

Malaysia Ground Checks

20 October 2021

Pavilion REIT (PREIT MK)

The Worst Is Truly Over; Maintain BUY

- Maintain BUY and MYR1.55 TP, 10% upside and c.5% FY22F yield. Our ground checks since the start of Phase 2 of the NRP point to a sustained recovery, as Pavilion Kuala Lumpur (Pavilion KL) is likely to see a swift normalisation in footfall. The worst is likely over for both Intermark Mall and Da Men Mall as well, and we believe the broader reopening of the economy should allow these assets to benefit from the resumption of business operations and hence, a return in foot traffic.
- Recovery more certain for Pavilion KL. Our ground checks suggest that foot traffic is likely at around 70% of pre-pandemic levels. The concierge shared that peak hours could see crowds breaching the 90% mark, and that authorities would make regular checks to ensure standard operating procedures (SOPs) are complied with. Crowds were the most encouraging at restaurants, but we are upbeat on the decent patronage seen even at the high-end stores during our visit this past weekend. While crowds were not at its heaviest during our visit, we look forward to the influx of customers towards the year-end, as we head into the festive season. Pavilion KL's brand equity and prime location should enable it to see its tourist volume shortfall being filled up by a surplus in domestic shoppers taking a cue from 4Q20's performance. We also note that the occupancy rate at Pavilion KL has remained stable in the past year, at above 90%.
- Intermark Mall to be supported by the return of office lunch crowds. We visited Intermark Mall during the lunch hour on a Thursday, and saw that the lunch crowd was much more muted compared to before the lockdown. Aside from the volume shortfall caused by the work-from-home trend, we gather that the softness is also due to the fact that DoubleTree have seen minimal guests leading to low spillover traffic for the mall. Aside from the relatively busy lower ground floor where the food court is, it was quiet in the upper floors where most of the closed-up shops are. Intermark's occupancy rate has dropped from 95% in 2Q20 to 85% in 2Q21, but we believe the situation for the mall should improve as vaccinations reaches a critical mass and office crowds gradually return.
- Da Men a concern for them? Management targets to turn the mall into an edutainment centre for children and families. Aside from the restaurants on the ground floor, Jaya Grocer and CHi X gym also had high customer traffic which suggests that the strategy to focus on being a neighbourhood mall is a good one to leverage on. With Dadi Cinema due to open soon, the prospects of attracting quality tenants (and more shoppers) are also more robust. This should bode well for the mall, as shuttered lots were present on every floor, with the occupancy rate having dropped to 68% in 2Q21 from 72% in 2Q20. However, we are cognisant of nearby competitors Summit USJ, Mydin Subang Jaya Hypermarket and, to a certain degree, Sunway Pyramid as well.
- We make no changes to our earnings forecasts at this juncture.

Forecasts and Valuation	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Total turnover (MYRm)	585	510	518	533	571
Net property income (MYRm)	375	234	222	321	364
Reported net profit (MYRm)	248	117	98	202	245
Total distributable income (MYRm)	255	120	101	208	252
DPS (MYR)	0.08	0.04	0.03	0.07	0.08
DPS growth (%)	(3.6)	(51.3)	(15.8)	96.6	21.1
P/B (x)	1.08	1.11	1.11	1.11	1.11
Dividend Yield (%)	5.9	2.9	2.4	4.7	5.7
Return on average equity (%)	6.2	3.0	2.5	5.2	6.3
Return on average assets (%)	3.9	1.9	1.6	3.2	3.9

Source: Company data, RHB

Buy (Maintained)

Property | REITS

Target Price (Return): MYR1.55 (+10%)
Price (Market Cap): MYR1.41 (USD1,031m)
ESG score: 3.00 (out of 4)
Avg Daily Turnover (MYR/USD) 0.36m/0.09m

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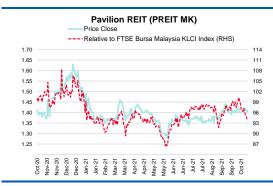


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Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	(6.0)	1.4	2.9	0.0	0.0
Relative	(4.7)	(2.3)	(2.6)	0.2	(6.8)
52-wk Price low/high (MYR)				1.28	- 1.63



Source: Bloomberg

Overall ESG Score: 3.00 (out of 4)

E: Good

Despite Pavilion REIT's initiatives to reduce the electricity consumption at its malls, high number of visitors in FY19 and the heat wave saw higher electricity consumption. Pavilion REIT also tracks its water consumption (using its installed groundwater harvesting system) and waste management.

