



The Necessity Retail REIT, Inc. (RTL)

Updated November 7th, 2022 by Nikolaos Sismanis

Key Metrics

Current Price:	\$6.64	5 Year CAGR Estimate:	11.4%	Market Cap:	\$949 M
Fair Value Price:	\$7.14	5 Year Growth Estimate:	0.0%	Ex-Dividend Date:	01/09/2022 ¹
% Fair Value:	93%	5 Year Valuation Multiple Estimate:	1.5%	Dividend Payment Date:	01/16/2022
Dividend Yield:	12.8%	5 Year Price Target	\$7.14	Years Of Dividend Growth:	1
Dividend Risk Score:	F	Retirement Suitability Score:	C	Rating:	Buy

Overview & Current Events

The Necessity Retail REIT is an externally managed real estate investment trust (REIT), focusing on acquiring and managing a diversified portfolio of primarily service-oriented and traditional retail and distribution-related commercial properties located primarily in the United States. As of September 30th, 2022, the company owned 939 single-tenant properties net leased to investment-grade and other creditworthy tenants and a portfolio of 111 multi-tenant retail properties consisting primarily of power and lifestyle centers. Its 1,050 properties comprise 28.8 million rentable square feet, which were 92.6% leased. American Finance Trust generates around \$335 million in annual revenues and is headquartered in New York, New York.

On February 15th, 2022, American Finance Trust, Inc. (AFIN) changed its name and ticker to The Necessity Retail REIT (RTL).

On November 2nd, 2022, the Necessity Retail REIT reported its Q3 results for the period ending September 30th, 2022. Revenues grew 26.4% to \$116.2 million, driven by the trust acquiring 69 properties last year and 93 properties during the first half of the year. This quarter's two acquisitions were for an aggregate contract purchase price of \$76.1 million at a weighted average capitalization rate of 7.9%. AFFO fell by 6% to \$34.1 million. On a per-share basis, AFFO fell by five cents to \$0.26. This was the result of higher operating expenses and a higher share count.

The trust's properties were 92.6% leased at the end of the quarter, with 7.0 years remaining weighted-average lease term. While financial guidance was not provided, we continue to forecast AFFO/share of \$1.02 for FY2022 based on the trust's current leasing profile.

Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
AFFO/shr²	---	---	---	---	\$2.43	\$2.36	\$0.98	\$0.99	\$0.90	\$1.02	\$1.02	\$1.02
DPS	---	---	---	---	\$1.65	\$1.47	\$1.10	\$1.10	\$0.70	\$0.85	\$0.85	\$0.85
Shares³	---	---	---	---	32.7	49.8	105.6	106.4	108.4	115.4	133.1	170.0

The Necessity Retail REIT's performance is highly susceptible to economic downturns, soft occupancy levels, and lack of rent collections. With 50% of its annualized straight-line rent coming from single-tenant retail properties, such issues are not uncommon. For instance, the trust took a hit on rent collections in the midst of the pandemic. In such cases, the trust usually issues large amounts of shares to stay afloat, resulting in significantly lower AFFO/share and dividend cuts. The trust's current growth catalysts include a 367,400 square feet leasing pipeline which is expected to increase multi-tenant Occupancy to 92.8% from 90.6%. Further, 61.6% of leases have weighted-average contractual rent increases of 1.0% based on annualized straight-line rent, though this rate barely accounts for inflation. While AFFO/share growth is possible as the trust expands its portfolio, we forecast 0% annualized growth ahead due to the trust's financials being very susceptible to any headwinds in the single-tenant retail market.

¹ Estimated dates based on past dividend dates.

² AFFO refers to FFO excluding certain income or expense items that are not a fundamental attribute of AFIN's operations.

³ Share count is 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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Dividend payments used to be made on a monthly basis, though they changed to a quarterly rate last year. The dividend has been cut more than once in a short period of time. Hence, we expect no dividend growth in the medium term as well.

Valuation Analysis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Now	2027
Avg. P/AFFO	---	---	---	---	---	---	13.6	13.5	7.7	7.8	6.5	7.0
Avg. Yld.	---	---	---	---	---	---	8.2%	8.3%	10.0%	10.3%	12.8%	11.9%

The Necessity Retail REIT features one of the lowest valuations amongst its peers and one of the highest yields as a result. This is likely due to the market being unforgiving of the past dividend cuts and being cautious of its high indebtedness, thus remaining cautious about future unfortunate events. While we believe that the trust deserves a below-average multiple, we also estimate that it is modestly undervalued at its current levels. We have our fair multiple to 7X AFFOs, implying the possibility for a 1.5% annualized valuation tailwind.

