

APAC Realty (APAC SP)

Singapore Company Update

2 July 2025

Property | Real Estate Oper & Svcs

Buy (Maintained)

Target Price (Return): SGD0.54 (14.9%) Price (Market Cap): SGD0.47 (USD131m) ESG score: 3.1 (out of 4)

Avg Daily Turnover (SGD/USD)

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0.06m/0.05m

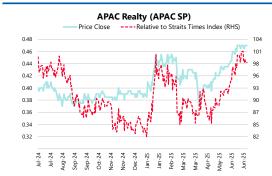
Analyst

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Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	22.1	6.8	10.6	20.5	17.5
Relative	17.4	5.0	10.8	16.1	(1.4)
52-wk Price lo	w/high (SC	GD)		0.37	-0.47



Source: Bloomberg

Bouncing Back; Stay BUY

- Keep BUY, with new SGD0.54 TP from SGD0.48, 15% upside. APAC Realty's share price has rebounded 22% YTD, riding on Singapore's strong residential sales momentum. We believe the rally still has legs with sales momentum likely to continue on the back of attractive upcoming launches and firm buying sentiment. Management has been actively buying back shares which is accretive to the company's bottomline. The stock offers an attractive yield of c.7% and trades at a modest 12x FY25F P/E.
- Residential sales momentum expected to continue in 2H. YTD-May c.4,350 units new private homes (excluding executive condominiums) have been sold, more than double that of 1,688 units sold during same period last year. The strong sales were driven by the robust take up of projects such as Parktown Residences, The Orie and Lentor Central Residences. Moving into 2H, we expect momentum to continue with attractive mega upcoming new launches such as Springleaf Residence, Promenade Peak, and Otto Place. Based on our channel checks, commissions for the majority of new launches remain elevated at ~2.5-3%. New sales segment is a key driver for APAC's bottomline as gross margin is in the mid-teens ie double that of the resale segment. With higher residential supply from government land sales, we expect the sales momentum to continue well into 2026. Strong primary sales should also to pull up the resale market's activity, which will likely see a 5-10% YoY growth.
- Active share buyback accretive to bottomline. APAC has been actively buying back shares in the open market with 4m shares purchased YTD (0.11% of outstanding). The purchased shares are expected to be used to satisfy performance share plan (PSP) to be awarded to management (16m shares over four years) as part of an incentive plan. The buyback will be accretive as it will lower the cost of PSP and also result in additional tax
- Moderating residential prices reduce risk of cooling measures, with flash estimates (2Q) showing moderation in private and public property prices, reducing the risk of additional stringent cooling measures. This comes on the back of a ramp-up in residential supply and more realistic pricing by developers in order to clear inventory and avoid holding costs.
- We raise FY25F-26F net profit by 5% and 3% by fine-tuning volume and margin assumptions. We also lower the cost of capital assumption by 100bps considering limited policy risks. FY24 sustainability report shows progress on social metrics. We keep APAC's ESG score at 3.1 and ascribe a 0% ESG premium/discount to its TP.

Forecasts and Valuation	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
Total turnover (SGDm)	557	561	684	673	669
Recurring net profit (SGDm)	12	7	14	15	16
Recurring net profit growth (%)	(55.2)	(38.8)	95.6	7.9	6.5
Recurring EPS (SGD)	0.03	0.02	0.04	0.04	0.05
DPS (SGD)	0.03	0.02	0.03	0.03	0.03
Recurring P/E (x)	14.18	23.15	11.84	10.97	10.30
P/B (x)	1.05	1.06	1.02	0.99	0.97
Dividend Yield (%)	5.3	4.5	6.5	6.6	6.6
Return on average equity (%)	7.4	4.6	8.7	9.1	9.5
Net debt to equity (%)	net cash	0.1	net cash	net cash	net cash

Source: Company data, RHB

Overall ESG Score: 3.1 (out of 4)

E Score: 3.0 (GOOD) S Score: 3.3 (EXCELLENT) G Score: 3.0 (GOOD)

Please refer to the ESG analysis on the next page

Small cap stocks are defined as companies with a market capitalisation of less than USD0.5bn.



Emissions And ESG

Trend	

In FY24, Scope 2 emissions increased 42.6% YoY largely driven by the inclusion of two newly established offices in Indonesia, resulting in a 232.5% surge in Indonesia's Scope 2 emissions. Additionally, Scope 2 emissions from Vietnam operations increased by 78.5%, primarily due to the relocation of office to 80% larger space than the previous location. As a result, APAC did not meet its 1.2% YoY emission reduction target.

