



# Essential Properties Realty Trust Inc (EPRT)

Updated August 1<sup>st</sup>, 2022 by Quinn Mohammed

## Key Metrics

|                             |      |                                            |       |                                           |            |
|-----------------------------|------|--------------------------------------------|-------|-------------------------------------------|------------|
| <b>Current Price:</b>       | \$24 | <b>5 Year CAGR Estimate:</b>               | 12.9% | <b>Market Cap:</b>                        | \$3.2 B    |
| <b>Fair Value Price:</b>    | \$27 | <b>5 Year Growth Estimate:</b>             | 7.0%  | <b>Ex-Dividend Date<sup>1</sup>:</b>      | 09/29/2021 |
| <b>% Fair Value:</b>        | 89%  | <b>5 Year Valuation Multiple Estimate:</b> | 2.3%  | <b>Dividend Payment Date<sup>2</sup>:</b> | 10/15/2022 |
| <b>Dividend Yield:</b>      | 4.5% | <b>5 Year Price Target:</b>                | \$38  | <b>Years of Dividend Growth:</b>          | 4          |
| <b>Dividend Risk Score:</b> | F    | <b>Retirement Suitability Score:</b>       | D     | <b>Rating:</b>                            | Buy        |

## Overview & Current Events

Essential Properties Realty Trust Inc is a real estate investment trust which acquires, owns, and manages single-tenant properties that are leased on a long-term basis to middle-market companies who operate service-oriented or experience-based businesses. Such businesses include restaurants, car washes, automotive services, medical services, convenience stores, entertainment, health & fitness, and early childhood education. The trust owns or has an interest in 1,561 properties spanning 14.4 million square footage. There are 322 diverse tenants across 16 industries in 46 states. The diversified REIT trades on the NYSE under the ticker symbol EPRT. The Trust has a market capitalization of \$3.2 billion and is headquartered in Princeton, New Jersey.

Essential Properties released second quarter 2022 results on July 28<sup>th</sup>, 2022 for the period ending June 30<sup>th</sup>, 2022. In the quarter, funds from operations per share increased 28% to \$0.41. Adjusted FFO rose 12% to \$0.38 per share. At the end of the quarter, weighted average occupancy stood at 99.9%. The properties are under a weighted average lease term of 13.8 years with a weighted average rent coverage ratio of 4.0x.

Leadership has upgraded fiscal 2022 guidance and expects 2022 AFFO per share of \$1.52 to \$1.54 (compared to \$1.50 to \$1.53 provided as previous guidance). We have upgraded our 2022 forecast by a penny as a result.

## Growth on a Per-Share Basis

| Year                      | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018   | 2019   | 2020   | 2021   | 2022          | 2027          |
|---------------------------|------|------|------|------|------|------|--------|--------|--------|--------|---------------|---------------|
| <b>AFFOPS</b>             | ---  | ---  | ---  | ---  | ---  | ---  | \$0.78 | \$1.14 | \$1.11 | \$1.34 | <b>\$1.53</b> | <b>\$2.15</b> |
| <b>DPS</b>                | ---  | ---  | ---  | ---  | ---  | ---  | \$0.43 | \$0.88 | \$0.93 | \$0.98 | <b>\$1.08</b> | <b>\$1.38</b> |
| <b>Shares<sup>3</sup></b> | ---  | ---  | ---  | ---  | ---  | ---  | 61.8   | 75.3   | 96.2   | 117.5  | <b>135.0</b>  | <b>150.0</b>  |

EPRT was formed in mid-2018, so our results only go back so far. Considering that 2018 data only spans June 25<sup>th</sup> to December 31<sup>st</sup>, year-over-year comparisons can only truly begin with year 2019, therefore there is little data from which to base future expectations off.

Based on the data we do possess; Essential Properties grew their adjusted funds from operations by 20% and 8% on average over the last three and two years. Keep in mind that the 3-year average growth rate is from 2018-2020, where 2018 was a half year, so results are likely skewed. We estimate the trust can grow AFFO per share by roughly 7% annualized going forward. The trust believes they can achieve growth through further sale-leaseback transactions with middle-market companies. So far, 85% of sale-leasebacks are internally-originated, and the trust has on average over the last two years invested roughly \$175 million per quarter into growing the business. The trust also believes their balance sheet is well positioned to fund external growth opportunities, all the while maintaining their conservative leverage profile. The trust has \$408 million in available liquidity and, in April 2022, amended the maturity date on its credit facility to 2026 from 2023. We see further share issuance in the future as this real estate trust appears to just be getting started, however this capital should go into growing the portfolio. According to leadership, EPRT has the second highest 2022 forecasted AFFO per share growth of around 11% to 13% in its particular industry (#1 highest was Netstret).

