

# SUNWAY REIT FINANCIAL RESULTS

### **3rd Quarter ended 31 March 2013** (FYE 30 June 2013)

Announcement date: 30 April 2013

SUCCESS STRATEGIES OF THE MIND

#### DISCLAIMER

This presentation may contain certain forward looking statements due to a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions; interest rate trends; cost of capital and capital availability including availability of financing in the amounts and the terms necessary to support future business; availability of real estate properties; competition from other companies; changes in operating expenses including employee wages, benefits and training, property expenses, government and public policy changes. You are cautioned not to place undue reliance on these forward looking statements which are based on Management's current view of future events. Past performance is not necessarily indicative of its future performance.



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- Highlights & Key Updates
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### **HIGHLIGHTS & KEY UPDATES**

Note : The financial results should be read in conjunction with the 3Q 2013 announcement to Bursa Malaysia Securities Berhad



## DISTRIBUTION DETAILS

Dividend Distribution Details	Advance distribution	Current distribution	Total
Distribution period	1 January 2013 - 13 February 2013	14 February 2013 - 31 March 2013	1 January 2013 - 31 March 2013
Distribution Per Unit (DPU) (sen)	0.97	1.09	2.06
Notice of Entitlement	23 January 2013	30 April 2013	
Ex-Dividend Date	8 February 2013	14 May 2013	
Book Closure Date	13 February 2013	16 May 2013	
Payment Date	27 February 2013	30 May 2013	

<sup>1</sup> For the quarter ended 31 March 2013 (1 January 2013 – 31 March 2013), total income distribution amount to 2.06 sen per unit (comprising taxable and non-taxable amount of 1.85 sen and 0.21 sen per unit respectively) of which: – 0.97 sen per unit (comprising taxable and non-taxable amount of 0.83 sen and 0.14 sen per unit respectively) was paid on 27 February 2013 as advance income distribution. The advance distribution was in respect of income for the period from 1 January 2013 to 13 February 2013, prior to issuance of 214,765,000 new placement units pursuant to the Proposed Placement.

- 1.09 sen per unit (comprising taxable and non-taxable amount of 1.02 sen and 0.07 sen per unit respectively) for the period from 14 February 2013 - 31 March 2013 will be payable on 30 May 2013.



## FINANCIAL HIGHLIGHTS

Highlights	3Q 2013	3Q 2012	Change %
No. of Properties	12 <sup>1</sup>	11	9.1%
Property Value (RM'billion)	4.970	4.390	13.1%
No. of Units in circulation	2,917,365,500	2,694,194,700	8.3%
Unit Price as at 31 Mar (RM)	1.52	1.25	21.6%
Market Capitalisation (RM'billion)	4.434	3.368	31.7%
Net Asset Value (NAV) per unit (RM) (After income distribution)	1.1146	1.0137	10.0%
Premium to NAV	36.4%	23.3%	56.2%
Earnings Per Unit (EPU) (sen)	2.03	1.77	14.7%
Distribution Per Unit (DPU) (sen)	2.06	1.87	10.2%
Annualised Distribution Yield	5.5% <sup>2</sup>	5.5% <sup>3</sup>	-
Management Expense Ratio	0.84%	0.96%	-12.50%
YTD total return	17.3%	18.1%	-4.3%
Gearing	32.3%	36.1%	-10.6%

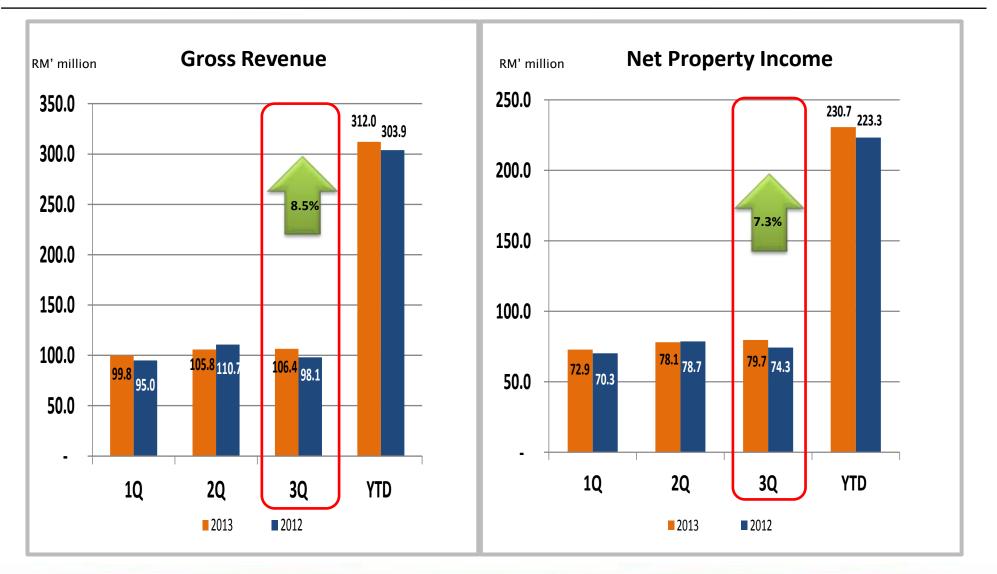
<sup>1</sup> Acquisition of Sunway Medical Centre ("SMC") on 31 December 2012.

<sup>2</sup> Based on closing as at 31 March 2013 of RM1.52

<sup>3</sup> Based on closing as at 30 June 2012 of RM1.36



## FINANCIAL HIGHLIGHTS





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## FINANCIAL HIGHLIGHTS





## **KEY UPDATES**

- Corporate proposals:
  - i) Proposed Acquisition of Sunway Medical Centre ("SMC") for a purchase consideration of RM310 million;
  - ii) Proposed Placement of new units in Sunway REIT up to RM320m;
  - iii) Proposed Unitholders' Mandate to allot and issue new units up to 20% of the approved fund size of Sunway REIT; and
  - iv) Proposed Increase in Fund Size from 2,780,112,300 units to up to a maximum of 3,650,888,858 units

(collectively referred to as the 'Proposals')

- The Proposals were submitted to Securities Commission on 10 October 2012 and an approval was obtained from Securities Commission on 28 November 2012.
- Unitholder's approval on the above Proposals was obtained on 18 December 2012.
- Acquisition of SMC was completed on 31 December 2012.



## KEY UPDATES (CONT'D)

- Sunway REIT has issued 214,765,000 new units pursuant to the Proposed Placement at an issue price of RM1.49 per placement unit, representing a 2.9% discount\* to the 5-day volume weighted average price of Sunway REIT units as of 4 February 2013 of RM1.535 for the quarter ended 31 March 2013. The units were listed on the Main Market of Bursa Securities on 15 February 2013.
- Total amount raised of approximately RM320 million was utilised as follows:-
  - Repayment of bank borrowings drawndown to satisfy the purchase consideration of SMC amounting to RM310 million
  - Expenses directly in relation to the acquisition and placement and other expenses such as professional fees, authorities' fees and miscellaneous expenses incurred in connection with the Proposals amounting to RM7.4 million
  - The balance of RM2.6 million has been utilised as working capital for Sunway REIT

\* The issuance price of RM1.49 represents a 0.9% discount to the adjusted VWAP of RM1.503 as of 4 February 2013 (Adjusted VWAP is derived from VWAP of RM1.535 less the income distribution for 2Q 2013 and advance distribution (for the period from 1 January 2013 to 13 February 2013) of 3.16 sen).



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### **3Q 2013 FINANCIAL RESULTS**

Note : The financial results should be read in conjunction with the 3Q 2013 announcement to Bursa Malaysia Securities Berhad



#### **CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME - 3Q 2013**

	1Q 2013	1Q 2012	2Q 2013	2Q 2012	3Q 2013	3Q 2012	Change	YTD 2013	YTD 2012	Change
	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	%	RM'000	RM'000	%
Gross Revenue	99,772	95,039	105,820	110,737	106,448	98,092	8.5%	312,040	303,868	2.7%
Less : Property operating expenses	(26,892)	(24,785)	(27,697)	(32,015)	(26,779)	(23,734)	-12.8%	(81,368)	(80,534)	-1.0%
Net property income	72,880	70,254	78,123	78,722	<b>79,669</b> <sup>3</sup>	74,358	7.1%	230,672	223,334	3.3%
Change in fair value of investment properties	-	-	-	-	-	-	-	-	-	-
Interest & other income	254	(60)	312	426	385	543	29.1%	951	909	4.6%
Manager's fee	(5,732)	(5,476)	(5,998)	(5 <i>,</i> 746)	(6,242)	(5,574)	-12.0%	(17,972)	(16,796)	-7.0%
Trustee's fee and other expenses <sup>1</sup>	(662)	(1,012)	(647)	(1,159)	(1,092)	(1,142)	4.4%	(2,401)	(3,313)	27.5%
Finance costs <sup>2</sup>	(14,731)	(19,842)	(15,668)	(21,482)	(17,500)	(20,631)	15.2%	(47,899)	(61,955)	22.7%
Income before taxation/Profit for the										
period/year	52,009	43,864	56,122	50,761	55,220	47,554	16.1%	163,351	142,179	14.9%
Total comprehensive income for the period comprise the following: Realised										
- Initial 8 IPO assets	47,912	42,527	50,082	44,905	48,676	43,855	11.0%	146,670	131,287	11.7%
- Sunway Putra Place	4,085	1,703	6,084	5,833	4,128	3,688	11.9%	14,297	11,224	27.4%
- SMC	-	-	(44)	-	2,402	-	0.0%	2,358	-	0.0%
Total realised	51,997	44,230	56,122	50,738	55,206	47,543	16.1%	163,325	142,511	14.6%
Unrealised	12	(366)	-	23	14	11	27.3%	26	(332)	107.8%
Total net income for the period/year	52,009	43,864	56,122	50,761	55,220	47,554	16.1%	163,351	142,179	14.9%
No. of Units in circulation (million)	2,699	2,689	2,701	2,692	2,917 4	2,694	8.3%	2,701	2,692	0.3%
EPU (sen)										
- realised	1.93	1.65	2.08	1.89	2.03	1.77	14.7%	6.06	5.30	14.3%
- unrealised	-	-	-	0.00	-	-	100.0%	-	(0.01)	-100.0%
Total EPU	1.93	1.65	2.08	1.89	2.03	1.77	14.7%	6.06	5.29	14.6%
Proposed/declared distribution	54,782	47,062	59,144	53,566	57,995	50,381	15.1%	171,921	151,009	13.8%
Proposed/declared distribution per unit (sen)	2.03	1.75	2.19	1.99	2.06	1.87	10.2%	6.28	5.61	11.9%

<sup>1</sup> Trust expenses for 3Q 2013 was lower than 3Q 2012 by approximately RM50k mainly due to recovery of legal fee amounting to RM170k as awarded by the Court for Sunway Putra Place. As for 3Q 2013 compared to 2Q 2013, the increase is mainly due to expenses incurred for the acquisition of SMC amounting to RM483k.

