

Singapore Company Update

9 September 2024

AIMS APAC REIT (AAREIT SP)

Buy (Maintained)

Property | REITS

Poised For Growth; BUY

industrial REIT picks.

Target Price (Return): SGD1.46 (+10%) Price (Market Cap): SGD1.33 (USD830m) ESG score: 3.3 (out of 4) Avg Daily Turnover (SGD/USD) 1.19m/0.89m

• Keep BUY and SGD1.46 TP, 10% upside and c.7% FY25F (Mar) yield. AIMS APAC REIT has been delivering a steady set of results with healthy organic income growth underpinned by Singapore logistics portfolio. While portfolio rent growth is expected to ease in the coming quarters, rent reversions are expected to remain in the mid- to high-single digits. Upside from asset

room for inorganic growth. AAREIT remains one of our preferred mid-cap

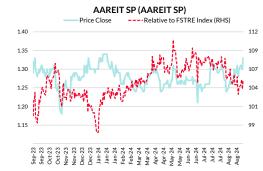
- **Analyst**
- Vijay Natarajan +65 6320 0825 vijay.natarajan@rhbgroup.com enhancements will kick in from FY26F while its modest gearing presents



- Secured long master leases for its asset enhancement projects. AAREIT is currently upgrading 7 Clementi Loop - from an old warehouse to a more modern and sustainable logistics facility. It has secured a new 15-year master lease at higher rental and the tenant will be taking over the asset post asset enhancement initiative (AEI) in 1QFY26. Similarly, its 15 Tai Seng Drive is being repositioned to a hi-tech facility and the REIT has signed a 10-year lease with Accuron Technologies which will commence from 3QFY25. The projected ROI for the AEI is expected to be >7%.
- **Share Performance (%)**

	YTD	1m	3m	6m	12m
Absolute	2.3	4.7	4.7	7.3	4.7
Relative	7.1	(4.1)	(2.5)	0.4	6.6
52-wk Price lov	1.18	-1.34			

Perps refinancing concern mitigated with possible upside. An earlier market concern on the REIT has been on the potential higher cost of refinancing/replacing two of its outstanding SGD375m perpetual securities (perps). Its SGD125m perps with a coupon of 5.65% pa will be due for a rate reset in Aug 2025. We believe with a thawing debt market and rate cut outlook, it could be potentially replaced at a similar cost or cheaper. Another SGD250m perp with 5.375% coupon pa is due for reset in Sep 2026, and we see a likelihood of this being replaced at a lower coupon.



• Modest gearing of 33.1% presents room for acquisitions with AAREIT guiding Singapore and Australia as its potential target markets. It has a SGD100m medium-term notes with a fixed rate of 3.6% pa maturing in Nov 2024 for which its currently in refinancing discussions and we believe interest cost will likely to peak at around 4.5% levels by end-2024. c.74% of its debt hedged with a fixed debt tenure of ~1.5 years.

Source: Bloomberg

• Positive mid- to high-single digit rent reversions expected in FY25F, easing from +24% rent reversion in FY24. DHL one of its Top-10 tenant (2.3% of income) whose leases are due for renewal (balance lease term of 0.8 years as at 1QFY25) is expected to vacate. Management plans to cut the space into three portions, with one-third currently in advanced negotiations, another one-third in discussion, with the balance available only by 2025.

Overall ESG Score: 3.3 (out of 4)

F: GOOD

• No changes to estimates. AAREIT's FY24 sustainability report shows progress in its portfolio greening efforts via the installation of solar power panels and building upgradations. Its ESG score of 3.3 (out of 4.0), two notches above the country median, results in a 4% ESG premium to our TP.

AAREIT has committed to a 42% reduction in Scope 2 emissions by FY30 (from FY20 base). Half of AAREIT's Singapore portfolio by NLA is BCA Green Mark-compliant while Optus Centre has achieved a 5-star NABERS rating. Ongoing installation of solar system atop six properties which will generate ~14,500 MWh of energy/year.

S: EXCELLENT

Diverse workforce with women accounting 57% of employees and accounted for 50% of new hires. Regular review of tenants' satisfaction survey and reviewed responses to improve customer experience. In FY24, each ployee received an average of 25.2 hours of training, eeding the Manager's target of at least 15 hours of ning for each employee.

81.5	emp
0.10	exce
3.5	trair
1.02	G: E
7.5	has

XCELLENT REIT has been highly transparent in its disclosures and a good independent board committee. Majority independent board including one female independent director.

