



# Uniti Group (UNIT)

Updated March 11<sup>th</sup>, 2024 by Samuel Smith

## Key Metrics

<b>Current Price:</b>	\$6.5	<b>5 Year CAGR Estimate:</b>	14.4%	<b>Market Cap:</b>	\$1.6B
<b>Fair Value Price:</b>	\$7.2	<b>5 Year Growth Estimate:</b>	6.3%	<b>Ex-Dividend Date:</b>	3/27/24
<b>% Fair Value:</b>	90%	<b>5 Year Valuation Multiple Estimate:</b>	2.1%	<b>Dividend Payment Date:</b>	4/12/24
<b>Dividend Yield:</b>	9.2%	<b>5 Year Price Target</b>	\$10	<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 February 29, 2024, Uniti Group Inc. released its earnings report for the fourth quarter of 2023. In the fourth quarter of 2023, consolidated revenues amounted to \$285.7 million, with net income reaching \$30.7 million and Adjusted EBITDA hitting \$231.1 million, resulting in an Adjusted EBITDA margin of about 81%. Net income attributable to common shares stood at \$30.4 million, while AFFO attributable to common shareholders was \$91.6 million, translating to \$0.34 per diluted common share. Uniti Fiber contributed \$70.7 million in revenues and \$27.0 million in Adjusted EBITDA for the same quarter, with an Adjusted EBITDA margin of roughly 38%, and incurred net success-based capital expenditures of \$20.7 million. Uniti Leasing recorded revenues of \$214.9 million and Adjusted EBITDA of \$209.5 million, with capital expenditures of \$23.1 million during the quarter. For the full year ended December 31, 2023, consolidated revenues totaled \$1.1 billion, with a net loss of \$81.7 million and Adjusted EBITDA of \$923.5 million. Net loss attributable to common shares amounted to \$82.9 million, reflecting a \$204.0 million goodwill impairment charge related to the Uniti Fiber segment driven by increased macro interest rates. AFFO attributable to common shareholders for the year was \$385.3 million, or \$1.42 per diluted common share. Uniti Fiber contributed \$297.1 million in revenues and \$115.7 million in Adjusted EBITDA for the full year, with an Adjusted EBITDA margin of approximately 39%, and incurred net success-based capital expenditures of \$118.3 million. Meanwhile, Uniti Leasing contributed \$852.8 million in revenues and \$829.6 million in Adjusted EBITDA for the year, with capital expenditures of \$277.2 million, mainly allocated to the construction of approximately 4,100 new route miles of fiber infrastructure.

## Growth on a Per-Share Basis

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
<b>AFFO/\$</b>		\$1.78	\$2.61	\$2.51	\$2.51	\$2.08	\$1.72	\$1.68	\$1.75	\$1.42	<b>\$1.44</b>	<b>\$1.95</b>
<b>DPS</b>		\$1.64	\$2.40	\$2.40	\$2.40	\$0.00	\$0.60	\$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	238.8	<b>238.8</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

<sup>1</sup> In millions

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customers require minimal additional capital expenditures, but bring in strong cash flows. As a result, we expect Uniti Group to generate 6.3% annualized AFFO per share growth over the next half decade off of this year's lows.

## Valuation Analysis

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Now	2029
P/AFFO		11.00	10.5	9.7	7.4	6.3	4	6.8	8.3	3.2	4.5	5.0
Avg. Yld.		8.4%	8.8%	9.9%	12.9%	0.0%	8.7%	5.3%	4.1%	13.2%	9.2%	6.2%

Uniti Group has traded at mid to high single-digit P/AFFO multiples for most of its existence. That said, today is 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	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
Payout		92%	92%	96%	96%	0%	35%	36%	34%	42%	42%	31%

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.

