Regional Morning Notes

COMPANY RESULTS

Keppel REIT (KREIT SP)

3Q24: Benefitting From Higher Occupancies And Capital Values In Australia

KREIT benefitted from a recovery in Australia where NPI increased 17.4% yoy to S\$72.8m in 9M24 and occupancy improved 1.4ppt qoq to 95.0%. 255 George Street was acquired at an attractive NPI yield of 6.5% and there is room for the property to be revalued higher. KREIT provides an attractive 2025 distribution yield of 6.6% (CICT: 5.4%, Suntec: 5.0%) and P/NAV is at 0.73x. Maintain BUY. Target price: S\$1.25.

3Q24 RESULTS

Year to 31 Dec (S\$m)	3Q24	yoy % chg	Remarks
Property Income	68.6	+18.9%	Growth from Ocean Financial Centre and KR Ginza II.
Net Property Income (Attributable)	47.2	+19.2%	Full-quarter contribution from 255 George Street in Sydney.
Associates and JVs	28.2	+7.6%	Higher contributions from MBFC Towers and One Raffles Quay.
Borrowing Costs	(23.7)	+39.4%	-
Distributable Income	53.7	-1.6%	Including anniversary distribution of S\$5m.

Source: KREIT, UOB Kay Hian

RESULTS

- Keppel REIT (KREIT) reported distributable income of S\$53.7m for 3Q24 (-1.6% yoy), which is in line with our expectations. It rewarded unitholders with an anniversary distribution of S\$5m during the quarter.
- Broad-based progress. KREIT achieved a healthy positive rental reversion of 10.2% on a portfolio-wide basis for 449,400sf of leases committed in 9M24. Tenant retention was healthy at 67%. New leasing demand and expansion were derived mainly from the financial services (22%), legal (20%), real estate & property services (19%) and technology, media & telecommunications (18%) sectors. Portfolio occupancy improved 0.6ppt qoq to 97.6% as of Sep 24, driven by Australia.
- Singapore: Providing stability and resiliency. NPI from Singapore increased 3.8% yoy to S\$191.3m in 9M24. Singapore maintained a high and stable occupancy of 98.9% in 3Q24. Ocean Financial Centre (OFC) maintained occupancy at 99.3%. Occupancy at Keppel Bay Tower improved 1.6ppt qoq to 99.3%. The average signing rent for Singapore offices was S\$12.93 psf/month, supported by healthy demand. KREIT expects to maintain mid to high single-digit positive rental reversion given that average expiring rent is low at S\$10.34psf/month in 4Q24 and S\$11.14psf/month in 2025.
- Australia: Increased contributions from 2 Blue Street and 255 George Street. NPI from Australia increased 17.4% yoy to S\$72.8m in 9M24 due to contributions from newly completed 2 Blue Street (practical completion: 3 Apr 23) and newly acquired 255 George Street (acquisition completion: 9 May 24) in Sydney. 255 George Street maintained stable occupancy of 93.0%. 8 Chifley Square in Sydney, Victoria Police Centre in Melbourne and David Malcolm Justice Centre in Perth maintained full occupancy. Occupancy at 8 Exhibition Street in Melbourne improved 6ppt qoq to 95.3% after securing a new tenant from the financial services sector. Occupancy at Pinnacle Office Park improved 2.3ppt qoq to 94.3% as its spec suites attracted new tenants.

KEY FINANCIALS

Year to 31 Dec (S\$m)	2022	2023	2024F	2025F	2026F
Net turnover	219	233	266	286	288
EBITDA	112	120	143	160	162
Operating profit	112	120	143	160	162
Net profit (rep./act.)	405	171	98	169	171
Net profit (adj.)	137	138	153	169	171
EPU (S\$ cent)	3.7	3.7	4.0	4.4	4.3
DPU (S\$ cent)	5.9	5.8	5.8	6.2	6.1
PE (x)	25.1	25.3	23.1	21.3	21.3
P/B (x)	0.7	0.7	0.7	0.7	0.8
DPU YId (%)	6.4	6.3	6.3	6.6	6.6
Net margin (%)	184.9	73.2	36.8	59.0	59.1
Net debt/(cash) to equity (%)	49.2	41.4	50.0	52.3	54.6
Interest cover (x)	3.5	2.1	1.8	1.9	1.9
ROE (%)	7.7	3.2	1.9	3.3	3.3
Consensus DPU (S\$ cent)	-	-	5.9	6.0	6.1
UOBKH/Consensus (x)	-	-	0.98	1.03	1.00

