



# Brandywine Real Estate (BDN)

Updated August 16<sup>th</sup>, 2022 by Aristofanis Papadatos

## Key Metrics

<b>Current Price:</b>	\$9	<b>5 Year CAGR Estimate:</b>	17.9%	<b>Market Cap:</b>	\$1.5 B
<b>Fair Value Price:</b>	\$15	<b>5 Year Growth Estimate:</b>	2.0%	<b>Ex-Dividend Date:</b>	10/4/2022 <sup>1</sup>
<b>% Fair Value:</b>	60%	<b>5 Year Valuation Multiple Estimate:</b>	10.7%	<b>Dividend Payment Date:</b>	10/19/2022
<b>Dividend Yield:</b>	8.4%	<b>5 Year Price Target</b>	\$16	<b>Years Of Dividend Growth:</b>	0
<b>Dividend Risk Score:</b>	F	<b>Retirement Suitability Score:</b>	B	<b>Rating:</b>	Buy

## Overview & Current Events

Brandywine Realty Trust (BDN) is a real estate investment trust (REIT) that owns, develops, leases and manages an urban town center and transit-oriented portfolio which includes 165 properties in Philadelphia, Austin and Washington, D.C. The REIT has a market capitalization of \$1.5 billion and generates 74% of its operating income in Philadelphia, 22% of its operating income in Austin and the remaining 4% in Washington, D.C.

As Brandywine Realty Trust generates the vast portion of its operating income in Philadelphia and Austin, it is worth noting the advantages of these two areas. According to official reports, Philadelphia has the highest growth rate of highly educated citizens since 2008 while Austin is the fastest-growing metropolitan area, the best place to start business and it has retrieved all the jobs lost due to the pandemic.

In late July, Brandywine Realty Trust reported (7/25/22) financial results for the second quarter of fiscal 2022. Its occupancy edged up sequentially from 89.4% to 89.6% and its funds from operations (FFO) per share remained flat at \$0.35, just \$0.01 above the analysts' consensus. The REIT has posted the same FFO per share for four consecutive quarters. In addition, due to the impact of rising interest rates on interest expense, management lowered its guidance for 2022, from FFO per share of \$1.37-\$1.45 to \$1.36-\$1.40. We have thus lowered our annual forecast from \$1.41 to \$1.37. We also remain concerned over the low tenant retention rate, which is expected within 58%-60% this year.

## Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
<b>FFO</b>	\$1.19	\$1.36	\$1.37	\$1.47	\$0.95	\$1.30	\$1.38	\$1.43	\$1.40	\$1.37	<b>\$1.37</b>	<b>\$1.51</b>
<b>DPS</b>	\$0.60	\$0.60	\$0.60	\$0.60	\$0.63	\$0.66	\$0.73	\$0.76	\$0.76	\$0.76	<b>\$0.76</b>	<b>\$0.84</b>
<b>Shares<sup>2</sup></b>	143.3	154.4	166.2	178.2	176.0	176.8	179.6	176.7	172.3	172.9	<b>173.5</b>	<b>200.0</b>

Brandywine Realty Trust operates primarily in Philadelphia and Austin, which have some attractive characteristics. 80% of all U.S. pharmaceutical companies have offices in Philadelphia, with no other county producing as many degrees in biomedical engineering. Moreover, Austin is the fastest-growing metropolitan area in the U.S., with Oracle and Tesla recently moving their headquarters to Austin. Up to 50 companies may move to Austin to service Tesla and its supply chain vendors. Overall, the outlook is bright for those who operate commercial properties in the area. On the other hand, Brandywine Realty Trust has grown its FFO per share by only 1.6% per year on average over the last decade, with a volatile performance record in place. As a result, we find it prudent to be conservative in our growth assumptions and assume that the REIT will grow its FFO per share at a 2.0% average annual rate over the next five years.

## Valuation Analysis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Now	2027
<b>P/FFO</b>	9.7	10.1	10.9	9.7	15.7	13.2	11.5	10.5	8.2	9.8	<b>6.6</b>	<b>10.9</b>
<b>Avg. Yld.</b>	5.2%	4.4%	4.0%	4.2%	4.2%	3.9%	4.6%	5.1%	6.6%	5.7%	<b>8.4%</b>	<b>5.1%</b>

<sup>1</sup> Estimated date.

