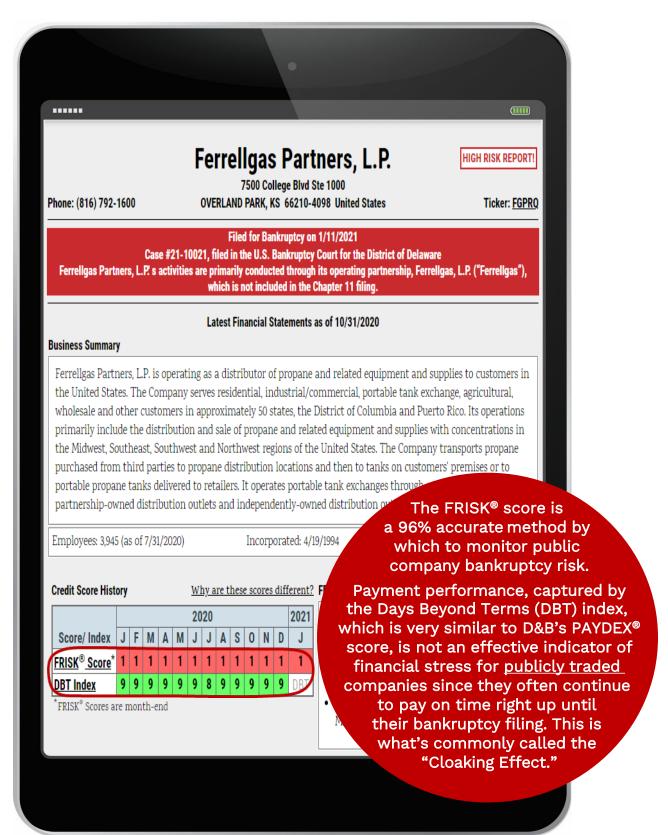
DO NOT MISS THIS - MANAGEMENT DISCUSSION AND ANALYSIS (MD&A)

Making misleading or fraudulent statements in an MD&A is <u>against the law</u> – and Sarbanes-Oxley subjects CEOs and CFOs to heavy fines or even <u>jail time</u> for doing so. A vital feature of the CreditRiskMonitor service is the ability to quickly access a Company's Management Discussion and Analysis (MD&A) history. Let it sink in: there are no two people in the world with better knowledge of a company's liquidity risk than the CEO and CFO. More than any credit manager. More than any trade group. And they're personally liable if they're lying.

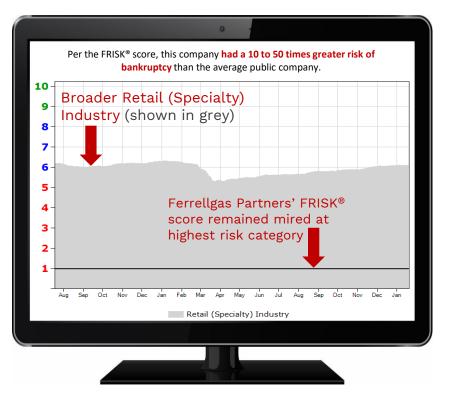
According to the Financial Accounting Standards Board (FASB), "MD&A should provide a balanced presentation that includes both positive and negative information about the topics discussed."



