

# Argosy

## FY20 Result: Dividend Stays Afloat

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### NEUTRAL

Argosy (ARG) delivered a solid FY20 result, which was in line with our expectations at the operating level but beat at the bottom line, boosted by interest and tax deductions. While FY21 will be impacted by a mix of rental abatements, vacancy increases, and development completion delays, ARG expects to maintain DPS at 6.25cps. Strategic changes, namely lower retail and higher industrial portfolio weightings, have placed ARG's portfolio in good shape heading into this pandemic. However, these positives are tempered by high gearing which sits towards the top end of ARG's 30–40% target range. ARG will look to manage gearing concerns through asset sales, a reopened dividend reinvestment plan (DRP), and/or insurance receipts. We retain our NEUTRAL rating, and lift our target price +4cps to \$1.17.

NZX Code	ARG	Financials: Mar/	20A	21E	22E	23E	Valuation (x)	20A	21E	22E	23E
Share price	NZ\$1.15	NPAT* (NZ\$m)	59.6	58.1	59.0	61.2	EV/EBITDA	17.7	17.6	17.1	16.6
Target price	NZ\$1.17	EPS* (NZc)	7.2	7.0	7.0	7.2	EV/EBIT	17.7	17.6	17.1	16.6
Risk rating	Medium	EPS growth* (%)	3.8	-3.0	0.3	2.7	PE	15.9	16.4	16.3	15.9
Issued shares	827.2m	DPS (NZc)	6.4	6.4	6.4	6.4	Price / NTA	0.8	0.8	0.8	0.8
Market cap	NZ\$947m	Imputation (%)	100	100	100	100	Cash div yld (%)	5.5	5.5	5.5	5.5
Avg daily turnover	678.3k (NZ\$861k)	*Based on normalised profits					Gross div yld (%)	7.9	7.9	7.9	7.9

### What's changed?

- **EPS:** FY21/22/23 +7.7%/+1.6%/+4.9%
- **Target Price:** Lifted +4 cps to NZ\$1.17 (from NZ\$1.13)
- **Rating:** Remains NEUTRAL

### Solid pre-pandemic performance

ARG reported FY20 net distributable income of NZ\$59.6m, up +3.8% on the pcg and ahead of our forecast NZ\$54.3m. The beat vs. our forecast was driven by lower interest and tax with EBITDA being slightly below our expectations. AFFO per share was 6.27cps, flat yoy but ahead of our forecast of 6.0cps, with better distributable income partially offset by higher tenant incentives and leasing costs. ARG declared a 4Q20 dividend of 1.5875cps, delivering total FY20 distributions of 6.35cps.

### Distributions to be maintained at 6.35cps in FY21

ARG has guided to flat FY21 DPS of 6.35cps, fully funded from distributable income. FY21 will feature a mixture of 1) rent abatements, 2) increased vacancy, 3) development completion delays, being partially offset by 4) NZ\$4.5m deposit from the uncompleted Albany Lifestyle Centre divestment. ARG still targets transitioning to a fully AFFO covered distribution; our FY21E/22E/23E payout is 100%/103%/100%. Excluding the Albany Lifestyle Centre our FY21 payout is 107%.

### Asset sales, insurance proceeds, and DRP to lower gearing

With the sale of Albany Lifestyle Centre not progressing, ARG's gearing remains near the top end of its range (38.8% vs. target of 30–40%). ARG expects to reduce gearing over FY21 through divestment of non-core assets (including Albany Lifestyle Centre), receipt of insurance proceeds from 7 Waterloo Quay (potentially >NZ\$40m), and take-up of its re-opened DRP.