Forecasts and Valuation	Mar-23	Mar-24	Mar-25F	Mar-26F	Mar-27F
Total turnover (SGDm)	167	177	181	185	188
Net property income (SGDm)	123	131	133	136	138
Reported net profit (SGDm)	115	61	112	116	122
Total distributable income (SGDm)	72.3	72.9	77.2	78.4	81.5
DPS (SGD)	0.10	0.09	0.09	0.10	0.10
DPS growth (%)	6.6	(8.5)	2.9	1.2	3.5
P/B (x)	0.96	0.99	1.02	1.02	1.02
Dividend Yield (%)	7.6	6.9	7.1	7.2	7.5
Return on average equity (%)	11.5	6.0	10.5	11.0	11.4
Return on average assets (%)	4.8	2.6	4.8	5.0	5.2

Source: Company data, RHB

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Financial Exhibits

Asia
Singapore
Property
AIMS APAC REIT
AAREIT SP
Buy

Valuation basis

DDM

Key drivers

- i. High quality industrial assets in Singapore and Australia with majority being logistic assets;
- ii. Proven track record on asset redevelopments and enhancements;
- iii. A good balance of long master lease and multitenant assets.

Key risks

- i. Refinancing of Upcoming Perpetual Securities;
 ii. Shorter land-lease for industrial assets in Singapore;
- iii. Rising interest rates and recessionary risks.

Company Profile

AIMS APAC REIT is a real estate investment trust listed on the Mainboard of the Singapore Exchange Securities Trading Limited with the investment mandate to invest in high quality income-producing industrial real estate throughout Asia Pacific.

Financial summary	Mar-23	Mar-24	Mar-25F	Mar-26F	Mar-27F
Recurring EPS (SGD)	0.16	0.08	0.14	0.14	0.15
EPS (SGD)	0.16	0.08	0.14	0.14	0.15
DPS (SGD)	0.10	0.09	0.09	0.10	0.10
BVPS (SGD)	1.39	1.34	1.30	1.30	1.30
Return on average equity (%)	11.5	6.0	10.5	11.0	11.4
Weighted avg adjusted shares (m)	717.37	790.97	814.00	817.07	820.18

Valuation metrics	Mar-23	Mar-24	Mar-25F	Mar-26F	Mar-27F
Recurring P/E (x)	8.38	16.72	9.69	9.35	8.98
P/E (x)	8.33	17.11	9.69	9.35	8.98
P/B (x)	1.0	1.0	1.0	1.0	1.0
FCF Yield (%)	11.2	10.8	4.8	8.6	10.6
Dividend Yield (%)	7.6	6.9	7.1	7.2	7.5
EV/EBITDA (x)	(5.70)	(4.91)	(4.27)	(4.18)	(4.16)
EV/EBIT (x)	(5.70)	(4.91)	(4.27)	(4.18)	(4.16)

Income statement (SGDm)	Mar-23	Mar-24	Mar-25F	Mar-26F	Mar-27F
Total turnover	167	177	181	185	188
EBITDA	100	114	116	118	120
Operating profit	100	114	116	118	120
Net interest	(33)	(35)	(33)	(31)	(28)
Income from associates & JVs	16	(25)	18	18	19
Exceptional income - net	0	1	0	0	0
Pre-tax profit	113	55	120	125	130
Taxation	2	7	(8)	(9)	(9)
Recurring net profit	114	63	112	116	122

Cash flow (SGDm)	Mar-23	Mar-24	Mar-25F	Mar-26F	Mar-27F
Change in working capital	(2)	(3)	(18)	1	1
Cash flow from operations	110	118	102	123	125
Capex	(3)	(4)	(50)	(30)	(10)
Cash flow from investing activities	7	20	(38)	(17)	3
Dividends paid	(90)	(95)	(98)	(99)	(81)
Cash flow from financing activities	(123)	(133)	(62)	(105)	(132)
Cash at beginning of period	21	13	18	20	21
Net change in cash	(7)	5	2	1	(3)
Ending balance cash	14	18	20	21	18

Balance sheet (SGDm)	Mar-23	Mar-24	Mar-25F	Mar-26F	Mar-27F
Total cash and equivalents	27	18	20	21	18
Total investments	2,290	2,281	2,282	2,290	2,319
Total other assets	12	9	9	9	9
Total assets	2,336	2,317	2,319	2,329	2,354
Short-term debt	0	100	131	135	128
Total long-term debt	791	588	595	596	618
Total liabilities	969	882	886	895	916
Shareholders' equity	994	1,061	1,059	1,061	1,065
Total equity	1,367	1,434	1,433	1,434	1,438
Net debt	764	669	706	710	728
Total liabilities & equity	2,336	2,317	2,319	2,329	2,354

Key metrics	Mar-23	Mar-24	Mar-25F	Mar-26F	Mar-27F
Revenue growth (%)	17.6	5.9	2.1	2.0	1.8
Recurrent EPS growth (%)	8.6	(49.9)	72.7	3.6	4.2
Operating EBITDA margin (%)	59.9	64.4	63.8	63.9	63.9
Net profit margin (%)	68.4	34.7	61.8	63.0	64.7
Dividend payout ratio (%)	63.1	118.6	69.1	67.5	67.0
Capex/sales (%)	1.8	2.4	27.5	16.2	5.3
Interest cover (x)	3.01	3.24	3.50	3.75	4.18