COMPANY REPORT DETAIL



FRISK® DEEP DIVE



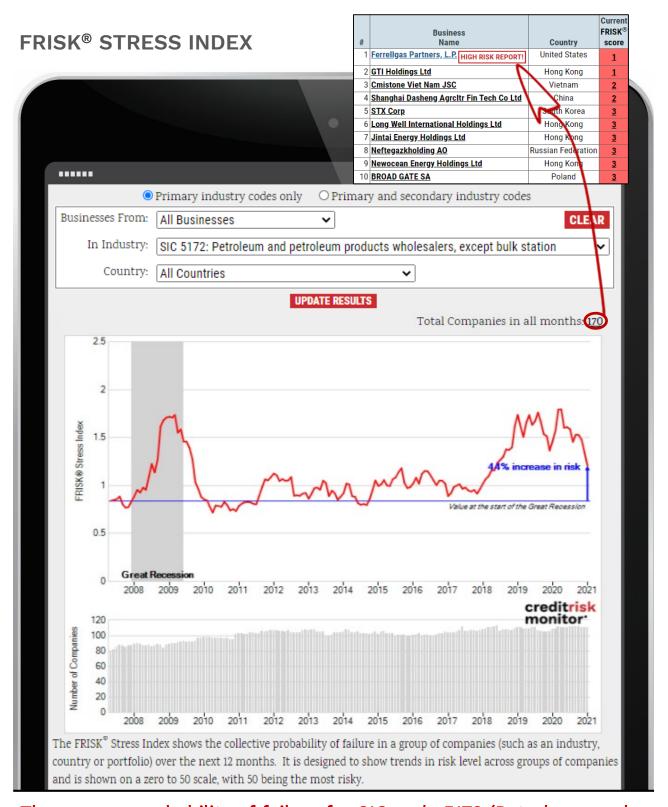
The FRISK® score relative to the broader Retail (Specialty) industry raised an additional red flag signaling heightened risk relative to peers, as well...

MAKING IMMEDIATE ATTENTION REQUIRED.

ADJUSTED MARKET CAP VOLATILITY



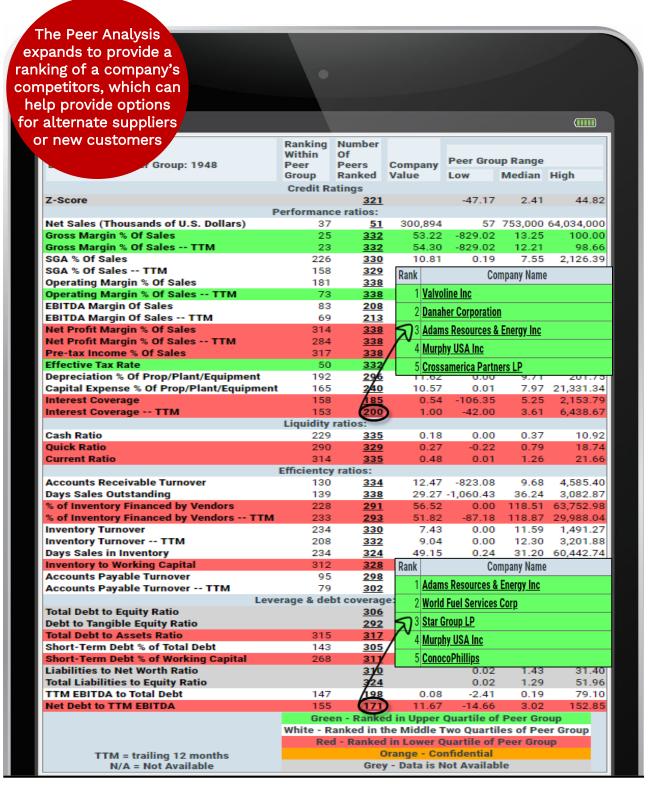
One of the inputs of the FRISK® score is a company's market cap volatility, adjusted for dividends, over the course of a year. Incorporating this information allows us to capture the "wisdom of markets" on a daily basis. This ensures our subscribers are getting the most up to date view of the risks they face since stocks tend to be more liquid and faster moving than bond prices and ratings.



The average probability of failure for SIC code 5172 (Petroleum and petroleum products wholesalers, except bulk station) has increased 44% since 2007. Ferrellgas Partners was among the weakest names in the industry as evidenced by its FRISK® score of 1.

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PEER ANALYSIS ON ALTERNATE SUPPLIERS AND CUSTOMERS



Ferrellgas Partners demonstrated bottom quartile ranking in key financial ratios (shown in red) versus its industry peers.

