



# Axis REIT 2Q 2010 Results Presentation July 2010

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# Snapshot

Approved Fund Size	□ 307,081,200 units		
Manager	☐ Axis REIT Managers Bhd		
Investment Properties	☐ 928.00 million (as at 30 June 2010 – Unaudited)		
Market Capitalisation Unit Price	<ul><li>RM620.30 million (as at 30 June 2010)</li><li>RM2.02 (as at 30 June 2010)</li></ul>		
Gearing	RM343.26 million (36.03% of Total Asset Value as at 30 June 2010 – Unaudited)		
Distribution Policy	<ul> <li>1st to 3rd Quarter - at least 95% of the current year-to-date distributable income and</li> <li>4th Quarter – at least 99% of the current year-to-date distributable income</li> </ul>		

#### **Net Property Income exceeds 2Q2009 by 21.31%**

	2Q2010	2Q2009	Changes / Movement
No. of Properties	23	19	+ 4
Property Income (RM'000)	20,978	17,362	+ 20.83%
Net Property Income (RM'000)	17,753	14,634	+ 21.31%
Profit before Taxation (RM'000)	12,116	10,580	+ 14.52%
Earnings Per Unit – sen	3.95	4.13	- 4.36%
Distribution per Unit – sen	4.00	4.10	- 2.44%
Management Expense Ratio	1.21%	1.29%	-6.20%
Units in Circulation	307,081,200	255,901,000	+ 20%



#### Financial Results – Balance Sheet

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	1H 2010 (RM '000)	31 DEC 2009 (RM'000)
Total Assets	952,578	907,745
Investment Properties	927,999	884,962
Borrowings	343,259	308,932
Net Asset Value	565,161	550,357
Unitholders' Funds	565,161	550,357
Gearing	36.03%	34.03%
NAV per unit	1.8404	1.7922
Price Premium to NAV	9.76%	7.69%



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	2Q 2010 (RM '000)	2Q 2009 (RM'000)	Changes / Movement
No. of Properties	23	19	+ 4
Property Income	20,978	17,362	+ 20.83%
Property Expenses	(3,225)	(2,728)	+ 18.22%
Net Property Income	17,753	14,634	+ 21.31%
Interest Income	43	-	
Non-Property Expenses	(1,697)	(1,825)	- 7.01%
Interest /Islamic financing cost	(3,983)	(2,229)	+ 78.69%
Income Before Taxation	12,116	10,580	+ 14.52%
Earnings Per Unit – sen	3.95	4.13	- 4.36%
DPU – sen	4.00	4.10	- 2.44%
No. of units in issuance	307,081,200	255,901,000	+ 20.00%



	2Q 2010 (RM '000)	1Q 2010 (RM'000)	Changes / Movement
No. of Properties	23	23	-
Property Income	20,978	19,797	+ 5.97%
Property Expenses	(3,225)	(3,075)	+ 4.88%
Net Property Income	17,753	16,722	+ 6.17%
Interest Income	43	51	
Non-Property Expenses	(1,697)	(1,580)	+ 7.41%
Interest /Islamic financing cost	(3,983)	(3,480)	+ 14.45%
Income Before Taxation	12,116	11,713	+ 3.44%
Earnings Per Unit – sen	3.95	3.81	+ 3.67%
DPU – sen	4.00	3.70	+ 8.11%
No. of units in issuance	307,081,200	307,081,200	-

	1H2010 (RM '000)	1H2009 (RM'000)	Changes / Movement
No. of Properties	23	19	
Property Income – Note 1	40,775	34,691	+ 17.54%
Property Expenses – Note 2	(6,300)	(5,433)	+ 15.96%
Net Property Income	34,475	29,258	+ 17.83%
Interest Income	94	-	
Non-Property Expenses – Note 3	(3,277)	(2,832)	+ 15.71%
Borrowing Cost	-	(305)	
Interest /Islamic financing cost – Note 4	(7,463)	(5,117)	+ 45.85%
Income Before Taxation	23,829	21,004	+ 13.45%
Earnings Per Unit – sen	7.76	8.21	- 5.48%
Distribution Per Unit (DPU) – sen	7.70	8.00	- 3.75%
No. of units in issuance	307,081,200	255,901,000	+ 20.00%

#### Notes to Financial Results – Income Statement

#### Note 1 – Property Income

Property Income has registered an 18% increase as compared to last preceding half year due to:

Four additional properties that were completed since the 2<sup>nd</sup> half of last year ie Axis Steel Centre, Bukit Raja Distribution Centre and the 2 Seberang Prai logistic warehouses.

Positive rental reversions recorded in the 1<sup>st</sup> half of this year of 5.4%.

This increase in property income was achieved despite 6 months loss of rental in Quattro West (formerly known as Nestle House) due to the refurbishment exercise that was completed in end April 2010. Nevertheless the Manager is pleased to announce that Axis-REIT has successfully leased 100% of the space at Quattro West commencing July 2010. The projected annual net yield contribution from Quattro West is expected to be 9%; which in turn will translates in to additional annual distribution per unit ("DPU") of 1.30 sen.

#### Notes to Financial Results – Income Statement

#### Note 2 – Property Expenses

Increase in property expenses is due to the additional properties acquired. The ratio of property expenses over property income is maintaining at 15%.

