

BUY

TP: SGD 0.87 △ 35.7%

EC World REIT

ECWREIT.SP

Steady as she goes

ECWREIT's 1H20 results came in generally inline with our FY20E estimates, assuming that China's recovery proceeds smoothly and retained DI is distributed at yr-end. Signs of QoQ stabilization are already shown through discontinuation of further rebates, flattish reversions, stable occupancies, and further resumptions of tenant operations. Mgmt. remains confident that China Tobacco will likely be renewed at flattish reversions and we also expect the recent investigations on former CIO to have little adverse impact on the REIT's operations. Reiterate BUY with a TP S\$0.87/unit.

- → 1H20 results generally inline: 1H20 DPU came in at 44% of our FY20E estimates. Around 10% of DI (\$1.2m) was retained in 2Q20 and 5% of DI (\$0.5m) was retained in 1Q20. DI excluding retention came in generally in line at 48% of our FY estimates as we expect a slight increase in revenue in 2H due to the 2-3% built-in escalations of master leases/ anchor leases (total 70% of AUM).
- ▶ No further rebates, steady underlying operations: ECWREIT did not provide further rebates for 2Q20 and its tenants and underlying operations have resumed to >90% of pre-COVID19 levels (with exception of Stage1BG, albeit it is still supported by master lease income). Reversions were flattish in 1H20, and occupancy has remained stable for all MTB assets except for Wuhan Meiluote (~2% of portfolio rev), which dropped from 93.3% in 1Q20 to 85.0% in 2Q20. For the upcoming major lease expiry of China Tobacco, mgmt. remains confident that tenant is likely to renew, albeit at flattish reversions. We continue to expect resilience in ECWREIT's portfolio with 42% of tenants are in the e-commerce industry and 18% in specialized logistics segments.
- Operations not affected by former CIO's ongoing investigation: On 1Jul20, the REIT announced that its CIO was interviewed by CAD and MAS wrt an investigation on an offense under the Securities and Futures Act. The cessation of CIO was later announced in 17Jul20, as he takes up another position within the Sponsor. Mgmt. noted that this action was taken partly due to the expected lengthy nature of the investigation to minimise disruptions to the REIT. We expect this to have no significant impact on the REIT as the CAD has confirmed that ECWREIT and the manager are not under investigation themselves and business continues as usual.
- Reiterate BUY: We reiterate BUY with an unchanged TP S\$0.87/unit, assuming that the retained amount will be distributed by year-end, barring any unforeseen waves of COVID19 in China. ECWREIT is trading at an attractive 0.74x P/B & 8.95% FY20E yield with 3.0% DPU CAGR from FY19-22E.

Financial highlights

Y/E 31 Dec (SGD m)	FY19A	FY20E	FY21E	FY22E	FY23E
Revenue	99	109	118	122	124
Distribution income	49	46	52	54	55
DPU (SGD cts)	6.0	5.7	6.4	6.6	6.7
DPU growth (%)	-2.1%	-5.3%	12.1%	2.9%	1.7%
Yield (%)	9.4%	8.9%	10.0%	10.3%	10.5%
BV per share	0.9	0.9	0.9	0.8	0.8
P/B (x)	0.7	0.7	0.8	0.8	0.8

Source: Company, SCCM Research; as of 11 August 2020

11 August 2020



REPORT AUTHORS

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PRICE CLOSE (7 August 2020)

SGD 0.640

MARKET CAP SGD 514.5 mln USD 374.7 mln

SHARES O/S 803.9 mln

FREE FLOAT

53.1%

3M AVG DAILY VOLUME/VALUE SGD 0.577 mln / USD 0.420 mln

52 WK HIGH 52 WK LOW SGD 0.770 SGD 0.410



BUY TP: SGD 0.87

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Singapore
REITs

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1H20 results came in generally inline with our FY20E estimates

■ 1H20 results generally inline, assuming 100% payout for FY20: 1H20 DPU came in at 44% of our FY20E estimates. Around 10% of DI (\$1.2m) was retained in 2Q20 and 5% of DI (\$0.5m) was retained in 1Q20. DI excluding retention came in generally in line at 48% of our FY estimates as we expect a slight increase in revenue in 2H due to the 2-3% built-in escalations of master leases/ anchor leases (total 70% of AUM).

