



Global Net Lease (GNL)

Updated August 20th, 2024 by Samuel Smith

Key Metrics

Current Price:	\$8.2	5 Year CAGR Estimate:	14.3%	Market Cap:	\$1.9 B
Fair Value Price:	\$9.8	5 Year Growth Estimate:	1.3%	Ex-Dividend Date:	10/11/24 ¹
% Fair Value:	83%	5 Year Valuation Multiple Estimate:	3.7%	Dividend Payment Date:	10/16/24 ²
Dividend Yield:	13.4%	5 Year Price Target	\$10	Years Of Dividend Growth:	0
Dividend Risk Score:	F	Retirement Suitability Score:	C	Rating:	Buy

Overview & Current Events

Global Net Lease is a Real Estate Investment Trust (REIT) investing in commercial properties in the U.S. and Europe with an emphasis on sale-leaseback transactions. The trust owns office, industrial, and retail properties. Global Net Lease is a \$1.9 billion market capitalization business.

On August 6, 2024, Global Net Lease, Inc. (GNL) reported its financial results for the second quarter of 2024. The company recorded a net loss per share of \$0.20, missing expectations by \$0.05. Revenue for the quarter was \$203.29 million, which, despite representing a significant 112.10% year-over-year increase, missed estimates by \$2.06 million. During the quarter, GNL increased its Adjusted Funds from Operations (AFFO) per share by 2% to \$0.33, while reducing its outstanding debt by \$251 million. This debt reduction improved the company's Net Debt to Adjusted EBITDA ratio from 8.4x to 8.1x. Additionally, GNL closed and had a disposition pipeline totaling \$728 million at a cash cap rate of 7.3%. This includes \$180 million of vacant properties expected to reduce annual operating expenses by over \$3 million. The company also raised its 2024 closed disposition guidance from a range of \$400 million to \$600 million to \$650 million to \$800 million. GNL addressed all its 2024 debt maturities, ensuring no debt matures through July 2025. The percentage of fixed-rate debt increased to 90% from 84% in the first quarter of 2024, with a reduced weighted average interest rate of 4.7%. CEO Michael Weil emphasized the significant strides made during the quarter in executing the company's disposition strategy, reducing debt, and enhancing long-term shareholder value. GNL reported robust leasing activity with 1.4 million square feet leased, generating over \$17 million in new straight-line rent. The portfolio achieved a 94% lease rate with a weighted average lease term of 6.5 years and a renewal leasing spread of 4.3%. For the full year 2024, GNL reaffirmed its AFFO per share guidance range of \$1.30 to \$1.40 and a net debt to Adjusted EBITDA range of 7.4x to 7.8x. The company's property portfolio as of June 30, 2024, consisted of 1,242 net lease properties across eleven countries, with 64.3 million rentable square feet. The portfolio was 80% located in the U.S. and Canada and 20% in Europe, with a sector breakdown of 31% Industrial & Distribution, 28% Multi-Tenant Retail, 21% Single-Tenant Retail, and 20% Office based on annualized straight-line rent. As of June 30, 2024, GNL had \$220.3 million in liquidity and \$214 million of capacity under its revolving credit facility. The company managed a significant reduction in its outstanding debt, bringing it down to \$5 billion, including \$2.4 billion of mortgage debt. The weighted average debt maturity stood at 3.3 years, with a total combined debt weighted average interest rate of 4.7% and an interest coverage ratio of 2.4 times. The strategic financial management, coupled with proactive cost-cutting measures, positioned GNL for sustainable growth.

Growth on a Per-Share Basis

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
AFFOPS	---	\$1.96	\$2.24	\$2.10	\$2.12	\$1.85	\$1.79	\$1.77	\$1.67	\$1.40	\$1.31	\$1.40
DPS	---	\$1.40	\$2.13	\$2.13	\$2.13	\$2.13	\$1.73	\$1.60	\$1.60	\$1.55	\$1.10	\$1.10
Shares³	---	56.2	66.2	67.3	83.8	89.4	90.5	103.6	103.4	229.8	230.1	250

¹ Estimate

² Estimate

³ In millions

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Note that Global Net Lease was not publicly listed until 2015, which results in a relatively short observation history. From first glance, Global Net Lease appears to be a strong REIT that is well diversified across a plethora of tenants and industries, including well-established names like FedEx, U.S. Customs, ING Bank, and Family Dollar across several countries. However, there are a variety of underlying concerns, especially as it relates to potential growth. General concerns include the poor management track record, the office space industry requiring increased capex, and categorizing some of its tenants as investment grade using an “implied” credit model. While GNL should be fairly well insulated from recessions thanks to their net lease structure and their diversified pool of investment grade tenants, they did cut their dividend recently as coverage was already very tight. We forecast 1.3% AFFO per share growth through 2029.

Valuation Analysis

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Now	2029
Avg. P/AFFO	---	10.5	9.8	8.4	9.3	9.5	9.6	8.9	7.9	5.1	6.3	7.5
Avg. Yld.	---	6.8%	9.7%	12.1%	10.8%	12.1%	10.1%	10.2%	12.1%	18.2%	13.4%	10.5%

Given the current economic uncertainty across the globe and our concerns about sustainable long-term per-share growth, our fair value estimate will be on the low end of GNL’s historical spectrum at 7.5 times AFFO. As a result, we view shares as undervalued at present.

