



**Sunway REIT**  
**Corporate Presentation**  
**for**  
**APREA-Macquarie Conference 2013**

**23 April 2013**



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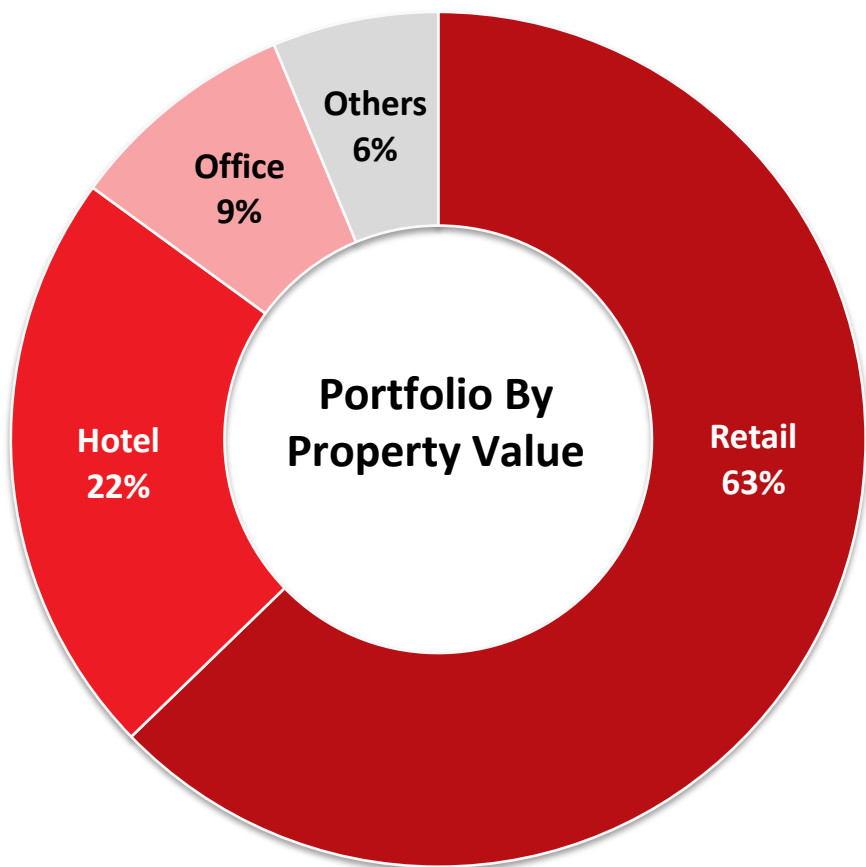
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# 1. Background

# Largest REIT in Malaysia



Property Value

RM 4.96 billion<sup>^</sup>

Gross Floor Area

11,585,607 sq. ft<sup>^</sup>

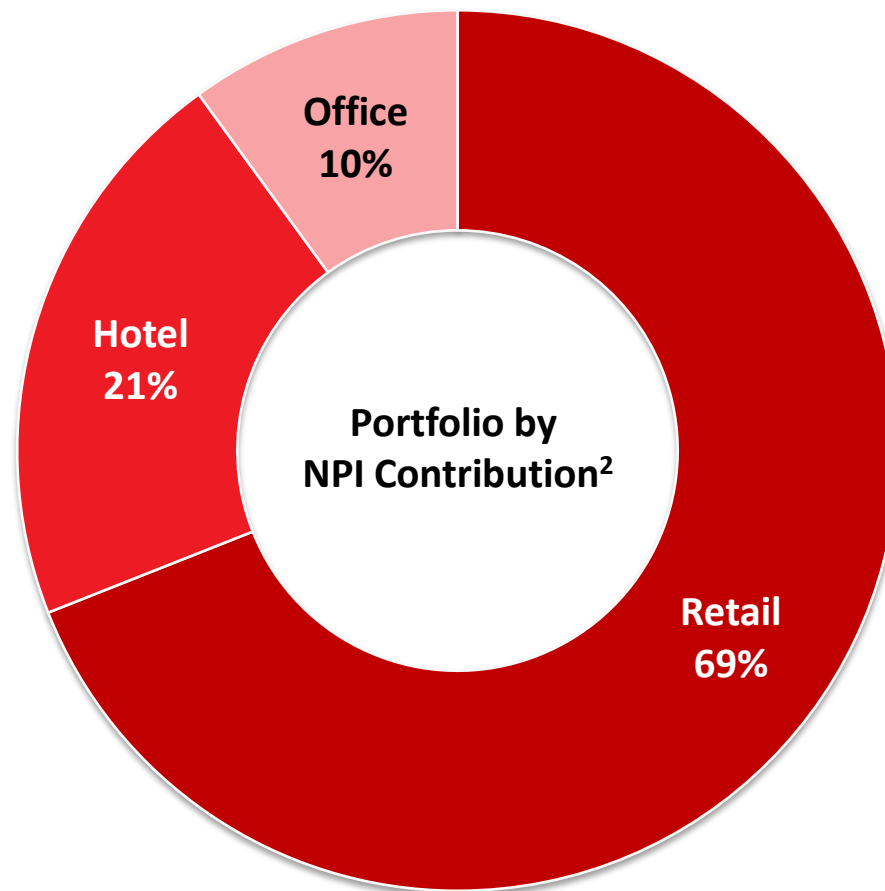
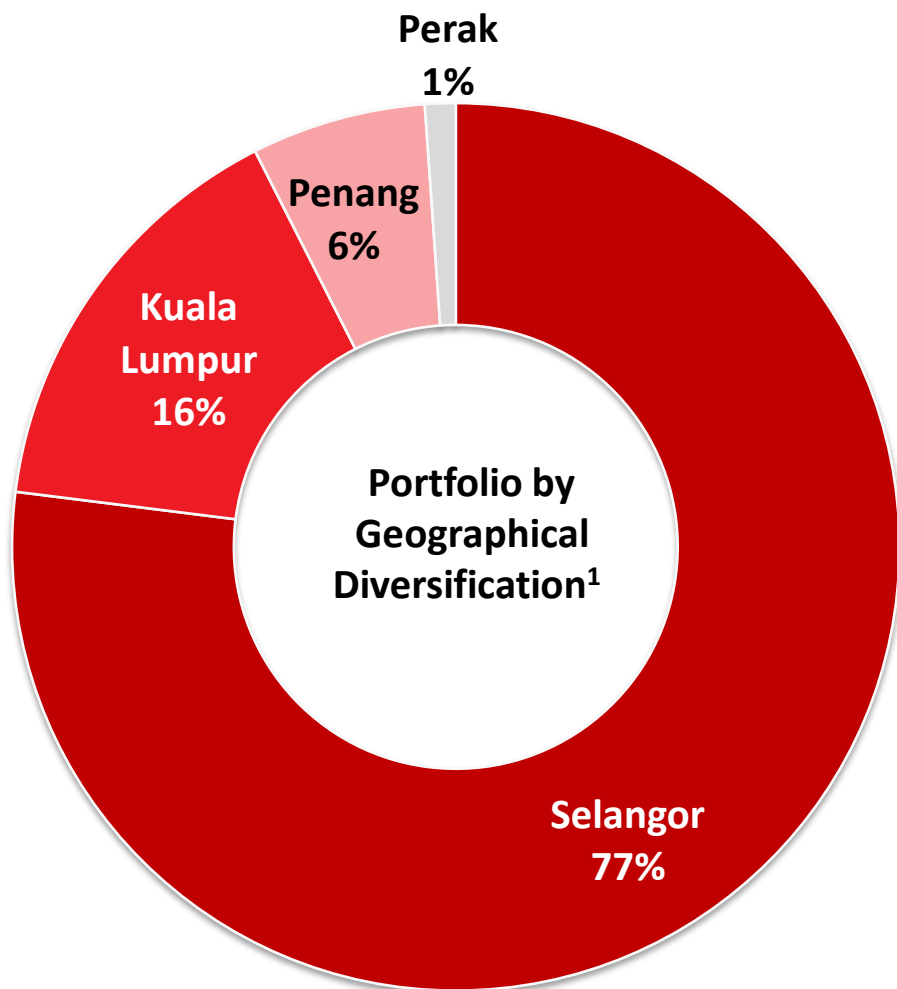
Market Capitalisation

RM 4.43 billion<sup>\*</sup>

<sup>^</sup> As at 31 December 2012.