QUARTERLY PERFORMANCE RATIOS

Narrow EBITDA margins and cumulative net losses in the last five quarters

Poor interest coverage ratio & sustained annualized cash burn

Performance Ratios - Sequential Quarters (Thousands of U.S. Dollars)

(Thousands of U.S. Dollars)
3 mos 3 mos 3 mos

Period Ended	3 mos 10/31/2020	3 mos 7/31/2020	3 mos 4/30/2020	3 mos 1/31/2020	3 mos 10/31/2019
Net Sales \$	\$300,894	\$281,649	\$412,130	\$510,833	\$293,214
% change	6.83%	-31.66%	-19.32%	74.22%	5.06%
Gross Margin \$	\$160,126	\$153,973	\$233,495	\$269,961	\$155,894
% change	4.00%	-34.06%	-13.51%	73.17%	11.35%
% of sales	53.22%	54.67%	56.66%	52.85%	53.17%
change as % of incremental sales	31.97%	n/m	n/m	52.42%	112.43%
SG&A \$	\$32,536	\$23,352	\$25,971	\$27,754	\$23,637
% change	39.33%	-10.08%	-6.42%	17.42%	-13.85%
% of sales	10.81%	8.29%	6.30%	5.43%	8.06%
change as % of incremental sales	47.72%	n/m	n/m	1.89%	-26.89%
Operating margin \$	\$7,752	(\$16,288)	\$30,551	\$96,378	\$630
% change	147.59%	-153.31%	-68.30%	15,198.10%	102.34%
% of sales	2.58%	-5.78%	7.41%	18.87%	0.21%
change as % of incremental sales	124.92%	n/m	n/m	44.00%	195.20%
EBITDA \$	\$29,250	\$4,567	\$50,759	\$116,249	\$19,717
% change % of sales	540.46%	-91.00%	-56.34%	489.59%	369.62%
% of sales change as % of incremental sales	9.72% 128.26%	1.62% n/m	12.32% n/m	22.76% 44.36%	6.72% 191.25%
EBIT \$	\$7,860	(\$16,534)	\$30,393	\$96,454	\$498
% change	147.54%	-154.40%	-68.49%	19,268.27%	101.85%
% of sales	2.61%	-5.87%	7.37%	18.88%	0.17%
change as % of incremental sales	126.76%	n/m	n/m	44.09%	194.18%
Pre-tax income \$	(\$46,366)	(\$70,548)	(\$15,310)	\$48,906	(\$45,199)
% change	34.28%	-360.80%	-131.31%	208.20%	36.90%
% of sales	-15.41%	-25.05%	-3.71%	9.57%	-15.42%
change as % of incremental sales	125.65%	n/m	n/m	43.24%	187.04%
Net income (loss) \$	(\$46,062)	(\$69,969)	(\$15,393)	\$48,207	(\$45,344)
% change	34.17%	-354.55%	-131.93%	206.31%	36.17%
% of sales	-15.31%	-24.84%	-3.74%	9.44%	-15.46%
change as % of incremental sales	124.22%	n/m	n/m	42.99%	181.79%
Tax expense \$	\$87	\$57	\$161	\$115	\$518
Effective tax rate	-0.19%	-0.08%	-1.05%	0.24%	-1.15%
Depreciation expense \$	\$21,390	\$21,101	\$20,366	\$19,795	\$19,219
% of sales	7.11%	7.49%	4.94%	3.88%	6.55%
% of capital expenses	109.95%	159.81%	66.63%	68.91%	54.90%
% of PP&E, net (annualized)	11.62%	11.47%	11.15%	10.86%	11.60%
Capital expenditures \$ % change	\$19,454 47.33%	\$13,204 -56,80%	\$30,564 6.41%	\$28,724 -17,94%	\$35,005 45,27%
% cnange % of PP&E, net (annualized)	47.33% 10.57%	-56.80% 7.18%	16.73%	-17.94% 15.76%	45.27% 21.13%
% of working capital (annualized)	-13.81%	-18.38%	-53.03%	-24.97%	-24.25%
Interest coverage ratio	0.54	0.08	1.11	2.44	0.43
% change	537.59%	-92.38%	-54.57%	466.60%	363.75%
Free cash flow \$	(\$30,945)	\$1,344	\$67,162	(\$35,267)	(\$27,894)
% change	-2,402.46%	-98.00%	290.44%	-26.43%	65.04%
Source:	10-Q	10-K	10-Q	10-Q	10-Q
	12/15/2020	10/15/2020	6/4/2020	3/11/2020	12/6/2019

