



# EPR Properties (EPR)

Updated December 3<sup>rd</sup>, 2020 by Josh Arnold

## Key Metrics

<b>Current Price:</b>	\$35	<b>5 Year CAGR Estimate:</b>	8.6%	<b>Market Cap:</b>	\$2.8 B
<b>Fair Value Price:</b>	\$35	<b>5 Year Growth Estimate:</b>	5.0%	<b>Ex-Dividend Date:</b>	N/A
<b>% Fair Value:</b>	100%	<b>5 Year Valuation Multiple Estimate:</b>	0.0%	<b>Dividend Payment Date:</b>	N/A
<b>Dividend Yield:</b>	0.0%	<b>5 Year Price Target</b>	\$45	<b>Years Of Dividend Growth:</b>	N/A
<b>Dividend Risk Score:</b>	N/A	<b>Retirement Suitability Score:</b>	N/A	<b>Last Dividend Increase:</b>	N/A

## Overview & Current Events

EPR Properties is a specialty real estate investment trust, or REIT, that invests in properties in specific market segments that require industry knowledge to operate effectively. It selects properties it believes have strong return potential in Entertainment, Recreation, and Education. The REIT structures its investments as triple net, a structure that places the operating costs of the property on the tenants, not the REIT. The portfolio includes more than \$6 billion in investments across 300+ locations in 41 states, including over 250 tenants. Total revenue should be around \$400 million this year, and the stock is valued at \$2.8 billion, or just over half of its recent peak.

EPR reported third quarter results on November 4<sup>th</sup>, 2020 with results coming in quite weak once again. Cash collections from customers rose to 48% in September, up from 40% in August and 35% in July. If theater properties are excluded, 93% of the portfolio was open as of the end of the quarter, but the portfolio remains very exposed to businesses that are suffering from COVID-19-related closures and capacity limitations. The trust also reached resolutions with customers representing 90% of its annualized pre-COVID contractual cash rent and interest payments.

Q3 total revenue was \$64 million, down from \$106 million in Q2, and \$169 million in the year-ago period. Adjusted EBITDA was \$71 million, down from \$78 million in Q2 and \$146 million in the year-ago period. Write-offs of accounts receivable were \$50 million in Q3.

EPR's prospects seem to have stabilized, but it is far from any sort of normal state. We've moved our FFO-per-share estimate down to \$2 for this year, but our earnings power estimate of \$3.50 remains.

## Growth on a Per-Share Basis

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2025
<b>AFFO</b>	\$2.81	\$3.20	\$3.69	\$3.90	\$4.13	\$4.44	\$4.82	\$5.02	\$6.10	\$5.44	<b>\$2.00</b>	<b>\$4.47</b>
<b>DPS</b>	\$2.60	\$2.80	\$3.00	\$3.16	\$3.42	\$3.63	\$3.84	\$4.08	\$4.32	\$4.50	---	<b>\$2.44</b>
<b>Shares<sup>1</sup></b>	46	47	47	50	54	58	64	71	74	78	<b>82</b>	<b>95</b>

EPR managed to grow nicely in the years since the financial crisis, which saw its AFFO fall to just \$1.30 in 2009. From 2010 to 2019, EPR compounded AFFO at almost 8% annually, although growth hasn't been constant. We are estimating 5% growth from our earnings power estimate of \$3.50 for this year.

Any AFFO expansion will be partially offset by an ever-rising share count. EPR, like many REITs, issues stock to finance portfolio expansion. Previously EPR enjoyed exceedingly high occupancy rates, which afforded it pricing power and higher margins over time. We used to like EPR's exposure to experiential parts of the economy, but with extreme uncertainty surrounding these businesses, we're cautious on EPR's future.

The trust's conversion of two of its preferred stock series into common shares will help improve margins over time, which is a development from late last year.

The dividend has been suspended, which we believe will last through 2020. We are currently forecasting a gradual return to a dividend of \$2.44 by 2025, although we note there is significant uncertainty here as well.