<sup>\*</sup> As at 31 March 2013 and closing price of RM1.52

# Largest REIT in Malaysia



Note:

<sup>1</sup> Based on asset values as at 31 Dec 2012

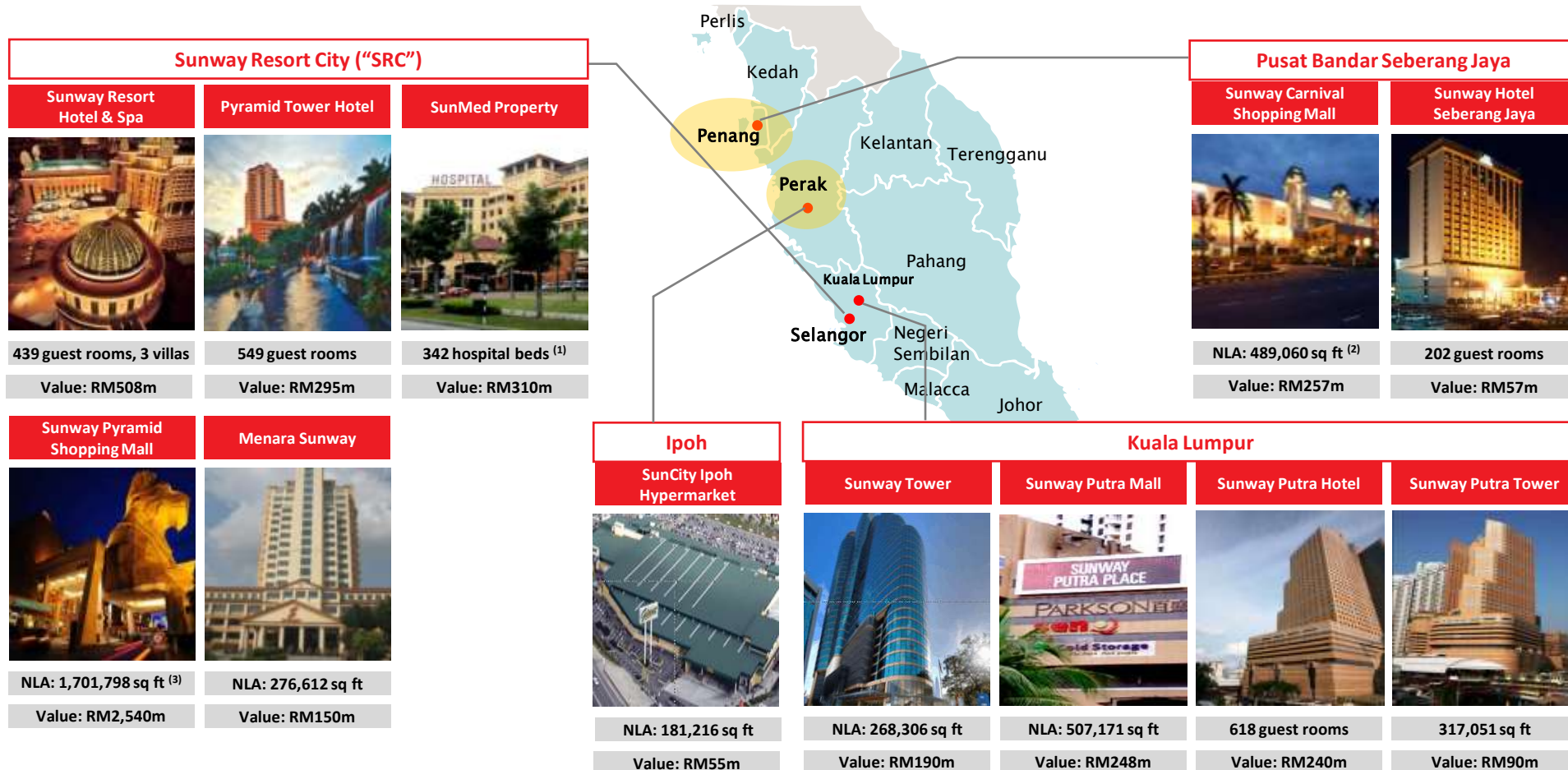
<sup>2</sup> Based on NPI as at 31 Dec 2012. Acquisition of Sunway Medical Centre was completed on 31 December 2012



# Enlarged Sunway REIT portfolio

Largest Malaysian REIT by asset value with an attractive and diversified portfolio

**Total Appraised Value: RM4.96 billion**



Source: Sunway REIT manager and valuation by Knight Frank (30 June 2012)

(1) 305 current hospital beds, licensed for, and expandable to 342 beds

(2) Includes convention centre of 32,292 sq. ft. of NLA

(3) Includes convention centre of 143,467 sq. ft. of NLA

# Awards and Recognitions

## APREA Best Practices Award 2012 (Emerging Markets Category)



Sunway REIT was also awarded the following APREA Merit Awards 2012 -

1. Best Country Submission –Malaysia
2. Emerging Markets – Corporate Governance
3. Emerging Markets Portfolio Performance Reporting
4. Emerging Markets Market Disclosure
5. Emerging Markets Accounting & Financial Reporting
6. Emerging Markets Most Improved in Adoption of Best Practices

## NACRA Industry Excellence Award 2012 (REITs and Closed-End Funds)



## IAIR Hong Kong Awards 2013 (Excellence in Real Estate Malaysia)





## 2. Financial Highlights

# 1H2013 Financial Results Highlights

- Healthy results, boosted by lower cost of debt

(RM mil)	2Q2013	2Q2012	Variance (%)	YTD FY2013	YTD FY2012	Variance (%)
Revenue	105.8	110.7	-4.4	205.6	205.8	-0.1
Net Property income	78.1	78.7	-0.8	151.0	148.9	+1.4
Realised Net Income:						
-Initial 8 IPO assets	53.1	48.2	+10.4	104.1	94.2	+10.5
- Putra Place	3.0	2.5	+15.3	4.0	0.7	+443.8
Realised Net Income	56.1	50.7	+10.6	108.1	94.9	+13.8
Distribution per unit (cents)	2.19	1.99	+10.1	4.22	3.74	+12.8
Annualised Distribution Yield (%)				5.6 <sup>1</sup>	5.5 <sup>2</sup>	

<sup>1</sup> Based on closing price as at 31 March 2013 of RM1.52

<sup>2</sup> Actual distribution yield for FY2012. DPU=7.5 sen, unit price=RM1.36 as at 30 June 2012

# Key Statistics and Ratio

Highlights	1H2013
No. of Units in circulation <sup>1</sup>	2,917,365,500
Unit Price (as at 31 March 2013) (RM)	1.52
Net Asset Value (NAV) per unit (RM) <sup>1</sup>	1.0964
Premium to NAV	38.6%
Earnings Per Unit (EPU) (sen) <sup>1</sup>	4.01
Distribution Per Unit (DPU) (sen) <sup>1</sup>	4.22
Distribution Yield <sup>2</sup>	5.6%
Management Expense Ratio <sup>1</sup>	0.88%
FY 2013 YTD Total Return	17.4%
Gearing <sup>2</sup>	31.9%
Portfolio Blended NPI Yield (as at 30 June 2012)	6.46%

<sup>1</sup> As at 31 December 2012

<sup>2</sup> As at 31 March 2013

### 3. Growth Driver 1: Organic Growth

# Organic Growth

- Vibrant township factors enable sustainable asset enhancement opportunities

## Vibrant and Growing Township

- Captive market with large population catchment and high commercial activities
- Tourism activities
- Projected **8.5%** visitation growth over 3 years
- Benefits from ongoing projects by Sponsor

### Planned / Ongoing

- The Pinnacle
- Sunway Pyramid Phase 3
- New Infrastructure enhancement in SRC

## Asset Management Initiatives (AMIs)

- Rental reversion
- Optimization of tenancy mix
- Operational efficiency enhancement

### Track record

- Sunway Pyramid rental reversion locked in at 16.3% and **19.3%** for FY2012 and YTD FY2013 respectively.

### Planned / Ongoing

- 61.5% of NLA in Sunway Pyramid due for rental renewal in FY2014
- 150,000sf of concessionary rental. 35,324<sup>1</sup> sq. ft. was converted.
- 54,000sf of rental optimization potential from OB3

## Asset Enhancement Initiatives (AEIs)

- Increase in NLA
- Reconfiguration of space
- Refurbishment

### Track record

- Additional 33,641<sup>2</sup> sq.ft. NLA created in Sunway Pyramid Shopping Mall
- [Refurbishment of Sunway Tower \(ROI: 45.1%\)](#)

### Planned / Ongoing

- Planned capex in excess of RM400 million over the next 3 years

# The Power of SRC

- One of its kind township assets





# The Pinnacle

- The only Grade A office in Bandar Sunway with more than 5,000 office population

Artist's impression of The Pinnacle



Source: Sunway Berhad

Construction progress photo taken at actual site on 8 Jan 2013



## The Pinnacle

NLA (sq. ft)	Approx 560,000
Floor plates (sq. ft)	23,000
Car Parks	1,000
Expected Completion Date	2H 2013

# Sunway Pyramid Phase 3

- Creating new frontage to OB3 and boosting significant additional footfall to the mall

Preliminary Artist's impression of Sunway Pyramid 3



Source: Sunway Berhad

Sunway Pyramid 3	
Retail NLA (sq. ft)	62,000
No. of rooms	435
Car Parks	760
Expected Completion Date	Early 2015

Oasis Boulevard 3	
NLA (sq. ft)	53,728
Current ARR (RM psf)	6.40
Target ARR (RM psf)	8.40
% growth in rental (%)	<b>32%</b>
Additional rental (RM p.a)	<b>≈ 1,300,000</b>



# New Infrastructure Enhancement within SRC

- Bus Rapid Transit-Sunway Line improving public transportation connectivity



- Joint venture with Syarikat Prasarana Berhad under the Public-Private Partnership (“PPP”).
- The BRT-Sunway Line will run on dedicated guideways that stretches more than 6km across 7 stations.
- Connected to both USJ LRT Extension Line and KTMB Setia Jaya Station.