Emissions (tCO2e)	Dec-22	Dec-23	Dec-24	Dec-25
Scope 1	na	33	29	na
Scope 2	417	332	473	na
Scope 3	305	57	38	na
Total emissions	721	423	540	na

Source: Company data, RHB

Latest ESG-Related Developments

APAC was named as one of the "Best Employers Asia-Pacific 2025" by the Financial Times and Statista. It was also awarded "Singapore's Best Customer Service 2024/2025" by The Straits Times for the second consecutive year.

APAC saw a 10% YoY reduction in water consumption.

ESG Unbundled

Overall ESG Score: 3.1 (out of 4)

Last Updated: 16 March 2025

E Score: 3.0 (GOOD)

APAC Realty has put in place energy-saving initiatives by harvesting solar power at its HQ. It has also invested in solar panels to reduce carbon emissions from purchased electricity, and prevented Scope 2 purchased electricity emissions by $54,670\,\mathrm{Kg\,CO2}$.

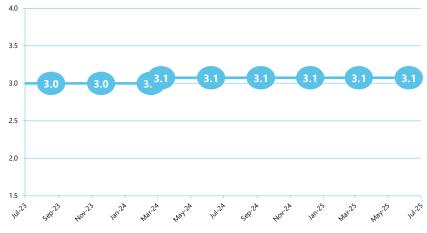
S Score: 3.3 (EXCELLENT)

Females make up 57% of its total workforce and the firm was recognised as one of Singapore's best employers last year. Good dental and insurance coverage policy for employees. ERA is a long-time Platinum Award contributor to the Community Chest since 1999 and has set up a Care for Children to assist children from financially disadvantaged families.

G Score: 3.0 (GOOD)

Zero cases of corruption and no incidents of non-compliance with rules or regulations last year. Good level of transparency in financial announcements and earnings releases. Good corporate governance framework and board composition.

ESG Rating History



Source: RHB



Financial Exhibits

Asia
Singapore
Property
APAC Realty
APAC SP
Buy

Valuation basis

DCF

Key drivers

- i. Resurgence in Singapore real estate transaction volumes:
- ii. Growth in market share and agents; iii. Growth from other market segments and overseas business.

- i. Regulatory and policy risks;
- ii. Disruption from technology advances;iii. Loss of market share and margin reductions from $rising\ competition.$

Company Profile

APAC Realty is one of the largest real estate agencies in Singapore and has regional master franchise rights to $17\,$ countries in the Asia-Pacific region

Financial summary (SGD)	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
Recurring EPS	0.03	0.02	0.04	0.04	0.05
EPS	0.03	0.02	0.04	0.04	0.05
DPS	0.03	0.02	0.03	0.03	0.03
BVPS	0.45	0.44	0.46	0.47	0.48
Return on average equity (%)	7.4	4.6	8.7	9.1	9.5
Return on average assets (%)	3.2	2.2	4.0	4.0	4.2

Valuation metrics	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
Recurring P/E (x)	14.18	23.15	11.84	10.97	10.30
P/B (x)	1.1	1.1	1.0	1.0	1.0
Dividend Yield (%)	5.3	4.5	6.5	6.6	6.6
EV/EBITDA (x)	8.56	9.85	6.02	6.05	6.31

Income statement (SGDm)	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
Total turnover	557	561	684	673	669
Gross profit	55	50	67	67	66
EBITDA	19	17	26	25	23
Depreciation and amortisation	(4)	(4)	(4)	(4)	(4)
Operating profit	16	13	22	21	19
Net interest	(2)	(2)	(2)	(1)	0
Pre-tax profit	14	9	18	19	19
Taxation	(3)	(2)	(3)	(3)	(3)
Reported net profit	12	7	14	15	16
Recurring net profit	12	7	14	15	16

Cash flow (SGDm)	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
Change in working capital	3.6	(6.5)	3.8	(0.6)	(0.2)
Cash flow from operations	17.2	11.4	31.4	26.2	25.2
Capex	(5.5)	(1.6)	(2.0)	(2.0)	(2.0)
Cash flow from investing activities	(5.5)	(1.6)	(2.0)	(2.0)	(2.0)
Dividends paid	(13.7)	(8.2)	(10.9)	(10.9)	(10.9)
Cash flow from financing activities	(17.0)	(11.6)	(15.9)	(17.9)	(17.8)
Cash at beginning of period	49.3	44.1	40.0	52.8	58.8
Net change in cash	(5.3)	(1.9)	13.5	6.3	5.3
Ending balance cash	44.0	42.2	53.4	59.1	64.1