Safety, Quality, Competitive Advantage, & Recession Resiliency

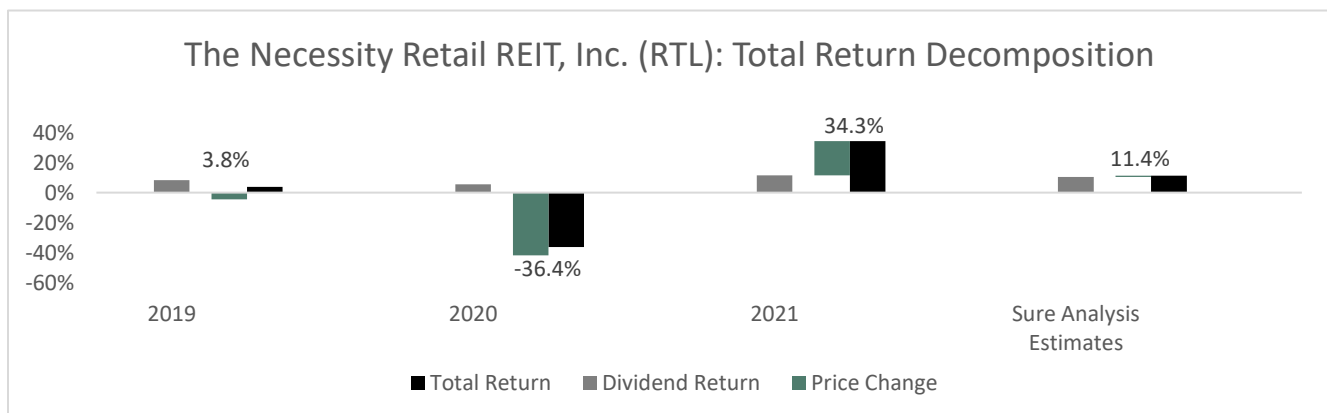
Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	---	---	---	---	68%	62%	112%	111%	78%	83%	83%	83%

The Necessity Retail REIT's generous dividend should not be considered trustworthy. A dividend cut is more than likely during a recession or less than optimal conditions in the retail real estate market. The trust's most noteworthy qualities include a robust acquisition platform and an investment-grade tenant based. Specifically, just over 60% of its top 20 tenants are investment-grade rated. However, the trust is also one of the most leveraged amongst its peers, featuring an uncomfortable net debt to EBITDA of 9.7X, while its weighted average interest rate of 4.2% is not particularly low, and could worsen further in the current environment. We don't note any particular competitive advantages.

Final Thoughts & Recommendation

The Necessity Retail REIT has only a brief track record. The trust is currently one of the cheapest amongst its peers, but with elevated risks attached to its balance sheet. We forecast annualized returns of 11.4%, primarily powered by the stock's generous dividend, as well as a valuation tailwind. The stock earns a speculative buy rating due to projected results. However, we highlight that income-oriented investors should not blindly trust the dividend. It is likely to be cut again following a recession, debt refinancing at higher rates or any other negative event that could shift the dynamics of the trust's balance sheet.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Revenue	---	---	158	172	177	271	291	300	305	335
Gross Profit	---	---	145	159	163	228	237	247	253	280
Gross Margin	---	---	91.5%	92.3%	92.3%	84.3%	81.4%	82.4%	82.9%	83.6%
SG&A Exp.	---	---	6	24	29	41	56	59	61	71
D&A Exp.	---	---	95	103	102	148	123	116	129	128
Operating Profit	---	---	45	33	33	34	41	64	55	78
Operating Margin	---	---	28.7%	19.3%	18.5%	12.4%	14.1%	21.2%	18.0%	23.3%
Net Profit	---	---	-2	-21	-54	-46	-37	4	-32	-40
Net Margin	---	---	-1.3%	-12.3%	-30.7%	-17.2%	-12.8%	1.4%	-10.4%	-11.9%
Free Cash Flow	---	---	100	89	73	84	85	92	84	132
Income Tax	---	---	158	172	177	271	291	300	305	---

Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Total Assets	---	---	---	2237	2064	3297	3263	3490	3608	3814
Cash & Equivalents	---	---	---	131	131	108	91	82	103	215
Accounts Receivable	---	---	---	---	---	29	38	47	67	71
Inventories	---	---	---	---	---	---	---	---	---	---
Goodwill & Int. Ass.	---	---	---	245	196	304	272	289	269	236
Total Liabilities	---	---	---	1110	1080	1556	1653	1788	1908	2104
Accounts Payable	---	---	---	25	14	27	28	27	25	33
Long-Term Debt	---	---	---	1048	1033	1398	1521	1644	1772	1956
Shareholder's Equity	---	---	---	1127	985	1737	1601	1683	1669	1700
LTD/E Ratio	---	---	---	0.93	1.05	0.81	0.95	0.98	1.06	1.15

Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Return on Assets	---	---	---	---	-2.52%	-1.73%	-1.14%	0.12%	-0.90%	-1.1%
Return on Equity	---	---	---	---	-5.14%	-3.42%	-2.24%	0.25%	-1.90%	-2.4%
ROIC	---	---	---	---	-2.59%	-1.80%	-1.19%	0.13%	-0.93%	-1.1%
Shares Out.	---	---	104	104	104	100	106	106	108	115
Revenue/Share	---	---	1.52	1.65	1.69	2.72	2.76	2.82	2.82	2.90
FCF/Share	---	---	0.96	0.86	0.70	0.84	0.80	0.86	0.77	1.14

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

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