## Argosy Property Limited (ARG)

Priced as at 20 May 2020 (NZ\$)

1.15

### 12-month target price (NZ\$)\*

1.17

Expected share price return

1.7%

Net dividend yield

5.5%

Estimated 12-month return

7.3%

### Spot valuations (NZ\$)

1. DCF

1.35

2. NAV

1.02

n/a

n/a

### Key WACC assumptions

Risk free rate

2.00%

Equity beta

0.77

WACC

5.5%

Terminal growth

1.5%

### DCF valuation summary (NZ\$m)

Total firm value

1,777

(Net debt)/cash

(727)

Less: Capitalised operating leases

0

Value of equity

1,012

Profit and Loss Account (NZ\$m)	2019A	2020A	2021E	2022E	2023E
Sales revenue	102.5	99.7	101.8	104.8	107.8
<b>Normalised EBITDA</b>	<b>91.5</b>	<b>88.2</b>	<b>90.4</b>	<b>93.2</b>	<b>95.9</b>
Depreciation and amortisation	0	0	0	0	0
<b>Normalised EBIT</b>	<b>91.5</b>	<b>88.2</b>	<b>90.4</b>	<b>93.2</b>	<b>95.9</b>
Net interest	(24.2)	(22.8)	(24.7)	(25.4)	(24.5)
Associate income	0	0	0	0	0
Tax	(10.0)	(5.9)	(7.5)	(8.8)	(10.2)
Minority interests	0	0	0	0	0
<b>Normalised NPAT</b>	<b>57.4</b>	<b>59.6</b>	<b>58.1</b>	<b>59.0</b>	<b>61.2</b>
Abnormals/other	(76.3)	(59.6)	(27.1)	5.6	(36.7)
<b>Reported NPAT</b>	<b>133.7</b>	<b>119.1</b>	<b>85.3</b>	<b>53.3</b>	<b>98.0</b>
Normalised EPS (cps)	6.9	7.2	7.0	7.0	7.2
DPS (cps)	6.3	6.4	6.4	6.4	6.4

Valuation Ratios	2019A	2020A	2021E	2022E	2023E
EV/EBITDA (x)	16.5	17.8	17.7	17.1	16.6
EV/EBIT (x)	16.5	17.8	17.7	17.1	16.6
PE (x)	16.6	16.0	16.5	16.4	16.0
Price/NTA (x)	0.9	0.9	0.8	0.8	0.8
Free cash flow yield (%)	-2.9	-5.3	0.3	3.9	5.8
Net dividend yield (%)	5.5	5.5	5.5	5.5	5.5
Gross dividend yield (%)	7.6	7.7	7.7	7.7	7.7

Capital Structure	2019A	2020A	2021E	2022E	2023E
Interest cover EBIT (x)	3.8	3.9	3.7	3.7	3.9
Interest cover EBITDA (x)	3.8	3.9	3.7	3.7	3.9
Net debt/ND+E (%)	37.0	39.4	38.6	38.6	37.1
Net debt/EBITDA (x)	6.5	8.2	8.1	7.9	7.5

Growth Rates	2019A	2020A	2021E	2022E	2023E
Revenue (%)	1.5	-2.7	2.1	3.0	2.8
EBITDA (%)	0.5	-3.6	2.4	3.2	2.9
EBIT (%)	0.5	-3.6	2.4	3.2	2.9
Normalised NPAT (%)	5.0	3.8	-2.4	1.5	3.9
Normalised EPS (%)	4.8	3.8	-3.0	0.3	2.7
Ordinary DPS (%)	1.2	1.2	0.0	0.0	0.0

Key Ratios	2019A	2020A	2021E	2022E	2023E
Return on assets (%)	5.5	4.6	4.6	4.7	4.7
Return on equity (%)	5.7	5.3	5.0	5.0	5.0
Return on funds employed (%)	4.9	4.4	4.1	4.1	4.1
EBITDA margin (%)	89.3	88.5	88.8	88.9	89.0
EBIT margin (%)	89.3	88.5	88.8	88.9	89.0
Capex to sales (%)	92.5	110.3	49.8	20.8	5.3
Capex to depreciation (%)	n/a	n/a	n/a	n/a	n/a
Imputation (%)	100	100	100	100	100
Pay-out ratio (%)	90	88	91	91	88