QUARTERLY LEVERAGE RATIOS

Tangible net Higher worth trended in short-term debt persistently relative to total negative territory, debt outstanding indicating limited reflected increased borrowing Leverage Ratios - Sequential Quarters refinancing risk capacity (Thousands of U.S. Dollars) Period Ended 10/31/2020 7/31/2020 4/30/2020 1/31/2020 10/31/2019 Total debt \$ \$2,545,420 \$2,545,919 \$2,509,668 \$2,267,027 \$2,248,766 % change -0.02%1.44% 10.70% 0.81% 2.51% Stockholders' equity \$ (\$1,246,096) (\$1,208,268) (\$1,156,817) (\$1,144,675) (\$1,191,384) % change -3.13%-4.45% -1.06%3.92% -4.60% Tangible net worth \$ (\$1,594,854) (\$1,559,512) (\$1,507,978) (\$1,498,084) (\$1,547.072) % change -2.27% -3.42% -0.66%3.17% -3.50% Total assets \$ \$1,652,844 \$1,668,190 \$1,720,339 \$1,471,212 \$1,443,288 % change -0.92% -3.03% 16.93% 1.93% 14.28% Total debt to assets ratio 1.54 1.53 1.46 1.54 1.56 % change 0.90% 4.62% -5.33% -1.10% -10.30% Tangible assets \$ \$1,304,086 \$1,316,946 \$1,369,178 \$1,117,803 \$1,087,600 22,49% 19.88% % change -0.98%-3.81% 2.78% Short-term debt \$ \$866,281 \$866,050 \$363,624 \$522,781 \$512,897 % change 0.03% 138.17% -30.44% 1.93% -30.38% Short-term debt % of total debt 34.03% 34.02% 14.49% 23.06% 22.81% % change 0.05% 134.78% -37.17% 1.11% -32.09% Short-term debt % of working capital -105.14% -149.13% -158.60% -1,272.26% -120.87% % change 5.97% 87.53% -952.57% -14.97% 4.82% Total liabilities \$ \$2,898,940 \$2,634,672 \$2,876,458 \$2,877,156 \$2,615,887 % change 0.78% -0.02% 9.99% -0.71% 9.69% Total debt to EBITDA ratio (annualized) 21.76 139.37 12.36 4.88 28.51 % change -84.39% 1.027.48% 153.53% -82.90% n/a 10-0 10-0 Source: 10-0 Total debt 6/4/2020 3/11/2020 12/6/2019

to annualized
EBITDA expanded
to double digits,
indicating limited
capacity to
deleverage