The rebates accounts for ~90% of the YoY DPU decline in 1Q20

Assuming no new waves of COVID19, we expect mgmt to distribute the amount retained at year-end. Portfolio gearing also remained stable 39.1% (vs. 38.6% in 1Q20 and 32.4% in 2Q19) with average cost of debt of 4.3% pa. (vs. 4.3% in 1Q20 and 4.5% in 2Q19). ECWREIT 100% of offshore facilities hedged to mitigate currency risk.

Fig 1 - Results summary vs estimates

FY 31Dec (S\$m)	2Q20	2Q19	YoY %	1Q20	QoQ %	1H20	FY20E	% of forecast
Gross Revenue	28.2	23.7	18.8%	23.5	19.8%	51.7	108.5	47.7%
Operating Expenses	-2.4	-2.6	-8.0%	-2.4	-1.1%	-4.8	-12.2	39.2%
NPI	25.8	21.2	22.1%	21.1	22.2%	47.0	96.4	48.7%
Trustee-Manager's fees	-1.3	-1.2	5.8%	-1.0	26.4%	-2.3	-3.9	59.6%
Trustee's Expenses	-0.1	-0.1	12.5%	-0.1	-1.2%	-0.2	-0.3	54.3%
Other Trust Expenses	-0.4	-0.4	18.7%	-0.4	19.4%	-0.8	-1.6	49.8%
Net income before financing cost & tax	24.0	19.5	23.2%	19.7	22.2%	43.7	90.6	48.2%
Interest Income	0.4	0.4	-16.5%	0.3	5.5%	0.7	1.6	43.4%
Borrowing Costs	-9.8	-7.0	39.6%	-9.7	0.2%	-19.5	-37.0	52.7%
Net Income	14.6	12.9	13.1%	10.3	42.4%	24.9	55.3	45.1%
Net income aft Tax	6.1	10.2	NM	3.3	NM	9.4	34.9	NM
Income Available for Distribution	12.4	12.3	0.5%	9.8	26.4%	22.2	46.0	48.1%
Distribution to Unitholders	11.1	12.3	-9.5%	9.3	19.8%	20.4	46.0	44.4%
DPU (S\$c)	1.386	1.547	-10.4%	1.158	19.7%	2.544	5.728	44.4%

Source: SCCM Research, Company

No further rebates, steady underlying operations

- No further rebates after 1Q20, steady underlying operations: ECWREIT did not provide further rebates for 2Q20 and its tenants and underlying operations have resumed to >90% of pre-COVID19 levels (with exception of Stage1BG, albeit it is still supported by master lease income). While certain demand has increased during COVID19 outbreak (reliance on delivery due to social-distancing), total trading volumes are still lower overall vs pre-COVID19 levels. However, we think that the relatively quick recovery of business operations starting in the 2nd qtr after initial outbreak shows visibility in China's head start in recovery and E-commerce & Logistics segments' resilience. We continue to expect resilience in ECWREIT's portfolio with 42% of tenants are in the e-commerce industry and 18% in specialized logistics segments.
- Reversions were flattish in 1H20. Portfolio occupancy dropped slightly to 98.7% in 2Q20 as compared to 99.1% in 1Q20, and 99.1% (committed) in 2Q19. Occupancy has remained stable for all MTB assets except for Wuhan Meiluote, which dropped from 93.3% in 1Q20 to 85.0% in 2Q20. However, we think that it is not a key concern as the asset is small and only contributes to ~2% of the portfolio's revenue. For the upcoming major lease expiry of China Tobacco, mgmt. remains confident that tenant is likely to renew, albeit at flattish reversions.

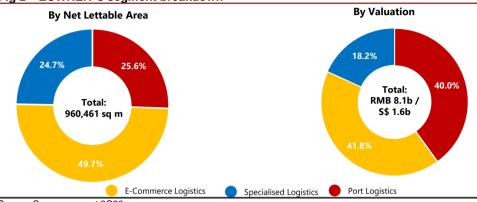
Most of the master lessees are also the operators. They rent out storage spaces to customers directly. Stage 1BG is the only "traditional" master lessee with subtenants in the portfolio ▲ 35.7%

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REITs





Source: Company, as at 2Q20

Operations not affected by former CIO's ongoing investigation

Business as usual, generally unaffected by former CIO's ongoing investigation: On 1Jul20, the REIT announced that it received a letter dated 30Jun20 from the Commercial Affairs Department (CAD) and the Monetary Authority of Singapore (MAS) pursuant to Section 20 of the Criminal Procedure Code (Chapter 68, 2012 Revised Edition) requiring the Manager to provide certain information in relation to an investigation into an offence under the Securities and Futures Act, Chapter 289. The cessation of CIO was later announced in 17Jul20, as he takes up another position within the Sponsor. Mgmt. noted that this action was taken partly due to the expected lengthy nature of the investigation to minimise disruptions to the REIT. We expect this to have no significant impact on the REIT as the CAD has confirmed that ECWREIT and the manager are not under investigation themselves and business continues as usual.