Balance sheet (SGDm)	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
Total cash and equivalents	44	40	52	57	62
Tangible fixed assets	72	70	70	69	68
Intangible assets	111	110	108	107	106
Total other assets	1	2	2	2	2
Total assets	343	323	374	375	378
Short-term debt	3	3	3	3	3
Total long-term debt	40	37	37	37	37
Total liabilities	184	166	210	207	206
Shareholders' equity	158	158	164	168	171
Minority interests	0	(O)	0	0	0
Total equity	159	158	164	168	171
Total liabilities & equity	343	323	374	375	378

Key metrics	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
Revenue growth (%)	(21.0)	0.7	22.0	(1.7)	(0.6)
Recurring net profit growth (%)	(55.2)	(38.8)	95.6	7.9	6.5
Recurrent EPS growth (%)	(55.2)	(38.8)	95.6	7.9	6.5
Gross margin (%)	9.9	8.9	9.8	10.0	9.9
Recurring net profit margin (%)	2.1	1.3	2.1	2.3	2.4
Dividend payout ratio (%)	75.4	104.6	77.0	71.9	67.5

Source: Company data, RHB

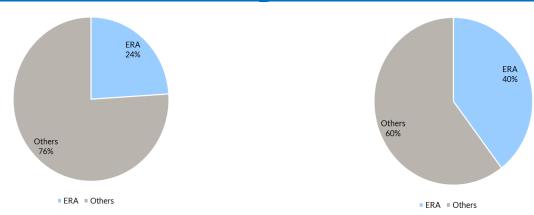


Figure 1: APAC's DCF valuation table

(SGDm)	FY25F	FY26F	FY27F	FY28F	FY29F	Terminal value
EBIT * (1- Tax rate)	15.3	16.1	15.4	17.2	17.5	
Add: Depreciation and amortisation	4.0	4.0	4.0	4.0	4.0	
Less: Working capital changes	3.8	(0.6)	(0.2)	(0.2)	(0.2)	
Less: Capex	2.0	2.0	2.0	2.0	2.0	
Total free cash flow	13.4	18.6	17.5	19.4	19.7	200.6
Discount factor (years)	1.0	2.0	3.0	4.0	5.0	5.0
PV of free cash flow	12.2	15.4	13.2	13.3	12.3	125.5
Sum of PV of FCF (SGD m)	66.5					
PV of terminal value (SGD m)	125.5					
Enterprise value (SGD m)	192.1					
Add: Net cash/(Debt)	(0.2)					
Total equity value (SGD m)	191.9					
No. of shares (m)	355.2					
Intrinsic value per share (SGD)	0.54					
ESG premium/(discount)	0.00					
TP (SGD)	0.54					
<u>Assumptions</u>						
Risk-free rate	2.8%					
Market return	9.0%					
Beta	1.1					
Equity risk premium	6.7%					
WACC	9.8%					
Terminal growth	0%					

Source: RHB

Figure 2: Singapore agent count market share* – total 36,058 Figure 3: 2024 total home sales at 52,384 units



Note: *As of 1 Jan 2025 Source: Company data

Source: Company data

Recommendation Chart



Jul-20 Dec-20 May- Oct-21 Mar-22Aug-22 Jan-23 Jun-23 Nov-23 Apr-24 Sep-24 Feb-25

Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
2025-03-16	Buy	0.48	0.42
2024-09-18	Buy	0.42	0.38
2024-07-04	Neutral	0.42	0.40
2024-03-08	Neutral	0.44	0.41
2023-11-13	Neutral	0.46	0.50
2023-08-15	Neutral	0.54	0.57
2023-05-17	Neutral	0.57	0.58
2023-03-05	Neutral	0.60	0.61
2022-10-17	Neutral	0.60	0.57
2022-08-10	Neutral	0.75	0.71
2022-06-22	Buy	0.75	0.60
2022-02-23	Neutral	0.75	0.70
2021-11-15	Neutral	0.90	0.84
2021-08-17	Neutral	0.88	0.93
2021-05-21	Buy	0.70	0.52

Source: RHB, Bloomberg

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Trading Buy: Share price may exceed 15% over the next 3 months, however longer-

term outlook remains uncertain

Neutral: Share price may fall within the range of +/- 10% over the next

12 months

 Take Profit:
 Target price has been attained. Look to accumulate at lower levels

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Not Rated: Stock is not within regular research coverage

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