

AIMS APAC REIT (AAREIT SP)

Earnings in line

Maintain BUY; raise TP

AAREIT posted 3QFY24 DPU of SGD2.34cts, 0% QoQ/-9.7% YoY mainly on an enlarged unitholder base from its equity raising. 9MFY24 DPU of SGD6.99cts forms 76% of our FY est. While the mark-to-market narrative has not changed, we have progressed through much of it (see overleaf). While we still see positive rental growth extending into 2024, especially from its logistics ramp-up, contribution from asset enhancements (AEI) and redevelopment will likely drive growth. We raise our FY24E DPU by c.1% on improved NPI margin, and lift our TP by 2% to SGD1.39 on a lower discount rate. Maintain BUY on attractive FY25E DPU yield of 7.5%.

Stable operating metrics

Portfolio occupancy held up at 98.1%. In 3Q24, AAREIT inked renewal leases with KWE (c.6% GRI) and 16 others at +13% rental reversion. Logistics assets continued show the highest reversions (+13.5%), followed by industrial assets (+7.9%). As market rents are hitting a ceiling, AAREIT's mark-to-market momentum may slow after the current cycle. WALE stood at 4.6 years as of 3Q24, with WALE for logistics at an extended 2.4 years (see overleaf). We like the strengthened lease profile in view of supply building up. Leasing demand for business park remains tepid. Nonetheless management does not expect downside surprise from 1A IBP. Australian BP assets (Optus Centre and Woolworths) remain 100% leased.

Growth prospects

Two announced AEI projects are at design stage. Management expects downtime of 6-12 months at one AEI site upon start of work. Capex is estimated at SGD25-30m, with potential arrangements with tenants such as rentalisation. We have not factored in any income gap from potential AEI downtime, as some more progress lies ahead in AEI planning.

Gearing to remain stable

Gearing remained largely stable at 32.2%, up 10 bps from the previous quarter. All-in COD stood unchanged at 4%, while the 100m-MTN due in Nov'25 is currently priced at 3.6%. With upcoming capex for AEIs, gearing is expected at c.34%. Management would like to sustain this gearing level. Australian assets could see valuations soften in Mar-24, while a stronger valuation for Singapore assets should underpin the overall portfolio.

FYE Mar (SGD m)	FY22A	FY23A	FY24E	FY25E	FY26E
Revenue	142	167	175	180	184
Net property income	103	123	129	134	137
Core net profit	65	72	74	79	82
Core EPU (cts)	9.4	9.9	9.3	9.6	10.0
Core EPU growth (%)	4.9	5.3	(5.8)	3.6	3.6
DPU (cts)	9.4	9.9	9.3	9.6	10.0
DPU growth (%)	4.9	5.3	(5.8)	3.6	3.6
P/NTA (x)	1.0	1.0	1.0	1.0	1.0
DPU yield (%)	6.8	7.5	7.1	7.4	7.6
ROAE (%)	10.4	8.5	8.7	8.6	8.7
ROAA (%)	3.1	3.0	3.1	3.3	3.5
Debt/Assets (x)	0.35	0.34	0.29	0.29	0.29
Consensus DPU	-	-	9.8	9.8	9.9
MIBG vs. Consensus (%)	-	-	(4.6)	(1.1)	0.9

Li Jialin
jialin.li@maybank.com
(65) 6231 5845

BUY

Share Price	SGD 1.31
12m Price Target	SGD 1.39 (+6%)
Previous Price Target	SGD 1.36

Company Description

AAREIT is sponsored by AIMS Financial Group. It owns warehouses, industrial and business park properties in Singapore and Australia.

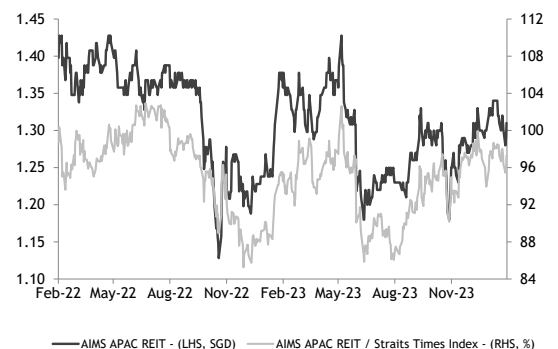
Statistics

52w high/low (SGD)	1.43/1.18
3m avg turnover (USDm)	0.9
Free float (%)	74.3
Issued shares (m)	809
Market capitalisation	SGD1.1B USD793M

Major shareholders:

Dragon Pacific Assets Ltd.	11.2%
APG Asset Management NV	8.7%
AIMS Fund Management Ltd.	7.5%

Price Performance



	-1M	-3M	-12M
Absolute (%)	1	9	(4)
Relative to index (%)	4	6	2

Source: FactSet

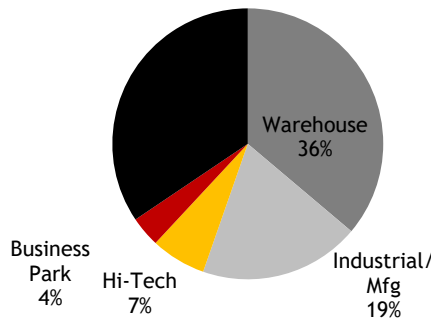
ESG@MAYBANK IBG
Tear Sheet Insert

Value Proposition

- Diversified industrial property portfolio offers exposure to warehouses (52% of 4Q21 rental income), light industrial buildings (10) and business parks (16%).
- Sponsor AIMS Financial Group, founded and controlled by George Wang, boasts real estate fund and asset management expertise.
- Acquisitions and proactive redevelopment initiatives have led to 10-year CAGR NAV growth of c.8% to FY21, and should remain a key driver of portfolio value accretion. Growth optionality supported by redevelopment potential from under-utilised portfolio GFA at about 7% of existing NLA.

