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Real Estate/Property

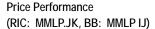
Asia | Indonesia

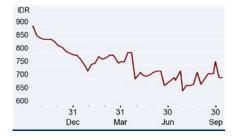
Mega Manunggal Property (MMLP.JK)

Alert: Strong 2017 Pipeline – Best Play on Indo E-com Logistic

- Modern warehouse logistic demand remains strong We recently met with management to get updates on near-medium term pipeline. NLA for YE16E is likely to remain similar with YE15 at 164,000 sqm as Lazada's 1st phase delivery will likely happen on Jan-17 (could be delivered by Dec-16 if weather is good). NLA for YE17E is expected to grow by 83% to around 300,000sqm level. Pipeline for next year include: 1) 36,000sqm NLA (Logistic sector in Cibatu), 2) 30,000sqm NLA (FMCG sector in Cileungsi), 3) 11,000sqm NLA (Autoparts sector in Cibitung), 4) 12,000sqm NLA (FMCG sector in Makassar), 5) 40,000sqm NLA (3PL Logistic in Cibitung), and 6) 4,000sqm NLA (Electronic sector in Cibitung). These sum up to 133,000sqm NLA addition in 2017 (please see Fig.2 for pipeline details). Mgmt is confident to secure these additional clients, but mentioned that there could be some delay in actual warehouse delivery up to 1H18.
- Strong partner (Singapore's GIC) and reputable client (Alibaba's Lazada) MMLP will own 99% stake in PT Mega Tridaya Properti (MTP), with MTP owning 66.6% stake in PT Mega Khatulistiwa Properti (MKP) and GIC (Singapore Sovereign Fund) owning the remaining 34.4% stake (see Fig.1 for illustration). The expansion going forward will likely be under MKP, including the Lazada project. We would like to reiterate MMLP's strong management capability in securing the Lazada deal, which will serve as a strong negotiation point and hook in securing future tenants, especially in the e-commerce and 3PL sectors, given Lazada's strong positioning as Indonesia's market leader in e-commerce market, further backed by the recent takeover by Jack Ma's Alibaba at US\$1.5bn valuation. This is not forgetting MMLP's previous solid track record in securing the Unilever Mega DC deal few years back before IPO, Asia's 2nd largest modern warehouse facility with over 90,000sqm NLA.
- Maintain Buy/High Risk at Rp915 TP (30% upside) We continue to like MMLP, market leader in Indonesian warehouse logistic provider, and believe that risk-reward potential looks attractive at the current level. Demand continues to exceed supply, with MMLP having good first mover advantage with solid clientele portfolio and good access to cheaper prime landbanks. Major pushbacks from investors that we spoke to were mainly on execution. Mgmt expects delivery of Lazada's 1st phase warehouse on early Jan-2017; which will be a crucial moment to monitor as it will set the new execution track record post the IPO.

Buy/High Risk	1H
Price (13 Oct 16)	Rp705
Target price	Rp915
Expected share price return	29.8%
Expected dividend yield	0.0%
Expected total return	29.8%
Market Cap	Rp4,028,571M
	US\$308M
<u></u>	





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See Appendix A-1 for Analyst Certification, Important Disclosures and non-US research analyst disclosures.

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Unilever
Mega DC

Li & Fung

Selayar

PT Mega Manunggal
Property Tbk

99,5%

99,0%

PT Mega Tridaya
Properti

(66,6%)

PT Mega Khatulistiwa (34,4%

GiC

PT Mega Properti

PT Mega Buana
Properti Logistik

Source: Company Data

Figure 1. MMLP Corporate Structure and GIC injection at MKP Level

Figure 2. MMLP's Pipeline that could lead to their 500,000 sqm NLA target within next 3 years

