

Axis-REIT Results  
3Q 2013  
21<sup>st</sup> October 2013.



# Highlights for 3Q 2013



## A Quick Snapshot

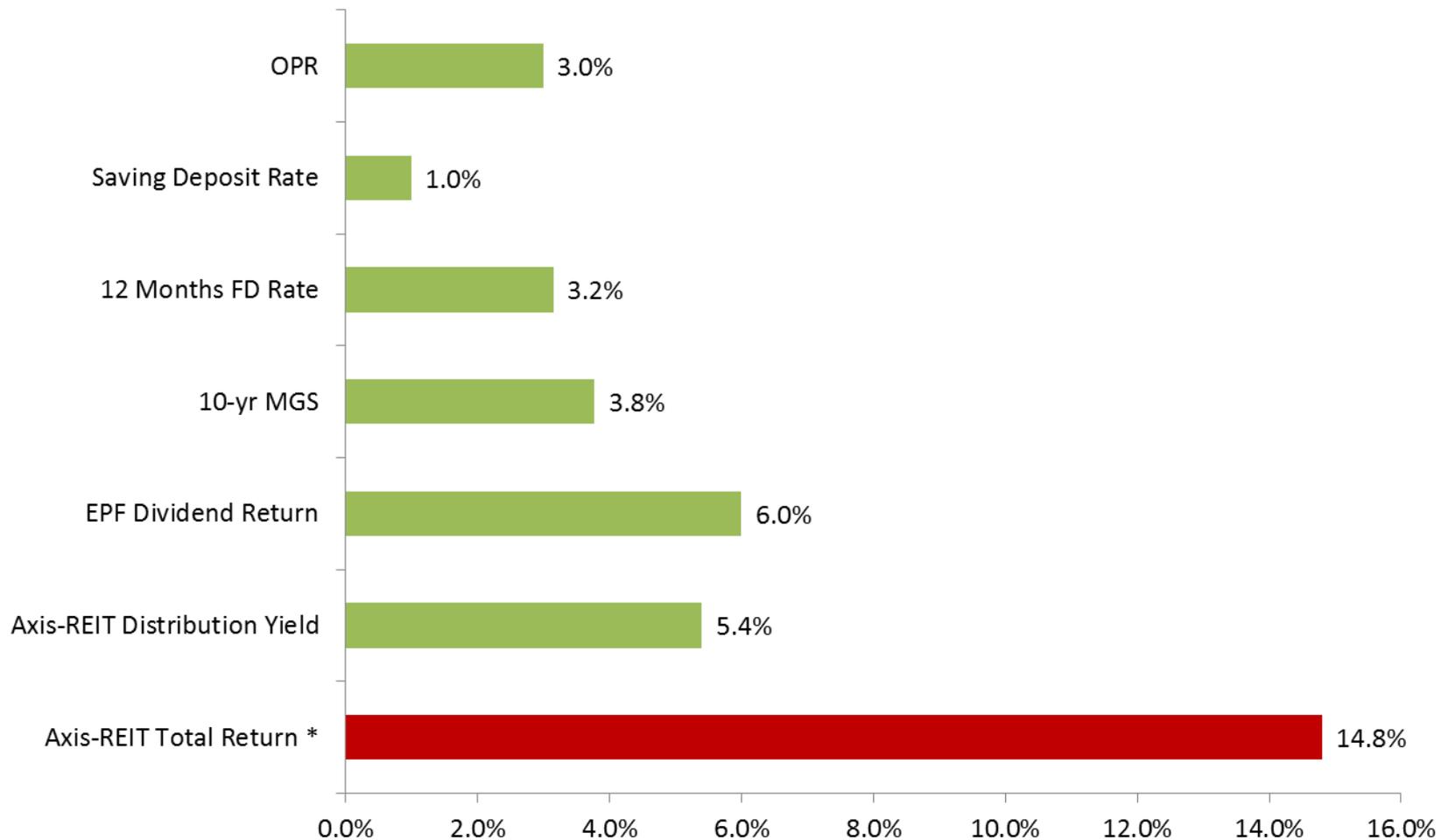
	YTD 3Q 2013
Total Net Income (RM' 000)	81,913
Income Available for Distribution ("Realised") (RM' 000)	63,415
Earnings per Unit ("EPU") ("Realised") (Sen)	13.78
Income Distribution Declared (RM'000)	63,225
Distribution per Unit* ("DPU") (Sen)	13.80
Number of Investment Properties	31
Units in Circulation (Units)	458,940,983
Assets Under Management (RM'000)	1,585,420
Total Financing (RM'000)	523,812
Gearing Ratio	33.04%
Total Unitholder's Fund (RM'000)	1,013,015
Market Capitalization (RM'000)	1,564,989
Net Asset Value per Unit (RM)	2.2073
IPO Retail Unit Price	1.25
Unit Price as at 30 September 2013 (RM)	3.41
Number of Unitholders	2,220

\*3<sup>rd</sup> Interim Income distribution to be paid on 13 December 2013

## Highlights YTD 3Q 2013

- ✓ Net Property Income increased by 8.2% for YTD 3Q 2013.
- ✓ A record DPU of 13.8 sen per unit declared for YTD 3Q 2013.
- ✓ A total of RM17.3 million revaluation gain has been recorded for YTD 3Q 2013; with RM14.6 million recognised in 3Q 2013.
- ✓ Unitholders' Funds to reach RM1 billion.
- ✓ Currently trades at a premium of 55% to our NAV.
- ✓ Successfully launched our 2<sup>nd</sup> Sukuk of RM155 million in August 2013.
- ✓ Implementation of the Fund's 4<sup>th</sup> round of Income Distribution Reinvestment Plan (IDRP) in conjunction with the payment of the 3<sup>rd</sup> interim 2013 income distribution.

# Return Comparatives



\*Total Return = (Movement in share price for YTD 3Q 2013 + Annualized Dividend)/(FY2012 Closing Share Price)

## Our Strategy



## Our Strategy

- ✓ Targeting Growth in our asset class
- ✓ To build on our SUKUK presence in the market. To continue to improve on our capital management.
- ✓ Continue to enhance existing assets to drive value and income
- ✓ Trading of assets to reward our Unitholders
- ✓ Best Practices & Corporate Governance
- ✓ Leading the Malaysian REIT Managers Association to drive Regulatory and Tax Reform
- ✓ Setting Standards as a World Class Asset Management Company
- ✓ Leveraging on Technology & Sustainability

Axis- REIT  
Financials for  
30 September  
2013



## Financial Results – Income Statement 3Q 2013 vs 3Q 2012

	3Q 2013 (RM '000)	3Q 2012 (RM'000)	Changes / Movement
No. of Properties	31	30	+ 1
Property Income	35,192	32,695	+ 7.64%
Property Expenses	(5,073)	(4,988)	+ 1.70%
Net Property Income	30,119	27,707	+ 8.70%
Interest Income	115	102	
Non-Property Expenses	(3,059)	(2,959)	+ 3.38%
Islamic Financing Cost	(5,855)	(5,642)	+ 3.78%
Income Before Taxation	21,320	19,208	+ 10.99%
DPU – sen	4.70	4.30	+ 9.30%
No. of units in issuance	458,940,983	456,517,221	+ 0.53%

Note: The above financials excludes unrealised earnings due to changes in fair value of investment properties/tenants' deposits.

## Financial Results – Income Statement YTD 3Q 2013 vs YTD 3Q 2012

	YTD 3Q 2013 (RM '000)	YTD 3Q 2012 (RM'000)	Changes / Movement
No. of Properties	31	30	+ 1
Property Income - <b>Note 1</b>	105,307	97,767	+ 7.71%
Property Expenses - <b>Note 2</b>	(15,425)	(14,732)	+ 4.70%
Net Property Income	89,882	83,035	+ 8.25%
Interest Income	480	200	
Non-Property Expenses - <b>Note 3</b>	(9,329)	(8,899)	+ 4.83%
Islamic financing cost - <b>Note 4</b>	(17,959)	(15,461)	+ 16.16 %
Income Before Taxation	63,074	58,875	+ 7.13%
Earnings Per Unit – sen	13.78	12.97	+ 6.25%
DPU – sen	13.80	13.00	+ 6.15%
No.of units in issuance ('mil)	458,940,983	456,517,221	+ 0.53%

Note: The above financials excludes unrealised earnings due to changes in fair value of investment properties/tenants' deposits.

### **Note 1 – Property Income**

Increase in property income as compared to last year is due to the acquisition of new investment properties, i.e. Wisma Academy and The Annexe and positive revision of rental rate.

### **Note 2 – Property Expenses**

Increase in property expenses is due to two (2) additional properties added to the portfolio. The efficiency ratio (based on the ratio of property expenses over income) of the portfolio of properties has improved to 14.65% in comparison to last year's 15%.

### **Note 3 – Non-Property Expenses**

The increase in non-property expenses is due to the increase in the Net Asset Value (“NAV”) of the Fund. The Management Expenses Ratio (“MER”) up to 3<sup>rd</sup> quarter of the financial year is at 1.25% of NAV.

### **Note 4 – Islamic financing cost**

The increase in Islamic financing cost is due to the higher average gearing level of the Fund for the nine-months ended 30 September 2013 as compared to last year.

## ***4.70 sen DPU***

This is based on a 99% payout ratio on Income Available for Distribution (after adding back non-cash items as allowed under the Trust Deed)

Important dates:

Ex-date: 1 November 2013

Entitlement date: 6 November 2013

Payment date: 13 December 2013

## 4<sup>th</sup> Implementation of IDRP



## Implementation of the Income Distribution Reinvestment Plan (IDRP)

4<sup>th</sup> round of IDRP implementation for the Fund.

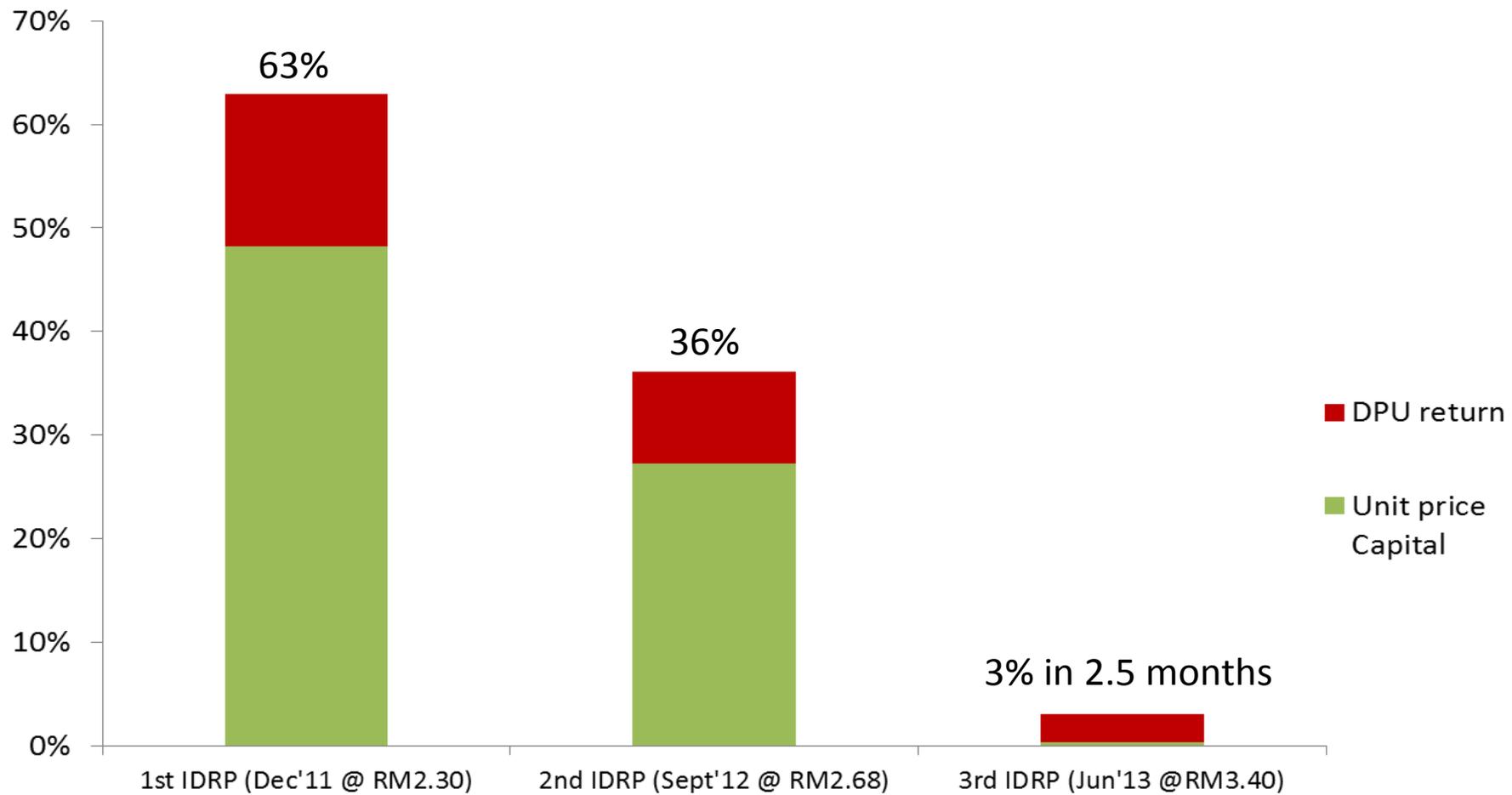
Electable portion : 2.20 sen representing 46.8% of the 3<sup>rd</sup> interim 2013 income distribution of 4.70 sen per unit

