



# Uniti Group (UNIT)

Updated November 13<sup>th</sup>, 2023 by Samuel Smith

## Key Metrics

<b>Current Price:</b>	\$4.6	<b>5 Year CAGR Estimate:</b>	20.1%	<b>Market Cap:</b>	\$1.1B
<b>Fair Value Price:</b>	\$7.2	<b>5 Year Growth Estimate:</b>	3.4%	<b>Ex-Dividend Date:</b>	12/14/23
<b>% Fair Value:</b>	64%	<b>5 Year Valuation Multiple Estimate:</b>	9.4%	<b>Dividend Payment Date:</b>	1/4/24
<b>Dividend Yield:</b>	13.0%	<b>5 Year Price Target</b>	\$9	<b>Years Of Dividend Growth:</b>	0
<b>Dividend Risk Score:</b>	D	<b>Retirement Suitability Score:</b>	B	<b>Rating:</b>	Buy

## Overview & Current Events

Uniti Group is a Real Estate Investment Trust (i.e., REIT) that focuses on acquiring, constructing, and leasing out communications infrastructure in the United States. In particular, it owns millions of miles of fiber strand along with other communications real estate. In its recent past it has faced challenges due to its largest tenant filing for bankruptcy and renegotiating its lease with Uniti. However, the REIT is now on firmer footing and is pursuing growth opportunities.

On November 2, 2023, Uniti Group Inc. released its earnings report for the third quarter of 2023. The company reported a net loss of \$80.9 million, or \$0.34 per diluted common share, primarily due to non-cash items. This loss included a significant goodwill impairment charge of \$153.0 million related to the Uniti Fiber segment. Despite the net loss, Uniti Group saw growth in its consolidated revenue and Adjusted EBITDA by 2.7% and 3.5% respectively, compared to the same period in the previous year. The consolidated revenues for Q3 2023 were \$290.7 million, with an Adjusted EBITDA of \$233.0 million, achieving Adjusted EBITDA margins of approximately 80%. Uniti Fiber contributed \$76.1 million in revenues and \$29.9 million in Adjusted EBITDA, while Uniti Leasing contributed \$214.6 million in revenues and \$208.6 million in Adjusted EBITDA. The company ended the quarter with approximately \$263.1 million in unrestricted cash and cash equivalents and declared a quarterly cash dividend of \$0.15 per common share, payable on January 4, 2024, to stockholders of record on December 15, 2023. The company also updated its 2023 outlook, which now includes a consolidated revenue range of \$1,154 million to \$1,174 million, a net loss attributable to common shareholders between \$58 million and \$38 million, and an Adjusted EBITDA between \$915 million and \$935 million.

## Growth on a Per-Share Basis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
<b>AFFO/S</b>			\$1.78	\$2.61	\$2.51	\$2.51	\$2.08	\$1.72	\$1.68	\$1.75	<b>\$1.44</b>	<b>\$1.70</b>
<b>DPS</b>			\$1.64	\$2.40	\$2.40	\$2.40	\$0.00	\$0.60	\$0.60	\$0.60	<b>\$0.60</b>	<b>\$0.60</b>
<b>Shares<sup>1</sup></b>			150.5	155.8	175.4	183.1	193.3	232.9	236.3	237.3	<b>238.7</b>	<b>240.0</b>

Since the IPO in 2015, Uniti Group has struggled to grow AFFO per share as it has been weighed down by a heavy debt burden and significant troubles with a very large tenant. Eventually it was forced to renegotiate its lease and as a result has taken a hit to cash flows. However, the REIT is on much firmer footing today and is looking to reignite growth.

It is primarily working to drive this growth through refinancing its debt at significantly lower rates in order to generate increased cash flow from existing revenue streams while also leasing up its under-utilized assets. In the near-term, however, higher interest rates are delaying this tailwind, resulting in the large decline in AFFO per share expected in 2023. By adding leasing to its assets it can generate extremely high returns on investment capital as additional customers require minimal additional capital expenditures, but bring in strong cash flows. As a result, we expect Uniti Group to generate 3.4% annualized AFFO per share growth over the next half decade off of this year's lows.

<sup>1</sup> In millions

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## Valuation Analysis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Now	2028
<b>P/AFFO</b>			11.0	10.5	9.7	7.4	6.3	4.0	6.8	8.3	<b>3.2</b>	<b>5.0</b>
<b>Avg. Yld.</b>			8.4%	8.8%	9.9%	12.9%	0.0%	8.7%	5.3%	4.1%	<b>13.0%</b>	<b>7.1%</b>

Uniti Group has traded at mid to high single-digit P/AFFO multiples for most of its existence. That said, today it trades at a low single-digit P/AFFO multiple.

With Uniti poised to grow AFFO per share at a steady clip moving forward while interest rates are rising, we assign a fair value P/AFFO multiple of 5x, which should provide a tailwind to total returns moving forward.

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

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
<b>Payout</b>			92%	92%	96%	96%	0%	35%	36%	34%	<b>42%</b>	<b>35%</b>

While Uniti Group's balance sheet is far from rock solid, it is on firmer footing and continuing to improve as management works to refinance debt to improve the maturity ladder as well as reduce interest costs. Furthermore, the trust is retaining a lot of cash right now thanks to the low payout ratio which it is using to deleverage and pursue growth opportunities which should in turn reduce leverage further.