AUM profile (as of end-Mar 2023)

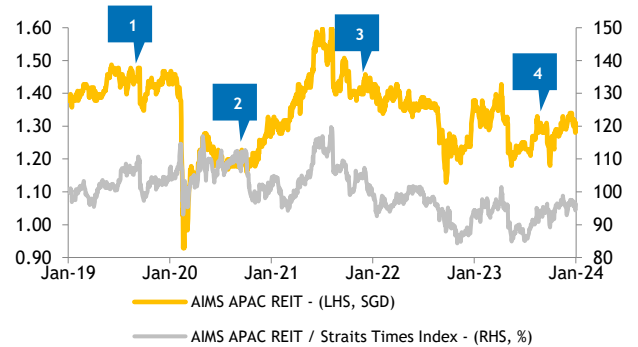
Total = SGD2.2b



Source: Company

Price Drivers

Historical share price trend



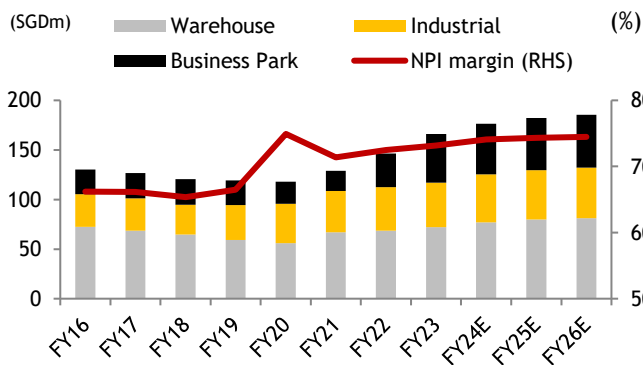
Source: Company, Maybank IBG Research

1. Jul 2019: Secured 10-year master lease at 3 Tuas West Ave 2 with rent escalations every two years (and 20-year extension option) at 7.3% initial NPI yield.
2. Aug-20: Acquires 7 Bulim Street for SGD129.6m at 7.1% NPI yield to be fully-leased to Kintetsu World Express, with five-year renewal option from Jun 2023.
3. Oct-21: Announces acquisition of Woolworths Sydney HQ its largest deal to-date, for c.AUD463m (SGD454m), at +4.7% DPU accretion, implying 5.17% NPI yield.
4. Jun-23: Completed EFR of SGD100m via private placement and preferential offering.

Financial Metrics

- Expect stable NPI margins given comparable growth profiles for both master lease and multi-tenanted properties.

Revenue breakdown



Source: Company

Swing Factors

Upside

- Strong demand for logistics assets leading to higher-than-anticipated rental reversions.
- Accretive acquisitions or redevelopment projects.
- Faster-than-expected interest rate cuts.
- Favourable exchange rate between AUD and SGD.

Downside

- Prolonged slowdown in economic activity and reduced demand for industrial space.
- AUD/SGD volatility, which could impede hedging efforts and affect DPU.
- Extended period of high interest costs

jjalin.li@maybank.com

ESG@MAYBANK IBG

Jialin.li@maybank.com

Risk Rating & Score ¹	17.3 (Low)
Score Momentum ²	-0.0
Last Updated	02 Dec 2022
Controversy Score ³	0

Business Model & Industry Issues

- AAREIT draws on its available pool of funds to invest in industrial real estate, carry out asset enhancements, and redevelop properties to optimise value for its unitholders. It is susceptible to sustainability-focused investors with strong preference for investing in companies that meet specific ESG criteria, given its incessant need for additional capital.
- Its activities relating to permissible investments, leverage limits and annual reporting requirements are regulated by the MAS under Singapore’s code on collective investment schemes. Independence, real estate and capital markets experience on its board is high, with strong representation by members with international experience, essential in our view, as its overseas portfolio is increasingly a growth platform.
Its redevelopment of six properties in Singapore since FY12 have added 1.9m sf or 22% to its portfolio GFA, and supported growth in both revenue and AUM

Material E issues

- Nearly half of its Singapore portfolio by NLA is BCA Green Mark compliant as of end-Mar 2021. Its Optus Centre in NSW Australia maintained a NABERS Energy Base Building Rating of 5 stars and Water Rating of 3.5 stars in FY21.
- Secured a BCA Green Mark (Gold) award for the 3 Tuas Avenue 2 redevelopment and BCA Green Mark certification for the AEI at 29 Woodlands Industrial Park E1 NorthTech in FY20, in line with its FY19 targets.
- Reporting metrics are limited to the consumption of energy and water for 20 out of 28 properties in its portfolio, which trails the measurements on intensities, and also greenhouse gas (GHG) emissions, which are disclosed by its peers.
- Obtained its first PUB Water Efficient Buildings (WEB), for 10 Changi South Lane after the completion of upgrading works in Dec 2020.

Material S issues

- Each employee received at least 18.0 training hours in FY21, up from 17.4 hours in FY20 (and against 32.4 hours in FY19), again missing its 26-hour minimum target due to Covid-19, which resulted in the inability to reschedule training programmes in 2H20. Will continue to aim for the minimum training hours in FY22.
Gender diversity is fairly high, with 15 females amongst its 22 employees, and 2 out of 5 in the management team.

Key G metrics and issues

- Previously known as MI-REIT prior to a recapitalisation exercise in 2009, and now externally managed by a wholly-owned subsidiary of its sponsor AIMS Financial Group, which supports its growth via a pipeline of property assets from its development activities, and access to capital markets.
- Three of four board members are independent with the CEO the only executive and non-independent member.
- Management fee structure, with a base fee at 0.5% of its deposited property, the performance fee at 0.1% of deposited property if DPU growth >2.5% YoY and 0.2% if >5.0% YoY, as well as acquisition and disposal fee at 1.0% and 0.5% deal value, is comparable to peers.
- Does not disclose the cumulative remuneration of its key management team including the CEO.
- Payout ratio for taxable income has been consistently maintained above the minimum 90% threshold for tax transparency.
- Secured a new 12-year master lease with Optus, its largest tenant in FY20, achieving a 17% IRR on its FY14 AUD184m investment.
- Redevelopment projects have resulted in increases to both portfolio GFA and valuations; this rose for 20 Gul Way from SGD41.8m to SGD306.4m upon completion in Sep 2014.
- Was ranked third out of 45 S-REITs and business trusts in the Governance Index for Trusts in FY20 and retained in the SGX Fast Track programme by the SGX RegCo.
- Has maintained a sound balance sheet as leverage has averaged c.35% over the last five years, despite a c.64% growth in its AUM.

¹**Risk Rating & Score** - derived by Sustainalytics and assesses the company’s exposure to unmanaged ESG risks. Scores range between 0 - 50 in order of increasing severity with low/high scores & ratings representing negligible/significant risk to the company’s enterprise value, respectively, from ESG-driven financial impacts. ²**Score Momentum** - indicates changes to the company’s score since the last update - a **negative** integer indicates a company’s improving risk score; a **positive** integer indicates a deterioration. ³**Controversy Score** - reported periodically by Sustainalytics in the event of material ESG-related incident(s), with the impact severity scores of these events ranging from Category 0-5 (0 - no reports; 1 - negligible risks; ...; 5 - poses serious risks & indicative of potential structural deficiencies at the company).

1. Business update highlights

1.1 Financial updates

9M NPI and DPU forms 76% of our FY estimates

NPI margin expanded by 1.5ppt in 3Q24, leading us to lift our FY NPI forecasts.