# New Infrastructure Enhancement within SRC

- Roads upgrading to improve vehicular traffic flow

Proposed road upgrading and infrastructure improvement around Bandar Sunway, Subang Jaya and USJ area



- Road widening along New Pantai Expressway (NPE) from Sunway Pyramid to Jalan Kewajipan junction.
- Proposed elevated road connecting Kesas Expressway to NPE
- Construction of U-turns at Jalan Tujuan and Sunway Toll Plaza
- Walkway connecting Sunway Pyramid and Monash University

Source: Sunway Berhad

# 2Q2013 Rental Reversion

- Retail assets enjoying strong double-digits rental reversions

Properties	New and renewed tenancies @ 2Q2013		Due for renewal in FYE2013			Total rental increase in 3 years
	Number of tenancies	NLA sq.ft.	NLA sq. ft.	NLA for Property sq. ft.	% of Property NLA	
			a	b	a/b	
Sunway Pyramid Shopping Mall	150	306,292	385,247	1,705,427	22.6%	19.3%
Sunway Carnival Shopping Mall	12	9,993	161,849	492,301	32.9%	15.6%
Menara Sunway	22	48,083	57,329	290,805	19.7%	12.3%
<b>Total Portfolio</b>	<b>184</b>	<b>364,368</b>	<b>604,425</b>	<b>2,488,533</b>	<b>24.3%</b>	<b>18.6%</b>

The hotel and hospital properties are under 10-years master leases. The expiry date of the respective master leases are as follows:

Sunway Resort Hotel & Spa and Pyramid Tower Hotel  
 Sunway Hotel Seberang Jaya  
 Sunway Putra Hotel  
 Sunway Medical Centre

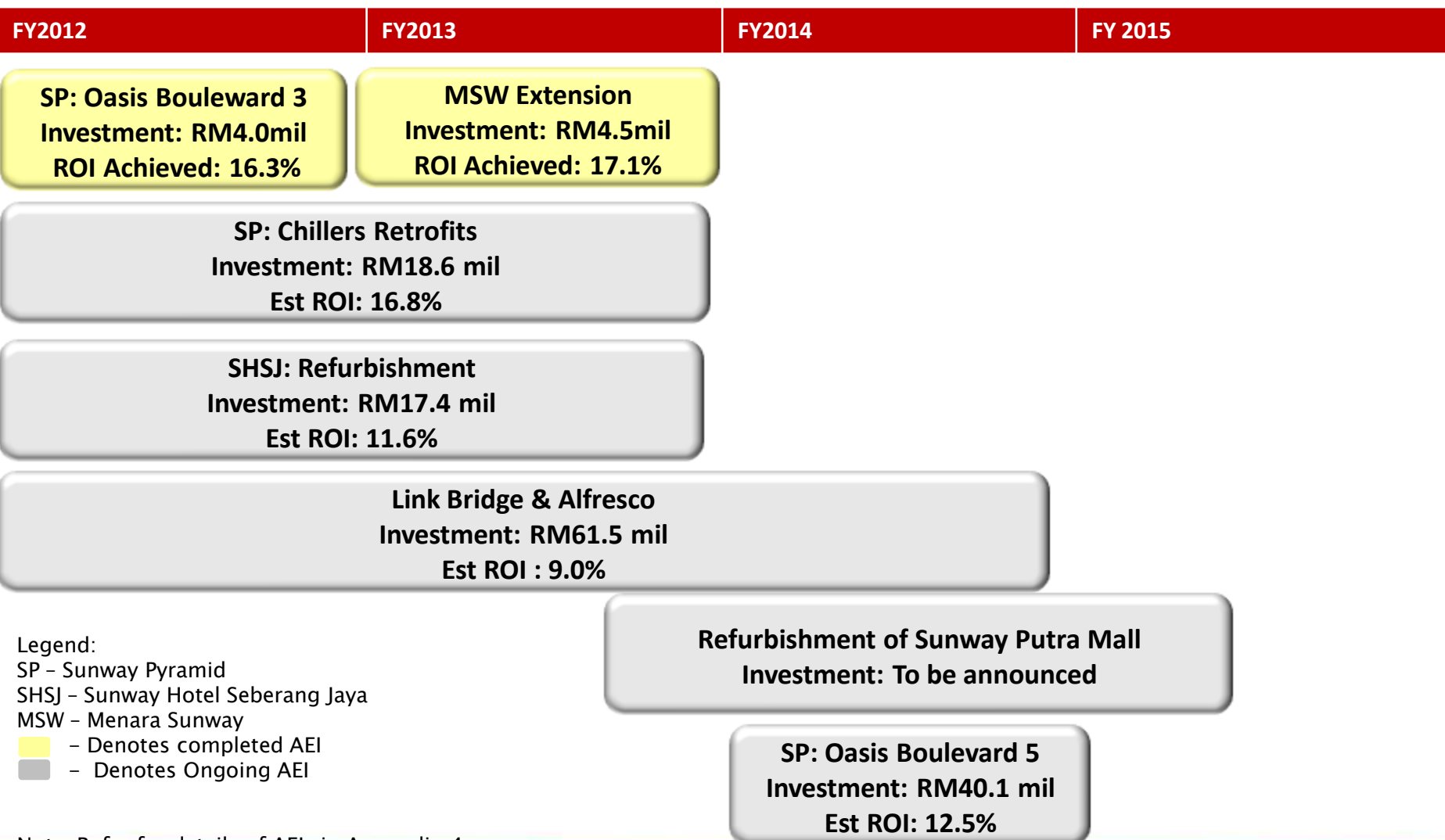
- July 2020  
 - July 2020  
 - September 2021  
 - December 2022



# Asset Enhancement Initiatives (AEIs)

- Substantial pipeline of ongoing capex over the next 3 years

Time



Legend:

SP – Sunway Pyramid

SHSJ – Sunway Hotel Seberang Jaya

MSW – Menara Sunway

■ – Denotes completed AEI

■ – Denotes Ongoing AEI

Note: Refer for details of AEIs in Appendix 4



## 4. Growth Driver 2: Acquisition Growth

# Investment Strategy

- Asset portfolio to grow to over RM7 billion in 3 years



<sup>1</sup> Investment decisions will be based on a combination of the above

<sup>2</sup> Greater Kuala Lumpur (Selangor and Kuala Lumpur), Penang, Johor, Sabah; however not restricted to only these states

# Investment Strategy

- Robust acquisition track record



# Latest acquisition : Sunway Medical Centre

- Leveraging the cross-synergies of SRC township



## Transaction summary – Sunway Medical Centre

- Acquisition of Sunway Medical Centre and related assets<sup>(1)</sup> (“SunMed Property”) for a purchase consideration of RM310 million
- SunMed Property is one of Malaysia’s leading private hospitals strategically located within Sunway Resort City, an integrated township situated in the district of Klang Valley with residential, commercial, hospitality, healthcare, educational and entertainment components
- SunMed Property is leased to Sunway Medical Centre Berhad (“SMCB”), a subsidiary of Sunway Berhad, under the following key terms:
  - Master lease agreement for an initial period of 10 years with an option to renew at prevailing market rate for another 10 years
  - Triple net lease basis with annual rental of RM19 million for the first year with step up of 3.5% per annum for the next 9 years of the initial lease term
  - SMCB is a reputable and experienced hospital operator

(1) Related assets include plant and machinery and services infrastructure and all fixtures and fittings affixed or located or used in Sunway Medical Centre

# Strong Pipeline Assets

- Completed assets in vibrant townships

**SRC**



**Sunway University**

Educational institutions with more than 1,467,000 sq. ft. of combined GFA



**Monash University, Sunway Campus**

Educational institutions with more than 1,467,000 sq. ft. of combined GFA

**Sunway Damansara**



**Sunway Giza Shopping Mall**

NLA of approximately 98,000 sq. ft.

Source: Sunway Berhad



# Strong Pipeline Assets

- Under-construction assets to enlarge Sunway REIT's portfolio

## SRC



**The Pinnacle:**  
Artist impression.  
Only Grade A  
office building in  
Bandar Sunway  
with  
approximately  
560,000 sq. ft. of  
NLA



**Sunway Pyramid 3:**  
Artist impression.  
Retail Mall with NLA  
of 62,000 sq.ft. and  
435 rooms 4-Star  
Hotel with more than  
760 car parks.



**Sunway University New  
Academic Block:**  
Artist impression.  
Estimated additional  
GFA of 565,232 sq. ft.

## Kuala Lumpur



**Sunway Velocity:** Artist impression.  
Shopping Mall with NLA of more than  
800,000 sq. ft. and more than 2,000 car  
parks