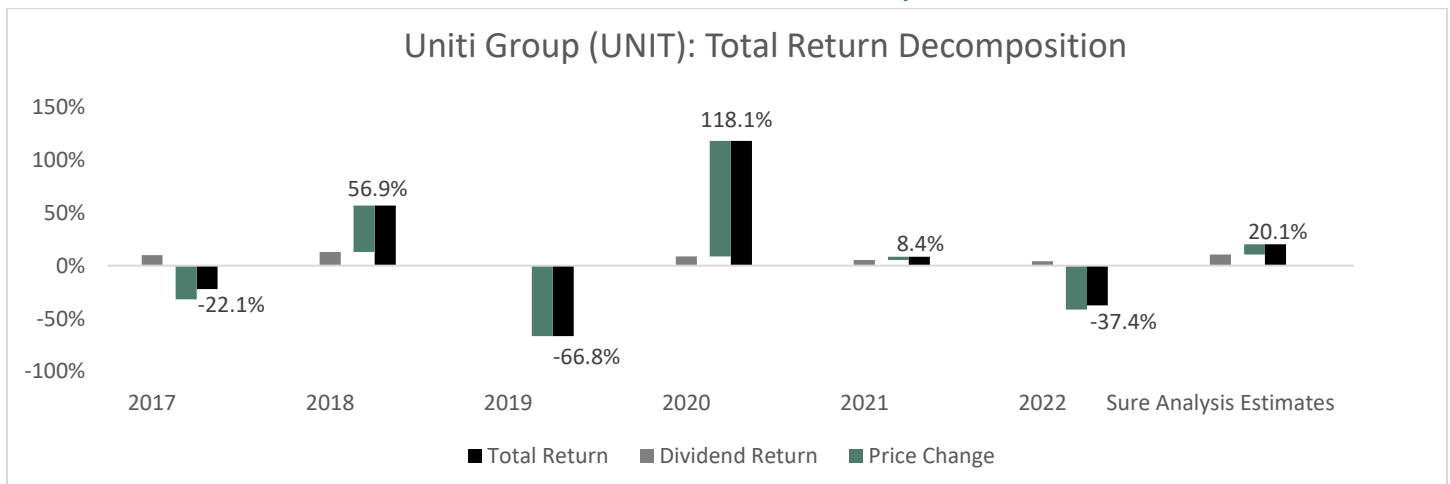
Uniti's fiber assets are critical infrastructure in the regions in which it operates and therefore the REIT should enjoy fairly stable cash flows in the face of a recession. While its assets are mission critical, there is nothing unique about Uniti Group that gives it a durable competitive advantage. As a result, it lacks meaningful pricing power and therefore is unlikely to drive abnormally high profitability over time. The main source of total returns will be a combination of its stable cash flowing business model and multiple expansion to compensation for the current deep discount in shares.

Given the low payout ratio, significant growth upside, and the mission critical and recession resistant nature of Uniti's assets, the dividend looks safe for the foreseeable future.

## Final Thoughts & Recommendation

Uniti Group offers investors very attractive 20.1% annualized total return potential thanks to its sky-high dividend yield, growth potential, and deeply discounted valuation. That said, it is a fairly speculative investment due to its high leverage burden. As a result, we rate it a Speculative Buy.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Revenue</b>	45	36		770	916	1,018	1,058	1,067	1,101	1,129
<b>Gross Profit</b>	22	17								
<b>Gross Margin</b>	48.5%	47.1%		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>SG&amp;A Exp.</b>	0	0		35	72	85	103	105	101	101
<b>D&amp;A Exp.</b>				376	434	452	406	329	291	293
<b>Operating Profit</b>	17	12		309	308	344	389	473	562	592
<b>Operating Margin</b>	36.6%	34.1%		40.2%	33.6%	33.8%	36.8%	44.4%	51.0%	52.4%
<b>Net Profit</b>	17	12		(0)	(9)	16	11	(706)	124	(8)
<b>Net Margin</b>	36.6%	34.1%		0.0%	-1.0%	1.6%	1.0%	-66.2%	11.2%	-0.7%
<b>Free Cash Flow</b>				341	239	49	267	(160)	113	33
<b>Income Tax</b>				1	(39)	(5)	5	(15)	(5)	(17)

## Balance Sheet Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Total Assets</b>	22	17	2,543	3,319	4,330	4,593	5,017	4,732	4,809	4,851
<b>Cash &amp; Equivalents</b>			142	172	60	38	143	78	59	44
<b>Accounts Receivable</b>	3	2	14	44	91	166	80	76	80	111
<b>Goodwill &amp; Int. Ass.</b>	19	14	11	423	1,103	1,125	1,223	993	967	696
<b>Total Liabilities</b>	10	8	3,710	4,641	5,454	6,000	6,500	6,804	6,923	7,122
<b>Accounts Payable</b>			10	41	78	94	227	146	87	122
<b>Long-Term Debt</b>	-	-		4,028	4,483	4,846	5,018	4,817	5,091	5,189
<b>Shareholder's Equity</b>	12	9	(1,167)	(1,402)	(1,309)	(1,586)	(1,567)	(2,142)	(2,128)	(2,274)
<b>LTD/E Ratio</b>	-	-		(3.05)	(3.66)	(3.23)	(3.20)	(2.25)	(2.39)	(2.28)

## Profitability & Per Share Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Return on Assets</b>		63.8%		0.0%	-0.2%	0.4%	0.2%	-14.5%	2.6%	-0.2%
<b>Return on Equity</b>		117.0%								
<b>ROIC</b>		117.0%		0.0%	-0.3%	0.5%	0.3%	-22.5%	4.3%	-0.3%
<b>Shares Out.</b>			150.5	155.8	175.4	183.1	193.3	232.9	236.3	235.8
<b>Revenue/Share</b>	0.30	0.24		5.05	5.42	5.75	5.64	5.24	4.17	4.79
<b>FCF/Share</b>				2.24	1.42	0.28	1.42	(0.79)	0.43	0.14

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

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