Source: Keppel REIT, Bloomberg, UOB Kay Hian

Wednesday, 23 October 2024

BUY

(Maintained)

Share Price	S\$0.925
Target Price	S\$1.250
Upside	+35.1%
(Previous TP	S\$1.20)

COMPANY DESCRIPTION

Keppel REIT invests in quality incomeproducing commercial real estate in Asia Pacific. Its portfolio with AUM of S\$9b comprises predominantly of premium grade A office buildings located in prime business and financial districts in Singapore, Australia (Sydney, Melbourne and Perth), South Korea (Seoul) and Japan (Tokyo).

STOCK DATA

GICS sector	Real Estate
Bloomberg ticker:	KREIT SP
Shares issued (m):	3,831.9
Market cap (S\$m):	3,544.5
Market cap (US\$m):	2,695.5
3-mth avg daily t'over (US\$m):	5.7

Price Performance (%)

52-week high/low			S\$0.9	85/S\$0.78
1mth	3mth	6mth	1yr	YTD
(3.1)	5.7	10.1	14.2	(0.5)
Major S	Shareholde		%	
Keppel F	REIT Investm		29.5	
FY24 NAV/Share (S\$)				1.28
FY24 Ne	t Debt/Share	e (S\$)		0.68

PRICE CHART



Source: Bloomberg

ANALYST(S)

Jonathan Koh, CFA, MSc Econ +65 6590 6620 jonathankoh@uobkayhian.com

UOBKayHian

Regional Morning Notes

- North Asia: Maintained full occupancy. NPI from North Asia increased 15.5% yoy to S\$10.7m in 9M24. Both KR Ginza in Tokyo and T Tower in Seoul were fully occupied.
- Working on deleveraging. Aggregate leverage increased 0.6ppt qoq to 41.9% as of Sep 24 due to the anniversary distribution for 1H24. Management is committed to lowering leverage to below 40% through divestments, including selling matured assets and partial stake of its existing properties. Adjusted interest coverage ratio was healthy at 2.7x.
- Benefitting from upcoming rate cuts. All-in interest rate increased 0.1ppt gog to 3.5% in 3Q24. About 32% of KREIT's borrowings are on floating interest rates. UOB Global Economics & Markets Research forecasts 3M SORA to recede from 3.65% at mid-24 to 2.20% by end-25. KREIT's current all-in interest rate for five-year bank loans is about 3.5%. We expect cost of debt to ease to 3.25% in 2H25.

STOCK IMPACT

- Expect a modest rise in office rents. According to CBRE, rents for Grade A core CBD offices stayed flat qoq at S\$11.95psf for the second consecutive quarter in 3Q24, marking a six-month pause. IOI Central Boulevard added 1.2m sf of prime office space in 3Q24, which caused vacancy rate to increase 4.2ppt qoq to 7.8%. The project is 50% pre-committed. Demand was driven by legal, emerging technology and professional services companies. Keppel South Central will be the sole completion in 2025 as the completion for redevelopment of Shaw Tower has been delayed to 2026. Rent growth is expected to be modest as the market absorbs the new supply.
- Addressing potential vacancy at OFC. According to media reports, BNP Paribas will not be renewing when its lease for six floors at OFC expires in 2025. Management is in advanced negotiations with prospective tenants, such as legal and professional services firms, to backfill half of the space vacated by BNP Paribas. Management expects positive rental reversion for replacement leases at Ocean Financial Centre.
- Strategically located at the heart of core precinct in Sydney. KREIT completed the acquisition of an effective 50% interest in 255 George Street, a freehold 29-level Grade A office tower in Sydney, Australia, for A\$363.8m (S\$321.0m) on 9 May 24. 255 George Street has a total NLA of 38,996.8sqm (office: 38,805.0sqm, retail: 191.8sqm) and 188 carpark lots. It is located along the prime end of George Street, within Sydney CBD's core precinct. It is opposite Bridge Street Light Rail Station and within walking distance to Wynyard Station.
- Potential gains from revaluation. 255 George Street has high committed occupancy of 93% and long WALE of 6.8 years. There are no significant lease expiries from 2024 to 2028. The key tenants include the Australian Taxation Office and the Bank of Queensland. It completed major refurbishments recently in 2022. 255 George Street was acquired at an attractive NPI yield of 6.5%. Since then, market rent has increased while yield has compressed for the Sydney office market. Thus, management sees a likelihood of 255 George Street being revalued higher.

