



FINANCIAL RESULTS

SUNWAY[®]
REIT

First Quarter Ended 30 September 2019
(FYE 30 June 2020)

5 November 2019

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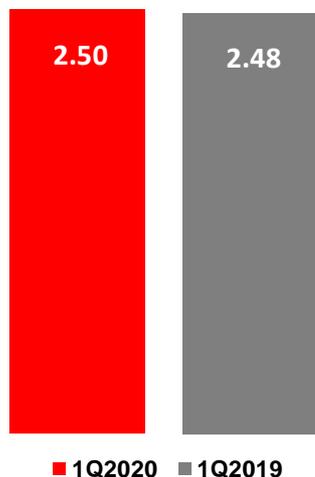
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FINANCIAL HIGHLIGHTS (1Q2020)



Quarterly Distribution Per Unit (“DPU”)

Quarterly DPU (sen)



Distribution Details

Distribution Period	1 July 2019 - 30 Sep 2019
Distribution Per Unit (DPU) (sen)	2.50
Notice of Entitlement	5 November 2019
Ex-Dividend Date	19 November 2019
Book Closure Date	20 November 2019
Payment Date	4 December 2019

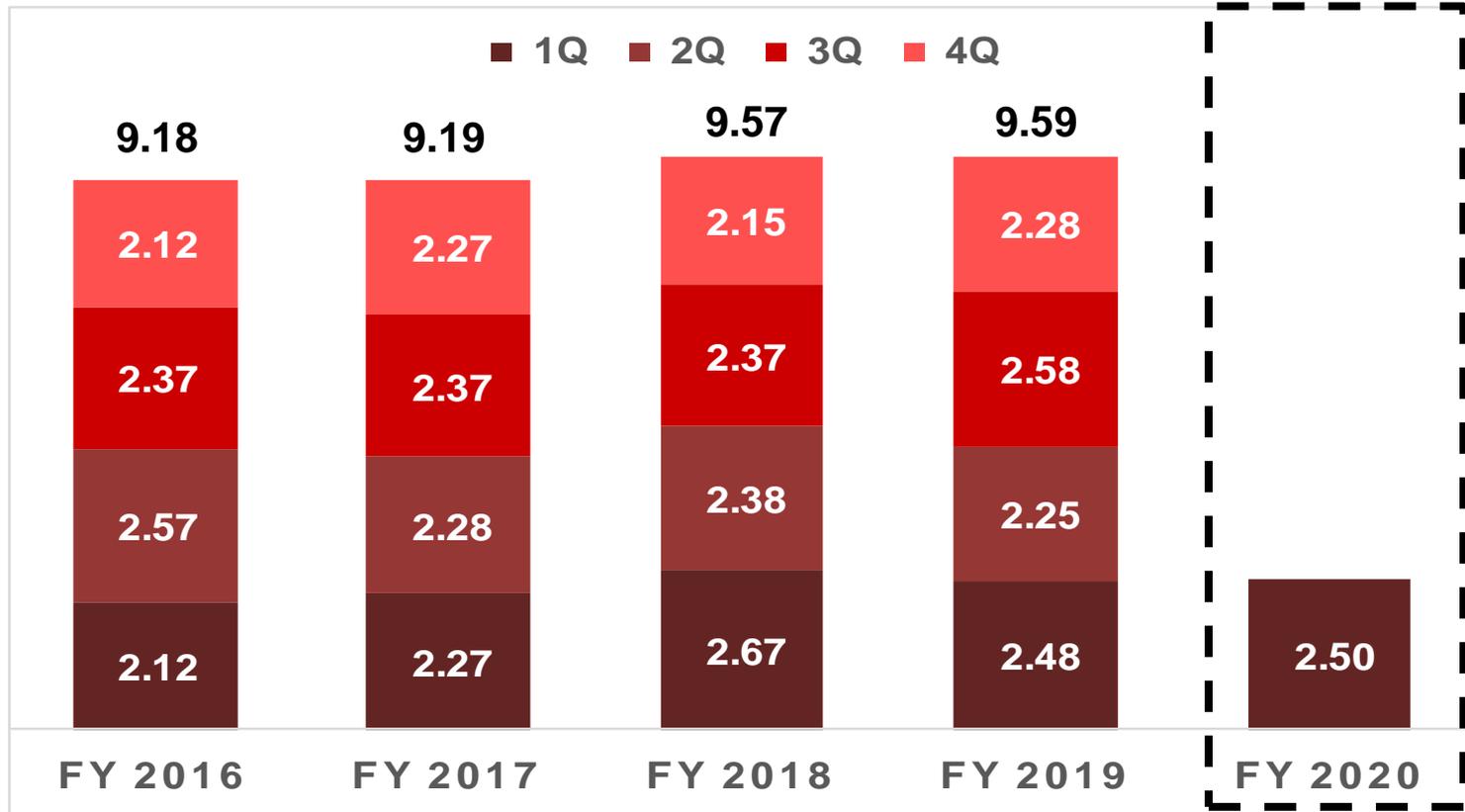
1Q2020 DPU



0.8% y-o-y

DPU for 1Q2020 is higher by 0.02 sen mainly contributed by the newly acquired Sunway university & college campus.