<sup>2</sup> In millions.

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Brandywine Realty Trust is currently trading at a 10-year low price-to-FFO ratio of 6.6, which is much lower than the 10-year average FFO multiple of 10.9. If the stock trades at its average valuation level in five years, it will enjoy a 10.7% annualized gain in its returns.

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

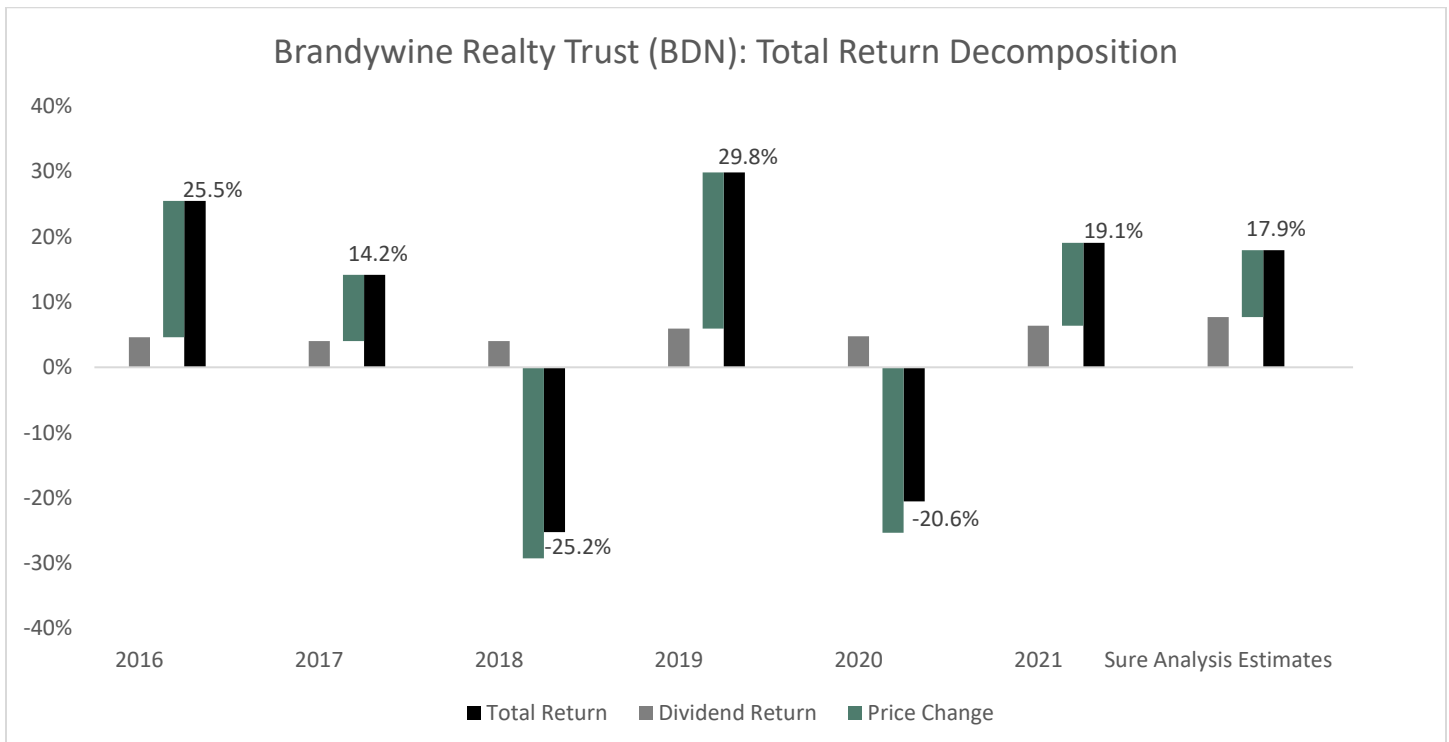
Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	50%	44%	44%	41%	66%	51%	53%	53%	54%	55%	55%	55%

Brandywine Realty Trust is offering an above-average 8.4% dividend yield. Given the solid payout ratio of 55%, the dividend looks enticing on the surface. However, it is important to note that the REIT operates with a nosebleed leverage ratio (Net Debt to EBITDA) of 7.4. It also has a heavy schedule of debt maturities until the end of 2024. As a result, the dividend is likely to come under pressure in the event of an unforeseen downturn. The high debt load is probably the primary reason behind the freeze of the dividend for 15 consecutive quarters. Moreover, Brandywine Realty Trust is sensitive to recessions due to its weak balance sheet and the sensitivity of its tenants to recessions. While the REIT has performed decently during the pandemic, with just a -4% decline in FFO per share between 2019 and 2021, we believe that the REIT is not suitable for risk-averse income-oriented investors.