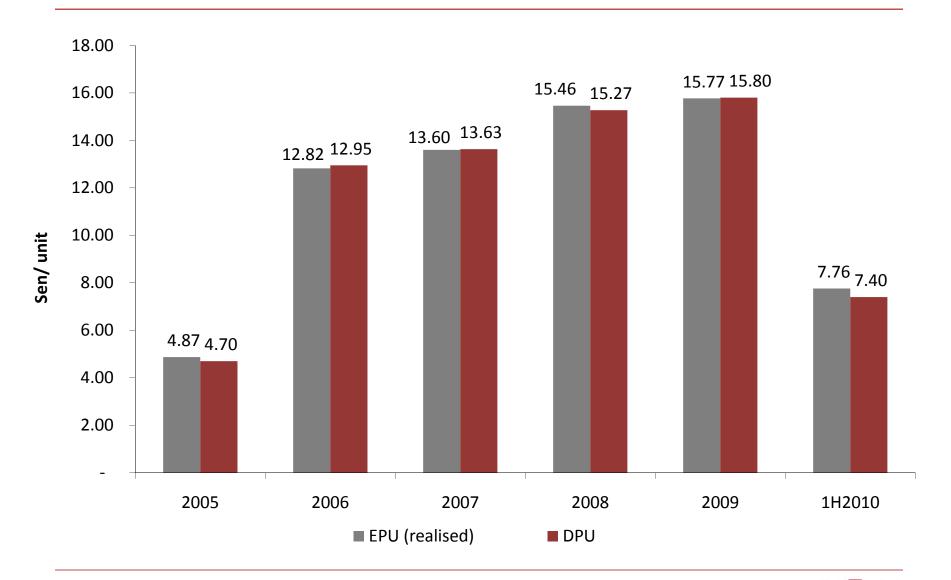
#### Note 3 – Non- Property Expenses

Including in the non-property expenses is the RM118,000 bad debts recovered in the current half year. The Management Expense Ratio ("MER") for 1<sup>st</sup> half 2010 has reduced to 1.21% of Net Asset Value.

#### Note 4 – Interest/Islamic financing cost

The increase in the interest/ islamic financing cost is due to the additional borrowings utilized to finance the 4 properties at the total acquisition cost of RM163,194.

#### Summary of EPU (Realised) and DPU

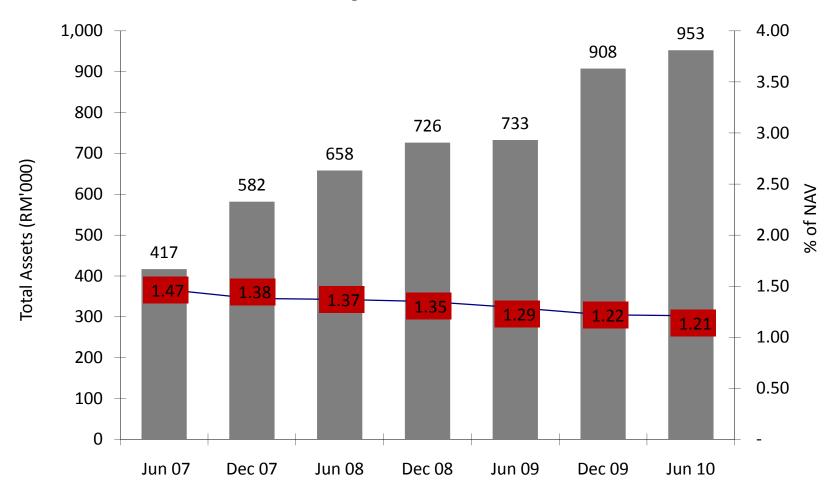


## Detailed Property Performance Analysis (RM'000)

	30 June 2010	Book Value (a)	Fair Value Adjust (b)	Acq Cost + Enhancement (c)	Annualised Revenue (d)	Gross Yield (d) / (c)
1	ABP	105,924	20,855	85,069	11,421	13.43%
2	Axis Plaza	29,500	6,998	22,502	2,725	12.11%
3	Crystal Plaza	89,800	33,263	56,537	9,430	16.68%
4	Infinite Centre	34,701	9,054	25,648	3,564	13.90%
5	Menara Axis	93,010	19,086	73,924	9,568	12.94%
6	Wisma Kemajuan	53,616	20,386	33,229	5,156	15.52%
7	Axis North Port	15,312	2,157	13,156	1,066	8.10%
8	Kayangan Depot	22,000	5,380	16,620	1,878	11.30%
9	Wisma Bintang	38,750	6,066	32,684	2,860	8.75%
10	Shah Alam DC1	19,000	(499)	19,499	1,590	8.15%
11	Giant Hypermarket	39,000	322	38,678	3,065	7.92%
12	FCI – Senai	14,000	1,449	12,551	1,312	10.45%
13	Nestle Warehouse	8,200	849	7,351	616	8.38%
14	Nestle House	52,000	3,998	48,002	under refurbishment	-
15	Kompakar	40,000	2,443	37,557	3,210	8.55%
16	Niro	14,500	(311)	14,811	1,560	10.53%
17	BMW	28,500	980	27,520	3,481	12.65%
18	Delfi Warehouse	13,500	746	12,754	1,306	10.24%
19	Axis Vista	35,006	2,495	32,510	3,211	9.88%
20	Axis Steel Centre	75,000	9,118	65,882	7,056	10.71%
21	Bukit Raja D. Centre	80,200	7,564	72,636	5,977	8.23%
22	SP Logistic Warehouse1	18,990	1,295	17,695	1,450	8.20%
23	SP Logistic Warehouse2	7,490	509	6,981	573	8.20%
	Total	927,999	154,203	773,796	82,075	11.31%