<sup>1</sup> Estimate

<sup>2</sup> Estimate

<sup>3</sup> In thousands

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## Valuation Analysis

| Year        | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | Now  | 2027 |
|-------------|------|------|------|------|------|------|------|------|------|------|------|------|
| Avg. P/AFFO | ---  | ---  | ---  | ---  | ---  | ---  | 17.8 | 18.3 | 16.5 | 19.9 | 15.6 | 17.5 |
| Avg. Yld.   | ---  | ---  | ---  | ---  | ---  | ---  | 3.1% | 3.4% | 5.3% | 3.6% | 4.5% | 3.7% |

Essential Properties has traded at a price-to-adjusted funds from operations ratio of 18.2 on average since inception in 2018. Today shares are trading at 15.6 times estimated 2022 AFFO, while we believe fair value is closer to 17.5 times AFFO. This increase in valuation could result in gains of 2.3% per year on average over the next five years.

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

| Year   | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2027 |
|--------|------|------|------|------|------|------|------|------|------|------|------|------|
| Payout | ---  | ---  | ---  | ---  | ---  | ---  | 55%  | 77%  | 84%  | 73%  | 71%  | 64%  |

The payout ratio for EPRT is calculated as dividends per share divided by AFFO per share. The payout ratio has been healthy since the inception of the trust, and we see this as continuing. The yield is not as astronomical as many REITs with higher payout ratios flaunt, as the trust is still in its growth phase. However, the recent decline in the share price has elevated the yield to 4.5%.

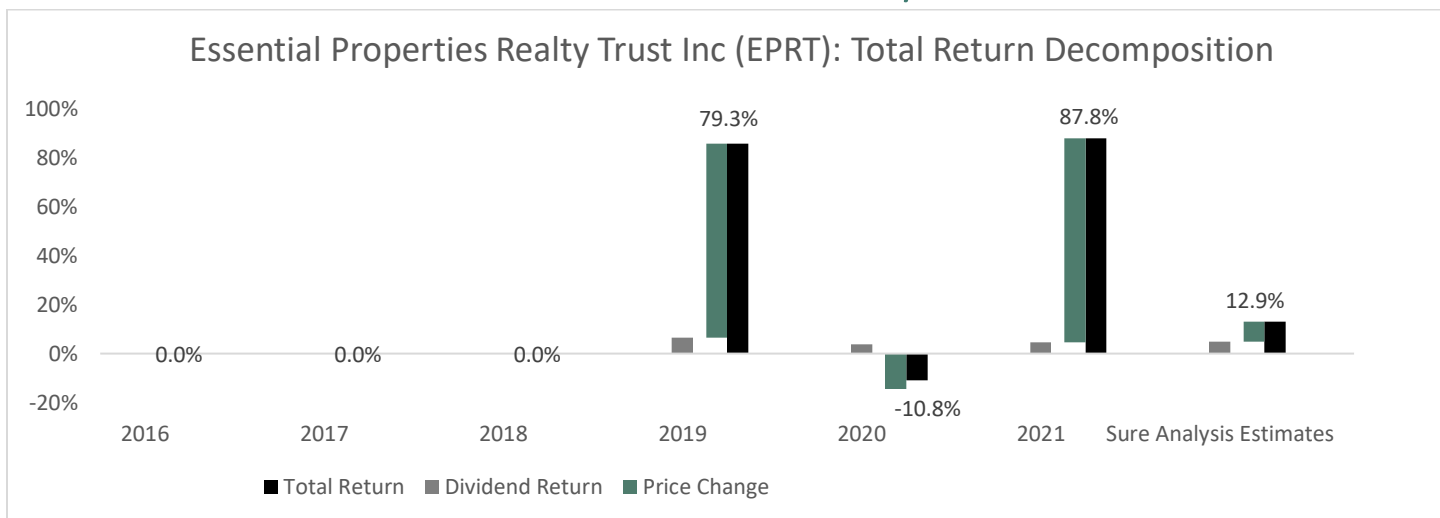
The Essential Properties trust only began operating a few years ago, and thus we have no information dating back to the great financial crisis, but we would anticipate a large number of bankruptcies from so many diverse service-oriented businesses. However, the trust made it through the COVID-19 pandemic practically unscathed on an AFFO basis (down 3% from 2019 to 2020), despite share count rising massively from the onset of the pandemic.