Reiterate BUY at TP S\$0.87/unit

■ Reiterate BUY: We reiterate BUY with an unchanged TP S\$0.87/unit, assuming that the retained amount will be distributed by year-end, barring any unforeseen waves of COVID19 in China. ECWREIT is trading at an attractive 0.74x P/B & 8.95% FY20E yield with 3.0% DPU CAGR from FY19-22E.



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Results Review
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REITs

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Financial Statements

99.1 3.0% (9.4) 89.7 (4.9) (0.3) (1.7) 82.9 83.6% 1.8 (32.9) (3.9) 47.8 (32.9) 47.8 (32.9) 48.9 50.3 65.2	FY20E 108.5 9.5% (12.2) 96.4 (3.9) (0.3) (1.6) 90.6 83.5% 1.6 (37.0) 55.3 (20.3) 34.9 34.9	FY21E 118.5 9.2% (13.2) 105.3 (6.0) (0.3) (1.6) 97.4 82.2% 1.6 (35.7) 63.3 (23.3) 40.0 40.0	FY22E 121.8 2.8% (13.4) 108.4 (5.2) (0.3) (1.6) 101.4 83.2% 1.7 (36.0) 67.1 (24.7) 42.4 42.4 54.0	124.0 1.8% (13.6) 110.5 (5.2) (0.3) (1.6) 103.4 83.4% 1.8 (35.9) 69.3 (25.5) 43.8
3.0% (9.4) 89.7 (4.9) (0.3) (1.7) 82.9 83.6% 1.8 (32.9) (3.9) 47.8 (32.9) 14.9 50.3 65.2 48.9	9.5% (12.2) 96.4 (3.9) (0.3) (1.6) 90.6 83.5% 1.6 (37.0) 55.3 (20.3) 34.9 34.9	9.2% (13.2) 105.3 (6.0) (0.3) (1.6) 97.4 82.2% 1.6 (35.7) 63.3 (23.3) 40.0	2.8% (13.4) 108.4 (5.2) (0.3) (1.6) 101.4 83.2% 1.7 (36.0) 67.1 (24.7) 42.4	1.8% (13.6) 110.5 (5.2) (0.3) (1.6) 103.4 83.4% 1.8 (35.9) 69.3 (25.5) 43.8
(9.4) 89.7 (4.9) (0.3) (1.7) 82.9 83.6% 1.8 (32.9) (3.9) 47.8 (32.9) 14.9 50.3 65.2 48.9	(12.2) 96.4 (3.9) (0.3) (1.6) 90.6 83.5% 1.6 (37.0) 55.3 (20.3) 34.9 34.9	(13.2) 105.3 (6.0) (0.3) (1.6) 97.4 82.2% 1.6 (35.7) 63.3 (23.3) 40.0	(13.4) 108.4 (5.2) (0.3) (1.6) 101.4 83.2% 1.7 (36.0) 67.1 (24.7) 42.4	(13.6) 110.5 (5.2) (0.3) (1.6) 103.4 83.4% 1.8 (35.9) 69.3 (25.5) 43.8
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(1.7) 82.9 83.6% 1.8 (32.9) (3.9) 47.8 (32.9) 14.9 50.3 65.2 48.9	(1.6) 90.6 83.5% 1.6 (37.0) 55.3 (20.3) 34.9 34.9	(1.6) 97.4 82.2% 1.6 (35.7) 63.3 (23.3) 40.0	(1.6) 101.4 83.2% 1.7 (36.0) 67.1 (24.7) 42.4	(1.6) 103.4 83.4% 1.8 (35.9) 69.3 (25.5) 43.8
1.8 (32.9) (3.9) 47.8 (32.9) 14.9 50.3 65.2 48.9	90.6 83.5% 1.6 (37.0) 55.3 (20.3) 34.9 34.9	97.4 82.2% 1.6 (35.7) 63.3 (23.3) 40.0	101.4 83.2% 1.7 (36.0) 67.1 (24.7) 42.4	1.8 (35.9) 69.3 (25.5) 43.8
