

Frasers Centrepoint Trust (FCT SP) Distribution inches up

Steady finish, maintain BUY

2HFY25 DPU was SGD6.059c, up 0.6% YoY, with FY25 DPU at SGD12.113c, also up 0.6% YoY. Distribution growth was led by acquisitions and resilient operations. Occupancy remained high despite minor downtime and the anticipated exit of a cinema tenant. Positive rental reversions stayed in the high single digits. Capitalization rates were stable, but NAV dipped due to one-off accounting losses. Gearing held steady, with lower debt costs and expectations for further reductions. Reflecting a lower cost of equity, we raise FY26 DPU by 0.5%, increase the TP to SGD2.60, and maintain BUY.

Occupancy slips, reversion steady

2HFY25 revenue rose 14.3% YoY to SGD205.2m, and NPI was SGD144.3m (+12% YoY), driven by the NPCSW acquisition and completion of AEI at Tampines 1 (T1), partly offset by the start of AEI at Hougang Mall (HM). On a same-store basis (excluding M&A and AEIs), revenue and NPI grew 2.1% and 1%, respectively. Margins declined due to higher property taxes. Finance expenses increased with a higher debt load. JV dividends rose to SGD29.4m (from SGD28.5m last year and SGD38.1m in 1HFY25) due to improved operating profit. Distributable income grew 12.5% YoY, and despite an enlarged unit base, DPU increased 0.6%, supported by SGD9m in one-off JV income. Occupancy fell to 98.1% (from 99.9% in 3Q) due to the Cathay cinemas exit and minor vacancies at Tiong Bahru. Rent reversions achieved +7.8%. Full-year occupancy cost remained stable at 16%, while 4Q tenant sales rose 3.9% YoY (+2% same-store). Mgmt. guided for mid-single-digit positive rent reversion for FY26.

Cost of debt continues to decline

Gearing fell to 39.6% (from 42.8% in 3Q) due to debt refinancing via perpetual securities. The cost of debt decreased to 3.8% (from 3.9% in 1H), with 4Q at 3.5%. Guidance projects a further reduction to 3.3%-3.4% for the next fiscal year. The AEI at HM is on track, with 80% of the space precommitted. Efforts are focused on backfilling vacant spaces from anchor tenant exits and advancing AEI/repositioning initiatives.

Maintain BUY

We reduced the cost of equity and adjusted DPU forecasts (+0.5% for FY26, -0.4% for FY27) based on operating trends. While valuation is fair and operating trend has ample positive and negative levers, maintain BUY due to falling rates and resilient retail sales.

FYE Sep (SGD m)	FY24A	FY25A	FY26E	FY27E	FY28E
Revenue	352	390	432	441	448
Net property income	253	278	309	315	320
Core net profit	213	233	251	256	262
Core EPU (cts)	12.0	12.2	12.3	12.5	12.7
Core EPU growth (%)	(1.1)	1.4	1.4	1.4	1.8
DPU (cts)	12.0	12.1	12.3	12.5	12.7
DPU growth (%)	(0.9)	0.6	1.9	1.4	1.8
P/NTA (x)	1.0	1.0	1.1	1.1	1.1
DPU yield (%)	5.3	5.2	5.1	5.1	5.2
ROAE (%)	5.2	5.4	5.5	5.6	5.8
ROAA (%)	3.3	3.3	3.3	3.4	3.4
Debt/Assets (x)	0.32	0.34	0.34	0.34	0.34
Consensus DPU	-	-	12.4	12.9	13.0
MIBG vs. Consensus (%)	-	-	(0.6)	(3.0)	(2.1)

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BUY

Share Price SGD 2.44

12m Price Target SGD 2.60 (+11%)

Previous Price Target SGD 2.55

Company Description

FCT is a real estate investment trust that invests in income-producing properties used primarily for retail purposes.