5 days VWAMP : RM3.3972 per unit

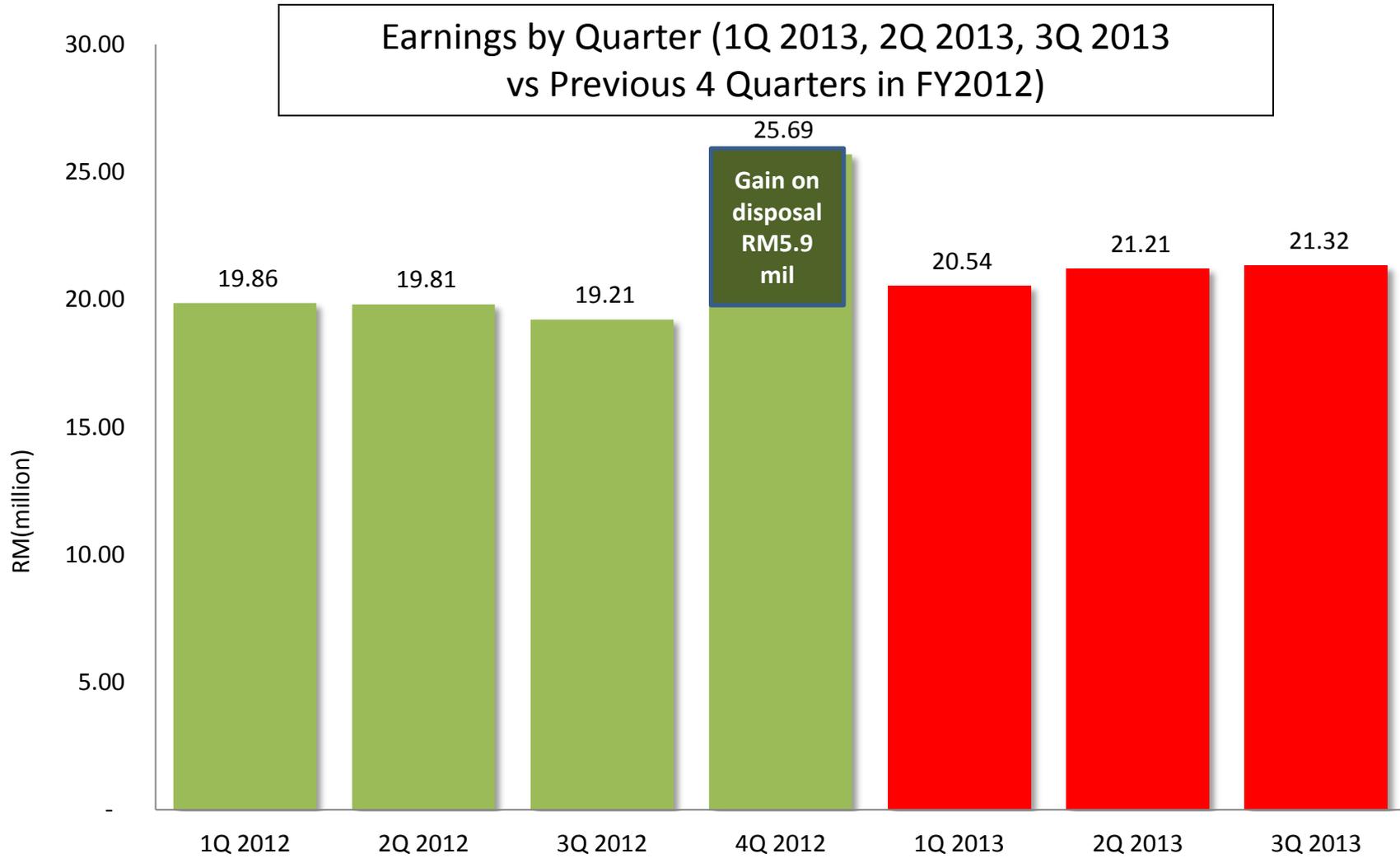
Discount rate : 5.8%

Exercise price : : RM3.20 per unit

# Total return to Unitholders on the last 3 DRP's



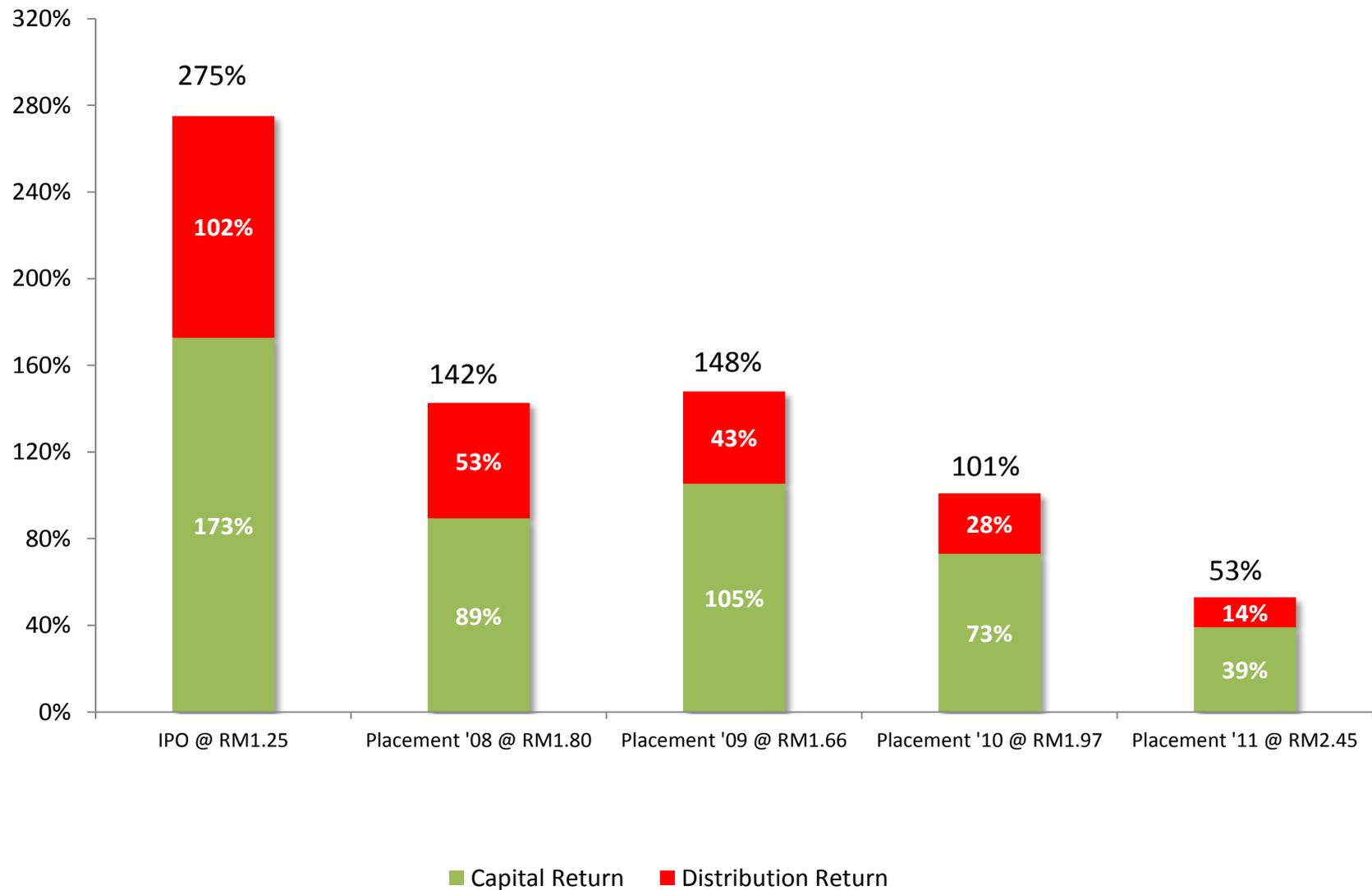
Adjusted Income Before Taxation/ Income Available For Distribution:



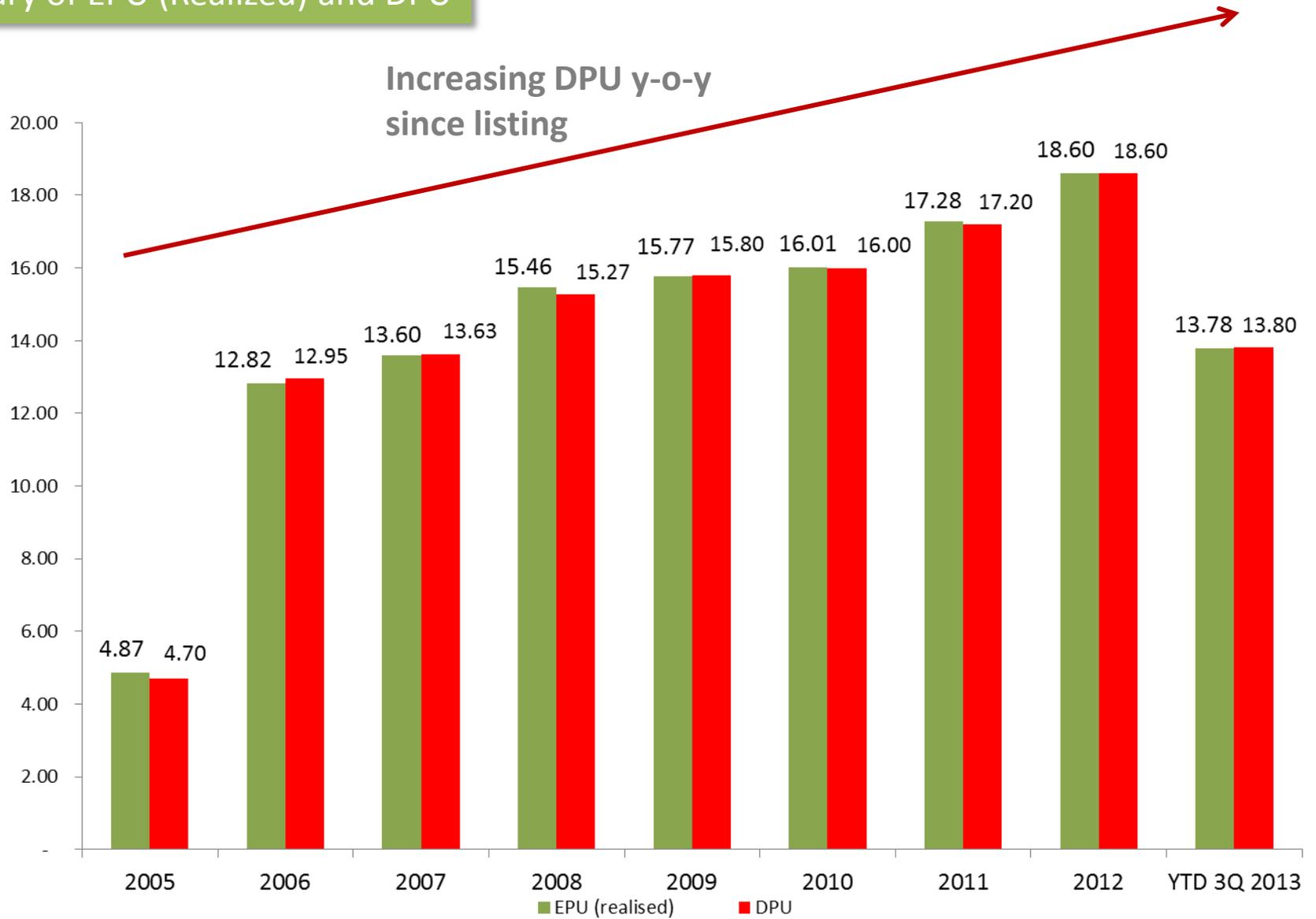
## Balance Sheet Highlights (RM'000)

	30/9/13	31/12/12	Changes
Investment Properties	1,559,295	1,519,519	+ 39,776
Fixed Assets	1,483	521	+962
Other Assets	24,642	69,368	- 44,726
<b>TOTAL ASSETS</b>	<b>1,585,420</b>	<b>1,589,408</b>	<b>- 3,988</b>
Borrowings	523,812	549,285	- 25,473
Other Payables	48,593	50,418	+1,825
<b>TOTAL LIABILITIES</b>	<b>572,405</b>	<b>599,703</b>	<b>- 27,298</b>
<b>NET ASSETS VALUE ("NAV")</b>	<b>1,013,015</b>	<b>989,705</b>	<b>+ 23,310</b>
Unitholders' Capital	743,636	735,429	+ 8,207
Undistributed Distributable Income	21,474	25,617	- 4,143
Non-Distributable Reserve	247,905	228,659	+ 19,246
<b>TOTAL UNITHOLDERS' FUND</b>	<b>1,013,015</b>	<b>989,705</b>	<b>+ 23,310</b>
<b>GEARING</b>	<b>33.04%</b>	<b>34.56%</b>	
<b>NAV/unit (RM)</b>	<b>2.2073</b>	<b>2.1679</b>	
<b>No. of units in issuance</b>	<b>458,940,983</b>	<b>456,517,221</b>	