1.8 (32.9) (3.9) 47.8 (32.9) 14.9 50.3 65.2 48.9	1.6 (37.0) 55.3 (20.3) 34.9 34.9	1.6 (35.7) 63.3 (23.3) 40.0	1.7 (36.0) 67.1 (24.7) 42.4	1.8 (35.9) 69.3 (25.5) 43.8
1.8 (32.9) (3.9) 47.8 (32.9) 14.9 50.3 65.2 48.9	1.6 (37.0) 55.3 (20.3) 34.9 34.9	1.6 (35.7) 63.3 (23.3) 40.0	1.7 (36.0) 67.1 (24.7) 42.4	1.8 (35.9) 69.3 (25.5) 43.8
(32.9) (3.9) 47.8 (32.9) 14.9 50.3 65.2 48.9	(37.0) 55.3 (20.3) 34.9 34.9	(35.7) 63.3 (23.3) 40.0	(36.0) 67.1 (24.7) 42.4	(35.9) 69.3 (25.5) 43.8
(32.9) (3.9) 47.8 (32.9) 14.9 50.3 65.2 48.9	(37.0) 55.3 (20.3) 34.9 34.9	(35.7) 63.3 (23.3) 40.0	(36.0) 67.1 (24.7) 42.4	(35.9) 69.3 (25.5) 43.8
(3.9) 47.8 (32.9) 14.9 50.3 65.2 48.9 6.05	55.3 (20.3) 34.9 34.9	63.3 (23.3) 40.0	67.1 (24.7) 42.4	69.3 (25.5) 43.8
47.8 (32.9) 14.9 50.3 65.2 48.9	(20.3) 34.9 34.9 46.0	(23.3) 40.0 40.0	(24.7) 42.4 42.4	(25.5) 43.8 43.8
(32.9) 14.9 50.3 65.2 48.9	(20.3) 34.9 34.9 46.0	(23.3) 40.0 40.0	(24.7) 42.4 42.4	(25.5) 43.8 43.8
14.9 50.3 65.2 48.9	34.9 34.9 46.0	40.0	42.4	43.8 43.8
50.3 65.2 48.9 6.05	34.9 46.0	40.0	42.4	43.8
65.2 48.9 6.05	46.0			
48.9 6.05	46.0			
6.05		52.0	54.0	55.4
2 40/	5.73	6.42	6.61	6.72
-2.1%	-5.3%	12.1%	2.9%	1.7%
-Y19A	FY20E	FY21E	FY22E	FY23E
119.5	119.7	124.5	128.1	131.2
36.9	42.3	46.2	47.4	48.3
0.1	0.1	0.1	0.1	0.1
156.5	162.1	170.8	175.6	179.6
,567.6	1,567.6	1,567.6	1,567.6	1,567.6
,567.6	1,567.6	1,567.6	1,567.6	1,567.6
,724.0	1,729.7	1,738.3	1,743.2	1,747.2
34.1	29.2	31.9	32.8	33.4
67.9	67.9	67.9	67.9	67.9
11.7	20.3	23.3	24.7	25.5
4.3	4.3	4.3	4.3	4.3
118.1	121.7	127.4	129.7	131.1
586.6	586.6	586.6	586.6	586.6
271.0	271.0	271.0	271.0	271.0
64.4	64.4	64.4	64.4	64.4
922.0	922.0	922.0	922.0	922.0
0404	1,043.8	1,049.4	1,051.7	1,053.1
,040.1			601 5	694.1
	67.9 11.7 4.3 118.1 586.6 271.0	34.1 29.2 67.9 67.9 11.7 20.3 4.3 4.3 118.1 121.7 586.6 586.6 271.0 271.0 64.4 64.4 922.0 922.0 1,040.1 1,043.8	34.1 29.2 31.9 67.9 67.9 67.9 11.7 20.3 23.3 4.3 4.3 4.3 118.1 121.7 127.4 586.6 586.6 586.6 271.0 271.0 271.0 64.4 64.4 64.4 922.0 922.0 922.0 1,040.1 1,043.8 1,049.4	34.1 29.2 31.9 32.8 67.9 67.9 67.9 67.9 11.7 20.3 23.3 24.7 4.3 4.3 4.3 4.3 118.1 121.7 127.4 129.7 586.6 586.6 586.6 586.6 271.0 271.0 271.0 271.0 64.4 64.4 64.4 64.4 922.0 922.0 922.0 922.0