Statistics

52w high/low (SGD)	2.45/2.04
3m avg turnover (USDm)	8.1
Free float (%)	63.4
Issued shares (m)	1,812
Market capitalisation	SGD4.4B
	USD3.4B

Major shareholders:

Frasers Centrepoint Ltd.	36.6%
Frasers Centrepoint AM	4.5%
Schroders	2.5%

Price Performance



Frasers Cpt. T - (LHS, SGD) Frasers Cpt. T / Straits Times Index - (RHS, %)

	- I <i>M</i> (-3M	- 1 Z/V
Absolute (%)	4	11	8
Relative to index (%)	1	7	(12)

Source: FactSet



1. 2H/FY25 results

Fig 1: Results highlight

SGDm.	2H24	2H25	% YoY	FY24	FY25	% YoY	% FY25e
Gross revenue	179.5	205.2	14.3	351.7	389.6	10.8	101.9
Property expenses	(50.7)	(60.9)	20.1	(98.3)	(111.6)	13.5	
Net property income	128.8	144.3	12.0	253.4	278.0	9.7	101.8
Borrowing costs	(42.5)	(45.2)	6.3	(84.2)	(86.2)	2.4	93.6
Asset mgmnt and trust expenses	(21.3)	(23.5)		(40.6)	(44.6)	9.7	95.3
Net operating income	64.9	75.6		128.6	147.2	14.5	109.6
Distrib. income before distrib. from investments	82.1	93.6		165.1	165.6	0.3	
Distributable income from investments	28.5	29.4		49.3	67.5	37.1	
Total distributable income	110.5	123.1		214.3	233.2	8.8	104.9
Distribution to equity holders	109.4	123.1	12.5	214.3	233.2	8.8	104.9
DPU (SGDcts)	6.020	6.059	0.6	12.042	12.113	0.6	100.1
NAV per unit (SGD)	2.29	2.23	(2.6)	2.29	2.23		
Aggregate leverage (%)	38.5	39.6	1.1	38.5	39.6		
All-in financing cost (%)	4.1	3.8	(0.3)	4.1	3.8		
ICR, x	3.41	3.46					
Retail Occupancy (%)	99.7	98.1	(1.6)	99.7	98.1		
YTD Rental reversion (%, average vs. average)	7.7	7.8		7.7	7.8		
NPI margin (%)	71.7	70.3	(1.4)	72.0	70.3		
YTD Tenant sales growth, %	0.6	3.7					
YTD Shopper traffic growth, %	1.9	1.6					

Source: Maybank IBG Research

Fig 2: Quarterly occupancy and interest rate trend

Occupancy, %	4Q24	3Q25	4Q25
NEX	100.0	99.9	100.0
Causeway Point	99.8	100.0	92.3
Waterway Point	99.7	100.0	100.0
Northpoint City		100	100
Tiong Bahru Plaza	98.3	99.8	99.2
Tampines 1	100	99.4	99.8
Century Square	100.0	100.0	91.8
Hougang Mall	99.3		
White Sands	99.4	100.0	100.0
Retail Portfolio	99.7	99.9	98.1
Central Plaza (office)	95.0	97.5	94.6
Aggregate leverage (%)	38.5	42.8	39.6
All-in financing cost (%)	4.1	3.8	3.5
ICR, x	3.41	3.39	3.46

Source: Maybank IBG Research

2. Forecast changes

Fig 3: Changes in our forecasts

SGDm.	FY26E (old)	FY27E (old)	FY26E	FY27E	FY26E (% change)	FY27E (% change)
Revenue	429.7	439.1	432.2	440.6	0.6	0.3
NPI	307.6	314.0	309.0	314.6	0.4	0.2
Borrowing cost	-99.3	-99.8	-88.1	-88.6	-11.3	-11.2
JV & asso. Distrib.	58.0	58.0	57.0	57.0	-1.7	-1.7
Perp distribution	0.0	0.0	-8.0	-8.0		
Distrib to unitholders	250.6	256.4	251.1	256.0	0.2	-0.2
DPU (SGDc.)	12.28	12.56	12.34	12.51	0.5	-0.4

Source: Maybank IBG Research

3. Valuation

We value FCT using a dividend discount-model based on a discount rate of 6.3% (vs. prior 6.5% on back of lower 10 year yield). We raise our FY26 DPU estimate by 0.5%, factoring in better contribution from Tampines 1 and lower borrowing cost, partly offset by absence of income from space let to Cathay cinemas and payment for newly issued perps. We lower FY27 DPU by 0.4%, factoring in delayed back filling of vacant cinema space, lower distribution from JV due to onset of AEIs at NEX and potential impact from improved connectivity to Johor, partly offset by higher contribution from HM following completion of AEI. In addition, we have lowered fees in units to 60% from 70%, in line with guidance. We maintain BUY and raise our TP to SGD2.60. Distribution yield is tight and FCT trades above book value, which in itself has seen a steady erosion despite improving asset values. However, the growing population, potential continuation of government support, progressive wage model, limited supply and potentially lower rates should result in resilient performance.