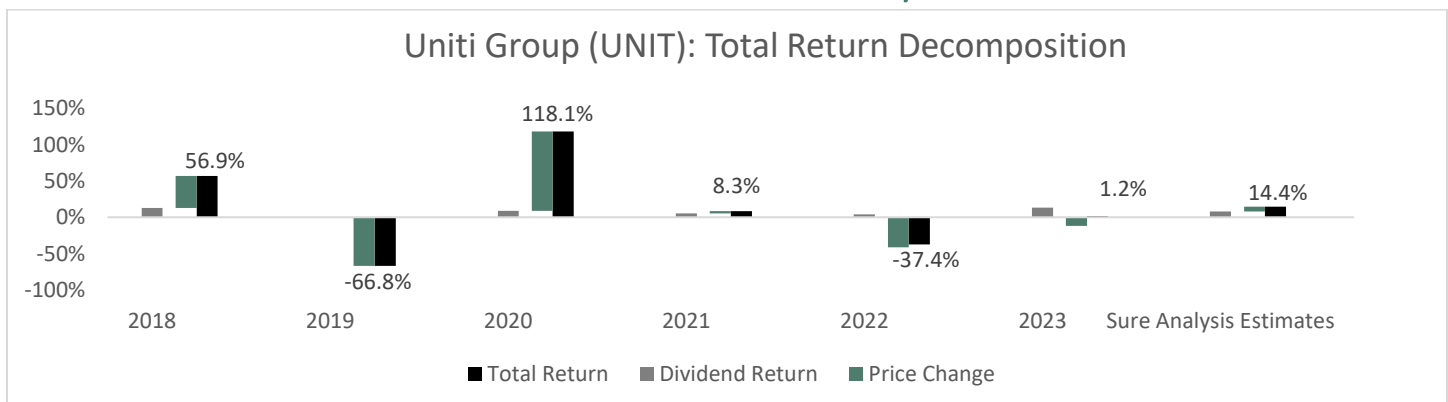
Uniti's fiber assets are critical infrastructure in the regions in which it operates and therefore the REIT should enjoy fairly stable cash flows in the face of a recession. While its assets are mission critical, there is nothing unique about Uniti Group that gives it a durable competitive advantage. 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 14.4% 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	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Revenue	36		770	916	1,018	1,058	1,067	1,101	1,129	1,150
Gross Profit	17									
Gross Margin	47.1%		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
SG&A Exp.	0		35	72	85	103	105	101	101	103
D&A Exp.			376	434	452	406	329	291	293	311
Operating Profit	12		309	308	344	389	473	562	592	592
Operating Margin	34.1%		40.2%	33.6%	33.8%	36.8%	44.4%	51.0%	52.4%	51.5%
Net Profit	12		(0)	(9)	16	11	(706)	124	(8)	(82)
Net Margin	34.1%		0.0%	-1.0%	1.6%	1.0%	-66.2%	11.2%	-0.7%	-7.1%
Free Cash Flow			341	239	49	267	(160)	113	33	(64)
Income Tax			1	(39)	(5)	5	(15)	(5)	(17)	(68)

## Balance Sheet Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Total Assets	17	2,543	3,319	4,330	4,593	5,017	4,732	4,809	4,851	5,025
Cash & Equivalents		142	172	60	38	143	78	59	44	62
Accounts Receivable	2	14	44	91	166	80	76	80	111	137
Goodwill & Int. Ass.	14	11	423	1,103	1,125	1,223	993	967	696	462
Total Liabilities	8	3,710	4,641	5,454	6,000	6,500	6,804	6,923	7,122	7,509
Accounts Payable		10	41	78	94	227	146	87	122	119
Long-Term Debt	-		4,028	4,483	4,846	5,018	4,817	5,091	5,189	5,524
Shareholder's Equity	9	(1,167)	(1,402)	(1,309)	(1,586)	(1,567)	(2,142)	(2,128)	(2,274)	(2,486)
LTD/E Ratio	-		(3.05)	(3.66)	(3.23)	(3.20)	(2.25)	(2.39)	(2.28)	(2.22)

## Profitability & Per Share Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Return on Assets	63.8%		0.0%	-0.2%	0.4%	0.2%	-14.5%	2.6%	-0.2%	-1.7%
Return on Equity	117%									
ROIC	117%		0.0%	-0.3%	0.5%	0.3%	-22.5%	4.3%	-0.3%	-2.7%
Shares Out.		150.5	155.8	175.4	183.1	193.3	232.9	236.3	237.3	238.8
Revenue/Share	0.24		5.05	5.42	5.75	5.64	5.24	4.17	4.79	4.86
FCF/Share			2.24	1.42	0.28	1.42	(0.79)	0.43	0.14	(0.27)

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

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