

American Tower Corp.

4Q First Look: '24 guide in line, yet year could be messy with India sale and FX

Reiterate Rating: BUY | PO: 240.00 USD | Price: 187.72 USD

4Q23 results slightly beat on revenues and adj. EBITDA

AMT reported 4Q23 results that slightly beat on revenue and adj. EBITDA (see **Exhibit** 1). AFFO/sh attributable to AMT beat estimates but was helped by including 'AFFO for unconsolidated affiliates and noncontrolling interests' (+\$32mn reported vs. BofAe of -\$63mn) and we don't know what this is. Asia revenue came in higher than estimated, mainly driven by higher 'Other' (probably pre-sale backbilling) and pass through revenue. AMT is our top tower pick for its holistic, domestic MLA contract structures that smooth the domestic tower revenue growth outlook, diverse international and data center growth drivers, and peer leading AFFO/sh growth in 2024/25. Reiterate Buy.

2024 Guidance in line with Street, not including India sale

AMT's 2024 guidance came in line vs. the Street on select financial metrics but it includes a full year contribution from the India business. The revenue and attributable AFFO/sh range came in line with Street estimates while the Street is at the top end of the range for adj. EBITDA. AMT expects 2024 property revenue of \$11,050-11,230mn (Street \$11,146mn), adj. EBITDA of \$7,080-7,190mn (Street \$7,186mn), and AFFO/sh attributable of \$10.21-10.45 (Street \$10.29). For illustrative (real) purposes, AMT shared its expectations for the India business contribution assuming an October 1, 2024 close as we assume in our model. 4Q24 revenue, adj. EBITDA, and AFFO/sh attributable represents \$295mn, \$95mn, and \$0.09, respectively. Adjusting for this, the 2024 guidance midpoints still fall above our estimates - Property revenue of \$10,845mn (BofAe \$10,706mn), adj. EBITDA of \$7,040mn (BofAe \$6,922mn), and AFFO/sh attributable of \$10.24 (BofAe \$10.06).

Things to note in the release...

In 4Q23, AMT 1) spent \$16mn to acquire sites, and 2) increased leverage to 5.2x (from 5.0x in 3Q23). AMT noted the \$2.5bn sale of its India business is still expected to close in 2H24 and AMT continues to hold the full economic benefit of customer receivables, amongst other items. Segment-wise, AMT expects the following 2024 organic tenant billings growth domestically of 4.7% (5.3% in 2023), Africa of 11-12% (12.8%), Asia of 2% (5.4%), Europe at of 5-6% (8.3%), and LatAm of 2% (5.2%).

On the conference call we want to hear more on...

AMT will host its 4Q23 conf. call today at **8:30am ET (Dial-in: 877-692-8955, Passcode: 3589117)**. Key topics will be 1) 2024 guidance assumptions, 2) the pending India business divestiture and closing timeline, 3) the cadence of colocation/churn in international markets, 4) FX impacts, and 5) capital allocation priorities (buybacks vs. M&A).

27 February 2024

Equity

David W. Barden, CFA Research Analyst BofAS +1 646 855 1320 david.w.barden@bofa.com

Alexander Waters Research Analyst BofAS +1 646 855 0684 alexander.waters@bofa.com

Stock Data

 Price
 187.72 USD

 Price Objective
 240.00 USD

 Date Established
 20-Dec-2023

 Investment Opinion
 B-1-7

 52-Week Range
 154.58 USD - 219.10 USD

 Mrkt Val (mn) / Shares Out
 83,404 USD / 444.3

 (mn)
 444.3

Free Float 100.0%

Average Daily Value (mn) 428.25 USD

BofA Ticker / Exchange AMT / NYS

Bloomberg / Reuters AMT US / AMT.N

ROE (2023E) 38.9%

Net Dbt to Eqty (Dec-2022A) 294.4%

ESGMeterTM High

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Refer to important disclosures on page 3 to 5. Analyst Certification on page 2. Price
Objective Basis/Risk on page 2.

Timestamp: 27 February 2024 09:04AM EST

Exhibit 1: AMT 4Q23 Key Metric Summary

AMT reported 4Q23 results in line with BofA estimates

	Actual	BofA est.		Cons.	
	4Q23	4Q23E	+/-%	4Q23E	+/-%
Revenues					
Domestic revenue	1,301	1,292	0.7%	1,296	0.4%
Data Center revenue	215	205	4.9%	219	-2.0%
International revenues	1,250	1,216	2.8%	1,199	4.3%
Africa property revenue	294	300	-2.1%	296	-0.6%
Asia property revenue	336	292	14.9%	285	18.0%
Europe property revenue	185	200	-7.3%	193	-4.2%
LatAm property revenue	435	424	2.7%	425	2.4%
Total property revenue	2,766	2,713	2.0%	2,713	1.9%
Services revenue	21	27	-22.5%	24	-13.0%
Total revenue	2,787	2,740	1.7%	2,738	1.8%
Organic run-rate revenue					
Africa	208	205	1.7%	205	1.4%
Asia	163	160	1.6%	160	1.6%
Europe	124	124	0.1%	124	-0.2%
LatAm	276	275	0.5%	274	0.8%
US/Canada	1,164	1,160	0.3%	1,162	0.1%
Other metrics					
Adjusted EBITDA	1,761	1,733	1.6%	1,739	1.3%
AFFO attributable to AMT	1,070	1,038	3.1%	1,037	3.2%
AFFO attributable per share	2.29	2.23	2.7%	2.22	3.2%
Interest expense	351	356	-1.5%	360	-2.6%

Source: BofA Global Research, Visible Alpha consensus, company reports

BofA GLOBAL RESEARCH

Price objective basis & risk

American Tower Corp. (AMT)

Our PO of \$240 is based on a 22x '24E AFFO multiple, a premium to the broader REIT sector (approx. 18.5x 2024E AFFO multiple) and tower peers. We believe AMT should trade at a higher multiple than the broader REIT sector as well as Tower peer group for its 1) peer leading AFFO/sh growth, 2) international exposure, 3) relatively small remaining Sprint churn impact, and 4) relative shielding from domestic carrier moderation due to its holistic MLA contract structure.

Risks: With contract-based pricing and margins a function of fixed tower economics, the biggest moving part to the tower story is future lease demand. Weaker-than-expected wireless subscriber growth could engender concern regarding the rate of future tower lease growth and negatively affect the stock. Delayed network upgrades among national carriers or slower market launches from new carriers could have a negative effect on the growth trajectory of wireless towers. With more than half its towers located outside the US, AMT is exposed to foreign currency fluctuations that could affect results and be negative for shares. Lastly, AMT's floating rate exposure (approx. 15%) will be a headwind to earnings in this higher interest rate environment.

Analyst Certification

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Important Disclosures

American Tower (AMT) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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Equity Investment Rating Distribution: Telecommunications Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	57	51.82%	Buy	43	75.44%
Hold	27	24.55%	Hold	17	62.96%
Sell	26	23.64%	Sell	12	46.15%

Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

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Buy	≥ 10%	≤ 70%
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