Cash Flow (NZ\$m)	2019A	2020A	2021E	2022E	2023E
<b>EBITDA</b>	<b>91.5</b>	<b>88.2</b>	<b>90.4</b>	<b>93.2</b>	<b>95.9</b>
Working capital change	9.2	2.0	(4.5)	0	0.0
Interest & tax paid	(33.8)	(30.5)	(32.2)	(34.3)	(34.7)
Other	0	0	0	0	0
<b>Operating cash flow</b>	<b>66.9</b>	<b>59.7</b>	<b>53.6</b>	<b>59.0</b>	<b>61.2</b>
Capital expenditure	(94.8)	(110.0)	(50.7)	(21.8)	(5.7)
(Acquisitions)/divestments	40.7	(31.6)	0	0	0
Other	(1.6)	(2.4)	37.2	0	0
<b>Funding available/(required)</b>	<b>11.3</b>	<b>(84.2)</b>	<b>40.1</b>	<b>37.1</b>	<b>55.5</b>
Dividends paid	(52.4)	(53.1)	(42.3)	(42.8)	(43.2)
Equity raised/(returned)	0	0	0	0	0
<b>(Increase)/decrease in net debt</b>	<b>(41.1)</b>	<b>(137.3)</b>	<b>(2.2)</b>	<b>(5.6)</b>	<b>12.3</b>

Property Statistics	2015A	2016A	2017A	2018A	2019A
<b>Industrial</b>					
Value (NZ\$m)	510	507	583	638	738
No. buildings	40	39	38	36	37
WALT (years)	5.72	5.99	6.40	7.35	7.22
Occupancy	99.7%	99.9%	98.3%	99.9%	97.8%
Contract yield	7.6%	7.7%	6.9%	6.7%	6.2%
Market yield	7.6%	7.7%	7.1%	6.7%	6.5%

<b>Office</b>					
Value (NZ\$m)	484	549	548	577	627
No. buildings	17	17	17	17	16
WALT (years)	5.60	4.82	4.87	4.99	4.94
Occupancy	98.8%	99.1%	98.4%	97.2%	96.8%
Contract yield	7.6%	7.6%	7.3%	7.0%	6.9%
Market yield	7.6%	7.6%	7.6%	7.4%	7.1%

Balance Sheet (NZ\$m)	2019A	2020A	2021E	2022E	2023E
Working capital	(13.9)	(13.4)	(13.4)	(13.4)	(13.4)
Fixed assets	1,667.0	1,824.1	1,869.2	1,885.4	1,927.8
Intangibles	0	0	0	0	0
Right of use asset	0	0	0	0	0
Other assets	4.4	101.8	101.8	101.8	101.8
<b>Total funds employed</b>	<b>1,657.5</b>	<b>1,912.4</b>	<b>1,957.5</b>	<b>1,973.7</b>	<b>2,016.2</b>
Net debt/(cash)	591.3	727.3	729.5	735.1	722.8
Lease liability	0	0	0	0	0
Other liabilities	57.1	67.6	67.5	67.5	67.5
Shareholder's funds	1,009.0	1,117.5	1,160.5	1,171.1	1,225.8
Minority interests	0	0	0	0	0
<b>Total funding sources</b>	<b>1,657.5</b>	<b>1,912.4</b>	<b>1,957.5</b>	<b>1,973.7</b>	<b>2,016.2</b>

<b>Retail</b>					
Value (NZ\$m)	312	312	311	298	303
No. buildings	11	10	9	8	7
WALT (years)	5.15	4.78	5.46	5.69	5.96
Occupancy	98.9%	99.2%	99.4%	100.0%	100.0%
Contract yield	7.5%	7.4%	7.4%	7.1%	6.2%
Market yield	7.4%	7.1%	7.3%	6.8%	6.3%

\* Forsyth Barr target prices reflect valuation rolled forward at cost of equity less the next 12-months dividend