5-Year Quarterly DPU



5-Year DPU CAGR
2.6%

(FY2020 based on annualised DPU)

Annualised Distribution Yield
5.2%

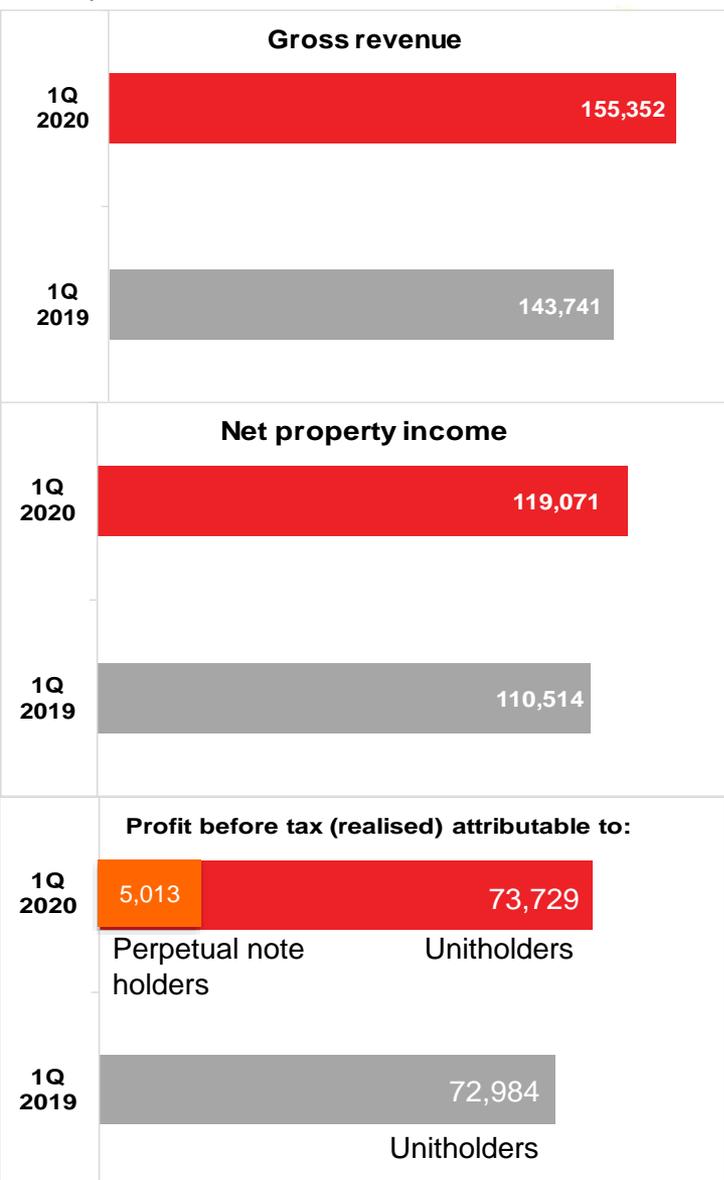
(Based on unit price of RM1.92 as at 30 Sep 2019)

Financial Highlights – 1Q2020

Highlights	1Q 2020	1Q 2019
No. of Properties	17	16
Property Value (RM'billion)	8.059	7.300
Units in Circulation	2,945,078,000	2,945,078,000
Unit Price as at 30 Sep (RM)	1.92	1.69
Market Capitalisation (RM'billion)	5.655	4.977
Net Asset Value ("NAV") Per Unit (RM) (After income distribution)	1.4901	1.4567
Premium to NAV	28.9%	16.0%
Annualised Distribution Yield (Based on market price as at 30 Sep)	5.2%	5.8%
Management Expense Ratio (After income distribution)	0.93%	0.93%
YTD Total Return	7.9%	1.3%
Gearing	38.6%	38.6%
% of Fixed Rate Borrowings	43%	54%