4. Risks

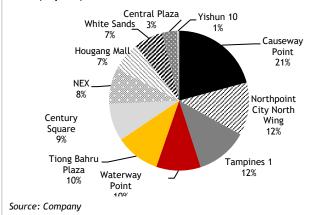
Repricing of borrowing, especially for the JVs, retail/F&B sales slowdown, increased downtime and capex requirement for backfilling of vacant spaces from anchors/mini-anchors, tenant defaults and dilutive deals.

Maybank

Value Proposition

- FCT owns or has stakes in 10 suburban retail properties and one office asset valued at SGD6.7b with a total of 2.5m sf NLA as of end-Sep 2023, located near or next to MRT stations or bus interchanges.
- Higher essential services (F&B, services, supermarket & hypermarket) trade mix at c.45% of overall NLA and c.54% of gross rental income, relative to downtown malls.
- Sponsor Frasers Property (FPL SP, CP SGD0.80, not rated) offers a pipeline carried at SGD2.2b, after the Waterway Point deal announced in May 2019.

AUM (Sep 23)



Price Drivers



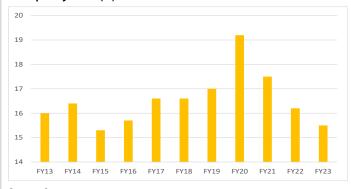
Source: Company, Maybank IBG Research

- 1. Sep-20: Acquires remaining interest in PGIM ARF for SGD1.06b from its sponsor at 5.0% NPI yield and divests Bedok Point for SGD108.1m at 2.5% NPI yield.
- 2. Dec-20: Announced divestment of Anchorpoint for SGD110m to unrelated third party.
- 3. Mar-21: Divests Yew Tee Point for SGD220.0m at 10% above valuation
- 4. Oct-23: Divests Changi City Point for SGD338m
- 5. Feb-24: FCT joins The Straits Times Index

Financial Metrics

- We forecast 1.1% FY24-27E DPU CAGR, led by positive reversions, accretive acquisitions and lower borrowing cost.
- Borrowing cost is expected to fall from 4.3% to 3.9% in 2025.

Occupancy cost (%)



Source: Company

Swing Factors

Upside

- Earlier-than-expected pick-up in leasing demand for retail space driving improvement in occupancy.
- Better-than-anticipated rental reversions.
- Accretive acquisitions or redevelopment projects.

Downside

- Prolonged slowdown in economic activity could reduce demand for retail space, resulting in lower occupancy and rental rates.
- Termination of long-term leases contributing to weaker portfolio tenant retention rate.
- Sharper-than-expected rise in interest rates could increase cost of debt and negatively impact earnings, with higher cost of capital lowering valuations.

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Frasers Centrepoint Trust





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Risk Rating & Score ¹	11 (Low)
Score Momentum ²	-0.4
Last Updated	24 Nov 2022
Controversy Score ³ (Updated: 24 Nov 2022)	0

Business Model & Industry Issues

- FCT draws on its available pool of funds to invest in retail real estate, undertake 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 closely 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 representation by members with international experience, even as it remains focused in Singapore.
- Received 5-Stars award for GRESB 2023 Assessment. Has been participant since 2019 and score has improved from 3-Stars.
- Refreshed group ESG roadmap in FY2023 and, FCT is aligned with the sponsor's ESG goals. This includes: Achieve net-zero carbon across Scopes 1, 2 and 3 by 2050, Green certification by 2030 for 100% of GFA of new developments and 85% of IPs under mgmt..

Material E issues

- 100% of GFA certified BCA Green Mark Gold or higher, with five assets (Tiong Bahru Plaza, Central Plaza, Century Square, White Sands, and Hougang Mall) rated Platinum.
- To monitor and reduce energy usage intensity progressively by 2035 and to reduce water intensity progressively by 2030.
- 147 MWh of renewable energy generated from solar panels installed in Tiong Bahru Plaza in FY2023.
- Increased data coverage of Scope 1 contributors including refrigerant top-ups and diesel purchased
- Proportion of green loans in total borrowing stood at 55.6% as of Sep 2023, up from 18% in Sep 2021.
- Sustainability disclosures aligned with TCFD recommendation

Material S issues

- Developed a tenant engagement plan to be implemented at all properties
- Tenants from FCT malls participated in the inaugural "Building a Greener Retail Ecosystem Together" event organised by Frasers Property Singapore in FY23.
- Learning and development programmes are supported by its in-house facility; an average of 26 training hours was recorded in FY23 (38 hours for FY21), which is below the 30 hours group level target.
- The Workplace Safety and Health Council certify all malls BizSAFF STAR
- Female representation is high at 70% for all employees and 40% for senior management roles, while this accounts for 25% of board seats.