QUARTERLY LIQUIDITY RATIOS AND RATES OF RETURN

Constant working capital deficit	Liquidity Ratio	os - Seguen	tial Ouarter	ar	Meager ash, quick ad curren ratios
		ısands of U.S. Doll			
Period Ended	10/31/2020	7/31/2020	4/30/2020	1/31/2020	10/31/2019
Current assets \$	\$538,083	\$543,807	\$574,231	\$322,375	\$289,223
% change	-1.05%	-5.30%	78.13%	11.46%	19.82%
% of short-term debt	62.11%	62.79%	157.92%	61.67%	56.39%
Current liabilities \$	\$1,118,954	\$1,089,850	\$602,812	\$754,885	\$777,064
% change	2.67%	80.79%	-20.15%	-2.85%	-14.45%
Working capital \$	(\$580,871)	(\$546,043)	(\$28,581)	(\$432,510)	(\$487,841)
% change	-6.38%	-1,810.51%	93.39%	11.34%	26.86%
% of sales (annualized)	-48.26%	-48.47%	-1.73%	-21.17%	-41.59%
Cash \$	\$202,618	\$238,002	\$177,529	\$13,706	\$29,805
% change	-14.87%	34.06%	1,195.26%	-54.01%	169.63%
% of short-term debt	23.39%	27.48%	48.82%	2.62%	5.81%
Cash ratio	0.18	0.22	0.29	0.02	0.04
% change	-17.08%	-25.84%	1,518.13%	-52.60%	214.75%
Quick assets \$	\$306,921	\$326,756	\$309,983	\$188,231	\$148,318
% change	-6.07%	5.41%	64.68%	26.91%	27.91%
% of short-term debt	35.43%	37.73%	85.25%	36.01%	28.92%
Quick ratio	0.27	0.30	0.51	0.25	0.19
% change	-8.51%	-41.70%	106.17%	30.64%	49.49%
Current ratio	0.48	0.50	0.95	0.43	0.37
% change	-3.63%	-47.62%	123.04%	14.75%	40.08%
Source:	10-Q 12/15/2020	10-K 10/15/2020	10-Q 6/4/2020	10-Q 3/11/2020	10-Q 12/6/2019

ery weak eturns on tangible assets	Rate of Return	n - Sequenti	*		
Period Ended	3 mos 10/31/2020	3 mos 7/31/2020	3 mos 4/30/2020	3 mos 1/31/2020	3 mos 10/31/2019
Return on total assets	-2.77%	-4.13%	-0.96%	3.31%	-3.35%
% change	32.83%	-328.14%	-129.16%	198.72%	38.84%
Return on tangible assets	-3.51%	-5.21%	-1.24%	4.37%	-4.55%
% change	32.53%	-320.85%	-128.32%	196.16%	39.84%
Source:	10-Q 12/15/2020	10-K 10/15/2020	10-Q 6/4/2020	10-Q 3/11/2020	10-Q 12/6/2019

YEAR OVER YEAR STATEMENT OF CASH FLOWS

for three consecutive years	- Year-ove	er-Year - S	tandardize		Negative eash from operatin activitie
Period Ended	3 mos 10/31/2020	3 mos 10/31/2019	3 mos 10/31/2018	3 mos 10/31/2017	3 mos 10/31/2016
Cash Flows from Operating Activities:	10/31/2020	10/31/2019	10/31/2010	10/31/2017	10/31/2010
Net income	(\$46,453)	(\$45,717)	(\$57,508)	(\$48,316)	(\$43,471)
Depreciation/depletion	21,390	19,219	18,992	25,732	26,202
Deferred taxes	(1)	554	150	364	143
Non-cash Items	4,545	7,145	10,964	9,395	13,369
Changes in working capital	9,028	25,910	9,788	20,758	58,307
Total cash from operating activities	(11,491)	7,111	(17,614)	7,933	54,550
Cash Flows from Investing Activities:					
Capital expenditures	(19,454)	(35,005)	(23,433)	(20,154)	(10,005)
Other investing cash flow items, total	1,407	298	(3,856)	(12,659)	2,279
Total cash from investing activities	(18,047)	(34,707)	(27,289)	(32,813)	(7,726)
Cash Flows from Financing Activities:					
Financing cash flow items	(4,000)	(1,141)	(325)	(387)	(1,903)
Total cash dividends paid	n/a	0	(9,814)	(9,813)	(50,294)
Issuance/retirement of stock, net	n/a	n/a	n/a	0 06 400	(15,851)
Issuance/retirement of debt, net	(696)	47,488	(1,081)	36,420	28,898
Total cash from financing activities Net change in cash	(4,696) (34,234)	46,347 18 751	(11,220) (56,123)	26,220 1,340	(39,150) 7,674
Net cash-beginning balance	333,761	18,751 11,054	119,311	5,760	7,674 4,965
Net cash-ending balance	\$299,527	\$29,805	\$63,188	\$7,100	\$12,639
Supplemental Disclosures:	4277,027	427,000	Ç00,100	47,100	V12,007
Cash interest paid	\$36,997	\$8,284	\$8,930	\$6,129	\$5,631
Cash taxes paid, supplemental	\$35	\$0	\$2	\$6	\$0
Source:	10-Q 12/15/2020	10-Q 12/6/2019	10-Q 12/6/2018	10-Q 12/7/2017	10-Q 12/9/2016