Financial Highlights – 1Q2020 (Cont'd)

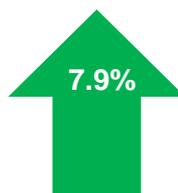
Reported in RM'000



Gross Revenue for 1Q2020 increased by 8.1% or RM11.6 million compared to 1Q2019 mainly attributable to contribution from the newly acquired Sunway university & college campus and better performance across all segments.



Net Property Income for 1Q2020 was higher by 7.7% or RM8.6 million compared to 1Q2019 in line with higher revenue.



Profit Before Tax (Realised) for 1Q2020 was higher by 7.9% or RM5.8 million compared to 1Q2019 due to higher NPI, partially offset by lower interest income by RM1.2 million, higher manager's fees by RM0.8 million and higher finance costs of RM0.7 million.

FINANCIAL RESULTS (1Q2020)



Statement of Comprehensive Income – Consolidated

	1Q 2020 RM'000	1Q 2019 RM'000	Change %
Gross revenue	155,352	143,741	8.1%
Property operating expenses	(36,281)	(33,227)	9.2%
Net property income	119,071	110,514	7.7%
Interest income	1,032 ¹	2,194	-53.0%
Other income	91	25	>100%
Manager's fees	(9,828) ²	(9,020)	9.0%
Trustee's fees	(169)	(166)	1.8%
Other trust expenses	(1,028)	(909)	13.1%
Finance costs	(30,345) ³	(29,629)	2.4%
Profit before tax	78,824	73,009	8.0%
Income tax expense	-	-	N/A
Profit for the period	78,824	73,009	8.0%
Profit for the period comprises the following:			
Realised			
- Unitholders	73,729	72,984	1.0%
- Perpetual note holders	5,013 ⁴	-	N/A
Unrealised	82	25	>100%
	78,824	73,009	8.0%
Units in circulation (million units)	2,945	2,945	0.0%
Basic EPU (sen):			
Realised	2.50	2.48	0.8%
Unrealised	-	-	N/A
	2.50	2.48	0.8%
Proposed/declared income distribution	73,627	73,038	0.8%
Proposed/declared DPU (sen)	2.50	2.48	0.8%

1 Interest income for 1Q2020 was lower by RM1.2 million mainly due to higher investment in money market instrument and higher interest income from financial institutions in the preceding year corresponding quarter.

2 Manager's fees for 1Q2020 increased by RM0.8 million mainly attributable to the newly acquired Sunway university & college campus.

3 Finance costs for 1Q2020 increased by RM0.7 million due to higher principal loan amount mainly to fund acquisition and planned capital expenditure.

4 Realised profit attributable to perpetual note holders represents current quarter's amount reserved for distribution to perpetual note holders pursuant to issuance of perpetual note in 4Q2019.

Statement of Financial Position – Consolidated

	30.09.19 (Unaudited) RM'000	30.06.19 (Audited) RM'000
ASSETS		
Non-current assets		
Investment properties	8,058,763	8,047,410
Plant and equipment	12,864	12,517
	8,071,627	8,059,927
Current assets		
Trade receivables	18,072	19,380
Other receivables	14,497	11,473
Short term investment	99,708	-
Cash and bank balances	69,395	67,258
	201,672	98,111
	8,273,299	8,158,038
EQUITY AND LIABILITIES		
Equity		
Unitholders' capital	2,727,829	2,727,829
Undistributed income	1,734,247	1,729,010
Total Unitholders' funds	4,462,076	4,456,839
Perpetual note holder's funds	339,717	339,717
Total equity	4,801,793	4,796,556
Non-current liabilities		
Long term liabilities	78,774	77,018
Deferred tax liability	14,841	14,841
	93,615	91,859
Current liabilities		
Borrowings	3,191,429	3,090,793
Trade payables	5,986	3,057
Other payables	168,535	174,640
Derivatives	11,941	1,133
	3,377,891	3,269,623
	8,273,299	8,158,038