A competitive advantage of EPRT is their focus on leasing to service-oriented businesses, and in doing so, they have tenants that are well-positioned to withstand competition from e-commerce business, which in turn increases the stability and predictability of the Trust's rental revenue.

## Final Thoughts & Recommendation

Essential Properties Realty is a relatively new REIT and has strong expected AFFO growth compared to peers over the next two years. The Trust appears to be a budding dividend growth REIT as they have raised it a couple times since inception. We believe shares are trading below fair value, at 89% of our estimated fair value. The trust's annualized expected returns come in at 12.9% in the intermediate term, and we rate shares as a buy.

## Total Return Breakdown by Year



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## Income Statement Metrics

| Year             | 2012 | 2013 | 2014 | 2015 | 2016 | 2017  | 2018  | 2019  | 2020  | 2021  |
|------------------|------|------|------|------|------|-------|-------|-------|-------|-------|
| Revenue          |      |      |      |      |      | 54    | 96    | 139   | 164   | 230   |
| Gross Profit     |      |      |      |      |      | 53    | 94    | 136   | 160   | 224   |
| Gross Margin     |      |      |      |      |      | 97.2% | 97.9% | 97.8% | 97.6% | 97.5% |
| SG&A Exp.        |      |      |      |      |      | 9     | 14    | 22    | 24    | 24    |
| D&A Exp.         |      |      |      |      |      | 20    | 31    | 43    | 59    | 69    |
| Operating Profit |      |      |      |      |      | 25    | 49    | 72    | 75    | 131   |
| Op. Margin       |      |      |      |      |      | 45.2% | 51.1% | 51.5% | 46.0% | 57.0% |
| Net Profit       |      |      |      |      |      | 6     | 16    | 42    | 42    | 96    |
| Net Margin       |      |      |      |      |      | 11.6% | 16.2% | 30.0% | 25.8% | 41.6% |
| Free Cash Flow   |      |      |      |      |      | 22    | 46    | 89    | 99    | 167   |
| Income Tax       |      |      |      |      |      | 0     | 0     | 0     | 0     | 0     |

## Balance Sheet Metrics

| Year               | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018  | 2019  | 2020  | 2021  |
|--------------------|------|------|------|------|------|------|-------|-------|-------|-------|
| Total Assets       |      |      |      |      | 466  | 942  | 1,381 | 1,975 | 2,489 | 3,299 |
| Cash & Equivalents |      |      |      |      | 2    | 7    | 4     | 8     | 27    | 60    |
| Accts. Recv.       |      |      |      |      | 1    | 5    | 14    | 42    | 63    | 84    |
| Goodwill           |      |      |      |      | 56   | 62   | 66    | 79    | 80    | 88    |
| Total Liabilities  |      |      |      |      | 292  | 761  | 570   | 773   | 907   | 1,255 |
| Long-Term Debt     |      |      |      |      |      | 742  | 540   | 727   | 815   | 1,166 |
| Total Equity       |      |      |      |      | 175  | 181  | 562   | 1,194 | 1,575 | 2,037 |
| LTD/E Ratio        |      |      |      |      |      | 4.09 | 0.96  | 0.61  | 0.52  | 0.57  |

## Profitability & Per Share Metrics

| Year             | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021  |
|------------------|------|------|------|------|------|------|------|------|------|-------|
| Return on Assets |      |      |      |      |      |      | 1.3% | 2.5% | 1.9% | 3.3%  |
| Return on Equity |      |      |      |      |      | 3.5% | 4.2% | 4.8% | 3.1% | 5.3%  |
| ROIC             |      |      |      |      |      |      | 1.4% | 2.6% | 2.0% | 3.4%  |
| Shares Out.      |      |      |      |      |      |      | 61.8 | 75.3 | 96.2 | 117.5 |
| Revenue/Share    |      |      |      |      |      | 1.33 | 2.20 | 1.85 | 1.70 | 1.96  |
| FCF/Share        |      |      |      |      |      | 0.55 | 1.05 | 1.18 | 1.03 | 1.43  |

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

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