#### Management Expense Ratio ("MER")

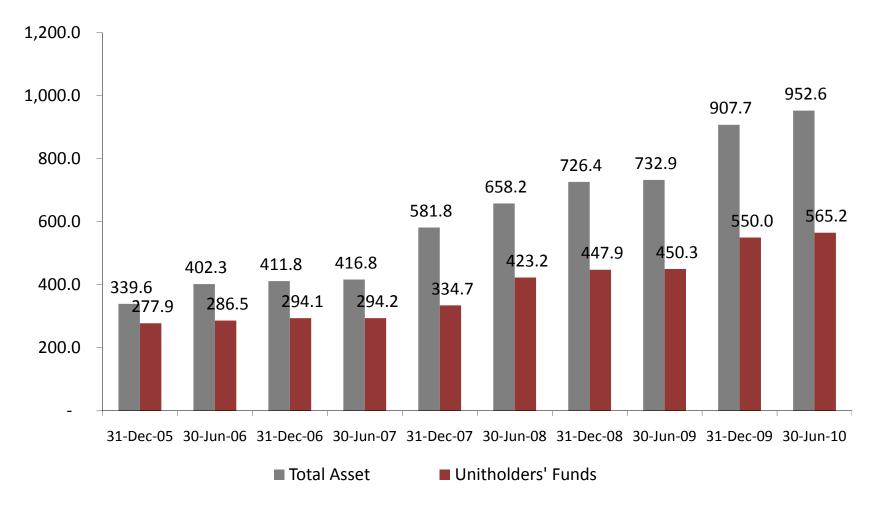
MER: <u>Total administrative expenses incl. Manager and Trustee's fees</u>
Average net asset value of the Fund.



# Balance Sheet Highlights (RM'000)

	30/6/10	31/12/09	Changes
Investment Properties	927,999	884,962	+ 43,037
Other Assets	24,579	22,783	+ 1,796
TOTAL ASSETS	952,578	907,745	+ 44,833
Borrowings	343,259	308,932	+ 34,327
Other Payables	44,158	48,456	- 4,298
TOTAL LIABILITIES	387,417	357,388	+ 30,029
NET ASSETS VALUE ("NAV")	565,161	550,357	+ 14,804
Unitholders' Capital	406,854	406,854	-
Undistributed Distributable Income	363	179	+ 184
Non-Distributable Reserve	157,944	143,324	+ 14,620
TOTAL UNITHOLDERS' FUND	565,161	550,357	+ 14,804
GEARING	36.03%	34.03%	
NAV/unit (RM)	1.8404	1.7922	
No. of units in issuance (mil)	307.081	307.081	

#### Total Assets & Unitholders' Funds

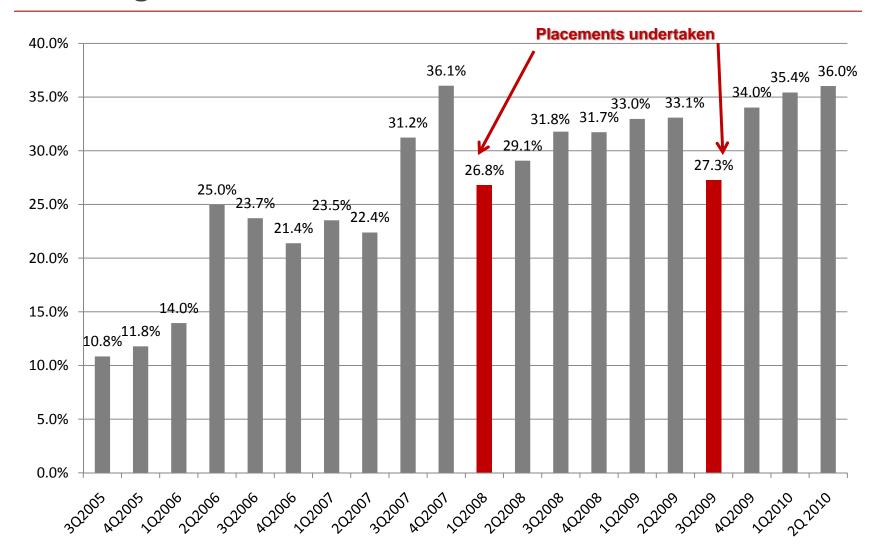


Total Asset and Unitholders' Funds have increased rapidly since IPO.

# Borrowings

	2006	2007	2008	2009	1H 2010
Total Borrowings (RM'000)	88,089	209,816	230,456	308,932	343,259
Total Assets (RM'000)	411,781	581,857	726,371	907,745	952,578
Gearings	21.39%	36.06%	31.73%	34.03%	36.03%
Effective Interest Rate	4.38%	4.39%	4.28%	4.11%	4.35%
Percentage of short term borrowings- floating rates	100%	100%	100%	47%	36%
Percentage of medium term borrowings (more than 2 years and less than 5 years)  – fixed rates	-	-	-	53%	64%

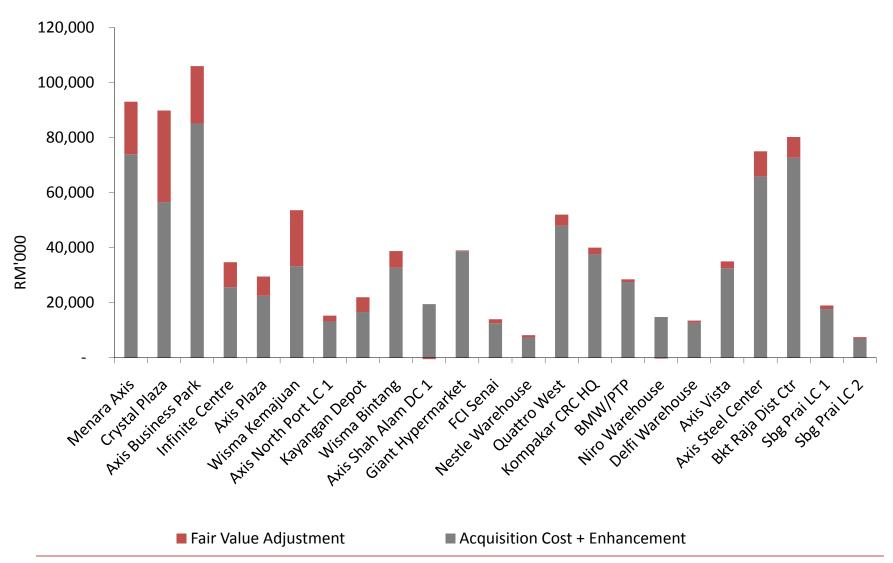
#### **Gearing Levels**



# Summary of FV movement in 1H2010 (RM'000)

	Name of Properties	Book Value as at 30 June 2010	Revaluation Amount	Surplus to be incorporated	
1	Seberang Prai Logistic Warehouse 1	17,695	18,990	1,295	
2	Seberang Prai Logistic Warehouse 2	6,980	7,490	510	
3	Axis Shah Alam DC 1	18,936	19,000	64	
4	BMW Centre PTP	27,150	28,500	1,350	
5	Giant Hypermarket	39,000	39,000	-	
6	Nestle Office & Warehouse	7,600	8,200	600	
7	Quattro West (formerly known as Nestle House)	44,940	52,000	7,060	
То	Total gain in fair value of investment properties for 1H 2010 10,879				