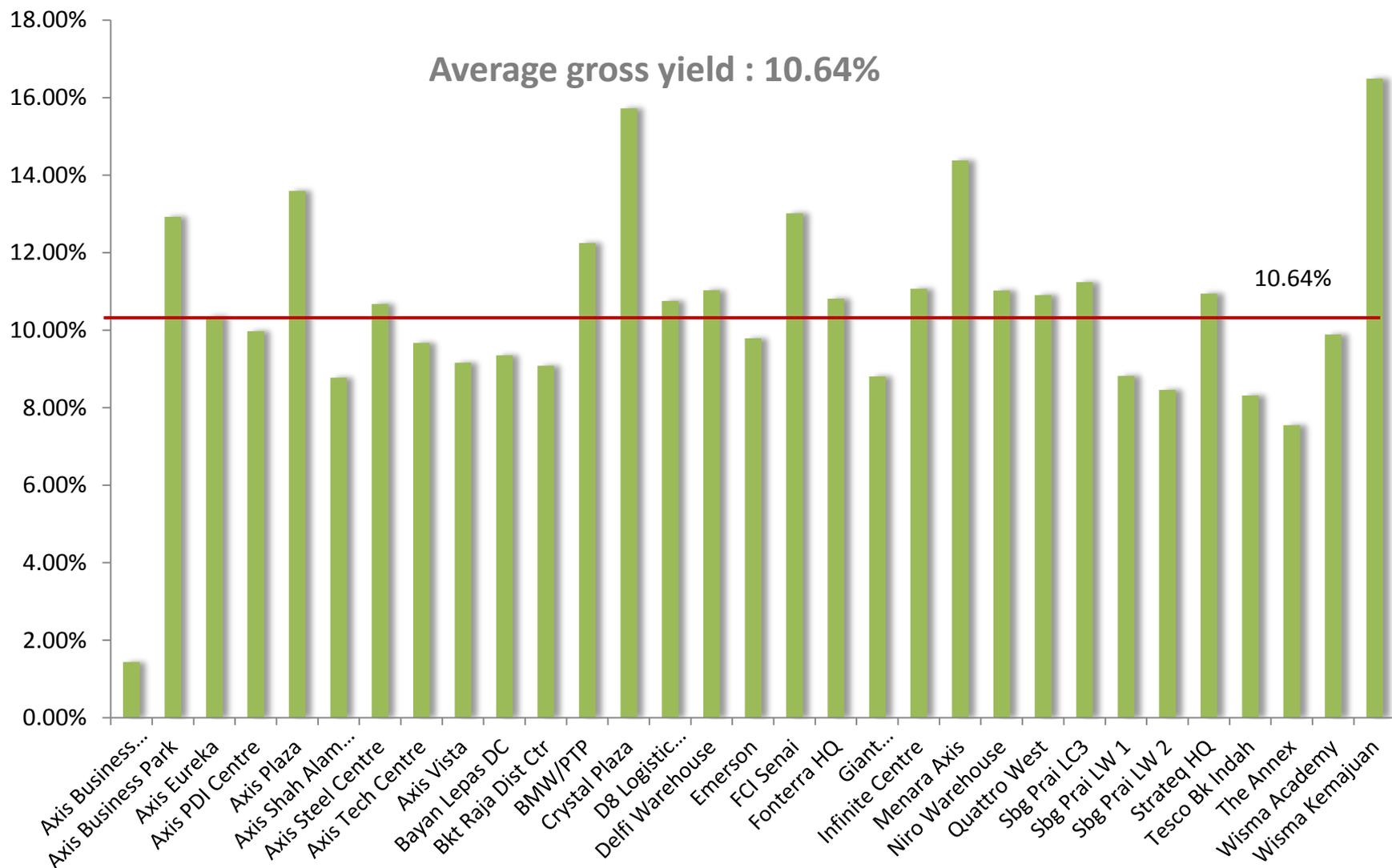
# Capital Return and Dividend Return



# Summary of EPU (Realized) and DPU

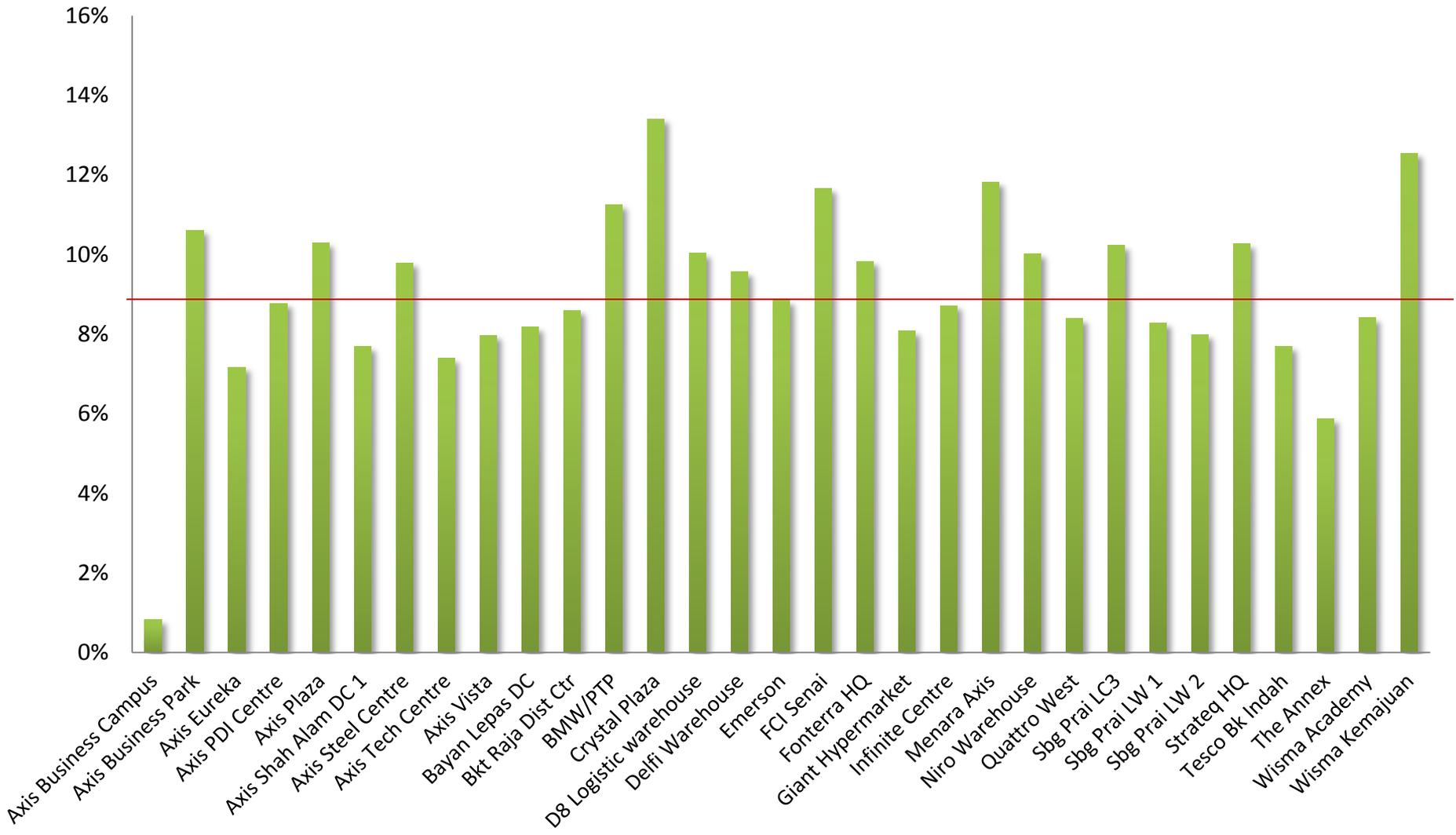


# Gross Yield Of Investment Properties



# Net Yield Of Investment Properties/ Cost

Average net yield for the portfolio is 9.09%

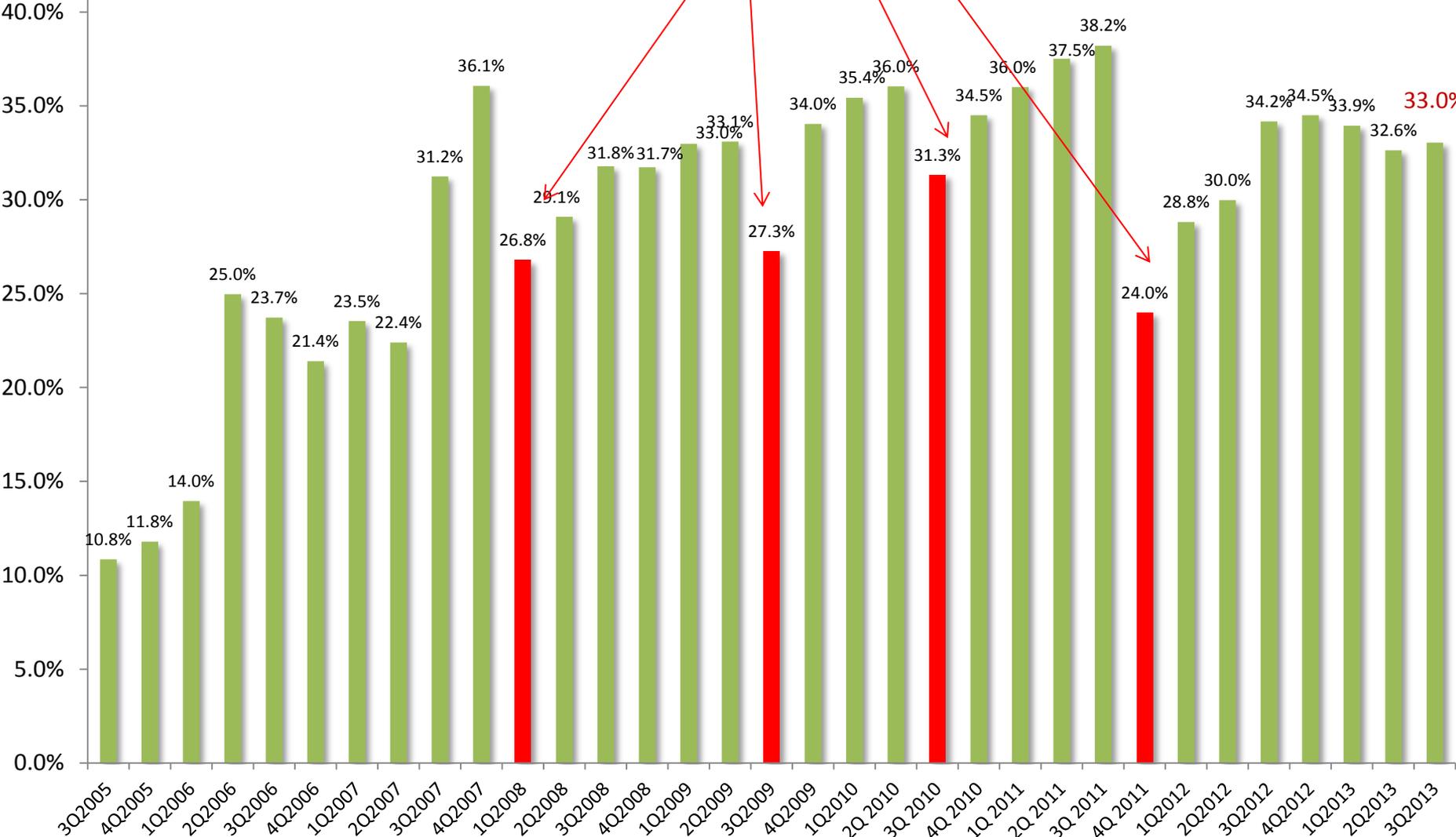


## Borrowings

	2006	2007	2008	2009	2010	2011	2012	YTD 3Q 2013
Total Borrowings (RM'000)	88,089	209,816	230,456	308,932	416,609	311,338	548,920	<b>523,812</b>
Total Assets (RM'000)	411,781	581,857	726,371	907,745	1,208,897	1,298,431	1,589,408	<b>1,585,420</b>
Gearing	21.39%	36.06%	31.73%	34.03%	34.46%	23.98%	34.54%	<b>33.04%</b>
Effective Interest Rate	4.38%	4.39%	4.28%	4.11%	4.48%	4.66%	4.58%	<b>4.35%</b>
Percentage of short term borrowings- Maturity < 1 Year	100%	100%	100%	47%	48%	52%	62%	<b>50%</b>
Percentage of medium/ long term borrowings (maturity more than 1 years and less than 9 years)	-	-	-	53%	52%	48%	38%	<b>50%</b>
Percentage of floating rate borrowings	100%	100%	100%	47%	48%	52%	62%	<b>40%</b>
Percentage of fixed rate borrowings	-	-	-	53%	52%	48%	38%	<b>60%</b>