<sup>1</sup> Share count in millions

Disclosure: This analyst has no position in the security discussed in this research report, and no plans to initiate one in the next 72 hours.



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## Valuation Analysis

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	Now	2025
<b>Avg. P/AFFO</b>	15.0	13.9	12.1	13.0	13.1	12.9	14.7	14.2	10.4	13.8	<b>10.0</b>	<b>10.0</b>
<b>Avg. Yld.</b>	6.2%	6.3%	6.7%	6.2%	6.3%	6.3%	5.4%	5.7%	6.8%	6.0%	---	<b>5.5%</b>

EPR's normalized price-to-AFFO-per-share ratio, excluding 2009, has averaged 13.3 since 2010. We see fair value a bit more conservatively at 10 times AFFO, which is exactly where the stock trades today. As a result, we see EPR as fairly valued, implying no impact on total returns from the valuation in the coming years.

With the dividend suspended, income investors will want to skip EPR. However, we see the yield rising back to 5.5% by 2025 as AFFO stabilizes and cash flows return.

## Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2025
<b>Payout</b>	93%	88%	81%	81%	83%	82%	80%	81%	71%	83%	---	<b>55%</b>

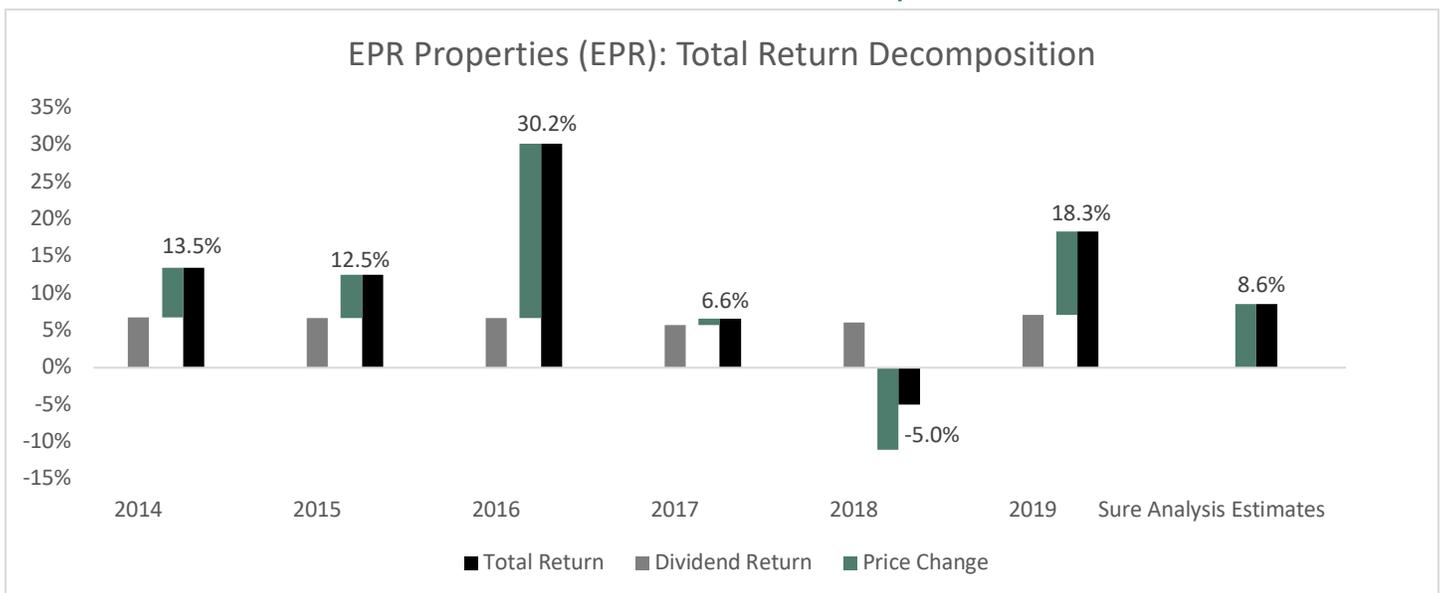
We are forecasting the payout ratio to rise back to 55% of AFFO by 2025, which is more conservative than most years in the past decade as we believe EPR will want to reduce the risk of another dividend suspension and/or cut.