#### Fair Valuation Gain on Investment Properties



# 

#### 2010 Acquisition – PTP D8, Johor

- Sale & Purchase Agreement signed on 20 April 2010
- Estimated Completion Date : October 2010
- The purchase price of RM30 million is at 3.23% discount to the market value providing Unitholders with a capital gain of approximately RM0.5 million
- Tenant Nippon Express (M) Sdn Bhd

 Strengths of PTP D8- good location and strong lease of 10 years + 3 years with fixed stepups.

Land Area : 6.12 acres (266,587 sq ft)

Gross Built Up : 187,000 sq ft

Land Tenure : leasehold land with 47 yrs

sub-lease expiring March 2055

Tenant : Nippon Express (M) Sdn Bhd

Occupancy : 100%

Tenure : 10-yr lease with a 3 yr option

Purchase Price : RM30.00 million

Acquisition Price : RM30.50 million

Valuation : RM31.00 million

Gain : RM0.5 million

Net Yield : 9.16%



#### 2010 Acquisition – Axis Technology Center

- 3<sup>rd</sup> related party acquisition since IPO
- Sale & Purchase Agreement signed on 3 June 2010
- Estimated Completion Date : October 2010
- The purchase price of RM49 million is at 5.77% discount to the market value providing Unitholders with a capital gain of approximately RM2.3 million
- Tenant Sigma Elevators, Fresenius Medical, Fresenius Kabi, Green Packet

Tenure – ranging from 2-year tenancy to 6-year tenancy

Land Area : 4.13 acres (179,897 sq ft)

Gross Built Up : 214,868 sq ft

Land Tenure : leasehold land with 57 yrs

expiring January 2067

Occupancy : 100%

Purchase Price : RM49.00 million

Acquisition Price : RM49.70 million

Valuation : RM52.00 million

Gain : RM2.3 million

Net Yield : 8.1%



#### 2010 Acquisition – Axis PDI Center

- 4<sup>TH</sup> related party acquisition since IPO
- Sale & Purchase Agreement signed on 3 June 2010
- Estimated Completion Date : October 2010
- The purchase price of RM85 million is at 7.61% discount to the market value providing Unitholders with a capital gain of approximately RM5.9 million
- Tenant Konsortium Logistik Berhad

Land Area : 48.29 acres (2,103,395 sq ft)

Gross Built Up : 51,504 sq ft

Land Tenure : leasehold land with 81 yrs

expiring August 2091

Occupancy : 100%

Tenure : 5-yr lease with a 5 yr option

Purchase Price : RM85.00 million

Acquisition Price : RM86.10 million

Valuation : RM92.00 million

Gain : RM5.9 million

Net Yield : 9.5%







## 2010 Acquisition – Axis PDI Center



#### 2010 Acquisition – Tesco, Johor

Letter of Offer accepted on 7 July 2010

Estimated Completion Date : October 2010

Tenant – Tesco Stores (Malaysia) Sdn Bhd

 Strengths – Brand new facility, good location and strong lease of 30 years with fixed stepups every 3 years over the 30 year period Land Area : 9.69 acres (422,370 sq ft)