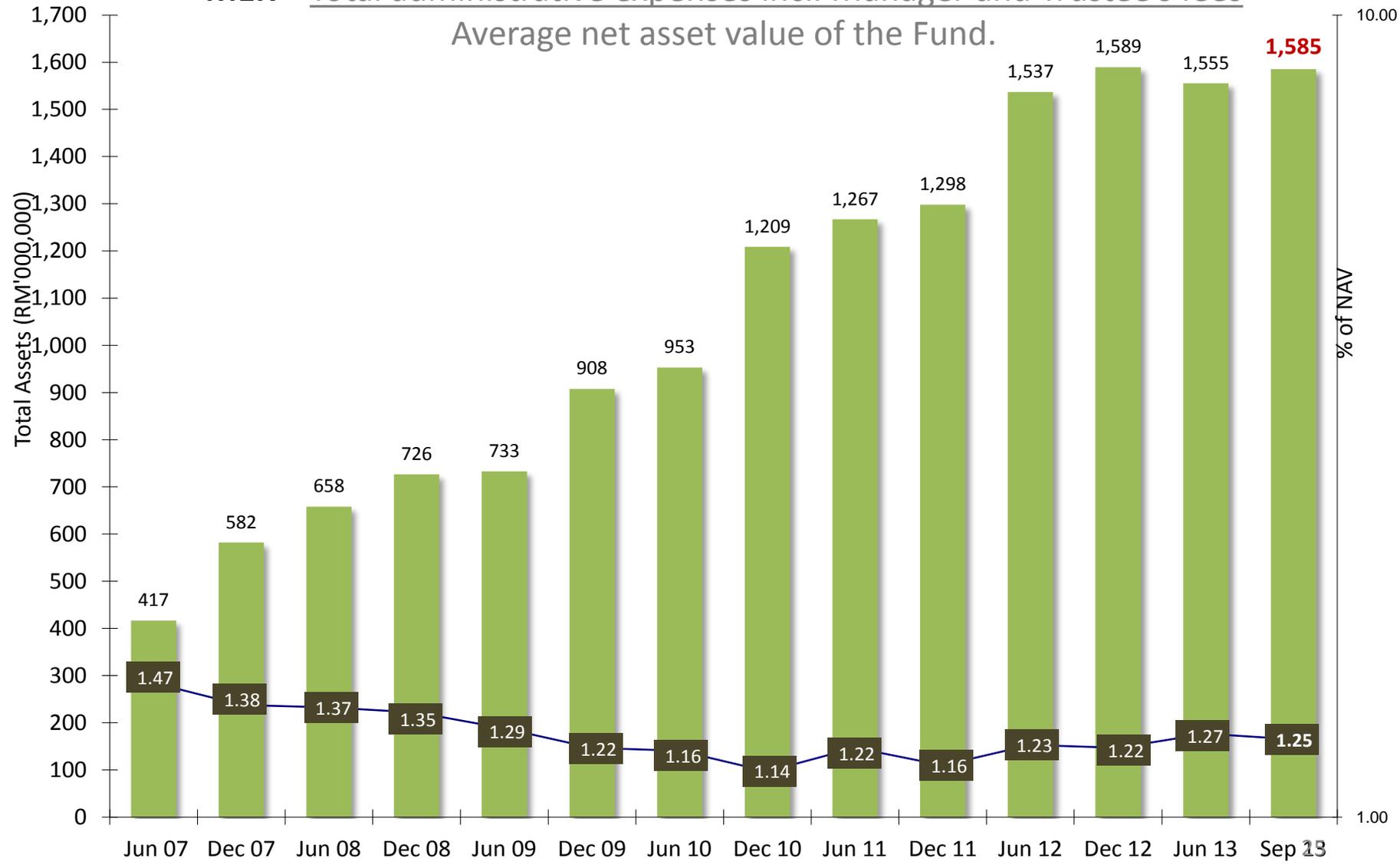
# Gearing Levels

## Placements Undertaken

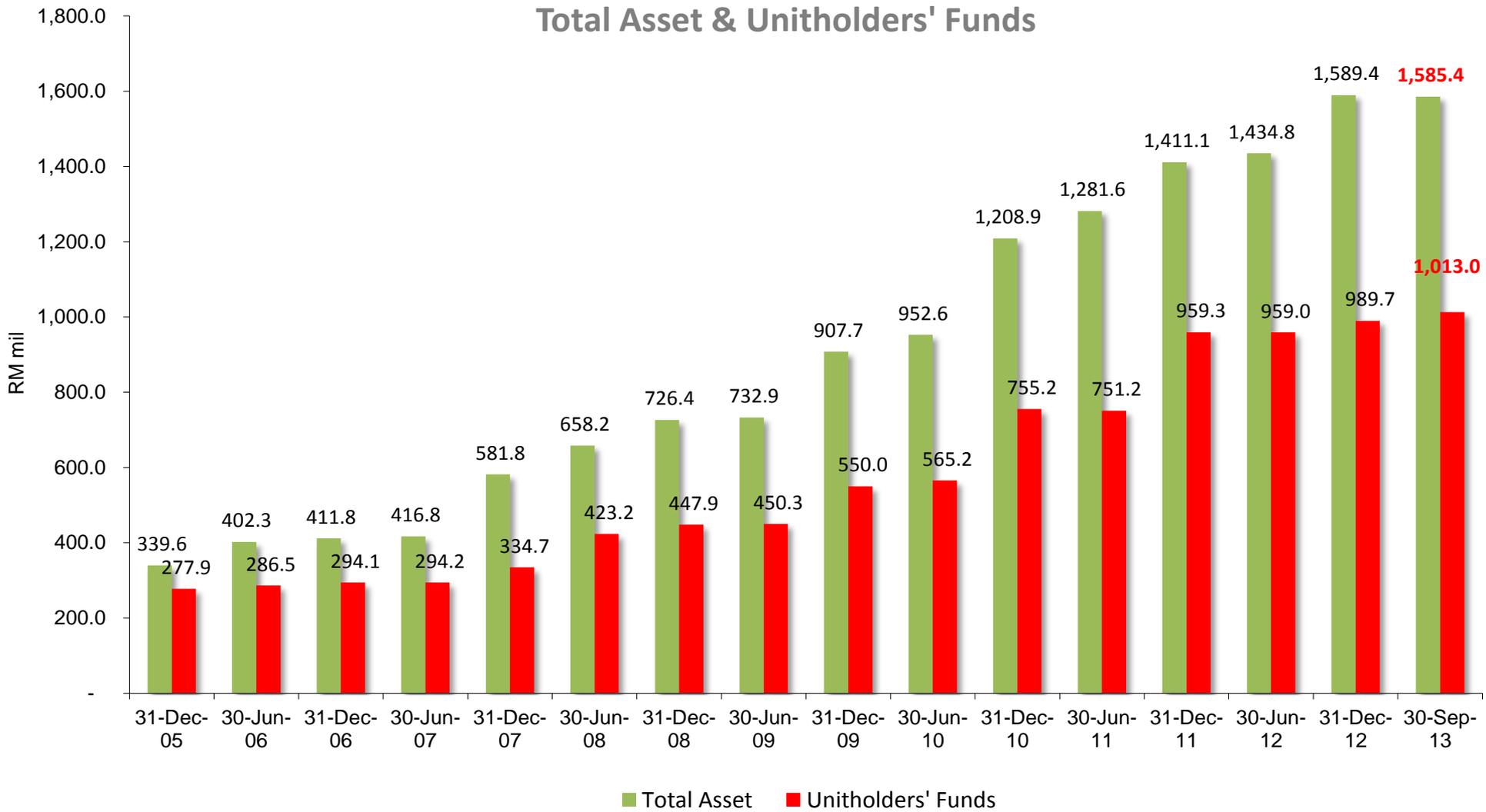


# Management Expense Ratio ("MER")

**MER=**  $\frac{\text{Total administrative expenses incl. Manager and Trustee's fees}}{\text{Average net asset value of the Fund}}$



# Total Assets and Unitholders' Funds

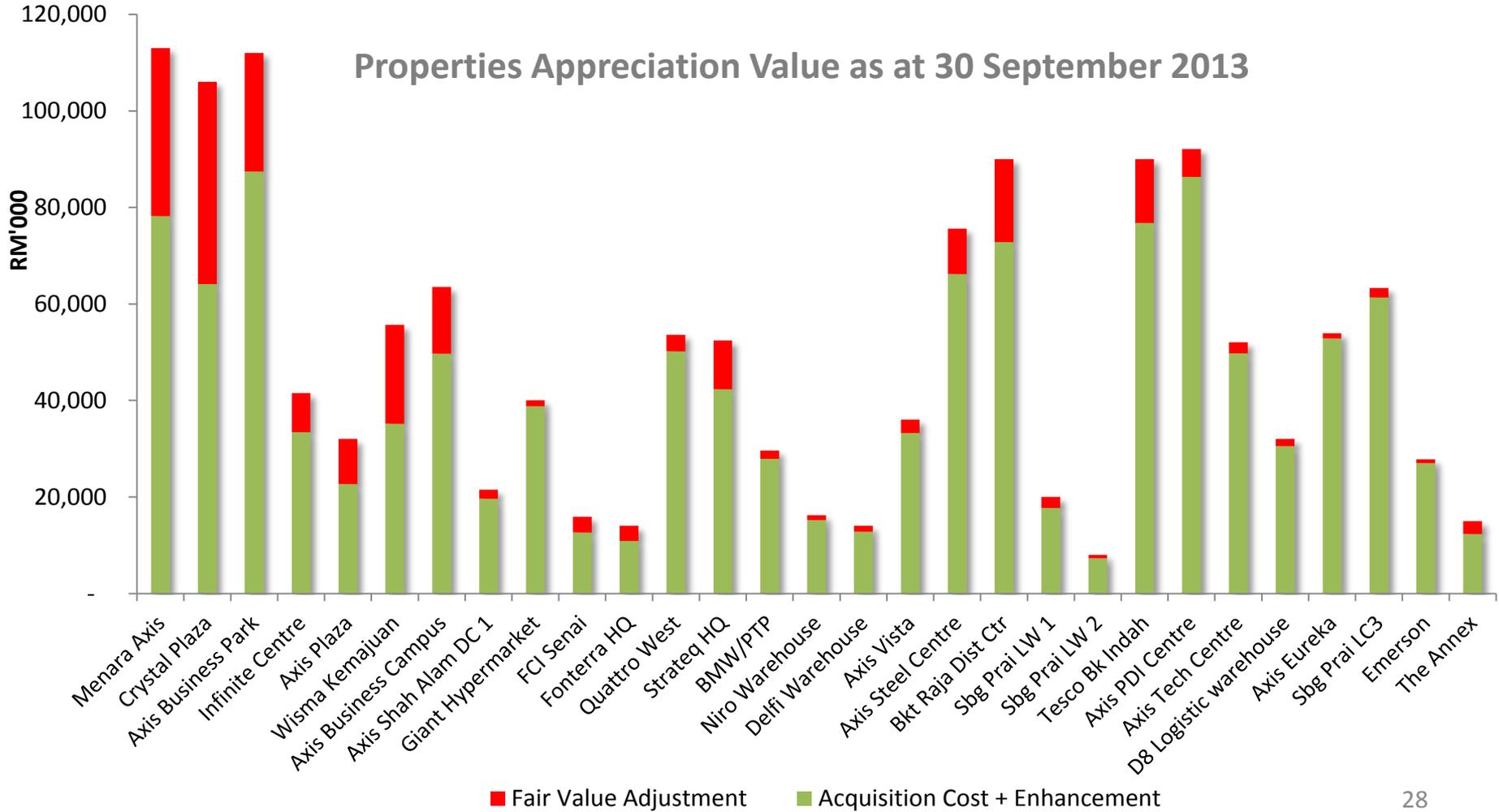


# Revaluation on Properties

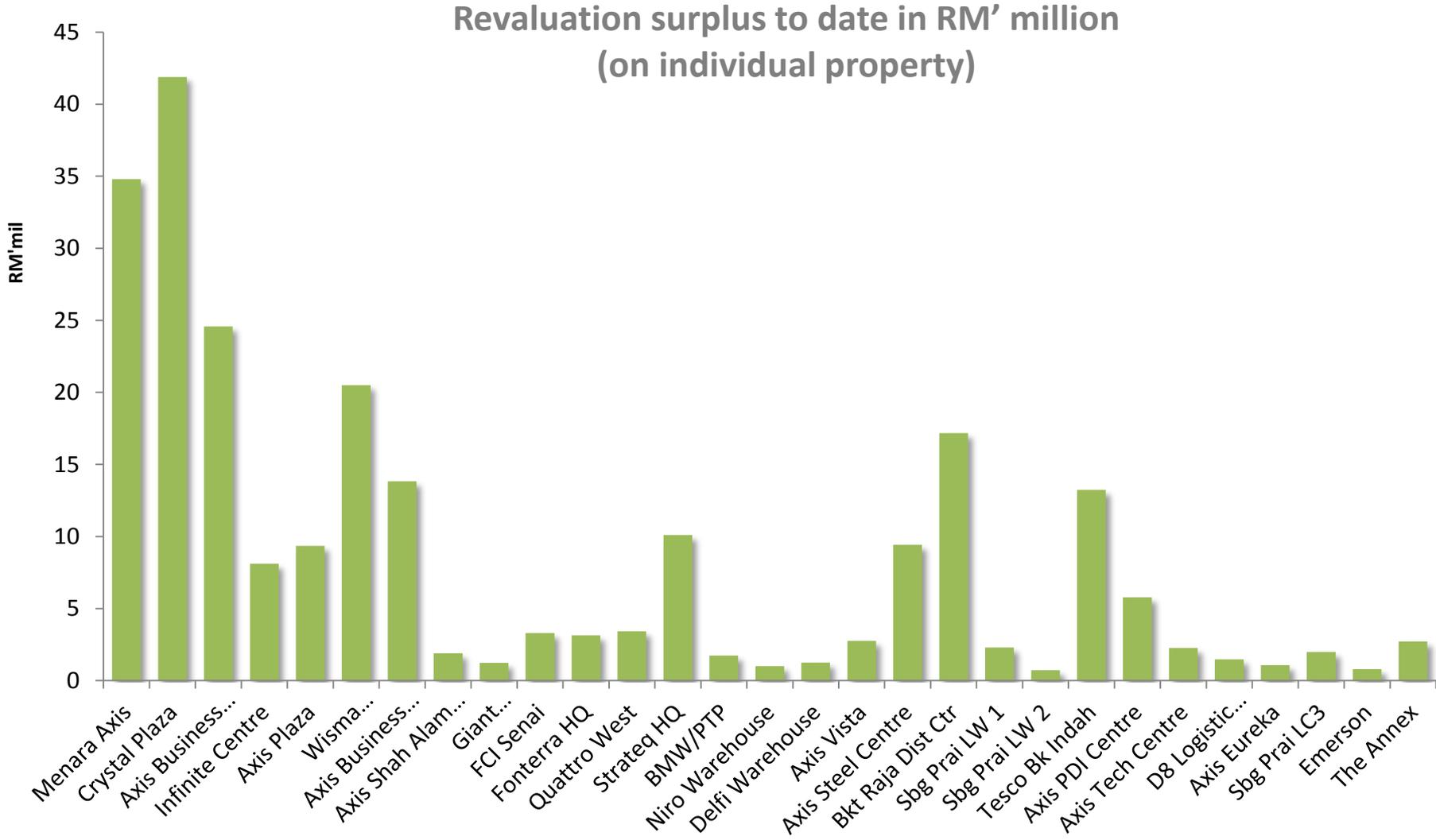


# Asset Enhancement & Appreciation of Values

- As at 30 September 2013, 19 properties have undergone a full revaluation, as it is mandatory for the management to have a full valuation done every 3 years for each investment property.
- The Portfolio has recorded a favorable gain in fair value of RM240.37 million to date.



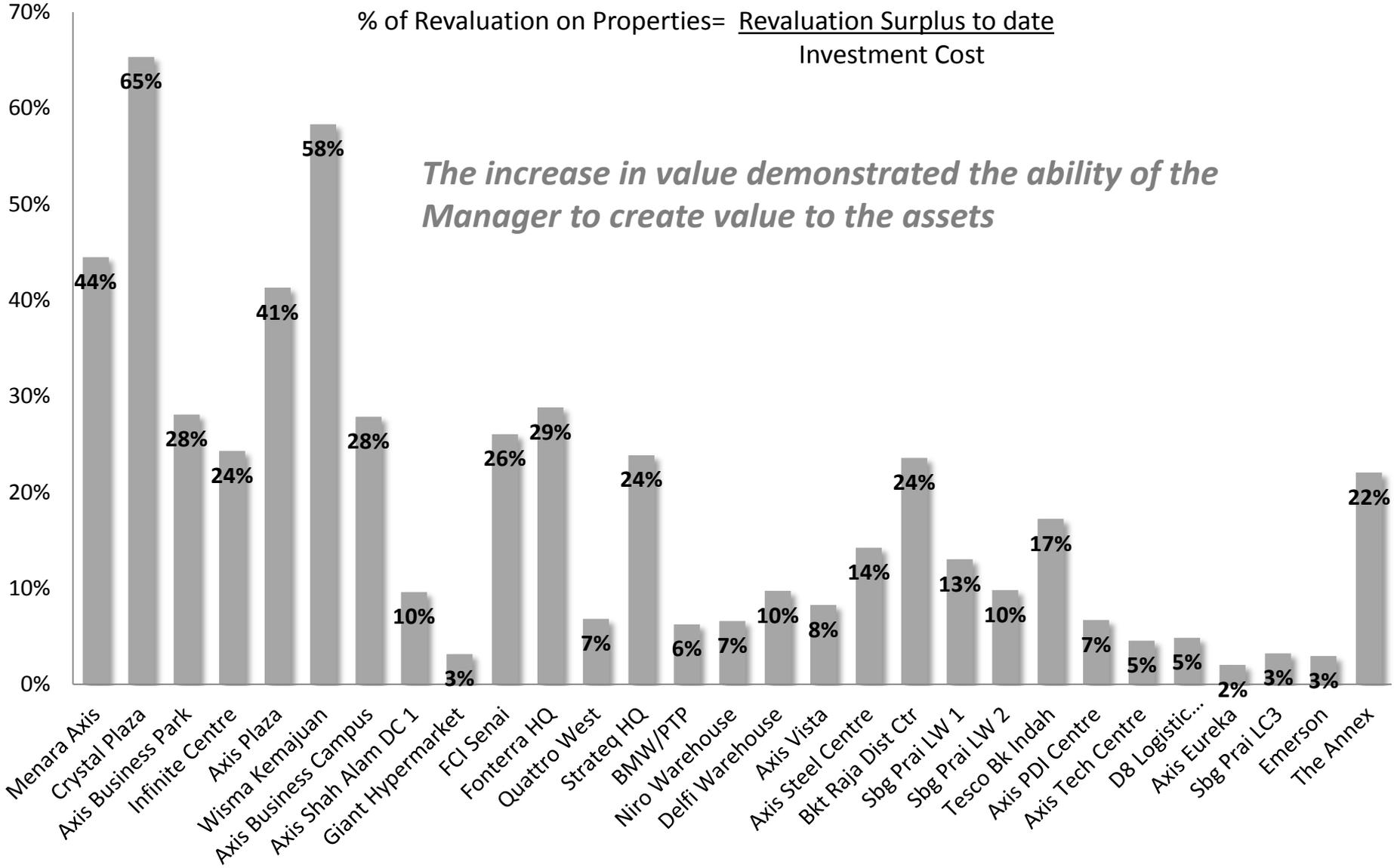
Revaluation surplus recorded to date (on individual property)