## Other take outs from the result

- **Maintenance of strong portfolio metrics:** Overall occupancy remained high with industrial at 97.8%, office 99.4%, and retail 100% and the WALT was maintained at 6.1 years on the back of solid leasing outcomes in the period. Market reviews delivered a +2.8% increase over the year and ARG believes the portfolio was 3.4% under-rented at 31 March 2020. While ARG does have 10.8% of leases expiring in FY21, it is confident in renewing key expiries.
- **COVID-19 impact on rent:** Over April/May ARG provided NZ\$2.8m in abatements to tenants resulting in rent collection at 72%. Our analysis suggests ARG collected 89% of industrial rents, 93% of office rent, and 53% of retail rent over April/May. Tenant support appears to be tracking favourably vs. ARG initial assessment of NZ\$7-11m, however, we understand this includes an allowance for tenant failures over the balance of the year.
- **Development delays:** COVID-19 has delayed completion of current developments by ~3-4 months. Changed tenant fitout requirements have driven some of the delay, with Statistics NZ at Willis St adjusting its initial activity based working format to comply with distancing requirements. ARG has NZ\$61m in spend remaining to complete its current developments. Commencement of additional development projects on Carlton Gore Rd have been deferred.
- **NTA lifts to NZ\$1.30:** ARG's March 2020 revaluation saw its NTA lift +6.6% yoy to NZ\$1.30. This positive revaluation reflects higher weightings to industrial and office properties.

**Figure 1. FY20 result summary (NZ\$m)**

Financial period	FY19	FY20	Change	Forecast	Var
<b>Twelve months ending:</b>	<b>03/19</b>	<b>03/20</b>			
Net rental income	102.5	99.7	-2.7%	100.5	-0.8%
Base corporate costs	(10.9)	(11.4)	4.5%	(10.9)	4.5%
<b>EBITDA</b>	<b>91.5</b>	<b>88.2</b>	<b>-3.6%</b>	<b>89.6</b>	<b>-1.5%</b>
Net interest	(24.2)	(22.8)	-5.8%	(25.7)	-11.3%
<b>PBT</b>	<b>67.3</b>	<b>65.4</b>	<b>-2.8%</b>	<b>63.8</b>	<b>2.5%</b>
Current tax	(10.0)	(5.9)	-41.1%	(9.5)	-38.2%
<b>NPAT (underlying)</b>	<b>57.4</b>	<b>59.6</b>	<b>3.8%</b>	<b>54.3</b>	<b>9.6%</b>
<b>Adjustments:</b>					
Investment property revaluations	70.5	59.9	-14.9%	61.7	-2.8%
Other non-operating adjustments	5.8	(0.4)	-106.5%	7.0	n.a.
<b>NPAT (reported)</b>	<b>133.7</b>	<b>119.1</b>	<b>-10.9%</b>	<b>123.0</b>	<b>-3.2%</b>
<b>Funds from operations</b>					
NPAT - underlying profit	57.4	59.6	3.8%	54.3	9.6%
Amortisation of tenant incentives	3.9	3.5	-10.3%	3.4	4.4%
<b>FFO</b>	<b>61.3</b>	<b>63.1</b>	<b>2.9%</b>	<b>57.7</b>	<b>9.3%</b>
<b>Adjusted funds from operations</b>					
Maintenance capex	(3.1)	(5.7)	83.9%	(5.0)	13.9%
Tenant incentives	(6.5)	(5.5)	-15.4%	(3.4)	64.0%
<b>AFFO</b>	<b>51.7</b>	<b>51.9</b>	<b>0.4%</b>	<b>49.3</b>	<b>5.1%</b>

Source: Forsyth Barr analysis, Company reports

## Changes to our forecasts

### Forecast and target price changes

We have lifted our EPS by +8%/+0%/+3% in FY21/22/23. This reflects the impact of project delays being offset by lower interest (as a result of the DRP being reopened) and minor tax adjustments. We have assumed 20% take up of the DRP. Our FY21 forecast also includes the NZ\$4.5m Albany Lifestyle Centre deposit in both distributable income and AFFO. Excluding this one-off, we expect underlying FY21 distributable income/AFFO to decline -8%/-5%, largely driven by rent abatement and vacancy.