EPR's competitive advantage is its portfolio of specialized properties. EPR has methodically identified the most profitable properties through years of experience and focuses its investments in these areas. It certainly isn't immune to recessions, but it remained profitable during the worst of the financial crisis and continued to pay its dividend. We see EPR as one of the better-run REITs in our coverage universe for these reasons, but we also note that the damage done to EPR's experiential tenants is enormous.

## Final Thoughts & Recommendation

EPR is now fairly valued in our view. We like the strong operating history and track record of capital returns, but with the dividend out of the equation, and extreme uncertainty for its tenants, we see EPR as quite risky. With total projected returns at 8.6%, shares earn a hold rating.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Revenue	283	294	318	343	385	421	493	518	640	652
Gross Profit	260	269	293	317	360	398	471	487	610	591
Gross Margin	92.0%	91.8%	92.2%	92.4%	93.5%	94.4%	95.4%	94.0%	95.4%	90.7%
SG&A Exp.	18	20	23	26	28	50	38	43	49	46
D&A Exp.	43	43	47	54	67	90	108	133	153	172
Operating Profit	197	205	222	237	261	258	326	322	423	356
Operating Margin	69.7%	69.7%	69.7%	69.0%	67.9%	61.2%	66.0%	62.1%	66.0%	54.7%
Net Profit	115	115	122	180	180	195	225	263	267	202
Net Margin	40.6%	39.2%	38.2%	52.5%	46.7%	46.2%	45.6%	50.7%	41.7%	31.0%
Free Cash Flow	180	196	207	234	250	278	305	398	484	440
Income Tax				(14)	4	0	1	2	2	(3)

## Balance Sheet Metrics

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Total Assets	2,923	2,734	2,947	3,272	3,686	4,217	4,865	6,191	6,131	6,578
Cash & Equivalents	12	15	11	8	3	4	19	42	6	529
Accounts Receivable	40	33	40	44	48	62	75	83	85	85
Inventories	N/A									
Goodwill & Int. Ass.	36	N/A	N/A	N/A	N/A	9	15	29	42	45
Total Liabilities	1,292	1,236	1,487	1,584	1,760	2,143	2,679	3,264	3,266	3,572
Accounts Payable		36	65	72	82	92	120	137	168	123
Long-Term Debt	1,191	1,154	1,369	1,475	1,630	1,982	2,486	3,029	2,986	3,103
Shareholder's Equity	1,603	1,470	1,459	1,687	1,926	2,074	2,186	2,927	2,865	3,006
D/E Ratio	0.74	0.79	0.94	0.87	0.85	0.96	1.14	1.03	1.04	1.03

## Profitability & Per Share Metrics

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Return on Assets	4.1%	4.1%	4.3%	5.8%	5.2%	4.9%	5.0%	4.8%	4.3%	3.2%
Return on Equity	7.5%	7.5%	8.3%	11.5%	9.9%	9.7%	10.6%	10.3%	9.2%	6.9%
ROIC	4.2%	4.2%	4.4%	6.0%	5.3%	5.1%	5.2%	4.9%	4.5%	3.4%
Shares Out.	46	47	47	50	54	58	64	71	74	78
Revenue/Share	6.21	6.26	6.75	7.12	7.07	7.22	7.77	7.27	8.61	8.49
FCF/Share	3.96	4.18	4.41	4.86	4.60	4.77	4.81	5.59	6.52	5.72

Note: All figures in millions of U.S. Dollars unless per share or indicated otherwise.

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