S: Good

Community engagement is an integral part of PREIT's sustainability efforts, with events held by the malls such as OKU Art Exhibition and Charity At Heart. The Manager also provides extensive training programmes for its employees and monitors their learning curve.

G: Good

The Manager reviews its internal anti-corruption policies in line with the Malaysian Anti-Corruption Act 2018. The Board meets at least once every quarter, and have adopted the responsibilities as listed in the Malaysian Code on CG 2017.



Financial Exhibits

Asia Malaysia Property Pavilion REIT PREIT MK Buy

Valuation basis

DDM

Key drivers

Improvement in domestic consumer sentiment post COVID-19, leading to strong consumer spending.

Key risks

Downside risks include prolonged weak domestic consumer sentiment as a result of an uncontained COVID-19, while upside risks include stronger demand for its assets leading to higher occupancy rates and rental reversion..

Company Profile

Pavilion REIT is a retail-focused REIT in Malaysia. Owner of the iconic Pavilion KL Mall.

Financial summary	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Recurring EPS (MYR)	0.08	0.04	0.03	0.07	0.08
EPS (MYR)	0.08	0.04	0.03	0.07	0.08
DPS (MYR)	0.08	0.04	0.03	0.07	0.08
BVPS (MYR)	1.31	1.27	1.27	1.27	1.27
Return on average equity (%)	6.2	3.0	2.5	5.2	6.3
Weighted avg adjusted shares (m)	3,029.62	3,036.70	3,036.70	3,036.70	3,036.70

Valuation metrics	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Recurring P/E (x)	17.25	36.70	43.82	21.20	17.51
P/E (x)	17.25	36.70	43.82	21.20	17.51
P/B (x)	1.1	1.1	1.1	1.1	1.1
FCF Yield (%)	8.9	5.0	5.9	7.2	8.2
Dividend Yield (%)	5.9	2.9	2.4	4.7	5.7
EV/EBITDA (x)	(0.85)	(1.94)	(1.83)	(1.37)	(1.24)
EV/EBIT (x)	(0.85)	(1.95)	(1.84)	(1.37)	(1.24)

Income statement (MYRm)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Total turnover	585	510	518	533	571
EBITDA	345	207	196	295	337
Depreciation and amortisation	(1)	(1)	(1)	(1)	(1)
Operating profit	344	206	195	294	336
Net interest	(96)	(89)	(97)	(92)	(92)
Pre-tax profit	248	117	98	202	245
Recurring net profit	248	117	98	202	245

Cash flow (MYRm)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Change in working capital	26	(4)	47	1	2
Cash flow from operations	389	224	263	318	363
Capex	(10)	(10)	(10)	(10)	(10)
Cash flow from investing activities	(3)	62	12	13	13
Dividends paid	(256)	(187)	(113)	(153)	(224)
Cash flow from financing activities	(316)	(261)	(203)	(243)	(315)
Cash at beginning of period	380	369	341	308	364
Net change in cash	70	25	73	87	61
Ending balance cash	450	394	414	395	425

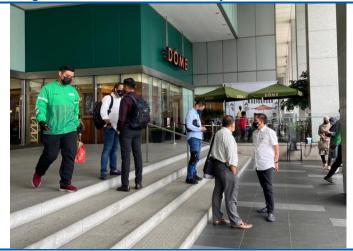
Balance sheet (MYRm)	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Total cash and equivalents	369	341	308	364	393
Tangible fixed assets	1	1	1	1	1
Total investments	5,913	5,863	5,863	5,863	5,863
Total assets	6,357	6,242	6,249	6,259	6,269
Short-term debt	0	1,089	1,089	1,089	1,089
Total long-term debt	2,157	1,074	1,080	1,085	1,091
Total liabilities	2,377	2,383	2,388	2,393	2,399
Shareholders' equity	3,980	3,859	3,861	3,865	3,870
Total equity	3,980	3,859	3,861	3,865	3,870
Net debt	1,788	1,822	1,861	1,810	1,786
Total liabilities & equity	6,357	6,242	6,249	6,259	6,269