<sup>2</sup> Lower finance costs for 3Q 2013 compared to 3Q 2012 by RM3.1m primarily due to refinancing of borrowings from 28 December 2011 onwards which resulted in a reduction in average costs of debts from 4.6% p.a. for YTD 3Q 2012 to 3.74% p.a. for YTD 3Q 2013. As for 3Q 2013 compared to 2Q 2013, the increase is mainly due to amortisation of loan expenses for commercial papers amounting to RM410m being expensed off in line with the short term nature of commercial papers programme and interest expense for financing the acquisition of SMC amounting to RM1.4m.

<sup>3</sup> Increase in NPI for 3Q 2013 compared to 3Q 2012 were mainly due to contribution from SMC of approximately RM1.6m per month.

<sup>4</sup> Increase in number of units for 3Q 2013 compared to 3Q 2012 were due to placement of new units of 214,765,000 which were listed on 15 February 2013 and manager fees paid in units of 1,974,600 during the current quarter.



### CONSOLIDATED STATEMENT OF FINANCIAL POSITION

	31.03.13	31.12.12	30.09.12	30.06.12
· · · · · · · · · · · · · · · · · · ·	RM'000	RM'000	RM'000	RM'000
ASSETS				
Non-current assets				
Plant and equipment	983	1,110	589	437
Investment properties <sup>1</sup>	4,969,920	4,960,822	4,638,467	4,630,000
Derivative financial instrument	2,024	-	-	8,455
	4,972,927	4,961,932	4,639,056	4,638,892
Common the second to				
Current assets	17,269	16,122	20,758	10 605
Receivables, deposits & prepayments Deposits, bank & cash balances	42,774	38,600	20,738 37,340	18,685 25,799
Deposits, ballk & cash balances	60,043	54,722	58,098	44,484
	5,032,970	5,016,654	4,697,154	44,484
	3,032,370	3,010,034	4,007,104	4,003,370
FINANCED BY:				
Unitholders' capital <sup>2</sup>	2,686,881	2,367,251	2,364,385	2,361,487
Undistributed income	622,779	652,987	650,314	646,844
Total Unitholders' fund	3,309,660	3,020,238	3,014,699	3,008,331
Non-current liabilities				
Borrowings	908,227	705,125	305,815	318,085
Long term liabilities	36,783	35,595	37,896	53,920
Derivative financial instrument	-	908	1,471	-
	945,010	741,628	345,182	372,005
Current liabilities				
Borrowings	714,183	1,181,806	1,265,223	1,245,039
Trade and other payables	64,117	72,982	72,050	58,001
	778,300	1,254,788	1,337,273	1,303,040
	5,032,970	5,016,654	4,697,154	4,683,376

<sup>1</sup> Included acquisition of SMC of RM310m and other expenses directly related to the acquisition of RM3.4m mainly comprising of 1% acquisition fee and valuation fees with effect from 31 December 2012.

<sup>2</sup> Placement of new units completed in February 2013 raising RM320m and funds were utilised to repay bank borrowings drawn to finance acquisition of SMC.



#### DEBT PROFILE - 3Q 2013

	Facility Limit		Loan Maturity Profile (RM'mil)
	RM'mil	RM'mil	700.0
Term Loan	310.8	310.8	600.0
Revolving Loan <sup>1</sup>	1,250.0	-	500.0 715.0
Commercial Papers <sup>1</sup>	1,250.0 <sup>*</sup>	715.0	
Unrated MTNs	1,000.0	600.0	
Total Gross Borrowings		1,625.8	200.0 310.8 400.0 200.0
Discount on commercial papers		(0.5)	
Unamortised transaction costs		(0.9)	) Due June 2013 Due Feb 2015 Due Oct 2017 Due Mar 2018
Unrealised forex gain		(2.0)	
Total Borrowings at Carrying Am	ount	1,622.4	Floating rate Fixed rate
		RM'mil	Classification of Borrowings Fixed versus floating rate mix
Classification of borrowings:			(borrowings)
Current (due within 1 year)		715.0	
Non-current (due after 1 year)		910.8	Current
Total Gross Borrowings		1,625.8	Non- (due Floating
Average Cost of Debt		3.74%	(due after year) 1 year) 44%
Average Maturity Period (Years)		2.2	56%
Debt Service Cover Ratio (DSCR)		5.3	
Gearing Ratio		32.3%	

\* RM1.25b up to Year 3 (April 2015) and subsequently increase to RM1.6b up to expiry of the programme in April 2019.

<sup>1</sup> The outstanding revolving loans and CPs must not exceed RM1.25 billion at any time during the tenure of the CP Programme.



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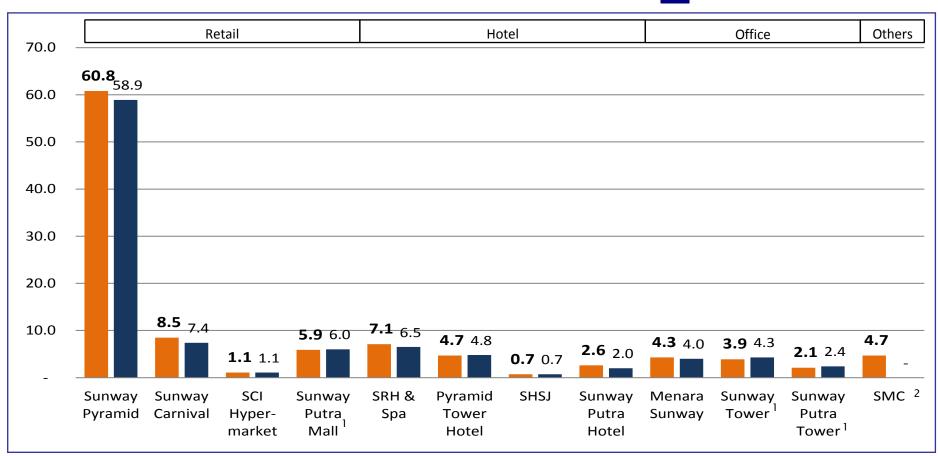
### 3Q 2013 PORTFOLIO PERFORMANCE

Note : The financial results should be read in conjunction with the 3Q 2013 announcement to Bursa Malaysia Securities Berhad



#### **3Q 2013 REVENUE CONTRIBUTION**

3Q 2013 (RM'mil) 106.4 3Q 2012 (RM'mil) 98.1



<sup>1</sup> Sunway Putra Mall, Sunway Tower and Sunway Putra Tower's revenue contribution were lower compared to preceding year corresponding quarter due to lower occupancy.

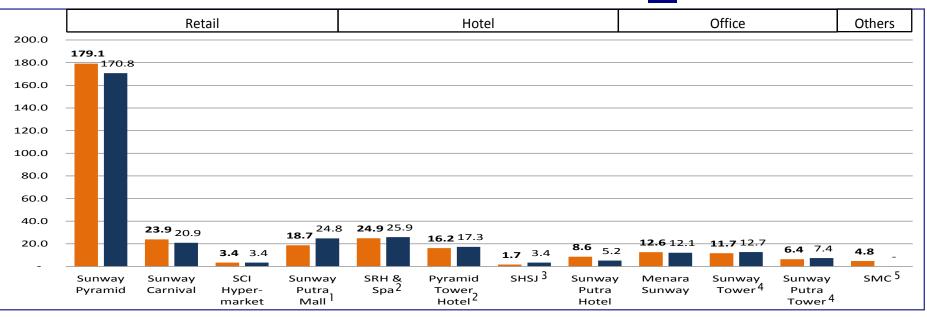
<sup>2</sup> SMC was acquired by Sunway REIT on 31 December 2012.



### YTD 3Q 2013 REVENUE CONTRIBUTION

 YTD 3Q 2013 (RM'mil)
 312.0

 YTD 3Q 2012 (RM'mil)
 303.9



<sup>1</sup> Sunway Putra Mall's performance were lower for YTD 3Q 2013 compared to preceding year corresponding period due to:

- (i) In YTD 3Q 2012, it has recorded a one off revenue of RM4.6m that relates to rental for the period from date of acquisition (19 April 2011) to 30 June 2011 when the Manager secured possession of Sunway Putra Place on 28 September 2011; and
- (ii) Occupancy rate was also lower for YTD Q3 2013 compared to YTD Q3 2012 of 72% and 82% respectively due to the impending refurbishment which will commence in May 2013.

<sup>2</sup> Sunway Resort Hotel & Spa and Pyramid Tower Hotel's performance were lower for YTD 3Q 2013 compared to preceding year corresponding period mainly due to lesser business from leisure segment, meetings, incentives, conventions and exhibitions (MICE) segment and banquets as well as lower tourist arrivals from Middle East during the first half of the financial year.

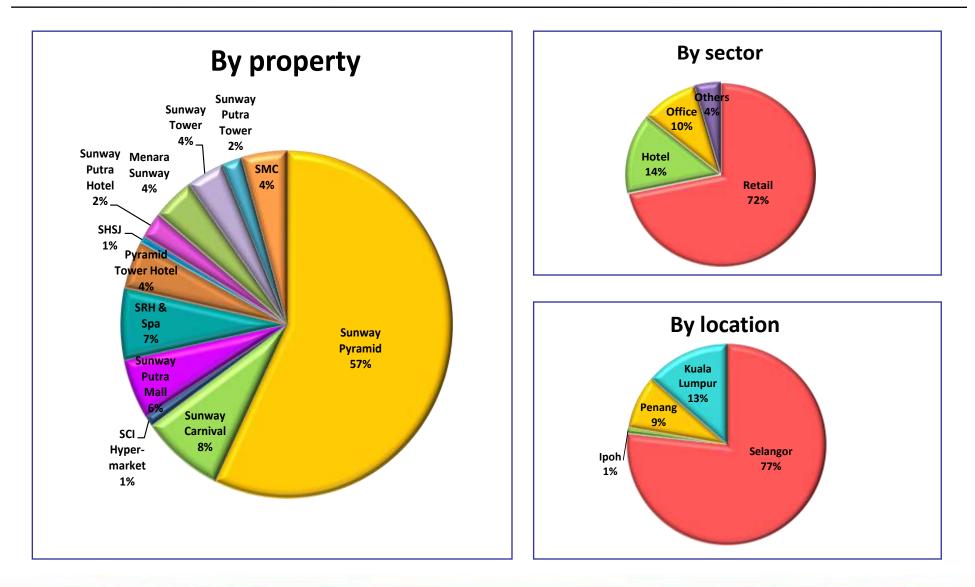
<sup>3</sup> SHSJ's performance was softer compared to preceding year corresponding period due to refurbishment. The refurbishment is expected to be completed by April 2013.