	30.09.19 (Unaudited) RM'000	30.06.19 (Audited) RM'000
Units in circulation ('000 units)	2,945,078	2,945,078
Net Asset Value ("NAV") attributable to unitholders		
Before income distribution	4,462,076	4,456,839
After income distribution	4,388,449	4,383,212
NAV per unit attributable to unitholders (RM):		
Before income distribution	1.5151	1.5133
After income distribution	1.4901	1.4883

- Other receivables** was higher by RM3.0 million due to accrual for income guarantee receivable for Sunway Clio Property.
- Short term investment** relates to investment in money market instrument.
- Borrowings** increased by RM100.6 million due to the drawdown of loan of RM110.0 million for planned capital expenditure and additional unrealised foreign exchange translation gain of RM9.4 million.
- Derivatives** are in relation to cross currency swap contract for the USD100 million revolving loan.

Statement of Cash Flows – Consolidated

	Cumulative Quarter ended	
	30.09.2019	30.09.2018
	RM'000	RM'000
OPERATING ACTIVITIES		
Cash receipts from customers	162,467	149,722
Refundable security deposits from customers	3,166	1,596
Cash paid for operating expenses ¹	(70,143)	(63,046)
Net cash from operating activities	95,490	88,272
INVESTING ACTIVITIES		
Acquisition of plant and equipment	(1,570)	(374)
Subsequent expenditure of investment properties	(11,505)	(21,009)
Investment in short term money market instrument	(250,000)	(345,000)
Redemption of short term money market instrument	150,000	355,000
Net cash flows to licensed financial institutions with maturity of over 3 months	(3,000)	-
Interest received	1,590	1,880
Net cash used in investing activities ²	(114,485)	(9,503)
FINANCING ACTIVITIES		
Proceeds from issuance of commercial papers	160,000	301,000
Drawdown of revolving loans	4,610,000	4,302,500
Repayment of commercial papers	(160,000)	(301,000)
Repayment of unrated medium term notes	-	(300,000)
Repayment of revolving loans	(4,500,000)	(3,989,900)
Interest paid	(24,720)	(24,162)
Distribution paid to unitholders ³	(67,148)	(63,319)
Net cash from/(used in) financing activities	18,132	(74,881)
Net (decrease)/increase in cash and cash equivalents	(863)	3,888
Cash and cash equivalents at beginning of year	47,258	57,559
Cash and cash equivalents at end of period	46,395	61,447
Cash and bank balances	69,395	61,447
Deposits with licensed financial institutions with maturity of over 3 months	(23,000)	-
Cash and cash equivalents	46,395	61,447
Cash and bank balances at end of period comprise:		
Cash on hand and at banks	29,395	26,147
Deposits placed with licensed financial institutions	40,000	35,300
Cash and bank balances ⁴	69,395	61,447

1 Net cash from operating activities for 1Q2020 was RM95.5 million, higher by RM7.2 million compared to 1Q2019, in line with the higher net property income for 1Q2020.

2 Net cash used in investing activities for 1Q2020 of RM114.5 million was mainly due to the investment in money market instrument.

3 Net cash from financing activities for 1Q2020 of RM18.1 million was mainly contributed by drawdown of borrowings amounting to RM110 million, partially offset by interest and income distribution paid of RM24.7 million and RM67.1 million respectively.