Key G metrics and issues

- Managed externally by a 100%-owned subsidiary of its sponsor Frasers Property, which supports its growth via a pipeline of property assets from its development activities, and access to capital markets.
- Board independence is high it does not comprise any members with executive functions, and four of its 6 members including the Chairman are independent.
- Management fee structure, with base fee at 0.3% of its deposited property, performance fee at 5.0% pa of NPI, and acquisition and disposal fee at 1.0% and 0.5% deal value, is comparable to peers.
- The cumulative remuneration of its key management team, including the CEO, has represented <2.0% of the REIT's distributable income since it was first reported in FY18.
- Payout ratio for its taxable income has been consistently maintained above the minimum 90% threshold for tax transparency except during Covid years.
- Has grown AUM and deepened its domestic suburban mall footprint via accretive acquisitions - Northpoint 2 and Yew Tee Point (in 2010), Bedok Point (2011), Changi City Point (2014), Waterway Point (2019), and PGIM Real Estate ARF fund (2020) - and selective divestments (Anchor Point, Yew Tee Point and Changi City Point)
- Has generated value from its AEIs at Causeway Point, with its occupancy maintained above 97.0% and rental reversion averaging +4.2% from 1Q15-4Q20, and Anchorpoint, which achieved a 14% ROI.
- Joined the FTSE EPRA/ NAREIT Global Real Estate Index Series (Global Developed Index) in Sep 2019 following an increase in free-float. Joined STI index in Feb 2024.

<u>Risk Rating & Score</u> - 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. <u>*2Score Momentum</u> - indicates changes to the company's score since the last update - a <u>negative</u> integer indicates a company's improving risk score; a <u>positive</u> integer indicates a deterioration. <u>*3Controversy Score</u> - 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).

FYE 30 Sep	FY24A	FY25A	FY26E	FY27E	FY28E
Key Metrics					
Price/DPU(x)	19.0	19.2	19.8	19.5	19.2
P/BV (x)	1.0	1.0	1.1	1.1	1.1
P/NTA (x)	1.0	1.0	1.1	1.1	1.1
DPU yield (%)	5.3	5.2	5.1	5.1	5.2
FCF yield (%)	3.7	4.5	5.2	5.9	6.0
INCOME STATEMENT (SSR)					
INCOME STATEMENT (SGD m)	254.7	200 (422.2	440.7	447.7
Revenue	351.7	389.6	432.2	440.6	447.6
Net property income	253.4	278.0	309.0	314.6	319.5
Management and trustee fees	(37.9)	(42.3)	(44.2)	(44.7)	(44.7)
Net financing costs	(84.2)	(86.2)	(88.1)	(88.6)	(88.6)
Associates & JV	66.2 1.3	62.6	62.6	62.6	62.6 36.4
Exceptionals Other protest income (expenses	0.5	(11.0) 0.6	(1.7)	(9.5)	
Other pretax income/expenses	196.6	199.5	0.6 236.0	0.6 232.7	0.6 283.6
Pretax profit Income tax	1,1	0.4	0.0	0.0	0.0
Minorities	0.0	0.4	0.0	0.0	0.0
		0.0			
Discontinued operations Total return avail to unitholders	0.0 213.2	233.2	0.0 251.1	0.0 256.0	0.0 261.9
Core net profit	213.2	233.2	251.1	256.0	261.9
Distributable inc to unitholders	214.3	233.2	251.1	256.0	261.9
Distributable inc to unitriolders	214.3	233.2	231.1	230.0	201.7
BALANCE SHEET (SGD m)					
Cash & Short Term Investments	26.8	107.5	107.4	107.4	107.4
Accounts receivable	0.0	0.0	0.0	0.0	0.0
Property, Plant & Equip (net)	0.0	0.0	0.0	0.0	0.0
Inverstment properties	5,283.0	6,449.0	6,478.3	6,468.8	6,505.2
Intangible assets	0.0	0.0	0.0	0.0	0.0
Investment in Associates & JVs	1,057.0	1,042.7	1,042.7	1,042.7	1,042.7
Other assets	12.0	13.1	13.1	13.1	13.1
Total assets	6,378.9	7,612.3	7,641.5	7,632.0	7,668.4
ST interest bearing debt	0.0	0.0	0.0	0.0	0.0
Accounts payable	69.3	85.8	85.8	85.8	85.8
LT interest bearing debt	2,028.2	2,585.8	2,616.8	2,616.8	2,616.8
Other liabilities	120.8	198.8	198.8	198.8	198.8
Total Liabilities	2,218.2	2,870.4	2,901.4	2,901.4	2,901.4
Shareholders Equity	4,160.7	4,741.9	4,740.1	4,730.6	4,767.0
Minority Interest	0.0	0.1	0.1	0.1	0.1
Total shareholder equity Total liabilities and equity	4,160.7 6,378.9	4,742.0 7,612.3	4,740.1 7,641.5	4,730.6 7,632.0	4,767.1 7,668.4
Total habities and equity	0,570,7	7,012.3	7,011.0	7,032.0	7,000.1
CASH FLOW (SGD m)					
Cash flow from operations	191.7	233.5	289.5	294.9	299.9
Capex	(41.7)	(33.0)	(31.0)	(0.0)	(0.0)
Acquisitions & investments	39.8	(295.0)	0.0	0.0	0.0
Disposal of FA & investments	0.0	0.0	0.0	0.0	0.0
Dividend income from associates	46.6	67.1	57.0	57.0	58.0
Other investing cash flow	0.5	0.6	0.6	0.6	0.6
CF from investing activities	45.2	(260.3)	26.6	57.6	58.6
Dividends paid	(208.0)	(221.2)	(251.1)	(256.0)	(261.9)
Interest expense	(82.8)	(87.4)	(88.1)	(88.6)	(88.6)
Change in debt	(172.2)	(216.8)	31.0	0.0	0.0
Equity raised / (purchased)	196.7	421.3	0.0	0.0	0.0
Other financial activities	0.0	188.5	(8.0)	(8.0)	(8.0)
CF from financing activities	(266.3)	84.4	(316.1)	(352.5)	(358.5)
Effect of exchange rate changes	0.0	0.0	0.0	0.0	0.0
Net cash flow	(29.4)	57.5	0.0	0.0	0.0