<sup>4</sup> Sunway Tower and Sunway Putra Tower's revenue contribution were lower compared to preceding year corresponding period due to lower occupancy.

<sup>3</sup> SMC was acquired by Sunway REIT on 31 December 2012.

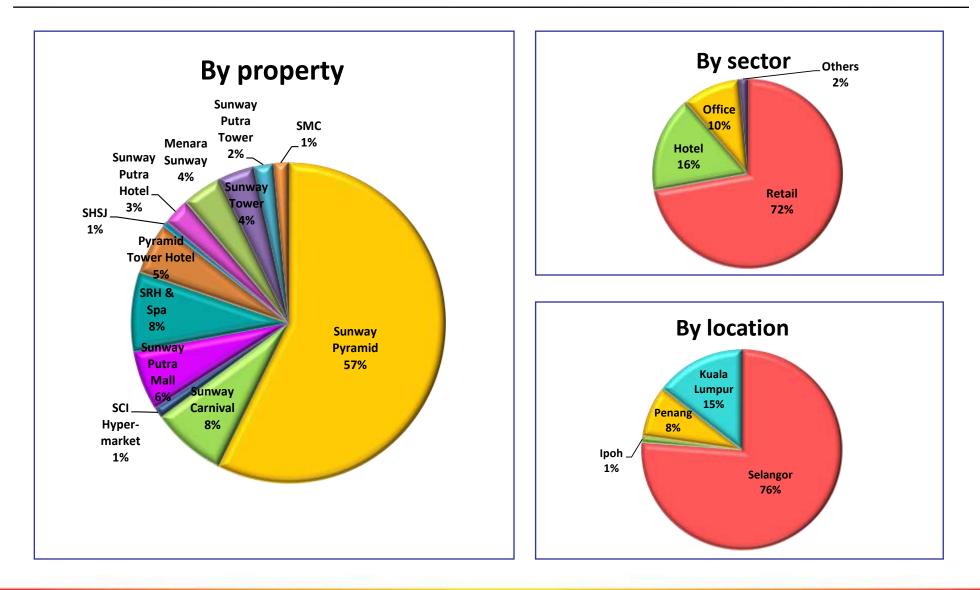


### **3Q 2013 REVENUE CONTRIBUTION**



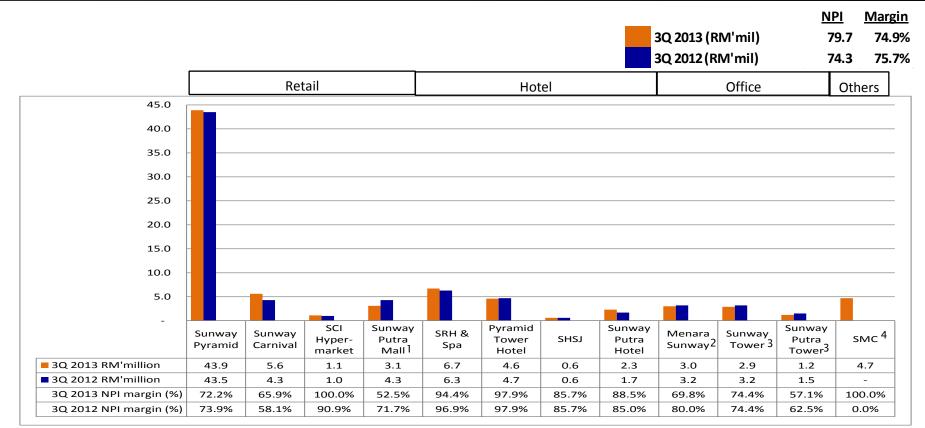


### YTD 3Q 2013 REVENUE CONTRIBUTION





### **3Q 2013 NPI CONTRIBUTION**



<sup>1</sup> Higher NPI was achieved for Sunway Putra Mall for Q3 2012 compared to the current quarter mainly due to recovery of doubtful debts from tenants.

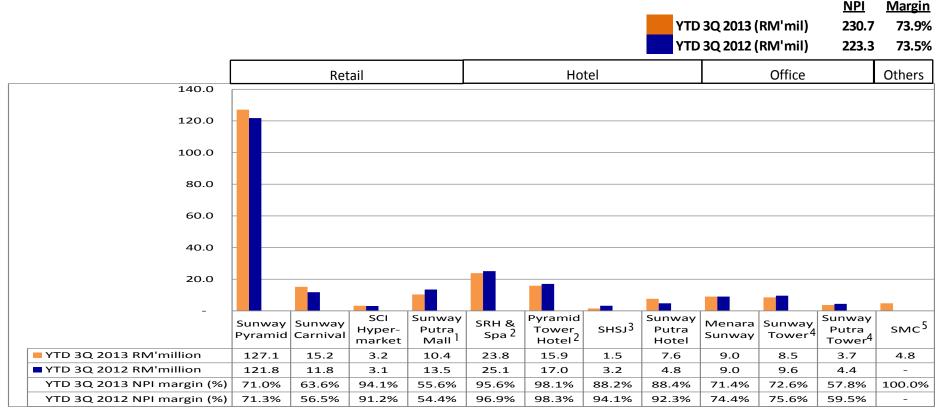
<sup>2</sup> Menara Sunway's performance were lower during the current quarter compared to preceding year corresponding quarter mainly due to expense for repainting of car park during the quarter.

<sup>3</sup> Sunway Tower and Sunway Putra Tower's NPI contribution were lower compared to preceding year corresponding quarter due to lower occupancy.

<sup>4</sup> SMC was acquired by Sunway REIT on 31 December 2012.



### YTD 3Q 2013 NPI CONTRIBUTION



<sup>1</sup> Sunway Putra Mall's performance were lower for YTD 3Q 2013 compared to preceding year corresponding period as explained in slide 16 and slide 19.

<sup>2</sup> Sunway Resort Hotel & Spa and Pyramid Tower Hotel's performance were lower for YTD 3Q 2013 compared to preceding year corresponding period mainly due to lesser business from leisure segment, meetings, incentives, conventions and exhibitions (MICE) segment and banquets as well as lower tourist arrivals from Middle East during the first half of the financial year.

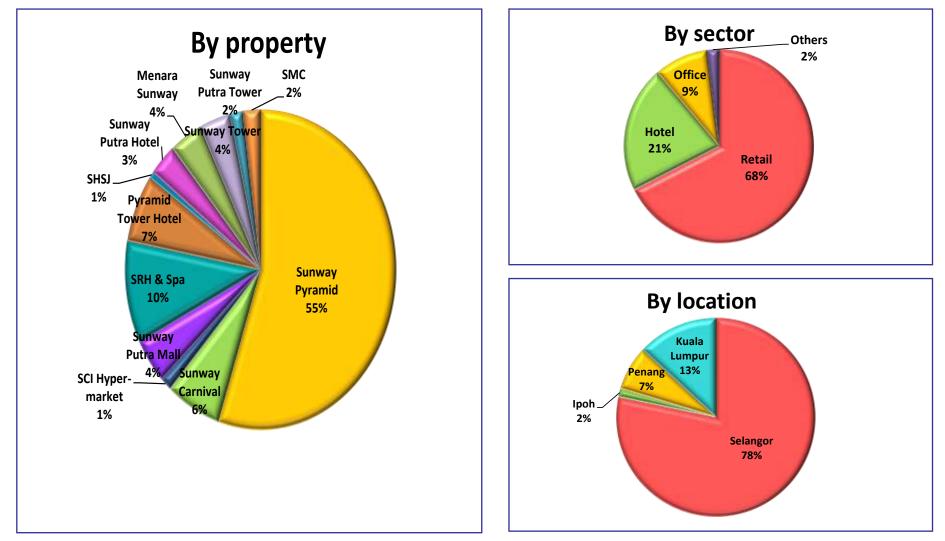
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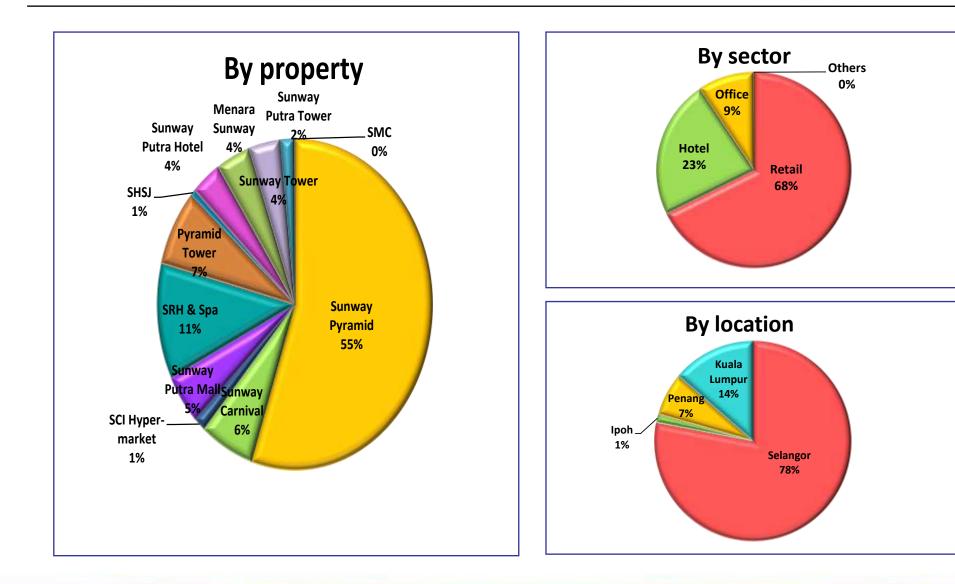
### **3Q 2013 NPI CONTRIBUTION**