Fig 1: Financial highlights

(SGD m)	Jun-22	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23					
	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24	%QoQ	3Q, YoY	9M23	9M22	9M, YoY
Gross revenue	41.3	41.9	42.0	42.2	43.2	43.7	44.8	2.6%	6.7%	131.63	125.20	5.1%
Property expenses	(10.3)	(11.7)	(11.1)	(11.7)	(10.9)	(11.7)	(11.3)	(3.2%)	1.9%	(33.86)	(33.16)	2.1%
Net property income	31.0	30.2	30.9	30.5	32.3	32.0	33.5	4.7%	8.4%	97.77	92.04	6.2%
NPI margin (%)	75.0	72.0	73.6	72.2	74.9	73.2	74.7			74.3	73.5	
Share of JV results		11.5		4.5		7.5						
Borrowing costs		(15.5)		(17.8)		(17.8)						
Number of units entitled to DPU (m)		718.0		725.0		810.1	810.6			810.6	718.01	12.8%
Total distributable income (SGD m)	16.3	17.4	18.7	19.2	17.2	18.9	19.0	0.4%	1.6%	55.10	52.42	5.1%
Capital distribution (SGD m)		11.2		11.7		9.4						
DPU (SGD cts)	2.28	2.42	2.59	2.65	2.31	2.34	2.34	0.0%	(9.7%)	6.99	7.29	(4.1%)
NAV per unit (SGD)	1.39	1.40	1.38	1.37	1.34	1.35	1.35	0.0%	(2.2%)	1.35	1.38	(2.2%)
Total gross debt (SGD m)	830.7	813.4	805.2	796.0	736.0	688.0	694.0					
Aggregate leverage (%)	37.0	36.5	36.4	36.1	32.9	32.1	32.2					
All-in financing cost (%)	2.7	3.0	3.2	3.4	3.9	4.0	4.0					
% hedged to fixed rates	88.0	88.0	88.0	88.0	87.0	77.0	76.0					
ICR (x)	5.0	4.6	4.1	3.8	3.6	3.6	3.8					
Adjusted ICR (x)	2.7	2.5	2.3	2.3	2.2	2.2	2.3					

Source: Company, Maybank IBG Research

1.2 Operational updates

WALE stands at 4.6 years as of 3Q24, with WALE for logistics & warehouse assets at a record 2.4 years. Lease profile was strengthened after renewing with KWE (5-year lease) and Aalst Chocolate (10-year lease).

Fig 2: Occupancy, reversion and WALE

	Jun-22 1Q23	Sep-22 2Q23	Dec-22 3Q23	Mar-23 4Q23	Jun-23 1Q24	Sep-23 2Q24	Dec-23 3Q24
Portfolio Occupancy (%)	97.9	97.5	97.8	98.0	98.1	98.1	98.1
Rental growth (% YoY)	9.5	6.2	21.1	36.8	38.0	33.7	13.0
Occupancy (by geography)	97.9	97.5	97.8	98.0	98.1	98.1	98.1
SG	97.6	97.1	97.4	97.7	97.9	97.9	97.8
AUS	100	100	100	100	100	100	100
Occupancy (by asset type)	97.9	97.5	97.8	98.0	98.1	98.1	98.1
Logistics & warehouse	98.5	97.6	97.9	98.3	98.4	98.4	98.4
Business park	94.5	94.5	94.5	94.3	94.3	94.3	93.9
Hi-tech	100	99.8	99.8	99.8	99.8	99.8	99.8
Industrial				99.1	99.4	99.4	99.4
General industrial	97.7	99.4	99.4	99.4	n/d	n/d	n/d
Light industrial	97.9	96.8	98.6	98.6	n/d	n/d	n/d
Rental reversion (by asset class)	9.5	6.2	21.1	36.8	38.0	33.7	13.0
Logistics & warehouse	16.5	10.3	25.7	41.6	39.5	33.9	13.5
Business park	-2.2	0.7	-6.4	-1.2	-5.4	n/a	n/a
Hi-tech	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Industrial	3.4	n/d	n/d	23	18.6	7.3	7.9
General industrial	8	n/a	22.2	23	n/d	n/d	n/d
Light industrial	2.8	6.8	6.7	n/a	n/d	n/d	n/d
Renewed lease NLA (sqm)		52,922	52,658	156,176	91,320	11,743	97,453
New & renewed # of lease		47	27		30	8	17
WALE (by asset class)	4.9	4.8	4.5	4.4	4.3	4.2	4.6
Logistics & warehouse		1.5	1.4	1.4	1.6	1.7	2.4
Business park		9.1	8.8	8.5	8.3	8.2	7.8
Hi-tech		7.4	7.3	7	6.8	6.5	6.3
Industrial					3.7	3.5	3.4
General industrial		4	3.9	3.6	n/d	n/d	n/d
Light industrial		4.7	4.3	4.3	n/d	n/d	n/d

Source: Company, Maybank IBG Research

1.3 Mark-to-market cycle

Lofty rental reversions in the past 12 months was primarily supercharged by AAREIT's mark-to-market cycle. As the REIT progresses through its current cycle, we expect to see hefty reversions upon lease expiry start to taper off, barring any sector-wide rental uplift.

Nonetheless, we like AAREIT for its ramp-up assets amid relatively tight supply and strong demand, and expect to see rental growth remain solid for these assets.

Fig 3: Current mark-to-market cycle

	Avg. passing rent	Market rent range	Upside (low)	Upside (high)	Reversions achieved
Logistics & warehouse					
3Q24	1.4	1.4	1.8	0%	13%
2Q24	1.3	1.5	1.9	15%	33.90%
1Q24	1.25	1.5	1.9	20%	39.50%
4Q23	1.22	1.4	2	15%	41.60%
Business park					
3Q24	3.73	3.5	4.2	-6%	n/a
2Q24	3.71	3.5	4.2	-6%	n/a
1Q24	3.73	3.5	4.2	-6%	-5.40%
4Q23	3.82	3.8	4.5	-1%	-1.20%
Hi-tech space					
3Q24	2.51	2.8	4	12%	n/a
2Q24	2.51	2.8	4	12%	n/a
1Q24	2.51	2.8	4	12%	n/a
4Q23	2.51	2.8	3.5	12%	n/a
Industrial					
3Q24	1.78	1.6	2.1	-10%	7.90%
2Q24	1.67	1.5	2.1	-10%	7.30%
1Q24	1.54	1.5	2.1	-3%	18.60%

Source: Company, Maybank IBG Research

1.4 Australia portfolio breakdown

Fig 4: Peer comparison

	AAREIT	ESR-LOGOS
Asset type	Two business parks, one light industrial asset	20 logistics assets
Size as of last FYE (AUD m)	885.47	730.1
Occupancy (%)	100	100
AUD loan (SGD m)	478	361.3
% in overall loan	69	20.5

Source: Company, Maybank IBG Research

Addressing investor comments on AAREIT’s Australian portfolio and how it compares with an industrial peer.