FYE 30 Sep	FY24A	FY25A	FY26E	FY27E	FY28E
Key Ratios					
Growth ratios (%)					
Revenue growth	(4.9)	10.8	10.9	1.9	1.6
Net property income growth	(4.6)	9.7	11.2	1.8	1.6
Core net profit growth	2.9	9.4	7.7	1.9	2.3
Distributable income growth	3.2	8.8	7.7	1.9	2.3
Profitability ratios (%)					
Net property income margin	72.0	71.3	71.5	71.4	71.4
Core net profit margin	60.6	59.9	58.1	58.1	58.5
Payout ratio	100.3	99.5	100.0	100.0	100.0
DuPont analysis					
Total return margin (%)	60.6	59.9	58.1	58.1	58.5
Gross revenue/Assets (x)	0.1	0.1	0.1	0.1	0.1
Assets/Equity (x)	1.5	1.6	1.6	1.6	1.6
ROAE (%)	5.2	5.4	5.5	5.6	5.8
ROAA (%)	3.3	3.3	3.3	3.4	3.4
Leverage & Expense Analysis					
Asset/Liability (x)	2.9	2.7	2.6	2.6	2.6
Net gearing (%) (excl. perps)	48.1	52.3	52.9	53.0	52.6
Net interest cover (x)	2.5	2.7	3.0	3.0	3.1
Debt/EBITDA (x)	9.5	11.1	10.0	9.8	9.6
Capex/revenue (%)	11.8	8.5	7.2	0.0	0.0
Net debt/ (net cash)	2,001.4	2,478.2	2,509.3	2,509.3	2,509.3
Debt/Assets (x)	0.32	0.34	0.34	0.34	0.34

Source: Company; Maybank IBG Research



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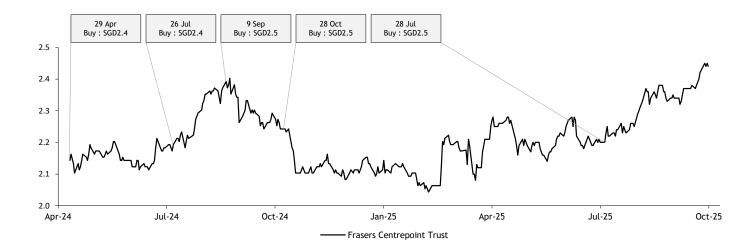
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