We have lifted our DPS forecasts and now expect distributions to remain flat at 6.35cps for the next three years with ARG being prepared to over distribute in the short term. We still expect ARG to move to a 100% AFFO distribution as per its target; our underlying (pre Albany Lifestyle Centre deposit) AFFO FY21/22/23 payout is 107%/103%/100%.

In line with earnings adjustments, we have lifted our target price +4cps to NZ\$1.17.

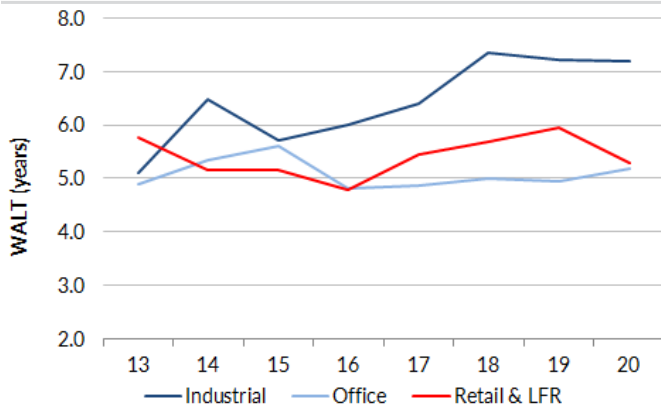
**Figure 2. Forecast changes**

	FY21			FY22			FY23		
	Old	New	Chg	Old	New	Chg	Old	New	Chg
Distributable profit (NZ\$m)	53.68	58.12	8%	57.08	58.97	3%	57.84	61.25	6%
AFFO (NZ\$m)	48.28	52.58	9%	51.63	52.15	1%	52.33	54.49	4%
EPS (cps)	6.49	6.99	8%	6.90	7.01	2%	6.99	7.20	3%
DPS (cps)	4.67	6.35	36%	5.62	6.35	13%	6.01	6.35	6%

Source: Forsyth Barr analysis

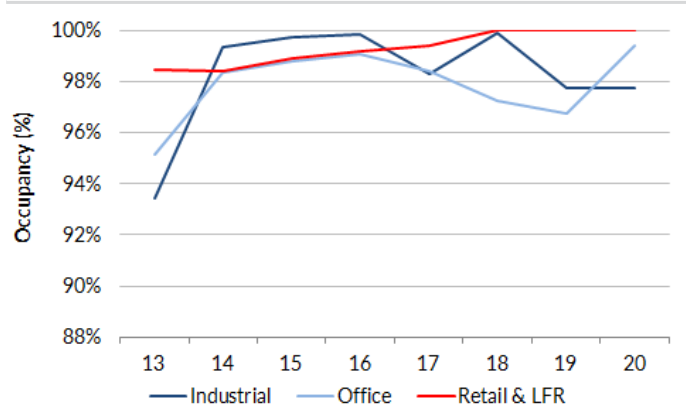
## Portfolio trends

Figure 3. WALT



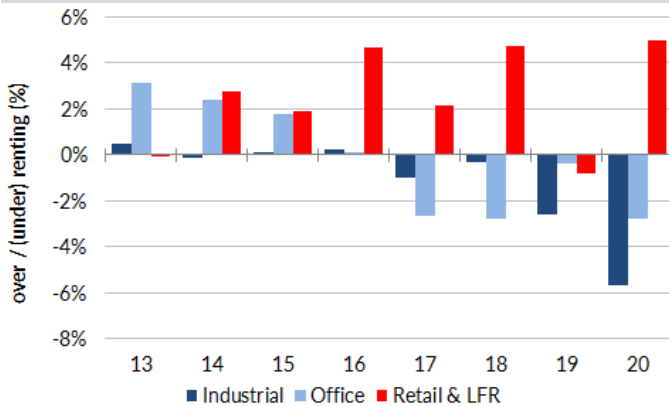
Source: Company reports, Forsyth Barr analysis