# Percentage of revaluation surplus over investment cost

% of Revaluation on Properties =  $\frac{\text{Revaluation Surplus to date}}{\text{Investment Cost}}$

*The increase in value demonstrated the ability of the Manager to create value to the assets*



## Recent revaluation on properties in 3<sup>rd</sup> Quarter 2013

Name of Property	Net Book Value as at 30 September 2013 (RM'000)	Open Market Value (RM'000)	Surplus/(deficit) to be incorporated into Axis-REIT (RM'000)
Axis Business Park	109,479	112,000	2,521
Axis Plaza	31,019	32,000	981
Crystal Plaza	103,580	106,000	2,420
FCI Senai	15,000	15,900	900
Infinite Centre	41,875	41,500	(375)
Strateq HQ	52,087	52,400	313
Menara Axis	108,123	113,000	4,877
Tesco Bukit Indah	87,000	90,000	3,000
<b>Total</b>	<b>548,163</b>	<b>562,800</b>	<b>14,637</b>

# Real Estate Report



### **Portfolio Size:**

As at 30<sup>th</sup> Sept 2013 the Portfolio have 31 assets comprising 5,464,124 sq. ft. and 132 tenants

### **Occupancy:**

The Portfolio maintained occupancy of 94.70% as at 3Q 2013.

### **Gross Income**

Our Gross Income was RM105,307,673 as at 3Q 2013

### **Property Expenses**

Our Operation Property Expenses was RM15,424,635 as at 3Q 2013

### **Net Operating Income (NOI)**

Our NOI was RM89,883,037 as at 3Q 2013

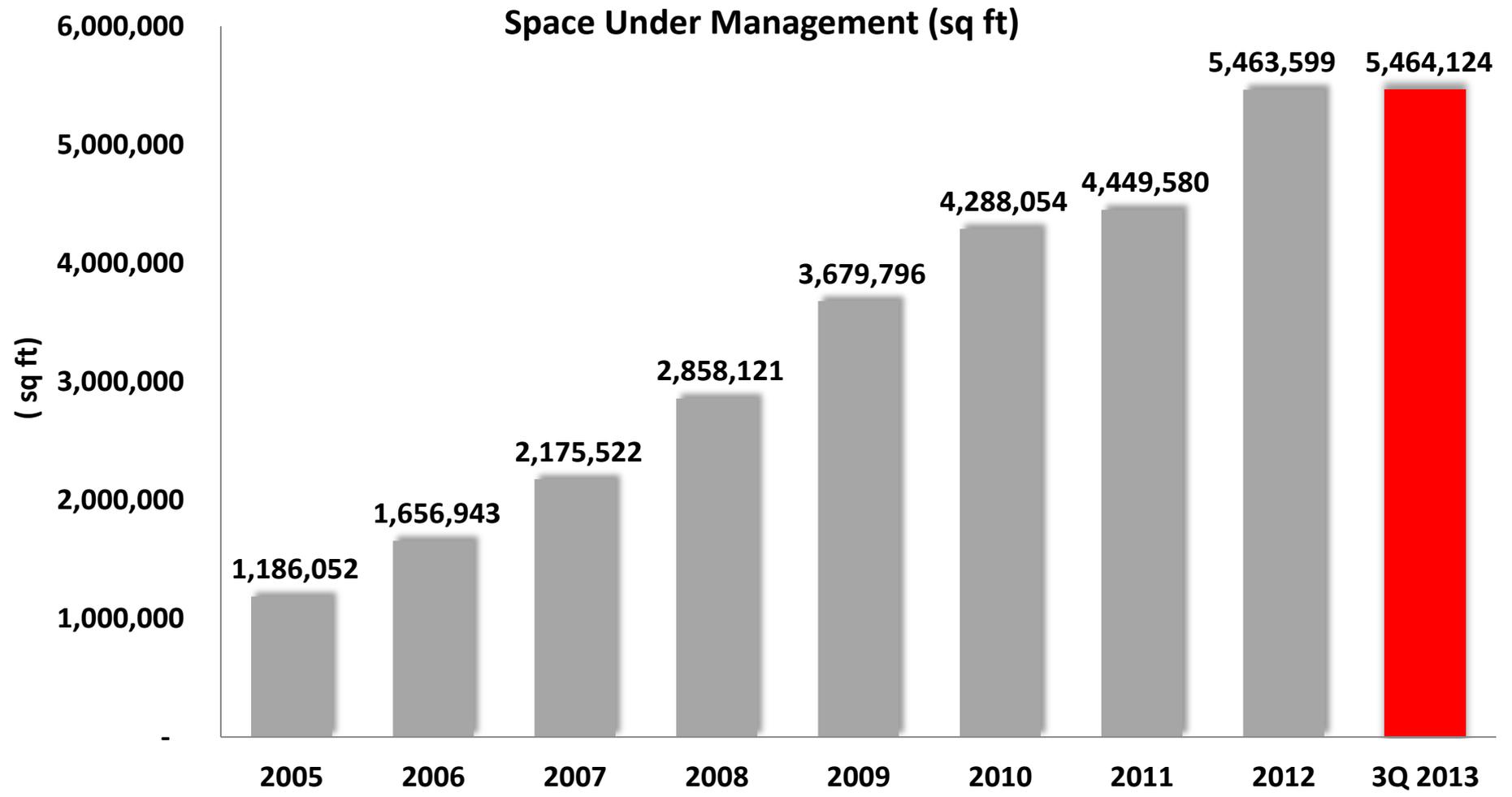
### **Average Rental**

Office properties – RM4.28 per sq. ft.

Office industrial properties - RM2.45 per sq. ft.

Across the portfolio – RM2.16 per sq. ft.

# Space Under Management (Sq Ft)



## Income Growth – Rental Reversions As at Q3 2013

Properties	Space Renegotiated (Sq. Ft.)	% Rent Movement
MENARA AXIS	56,660	+9.12%
CRYSTAL PLAZA	107,925	+10.46%
AXIS BUSINESS PARK	72,847	+10.41%
INFINITE CENTRE	47,656	+9.26%
AXIS PLAZA	104,843	+8.12%
WISMA KEMAJUAN	72,833	+6.47%
QUATTRO WEST	33,300	+13.45%
ANNEX	27,400	+0.49%
AXIS TECHNOLOGY CENTER	54,072	+9.90%
AXIS EUREKA	14,660	+9.66%
WISMA ACADEMY	44,318	+5.94%
TESCO*	233,578	+5.00%
GIANT*	138,000	+9.84%

- ✓ The Manager has successfully renegotiated 663,182 sq feet of space. \*371,578 is from pre-negotiated rent step-up, achieving positive rent reversion of 8.11% .
- ✓ The Manager also secured new tenancies for 59,245 sq feet of space.

## Occupancy Rates – 30<sup>th</sup> Sept 2013

As at 30<sup>th</sup> Sept 2013 Axis REIT has only 9 out of 31 properties that carry vacancy. 22 properties enjoy 100% full occupancy

### Occupancy

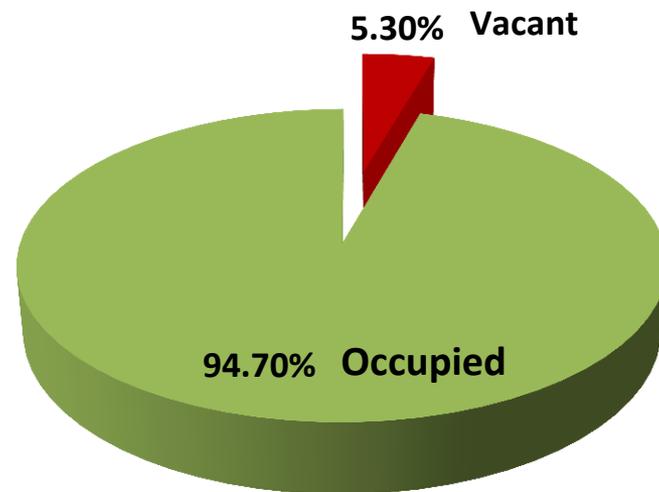
As at 30<sup>th</sup> Jun, 2013 95.64%

As at 30<sup>th</sup> Sept, 2013 94.70%

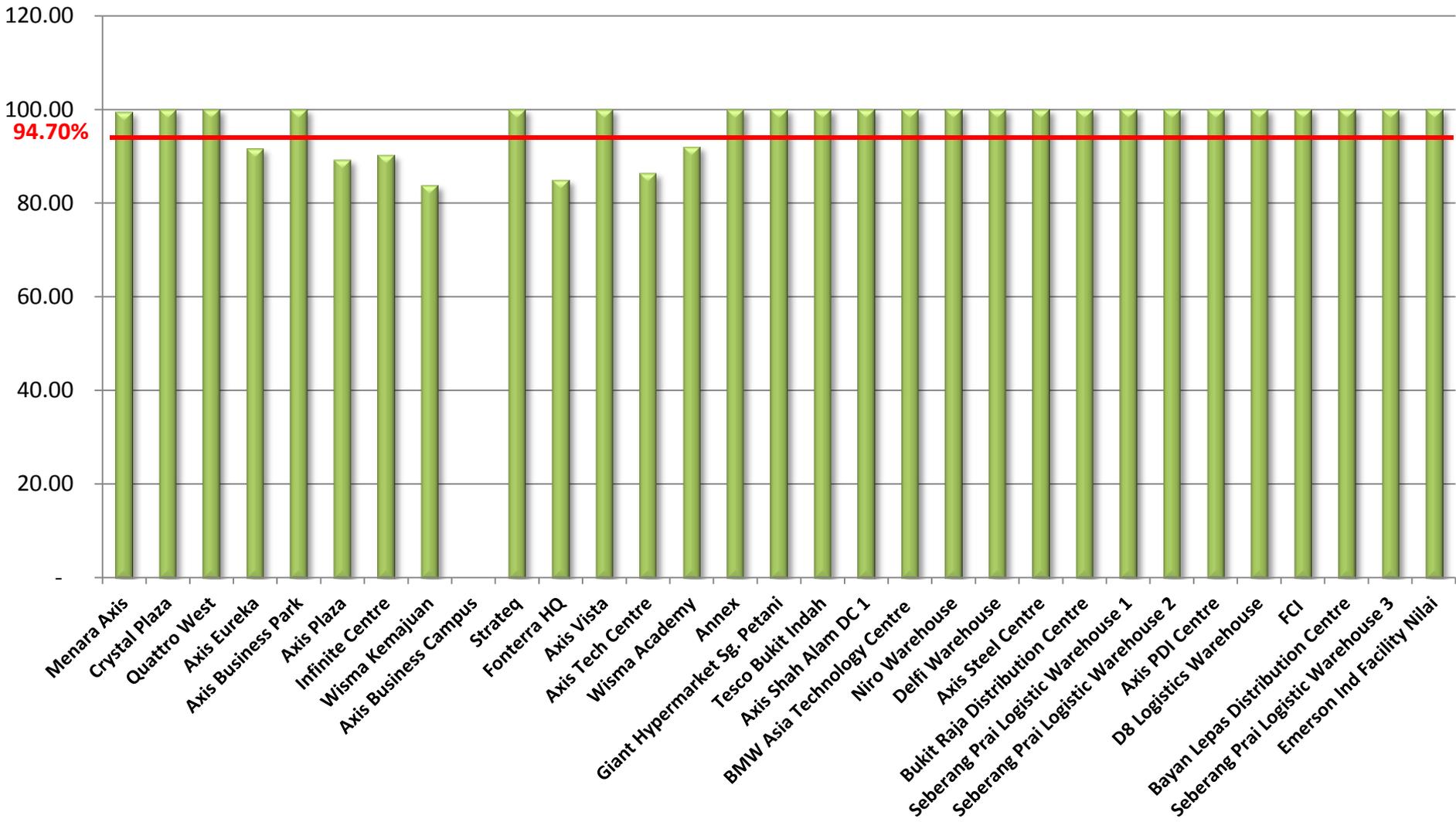
The decline was due to the fact that Axis Business Campus was completely closed for enhancement.