Key metrics	Dec-19	Dec-20	Dec-21F	Dec-22F	Dec-23F
Revenue growth (%)	5.5	(12.8)	1.6	2.9	7.1
Recurrent EPS growth (%)	(3.1)	(53.0)	(16.3)	106.7	21.1
Operating EBITDA margin (%)	58.9	40.6	37.8	55.3	59.1
Net profit margin (%)	42.3	22.9	18.8	37.9	42.8
Dividend payout ratio (%)	101.7	105.2	105.7	100.6	100.6
Capex/sales (%)	1.7	2.0	1.9	1.9	1.8
Interest cover (x)	3.20	2.15	1.88	2.97	3.39

Source: Company data, RHB



Figure 1: Intermark Mall's entrance buzzed with activity during our lunch hour visit on weekday



Source: RHB

Figure 3: The food court was not as busy as the levels recorded prior to COVID-19...



Source: RHB

Figure 5: Upper floors of the Intermark are relatively quiet...



Source: RHB Source: RHB

Figure 2: As expected, crowds were slightly heavier at the eateries on the lower ground floor



Source: RHB

Figure 4: ... as many workers are still working from home, and as capacity restrictions are imposed



Source: RHE

Figure 6: ... with minimal foot traffic observed



Figure 7: Steady stream of shoppers at Pavilion KL's entrance coming from a bustling Jalan Bukit Bintang



Figure 8: Our visit on the first weekend where interstate travel was allowed saw heavy foot traffic around Pavilion



Source: RHB Source: RH

Figure 9: As expected, there was a sizeable crowd of diners at the lower ground floor, where the F&B outlets are



Figure 10: Food Republic was crowded during our lunch hour visit on Sunday



Cource: RHB Source: R

Figure 11: Al fresco dining areas were still just as popular as indoor dining places



Figure 12: The queue at this coffee joint has tapered down, but the crowd remains encouraging, in our view



Source: RHB Source: RHB

Figure 13: Even high-end stores at Pavilion KL attracted a lot of shoppers...



Figure 14: ... just as much as the retailers that offer competitively priced products



rce: RHB Source

Figure 15: Parkson Elite saw a relatively encouraging number of customers within its premises

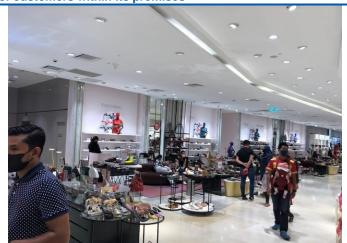


Figure 16: Renovation works for Dadi Cinema are finally completed – estimated opening in November



Source: RHB Source: RHB

Figure 17: Da Men Mall saw a pick-up in traffic for restaurants, mostly...



Figure 18: ... as well as Jaya Grocer downstairs for patrons on their grocery runs



Source: RHB Source: RHB

Figure 19: Shuttered lots were present on every floor



Source: RHB

Figure 21: CHi X gym was crowded during our visit



Source: RHB

Figure 20: Parkson vacated Da Men Mall, but we gather that the space has already been taken up



Source: RHL

Figure 22: Dadi Cinema should attract shoppers upon the commencement of its operations



Recommendation Chart



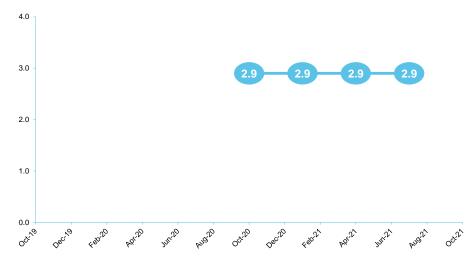
Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
2021-08-06	Buy	1.55	1.36
2021-04-30	Buy	1.70	1.39
2021-04-06	Buy	1.75	1.42
2021-01-29	Neutral	1.46	1.38
2020-10-22	Neutral	1.48	1.40
2020-07-24	Neutral	1.58	1.58
2020-06-12	Neutral	1.63	1.73
2020-04-06	Buy	1.78	1.59
2019-10-25	Buy	1.98	1.77
2019-07-26	Buy	2.00	1.90
2019-06-21	Buy	1.95	1.92
2019-01-30	Buy	1.92	1.72
2019-01-10	Buy	1.80	1.69
2018-10-26	Neutral	1.58	1.60

Source: RHB, Bloomberg



ESG Rating History



Source: RHB

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