Management guided that cap rates for logistics assets in Australia range from 5.5% -6.0% in Sydney and Melbourne, over 6% in Brisbane, and sub-7% in Adelaide.

2. Forecast changes

We adjust our forecasts on improved NPI margin (+1.5ppt in 3Q24), potential downtime from AEI projects in FY25, and outlook for a plateau in interest rates.

Fig 5: Forecast changes

(SGD m)	FY24E (old)	FY25E (old)	FY24E (New)	FY25E (New)	FY24E (% change)	FY25E (% change)
Revenue	174.7	181.0	174.7	180.3	0.0%	-0.4%
NPI	128.8	134.0	129.5	134.0	0.5%	0.0%
Distribution to unitholders	73.1	78.1	73.5	78.9	0.7%	0.9%
DPU (SGD cts)	9.2	9.6	9.3	9.6	0.7%	0.9%

Source: Maybank IBG Research

3. Valuation

We value AAREIT using a 3-stage dividend discount model. We increase our FY24/25E DPU forecasts by c.0.7%/0.9%. We apply a lower discount rate on a reduced risk-free rate assumption. As a result, we raise our TP by c.2%.

FYE 31 Mar	FY22A	FY23A	FY24E	FY25E	FY26E
Key Metrics					
Price/DPU(x)	14.8	13.3	14.1	13.6	13.1
P/BV (x)	1.0	1.0	1.0	1.0	1.0
P/NTA (x)	1.0	1.0	1.0	1.0	1.0
DPU yield (%)	6.8	7.5	7.1	7.4	7.6
FCF yield (%)	9.1	11.3	12.3	12.5	11.0
INCOME STATEMENT (SGD m)					
Revenue	142.4	167.4	174.7	180.3	183.5
Net property income	103.2	122.5	129.5	134.0	136.7
Management and trustee fees	(19.2)	(22.2)	(17.3)	(18.4)	(18.5)
Net financing costs	(22.8)	(33.3)	(35.8)	(35.1)	(35.1)
Associates & JV	48.1	16.0	15.0	15.5	15.5
Exceptionals	0.0	0.0	0.0	0.0	0.0
Other pretax income/expenses	0.7	0.3	0.5	0.5	0.5
Pretax profit	110.0	83.3	91.8	96.5	99.0
Income tax	(8.2)	1.7	(1.6)	(1.6)	(1.7)
Minorities	0.0	0.0	0.0	0.0	0.0
Discontinued operations	0.0	0.0	0.0	0.0	0.0
Total return avail to unitholders	101.8	85.0	90.3	94.9	97.3
Core net profit	65.0	71.6	73.5	78.9	82.4
Distributable inc to unitholders	67.2	71.6	73.5	78.9	82.4
BALANCE SHEET (SGD m)					
Cash & Short Term Investments	21.4	13.2	17.3	35.7	35.8
Accounts receivable	0.0	0.0	0.0	0.0	0.0
Property, Plant & Equip (net)	0.0	0.0	14.5	14.4	14.3
Investment properties	1,992.6	1,957.4	1,962.6	1,965.7	1,968.9
Intangible assets	0.0	0.0	0.0	0.0	0.0
Investment in Associates & JVs	367.8	329.4	327.2	327.2	327.2
Other assets	21.9	36.4	27.0	27.0	27.0
Total assets	2,403.7	2,336.4	2,348.6	2,370.0	2,373.1
ST interest bearing debt	0.0	0.0	0.0	0.0	0.0
Accounts payable	39.8	37.6	40.5	40.5	40.5
LT interest bearing debt	853.0	791.0	684.0	684.0	684.0
Other liabilities	137.2	140.4	159.2	159.2	159.2
Total Liabilities	1,029.9	969.0	883.7	883.7	883.7
Shareholders Equity	1,000.2	993.8	1,091.4	1,112.8	1,115.9
Minority Interest	373.5	373.5	373.5	373.5	373.5
Total shareholder equity	1,373.7	1,367.4	1,464.9	1,486.3	1,489.5
Total liabilities and equity	2,403.7	2,336.4	2,348.6	2,370.0	2,373.2
CASH FLOW (SGD m)					
Cash flow from operations	97.0	109.7	130.9	137.2	122.4
Capex	(7.4)	(3.1)	(3.4)	(3.1)	(3.1)
Acquisitions & investments	(485.2)	(9.0)	12.6	0.0	0.0
Disposal of FA & investments	0.0	0.0	0.0	0.0	0.0
Dividend income from associates	0.0	0.0	0.0	0.0	0.0
Other investing cash flow	18.6	18.7	15.5	31.5	31.5
CF from investing activities	(474.1)	6.6	24.8	28.4	28.4
Dividends paid	(71.0)	(69.3)	(73.5)	(78.9)	(82.4)
Interest expense	(22.2)	(27.5)	(35.8)	(35.1)	(35.1)
Change in debt	260.5	3.1	(107.0)	0.0	0.0
Equity raised / (purchased)	(13.7)	(20.5)	77.4	(20.5)	(20.5)
Other financial activities	247.8	0.0	0.0	0.0	0.0
CF from financing activities	401.3	(114.3)	(138.9)	(134.5)	(138.0)
Effect of exchange rate changes	0.1	(1.3)	0.0	0.0	0.0
Net cash flow	24.4	0.7	16.8	31.1	12.8

FYE 31 Mar	FY22A	FY23A	FY24E	FY25E	FY26E
Key Ratios					
Growth ratios (%)					
Revenue growth	16.1	17.6	4.4	3.2	1.8
Net property income growth	17.9	18.7	5.7	3.5	2.0
Core net profit growth	7.0	10.2	2.7	7.2	4.5
Distributable income growth	6.3	6.5	2.7	7.2	4.5
Profitability ratios (%)					
Net property income margin	72.5	73.2	74.1	74.3	74.5
Core net profit margin	45.7	42.8	42.1	43.8	44.9
Payout ratio	65.3	83.3	81.5	83.2	84.7
DuPont analysis					
Total return margin (%)	71.5	50.8	51.7	52.6	53.0
Gross revenue/Assets (x)	0.1	0.1	0.1	0.1	0.1
Assets/Equity (x)	2.4	2.4	2.2	2.1	2.1
ROAE (%)	10.4	8.5	8.7	8.6	8.7
ROAA (%)	3.1	3.0	3.1	3.3	3.5
Leverage & Expense Analysis					
Asset/Liability (x)	2.3	2.4	2.7	2.7	2.7
Net gearing (%) (excl. perps)	60.5	56.9	45.5	43.6	43.5
Net interest cover (x)	3.7	3.0	3.1	3.3	3.4
Debt/EBITDA (x)	10.2	7.9	6.1	5.9	5.8
Capex/revenue (%)	5.2	1.8	1.9	1.7	1.7
Net debt/ (net cash)	831.6	777.8	666.7	648.3	648.2
Debt/Assets (x)	0.35	0.34	0.29	0.29	0.29