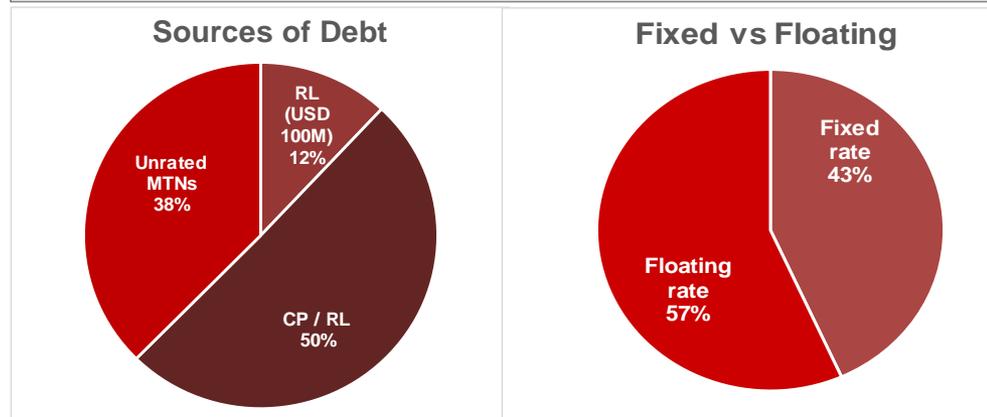
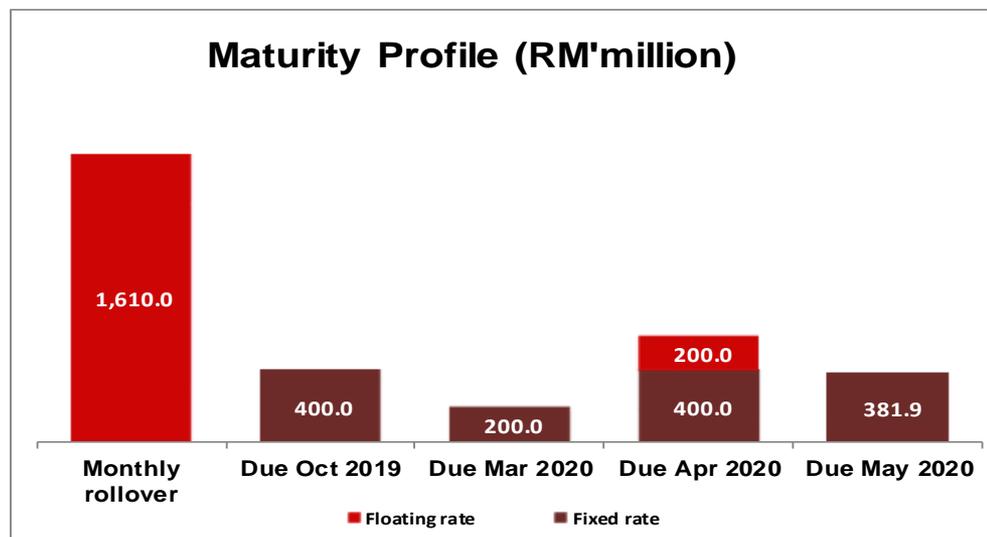
4 Cash and bank balances as at 30 September 2019 and 30 September 2018 stood at RM69.4 million and RM61.4 million respectively. The higher balance at the end of current period was mainly due to higher net cash from operating activities as explained above.

Debt Profile as of 30 September 2019

	Facility Limit RM'million	Amount RM'million
Revolving Loan (USD100m)	392.3	381.9 ¹
Commercial Papers (CP) / Revolving Loan (RL)	3,000.0	1,610.0 ²
Unrated MTNs	10,000.0	1,200.0 ³
Total Gross Borrowings		3,191.9
Unamortised transaction costs		(0.5)
Total Borrowings		3,191.4

	RM'million
Maturity Profile:	
Current (due within 1 year)	3,191.9
Non-current (due after 1 year)	-
Total Borrowings and Perpetual Note	3,191.9

Average Cost of Debt	3.87%
Average Maturity Period (Year)	0.2
Debt Service Cover Ratio (DSCR)	3.6
Gearing Ratio	38.6%



¹ The amount includes unrealised foreign exchange translation gain of RM10.4 million. The revolving loan is fully hedged with a 1-year cross currency swap contract until 12 May 2020.

² Underwritten by financial institution for amount up to RM1.5 billion as of 30 September 2019.

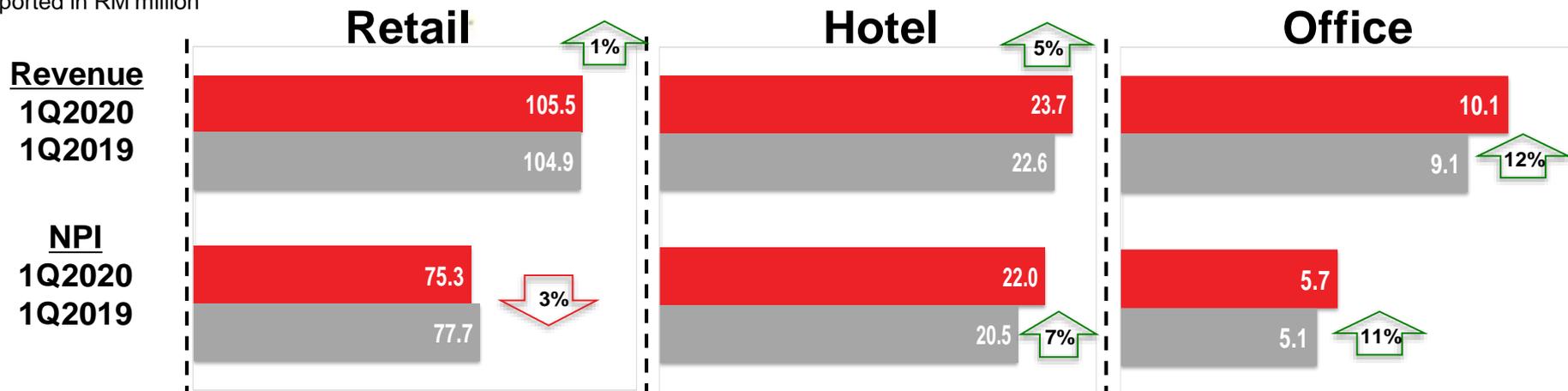
³ Commitment from financial institution to subscribe unrated MTNs of up to RM1.5 billion (30 June 2019: RM1.0 billion) for 5 years with maturity date of any subscription shall not be later than April 2023.