<sup>1</sup> Less than 1%



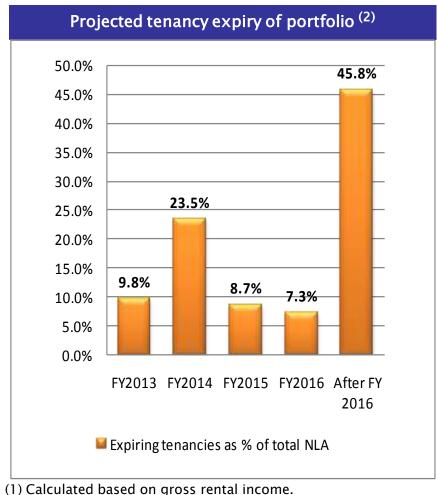
### YTD 3Q 2013 NPI CONTRIBUTION





#### RESILIENT INCOME STREAM Well spread-out lease expiry profile and diverse tenant base

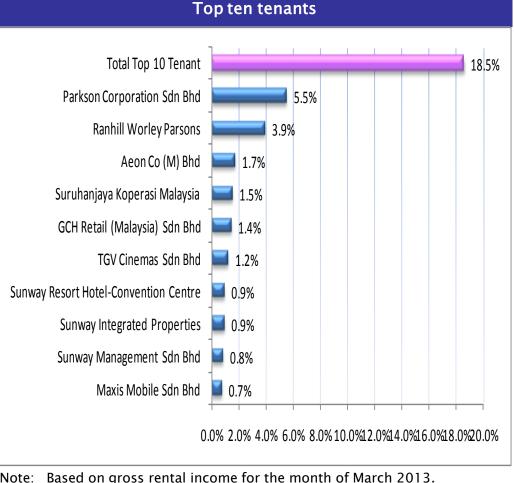
#### WALE<sup>(1)</sup> as at 31 March 2013 - 2.49 years



(2) Calculated using NLA for the Retail and Office Properties and

GFA for the Hotel and Hospital Properties.

#### Top 10 tenants comprise approximately 18.5%



Note: Based on gross rental income for the month of March 2013. Exclude Hotel Master Leases, Hospital Master Lease and car park tenancies.



### YTD 3Q 2013 RENTAL REVERSION

	New and renewed tenancies @ 3Q2013		Due for renewal in FYE2013				
Properties	Number of tenancies	NLA sq.ft.	NLA sq. ft.	NLA for Property sq. ft.	% of Property NLA	Total rental increase in 3 years	
			а	b	a/b		
Sunway Pyramid Shopping Mall	175	376,508	396,076	1,705,212	23.2%	17.8%	
Sunway Carnival Shopping Mall	31	48,689	161,849	492,301	32.9%	34.5%	
Menara Sunway	22	48,083	57,329	290,805	19.7%	12.3%	
Sunway Putra Tower	2	8,589	169,169	317,051	53.4%	8.2%	
Total Portfolio	230	481,869	784,423	2,805,369	28.0%	18.5%	

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	- July 2020
Sunway Hotel Seberang Jaya	- July 2020
Sunway Putra Hotel	- September 2021
Sunway Medical Centre	- December 2022

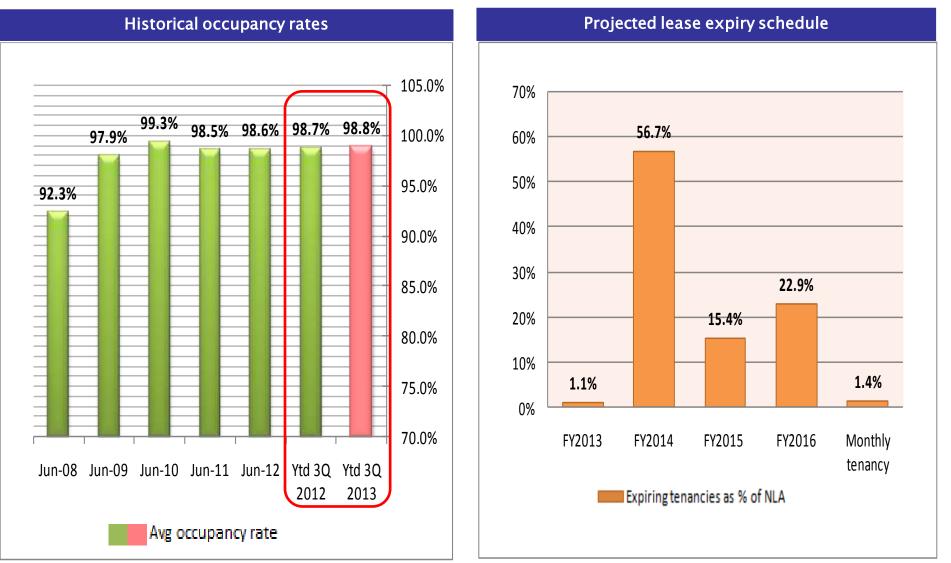


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### 3Q FY2013 PROPERTY PERFORMANCE

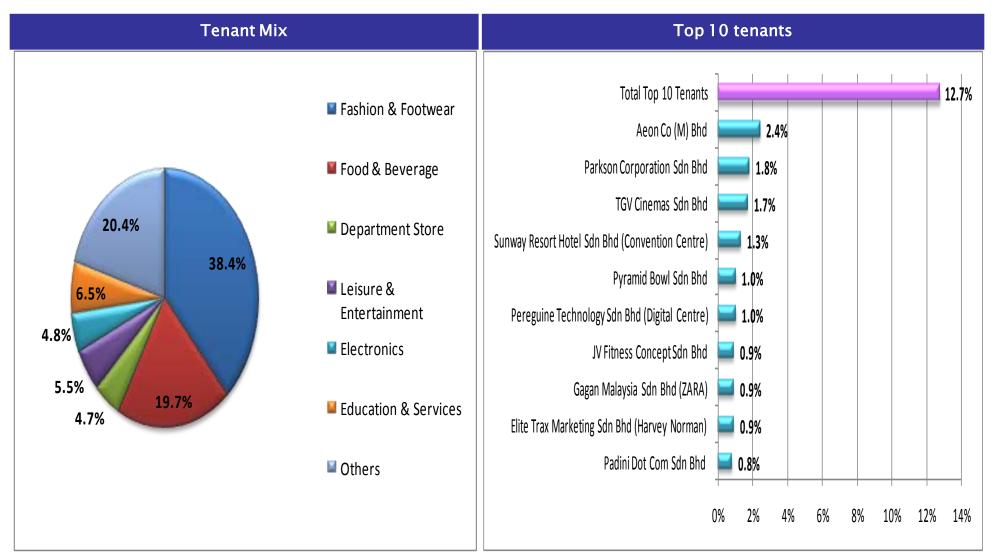


#### **RETAIL PROPERTIES – SUNWAY PYRAMID SHOPPING MALL**





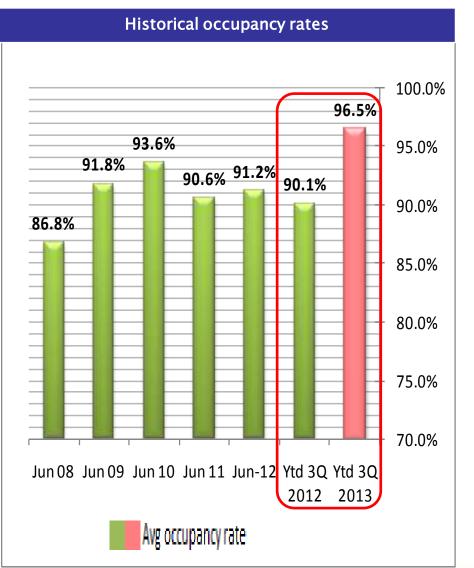
#### RETAIL PROPERTIES – SUNWAY PYRAMID SHOPPING MALL (Cont'd)

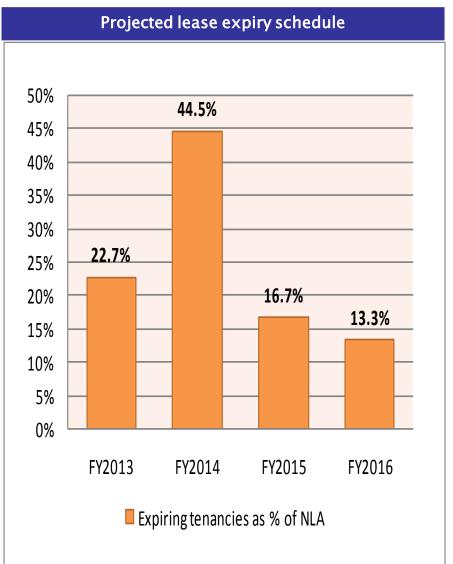


Note: Based on gross rental income for the month of March 2013.



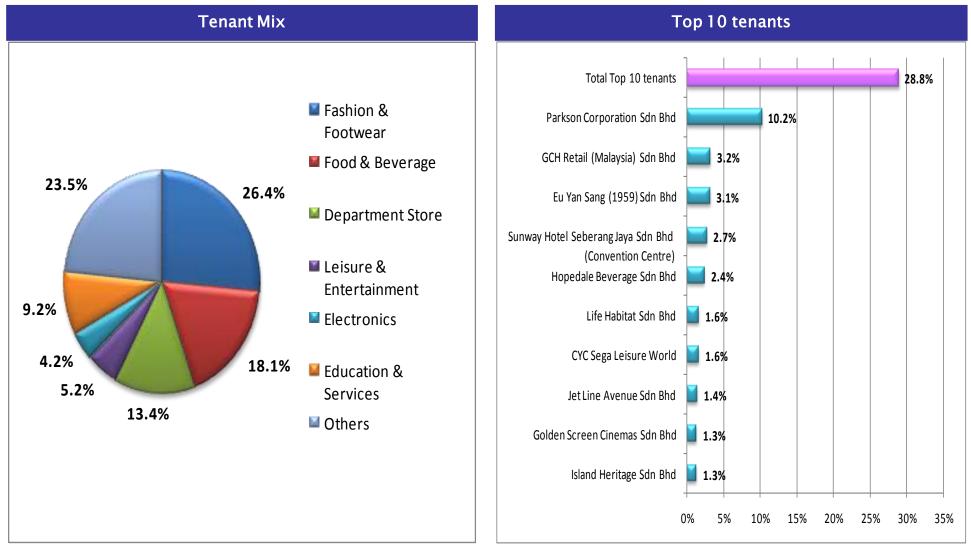
#### **RETAIL PROPERTIES – SUNWAY CARNIVAL SHOPPING MALL**