Source: Company; Maybank IBG Research

Research Offices

ECONOMICS

Suhaimi ILIAS
Chief Economist
Malaysia | Philippines | Global
(603) 2297 8682
suhaimi_ilias@maybank-ib.com

CHUA Hak Bin
Regional Thematic Macroeconomist
(65) 6231 5830
chuahb@maybank.com

Dr Zamros DZULKAFLI
Malaysia | Philippines
(603) 2082 6818
zamros.d@maybank-ib.com

Erica TAY
China | Thailand
(65) 6231 5844
erica.tay@maybank.com

Brian LEE Shun Rong
Indonesia | Singapore | Vietnam
(65) 6231 5846
brian.lee1@maybank.com

Fatin Nabila MOHD ZAINI
(603) 2297 8685
fatinnabila.mohdzaini@maybank-ib.com

Luong Thu Huong
(65) 6231 8467
hana.thuhoang@maybank.com

FX

Saktiandi SUPAAT
Head of FX Research
(65) 6320 1379
saktiandi@maybank.com

Fiona LIM
(65) 6320 1374
fionallim@maybank.com

Alan LAU
(65) 6320 1378
alanlau@maybank.com

Shaun LIM
(65) 6320 1371
shaunlim@maybank.com

STRATEGY

Anand PATHMAKANTHAN
ASEAN
(603) 2297 8783
anand.pathmakanthan@maybank-ib.com

FIXED INCOME

Winson PHOON, FCA
Head of Fixed Income
(65) 6340 1079
winsonphoon@maybank.com

SE THO Mun Yi, CFA
(603) 2074 7606
munyi.st@maybank-ib.com

PORTFOLIO STRATEGY

ONG Seng Yeow
(65) 6231 5839
ongsengyeow@maybank.com

MIBG SUSTAINABILITY RESEARCH

Jigar SHAH
Head of Sustainability Research
(91) 22 4223 2632
jigars@maybank.com

Neerav DALAL
(91) 22 4223 2606
neerav@maybank.com

REGIONAL EQUITIES

Anand PATHMAKANTHAN
Head of Regional Equity Research
(603) 2297 8783
anand.pathmakanthan@maybank-ib.com

WONG Chew Hann, CA
Head of ASEAN Equity Research
(603) 2297 8686
wchewh@maybank-ib.com

MALAYSIA

WONG Chew Hann, CA Head of Research
(603) 2297 8686
wchewh@maybank-ib.com
• Equity Strategy
• Non-Bank Financials (stock exchange)
• Construction & Infrastructure

Anand PATHMAKANTHAN
(603) 2297 8783
anand.pathmakanthan@maybank-ib.com
• Equity Strategy

Desmond CH'NG, BFP, FCA
(603) 2297 8680
desmond.chng@maybank-ib.com
• Banking & Finance

ONG Chee Ting, CA
(603) 2297 8678
ct.ong@maybank-ib.com
• Plantations - Regional

YIN Shao Yang, CPA
(603) 2297 8916
samuel.y@maybank-ib.com
• Gaming - Regional
• Media • Aviation • Non-Bank Financials

TAN Chi Wei, CFA
(603) 2297 8690
chiwei.t@maybank-ib.com
• Power • Telcos

WONG Wei Sum, CFA
(603) 2297 8679
weisum@maybank-ib.com
• Property • Glove

Jade TAM
(603) 2297 8687
jade.tam@maybank-ib.com
• Consumer Staples & Discretionary

Nur Farah SYIFAA
(603) 2297 8675
nurfarahsyifaa.mohamadfuad@maybank-ib.com
• Renewable Energy • REITs

LOH Yan Jin
(603) 2297 8687
lohyanjin.loh@maybank-ib.com
• Ports • Automotive • Technology (EMS)

Jeremie YAP
(603) 2297 8688
jeremie.yap@maybank-ib.com
• Oil & Gas • Petrochemicals

Arvind JAYARATNAM
(603) 2297 8692
arvind.jayaratnam@maybank.com
• Technology (Semicon & Software)

TEE Sze Chiah Head of Retail Research
(603) 2082 6858
szechiah.t@maybank-ib.com
• Retail Research

Nik Ihsan RAJA ABDULLAH, MSTA, CFTe
(603) 2297 8694
nikmohdihsan.ra@maybank-ib.com
• Chartist

Amirah AZMI
(603) 2082 8769
amirah.azmi@maybank-ib.com
• Retail Research

SINGAPORE

Thilan WICKRAMASINGHE Head of Research
(65) 6231 5840
thilanw@maybank.com
• Banking & Finance - Regional
• Consumer

Eric ONG
(65) 6231 5849
ericong@maybank.com
• Healthcare • Transport • SMIDs

LI Jialin
(65) 6231 5845
jialin.li@maybank.com
• REITs

Jarick SEET
(65) 6231 5848
jarick.seet@maybank.com
• Technology

Krishna GUHA
(65) 6231 5842
krishna.guha@maybank.com
• REITs

PHILIPPINES

Rachelleen RODRIGUEZ, CFA Head of Research
(63) 2 5322 5007
rachelleen.rodriguez@maybank.com
• Banking & Finance • Transport • Telcos
• Utilities

Daphne SZE
(63) 2 5322 5008
daphne.sze@maybank.com
• Consumer

Raffy MENDOZA
(63) 2 5322 5010
joserafael.mendoza@maybank.com
• Property • REITs • Gaming

THAILAND

Chak REUNGSINPINYA Head of Research
(66) 2658 5000 ext 1399
chak.reungsinpinya@maybank.com
• Strategy • Energy

Jesada TECHAHUSDIN, CFA
(66) 2658 5000 ext 1395
jesada.t@maybank.com
• Banking & Finance

Wasu MATTANAPOTCHANART
(66) 2658 5000 ext 1392
wasu.m@maybank.com
• Telcos • Technology • REITs • Property
• Consumer Discretionary

Surachai PRAMUALCHAROENKIT
(66) 2658 5000 ext 1470
surachai.p@maybank.com
• Auto • Conmat • Contractor • Steel