Despite this there is only a **5.30%** vacancy over the total NLA

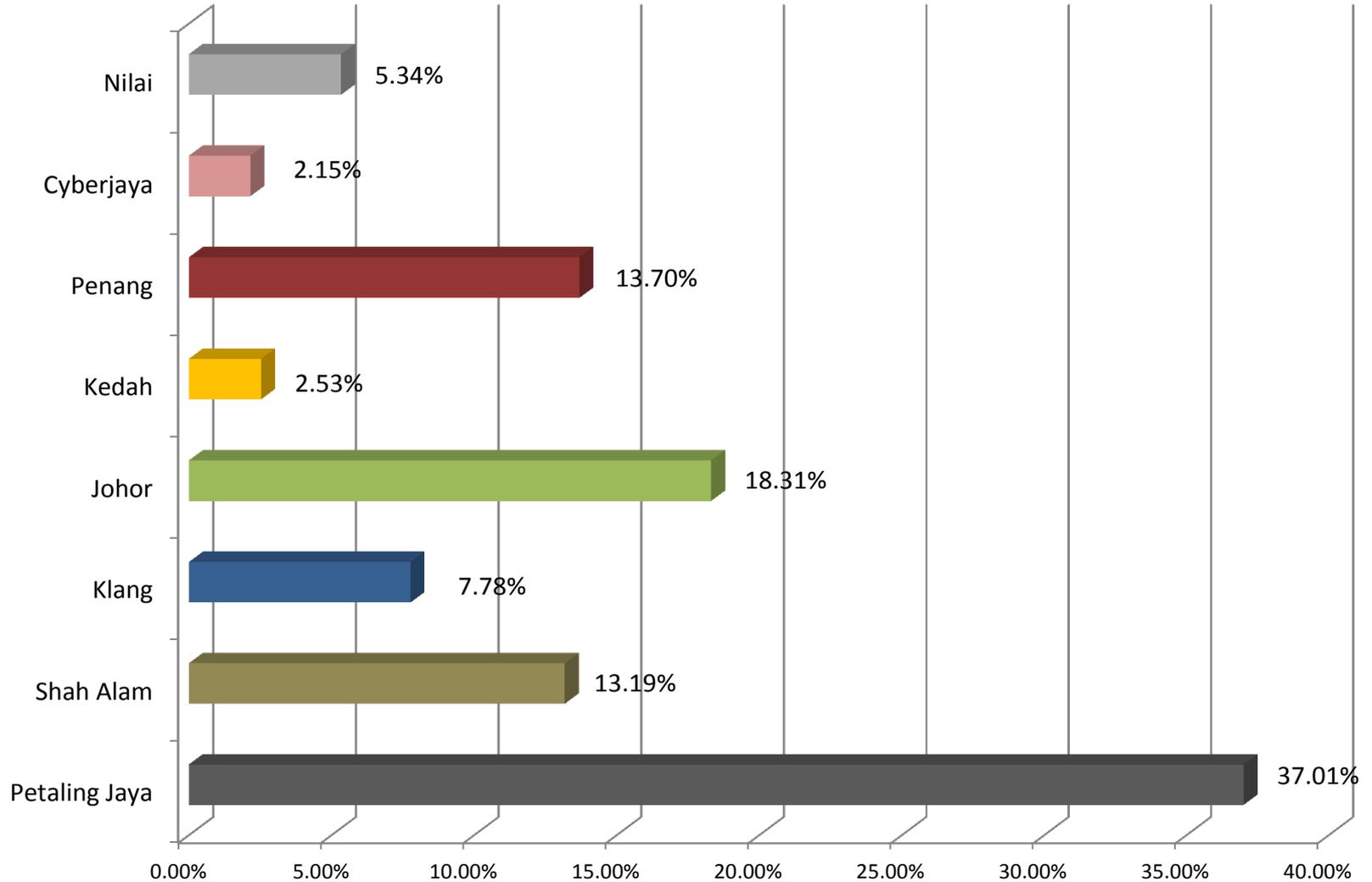
For Axis Multi-tenanted Buildings Q3 2013 occupancy is **95.14%**



# Occupancy Rates – 30 Sept 2013

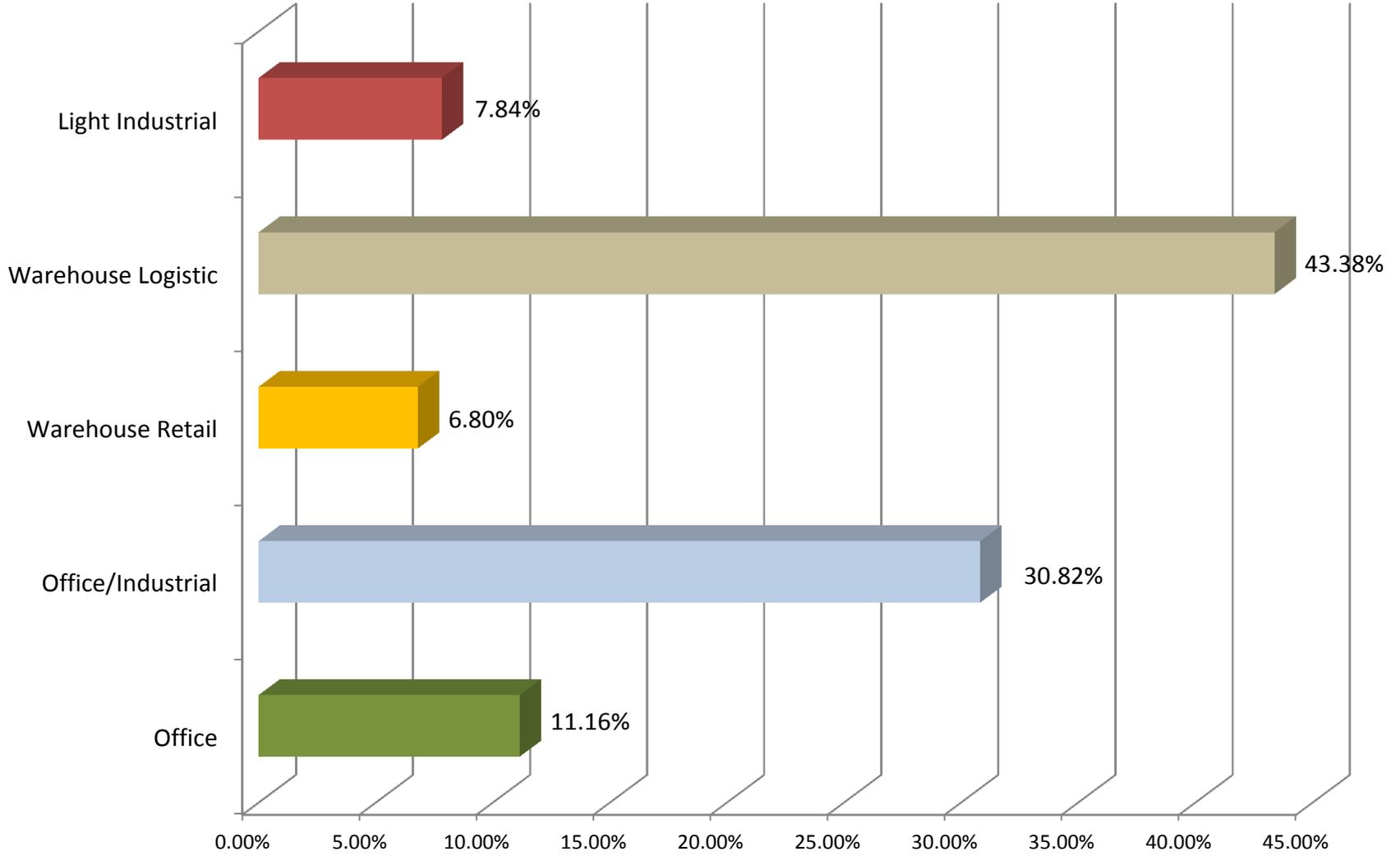


## Portfolio Diversification by Geographical and NLA

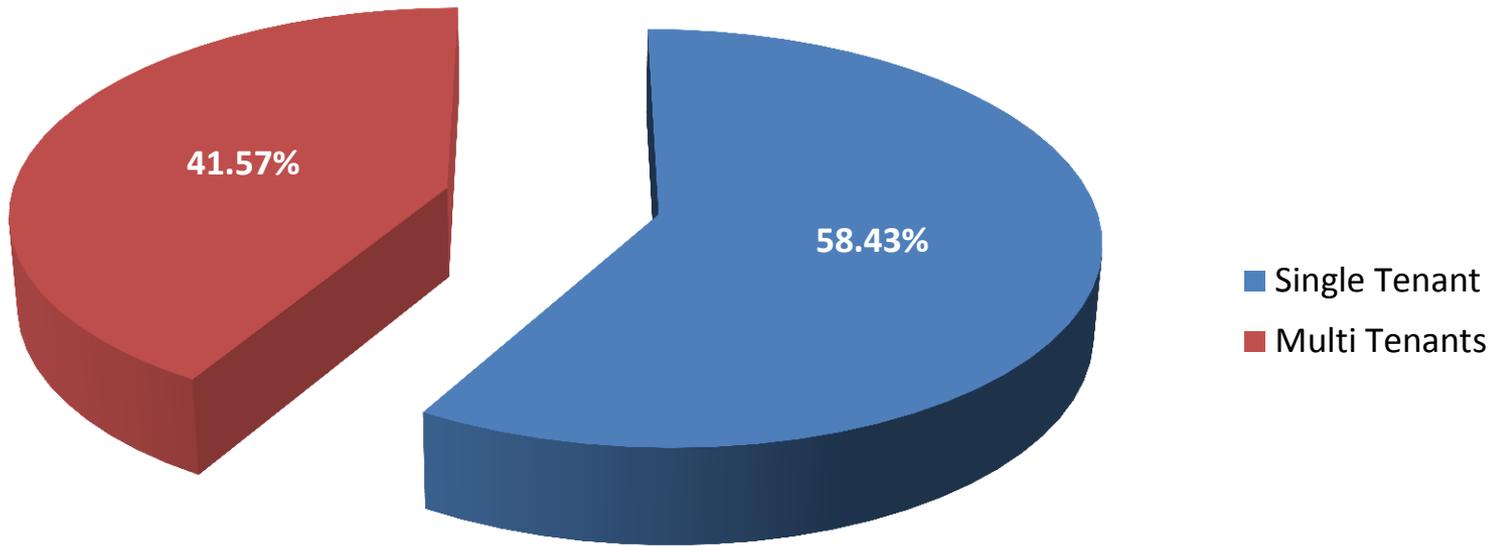


# Risk Management- Keeping a Diverse Portfolio

## Portfolio Diversification by Type and NLA

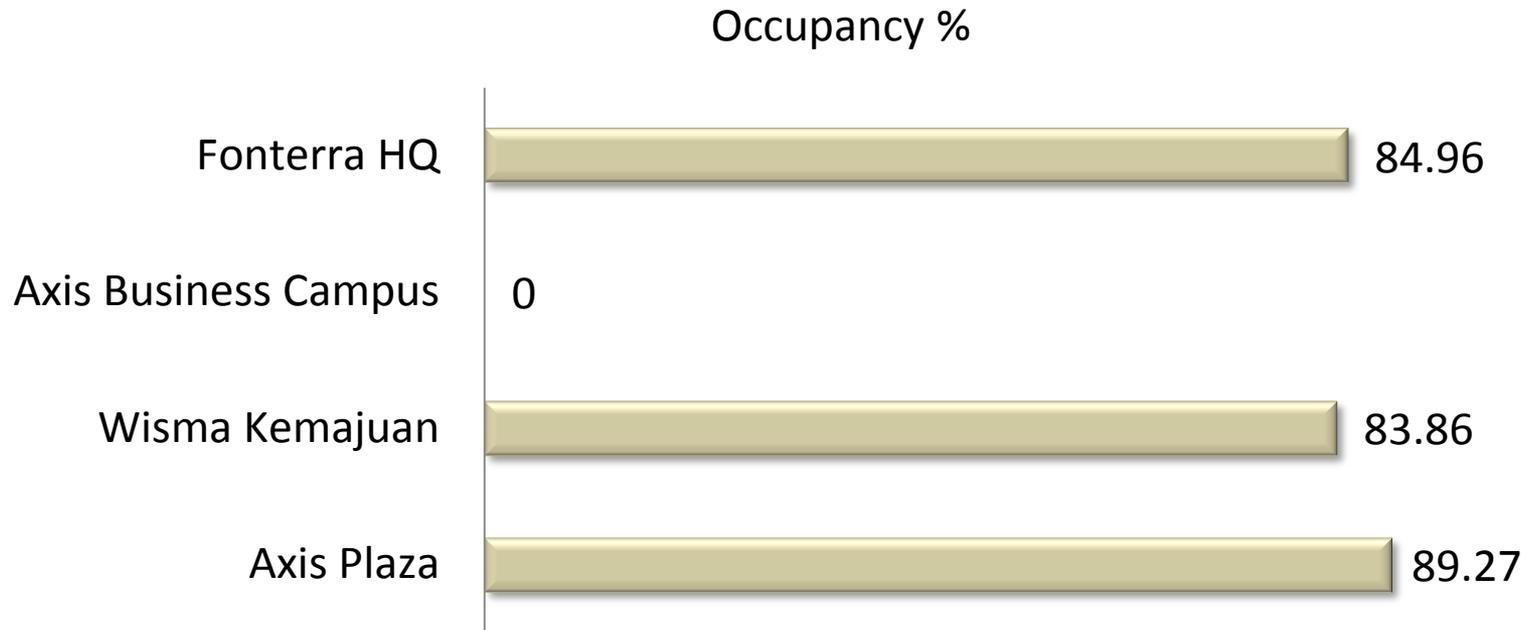


Portfolio Diversification by Tenant Type



# Occupancy Rates

Occupancy rates of properties below 90% as of 30th Sept 2013



- Note:
- \* Vacant space Fonterra HQ is built for their future expansion
  - \* Axis Business Campus (formerly Wisma Bintang) is undergoing major refurbishment

# Risk Profile – Manageable Lease Expiry Profiles

Property	Year	% of	% of Rental	Year	% of	% of Rental	Year	% of	% of Rental
	2013	Total NLA	Income/month	2014	Total NLA	Income/month	2015	Total NLA	Income/month
Menara Axis	74,636	1.37	2.56	54,587	1.00	2.19	-	-	0.03
Crystal Plaza	120,358	2.20	3.99	7,747	0.14	0.29	76,999	1.41	2.32
Axis Business Park	86,676	1.59	1.89	255,190	4.67	5.89	15,713	0.29	0.31
Infinite Centre	99,982	1.83	1.89	75,730	1.39	1.48	9,040	0.17	0.18
Axis Plaza	104,843	1.92	1.95	3,538	0.06	0.09	-	-	-
Wisma Kemajuan	91,946	1.68	2.00	9,583	0.18	0.27	50,372	0.92	0.99
Axis Business Campus	27,230	0.50	0.70	-	-	-	-	-	-
Axis Vista	57,617	1.05	1.32	60,400	1.11	0.88	-	-	-
Quattro West	59,294	1.09	2.07	33,911	0.62	1.23	10,991	0.20	0.31
Axis Technology Centre	92,364	1.69	1.49	17,348	0.32	0.45	111,889	2.05	1.81
Axis Eureka (FSBM)	14,660	0.27	0.53	58,067	1.06	2.97	160	0.003	0.01
Wisma Academy	59,031	1.08	1.26	60,262	1.10	1.33	128,276	2.35	2.32
Annex	27,400	0.50	0.35	18,000	0.33	0.29	27,400	0.50	0.35
Emerson	22,880	0.42	0.13	-	-	-	-	-	-
Axis steel Centre	-	-	-	366,839	6.71	5.02	-	-	-
Niro	-	-	-	167,193	3.06	1.19	-	-	-
SPLC3	-	-	-	395,225	7.23	4.89	-	-	-
Fontera HQ	-	-	-	600	0.01	0.01	-	-	-
BMW	-	-	-	161,474	2.96	2.43	-	-	-
PDI	-	-	-	-	-	-	58,009	1.06	6.11
Shah Alam DC 1	-	-	-	-	-	-	110,406	2.02	1.23
FCI	-	-	-	-	-	-	136,619	2.50	1.17
Delfi	-	-	-	-	-	-	130,743	2.39	1.00
	938,917	17.18	22.12	1,745,693	31.95	30.92	866,617	15.86	18.13

## Weighted Average Lease Expiry (“WALE”)

The Weighted Average Lease Expiry  
For the Portfolio is:

	Q3 2013	Q2 2013
By NLA	4.01	4.34
By Rental	3.97	4.02

The Efficiency of the Operating Cost  
for the Portfolio is:

	3Q 2013	2Q 2013
By %	14.65	14.69

## Risk Management -Top Ten Tenants -Strong Rental Covenants

1. Konsortium Logistik Bhd
2. LF Logistics Services (M) Sdn Bhd
3. Schenker Logistics (M) Sdn Bhd
4. Tenaga Nasional Berhad
5. Tesco Stores (M) Sdn Bhd
6. Fuji Xerox Asia Pacific Pte Ltd
7. DHL Properties (M) Sdn Bhd
8. Strateq Data Center Sdn Bhd
9. GCH Retail (Malaysia) Sdn Bhd
10. BMW Asia Technology Centre Sdn Bhd

The Top Ten tenants account for 47.16% of the total revenue of the Trust.