Source: Sunway Berhad



## 5. Growth Driver 3: Asset Turnaround

# Sunway Putra Place, Kuala Lumpur

- A gem in the making





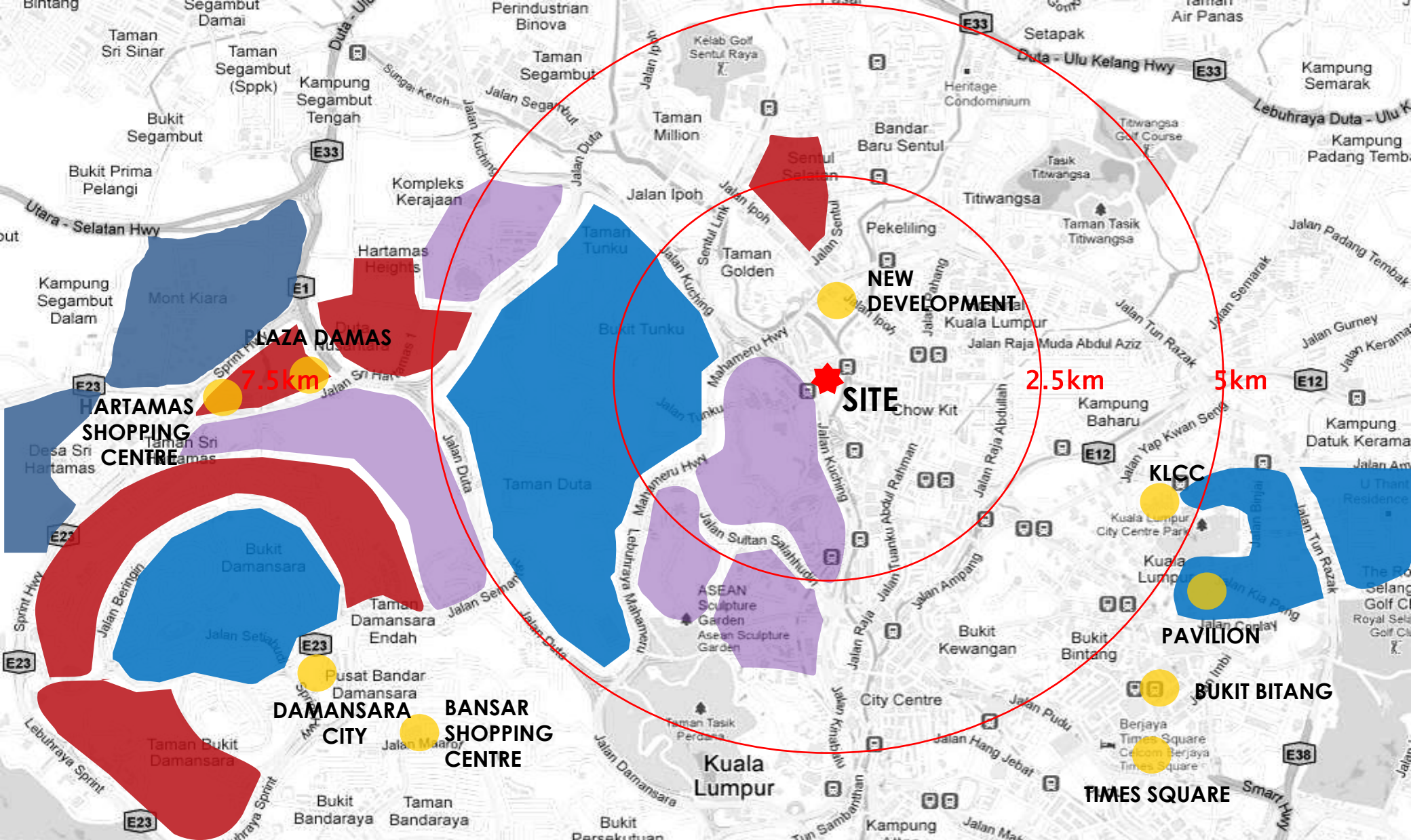
# STRATEGIC LOCATION WITH CLOSE PROXIMITY TO PUBLIC TRANSPORTATION



## TRANSPORT CONNECTIONS

- Good proximity to KTM and LRT stations
- Located near major highway junction
- Adjacent to good public transport links





**SURROUNDING SITE ZONING**

- Upper middle residential area
- Up market residential area
- Government land
- Retail Centre

# Market Positioning

- To position as urban-chic mall

## Mall Positioning

- Lifestyle urban-chic mall
- Caters to mid to mid-upper level income shoppers

## Shoppers' Profile

- Working crowd (CBD area)
- Family (neighbourhood catchment (eg. Kenny Hills, Bangsar, Damansara Heights, Taman Duta, Jalan Ipoh))
- Tourists (surrounding 4-5 star hotels)

## Brand Spectrum

- Fashion (High commercial, Bridge Brands)
- Entertainment & Leisure (lifestyle, International-feel & quality, youthful, family oriented, cinema)
- F&B (Latest Lifestyle Trend)

# Merchandise Mix-Spectrum

Category	Definition
1 <sup>st</sup> Liner	Louis Vuitton, Prada, Christian Dior, Chanel, Hermes, YSL
2 <sup>nd</sup> Liner	Emporio Armani, Burberry, DKNY, Dunhill, Tods
Bridge	FENDI, BCBG, MAX & Co, Ralph Lauren
Low Bridge	Polo Jeans, Coach, A/X, DKNY Jeans, FCUK
High Commercial	Guess, ZARA, MANGO, Esprit, Aldo, RAOUL, Shu Uemura, Bobbi Brown, Forever New, G2000
Lifestyle	Uniqlo, Topshop, Fossil, Dorothy Perkins, Diva, Forever 21, H&M, Miss Selfridge, Charles & Keith
Basic Casual	Giordano, Cotton On, Bossini, Bata, Swatch
Fashion Edge	Catch Up, Discreet, 77 <sup>th</sup> Street, 2PM.COM, Graffiti, Fatimah Songket, Beatrice Looi, Lord's Tailor

SUNWAY PUTRA MALL



## 6. Capital Management

# Capital Management

## - Proactive capital management

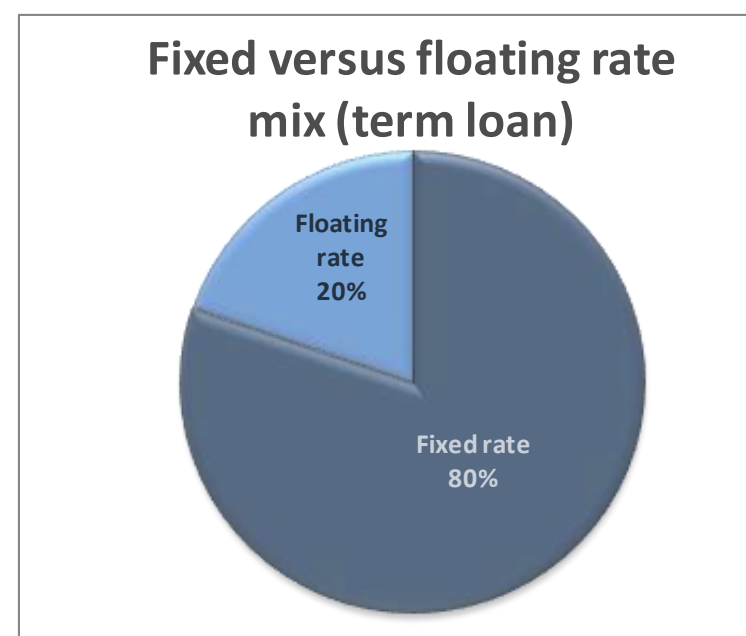
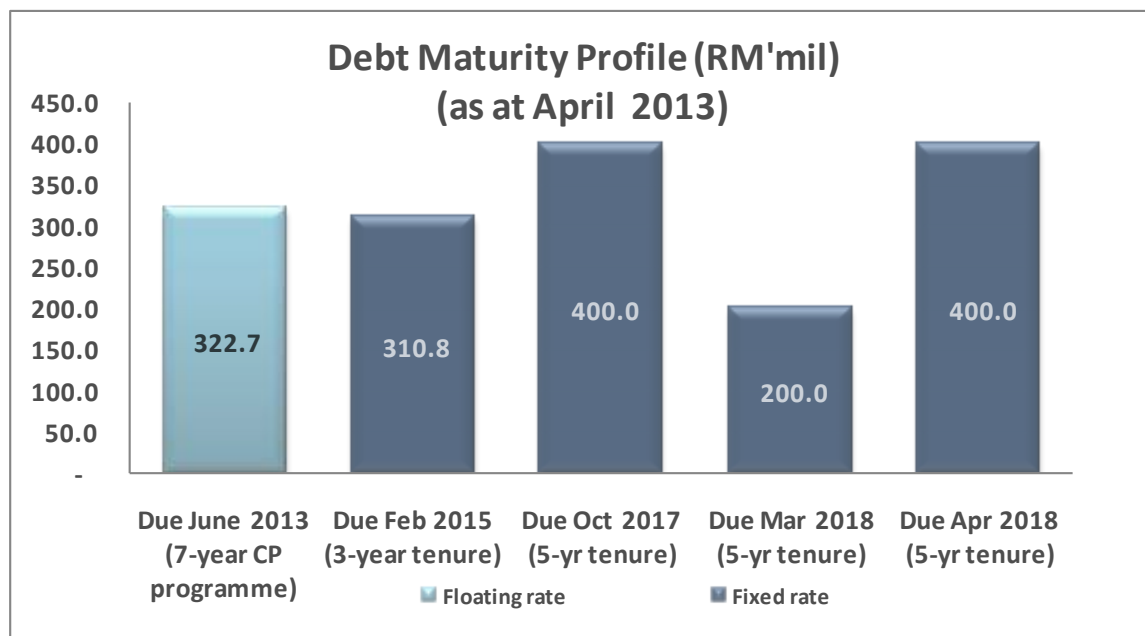
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- 🌐 The main objective of initiating the exercise is to manage:
  1. Refinancing risk –Staggering debt maturing
  2. Interest rate management – optimize debt profile (floating vs. fixed)
  
- 🌐 The prevailing low interest rate environment offers opportunities for potential interest savings and lowering of overall cost of debt.
  
- 🌐 Key facilities undertaken include:
  1. Short-term loan and revolving credit facilities amounting to RM760 million and RM90 million respectively, pending issuance of debt papers (Refinanced via CP)
  2. 3-year fixed rate term loan of USD100 million (equivalent to RM310 million); hedged with cross-currency swap
  3. Commercial Paper (CP) Programme of up to RM1.6 billion in nominal value rated P1(S) by RAM Ratings. The programme is 7-year facility and fully underwritten.
  4. A 15-year unrated medium term note (MTN) programme of up to RM1.0 billion. As at April 2013, a total of RM1.0 billion of unrated MTN has been issued.