Suttatip PEERASUB
(66) 2658 5000 ext 1430
suttatip.p@maybank.com
• Food & Beverage • Commerce

Natchaphon RODJANAROWAN
(66) 2658 5000 ext 1393
natchaphon.rodjanarowan@maybank.com
• Utilities

Boonyakorn AMORNANSANK
(66) 2658 5000 ext 1394
boonyakorn.amornsank@maybank.com
• Services

INDONESIA

Jeffrosenberg CHENLIM Head of Research
(62) 21 8066 8680
jeffrosenberg.lim@maybank.com
• Strategy • Banking & Finance • Property

Willy GOUTAMA
(62) 21 8066 8500
willy.goutama@maybank.com
• Consumer

Etta Rusdiana PUTRA
(62) 21 8066 8683
etta.putra@maybank.com
• Telcos • Internet • Construction

William Jefferson W
(62) 21 8066 8563
william.jefferson@maybank.com
• Property

Paulina MARGARETA
(62) 21 8066 8690
paulina.tjoa@maybank.com
• Autos

Adi WICAKSONO
(62) 21 8066 8686
adi.wicaksono@maybank.com
• Plantations

Satriawan HARYONO, CEWA, CTA
(62) 21 8066 8682
satriawan@maybank.com
• Chartist

VIETNAM

Quan Trong Thanh Head of Research
(84 28) 44 555 888 ext 8184
thanh.quan@maybank.com
• Strategy • Banks

Hoang Huy, CFA
(84 28) 44 555 888 ext 8181
hoanghuy@maybank.com
• Strategy • Technology

Le Nguyen Nhat Chuyen
(84 28) 44 555 888 ext 8082
chuyen.le@maybank.com
• Oil & Gas • Logistics

Nguyen Thi Sony Tra Mi
(84 28) 44 555 888 ext 8084
trami.nguyen@maybank.com
• Consumer Discretionary

Tran Thi Thanh Nhan
(84 28) 44 555 888 ext 8088
nhan.tran@maybank.com
• Consumer Staples

Nguyen Le Tuan Loi
(84 28) 44 555 888 ext 8182
loi.nguyen@maybank.com
• Property

Nguyen Thanh Hai
(84 28) 44 555 888 ext 8081
thanhhai.nguyen@maybank.com
• Industrials

Nguyen Thanh Lam
(84 28) 44 555 888 ext 8086
thanhlam.nguyen@maybank.com
• Retail Research

APPENDIX I: TERMS FOR PROVISION OF REPORT, DISCLAIMERS AND DISCLOSURES

DISCLAIMERS

This research report is prepared for general circulation and for information purposes only and under no circumstances should it be considered or intended as an offer to sell or a solicitation of an offer to buy the securities referred to herein. Investors should note that values of such securities, if any, may fluctuate and that each security's price or value may rise or fall. Opinions or recommendations contained herein are in form of technical ratings and fundamental ratings. Technical ratings may differ from fundamental ratings as technical valuations apply different methodologies and are purely based on price and volume-related information extracted from the relevant jurisdiction's stock exchange in the equity analysis. Accordingly, investors' returns may be less than the original sum invested. Past performance is not necessarily a guide to future performance. This report is not intended to provide personal investment advice and does not take into account the specific investment objectives, the financial situation and the particular needs of persons who may receive or read this report. Investors should therefore seek financial, legal and other advice regarding the appropriateness of investing in any securities or the investment strategies discussed or recommended in this report.

The information contained herein has been obtained from sources believed to be reliable but such sources have not been independently verified by Maybank Investment Bank Berhad, its subsidiary and affiliates (collectively, "Maybank IBG") and consequently no representation is made as to the accuracy or completeness of this report by Maybank IBG and it should not be relied upon as such. Accordingly, Maybank IBG and its officers, directors, associates, connected parties and/or employees (collectively, "Representatives") shall not be liable for any direct, indirect or consequential losses or damages that may arise from the use or reliance of this report. Any information, opinions or recommendations contained herein are subject to change at any time, without prior notice.

This report may contain forward looking statements which are often but not always identified by the use of words such as "anticipate", "believe", "estimate", "intend", "plan", "expect", "forecast", "predict" and "project" and statements that an event or result "may", "will", "can", "should", "could" or "might" occur or be achieved and other similar expressions. Such forward looking statements are based on assumptions made and information currently available to us and are subject to certain risks and uncertainties that could cause the actual results to differ materially from those expressed in any forward looking statements. Readers are cautioned not to place undue relevance on these forward-looking statements. Maybank IBG expressly disclaims any obligation to update or revise any such forward looking statements to reflect new information, events or circumstances after the date of this publication or to reflect the occurrence of unanticipated events.

Maybank IBG and its officers, directors and employees, including persons involved in the preparation or issuance of this report, may, to the extent permitted by law, from time to time participate or invest in financing transactions with the issuer(s) of the securities mentioned in this report, perform services for or solicit business from such issuers, and/or have a position or holding, or other material interest, or effect transactions, in such securities or options thereon, or other investments related thereto. In addition, it may make markets in the securities mentioned in the material presented in this report. One or more directors, officers and/or employees of Maybank IBG may be a director of the issuers of the securities mentioned in this report to the extent permitted by law.

This report is prepared for the use of Maybank IBG's clients and may not be reproduced, altered in any way, transmitted to, copied or distributed to any other party in whole or in part in any form or manner without the prior express written consent of Maybank IBG and Maybank IBG and its Representatives accepts no liability whatsoever for the actions of third parties in this respect.

This report is not directed to or intended for distribution to or use by any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation. This report is for distribution only under such circumstances as may be permitted by applicable law. The securities described herein may not be eligible for sale in all jurisdictions or to certain categories of investors. Without prejudice to the foregoing, the reader is to note that additional disclaimers, warnings or qualifications may apply based on geographical location of the person or entity receiving this report.

Malaysia

Opinions or recommendations contained herein are in the form of technical ratings and fundamental ratings. Technical ratings may differ from fundamental ratings as technical valuations apply different methodologies and are purely based on price and volume-related information extracted from Bursa Malaysia Securities Berhad in the equity analysis.

Singapore

This report has been produced as of the date hereof and the information herein may be subject to change. Maybank Research Pte. Ltd. ("MRPL") in Singapore has no obligation to update such information for any recipient. For distribution in Singapore, recipients of this report are to contact MRPL in Singapore in respect of any matters arising from, or in connection with, this report. If the recipient of this report is not an accredited investor, expert investor or institutional investor (as defined under Section 4A of the Singapore Securities and Futures Act), MRPL shall be legally liable for the contents of this report, with such liability being limited to the extent (if any) as permitted by law.