EARNINGS REVISION

• We raise our 2025 DPU forecast by 3% due to lower interest rates for S\$902m of borrowings to be refinanced in 2025, which represents 22% of total borrowings (cost of debt expected to ease to 3.25% in 2H25).

VALUATION/RECOMMENDATION

- Valuation is attractive based on distribution yield and P/NAV. KREIT provides an attractive 2025 distribution yield of 6.6% (CICT: 5.4%, Suntec: 5.0%). It trades at P/NAV of 0.73x (27% discount to NAV per unit of S\$1.27).
- Maintain BUY. Our target price of S\$1.25 is based on DDM (cost of equity: 6.25%, terminal growth: 1.5%).

SHARE PRICE CATALYST

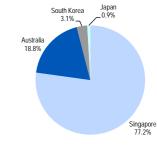
- Resilient rents and capital values for office properties in Singapore and Sydney, Australia.
- Contribution from 255 George Street in Sydney kicking in from 2H24.

KEY OPERATING METRICS

	3Q23	4Q23	1Q24	2Q24	3Q24	уоу	qoq*
DPU (S cents)	n.a.	2.90	n.a.	2.80	n.a.	n.a.	n.a.
Occupancy	95.9%	97.1%	96.4%	97.0%	97.6%	1.7ppt	0.6ppt
Aggregate Leverage	39.5%	38.9%	39.4%	41.3%	41.9%	2.4ppt	0.6ppt
Average Cost of Debt	2.85%	2.89%	3.18%	3.31%	3.38%	0.53ppt	0.07ppt
% of Borrowings on Fixed Rates	76.0%	75.0%	74.0%	65.0%	68.0%	-8ppt	3ppt
WALE by NLA (years)	5.6	5.5	5.4	5.3	4.6	-1yrs	-0.7yrs
Weighted Average Debt Maturity (years)	2.7	2.4	2.3	3.0	2.9	0.2yrs	-0.1yrs
Rental Reversions	8.6%	9.9%	10.9%	9.3%	10.2%	1.6%	0.9%
Tenant Retention Rate	71.4%	73.7%	54.9%	64.0%	67.2%	-4.2ppt	3.2ppt
Source: KPEIT * hab % change for DPU							

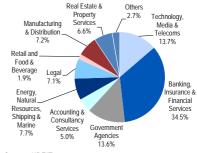
Source: KREIT * hoh % change for DPU

PORTFOLIO VALUATION BY COUNTRY



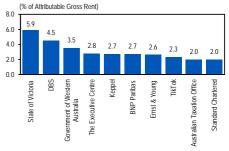
Source: KREIT

DIVERSIFIED BASE OF 487 TENANTS



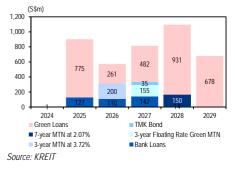
Source: KREIT

TOP 10 TENANTS BY ATTRIBUTABLE GROSS RENT



Source[,] KRFIT

DEBT MATURITY PROFILE



UOBKayHian

Regional Morning Notes

PROFIT & LOSS

Year to 31 Dec (S\$m)	2023	2024F	2025F	2026F
Net turnover	233.1	266.4	285.9	288.4
EBITDA	120.0	143.1	160.2	162.1
Deprec. & amort.	0.0	0.0	0.0	0.0
EBIT	120.0	143.1	160.2	162.1
Total other non-operating income	43.9	(49.5)	0.0	0.0
Associate contributions	103.8	122.3	138.6	140.3
Net interest income/(expense)	(57.6)	(80.6)	(84.8)	(86.4)
Pre-tax profit	210.1	135.3	214.0	216.1
Тах	(11.6)	(8.1)	(15.9)	(16.1)
Minorities	(18.4)	(19.7)	(20.0)	(20.0)
Perpetual Securities	(9.5)	(9.4)	(9.5)	(9.5)
Net profit	170.6	98.1	168.7	170.6
Net profit (adj.)	137.6	152.6	168.7	170.6