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Results Review
Singapore

▲ 35.7%

Cash Flow Statement							
Y/E 31 Dec (in SGD'm)	FY19A	FY20E	FY21E	FY22E	FY23E		
Pre-tax Profit	47.8	55.3	63.3	67.1	69.3		
Tax Paid	(15.2)	(11.7)	(20.3)	(23.3)	(24.7)		
Depreciation & Amortization	0.0	0.0	0.0	0.0	0.0		
Associates & JVs Inc	0.0	0.0	0.0	0.0	0.0		
Other Non-Cash Adjustments	43.1	11.1	12.0	11.6	11.6		
Changes in Non-Cash Work Cap	16.7	(10.3)	(1.2)	(0.4)	(0.3)		
Cash From Operations	92.3	44.3	53.8	55.0	55.9		
Net Change in Property Investments	(3.4)	0.0	0.0	0.0	0.0		
Net Change In Investments	(152.8)	0.0	0.0	0.0	0.0		
Net Change in Invmts in Assoc & JVs	0.0	0.0	0.0	0.0	0.0		
Dividends rec'vd from Associates & JVs	0.0	0.0	0.0	0.0	0.0		
Other Investing Activities	0.0	0.0	0.0	0.0	0.0		
Cash from Investing Activities	(156.2)	0.0	0.0	0.0	0.0		
Distribution to Unit Holders	(48.5)	(46.0)	(52.0)	(54.0)	(55.4)		
Net Change in Gross Debt	130.7	0.0	0.0	0.0	0.0		
Issue of Units (net of Expenses)	0.0	2.0	3.0	2.6	2.6		
Other Financing Activities	(26.8)	0.0	0.0	0.0	0.0		
Cash from Financing Activities	55.4	(44.1)	(49.0)	(51.4)	(52.8)		
Net Changes in Cash	(8.4)	0.2	4.8	3.6	3.1		
Per Share Data							
Y/E 31 Dec (SGD)	FY19A	FY20E	FY21E	FY22E	FY23E		
EPU	0.08	0.04	0.05	0.05	0.05		
DPU	0.06	0.06	0.06	0.07	0.07		
BVPU	0.86	0.85	0.85	0.85	0.84		
Valuation Ratios							
Y/E 31 Dec (x)	FY19A	FY20E	FY21E	FY22E	FY23E		
P/E	8.2	14.7	12.9	12.3	12.0		
P/B	0.8	0.7	0.8	0.8	0.8		
Financial Ratios							
Y/E 31 Dec	FY19A	FY20E	FY21E	FY22E	FY23E		
Profitability & Return Ratios (%)	11134	1 120L	1 1212	1 1222	1 1232		
EBIT margin	83.6	83.5	82.2	83.2	83.4		
Net profit margin	15.0	32.2	33.8	34.8	35.3		
ROE	2.2%	5.1%	5.8%	6.1%	6.3%		
ROCE	1.6%	3.1%	3.7%	3.9%	4.0%		
Working Capital & Liquidity Ratios	1.070	J.J /0	J.1 /0	J.J/0	7.070		
Receivables (days)	142	142	142	142	142		
i toooiyabioo (dayo)		98	98	98	98		
Pavables (days)	ux		30	30	30		
• • • •	98 1 3		1 3	1 4	1 /		
Current ratio (x)	98 1.3	1.3	1.3	1.4	1.4		
Payables (days) Current ratio (x) Turnover & Leverage Ratios (x) Total asset turnover			1.3 0.07	1.4 0.07	0.07		



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Recommendation Interpretation

Recommendation Expected absolute returns (%) over 12 months Buy Hold Between 15% and -5% Sell

Less than -5%

Expected absolute returns are based on the share price at market close unless otherwise stated. Stock recommendations are based on absolute upside (downside) and have a 12-month horizon. Our target price represents the fair value of the stock based upon the analyst's discretion. We note that future price fluctuations could lead to a temporary mismatch between upside/downside for a stock and our recommendation.

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