Thailand

Except as specifically permitted, no part of this presentation may be reproduced or distributed in any manner without the prior written permission of Maybank Securities (Thailand) Public Company Limited. Maybank Securities (Thailand) Public Company Limited ("MST") accepts no liability whatsoever for the actions of third parties in this respect.

Due to different characteristics, objectives and strategies of institutional and retail investors, the research products of MST Institutional and Retail Research departments may differ in either recommendation or target price, or both. MST reserves the rights to disseminate MST Retail Research reports to institutional investors who have requested to receive it. If you are an authorised recipient, you hereby tacitly acknowledge that the research reports from MST Retail Research are first produced in Thai and there is a time lag in the release of the translated English version.

The disclosure of the survey result of the Thai Institute of Directors Association ("IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an evaluation of operation and is not based on inside information. The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey may be changed after that date. MST does not confirm nor certify the accuracy of such survey result.

The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by Thaipat Institute, is made in order to comply with the policy and sustainable development plan for the listed companies of the Office of the Securities and Exchange Commission. Thaipat Institute made this assessment based on the information received from the listed company, as stipulated in the form for the assessment of Anti-corruption which refers to the Annual Registration Statement (Form 56-1), Annual Report (Form 56-2), or other relevant documents or reports of such listed company. The assessment result is therefore made from the perspective of Thaipat Institute that is a third party. It is not an assessment of operation and is not based on any inside information. Since this assessment is only the assessment result as of the date appearing in the assessment result, it may be changed after that date or when there is any change to the relevant information. Nevertheless, MST does not confirm, verify, or certify the accuracy and completeness of the assessment result.

US

This third-party research report is distributed in the United States ("US") to Major US Institutional Investors (as defined in Rule 15a-6 under the Securities Exchange Act of 1934, as amended) only by Wedbush Securities Inc. ("Wedbush"), a broker-dealer registered in the US (registered under Section 15 of the Securities Exchange Act of 1934, as amended). All responsibility for the distribution of this report by Wedbush in the US shall be borne by Wedbush. This report is not directed at you if Wedbush is prohibited or restricted by any legislation or regulation in any jurisdiction from making it available to you. You should satisfy yourself before reading it that Wedbush is permitted to provide research material concerning investments to you under relevant legislation and regulations. All U.S. persons receiving and/or accessing this report and wishing to effect transactions in any security mentioned within must do so with: Wedbush Securities Inc. 1000 Wilshire Blvd, Los Angeles, California 90017, +1 (646) 604-4232 and not with the issuer of this report.

UK

This document is being distributed by Maybank Securities (London) Ltd (“MSUK”) which is authorized and regulated, by the Financial Conduct Authority and is for Informational Purposes only. This document is not intended for distribution to anyone defined as a Retail Client under the Financial Services and Markets Act 2000 within the UK. Any inclusion of a third party link is for the recipients convenience only, and that the firm does not take any responsibility for its comments or accuracy, and that access to such links is at the individuals own risk. Nothing in this report should be considered as constituting legal, accounting or tax advice, and that for accurate guidance recipients should consult with their own independent tax advisers.

DISCLOSURES

Legal Entities Disclosures

Malaysia: This report is issued and distributed in Malaysia by Maybank Investment Bank Berhad (15938- H) which is a Participating Organization of Bursa Malaysia Berhad and a holder of Capital Markets and Services License issued by the Securities Commission in Malaysia. **Singapore:** This report is distributed in Singapore by MRPL (Co. Reg No 198700034E) which is regulated by the Monetary Authority of Singapore. **Indonesia:** PT Maybank Sekuritas Indonesia (“PTMSI”) (Reg. No. KEP-251/PM/1992) is a member of the Indonesia Stock Exchange and is regulated by the Financial Services Authority (Indonesia). **Thailand:** MST (Reg. No.0107545000314) is a member of the Stock Exchange of Thailand and is regulated by the Ministry of Finance and the Securities and Exchange Commission. **Philippines:** Maybank Securities Inc (Reg. No.01-2004-00019) is a member of the Philippines Stock Exchange and is regulated by the Securities and Exchange Commission. **Vietnam:** Maybank Securities Limited (License Number: 117/GP-UBCK) is licensed under the State Securities Commission of Vietnam. **Hong Kong:** MIB Securities (Hong Kong) Limited (Central Entity No AAD284) is regulated by the Securities and Futures Commission. **India:** MIB Securities India Private Limited (“MIBSI”) is a participant of the National Stock Exchange of India Limited and the Bombay Stock Exchange and is regulated by Securities and Exchange Board of India (“SEBI”) (Reg. No. INZ000010538). MIBSI is also registered with SEBI as Category 1 Merchant Banker (Reg. No. INM 000011708) and as Research Analyst (Reg No: INH000000057). **UK:** Maybank Securities (London) Ltd (Reg No 2377538) is authorized and regulated by the Financial Conduct Authority.

Disclosure of Interest

Malaysia: Maybank IBG and its Representatives may from time to time have positions or be materially interested in the securities referred to herein and may further act as market maker or may have assumed an underwriting commitment or deal with such securities and may also perform or seek to perform investment banking services, advisory and other services for or relating to those companies.

Singapore: As of 1 February 2024, Maybank Research Pte. Ltd. and the covering analyst do not have any interest in any companies recommended in this research report.

Thailand: MST may have a business relationship with or may possibly be an issuer of derivative warrants on the securities /companies mentioned in the research report. Therefore, Investors should exercise their own judgment before making any investment decisions. MST, its associates, directors, connected parties and/or employees may from time to time have interests and/or underwriting commitments in the securities mentioned in this report.

Hong Kong: As of 1 February 2024, MIB Securities (Hong Kong) Limited and the authoring analyst do not have any interest in any companies recommended in this research report.

India: As of 1 February 2024, and at the end of the month immediately preceding the date of publication of the research report, MIBSI, authoring analyst or their associate / relative does not hold any financial interest or any actual or beneficial ownership in any shares or having any conflict of interest in the subject companies except as otherwise disclosed in the research report.

In the past twelve months MIBSI and authoring analyst or their associate did not receive any compensation or other benefits from the subject companies or third party in connection with the research report on any account what so ever except as otherwise disclosed in the research report.

Maybank IBG may have, within the last three years, served as manager or co-manager of a public offering of securities for, or currently may make a primary market in issues of, any or all of the entities mentioned in this report or may be providing, or have provided within the previous 12 months, significant advice or investment services in relation to the investment concerned or a related investment and may receive compensation for the services provided from the companies covered in this report.