Source: Company data, RHB



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Figure 1: DDM valuation

	FY25F	FY26F	FY27F	FY28F	FY29F	Terminal value
DPU (SG cents)	9.49	9.60	9.93	10.03	10.06	151.9
Fair value (SGD)	1.40					
ESG premium/(discount)	0.06					
Target Price	1.46					
Current price (SGD)	1.27					
Price upside (%)	9.5					
Distribution yield (%)	7.1					
Total return (%)	16.6					
<u>Assumptions</u>						
Risk-free rate: (%)	2.8					
Beta	1.0					
Cost of equity (%)	8.3					
Terminal growth: (%)	1.5					

Source: RHB

Figure 2: Portfolio rental mix by market and segments

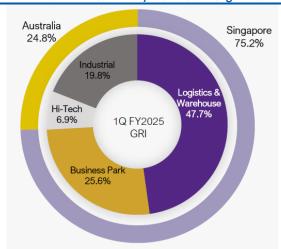
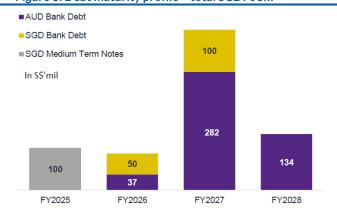


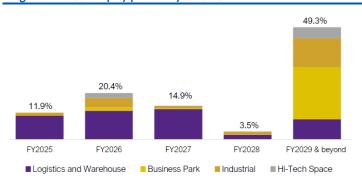
Figure 3: Debt maturity profile - total SGD703m



Undrawn committed facilities and cash and bank balances of approximately S\$132.9 million

Source: Company data Source: Company data

Figure 4: Lease expiry profile by sectors



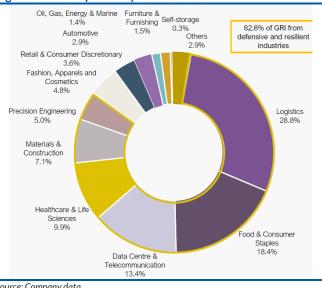
WALE by Sub-Sectors (years)

Source: Company data

Portfolio WALE	Logistics & Warehouse	Business Park	Industrial	Hi-Tech
5.2	2.4	7.4	3.7	5.7

Source: Company data





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Emissions And ESG

Trend	anal	lvsis
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In FY24, total energy consumption for portfolio was 9,029 MWh, an increase of 787 MWh compared to FY23. Correspondingly, average building electricity intensity increased by 9.8% from common area GFA. Average GHG emission intensity as a result rose 12.2% YoY. The increase was mainly contributed to increase from the electricity consumption of North Tech, 29 Woodlands Industrial Park due to an equipment malfunction. The issue is currently being resolved. Excluding the increase in North Tech, the total electricity consumption for our portfolio would have decreased by 4.3% in FY24.

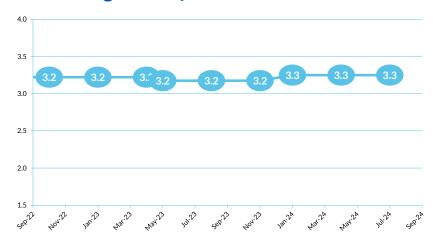
Emissions (tCO2e)	Mar-22	Mar-23	Mar-24
Scope 1	na	na	na
Scope 2	3,709	3,344	3,764
Scope 3	na	na	na
Total emissions	3,709	3,344	3,764

Source: Company data, RHB

Latest ESG-Related Developments

- In FY24, AAREIT achieved 17% carbon reduction from FY20 baseline and on track to meet SBTi goal of 42% reduction by FY30.
- Completed one of the largest rooftop solar installations by any S-REIT, amounting to 10.8MWp, generating approximately 14,500 MWh of electricity annually.
- Executed Agreement to install EV fast chargers at four properties. Implemented water-efficient fittings for toilet upgrades across three properties.

ESG Rating History



Recommendation Chart



Sep-19 Mar-20 Sep-20 Mar-21 Sep-21 Mar-22 Sep-22 Mar-23 Sep-23 Mar-24

Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
2024-05-08	Buy	1.46	1.29
2024-02-01	Buy	1.48	1.29
2024-01-08	Buy	1.48	1.32
2023-11-05	Buy	1.47	1.25
2023-08-20	Buy	1.47	1.22
2023-05-07	Buy	1.55	1.40
2023-01-26	Buy	1.50	1.36
2022-10-27	Buy	1.48	1.24
2022-04-27	Buy	1.66	1.42
2021-10-06	Buy	1.72	1.43
2021-07-08	Buy	1.70	1.53
2021-05-05	Buy	1.58	1.39
2021-04-08	Buy	1.55	1.35

Source: RHB, Bloomberg



RHB Guide to Investment Ratings

Buy: Share price may exceed 10% over the next 12 months

Trading Buy: Share price may exceed 15% over the next 3 months, however longer-

term outlook remains uncertain

Neutral: Share price may fall within the range of +/- 10% over the next

12 months

 Take Profit:
 Target price has been attained. Look to accumulate at lower levels

 Sell:
 Share price may fall by more than 10% over the next 12 months

Not Rated: Stock is not within regular research coverage

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