# Capital Management

- Proactive capital management

Debt Profile	As at April 2013	FY 2012
Total borrowings(RM' million)	1,625.8	1,573.4
Average cost of debt	3.74%	4.65%
Debt service cover ratio (DSCR)	5.3	3.7
Gearing ratio	32.3%	35.3%



# Capital Management

- Successful private placement raising RM320 million

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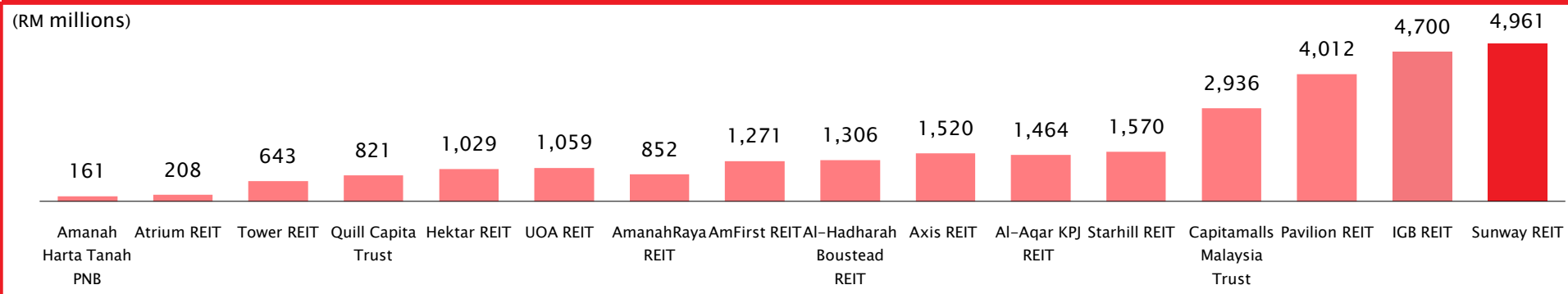
- 🌐 Sunway REIT has successfully completed the private placement raising gross proceeds of RM320 million to repay the short-term facility which was drawn down to finance the acquisition of the land and building of Sunway Medical Centre and defray related expense.
- 🌐 The private placement was 2.8 times subscribed and saw strong interest from new and existing investors both domestically and internationally.
- 🌐 The issuance price of RM1.49 per unit was at the top of the launch range of RM1.46 – RM1.49 per unit. The issuance price represents a 2.9% discount to the 5-days VWAP or a 0.9% discount to the VWAP, adjusted for the distribution of 3.16 sen per unit.
- 🌐 Following the completion of the exercise, Sunway REIT's gearing has dropped from 37.7% as at 31 December 2012 to 32.3% as at April 2013.

## 7. The Largest REIT in Malaysia



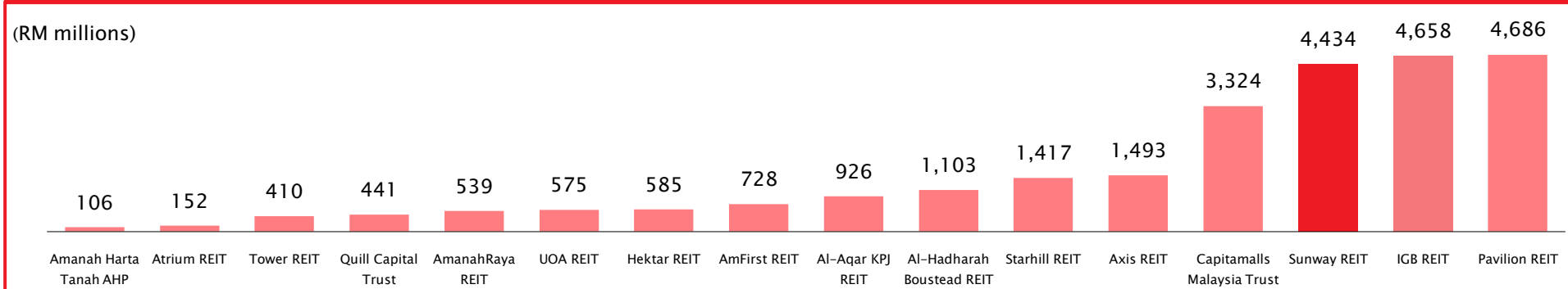
# Dominant REIT in Malaysia

## Portfolio Assets Value (RM million)



Source: Bloomberg as at 31 March 2013

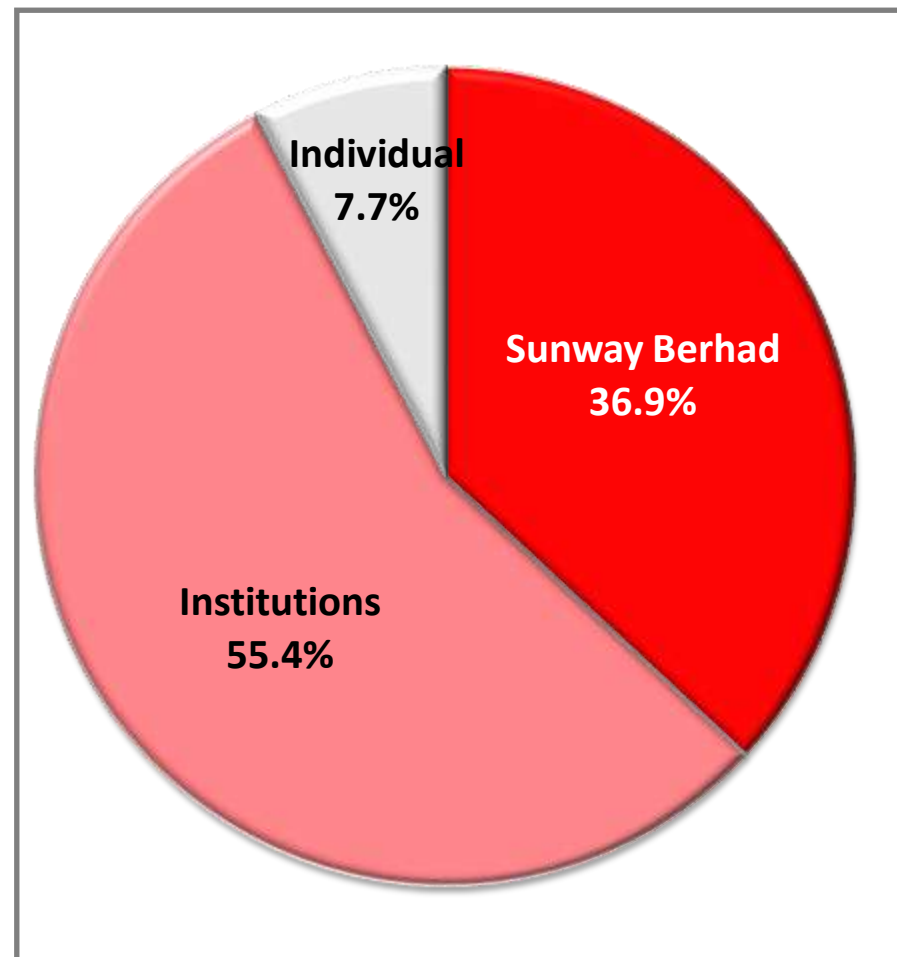
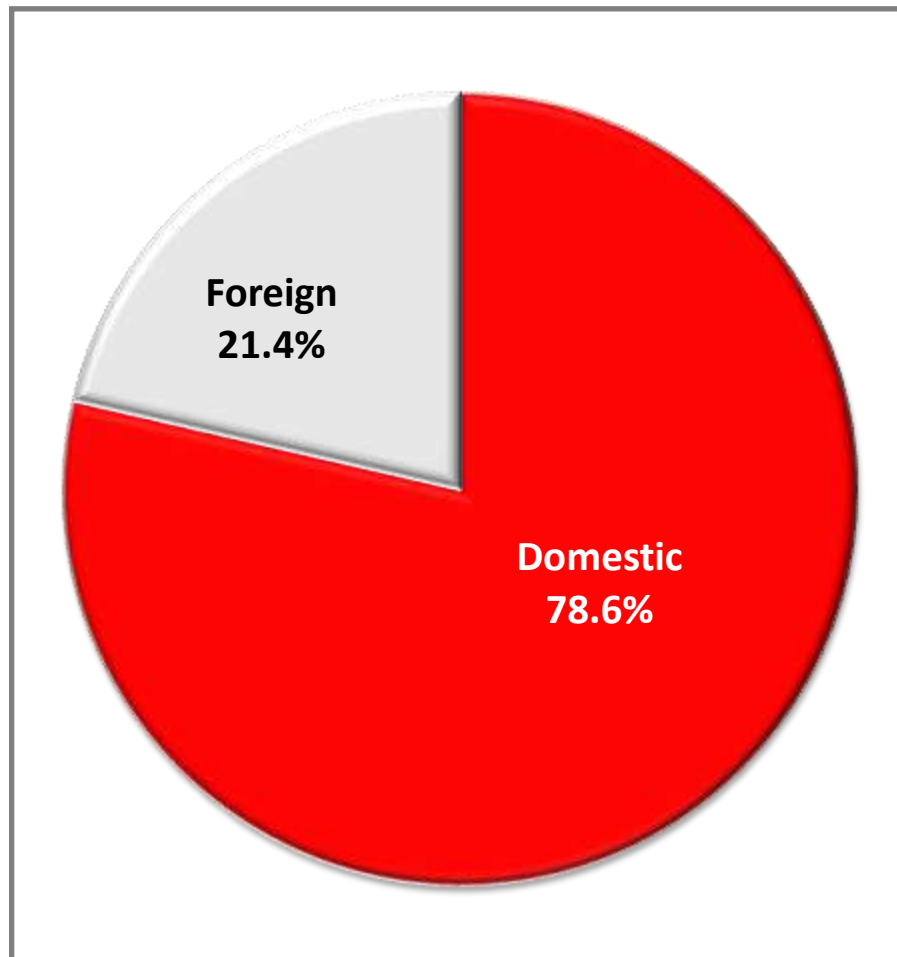
## Market Capitalisation (RM million)