PORTFOLIO PERFORMANCE (1Q2020)



Revenue & NPI growth in 1Q2020

Reported in RM'million



Notes

The retail segment recorded gross revenue of RM105.5 million for the current quarter ended 30 September 2019, a marginal increase of 0.6% or RM0.6 million compared to the preceding year corresponding quarter (1Q2019), mainly contributed by Sunway Carnival due to higher promotional income.

The net property income (NPI) recorded a reduction of 3.1% or RM2.4 million compared to 1Q2019 mainly due to lower A&P expense in 1Q2019 for Sunway Pyramid.

The hotel segment recorded gross revenue of RM23.7 million for 1Q2020, an increase of 4.8% or RM1.1 million from 1Q2019, mainly due to SRHS performance in 1Q2019 impacted by the closure of Grand Ballroom and Meeting Rooms for refurbishment, however offset by lower provision for income guarantee in Sunway Clio Property in the current quarter compared to 1Q2019.

The office segment recorded gross revenue of RM10.1 million for 1Q2020, an increase of 11.6% or RM1.0 million compared to 1Q2019, mainly contributed by overall improved performance from all office properties.

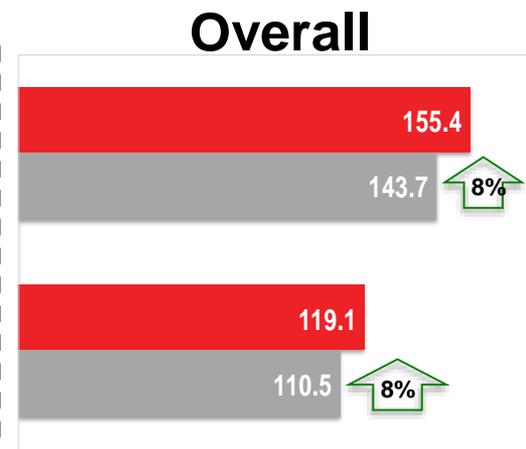
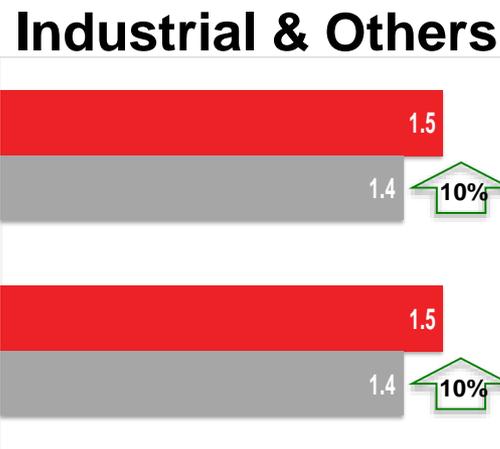
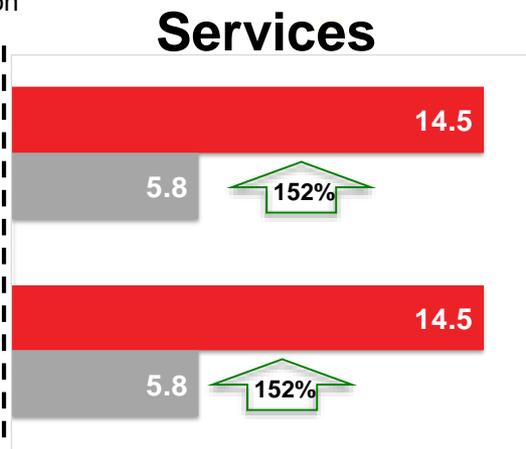
The NPI recorded an increase of 10.9% or RM0.6 million due to increase in revenue.

