Singapore Company Update



Property | REITS

9 September 2019

Keppel Pacific Oak US REIT (KORE SP)

A Good Complementary Acquisition

Buy (Maintained)

Target Price (Return)	USD0.88 (+17%)
Price:	USD0.75
Market Cap:	USD618m
Avg Daily Turnover (SGD/USD)	1.1m/0.8m

Analyst

Vijay Natarajan

• Maintain BUY and unchanged USD0.88 TP, 17% upside plus c.8% yield. The acquisition of One Twenty Five (OTF) by Keppel Pacific Oak US REIT (KORE) is a good complementary fit to its portfolio in our view as a long WALE and quality tenant base offer longer-term stability. Overall, besides an organic growth via rent escalations, we also see room for a healthy rent growth from its under-rented assets. Valuations are undemanding at 0.9x P/BV, and a c.8% yield with a healthy >300bps spread, when compared to multiples of Singapore Office REITs.

- OTF ticks all the right boxes. The freehold asset acquired from sponsor comprises two office buildings which have undergone extensive refurbishments recently, with minimal additional capex expected in the nearterm. The purchase price of USD101.5m, is at a 1% discount to the average price established by two independent valuations. The assets' NPI yield of 7% is at the higher-end of its portfolio, with a good committed occupancy of 95.5%. With a current in-place rent of USD25.7 psf, c.11% below market average, we see good room for rent growth. In addition, the leases have a built-in average rent escalation of c.2.5% pa. Market outlook remains positive on the back of limited supply and healthy demand with Cushman & Wakefield (Cushman) expecting rents to grow at 1.5% pa over the next 5 years. The proposed acquisition is subject to unitholders' approval at the EGM and is expected to be completed by the end of 3Q19.
- Long WALE and quality tenant base provide diversification and offer stability. One of the key highlights of the asset is its long WALE of 7.1 years, the highest among all its assets and nearly double is current portfolio average WALE of 3.8 years. This, in our view, offers rent stability and downside protection, especially in the current volatile market. The property also provides a mix of good quality tenants (20) mainly in the professional services, government administration, and medical services sector with the top five tenants accounting for 55% of total cash rental income. Only c.2% of the leases are expiring by 2020, with the bulk of 78% of leases expiring after 2023.
- **DPU accretive deal.** KORE plans to fund the acquisition via a combination of equity (private placement) and debt. Currently, the manager has assumed the asset to be financed 67% by equity and the rest by debt (assumed debt cost of c.3.2%), which results in a pro-forma (FY 2018) DPU accretion of 1%. Gearing is expected to come down slightly from the current levels (37.7%) post transaction as it's expected to be majority funded by equity.
- **DPU adjustments.** Our FY19-21F DPU is adjusted marginally by 0-1% factoring in the acquisition and associated equity fundraising.

Forecasts and Valuation	Dec-18*	Dec-19F	Dec-20F	Dec-21F
Total turnover (USDm)	106	124	137	141
Net property income (USDm)	64	75	84	86
Reported net profit (USDm)	53	59	64	65
Distributable income (USDm)	44	52	59	60
DPS (USD - cents)	6.2	6.1	6.4	6.5
DPS growth (%)	-	(2.0)	4.6	2.6
P/BV (x)	0.9	0.9	0.9	0.9
Dividend Yield (%)	8.3	8.1	8.5	8.7
Return on average equity (%)	9.6	9.8	10.4	10.5
Return on average assets (%)	5.9	5.8	6.1	6.1
Interest coverage (x)	4.3	3.5	3.7	3.7
Total debt to assets (%)	34	37	37	37

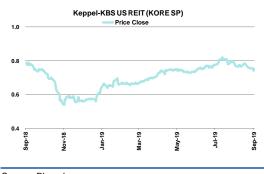
Source: Company data, RHB; Note: *Data from listing in Nov 2017 to Dec 2018

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Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	23.0	(3.8)	0.7	11.9	(4.9)
Relative	20.5	(3.0)	0.7	14.4	(4.8)
52-wk Price I	ow/high (l	JSD)		0.53	3 - 0.82



Source: Bloomberg



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Financial Exhibits

Singapore Property Keppel Pacific Oak US REIT Bloomberg KORE SP

Valuation basis

We use DDM with the following assumptions:

- i. COE of 9.2%;
- ii. Risk-free rate of 3.0%;
- iii. 2% terminal growth.