Source: Bloomberg as at 31 March 2013

# Sunway REIT Unitholders Information

- Solid institutional backing



Total number of unit holders as at 31 Dec 2012: 6,887 (6,599 as at 28 Sept 2012)

Note: Sunway Berhad's unitholding stood at 34.3% following the completion of the private placement on 5 February 2013

## 8. Conclusion

# Conclusion

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## **The largest REIT in Malaysia (Asset value)**

*- Asset value of RM4.96 billion*

## **Core assets in townships with robust growth**

*- 5 assets located within SRC, representing 77% measured by asset size*

## **Reputable sponsor with large visible pipeline assets**

*- Pipeline assets in excess of RM2 billion*

## **Key growth drivers through acquisitions and organic growth**

*- Target NPI CAGR growth of at least 5% over the next 3 years*

## **Proactive capital management**

*- Average cost of debt of 3.74%*

# Appendices

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Appendix 1: General Information

Appendix 2: Sunway Putra Place Acquisition

Appendix 3: Recent Development in SRC

Appendix 4: Organic Growth Information

Appendix 5: Summary of Key Agreements

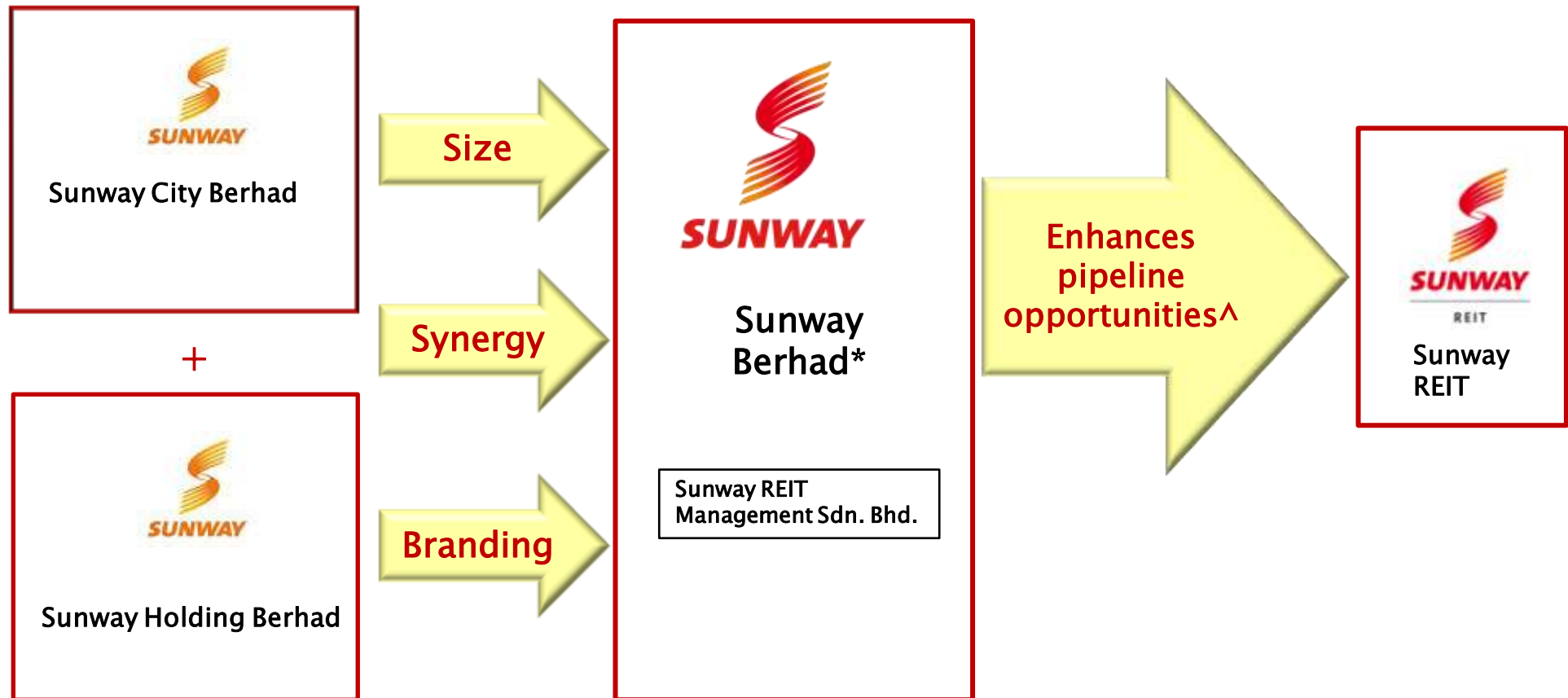
Appendix 6: REIT Manager Fees' Structure



# Appendix 1: General Information

# Sponsor – Sunway Berhad

-Bigger, Better, Stronger



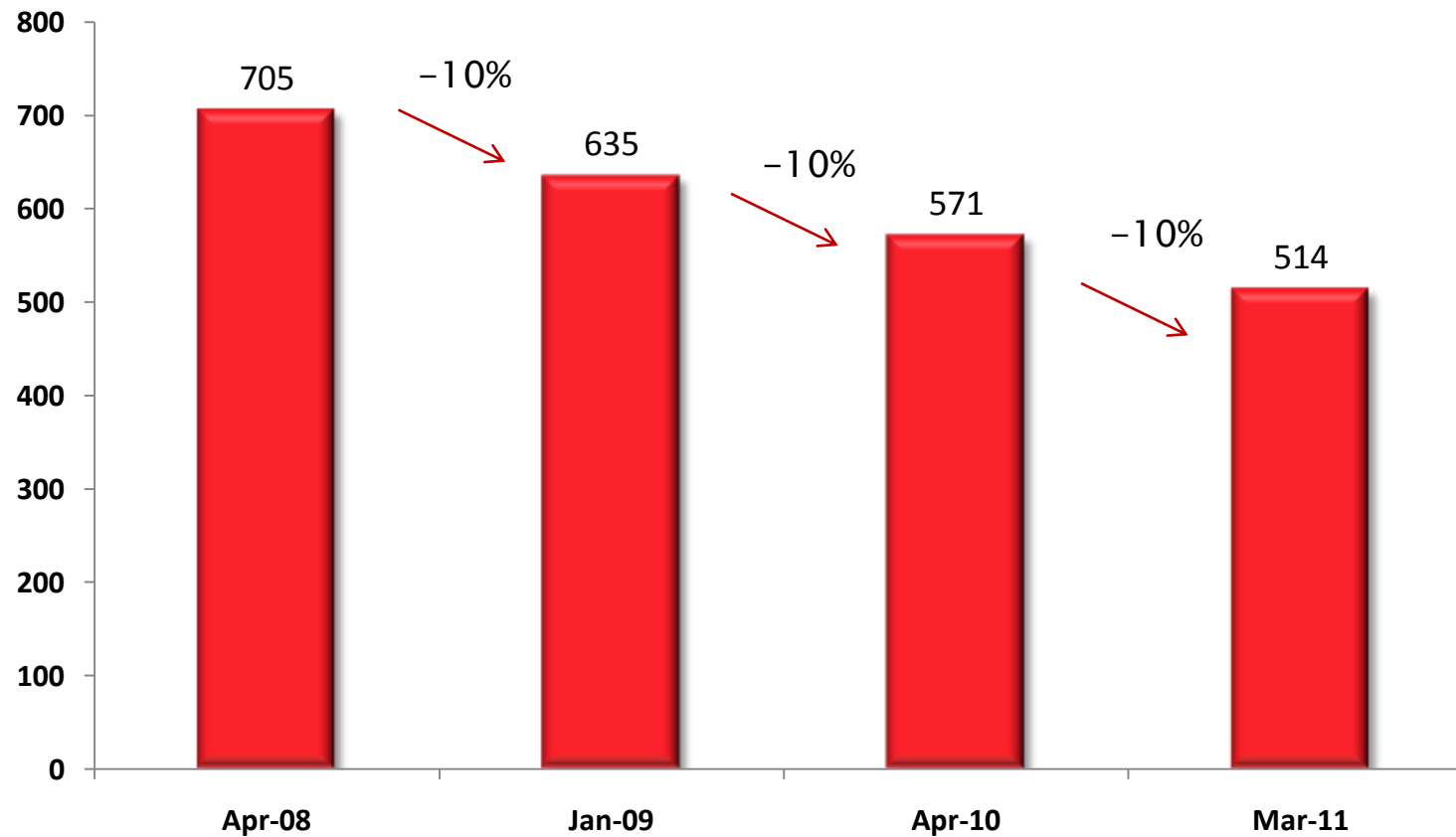
\* Sunway Berhad was listed on the Main Board of Bursa Malaysia on 23 August 2011

