



Prologis (PLG)

Updated April 24th, 2021 by Nikolaos Sismanis

Key Metrics

Current Price:	\$115	5 Year CAGR Estimate:	7.3%	Market Cap:	\$84.8B
Fair Value Price:	\$96	5 Year Growth Estimate:	9.0%	Ex-Dividend Date¹:	06/15/2021
% Fair Value:	120%	5 Year Valuation Multiple Estimate:	-3.6%	Dividend Payment Date:	06/30/2021
Dividend Yield:	2.2%	5 Year Price Target	\$147	Years Of Dividend Growth:	8
Dividend Risk Score:	D	Retirement Suitability Score:	F	Last Dividend Increase:	8.6%

Overview & Current Events

Prologis is by far the largest industrial U.S. REIT owning approximately 990 million square feet of real estate in 19 countries. For context, the second-largest U.S. REIT in the sector is Public Storage (PSA), with a market cap of around \$48 billion, almost half that of Prologis. The company has a diversified rental collection base, comprising of more than 5,500 individual tenants. The company was founded in 1983 and is based in San Francisco, California.

On April 19th, 2021, Prologis reported its Q1-2021 results for the period ending March 31st, 2021. Quarterly revenues grew 16.25%, reaching \$1.02 billion, while FFO/share advanced 16.8% to \$0.97. The robust demand for industrial properties from the fourth quarter has carried into 2021, as global supply chains are fighting to keep pace with accelerating economic activity, striving for faster fulfillment rates and operational resilience.

Prologis' debt as a percentage of its total market cap kept on reducing, standing at a healthy 18.6% at the end of March. The company's weighted average borrowing also fell further, from 2.0% in Q4 at 1.80%, showcasing the capacity of its resilient financials to attract cheap financing. Finally, the weighted average remaining lease term stands at 10.6 years, expanding QoQ amid lease extensions. To reflect the favorable market environment, management slightly raised its FY2021 guidance, projecting core FFO/share of \$3.96 to \$4.02. We have updated our expectations to the mid-point.

Growth on a Per-Share Basis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
FFO/Share	\$1.10	\$1.20	\$1.76	\$1.88	\$2.23	\$2.57	\$2.81	\$3.03	\$3.31	\$3.80	\$3.99	\$6.14
DPS	\$1.06	\$1.12	\$1.12	\$1.32	\$1.52	\$1.68	\$1.76	\$1.92	\$2.12	\$2.32	\$2.52	\$3.70
Shares²	371	460	486	500	521	526	530	567	631	754	764	1400

Over the past five years, FFO/share CAGR has been around 9.0%, while DPS CAGR has been about 8.4% over the same period. The company's growth shows no slowdown signs, continuing to acquire and developing essential logistics properties globally. We are hence hiking our previously cautious medium-term FFO/share growth estimates from 8% to 9% while still remaining prudent. During the quarter, management raised Prologis' DPS by 8.6% to an annualized rate of \$2.52. To match its confident hike, we are raising our DPS growth estimates at 8% to reflect the company's improved outlook. Despite our grown estimates, future results are likely to be stronger. Mr. Moghadam, Prologis' chairman, and CEO, commented that demand for the company's properties is currently the strongest he has seen in his career. Still, we can't ignore the possibility of a future slowdown—hence, our humble growth rates.

Valuation Analysis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	Now	2026
Avg. P/FFO	25.0	29.1	22.7	20.0	21.16	17.5	20.8	18.9	28.1	26.3	28.8	24.0
Avg. Yld.	2.8%	3.3%	2.9%	2.7%	2.8%	3.0%	2.0%	2.0%	1.8%	1.8%	2.2%	2.5%

¹ Estimated dates based on PLD's past dividend dates

² Share count is in millions.

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Over the past decade, Prologis has retained relatively reasonable valuation multiples considering its rapid growth, mainly ranging from 15 to 25 its underlying funds from operations. However, because COVID-19 adversely affected various REITs, investors quickly rushed to Prologis' secured cash flows, expanding this figure to the high 20s as of lately. Safety and growth come at a high price, and as a result, the stock is currently trading at 28.8 times its forward FFO/share. Despite the company's excellent metrics and industrial properties being one of the most resilient real estate spaces during the ongoing pandemic, we believe that shares are likely to undergo a valuation compression in the medium term. Nonetheless, we raise our fair value estimate from 22 to 24. This multiple should reflect the company's growth prospects and its unique qualities, more reasonably. Investors are likely to continue appreciating Prologis' top-notch financials highly. Hence, we do expect a valuation compression, but one of a lower magnitude than before.