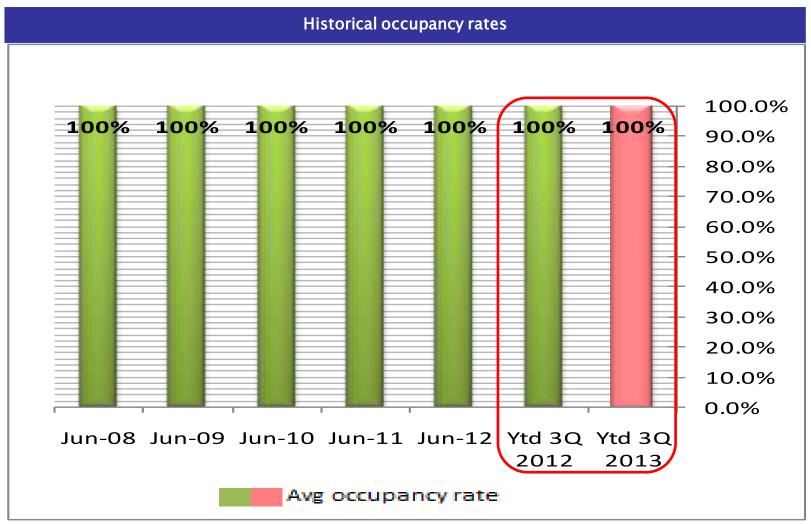
#### RETAIL PROPERTIES – SUNWAY CARNIVAL SHOPPING MALL (Cont'd)



Note: Based on gross rental income for the month of March 2013.



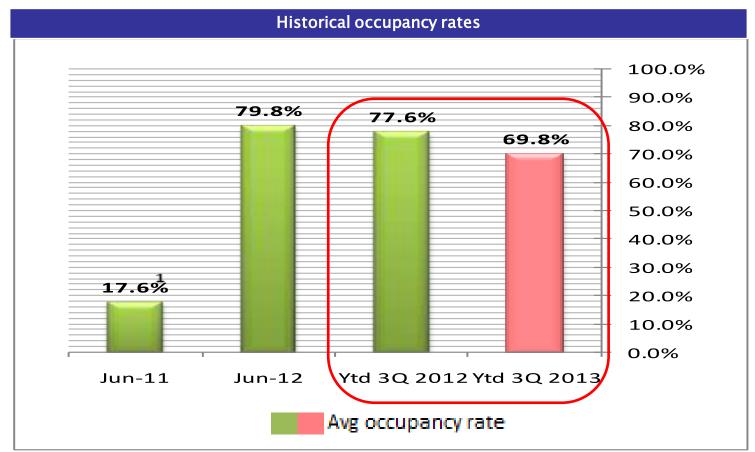
#### **RETAIL PROPERTIES – SUNCITY IPOH HYPERMARKET**



Suncity Ipoh Hypermarket is tenanted to a single tenant, a major hypermarket and retailer chain operating under the "Giant" brand in Malaysia, Singapore, Indonesia and Brunei Darulsalam. The tenancy expires in FY2014 with option to renew for another term of 3 years by the tenant.



#### **RETAIL PROPERTIES – SUNWAY PUTRA MALL**



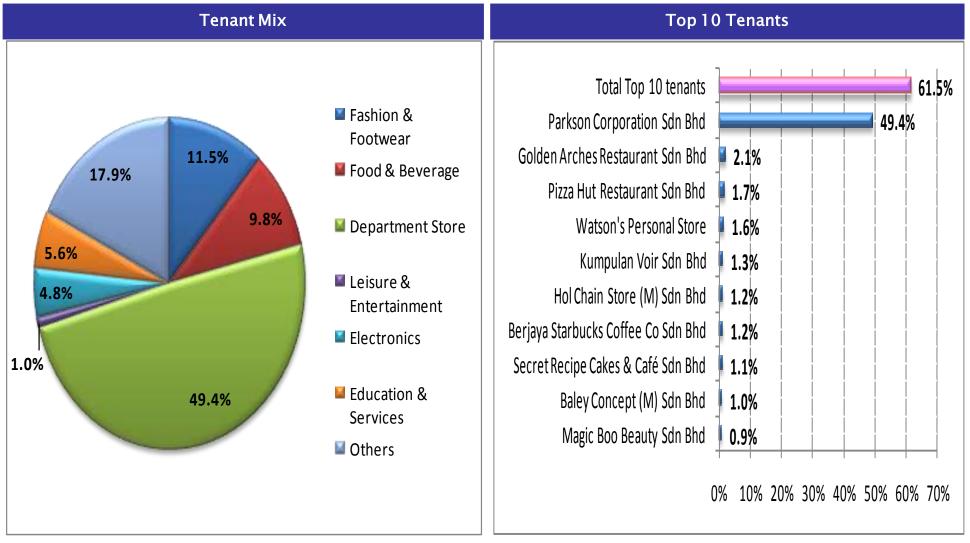
1. Sunway Putra Mall was acquired via a public auction on 30 March 2011 and the acquisition was completed on 19 April 2011. Only 55 tenants or 17.6% of the estimated monthly gross income of RM1.84 million from tenants at the shopping mall agreed to enter/entered into new tenancies with Sunway REIT as at 30 June 2011.

Note:

The management had notified all tenants via writing on 30 October 2012, giving 6 months termination notice for refurbishment exercise. The Sunway Putra Mall will be closed on 30 April 2013.



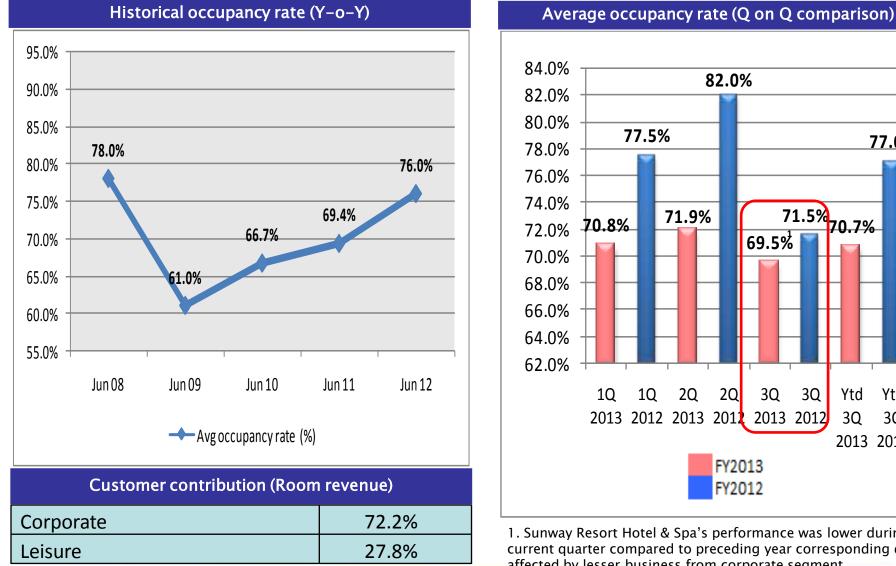
#### RETAIL PROPERTIES – SUNWAY PUTRA MALL (Cont'd)

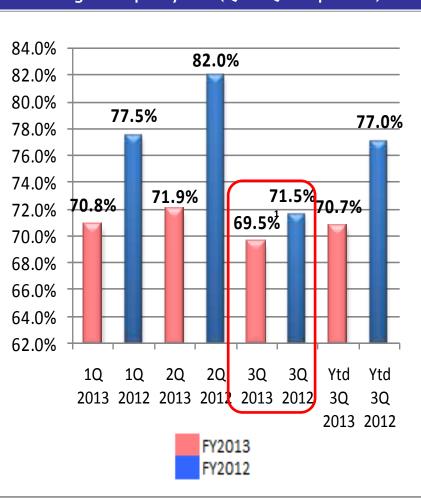


Note: Based on gross rental income for the month of March 2013.



#### HOSPITALITY PROPERTIES – SUNWAY RESORT HOTEL & SPA

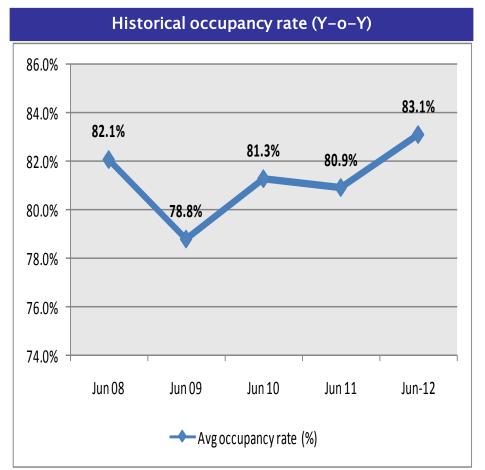




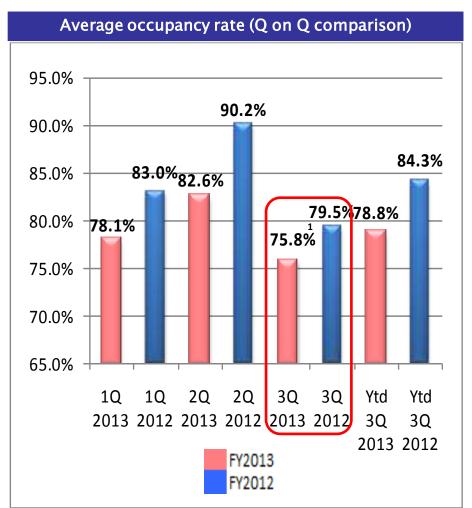
1. Sunway Resort Hotel & Spa's performance was lower during the current guarter compared to preceding year corresponding guarter. affected by lesser business from corporate segment.