NEWS ALERTS: A TIMELINE OF CONCERNING NEWS ITEMS

In October 2019, Ferrellgas received a going concern opinion from its auditor Grant Thornton LLP and announced the hiring of financial adviser Moelis & Co. in order to address pending debt maturities. About one month later, Ferrellgas announced that it had reached an agreement within its secured creditor to amend and modify its agreements to sidestep events of default. 10/16/2019 CRMZ News Service Propane Supplier Ferrellgas Hires Moelis To Rework Debt Moody's downgrades Ferrellgas' CFR to Caa3, citing the partnership's challenges with performance and high financial leverage within its ratings rationale. The research note also acknowledged heightened risk of a debt recapitalization and that EBITA to interest payments had deteriorated to only 1.25x. 03/16/2020 CRMZ News Service Moody's downgrades Ferrellgas Partners CFR to Caa3 Ferrellgas announced the pricing of \$575 million senior secured first lien notes due 2025 at 10%, along with an add-on of \$125 million, representing the highest coupon rate in the company's history. Such an expensive rate for secured debt is typically commensurate with financing transactions of highly distressed borrowers. Ferrellgas, L.P. Announces Add-On Offering of 10.000% Senior 04/13/2020 GlobeNewswire Secured First Lien Notes Due 2025 Ferrellgas entered into a forbearance agreement with noteholders of its 8.625% senior notes in an attempt to negotiate an orderly debt restructuring agreement. However, the company's financial condition would only continue to unravel driven by weak interest coverage and ongoing net losses. Ferrellgas Partners, L.P. Enters Into Forbearance Agreement with 06/11/2020 CRMZ News Service Noteholders The Chief Financial Officer and Treasurer of Ferrellgas, Inc. resigned from the company effectively immediately, where Brian Herrmann would be newly appointed to hold the positions in the interim. Executive turnover in combination with other financial red flags often serves as a leading signal to a broader debt restructuring. Ferrellgas Partners, L.P. files (8-K) Disclosing Change in Directors 11/09/2020 CRMZ News Service or Principal Officers, Financial Statements, and Exhibits Ferrellgas Partners announced that it would enter into a prepackaged bankruptcy agreement, whereby parent debt would be eliminated and the operating partnership's debt would be refinanced, in addition to other means of raising new capital. The primary goal of such an arrangement would be to move through its financial structuring process as quickly as possible. 12/11/2020 GlobeNewswire Ferrellgas To Place Parent In Bankruptcy Ferrellgas Partners commenced its previously disclosed Chapter 11 bankruptcy arrangement, and fortunately, most third parties including customers, employees, suppliers, or distributors would be largely unaffected by the filing. In this particular case, unsecured bondholders would be the primary recipient of financial losses. Ferrellgas Partners, L.P. Commences Previously Announced "Pre-1/11/2021 GlobeNewswire Packaged" Chapter 11 Proceedings with Support of Majority of Creditors

ABOUT THIS REPORT/CONTACT CREDITRISKMONITOR®



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