BALANCE SHEET				
Year to 31 Dec (S\$m)	2023	2024F	2025F	2026F
Fixed assets	4,927.9	5,216.8	5,226.8	5,236.8
Other LT assets	3,161.1	3,175.7	3,175.7	3,175.7
Cash/ST investment	141.6	154.8	154.2	152.7
Other current assets	28.7	62.9	63.4	63.6
Total assets	8,259.3	8,610.2	8,620.1	8,628.8
ST debt	264.7	698.5	698.5	698.5
Other current liabilities	73.2	79.4	80.5	80.9
LT debt	2,073.7	2,070.0	2,150.0	2,230.0
Other LT liabilities	96.6	91.4	92.0	92.2
Shareholders' equity	5,306.6	5,225.1	5,153.3	5,081.3
Minority interest	444.4	445.9	445.9	445.9
Total liabilities & equity	8,259.3	8,610.2	8,620.1	8,628.8

CASH FLOW

Year to 31 Dec (S\$m)	2023	2024F	2025F	2026F
Operating	169.9	101.3	121.3	122.3
Pre-tax profit	175.0	188.0	212.0	214.1
Тах	0.0	0.0	0.0	0.0
Deprec. & amort.	0.0	0.0	0.0	0.0
Associates	(103.8)	(122.3)	(138.6)	(140.3)
Working capital changes	8.8	(6.5)	0.6	0.2
Non-cash items	0.0	0.0	0.0	0.0
Other operating cashflows	89.9	42.1	47.3	48.3
Investing	603.3	(208.7)	128.6	130.3
Capex (growth)	(155.3)	(321.0)	0.0	0.0
Capex (maintenance)	(10.6)	(10.0)	(10.0)	(10.0)
Proceeds from sale of assets	0.0	0.0	0.0	0.0
Others	769.2	122.3	138.6	140.3
Financing	(814.6)	120.6	(250.5)	(254.1)
Distribution to unitholders	(217.0)	(221.7)	(238.5)	(240.5)
Issue of shares	0.0	0.0	0.0	0.0
Proceeds from borrowings	186.6	430.1	80.0	80.0
Loan repayment	0.0	0.0	0.0	0.0
Others/interest paid	(784.2)	(87.8)	(92.0)	(93.5)
Net cash inflow (outflow)	(41.4)	13.2	(0.6)	(1.5)
Beginning cash & cash equivalent	186.4	141.6	154.8	154.2
Changes due to forex impact	(3.5)	0.0	0.0	0.0
Ending cash & cash equivalent	141.6	154.8	154.2	152.7

KEY METRICS				
Year to 31 Dec (%)	2023	2024F	2025F	2026F
Profitability				
EBITDA margin	51.5	53.7	56.0	56.2
Pre-tax margin	90.1	50.8	74.9	74.9
Net margin	73.2	36.8	59.0	59.1
ROA	2.0	1.2	2.0	2.0
ROE	3.2	1.9	3.3	3.3
Growth				
Turnover	6.3	14.3	7.3	0.9
EBITDA	6.7	19.3	11.9	1.2
Pre-tax profit	(53.4)	(35.6)	58.2	0.9
Net profit	(57.9)	(42.5)	72.0	1.1
Net profit (adj.)	0.2	10.9	10.5	1.1
EPU	(0.9)	9.5	8.8	(0.4)
Leverage				
Debt to total capital	28.9	32.8	33.7	34.6
Debt to equity	44.1	53.0	55.3	57.6
Net debt/(cash) to equity	41.4	50.0	52.3	54.6
Interest cover (x)	2.1	1.8	1.9	1.9



Regional Morning Notes

Wednesday, 23 October 2024

Disclosures/Disclaimers

This report is prepared by UOB Kay Hian Private Limited ("UOBKH"), which is a holder of a capital markets services licence and an exempt financial adviser in Singapore.

This report is provided for information only and is not an offer or a solicitation to deal in securities or to enter into any legal relations, nor an advice or a recommendation with respect to such securities.