Figure 4. Occupancy



Source: Company reports, Forsyth Barr analysis

Figure 5. Passing rent vs. market rent (over/under renting)



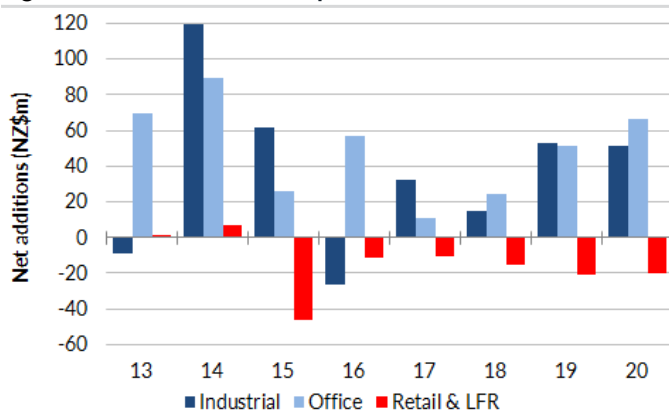
Source: Company reports, Forsyth Barr analysis

Figure 6. Vacancy plus two year lease expiry



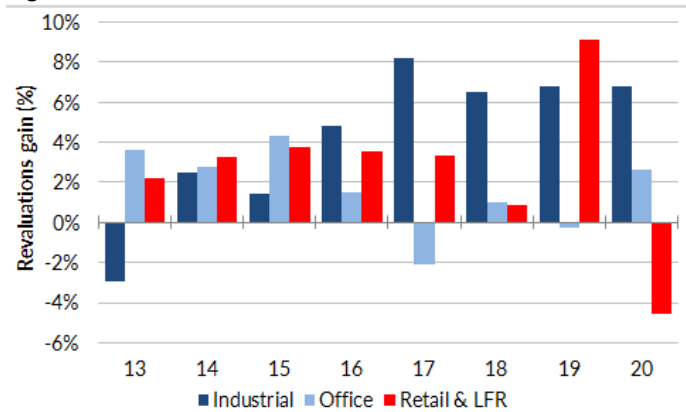
Source: Company reports, Forsyth Barr analysis

Figure 7. Net additions and disposals



Source: Company reports, Forsyth Barr analysis

Figure 8. Revaluations



Source: Company reports, Forsyth Barr analysis

## Investment Summary

Argosy Property (ARG) has recycled non-core assets and worked through incremental development opportunities to improve portfolio quality. Fundamentals have been very strong but as we enter a downturn there are risks for retail and secondary office assets in particular. NEUTRAL.

### Business quality

- **Revaluation gains:** ARG reported an FY20 revaluation gain of +6.6% increase over FY19 book value, lifting the NTA to NZ\$1.30.
- **Industrial assets underpin portfolio:** ARG's portfolio WALT was steady in FY20 at 6.1yrs. ARG's WALT is underpinned by its NZ \$750m+ industrial portfolio (7.2yrs), which is sector-leading versus industrial peers.

### Earnings and cashflow outlook

- **Rental growth:** ARG achieved robust rental growth of +2.7% (annualised) across rent reviews in FY20 with the industrial portfolio particularly solid.
- **Development activity:** Developments include 8-14 Willis Street (leased to Statistics NZ for 15 years), and retail at Stewart Dawsons corner in Wellington.