#### **HOSPITALITY PROPERTIES – PYRAMID TOWER HOTEL**



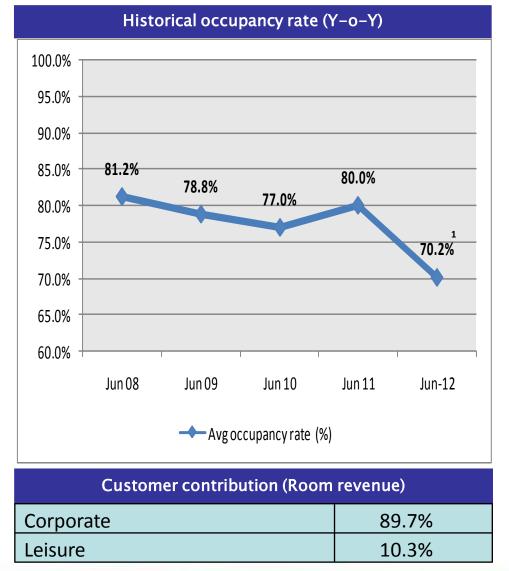
Customer contribution (Room revenue)				
Corporate 83.3%				
Leisure 16.7%				



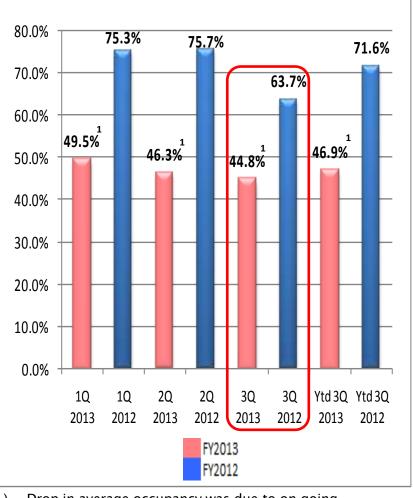
1. Pyramid Tower Hotel's performance was lower during the current quarter compared to preceding year corresponding quarter, affected by lesser business from corporate segment.



#### HOSPITALITY PROPERTIES – SUNWAY HOTEL SEBERANG JAYA



#### Average occupancy rate (Q on Q comparison)



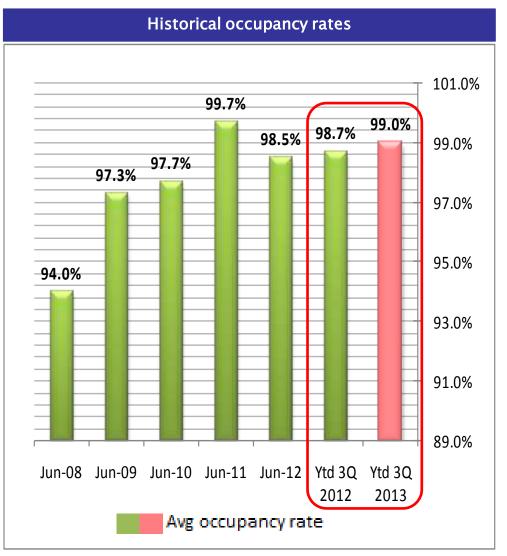
(1) Drop in average occupancy was due to on going refurbishments.

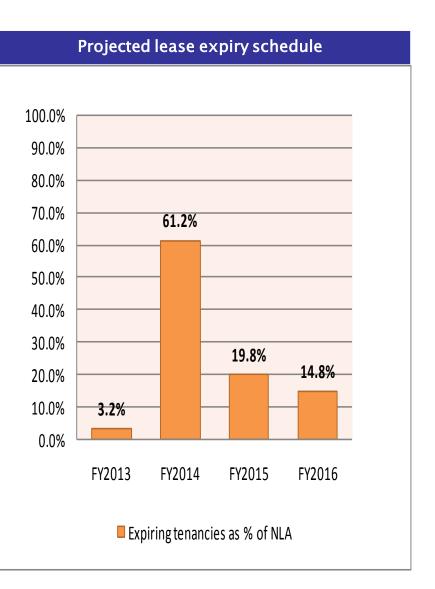


#### **HOSPITALITY PROPERTIES – SUNWAY PUTRA HOTEL**

Historical occupancy	rate	Average occupancy rate					
FY 2012 <sup>1</sup>	59.0%	80.0% <b>70.5%</b>					
Customer contribution (Roo	m revenue)	70.0%     59.5%     57.9%     61.3%       60.0%     55.4%     57.9%     57.3%					
Corporate	78.1%	50.0%					
Leisure	21.9%	40.0%					
<ol> <li>Representing period from 28 Sep possession and control of Sunway 30 June 2012.</li> <li>There was no comparative for 1Q2 possession and control was obtai 2011.</li> </ol>	/ Putra Hotel) to 2012 as full	20.0% 10.0% 0.0% 10.					

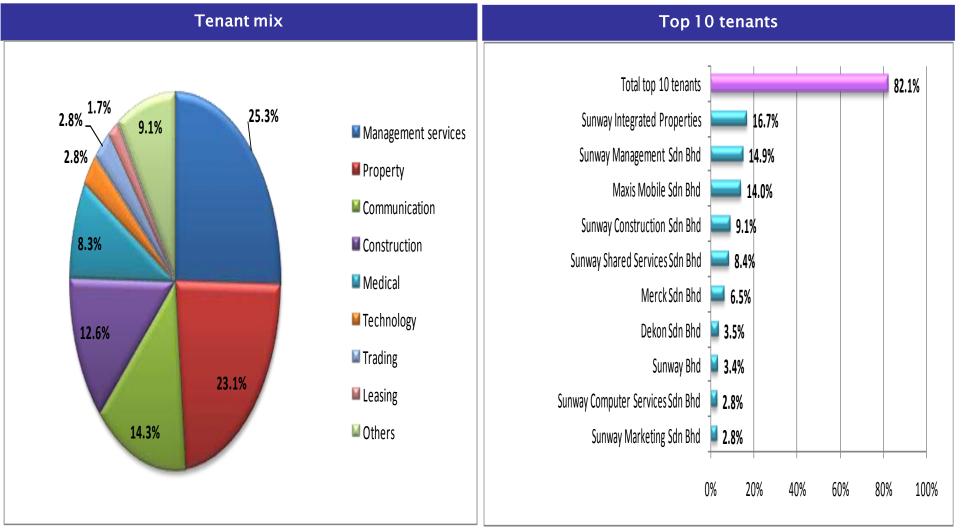
#### **OFFICE PROPERTIES – MENARA SUNWAY**







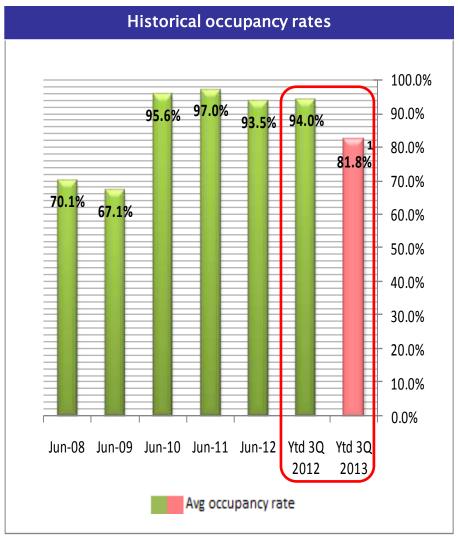
#### OFFICE PROPERTIES - MENARA SUNWAY (Cont'd)



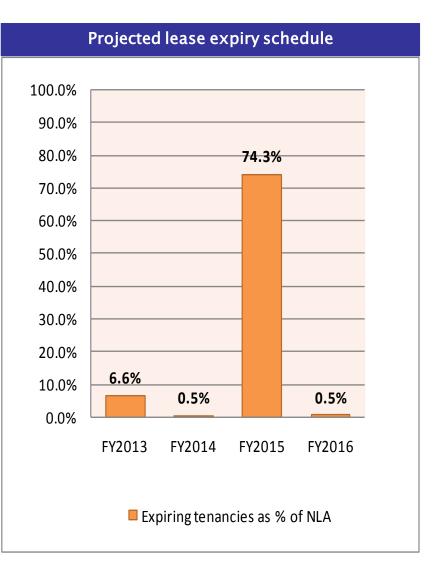
Note: Based on gross rental income for the month of March 2013.



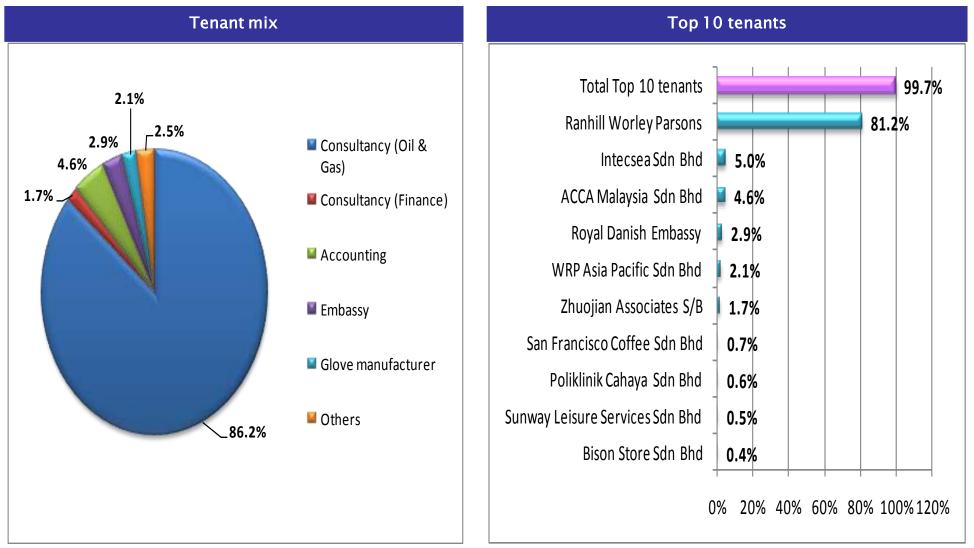
#### **OFFICE PROPERTIES – SUNWAY TOWER**



(1) Drop in average occupancy was due to non renewal by tenants.