Note: Calculation of variance above varies marginally compared to 1Q2020 Quarterly Announcement Pack in Bursa Malaysia's website due to rounding difference.

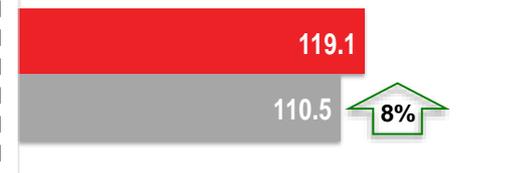
Revenue & NPI growth in 1Q2020 (Cont'd)

Reported in RM'million

Revenue
1Q2020
1Q2019



NPI
1Q2020
1Q2019



Notes

The services segment contributed revenue and NPI of RM14.5 million for 1Q2020, an increase of RM8.8 million compared to 1Q2019, mainly due to full income contribution of Sunway university & college campus for the quarter of RM8.6 million and Sunway Medical Centre contributed RM6.0 million to revenue & NPI for 1Q2020, an increase of 3.5% compared to 1Q2019 due to rental reversion in accordance with the master lease agreement.

Sunway REIT Industrial - Shah Alam 1 contributed RM1.5 million to revenue and NPI for 1Q2020, an increase of 10% compared to 1Q2019 due to new cycle of rental reversion in accordance with the master lease agreement.

Revenue of the portfolio increased by 8.1% or RM11.6 million due to the performance of all segments as discussed above.

The increase in NPI by 7.7% or RM8.6 million largely due to improvement in revenue contribution.

Note: Calculation of variance above varies marginally compared to 1Q2020 Quarterly Announcement Pack in Bursa Malaysia's website due to rounding difference.

1Q2020 Revenue Contribution (by Property)

By Property	1Q 2020	1Q 2019	Variance	Change
	RM'mil	RM'mil	RM'mil	%
Sunway Pyramid Mall	80.4	80.3	↑ 0.1	0.1%
Sunway Carnival Mall	11.7	11.3	↑ 0.4	3.5%
SunCity Ipoh Hypermarket	1.1	1.1	→ -	0.0%
Sunway Putra Mall	12.3	12.2	↑ 0.1	0.8%
Sunway Resort Hotel & Spa	7.1	4.0	↑ 3.1	76.4%
Sunway Pyramid Hotel	4.7	4.5	↑ 0.2	4.2%
Sunway Hotel Seberang Jaya	0.6	0.7	↓ (0.1)	-13.3%
Sunway Putra Hotel	3.4	3.3	↑ 0.1	2.1%
Sunway Hotel Georgetown	1.2	1.5	↓ (0.3)	-19.1%
Sunway Clio Property	6.6	8.5	↓ (1.9)	-22.2%
Menara Sunway	4.5	4.2	↑ 0.3	5.9%
Sunway Tower	0.9	0.7	↑ 0.2	23.1%
Sunway Putra Tower	3.1	2.8	↑ 0.3	11.7%
Wisma Sunway	1.6	1.3	↑ 0.3	22.8%
Sunway Medical Centre	6.0	5.8	↑ 0.2	3.5%
Sunway university & college campus	8.6	-	↑ 8.6	N/A
Sunway REIT Industrial - Shah Alam 1	1.5	1.4	↑ 0.1	9.9%
TOTAL	155.4	143.7	↑11.6	8.1%

Note: Calculation of variance above varies marginally compared to 1Q2020 Quarterly Announcement Pack in Bursa Malaysia's website due to rounding difference.

1Q2020 NPI and NPI Margin Contribution (by Property)