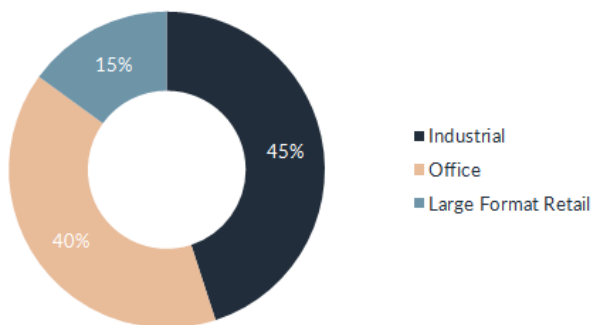
### Financial structure

- **Balance sheet:** Gearing is above sector average levels at ~39%.
- **Dividends:** ARG has guided to a FY21 dividend of 6.35cps but the payout ratio will be elevated given near-term earnings volatility.

### Risk factors

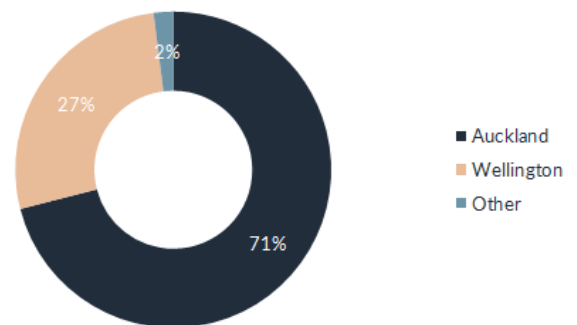
- **Auckland office conditions:** Auckland office is vulnerable from increasing supply and the drive for space efficiency, however, recently this has been offset by assets leaving the market and increased government space, and now a slower economic outlook.
- **Retail Exposure:** The retail sector is facing considerable headwinds and uncertainties at present, helpful for ARG is that most of its retail is large format and more defensive than traditional specialty retail.

Figure 9. Sector portfolio exposure (by value)

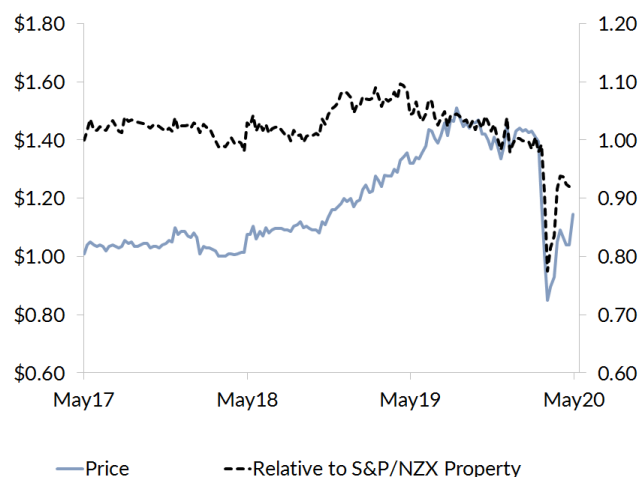


Source: Forsyth Barr analysis, Company Reports

Figure 10. Geographic portfolio exposure (by value)



Source: Forsyth Barr analysis, Company Reports

**Figure 11. Price performance**


Source: Forsyth Barr analysis

**Figure 12. Substantial shareholders**

Shareholder	Latest Holding
ACC	5.2%
The Vanguard Group	5.1%
Milford Asset Management	5.0%

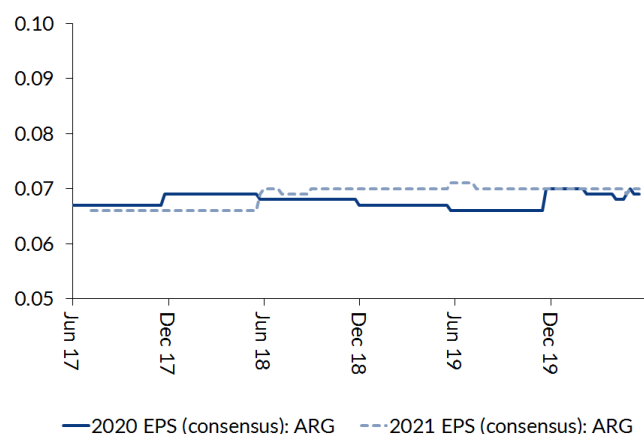
Source: NZX, Forsyth Barr analysis, NOTE: based on SSH notices only