Key drivers

- i. Continued strong momentum in office demand; ii. Accretive acquisitions; and
- iii. Benign interest rate environment.

Key risks

- i. Unexpected slowdown in the US economy on the back of a prolonged trade war ;
- iii. Negative changes to tax-efficient structure, andiii. Failure of co-working operator model

Company Profile

The REIT's investment strategy is to principally invest in a diversified portfolio of income-producing commercial assets and real estate-related assets in key growth markets of the US, with favourable economic and office fundamentals that are above the national average, so as to provide sustainable distributions and strong total returns for unit holders.

*Data since listing in Nov 2017 to Dec 2018; Source: Company data, RHB

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Valuation metrics	Dec 18*	Dec 19F	Dec 20F	Dec 21F
Recurring P/E (x)	11.6	11.6	10.8	10.5
P/E (x)	11.6	11.6	10.8	10.5
P/B (x)	0.9	0.9	0.9	0.9
FCF Yield (%)	5.1	8.4	12.5	12.7
Dividend Yield (%)	8.3	8.1	8.5	8.7
EV/EBITDA (x)	19.2	19.3	18.0	17.8
EV/EBIT (x)	19.2	19.3	18.0	17.8
Income statement (USDm)	Dec 18*	Dec 19F	Dec 20F	Dec 21F
Total turnover	106	124	137	141
Gross profit	64	75	84	86
EBITDA	51	57	62	63
Depreciation and amortisation	0	0	0	(
Operating profit	51	57	62	63
Net interest	(12)	(16)	(16)	(17
Income from associates & JVs	0	0	0	(
Exceptional income - net	0	0	0	(
Pre-tax profit	63	72	78	80
Taxation	(10)	(13)	(14)	(14
Minority interests	0	0	0	(
Recurring net profit (adj)	53	59	64	65
Cash flow (USDm)	Dec 18*	Dec 19F	Dec 20F	Dec 21
Change in working capital	2	5	6	7
Cash flow from operations	63	72	78	80
Capex	(29)	(25)	(5)	(5
Cash flow from investing activities	(980)	(173)	(5)	(5
Dividends paid	(24)	(52)	(59)	(60
Cash flow from financing activities	960	89	(89)	(88
Cash at beginning of period	0	41	39	37
Net change in cash	41	(1)	(3)	(0
Ending balance cash	41	39	37	36
Balance sheet (USDm)	Dec 18*	Dec 19F	Dec 20F	Dec 21F
Total cash and equivalents	41	39	37	36
Tangible fixed assets	1017	1210	1233	1257
Intangible assets	0	0	0	(
Total investments	1017	1210	1233	1257
Total other assets	10	9	10	1(
Total assets	1067	1259	1280	1303
Short-term debt	5	0	0	(
Total long-term debt	367	470	477	488
Other liabilities	38	49	53	54
Total liabilities	409	519	530	542
Shareholders' equity	658	740	750	76 ²
Minority interests	0	0	0	(
Total equity	658	740	750	76 ⁻
Net debt	331	431	440	452
Total liabilities & equity	1067	1259	1280	1303
Kov motrice	Dec 18*	Dec 10E	Doc 205	Dec 241
Key metrics		Dec 19F 36.1	Dec 20F 11.2	Dec 21F
Revenue growth (%)	0.0	36.1 7.4		2.8
Recurrent EPS growth (%)	0.1		2.5	1.9
Gross margin (%)	60.8	61.0	60.9	60.9
Operating EBITDA margin (%)	48.3	45.9	44.8	44.0
Net profit margin (%)	50.1	48.0	46.4	46.3
Dividend payout ratio (%)	100.0	100.0	100.0	100.0
Capex/sales (%) Interest cover (x)	27.7 4.3	20.2 3.5	3.6 3.7	3.5 3.5



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Property Details And Market Overview

One Twenty Five comprises two class A office buildings - 125 East John Carpenter and 5100 North O'Connor - which were completed in 1982 and 1983 respectively. Located in Irving, Texas the asset has undergone extensive capital improvements and enhancements since 2015, boasts modern interior finishes and amenities including a fitness centre, conference centre, deli, tenant lounge and a seven-storey parking garage.