Safety, Quality, Competitive Advantage, & Recession Resiliency

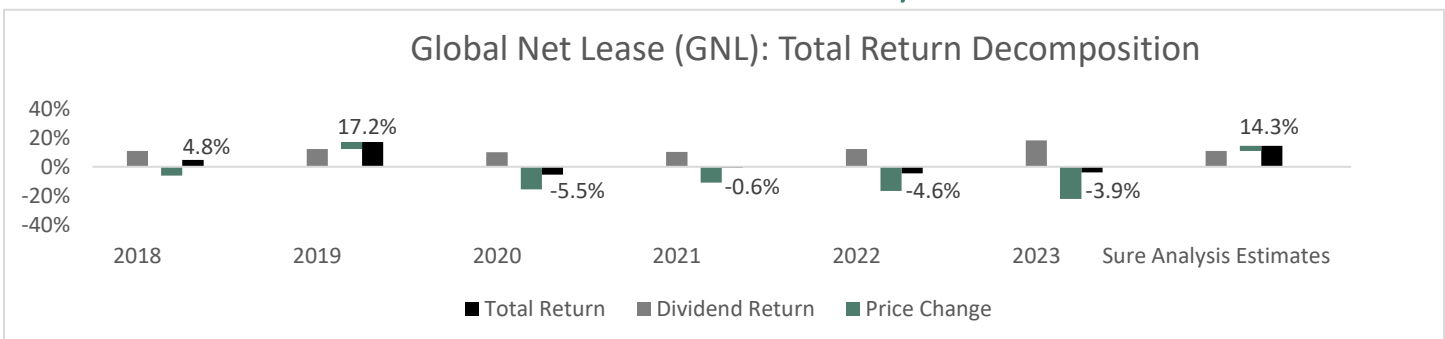
Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
Payout	---	71%	95%	101%	100%	115%	97%	90%	96%	111%	84%	79%

The balance sheet is reasonably liquid and flexible given the strong interest coverage ratio, low weighted-average interest rate, well-laddered debt maturities, and high percentage of fixed-rate debt. Additionally, after its recent dividend cut, the payout ratio improves the current dividend’s safety and improves its chances of achieving accretive growth. As a net lease REIT, GNL does not enjoy any competitive advantages other than decent scale and a fairly large business network with tenants in Europe and the U.S. Its business model is fairly recession-resistant, though its high exposure to office properties does put it at some risk. Its high payout ratio heading into the coronavirus outbreak unsurprisingly led to a dividend cut in 2020.

Final Thoughts & Recommendation

GNL is supported by a diversified and defensively positioned portfolio of mostly investment-grade tenants signed to long-term triple-net leases. However, the poor management track record leaves investors at considerable risk of suffering from value destruction and potentially underwhelming future growth. We rate shares a speculative Buy given the 14.3% annualized total return potential over the next half-decade.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Revenue	93	205	214	259	282	306	330	391	379	515
Gross Profit	85	187	195	230	253	278	298	358	346	447
Gross Margin	91.5%	91.1%	91.1%	88.9%	89.8%	90.8%	90.2%	91.6%	91.3%	86.8%
SG&A Exp.	5	43	31	29	41	53	59	67	70	86
D&A Exp.	42	92	97	118	125	131	143	168	159	234
Operating Profit	40	54	70	88	93	99	100	128	122	139
Operating Margin	42.8%	26.2%	32.7%	34.0%	32.8%	32.3%	30.3%	32.7%	32.2%	27.0%
Net Profit	(54)	(2)	47	24	11	46	11	11	12	(212)
Net Margin	-57.4%	-1.0%	22.0%	9.1%	3.9%	15.2%	3.3%	2.9%	3.2%	-41.1%
Free Cash Flow	(19)	92	114	128	143	129	170	185	152	96
Income Tax	(1)	6	4	3	2	4	5	12	11	14

Balance Sheet Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Total Assets	2,429	2,541	2,891	3,039	3,309	3,702	3,967	4,183	3,962	8,099
Cash & Equivalents	65	70	70	102	100	270	124	90	103	122
Goodwill & Int. Ass.	488	521	601	652	698	674	735	641	321	938
Total Liabilities	1,012	1,320	1,535	1,624	1,881	1,992	2,413	2,556	2,508	5,460
Accounts Payable	15	19	23	23	32	23	28	26	23	99
Long-Term Debt	942	1,242	1,419	1,514	1,772	1,869	2,265	2,427	2,396	5,148
Shareholder's Equity	1,417	1,205	1,348	1,413	1,425	1,698	1,532	1,621	1,439	2,638
LTD/E Ratio	0.66	1.03	1.05	1.07	1.24	1.10	1.48	1.50	1.67	1.95

Profitability & Per Share Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Return on Assets	-4.1%	-0.1%	1.7%	0.8%	0.3%	1.3%	0.3%	0.3%	0.3%	-3.5%
Return on Equity	-7.0%	-0.2%	3.7%	1.7%	0.8%	3.0%	0.7%	0.7%	0.8%	-10.4%
ROIC	-4.2%	-0.1%	1.8%	0.8%	0.4%	1.4%	0.3%	0.3%	0.3%	-3.6%
Shares Out.	---	56.2	66.2	67.3	83.8	89.4	90.5	103.6	103.4	229.8
Revenue/Share	1.66	3.53	3.78	3.88	4.05	3.55	3.69	3.98	3.65	3.61
FCF/Share	(0.33)	1.58	2.01	1.91	2.05	1.49	1.91	1.88	1.46	0.68

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

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