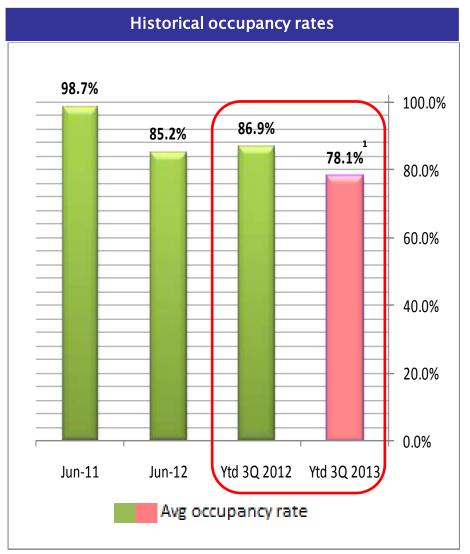
### OFFICE PROPERTIES –SUNWAY TOWER (Cont'd)

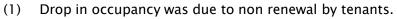


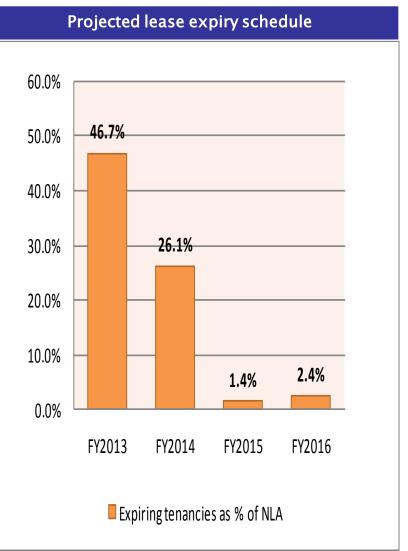
Note: Based on gross rental income for the month of March 2013.



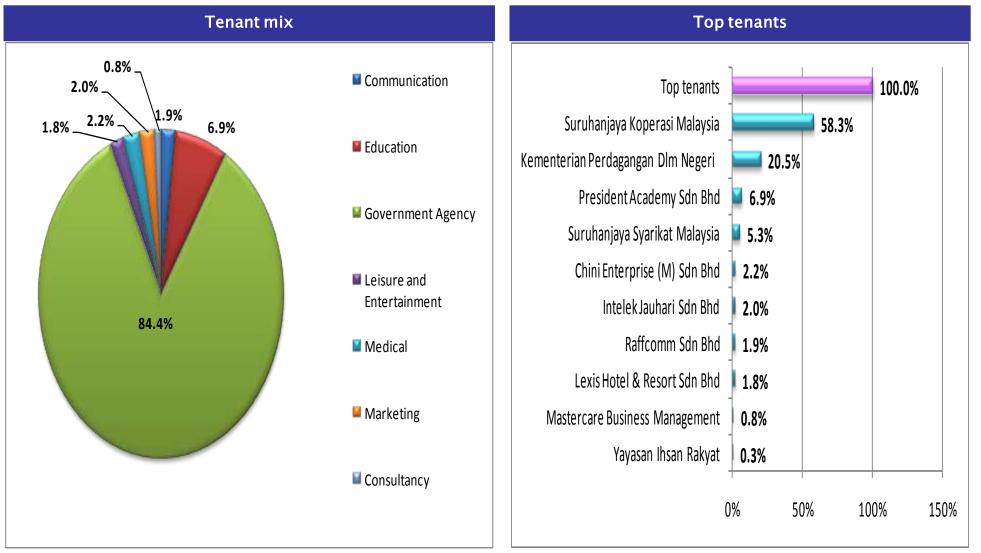
#### **OFFICE PROPERTIES – SUNWAY PUTRA TOWER**







#### OFFICE PROPERTIES – SUNWAY PUTRA TOWER (Cont'd)



Note: Based on gross rental income for the month of March 2013.



### MARKET OUTLOOK



## **GENERAL OUTLOOK**

- The Malaysian economy performed better-than-expected with a full-year growth of 5.6% for CY2012, despite a weaker global economic environment.
- The Malaysian economy is expected to grow steadily at 5.0% to 6.0% in CY2013 on the back of government spending, strong domestic demand, robust private investments and improving global outlook. Private investments are expected to grow this year, underpinned by investments in the services sector while private consumption growth would remain firm supported by income growth and stable employment prospects.
- Inflation has been benign in CY2012 with inflation averaged at 1.6% in CY2012. It is believed that inflation has bottomed in CY2012. BNM expects inflation to remain modest in CY2013 with a upward bias due to low-base effect and potential subsidy cuts.



### **GENERAL OUTLOOK**

- The Monetary Policy Committee ("MPC") left the overnight policy rate ("OPR") unchanged at 3.0% for the eleventh consecutive times since July 2011. Accommodative monetary policy is likely to remain in 1H CY2013 as the government is supportive of growth amidst the weakness in external trades.
- The Manager expects the distribution per unit for FY2013 to be higher than FY2012 supported by growth in the retail sub-sector and interest savings from the capital management initiatives.
- The Manager is committed to distribute 100% of its distributable net income for FY2013.



## RETAIL

- The Malaysian retail sector has moderated in 3Q CY2012 at a growth rate of 4.8% after growing at 6.4% in 1H CY2012, according to Retail Group Malaysia (RGM). RGM expects 4Q CY2012 retail sales to grow at the pace of 5.7%. This will translate into full year CY2012 retail sales growth of 5.8% (equivalent to RM88.0 billion in sales value), slightly below RGM's initial forecast of 6.0% growth for CY2012.
- A number of new significant shopping malls in the pipeline in Kuala Lumpur and Selangor include Nu Sentral (660,000 sq. ft. in 2013), Cheras Sentral Shopping Mall (500,000 sq. ft. in 2013), Damansara City Mall (185,500 sq. ft. in 2014) and IOI City Mall (1,200,000 sq. ft.). It is expected that approximately 5.20 million sq. ft. and 7.58 million sq. ft. of new retail spaces will be added to Kuala Lumpur and Selangor in 2013 - 2015, respectively. In the mainland of Penang, Belleview Group has planned to build the largest shopping mall with NLA of 1.7 million sq. ft. In Penang island, two malls in the pipeline are Gurney Paragon Mall Phase 2 (599,000 sq. ft.) and Penang Times Square Phase 3 (290,000 sq. ft.).



## RETAIL

- Taking into account the existing retail space and incoming retail space, the Manager is mindful of the eventual increase in competition. Therefore, the asset manager is constantly introducing fresh retail concepts to stay ahead of competition.
- In addition, ongoing developments and infrastructure enhancement within the Sunway Resort City is expected to draw higher visitations that spillover to the mall.



### RETAIL

- Sunway Pyramid Shopping Mall continued to enjoy strong average occupancy rate of 98.8% for YTD 3Q2013, marginally dropped from 99.0% in YTD2Q2013 due to changes in tenancy. YTD 3Q2013, a total of 376,508 sq. ft. of expired leases were renewed at the average rental reversion rate of 17.8% over a 3-year term.
- The asset manager has commenced work for asset enhancement initiative for Oasis Boulevard Phase 5 (OB5) for Sunway Pyramid Shopping Mall in April 2013 with an expected duration of 6 months to completion. The scope of works include creation of new NLA totaling 20,362 sq. ft. and reconfiguration of existing NLA of 23,432 sq. ft.
- Meanwhile, Sunway Carnival Shopping Mall's average occupancy rate improved further to 96.5% for YTD 3Q2013, from 96.1% in YTD 2Q2013. YTD 3Q2013, a total of 67,681 sq. ft. of lettable space due for renewal was renewed at an average rental reversion rate of 34.5% over a 3-year term. The Manager is optimistic with the prospect of the mall as the mall is enjoying growing footfall due to aggressive promotional activities as well as improved tenancy mix.



### <u>HOTEL</u>

- In CY2012, total tourist receipts grew by almost 4.0% to RM60.6 billion compared to the previous year (2011: RM58.3 billion) This falls short of official estimates of RM62.0 billion made during the Budget CY2013 announcement. Meanwhile, tourist arrivals grew by 1.3% to 25.0 million in CY2012 compared to 24.7 million in CY2011.
- The Ministry of Tourism targets tourist arrivals of 28.0 million in conjunction with Visit Malaysia Year 2014.
- Revenue for Sunway Resort Hotel & Spa for the quarter was marginally higher y-o-y on the back of better convention business performance. However, the performance was slightly affected by lower average occupancy rate of 69.5% in 3Q2013 compared to 71.5% in 3Q2012. Likewise, Pyramid Tower Hotel's average occupancy rate slipped to 75.8% in 3Q2013 compared to 79.5% in 3Q2012. The lower average occupancy rate for both the hotels were due to lesser room business from the corporate segment on the back of uncertainties of the overall market ahead of General Election.



### HOTEL

- In Penang mainland, Sunway Hotel Seberang Jaya's average occupancy rate dipped to 44.8% in 3Q2013 from 63.7% in 3Q2012 due to ongoing refurbishment of the hotel which is expected to be completed in April 2013. The manager expects the business to improve post refurbishment.
- The Manager takes the view of possible marginal decline in income contribution from the hotel segment for FY2013 due to factors mentioned above.



### OFFICE

- The overall office market demand remained soft throughout 2012. Average rental rates held firm in the first three quarters of the year but declined by 2% q-o-q and y-o-y in Q4 2012 due to increased vacancy from continuous new supply. The market will see continuing challenges ahead as anticipated oversupply will heighten pressure on the overall office market despite a projected economic growth.
- Menara Sunway's average occupancy rate was largely unchanged at 99.0% for YTD 3Q2013. Occupancy is expected to remain at the same rate for the remaining period of the current financial year.
- Meanwhile, Sunway Tower's average occupancy rate remained unchanged at 81.8% for YTD 3Q2013. We are cautious with the anchor tenant exposure for this asset and the risks associated with it.
- The Manager expects income contribution from the office sub-sector to be lower in FY2013 compared to FY2012.



### SUNWAY PUTRA PLACE

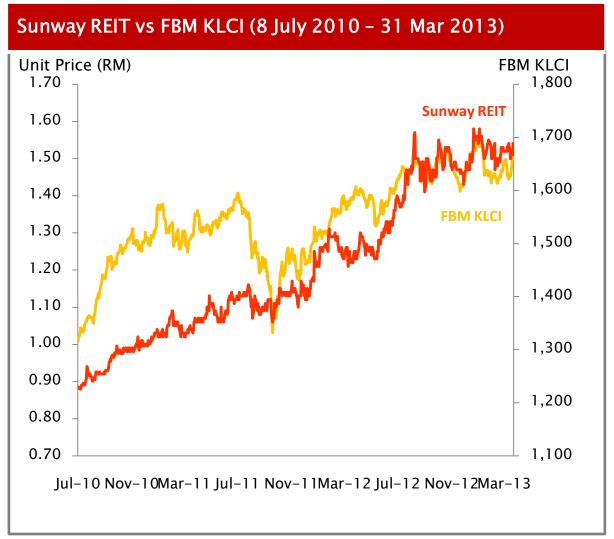
- Sunway Putra Place has registered lower NPI of RM21.7 million for YTD 3Q2013 versus RM22.7 for YTD 3Q2012 due to lower contribution from Sunway Putra Mall and Sunway Putra Tower.
- The average occupancy rate for Sunway Putra Mall slipped to 69.8% for YTD 3Q2013 from 73.1% for YTD 2Q2013 ahead of the mall's closure in end-April 2013. Upon closure of the mall, there shall be no income contribution from the mall except for carpark income.
- The average occupancy rate for Sunway Putra Hotel rose to 57.9% in 3Q2013 compared to 55.0% in 3Q2012. The higher average occupancy rate was primarily due to more marketing focus in the leisure segment.
- The average occupancy rate for Sunway Putra Tower inched up to 78.1% for YTD 3Q2013 compared to 76.5% for YTD 2Q2013.
- The Manager expects substantial drop in income contribution from Sunway Putra Place due to loss of income and potential disruptions to hotel and office operations during the renovation period.