## Enhancements: The Value Add Strategy



# Asset Enhancement

The aim of asset enhancement is to assess the REIT's portfolio from a "property player's" perspective. We employ our experience as a group to enhance and reposition these assets to increase their Revenue and Value - the key performance drivers of a REIT.



# Infinite Centre Enhancement



The New Infinite Centre



Before Enhancement

# Axis Business Campus Proposed Enhancement

## Before Enhancement



# Axis Business Campus Proposed Enhancement

Perspective: Upon Completion



# Axis Business Campus Proposed Enhancement

Perspective: Upon Completion



## Axis Business Campus Proposed Enhancement

Project aim:

- ✓ Aggressive Aim – This is a “Product Re-positioning” play
- ✓ Rebranding the building as **“Axis Business Campus”**
- ✓ We are enhancing to unlock the potential value from 5 acre development of prime PJ land. We anticipate a significant increase in rentals
- ✓ Plan to tap into market for Business Park styled commercial / industrial facilities
- ✓ Completing October 2013

**Axis Business Campus (West Block) – Refurbishment nearing completion**



# Axis Business Campus Proposed Enhancement

## Axis Business Campus (South Block) – Refurbishment nearing completion



# Axis Business Campus Proposed Enhancement

## Axis Business Campus (West & South Block) – Refurbishment In Progress



# Axis Business Campus Proposed Enhancement

## Axis Business Campus (West Block)– Refurbishment in Progress



Lift Lobby



Toilet



Entrance Ramp & Landscaping



Typical Office

# Proposed Enhancement Axis Business Park Block C

## Axis Business Park Block C – Current Condition



# Proposed Enhancement Axis Business Park Block C

## Enhancement Concept



# Proposed Enhancement Axis Business Park Block C



**Enhancement Concept**



**Main Lobby**

### **AXIS BUSINESS PARK – BLOCK C**

#### Project Deliverables:

- ✓ 15 year old building merits an enhancement of the building façade, common toilets, lift lobbies, loading bay, M & E systems, traffic routing re-design to convert building into multi-tenant building
- ✓ Additional enhancements to suit potential tenant's requirements such as power upgrade

#### Project Aims:

- ✓ Asset repositioning to attract new tenants
- ✓ Sustainability features, translating to lower operating costs

#### Status:

- ✓ Finalising drawings for submission to local authority

### Wisma Academy Parcel & The Annex – Current Condition



## Wisma Academy Proposed Enhancement Concept



## **WISMA ACADEMY PARCEL**

### Project Deliverables:

- ✓ Refurbishment of entire building including all common internal areas, external commons areas, façade, lifts, M & E systems

### Project Aims:

- ✓ Asset repositioning to achieve higher yields
- ✓ Tenants retention
- ✓ Asset valuation enhancement

### Status:

- ✓ Reviewing concepts and scope of works

## The Annex Proposed Concept



### THE ANNEX

#### Project Deliverables:

- ✓ Demolition and construction of entirely new building comprising of office + warehouse including adding new carparks

#### Project Aims:

- ✓ Aggressive Aim – this is a “product re-positioning”
- ✓ Asset valuation enhancement – we are enhancing to unlock the potential value of prime PJ land. We anticipate a significant increase in rentals
- ✓ Creating more car parks to compliment Wisma Academy & surrounding area

#### Status:

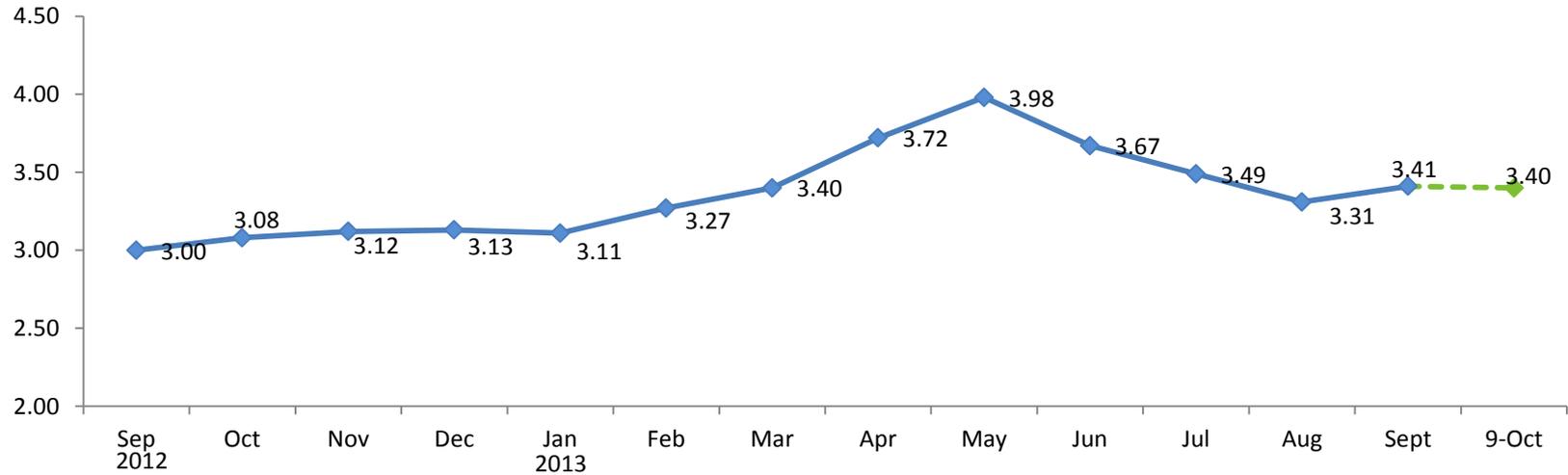
- ✓ Reviewing concepts and scope of works

# Investor Relations Report



# Unit Price Performance

## Month End Closing Prices



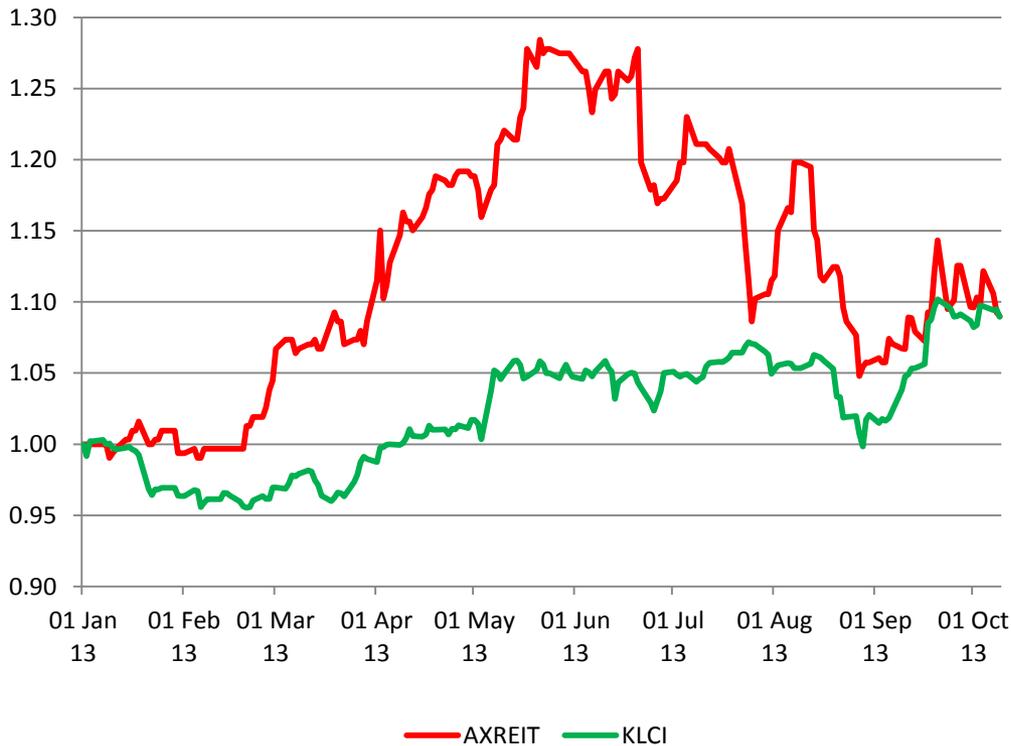
- Closing price peaked on 21<sup>st</sup> May 2013 at RM3.98.
- Prices have eased to RM3.40 at the time of writing.
- Price depreciation from Q2 to Q3 is at 7.4%.
- Price appreciation from September 2012 to September 2013 is 41.0%.

# KLCI vs AXREIT

1 Jan 2013 – 9 Oct 2013

Price & Volume Statistics

1 Jan 2013 = 1



**➔ 8.9% unit price appreciation YTD**

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Current Price (9 <sup>th</sup> Oct)	:	RM3.40
Average Monthly Volume in the last 12 months	:	7,518,585
Highest Monthly Volume in the last 12 months @Jun 2013	:	12,959,300
Lowest Monthly Volume in the last 12 months @Nov 2012	:	857,100

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Source: Bloomberg

## Top 10 Unitholders

1	EMPLOYEES PROVIDENT FUND BOARD
2	SKIM AMANAH SAHAM BUMIPUTERA
3	KUMPULAN WANG PERSARAAN (DIPERBADANKAN)
4	TEW PENG HWEE @ TEOH PENG HWEE
5	ALEX LEE LAO
6	AIA
7	AMANAH SAHAM DIDIK
8	PUBLIC SMALLCAP FUND
9	AMANAH SAHAM WAWASAN 2020
10	EXEMPT AN FOR EASTSPRING INVESTMENTS BERHAD

## Top Unitholders' percentage holdings

1. Top 5 CDS accounts hold 33.6% of total units
2. Top 10 Unitholders hold 48.7% of total units
3. > 1 million Unitholders' total shareholding = 85.9%

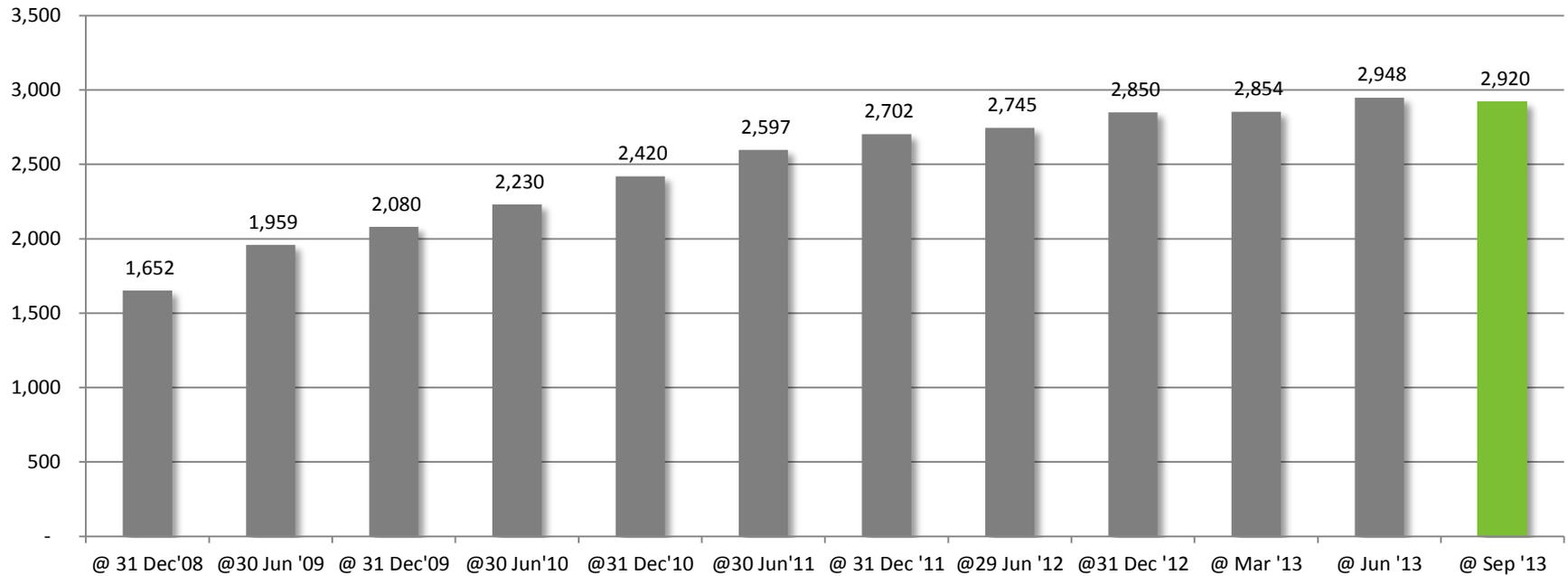
## Top Increases in Unitholdings

UNITHOLDERS > 1MILLION UNITS	@31 Dec '12	@29 Mar '13	@28 Jun '13	@30 Sep '13	Δ frm last qtr	% of Total Units This Qtr	Δ frm last qtr	% Δ in Shareholdings
EXEMPT AN FOR AIA BHD.	20,521,622	16,036,027	15,406,059	20,439,268	5,033,209	4.5%	3.4%	32.7%
TNTC FOR MONDRIAN EMERGING MARKETS SMALL CAP EQUITY FUND, L.P.			500,014	3,570,314	3,070,300	0.8%	0.1%	614.0%
SKIM AMANAH SAHAM BUMIPUTERA	26,123,230	26,373,230	26,526,815	28,358,115	1,831,300	6.2%	5.8%	6.9%