Safety, Quality, Competitive Advantage, & Recession Resiliency

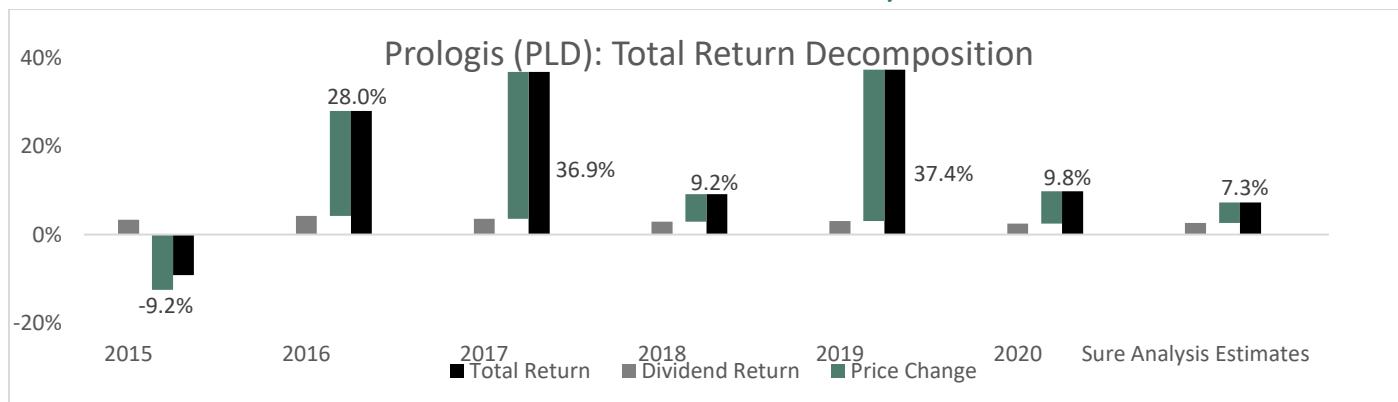
Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
Payout	96%	93%	64%	70%	68%	65%	63%	63%	64%	61%	63%	60%

Prologis appears to be one of the safest choices in REITs during this period of uncertainty in real estate. It features a healthy customer base consisting of huge enterprises that provide essential logistics services during the pandemic. Its occupancy rate remains profoundly strong considering the overall sector, and management's guidance points towards another year of growth, though a more humble one. Further, the company's payout ratio is quite flexible at around 60%, which could easily support a potential acceleration in DPS growth, let alone comfortably sustaining the current dividend if any hurdles were to arise. Additionally, the company's falling financing costs make for a noteworthy growth catalyst. Since a substantial expense for REITs is interest payment due to their continuous debt issuance, lowering these outflows should further boost the company's core FFO/share going forward. Considering that creditors have little to demands based on Prologis' pristine financials, coupled with the company being the largest U.S. REIT in the sector, we find it incredibly unlikely that other REITs could provide more competitive rental rates as well.

Final Thoughts & Recommendation

Investors looking to buy into a growing REIT with a sound tenant base have limited options nowadays. In our view, Prologis combines growth at a substantial margin of safety. However, due to the stock's expanded valuation, income-oriented investors may find its relatively low yield unappealing. Additionally, due to the potential for a valuation compression, our stock's annualized total return forecast stands at a modest 7.3%. We can't ignore the fact that Prologis features great qualities, and the stock could be an attractive dividend growth option. Still, at its current price levels, it is slightly overpriced, thus earning a hold recommendation from Sure Dividend.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020
Revenue	1961	1750	1761	2197	2533	2618	2804	3331	4439
Gross Profit	1405	1209	1215	1544	1836	1893	2047	2412	3269
Gross Margin	71.7%	69.1%	69.0%	70.3%	72.5%	72.3%	73.0%	72.4%	73.6%
SG&A Exp.	228	229	229	217	222	231	239	267	275
D&A Exp.	767	664	642	880	931	879	947	1140	1562
Operating Profit	427	304	320	380	668	771	847	992	1402
Op. Margin	21.8%	17.4%	18.2%	17.3%	26.4%	29.5%	30.2%	29.8%	31.6%
Net Profit	-40	343	636	869	1210	1652	1649	1573	1482
Net Margin	-2.0%	19.6%	36.1%	39.6%	47.8%	63.1%	58.8%	47.2%	33.4%
Free Cash Flow	383	402	816	1033	1417	1687	1804	2264	2937
Income Tax	4	107	-26	23	55	55	63	75	131

Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020
Total Assets	27310	24572	25775	31395	30250	29481	38418	40032	56070
Cash & Equivalents	101	491	351	264	807	447	344	1089	598
Acc. Receivable	171	108	103	90	111	85	107	86	189
Goodwill & Int.	---	---	---	434	268	202	451	314	727
Total Liabilities	13537	10396	10591	12974	11792	10775	12617	13960	19740
Accounts Payable	612	564	628	713	556	703	761	705	1143
Long-Term Debt	11791	9011	9337	11627	10608	9413	11090	11906	16850
Total Equity	12487	13611	13897	14590	14913	15562	22229	22584	31910
D/E Ratio	0.90	0.66	0.67	0.79	0.71	0.60	0.50	0.53	0.53

Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020
Return on Assets	-0.1%	1.3%	2.5%	3.0%	3.9%	5.5%	4.9%	4.0%	3.1%
Return on Equity	-0.3%	2.6%	4.6%	6.1%	8.2%	10.8%	8.7%	7.0%	5.4%
ROIC	-0.2%	1.4%	2.7%	3.2%	4.1%	5.8%	5.1%	4.2%	3.3%
Shares Out.	462	492	506	534	547	552	590	655	754
Revenue/Share	4.24	3.56	3.48	4.11	4.63	4.74	4.75	5.09	5.88
FCF/Share	0.83	0.82	1.61	1.93	2.59	3.05	3.06	3.46	3.89

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

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