**Figure 13. International valuation comparisons**

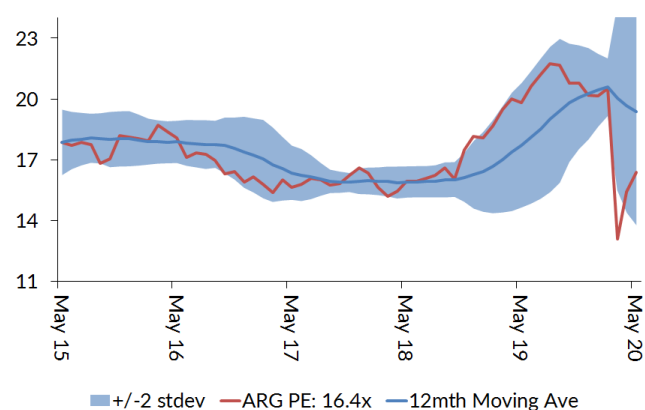
Company	Code	Price	Mkt Cap (m)	PE		EV/EBITDA		EV/EBIT		Cash Yld
(metrics re-weighted to reflect ARG's balance date - March)				2021E	2022E	2021E	2022E	2021E	2022E	2022E
<b>Argosy Property</b>	<b>ARG NZ</b>	<b>NZ\$1.15</b>	<b>NZ\$947</b>	<b>16.4x</b>	<b>16.3x</b>	<b>18.5x</b>	<b>18.0x</b>	<b>18.5x</b>	<b>18.0x</b>	<b>5.5%</b>
Goodman Property Trust *	GMT NZ	NZ\$2.27	NZ\$3,146	33.6x	32.9x	29.1x	26.6x	29.1x	26.6x	2.4%
Investore *	IPL NZ	NZ\$1.71	NZ\$609	22.6x	21.5x	23.3x	19.5x	23.3x	19.5x	4.4%
Kiwi Property Group *	KPG NZ	NZ\$0.88	NZ\$1,381	12.4x	12.1x	14.4x	13.4x	14.4x	13.4x	5.7%
Asset Plus *	APL NZ	NZ\$0.39	NZ\$63	10.1x	10.7x	8.0x	8.5x	8.0x	8.5x	5.1%
Precinct Properties NZ *	PCT NZ	NZ\$1.58	NZ\$2,076	23.2x	23.5x	21.2x	19.5x	21.2x	19.5x	3.2%
Property For Industry *	PFI NZ	NZ\$2.40	NZ\$1,197	27.3x	27.1x	21.5x	21.3x	21.5x	21.3x	2.9%
Stride Property *	SPG NZ	NZ\$1.49	NZ\$544	14.2x	15.3x	15.5x	17.4x	15.5x	17.4x	4.6%
Vital Healthcare *	VHP NZ	NZ\$2.43	NZ\$1,101	23.8x	23.1x	20.9x	19.3x	20.9x	19.3x	3.5%
<b>Compco Average:</b>				<b>20.9x</b>	<b>20.8x</b>	<b>19.3x</b>	<b>18.2x</b>	<b>19.3x</b>	<b>18.2x</b>	<b>4.0%</b>
<b>ARG Relative:</b>				<b>-22%</b>	<b>-21%</b>	<b>-4%</b>	<b>-1%</b>	<b>-4%</b>	<b>-1%</b>	<b>39%</b>

EV = Current Market Cap + Actual Net Debt

Source: \*Forsyth Barr analysis, Bloomberg Consensus, Compco metrics re-weighted to reflect headline (ARG) companies fiscal year end

**Figure 14. Consensus EPS momentum (NZ\$)**


Source: Forsyth Barr analysis

**Figure 15. One year forward PE (x)**


Source: Forsyth Barr analysis

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