^ Right of First Refusal

## Appendix 2: Sunway Putra Place Acquisition

# Property Auction History

Reserve Price (RM mil)



# An Opportunistic Acquisition

Asset	NLA (sq.ft.)	No of room	Initial cost (MYR mil)	Related acquisition expenses (MYR mil)	Total acquisition cost (MYR mil)	cost psf / room <sup>1</sup> (MYR)
Sunway Putra Mall	505,448	n.a	219.50	3.47	222.96	434
Sunway Putra Tower	317,051	n.a	80.30	1.27	81.57	253
Sunway Putra Hotel	n.a	631	214.14	3.38	217.53	339,372
<b>Total</b>			<b>513.95</b>	<b>8.12</b>	<b>522.06</b>	
<b>Cap Rate (Normalised) : 7.4%</b>						

<sup>1</sup> Based on acquisition cost of [RM513.95 million](#)

Source: Sunway REIT



## Appendix 3: Recent Development in SRC

# Sunway University

- GFA of >600,000 sq. ft, more than 9,000 students



Proposed new 12-storey academic block



- New expansion completed Jan 2011
- GFA: 4,500 sq. ft.
- Sunway Le Gordon Bleu programme and HR department
- Previously was empty land

## Tier Five: Excellent universities in the Setara 2009 exercise

Code	Institution
B	Curtin University of Technology Sarawak Campus
A	International Islamic University Malaysia
B	International Medical University
B	Management and Science University
B	Monash University Sunway Campus
B	Sunway University College
B	Swinburne University of Technology Sarawak Campus
B	Taylor's University College
B	The University of Nottingham Malaysia Campus
A	Universiti Kebangsaan Malaysia
B	Universiti Kuala Lumpur
A	Universiti Malaya
B	Multimedia University
A	Universiti Putra Malaysia
A	Universiti Sains Malaysia
A	Universiti Teknologi Malaysia
A	Universiti Teknologi Mara
B	Universiti Teknologi Petronas

Note: A = public institution, B = private institution  
Source: Higher Education Ministry

GRAPHICS © 2010



Historical moment on 17 Dec 2010: The Chancellor Yang Berbahagia Tan Sri Dato' Seri Dr. Jeffrey Cheah, AO receiving the letter of approval from YB Dato' Seri Mohamed Khaled Nordin, Minister of Higher Education

Source: Sunway University

# Monash University, Sunway Campus

- GFA of >850,000 sq. ft, more than 4,000 students

**New Monash  
University Sunway  
student residence**



- Expect more than 2,000 students
- More than 500 car parks

**Monash  
University,  
Sunway  
Campus**



**Jeffrey Cheah School of  
Medicine and Health  
Sciences, Monash  
University,  
Sunway Campus**



Source: Sunway Berhad



# Sunway South Quay: *International lakeside metropolis*

-potential 4,000 new units boasting 20,000 new residents with high spending power

Artist's impression of **Sunway South Quay** upon full completion. Expected 4,000 new units or 20,000 new high net-worth residents when fully completed.



## A'marine Lakeside Condominiums

- 242 units;
- 540 car parks
- Artist's impression



77 units of **BayRocks Garden Waterfront Villas** with gross built up areas of more than 6,000 sq. ft.

## LaCosta Lakeside Condominiums



- Launched on Q1 2011
- 377 units
- 850 car parks
- Artist's impression



- En bloc sales to Korean investors
- Handover in 1H2011
- 249 units
- Car park: 540 car parks

Source: Sunway Berhad



## Appendix 4: Organic Growth Information



# Organic Growth

- Bustling township factor

Thriving developments around Sunway Resort City (SRC):

New projects/expansions undertaken by sponsor	Brief description	Additional population forecast over next 3 years
1. The Pinnacle	Grade A office building	5,000 office staff
2. Sunway Pyramid 3	4-star leisure hotel and retail	110,000 visitors p.a.
3. Sunway University	Educational institution	5,500 students
4. Monash University, Sunway Campus		
5. Sunway South Quay	International lakeside metropolis	4,700 residents
<b>Total new population (1+3+4+5)</b>		<b>15,200</b>
New visitation per person assumption		0.5 visitation per year*365 days
Forecast new visitation		2.77 million
New Hotel Visitation Assumption		2 guests*435*0.7*0.5*365
Current annual visitation to Sunway Integrated Resort City (SIRC)		34 million

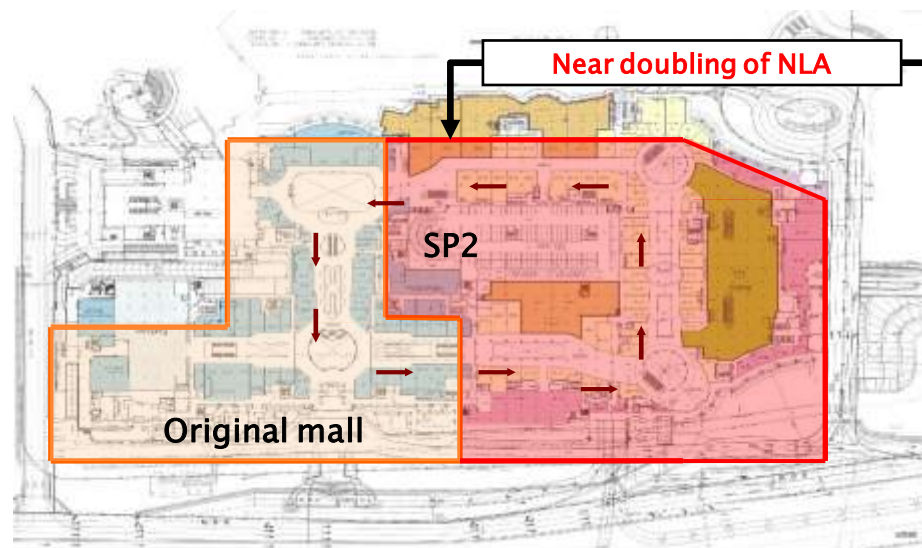
**8.5%** growth of visitations to Sunway township over next 3 years



# Asset Enhancement Initiatives (AEIs)

- Completed AEIs, double digit ROI

## Sunway Pyramid Extension



Year	NLA (sq. ft.)	Occupancy (%)	Average Net Rental Rate (RM psf/month)	Total (RM mil)
2006	886,000	98	6.18	5.5
2008	1,656,000	97	7.58	12.5
			Incremental	7.0
			Annual Incremental	84.0
			Expansion cost	540.00
			<b>ROI achieved</b>	<b>15.5%</b>

Source: Sunway REIT

# Asset Enhancement Initiatives (AEIs)

- Completed AEIs, double digit ROI

## Refurbishment of Sunway Tower

Before refurbishment

After refurbishment



Year	NLA (sq. ft.)	Occupancy (%)	Average Net Rental Rate (RM psf/month)	Total (RM mil)
2008	268,412	70	4.05	0.76
2010	268,412	94	5.40	1.36
			Incremental	0.6
			Annual Incremental	7.2
			Expansion cost	16.0
			<b>ROI Achieved</b>	<b>45.0%</b>

Source: Sunway REIT



# Asset Enhancement Initiatives (AEIs)

## - Completed AEIs

### Refurbishment of Fuzion (Coffee House)



Description	Value Creation
Investment	RM 12.0 million
Additional NLA	N.A
<b>ROI Achieved</b>	<b>6.0%</b>

Source: Sunway REIT



# Asset Enhancement Initiatives (AEIs)

- Completed AEIs

## Oasis Boulevard Extension Phase 3

PHASE 3A ( BEFORE )



PHASE 3A (AFTER)



Description	Value Creation
Investment	RM 4.0 million
Additional NLA	1,294 sq. ft.
<b>ROI Achieved</b>	<b>16.3%</b>
Duration	3 months (Oct – Dec 2011)