OTHERS

Analyst Certification of Independence

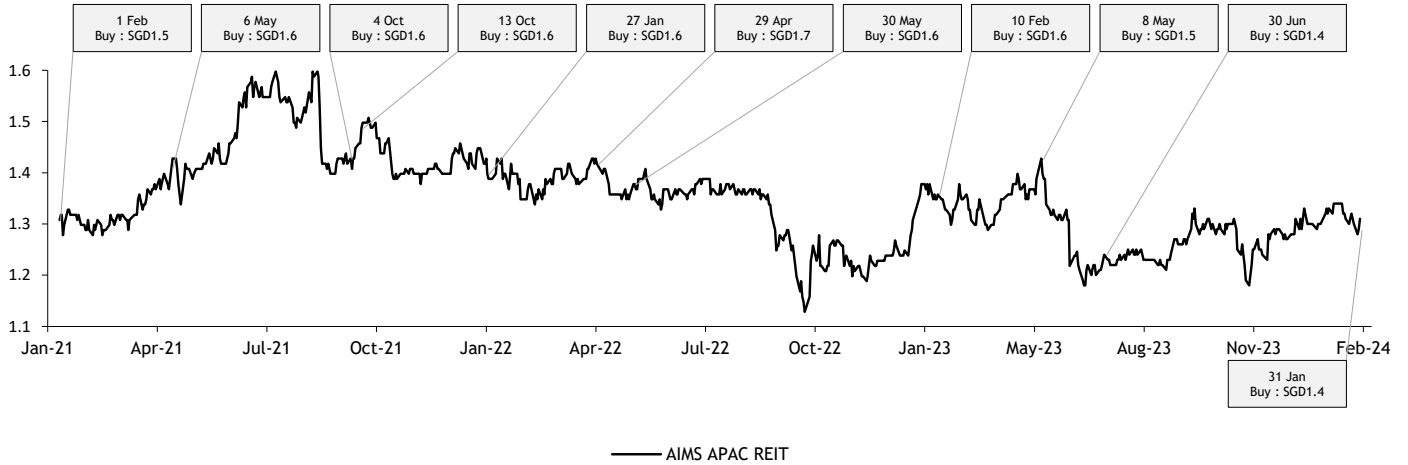
The views expressed in this research report accurately reflect the analyst’s personal views about any and all of the subject securities or issuers; and no part of the research analyst’s compensation was, is or will be, directly or indirectly, related to the specific recommendations or views expressed in the report.

Reminder

Structured securities are complex instruments, typically involve a high degree of risk and are intended for sale only to sophisticated investors who are capable of understanding and assuming the risks involved. The market value of any structured security may be affected by changes in economic, financial and political factors (including, but not limited to, spot and forward interest and exchange rates), time to maturity, market conditions and volatility and the credit quality of any issuer or reference issuer. Any investor interested in purchasing a structured product should conduct its own analysis of the product and consult with its own professional advisers as to the risks involved in making such a purchase.

No part of this material may be copied, photocopied or duplicated in any form by any means or redistributed without the prior consent of Maybank IBG.

Historical recommendations and target price: AIMS APAC REIT (AAREIT SP)



Definition of Ratings

Maybank IBG Research uses the following rating system

- BUY** Return is expected to be above 10% in the next 12 months (including dividends)
- HOLD** Return is expected to be between 0% to 10% in the next 12 months (including dividends)
- SELL** Return is expected to be below 0% in the next 12 months (including dividends)

Applicability of Ratings

The respective analyst maintains a coverage universe of stocks, the list of which may be adjusted according to needs. Investment ratings are only applicable to the stocks which form part of the coverage universe. Reports on companies which are not part of the coverage do not carry investment ratings as we do not actively follow developments in these companies.

 **Malaysia**

Maybank Investment Bank Berhad
(A Participating Organisation of
Bursa Malaysia Securities Berhad)
33rd Floor, Menara Maybank,
100 Jalan Tun Perak,
50050 Kuala Lumpur
Tel: (603) 2059 1888;
Fax: (603) 2078 4194

Stockbroking Business:
Level 8, Tower C, Dataran Maybank,
No.1, Jalan Maarof
59000 Kuala Lumpur
Tel: (603) 2297 8888
Fax: (603) 2282 5136

 **Singapore**

Maybank Securities Pte Ltd
Maybank Research Pte Ltd
50 North Canal Road
Singapore 059304

Tel: (65) 6336 9090

 **Indonesia**

PT Maybank Sekuritas Indonesia
Sentral Senayan III, 22nd Floor
Jl. Asia Afrika No. 8
Gelora Bung Karno, Senayan
Jakarta 10270, Indonesia

Tel: (62) 21 2557 1188
Fax: (62) 21 2557 1189

 **Thailand**

Maybank Securities (Thailand) PCL
999/9 The Offices at Central World,
20th - 21st Floor,
Rama 1 Road Pathumwan,
Bangkok 10330, Thailand

Tel: (66) 2 658 6817 (sales)
Tel: (66) 2 658 6801 (research)

 **London**

Maybank Securities (London) Ltd
PNB House
77 Queen Victoria Street
London EC4V 4AY, UK

Tel: (44) 20 7332 0221
Fax: (44) 20 7332 0302

 **India**

MIB Securities India Pte Ltd
1101, 11th floor, A Wing, Kanakia
Wall Street, Chakala, Andheri -
Kurla Road, Andheri East,
Mumbai City - 400 093, India

Tel: (91) 22 6623 2600
Fax: (91) 22 6623 2604

 **Vietnam**

Maybank Securities Limited
Floor 10, Pearl 5 Tower,
5 Le Quy Don Street,
Vo Thi Sau Ward, District 3
Ho Chi Minh City, Vietnam

Tel : (84) 28 44 555 888
Fax : (84) 28 38 271 030

 **Hong Kong**

MIB Securities (Hong Kong)
Limited
28/F, Lee Garden Three,
1 Sunning Road, Causeway Bay,
Hong Kong

Tel: (852) 2268 0800
Fax: (852) 2877 0104

 **Philippines**

Maybank Securities Inc
17/F, Tower One & Exchange
Plaza
Ayala Triangle, Ayala Avenue
Makati City, Philippines 1200

Tel: (63) 2 8849 8888
Fax: (63) 2 8848 5738

 **Sales Trading**
Indonesia

Helen Widjaja
helen.widjaja@maybank.com
(62) 21 2557 1188

Philippines

Keith Roy
keith_roy@maybank.com
Tel: (63) 2 848-5288

London

Greg Smith
gsmith@maybank.com
Tel: (44) 207-332-0221

India

Sanjay Makhija
sanjaymakhija@maybank.com
Tel: (91)-22-6623-2629

www.maybank.com/investment-banking
www.maybank-keresearch.com