The asset is currently leased to 20 tenants from diverse industries, mainly in the professional services, medical and healthcare, government, as well as financial and insurance sectors. In terms of amenities, Water Street which boasts about 60,000 sqf of retail and restaurant space and over 300 luxury apartments and the Music Factory which has an 8,000 seat concert hall and 24 restaurants and clubs, provide a multitude of retail and entertainment amenities which are in the property's proximity.

Las Colinas submarket benefitted from strong leasing demand in recent years supported by a robust population and job growth, limited new high-quality office inventory, an excellent retail and amenity base, as well as good connectivity to the Dallas-Fort Worth International Airport and Downtown Dallas. Average asking rents in the submarket increased from USD22.10 psf in 2009 to USD29.74 psf in 2018 representing a CAGR of 3.4%, which outpaced the broader Dallas market's CAGR of 2.9% in the same period. According to the IMR Consultant, average asking rents are projected to increase to USD32.57 psf in 2024 due to a strong demand in the submarket.

The submarket currently has an office inventory space of c.6.6m sqf among 33 buildings. No office space had been delivered until the Music Factory opened in 2018, with its 100,000 sqf office component being fully pre-leased to a single tenant. Presently, a 1.2m sq ft, Class A, build-to-suit office campus is being constructed at Hidden Ridge. It will be leased to Pioneer Natural Resources upon its expected completion this fall. The limited new supply is expected to support the office market rents in the long-term.

Figure 1: Las Colinas map and property location



Source: Company

Figure 2: DDM valuation

-	FY19F	FY20F	FY21F	FY22F	FY23F	Terminal Value
DPU (USD Cts)	6.1	6.4	6.5	6.7	6.9	97.6
Target price (USD)	0.88					
Current Price (USD)	0.75					
Price Upside	17.3%					
Distribution Yield FY19F	8.1%					
Total Returns	25.5%					
Assumptions						
Risk-free rate (%)	3.0					
Beta	0.9					
Cost of equity (%)	9.2					
Terminal growth (%)	2.0					



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Figure 3: One Twenty Five

Figure 4: Property overview



Lease Term

Remain

9.9 years

9.9 years

9.2 years

7.8 years

2.2 years

WALE:

8.2 years (by CRI)

8.5 years (by NLA)

% of CRI

14.0

12.9

11.2

92

7.7

55.0

% of NLA

11.1

14.2

8.7

6.9

6.0

46.9

 Office complex comprising two Class A office buildings 125 East John Carpenter _ 5100 North O'Connor Property Description Located in the first choice submarket of Las Colinas in Irving, Dallas, Texas One Twenty Five Modern interior finishes that appeal to office users Onsite amenities include fitness centre, conference centre, deli, tenant lounge and 7-storey parking garage Land Tenure Freehold • 445,317 sq ft Net Lettable Area Committed Occupancy 95.5%⁽¹⁾ WALE 7.1 years⁽²⁾ Refurbishment • 2015-2019 Period Number of Tenants 20⁽¹⁾ · Bio Medical Applications of Texas, US Homeland Key Tenants Security, United Capital Financial Advisors

Source: Company

Tenant

of Texas

Advisors

America

Total

Figure 5: Top 5 tenants

Bio Medical Applications

US Homeland Security

United Capital Financial

Smurfit Kappa North

Paycom Payroll

Sector

Medical and

Healthcare Government

Service

Administration⁽³⁾

Finance and

Professional

Professional

Insurance

Services

Services

Source: Company

Figure 6: Lease expiry profile for the enlarged portfolio



Source: Company

Source: Company

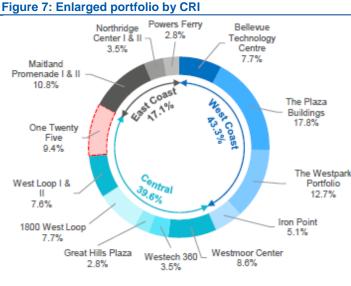


Figure 8: Submarket – absorption, vacancy rate and rents







Source: Cushman



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