## Top Decreases in Unitholdings

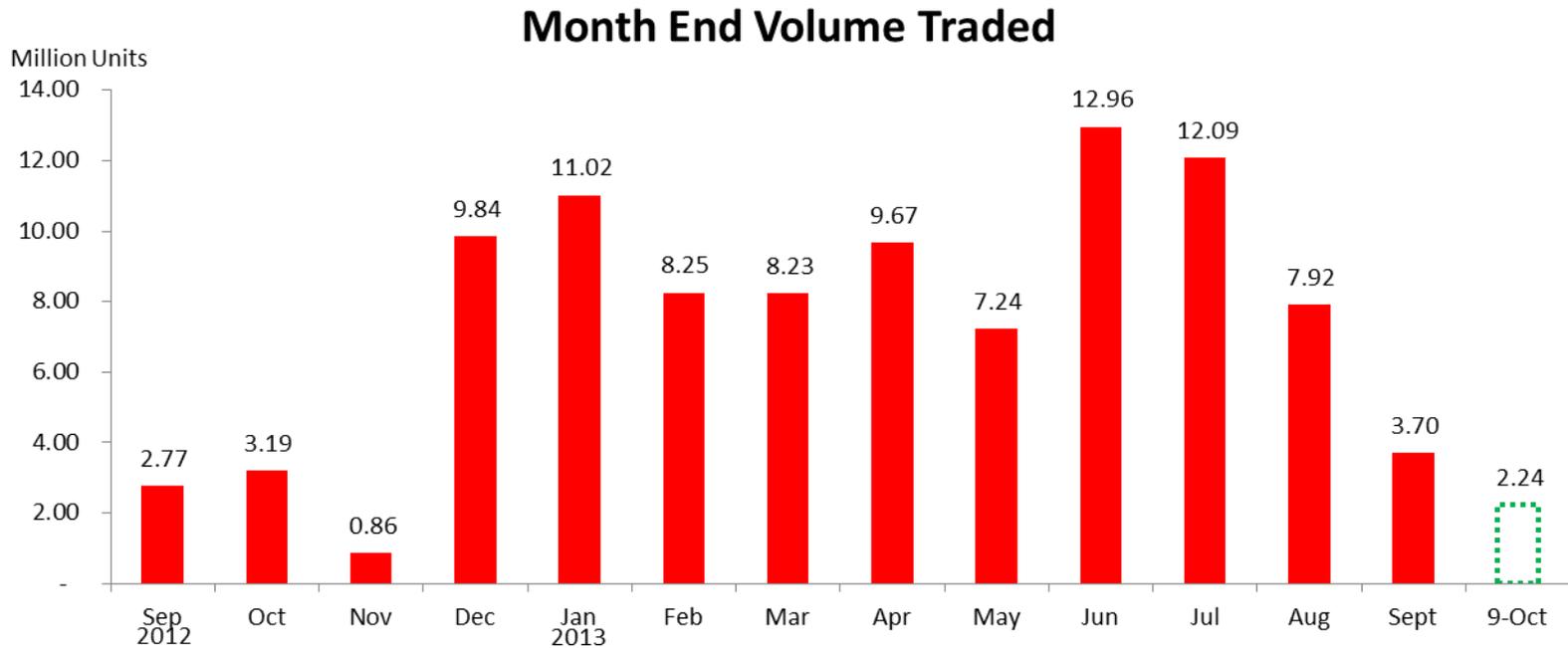
UNITHOLDERS > 1MILLION UNITS	@31 Dec '12	@29 Mar '13	@28 Jun '13	@30 Sep '13	Δ frm last qtr	% of Total Units This Qtr	Δ frm last qtr	% Δ in Shareholdings
KUMPULAN WANG PERSARAAN (DIPERBADANKAN)	29,062,698	33,013,298	35,034,137	27,732,869	(7,301,268)	6.0%	7.7%	-20.8%
EXEMPT AN FOR THE BANK OF NEW YORK MELLON (MELLON ACCT)	3,456,600	3,456,600	3,476,729	2,648,929	(827,800)	0.6%	0.8%	-23.8%
KUMPULAN WANG PERSARAAN (DIPERBADANKAN) (CIMB EQUITIES)			1,675,123	64,152,056	(557,400)	14.0%	14.2%	-0.9%

# Improving Investor Visibility and Liquidity



- ✓ Total number of CDS accounts decreased by 28 to 2948
- ✓ Total foreign holdings is recorded at 13.43%, of which 8.47% is related party and 4.96% is non-related party.
- ✓ Promoters' current holdings stand at 15.68%

# Volume Performance



- ✓ Volume decreased to 23.7 million units traded in Q3 compared to 29.9 million units traded in Q2. This is a 20.7% decrease quarter-to-quarter.
- ✓ This quarter's volume is 129% higher than the same quarter of last year (Q3 2012's volume = 10.36 mln units).

## Investor Meetings & Speaking Arrangements

Date	Investor Meetings and Conferences
09-Jul	The Penang Paradigm Seminar
19-Jul	The Edge BRC Project
30-Jul	Creador Private Equity Fund Company Visit
01-Aug	Creador Private Equity Fund iPark Visit
01-Aug	Mondrian Emerging Markets Equity Fund
05-Aug	Hwang DBS Research Company Visit
15-Aug	Hwang DBS Research iPark Visit
20-Aug	Kenanga Investment Bank Company Visit
21-Aug	MICG Conventional & Islamic REITs Conference
27-Aug	SIDC 8th Islamic Markets Program
28-Aug	ASLI's 16th National Housing and Property Summit
14-Sep	Macquarie Securities Company Visit
26-Sep	MPI Greater KL Office Space Conundrum Seminar
02-Oct	Affin Investment Bank Company Visit
03-Oct	Aberdeen Asset Management Company Visit
03-Oct	Borsa İstanbul & REIDIN International REIT Panel

Launch Date on Merdeka Day  
31<sup>st</sup> August, 2013



ABOUT AXIS-REIT

MANAGER OF AXIS-REIT

PROPERTY PORTFOLIO

INVESTOR INFORMATION

FOR LEASE

REIT FAQ & GUIDELINES

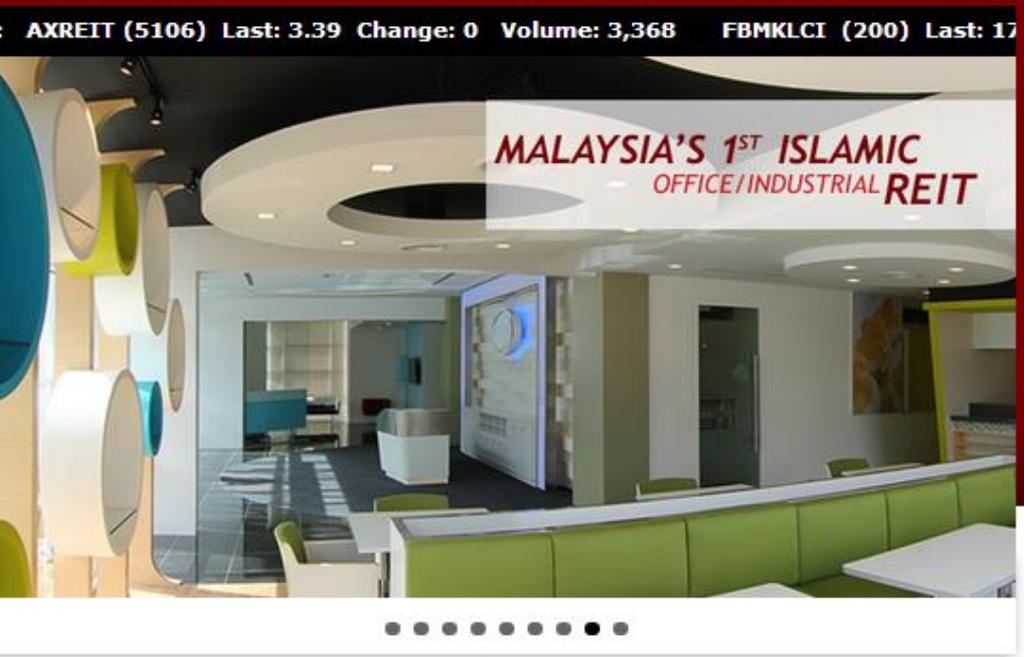
STOCK QUOTE

**3.390** (0.000)

Open: 3.400  
High: 3.400  
Low: 3.390  
Volume: 3368

18/10/2013 4:33 PM

BID/OFFER	PRICE	QTY
5Sell	3.440	200
4Sell	3.430	200
3Sell	3.420	200
2Sell	3.410	200
1Sell	3.400	959
Last	3.390	7
1Buy	3.390	928
2Buy	3.380	650
3Buy	3.330	31
4Buy	3.320	16
5Buy	3.300	10



LATEST FINANCIAL REPORT



Quarterly Income Distribution Policy

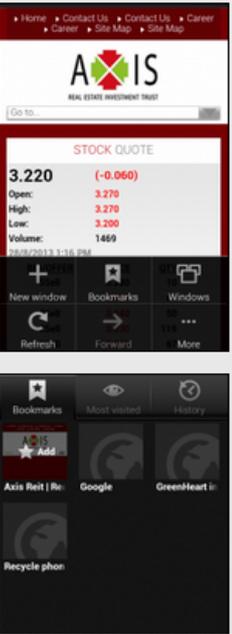


Axis Business Campus Brochure



iPhone Android

### How to add shortcut to home screen for Android phones



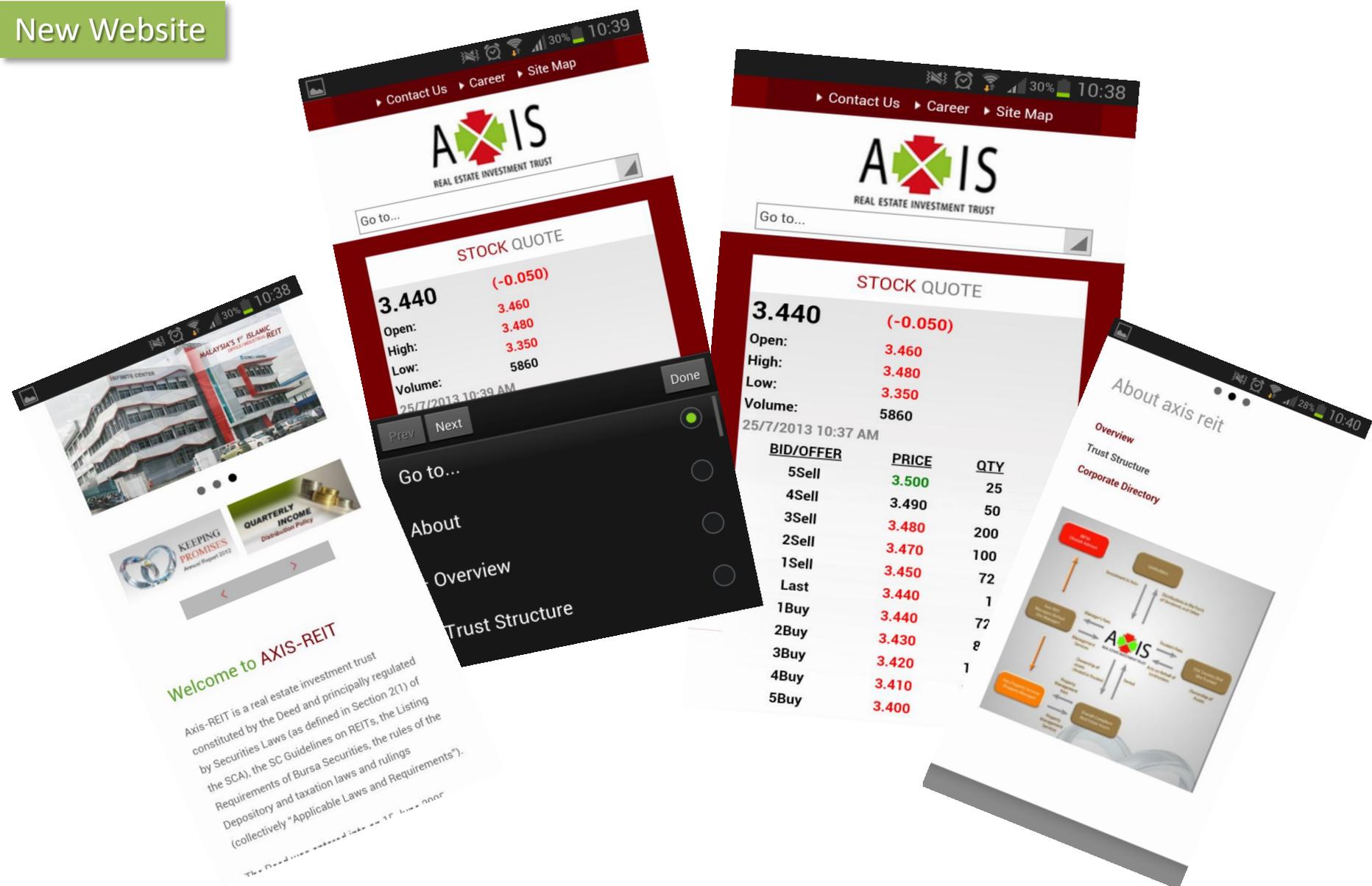
1. Open the internet browser from your Android phone. Go to <http://www.axis-reit.com.my>. Once loaded, open the browser's menu and tap "Bookmarks."

2. From the "Bookmarks" area, tap on the "Add" icon.

### Mobile Help Section

- ✓ Due to the high cost of creating a full Axis-REIT mobile application, the manager made a decision to put this feature off in order to save costs for the fund.
- ✓ However, the manager has negotiated with the web developer to create a menu logo at zero cost to the fund.
- ✓ The Mobile Help Section teaches users how to add the Axis-REIT logo onto the main menu of their i-Phone or Android phones.
- ✓ Users can now access the Axis REIT website quickly from the front page of their mobile devices.

# New Website



✓ The new website is fully adjustable to the varying screen sizes of mobile devices

Business  
Development  
Report-  
Acquisitions Under  
Consideration



## Summary of Target Acquisitions for 2013

- ✓ An Industrial Building in Johor
- ✓ An Industrial facility in Prai Penang.
- ✓ 2 Logistics Warehouses in Shah Alam
- ✓ An Office Industrial building in Petaling Jaya

***Total value of assets currently under negotiation is RM 317 Million***

Thank You