## Final Thoughts & Recommendation

Brandywine Realty Trust operates in the highly attractive markets of Philadelphia and Austin but it has exhibited choppy performance over the last decade. As a result, during the last five years, the stock has dramatically underperformed the S&P 500 (-48% vs. +74%). We consider a consistent growth record as paramount and hence we are concerned over the unreliable performance of Brandywine Realty Trust. We expect the stock to offer a 17.9% average annual return over the next five years thanks to 2.0% annual growth of FFO per share, an 8.4% dividend and a 10.7% annualized expansion of its valuation level. We rate the stock as a buy but we note its high debt load and its risk during downturns.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Revenue</b>	536	562	597	603	525	520	544	580	535	487
<b>Gross Profit</b>	325	340	361	365	316	314	326	355	329	299
<b>Gross Margin</b>	60.6%	60.6%	60.5%	60.5%	60.1%	60.4%	59.9%	61.1%	61.6%	61.3%
<b>SG&amp;A Exp.</b>	25	28	27	29	27	29	28	32	30	30
<b>D&amp;A Exp.</b>	199	199	209	219	190	180	176	210	188	---
<b>Operating Profit</b>	111	116	126	116	100	106	122	112	111	90
<b>Operating Margin</b>	20.7%	20.6%	21.1%	19.3%	19.0%	20.3%	22.5%	19.4%	20.7%	18.5%
<b>Net Profit</b>	7	43	7	(30)	40	120	135	34	306	12
<b>Net Margin</b>	1.2%	7.6%	1.2%	-5.0%	7.6%	23.1%	24.7%	5.9%	57.1%	2.5%
<b>Free Cash Flow</b>	60	62	(48)	(129)	(81)	20	15	36	66	---

## Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Total Assets</b>	4,507	4,765	4,835	4,555	4,099	3,995	4,077	4,076	3,900	3,846
<b>Cash &amp; Equivalents</b>	2	263	258	57	194	202	23	90	46	27
<b>Accounts Receivable</b>	13	17	19	17	12	18	16	16	14	12
<b>Goodwill &amp; Int. Ass.</b>	71	132	99	112	72	65	171	124	88	56
<b>Total Liabilities</b>	2,733	2,844	2,676	2,602	2,216	2,149	2,266	2,388	2,095	2,145
<b>Accounts Payable</b>	72	84	96	100	103	107	126	113	122	150
<b>Long-Term Debt</b>	2,465	2,595	2,427	2,385	2,013	1,931	2,028	2,144	1,831	1,854
<b>Shareholder's Equity</b>	1,752	1,900	2,141	1,934	1,866	1,829	1,799	1,678	1,794	1,690
<b>LTD/E Ratio</b>	1.41	1.37	1.13	1.23	1.08	1.06	1.13	1.28	1.02	1.10

## Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Return on Assets</b>	0.1%	0.9%	0.1%	-0.6%	0.9%	3.0%	3.3%	0.8%	7.7%	0.3%
<b>Return on Equity</b>	0.4%	2.3%	0.3%	-1.5%	2.1%	6.5%	7.4%	2.0%	17.6%	0.7%
<b>ROIC</b>	0.2%	1.0%	0.2%	-0.7%	1.0%	3.1%	3.5%	0.9%	8.2%	0.3%
<b>Shares Out.</b>	143.3	154.4	166.2	178.2	176.0	176.8	179.6	176.7	172.3	172.9
<b>Revenue/Share</b>	3.74	3.64	3.59	3.38	2.99	2.94	3.03	3.29	3.10	2.83
<b>FCF/Share</b>	0.42	0.40	(0.29)	(0.72)	(0.46)	0.12	0.08	0.20	0.38	---

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

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