This report is prepared for general circulation. It does not have regard to the specific investment objectives, financial situation and the particular needs of any recipient hereof. Advice should be sought from a financial adviser regarding the suitability of the investment product, taking into account the specific investment objectives, financial situation or particular needs of any person in receipt of the recommendation, before the person makes a commitment to purchase the investment product.

This report is confidential. This report may not be published, circulated, reproduced or distributed in whole or in part by any recipient of this report to any other person without the prior written consent of UOBKH. This report is not directed to or intended for distribution to or use by any person or any entity who is a citizen or resident of or located in any locality, state, country or any other jurisdiction as UOBKH may determine in its absolute discretion, where the distribution, publication, availability or use of this report would be contrary to applicable law or would subject UOBKH and its connected persons (as defined in the Financial Advisers Act, Chapter 110 of Singapore) to any registration, licensing or other requirements within such jurisdiction.

The information or views in the report ("Information") has been obtained or derived from sources believed by UOBKH to be reliable. However, UOBKH makes no representation as to the accuracy or completeness of such sources or the Information and UOBKH accepts no liability whatsoever for any loss or damage arising from the use of or reliance on the Information. UOBKH and its connected persons may have issued other reports expressing views different from the Information and all views expressed in all reports of UOBKH and its connected persons are subject to change without notice. UOBKH reserves the right to act upon or use the Information at any time, including before its publication herein.

Except as otherwise indicated below, (1) UOBKH, its connected persons and its officers, employees and representatives may, to the extent permitted by law, transact with, perform or provide broking, underwriting, corporate finance-related or other services for or solicit business from, the subject corporation(s) referred to in this report; (2) UOBKH, its connected persons and its officers, employees and representatives may also, to the extent permitted by law, transact with, perform or provide broking or other services for or solicit business from, other persons in respect of dealings in the securities referred to in this report or other investments related thereto; (3) the officers, employees and representatives of UOBKH may also serve on the board of directors or in trustee positions with the subject corporation(s) referred to in this report. (All of the foregoing is hereafter referred to as the "Subject Business"); and (4) UOBKH may otherwise have an interest (including a proprietary interest) in the subject corporation(s) referred to in this report.

As of the date of this report, no analyst responsible for any of the content in this report has any proprietary position or material interest in the securities of the corporation(s) which are referred to in the content they respectively author or are otherwise responsible for.

IMPORTANT DISCLOSURES FOR U.S. PERSONS

This research report was prepared by UOBKH, a company authorized, as noted above, to engage in securities activities in Singapore. UOBKH is not a registered broker-dealer in the United States and, therefore, is not subject to U.S. rules regarding the preparation of research reports and the independence of research analysts. This research report is provided for distribution by UOBKH (whether directly or through its US registered broker dealer affiliate named below) to "major U.S. institutional investors" in reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act"). All US persons that receive this document by way of distribution from or which they regard as being from UOBKH by their acceptance thereof represent and agree that they are a major institutional investor and understand the risks involved in executing transactions in securities.

Any U.S. recipient of this research report wishing to effect any transaction to buy or sell securities or related financial instruments based on the information provided in this research report should do so only through UOB Kay Hian (U.S.) Inc ("UOBKHUS"), a registered brokerdealer in the United States. Under no circumstances should any recipient of this research report effect any transaction to buy or sell securities or related financial instruments through UOBKH.

UOBKHUS accepts responsibility for the contents of this research report, subject to the terms set out below, to the extent that it is delivered to and intended to be received by a U.S. person other than a major U.S. institutional investor.

The analyst whose name appears in this research report is not registered or qualified as a research analyst with the Financial Industry Regulatory Authority ("FINRA") and may not be an associated person of UOBKHUS and, therefore, may not be subject to applicable restrictions under FINRA Rules on communications with a subject company, public appearances and trading securities held by a research analyst account.

UOBKayHian

Regional Morning Notes

Wednesday, 23 October 2024

Analyst Certification/Regulation AC

Each research analyst of UOBKH who produced this report hereby certifies that (1) the views expressed in this report accurately reflect his/her personal views about all of the subject corporation(s) and securities in this report; (2) the report was produced independently by him/her; (3) he/she does not carry out, whether for himself/herself or on behalf of UOBKH or any other person, any of the Subject Business involving any of the subject corporation(s) or securities referred to in this report; and (4) he/she has not received and will not receive any compensation that is directly or indirectly related or linked to the recommendations or views expressed in this report or to any sales, trading, dealing or corporate finance advisory services or transaction in respect of the securities in this report. However, the compensation received by each such research analyst is based upon various factors, including UOBKH's total revenues, a portion of which are generated from UOBKH's business of dealing in securities.