### **INVESTOR RELATIONS**



### UNIT PRICE PERFORMANCE (IPO to 3Q 2013)



#### **Performance Statistics\***

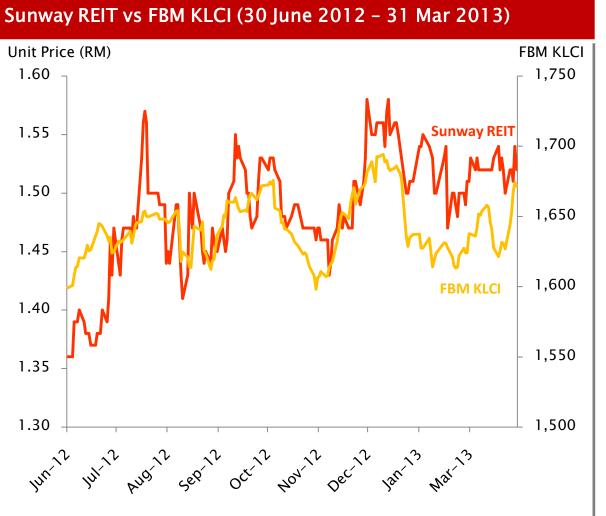
Price (as at 8/7/2010)	RM0.90
Closing Price (as at 31/3/2013)	: RM1.52
Highest Price	: RM1.63
Lowest Price	: RM0.88
Daily Average Volume	: 1.88mil units
% Change in Unit Price	: 68.9%
% Change in FBM KLCI	: 27.0%
Source: Bloomberg	

Source: Bloomberg \*Computed for the period 8 July 2010 - 31 March 2013

Source: Bloomberg



### UNIT PRICE PERFORMANCE(CUMULATIVE 3Q2013)



#### **Performance Statistics\***

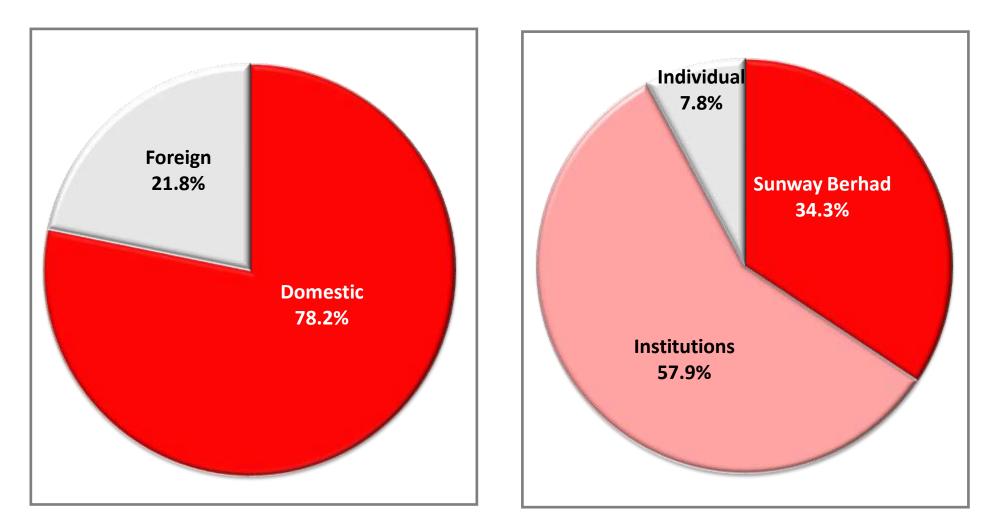
Price (as at 30/6/2012)	RM1.36
Closing Price (as at 31/3/2013)	: RM1.52
Highest Price	: RM1.63
Lowest Price	: RM1.33
Daily Average Volume	: 1.23mil units
% Change in Unit Price	: 11.8%
% Change in FBM KLCI	: 4.5%
Source: Bloomberg	

\*Computed for the period 30 June 2012 - 31 March 2013

Source: Bloomberg



#### UNITHOLDERS' COMPOSITION- AS AT 31 MAR 2013



Total number of unit holders as at 31 March 2013: 7,025 (6,887 as at 31 Dec 2012)



### TRADING PERFORMANCE COMPARISON OF M-REITS AND S-REITS

Key Players	FYE	Market Capitalisation	Properties Gearing Value		Market Price (31/3/13)	Market Price (30/6/12)	Capital A Gains (FY6/13)	Annualised DPU	Distribution yield	Total Return	NAV After Distribution	NAV Premium	MER
		(RM mil)	(RM mil)	(%)	(RM)	(RM)	(%)	(sen)	(%)	(%)	(RM)	(%)	(%)
		(S\$ mil)	(S\$ mil)	(%)	(S\$)	(S\$)	(%)	(cents)	(%)	(%)	(S\$)	(%)	(%)
<u>M-REIT</u>													
Sunway REIT	Jun 2013	4,434.4	4969.9 <sup>1</sup>	32.3 <sup>1</sup>	1.52	1.36	11.8	8.37	5.5	17.3	1.1146 <sup>1</sup>	36.4	0.84 <sup>1</sup>
IGB REIT	Dec 2012	4,802.2	4700.0 <sup>2</sup>	25.0 <sup>2</sup>	1.41	1.25 <sup>3</sup>	12.8	6.50	4.6	17.4	1.0247 <sup>2</sup>	37.6	0.92 <sup>2</sup>
Pavilion REIT	Dec 2012	4,776.5	4012.0 <sup>2</sup>	16.7 <sup>2</sup>	1.59	1.22	30.3	6.87	4.3	34.6	1.1000 <sup>2</sup>	44.5	0.68 <sup>2</sup>
CapitaMall Malaysia	Dec 2012	3,341.6	2936.0 <sup>2</sup>	28.7 <sup>2</sup>	1.89	1.57	20.4	8.44	4.5	24.8	1.1547 <sup>2</sup>	63.7	1.00 <sup>2</sup>
Axis REIT	Dec 2012	1,552.2	1519.5 <sup>2</sup>	34.6 <sup>2</sup>	3.40	2.80	21.4	18.60	5.5	26.9	2.1119 <sup>2</sup>	60.5	1.12 <sup>2</sup>
<u>S-REIT</u>													
CapitaMall Trust	Dec 2012	7,223.9	8191.8 <sup>2</sup>	37.6 <sup>2</sup>	2.09	1.87	11.76	9.46	4.5	16.29	1.6500 <sup>2</sup>	26.7	0.80 <sup>2</sup>
CapitaCommercial Trust	Dec 2012	4,506.1	6380.2 <sup>2</sup>	30.1 <sup>2</sup>	1.59	1.45	9.31	8.04	5.1	14.38	1.6600 <sup>2</sup>	-4.5	0.55 <sup>2</sup>
Suntec	Dec 2012	4,057.3	5313.1 <sup>2</sup>	36.7 <sup>2</sup>	1.81	1.50	20.33	9.49	5.3	25.59	2.0440 <sup>2</sup>	-11.7	0.50 <sup>2</sup>

<sup>1</sup> Information as at 31 March 2013

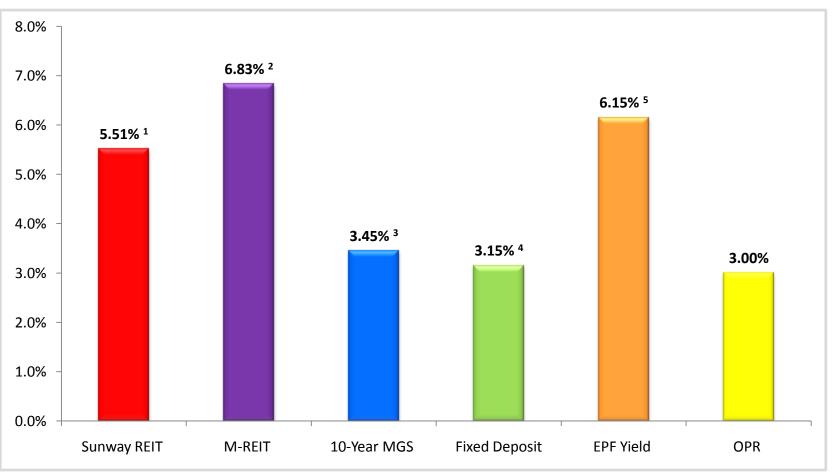
 $^{\rm 2}$  Information as at 31 December 2012

<sup>3</sup> Based on IGB REIT's listing price

Source: Company's financial reports, Bursa Malaysia



### **COMPARATIVE YIELDS FOR VARIOUS ASSETS**



Note:

- 1. Annualised distribution yield based on annualised DPU for the period 1 July 2012 to 31 March 2013
- 2. Information as at 31 March 2013 (Source: Bloomberg)
- 3. Information as at 31 March 2013 (Source: Bloomberg)
- 4. 12-Month Fixed Deposit rates offered by commercial banks as at 28 February 2013(Source: BNM)
- 5. Dividend yield declared by Employees Provident Funds for the year 2012



- On 22 February 2013, the International Alternative Investment Review ("IAIR") Hong Kong magazine has awarded Sunway REIT the IAIR Real Estate Award 2013 for Excellence in Real Estate (Malaysia).
- The award was presented to Sunway REIT for being the leader in Malaysia in terms of asset value and in providing maximum total returns and sustainable distributions to unitholders over the long-term via active asset management, yield accretive acquisitions and optimal capital and risk management.



• IAIR is one of the fast growing alternative investment magazines worldwide. The award originated from the scientific committee of IAIR along with a team of dedicated legal, economic and financial journalists in over 50 countries worldwide.



# **THANK YOU**