Gross Built Up : 233,579 sq ft

Land Tenure : Freehold

Occupancy : 100%

Tenure : 30-yr lease

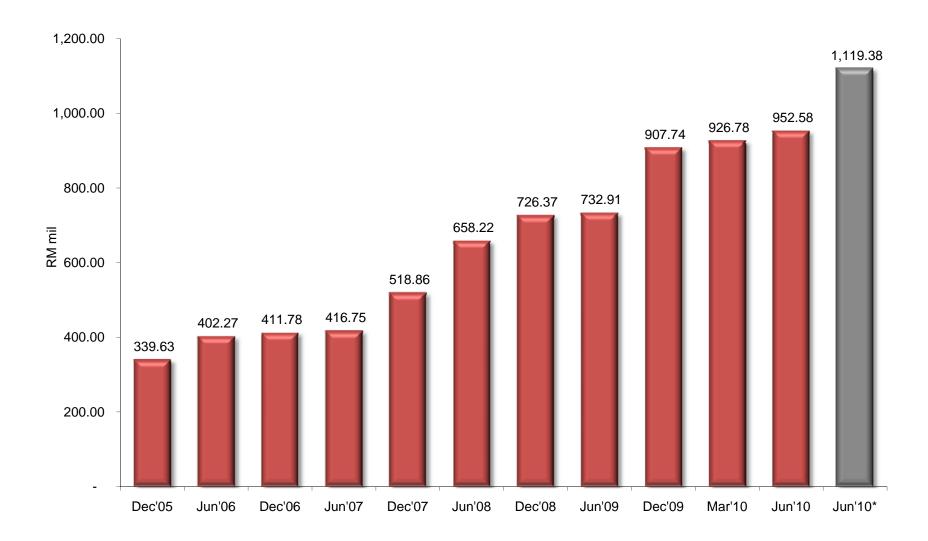
Purchase Price : RM75.60 million

Acquisition Price : RM76.90 million

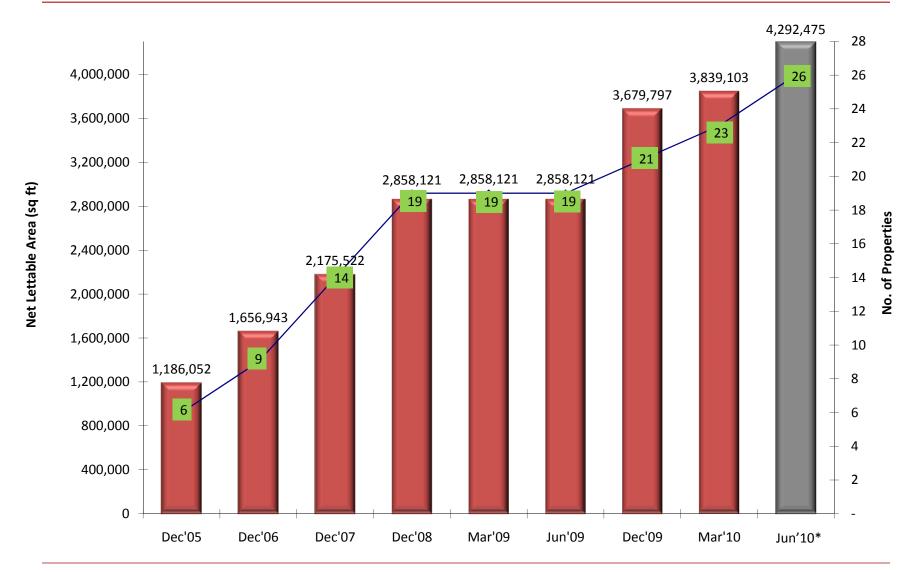
Net Yield : 7.5%



#### Impact on Asset Under Management



#### Impact on Space Under Management



# A Potential Property Pipelines

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## Pipeline of Properties from Private Equity

Sp	Special Purpose Vehicles					
1	Axis Techpoint 1	2.84 acres	Petaling Jaya	121,800 sq ft Office / Warehouse		
2	Axis Technology Center SPA executed	4.13 acres	Petaling Jaya	170,700 sq ft Office / Warehouse		
3	Axis PDI Center SPA executed	48.29 acres	Klang, off KESAS Highway	Automotive PDI Center		
	Total	55.26 acres		292,500 sq ft		
	Estimated Value			RM170million		

#### Private Equity Pipeline – Axis Techpoint 1

# Lot 11, Jalan 225, Petaling Jaya Office Warehouse

Site Area = 2.84 acres (123,710 sq ft)

Built Up Area = 121,800 sq ft

Land Tenure = 99 yrs expiring May 2067

6-storey office block = 66,000 sqft

Single storey warehouse = 55,800 sqft

Car Parks = 149 lots

Warehouse is currently 100% occupied.

Development works completed and currently perfecting the tenancies.



#### Potential 3rd Party Acquisitions

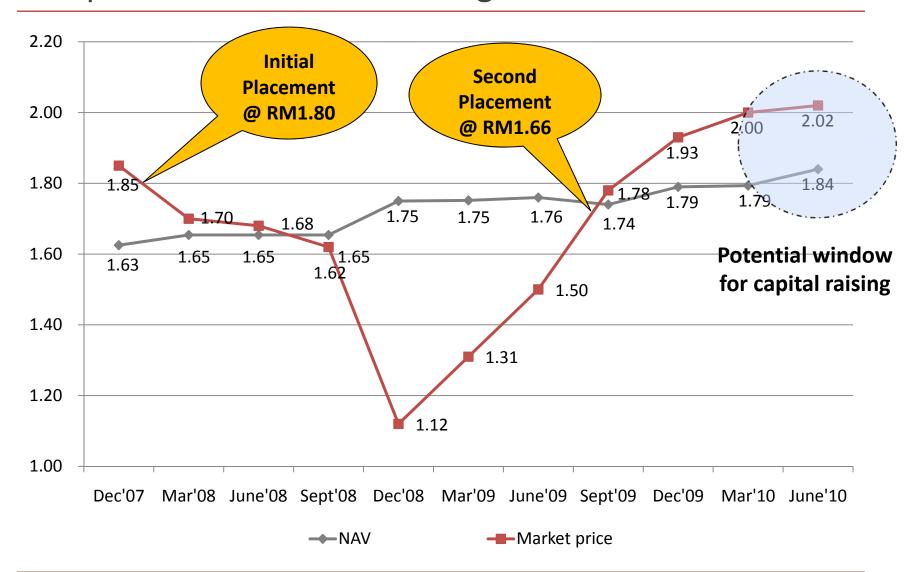
# The Manager is currently assessing for the following assets as potential acquisition targets:

- 1. Two units of brand new Logistics Warehouses in Johor. Each with a long lease arrangement and step ups. SPA signed for one of the warehouses.
- 2. Retail warehousing in Johor.
- 3. An office building in Cyberjaya.

Valued in the region of RM 190 million.



#### Proposed Placement – Trading @ Premium to NAV



#### **Proposed Placement**

- From the positive response on the second placement (2.03x over subscription) in September 2009, the Managers have taken proactive steps to sustain the continued growth of the Trust by seeking SC's approval for the next capital raising.
- In March 2010, SC granted a specific approval for the next capital raising (within a 12-month period from last placement) via a private placement.
- Condition of the specific approval by SC placement will only be issued to public institutions and each limited to 25% of the units to be issued.
- Potential placement unit up to 68,819,800 million units and raise approximately RM132 million (before gearing) for future acquisitions.