Reports are distributed in the respective countries or jurisdictions by the respective entities and are subject to the additional restrictions listed in the following table.

General	This report is not intended for distribution, publication to or use by any person or entity who is a citizen or resident of or located in any country or jurisdiction where the distribution, publication or use of this report would be contrary to applicable law or regulation.
Hong Kong	This report is distributed in Hong Kong by UOB Kay Hian (Hong Kong) Limited ("UOBKHHK"), which is regulated by the Securities and Futures Commission of Hong Kong. Neither the analyst(s) preparing this report nor his associate, has trading and financial interest and relevant relationship specified under Para. 16.4 of Code of Conduct in the listed corporation covered in this report. UOBKHHK does not have financial interests and business relationship specified under Para. 16.5 of Code of Conduct with the listed corporation covered in this report. UOBKHHK does not have financial interests and business relationship specified under Para. 16.5 of Code of Conduct with the listed corporation covered in this report. Where the report is distributed in Hong Kong and contains research analyses or reports from a foreign research house, please note: (i) recipients of the analyses or reports are to contact UOBKHHK (and not the relevant foreign research house) in Hong Kong in respect of any matters arising from, or in connection with, the analysis or report; and (ii) to the extent that the analyses or reports are delivered to and intended to be received by any person in Hong Kong who is not a professional investor, or institutional investor, UOBKHHK accepts legal responsibility for the contents of the analyses or reports only to the extent required by law.
Indonesia	This report is distributed in Indonesia by PT UOB Kay Hian Sekuritas, which is regulated by Financial Services Authority of Indonesia ("OJK"). Where the report is distributed in Indonesia and contains research analyses or reports from a foreign research house, please note recipients of the analyses or reports are to contact PT UOBKH (and not the relevant foreign research house) in Indonesia in respect of any matters arising from, or in connection with, the analysis or report.
Malaysia	Where the report is distributed in Malaysia and contains research analyses or reports from a foreign research house, the recipients of the analyses or reports are to contact UOBKHM (and not the relevant foreign research house) in Malaysia, at +603-21471988, in respect of any matters arising from, or in connection with, the analysis or report as UOBKHM is the registered person under CMSA to distribute any research analyses in Malaysia.
Singapore	This report is distributed in Singapore by UOB Kay Hian Private Limited ("UOBKH"), which is a holder of a capital markets services licence and an exempt financial adviser regulated by the Monetary Authority of Singapore.Where the report is distributed in Singapore and contains research analyses or reports from a foreign research house, please note: (i) recipients of the analyses or reports are to contact UOBKH (and not the relevant foreign research house) in Singapore in respect of any matters arising from, or in connection with, the analysis or report; and (ii) to the extent that the analyses or reports are delivered to and intended to be received by any person in Singapore who is not an accredited investor, expert investor or institutional investor, UOBKH accepts legal responsibility for the contents of the analyses or reports only to the extent required by law.
Thailand	This report is distributed in Thailand by UOB Kay Hian Securities (Thailand) Public Company Limited, which is regulated by the Securities and Exchange Commission of Thailand.
United Kingdom	This report is being distributed in the UK by UOB Kay Hian (U.K.) Limited, which is an authorised person in the meaning of the Financial Services and Markets Act and is regulated by The Financial Conduct Authority. Research distributed in the UK is intended only for institutional clients.
United States of America ('U.S.')	This report cannot be distributed into the U.S. or to any U.S. person or entity except in compliance with applicable U.S. laws and regulations. It is being distributed in the U.S. by UOB Kay Hian (US) Inc, which accepts responsibility for its contents. Any U.S. person or entity receiving this report and wishing to effect transactions in any securities referred to in the report should contact UOB Kay Hian (US) Inc. directly.

Copyright 2024, UOB Kay Hian Pte Ltd. All rights reserved.

http://research.uobkayhian.com

RCB Regn. No. 197000447W