Tenants	Company	Location	Sector	Land area, m2	NLA, m2	Site identified	Land acquired	Estimated opening	Current status
ARK Logistic DC	MPP	Cibatu	Logistic	50,000	36,000	✓	✓	4Q 2017	Contract signed; groundbreaking Sep 2016
ARK Logistic for RB	MPLN	Cileungsi	FMCG	50,000	30,000	/	✓	4Q 2017	Contract signed; groundbreaking Oct 2016
Lazada	MDP	Depok	Ecommerce	90,000	30,000	✓	✓	1Q 2018	Groundbreaking Dec'16
3PL	SCP	Cibitung	Automotive	36,000	11,000	✓	✓	4Q 2017	Awaiting approval; groundbreaking Sep 2016
Electronic retailer	SCP	Cibitung	Electronic	36,000	4,000	✓	✓	4Q 2017	Groundbreaking Sep'16
3PL	SCP	Cibitung	FMCG	36,000	10,000	1	✓	4Q 2017	Groundbreaking Sep'16
3PL	SCP	Cibitung	Logistic	36,000	10,000	1	✓	4Q 2017	Groundbreaking Sep'16
3PL	SCP	Cibitung	Logistic	36,000	10,000	1	1	4Q 2017	Groundbreaking Sep'16
3PL	SCP	Cibitung	Logistic	36,000	10,000	1	1	4Q 2017	Groundbreaking Sep'16
3PL	SHP	Cibitung	FMCG	46,000	7,000	1	1	1Q 2018	Under discussion - has finalized design
3PL	SHP	Cibitung	Pharmacies	46,000	20,000	1	1	1Q 2018	Under discussion
Ecommerce		Cileungsi	Ecommerce	50,000	30,000			1Q 2018	Under discussion
3PL		Cikarang	Logistic	35,000	20,000	1			Under discussion
3PL	MBPL	Airport	Logistic	55,000	8,000	1	1	1Q 2018	Under discussion
3PL	MBPL	Airport	Logistic	55,000	9,000	1	1	1Q 2018	Under discussion
3PL	MBPL	Airport	Logistic	55,000	20,000	1	1	1Q 2018	LOI received; under discussion
Consumer		Surabaya	FMCG	70,000	45,000				Under discussion
3PL		Surabaya	FMCG	20,000	12,000		THE WALL	1111111111	Under discussion
3PL		Surabaya	Logistic	33,333	20,000		1 3 5 5	MITTER	// Under discussion
Consumer		Makassar	FMCG	31,000	12,000	Dir		4Q 2017	Awaiting approval; submitted design
3PL		Makassar	Pharmacies	31,000	3,000		201	1Q 2018	Under discussion

Source: Company Data

Mega Manunggal Property

Valuation

Our DCF-based target price of Rp915 for MMLP translates to 2017E PER of 24x, which we believe is justified by its high growth profile (2015-18E revenue/EBITDA/EPS CAGRs of 31%/34%/40%, 2017E PEG of 0.4x) and industry leadership. Key DCF assumptions: 1) a 6 % risk-free rate, 2) a 7% market risk premium, 3) beta of 0.95, 4) 8% net cost of debt, 5) 20:80 debt to equity, 6) 11.6% WACC, and 7) 5% terminal growth. We believe DCF is best suited to value a company like MMLP with recurring income and a high-growth profile.

Risks

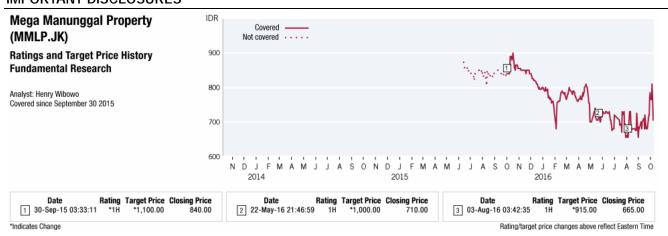
We rate MMLP shares High Risk given its short trading history. Risks that could prevent the shares from reaching our target price include: 1) a macro downturn, 2) a weakening rupiah, 3) execution delays, 4) rising competition, 5) inability to replace tenants post contract expiry, and 6) land acquisition hurdles.

Appendix A-1

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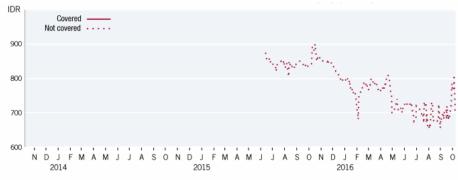
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Mega Manunggal Property (MMLP.JK)

Ratings and Target Price History Best Ideas Research Relative Call (3 Month)

Analyst: Henry Wibowo Covered since September 30 2015



*Indicates Change Rating/target price changes above reflect Eastern Time

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	12 Month Rating				Catalyst Watch		
Data current as of 30 Sep 2016	Buy	Hold	Sell	Buy	Hold	Sell	
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