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### To date we have a total of 10 REIT managers are members. They are:

Atrium REIT Managers Sdn Bhd
Amara Reit Managers Sdn Bhd
Axis Reit Managers Berhad
AmanahRaya Reit Managers Bhd
Boustead Reit Managers Sdn Bhd
Damansara Reit Managers Sdn Bhd
GLM Reit Management Sdn Bhd
Hektar Asset Management Sdn Bhd
Sunway City Berhad

**UOA Asset Management Sdn Bhd** 

Chan Kum Chong
YP Lim
Stewart Labrooy
Adenan Md Yusof
Fahmy Ismail
Yusaini Bin Hj Sidek
Chan Wan Leong
Zalila Binti Mohd Toon
Dato Jeffrey Ng Tiong Lip
Khor Soo Beng

- Axis REIT Managers recognised the need to form an association in order to collectively lobby the regulators and tax authorities for changes necessary to have a vibrant M-REIT market. We spearheaded the formation of the Malaysia REIT Managers Association ("MRMA") back in 2009.
- In September 2009, we submitted an application to register MRMA with the Registrar of Societies. A Protem Committee was formed for the purposes of registration with members drawn from Axis REIT Manager and Am ARA REIT Managers.
- Currently, we have 10 M-REIT managers who have joined as members and the inaugural AGM will be held on 22 July 2010.
- Some of the changes which MRMA would like to propose are :
  - Standardise the 10% WHT across all class of investors.
  - To allow REITs with AUM's under 2 Billion Ringgit to have multiple placements to grow their market capitalization. To enforce the 20% ruling if the AUM exceeds RM 2 Billion.
  - Request for faster rights issues programs for REITs taking a cue from Singapore.

The Objects of the Association clearly spells out how it will assist its members in moving forward:

- ❖To act as a collective representation of the Malaysian real estate investment sector.
- ❖To establish an environment for more investments into high quality real estate in Malaysia.
- ❖ To establish a framework for the development of the Real Estate Investment Trust ("REIT") industry, to coordinate investment activities and promote networking possibilities within the region.
- Improve transparency and provide quality research and information to local, regional and international investors.
- ❖ Develop common workable standards that meet with international best practices especially in the areas of financial reporting, disclosure and corporate governance.
- \*Represent members' interests through lobbying the Malaysian Government and regulators for functional regulations, viable structures and tax harmonization in order to make Malaysian REIT's competitive within the region and internationally.
- Encourage and promote the quoted property funds industry.
- ❖ Provide insightful market research and databases that can be practically utilized by members.
- Establish working committees that can formulate policies and coordinate the various activities.
- Introduce training and discussion forums to analyze applicable laws and legislation, trends and current issues, improve professionalism and knowledge within the real estate investment industry

## Investors Outreach Program





In collaboration with AmFirst REIT, AmanahRaya REIT, Regroup Associates and OSK Investment Bank Bhd, Axis REIT Managers Bhd initiated the first of a series of Retail Investor Roadshows.



- The first roadshow was held in Penang on 4 July 2009, with over 200 members of the investing public attending. The second was held in Petaling Jaya followed by Ipoh, Melaka and Kuching.
- The next roadshows will be held in Johor and Kota Kinabalu.

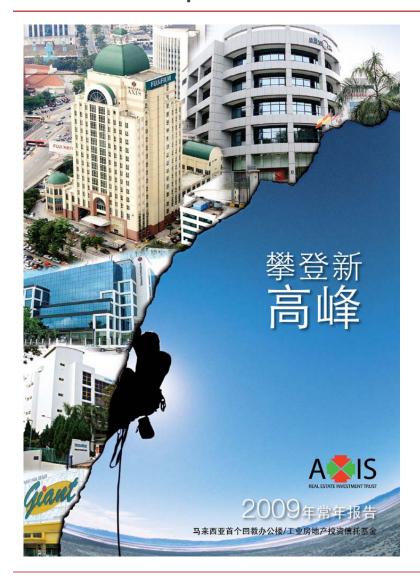
# Bursa Malaysia – Investors Expo 2010





- ❖ Participated in Bursa's Investor Expo 2010 which was held on 17 to 18 July 2010.
- ❖ 5 REITs were showcased Axis REIT, AmFirst REIT, AmanahRaya REIT, Sunway REIT and Quill Capita Trust.
- Expo targeted the Retail Investors.

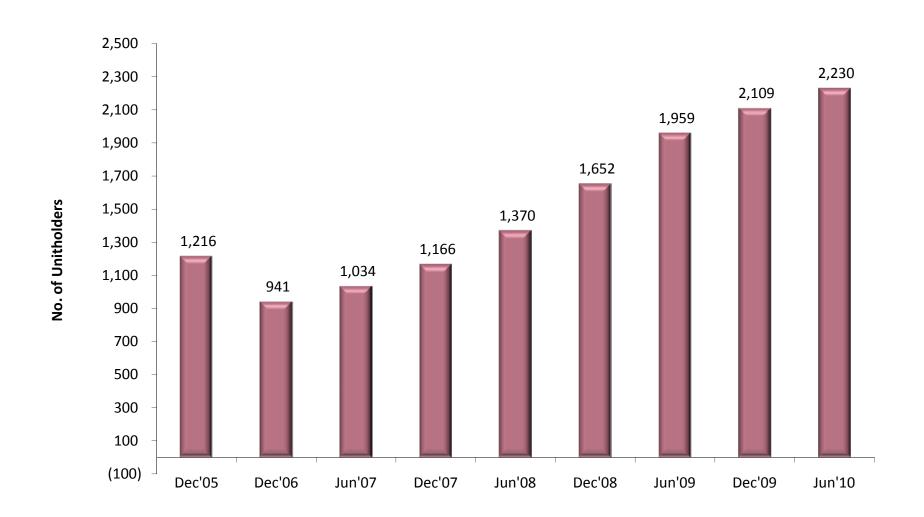
# Annual Report in Mandarin



Continue to provide mandarin version of the 2009 annual report online at :

www.axis-reit.com.my.