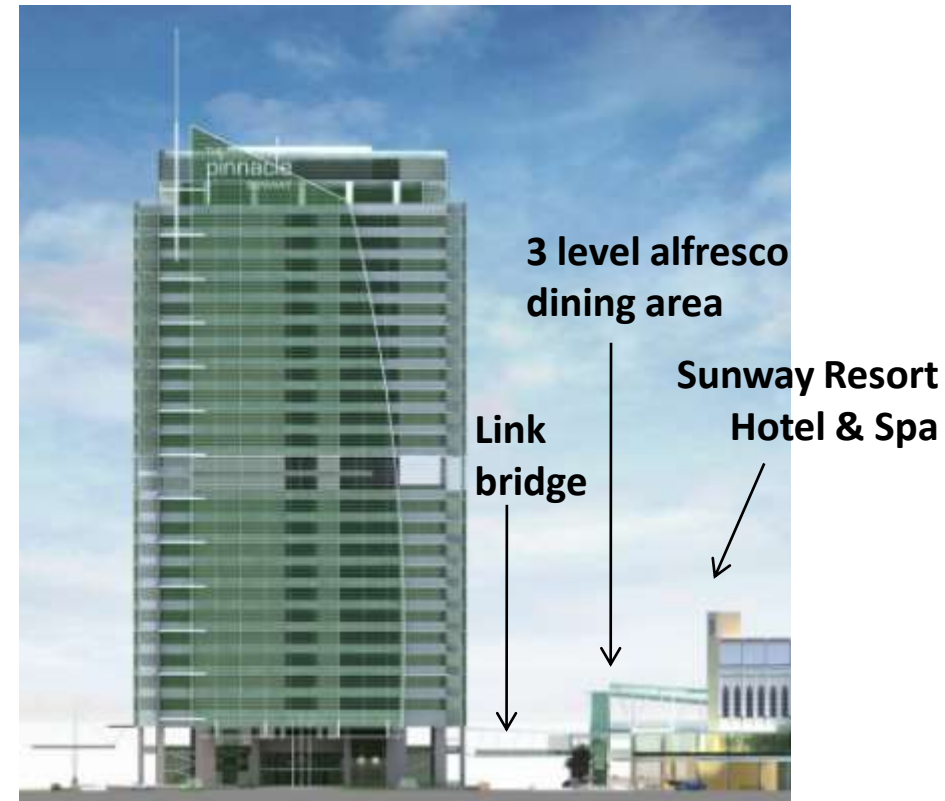
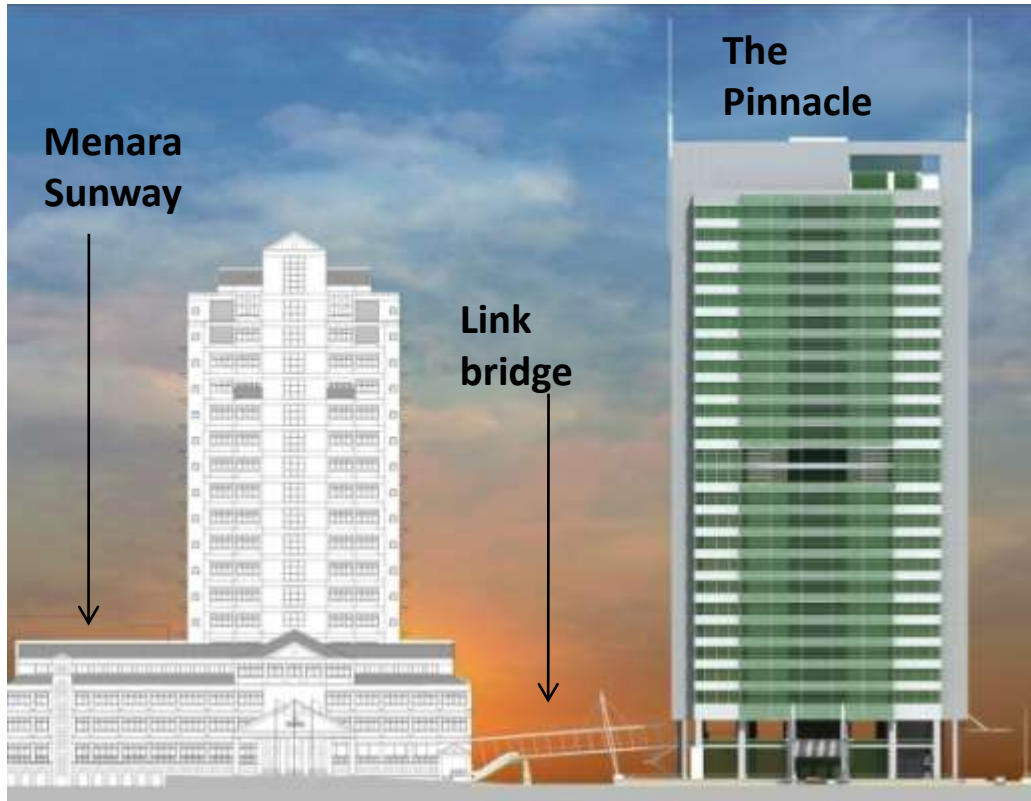
Source: Sunway REIT



# Ongoing Asset Enhancement Initiatives (AEIs)

- Integration above and under ground with additional alfresco dining area

## Proposed Link Bridges and Alfresco Dining



Artist impression of link bridge from The Pinnacle to alfresco dining as at 28 July 2011.

Source: Sunway Berhad

# Ongoing Asset Enhancement Initiatives (AEIs)

- Integration above and under ground with additional alfresco dining area

Artist Impression of Alfresco Area



Source: Sunway REIT

Expected Investment (RM)		61,552,000
Expected NLA created (sq. ft.) from alfresco dining	34,815	
Expected net rental rate (RM)	7.00	
Expected monthly rental income (RM)	243,705	
Expected yearly rental income from alfresco dining (RM)		2,924,460
NLA (sq. ft.)	1,056,192	
Assume 1.5% monthly rental increase due to additional footfall (RM)	0.21	
Expected yearly incremental rental increase (RM)		2,633,087
Total additional income per annum (RM)		5,557,547
<b>Expected ROI (%)</b>		<b>9.03</b>

# Ongoing Asset Enhancement Initiatives (AEIs)

- Facelift to drive business to the next level

## Sunway Hotel Seberang Jaya Refurbishment



Refurbished Room taken in July 2012

Refurbished Ballroom taken in July 2012



Description	Value Creation
Investment	RM 17.4 million
Additional NLA	n.a
<b>Expected ROI</b>	<b>11.6%</b>
Duration	13 months (Feb 2012 – Mar 2013)

Source: Sunway REIT



# Ongoing Asset Enhancement Initiatives (AEIs)

- Creation of new NLA for Sunway Pyramid Shopping Mall

## Oasis Boulevard 5 (Artist Impression)



Source: Sunway REIT



Description	Value Creation
Investment	RM 40.1 million
Additional NLA	20,362 sq. ft
Reconfiguration of existing NLA	23,432 sq. ft
<b>Expected ROI</b>	<b>12.5%</b>
Duration	6 months (Apr 2013 – Sept 2013)

# Appendix 5: Summary of Key Agreements



# Hotel Master Lease Agreement

## Calculation of Total Rent

- Total Rent: The higher of Variable Rent or Guaranteed Rent <sup>(1)</sup>
  - Variable Rent: Base Rent plus 70.0% of (Gross Operating Profit less Master Lease Expenses)
    - Base Rent: 20.0% of Revenue
    - Gross Operating Profit: Revenue less Operating Expenses
    - Master Lease Expenses: FF&E Reserve, hotel management fee, Base Rent

## Duration

- Term: 10 years commencing from the Completion Date which is the listing date of Sunway REIT
- Option term: An additional 10 years

Source: Sunway REIT management.

(1) Guaranteed Rent in respect of Sunway Resort Hotel & Spa and Pyramid Tower Hotel consists of RM42,044,934 for FY 2011 and FY 2012, being 80% of projected Variable Rent for FY 2011 plus RM144,000, and RM31,569,701 for each of the financial years for the remaining 10-year term, being 60% of Variable Rent for Sunway Resort Hotel & Spa and Pyramid Tower Hotel for 2011 + RM144,000.

Guaranteed Rent in respect of Sunway Hotel Seberang Jaya consists of RM4,506,726 for FY 2011 and FY 2012, being 80% of projected Variable Rent for Sunway Hotel Seberang Jaya for FY 2011, and RM3,380,044 for each of the financial years for the remaining 10-year term being 60% of Variable Rent for Sunway Hotel Seberang Jaya for 2011.

Guaranteed Rent in respect of Sunway Putra Hotel consists of RM9,067,084 for FY 2012, being RM12,089,445 for FY13, RM9,822,674 for FY14 and RM9,067,084 for each of the financial years for the remaining 10-year term commencing 28 Sept 2012.

# Right of First Refusal

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## Future properties involved

- Investment properties that:
  - Are located in Malaysia and the Asia-Pacific region
  - Are from time to time owned by Sunway Berhad and its 100% owned subsidiaries ("Sunway Entity"); and

## Mechanics

- In the event that any Sunway Entity intends to offer the investment properties for sale to any third party at a specific offer price and at specific terms:
  - The Sponsor shall or the relevant Sunway Entity shall first extend the offer to the Trustee at the same or better offer price and terms
  - This Right of First Refusal does not apply to any intra-group transfers amongst Sunway Berhad and its subsidiaries

## Term

- The Right of First Refusal will continue so long as (1) The Manager is a subsidiary of Sunway Berhad; (2) Sunway Berhad holds at least a 20% interest in Sunway REIT; and (3) Sunway REIT remains on the Official List

Source: Sunway REIT

## Appendix 6: REIT Manager Fees Structure

# Annual Manager Fee for Sunway REIT Manager Sdn. Bhd

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## 1. Base fee

0.3% per annum of Total Asset Value (exclusive of tax, if any) accruing monthly and payable to the Manager every Quarter Year in arrear;

## 2. Performance fee

3.0% of Net Property Income (exclusive of tax, if any) but before deduction of fees payable to the Property Manager pursuant to the Property Management Agreement payable every Quarter Year;

## 3. Acquisition fee

1% of acquisition price of any future Assets of Sunway REIT or a Single-Purpose Company acquired by the Trustee for Sunway REIT (pro rated if applicable to the portion of the interest in Real Estate or Single-Purpose Company purchased by the Trustee for Sunway REIT);

## 4. Divestment fee

0.5% of sale price of any Asset of Sunway REIT or a Single-Purpose Company sold or divested by the Trustee (pro rated if applicable to the proportion of the interest of Sunway REIT in the Assets of Sunway REIT sold).

# Thank You

For further information on this presentation kit, please kindly contact:

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