# Improving Investor Visibility and Liquidity

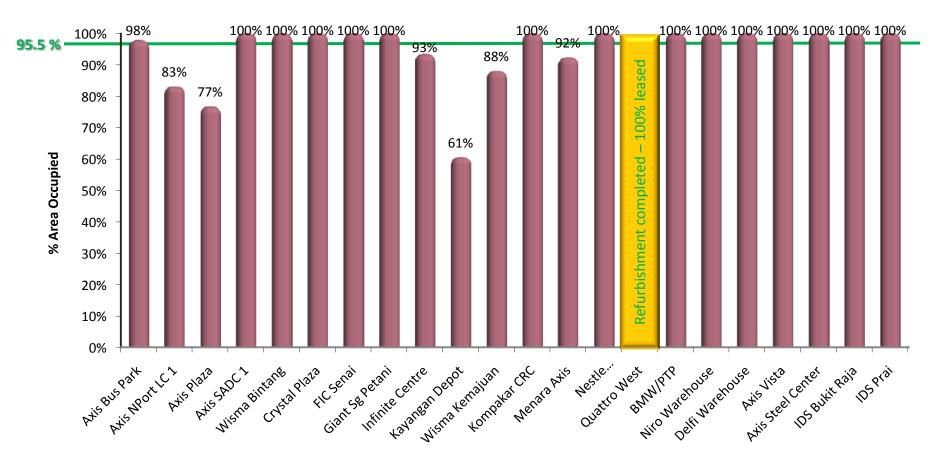


# Improving Investor Visibility and Liquidity

- 2,230 unitholders represents an increase of 35% from end 2008.
- ❖ The single largest unitholder (non-related party) is EPF with 33.6 million units or 10.9%. EPF has been actively buying units from the open market post private placement in September 2009.
- The second largest unitholder is Kumpulan Wang Persaraan with 15.7 million units followed by AIA with 13.46 million units.
- Have seen significant improvement in the liquidity of the stock for 2009. Total volume transacted for 2009 was 48.0 million units as opposed to 29.6 million in 2008. 1H2010 38.2 million units transacted; 1H2009 22.8 million units transacted.
- Unit price has also seen significant improvement at the 2Q2010 as compared to end 2008. Unit price closed at RM2.02, a 80% increase from the 2008 closing price.
- ❖ Total foreign holdings stand at 16.8%. Related party 13.0%; non-related party 3.8%.
- Promoters current holdings stands at 24.6%.

# A SIS Property Portfolio Performance

## Occupancy Levels



Quattro West – 100% space signed up with 4 tenants. Rental income to commence progressively from 1 August 2010.

# Occupancy Levels

The Manager has worked hard to maintain occupancy levels across the portfolio. Recent track record of Occupancy Rates.

As at:	Dec.31. 2009	92.27%
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Apr.30. 2010 **90.23**%

Jun.30. 2010 **92.86**%

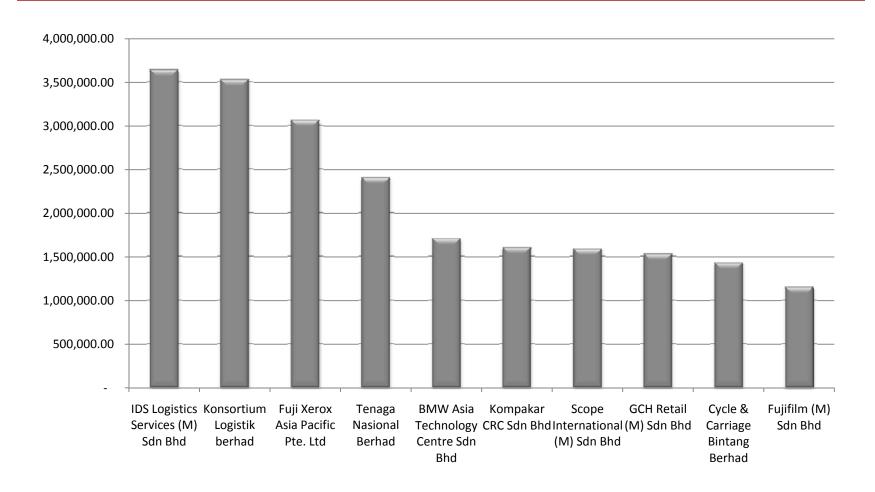
**Projected Aug.1.2010 95.5%** 

#### **Comparison to the Market**

Selangor. Office Occupancy Rates Q1. 2010 78.20%

Axis Multi-tenanted Buildings \* 1H. 2010 90.09%

## Top 10 Tenants



Top Ten Tenants as at 30 June 2010

# Lease Expiry Profile 2010 - 2012

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Property	Year 2010	% of Total NLA	% of Rental per month	Year 2011	% of Total NLA	% of Rental per month	Year 2012		% of Rental per month
Menara Axis	58,002	1.52	3.06	14,034	0.37	1.16	-	-	-
Crystal Plaza	169,146	4.42	8.08	9,118	0.24	0.50	12,433	0.32	0.65
Axis Business Park	40,189	1.05	1.20	260,967	6.82	9.89	21,996	0.57	0.72
Infinite Center	77,753	2.03	2.22	33,447	0.87	0.94	31,282	0.82	0.81
Axis Plaza	38,812	1.01	1.10	57,439	1.50	1.72	-	-	-
Wisma Kemajuan	111,373	2.91	3.29	22,043	0.58	0.64	23,146	0.61	0.98
Axis North Port LC 1	98,510	2.57	0.93	13,000	0.34	0.15	-	-	-
Kayangan Depot	105,942	2.77	1.83	16,856	0.44	0.22	_	-	-
Wisma Bintang	_	-	-	_	-	_	172,967	4.52	3.29
Axis Shah Alam DC1	-	-	-	-	-	_	-	-	-
Kompakar CRC HQ	104,903	2.74	3.69	-	_	-	-	-	-
Axis Vista	57,617	1.51	1.86	60,400	1.58	1.31	-	-	_
FCI Senai	-	<del>-</del>	_	_		-	136,619	3.57	1.51
	862,247	22.54	27.35	487,304	12.74	16.55	398,443	10.41	7.96

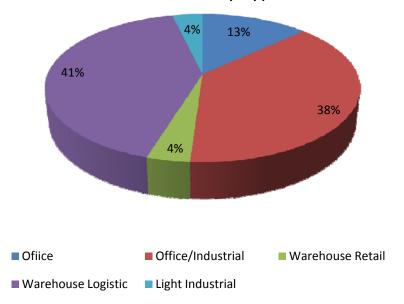
# Maintaining Positive Rental Reversions

Multi Tenanted Properties	Space Negotiated	% Movement
Menara Axis	36,769	+ 5.84%
Crystal Plaza	169,146	+ 8.41%
Axis Business Park	21,353	+ 3.16%
Infinite Centre	44,235	+ 5.17%
Axis Plaza	32,873	+ 0.13%
Wisma Kemajuan	33,037	+ 5.77%
Kayangan Depot	76,278	- 6.50%
Kompakar CRC HQ	104,903	+ 5.88%
Axis Vista	16,680	No change

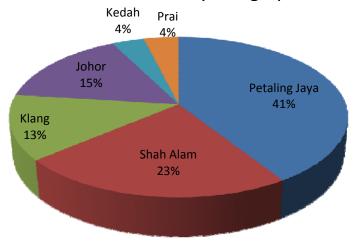
The Manager has successfully renegotiated **535,274 sqft** of space representing approximately **62%** of 2010 total lettable space which are due for renewals.

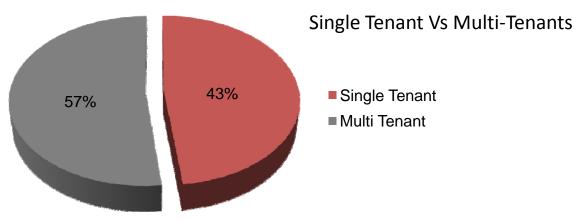
# Maintaining Positive Rental Reversions

#### Portfolio Diversification by Type and NLA



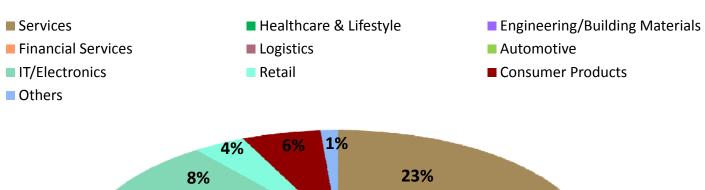
#### Portfolio Diversification by Geographical and NLA

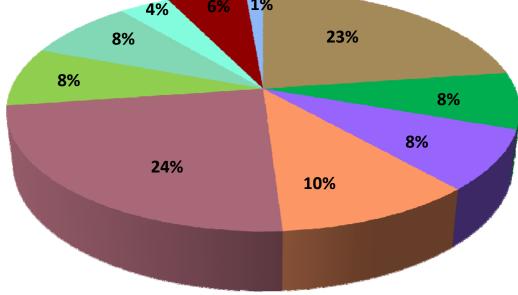




## Portfolio Diversifications

#### Portfolio Diversification by Sector and Revenue







REAL ESTATE INVESTMENT TRUST

#### THE AIM

As a manager we understand that acquisition alone is not sufficient and that we need to devote management time and effort to the performance of the existing assets.

Asset enhancement occurs for two main reasons:

One: To reposition the asset achieve better yields,

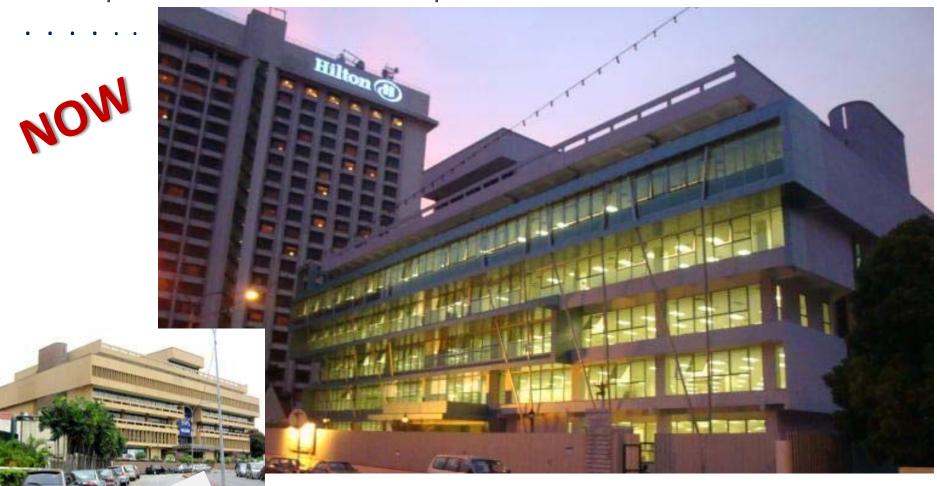
Two: As a defensive strategy to preserve occupancy

levels.

ALL ENHANCEMENTS MUST BE ACCRETIVE

# **Quattro West**

A complete refurbishment to reposition asset and increase revenue



## **Quattro West**



And some further **Good News** on Quattro West

On Friday, 17<sup>th</sup> April, 2010 in an awards ceremony in Hong Kong, we were awarded a 5 star award for the;

# **Best Redevelopment in Malaysia**

by the International Property Awards in Association with Bloomberg Television

100% Leased

# Crystal Plaza - A major upgrade is being undertaken to improve retention

### The Scope

To give a completely new look to the front and back. New entrance, lobbies and some M&E upgrades

#### Aim

To ensure retention on key tenants

#### **Status**

Plans submitted for MBPJ approval

**Timing**: Start work Q3/10





# Thank You