By Property	NPI				NPI Margin		
	1Q 2020 RM'mil	1Q 2019 RM'mil	Variance RM'mil	Change %	1Q 2020 %	1Q 2019 %	Variance %
Sunway Pyramid Mall	61.2	64.2	↓ (3.0)	-4.6%	76.1%	79.9%	↓ -3.8%
Sunway Carnival Mall	7.3	6.8	↑ 0.5	7.0%	62.4%	60.3%	↑ 2.1%
SunCity Ipoh Hypermarket	1.0	1.1	↓ (0.0)	-2.4%	93.2%	95.5%	↓ -2.3%
Sunway Putra Mall	5.8	5.7	↑ 0.1	2.0%	47.0%	46.5%	↑ 0.6%
Sunway Resort Hotel & Spa	6.7	3.7	↑ 3.0	82.5%	94.1%	91.0%	↑ 3.1%
Sunway Pyramid Hotel	4.6	4.3	↑ 0.2	5.5%	96.4%	95.2%	↑ 1.2%
Sunway Hotel Seberang Jaya	0.6	0.7	↓ (0.1)	-13.9%	93.0%	93.7%	↓ -0.7%
Sunway Putra Hotel	3.1	3.0	↑ 0.2	5.8%	92.3%	89.1%	↑ 3.2%
Sunway Hotel Georgetown	1.1	1.4	↓ (0.3)	-19.6%	95.7%	96.4%	↓ -0.7%
Sunway Clio Property	5.9	7.5	↓ (1.6)	-20.8%	89.8%	88.2%	↑ 1.6%
Menara Sunway	3.0	2.9	↑ 0.1	4.6%	66.9%	67.7%	↓ -0.8%
Sunway Tower	(0.1)	0.1	↓ (0.2)	>-100%	-13.2%	12.4%	↓ -25.6%
Sunway Putra Tower	2.0	1.6	↑ 0.4	23.3%	64.2%	58.1%	↑ 6.0%
Wisma Sunway	0.8	0.6	↑ 0.3	47.4%	50.4%	42.0%	↑ 8.4%
Sunway Medical Centre	6.0	5.8	↑ 0.2	3.5%	100.0%	100.0%	→ 0.0%
Sunway university & college campus	8.6	-	↑ 8.6	N/A	100.0%	N/A	→ N/A
Sunway REIT Industrial - Shah Alam 1	1.5	1.4	↑ 0.1	9.9%	100.0%	100.0%	→ 0.0%
TOTAL	119.1	110.5	↑ 8.6	7.7%	76.6%	76.9%	↓ -0.2%

Note: Calculation of variance above varies marginally compared to 1Q2020 Quarterly Announcement Pack in Bursa Malaysia's website due to rounding difference.

Key Performance Indicators – YTD 1Q2020

	Retail	Hotel	Office	Services	Industrial & Others
Average Occupancy Rates	94%	80%	77%	100%	100%
NPI Margin	71%	93%	56%	100%	100%

PROPERTY DEVELOPMENT ACTIVITIES & ASSET ENHANCEMENT INITIATIVES (AEI) (1Q2020)



Property Development Activities

Expansion of Sunway Carnival Shopping Mall

Estimated total property development cost (including land)	RM 353.0 million
Cummulative cost incurred from initiation to 1Q 2020	RM 74.0 million
Duration	Approximately 3 years from 3Q 2018
NLA (sq. ft.)	Approximately 350,000 sq ft of additional new space.
Property development activities against enlarged total asset value*	4.1%

* As per paragraph 8.17 of SC Guidelines on Listed REITs, the aggregate investments in property development activities and real estate under construction must not exceed 15% of the REIT's total asset value.

MARKET OUTLOOK (1Q2020)



General Outlook

- In the latest World Economic Outlook issued in October 2019, the International Monetary Fund (IMF) has revised its global growth projection downwards to 3.0% in CY2019 (July 2019 forecast: 3.2%), its lowest level since Global Financial Crisis. The downward adjustment was in line with synchronized slowdown resulting from trade-war tension affecting business sentiment and confidence globally. The world economy is expected to strengthen to 3.4% in CY2020 (July 2019 forecast: 3.5%).
- The Malaysian economy accelerated to 4.9% in second quarter CY2019 (1Q CY2019: 4.5%), demonstrating signs of resiliency despite global uncertainties. The domestic economy is projected to remain stable in CY2019 with a growth rate of 4.7% in CY2019 and 4.8% in CY2020, supported by resilient domestic demand, private investment and resumption of public infrastructure projects in CY2020 as announced in the Federal Budget 2020.
- Headline inflation was well contained at 0.6% for the period between January to September 2019, through Government's various price stabilization mechanism such as capping of RON95 and diesel retail prices. Inflation is expected to remain benign at 0.9% in CY2019 with a gradual pick up to 2.0% in CY2020 as Federal Budget 2020 stimulus for the rakyat infuses higher domestic consumption and floatation of fuel prices.

General Outlook

- Global monetary policy has shifted to higher level of accommodation, to cushion the impact of moderating global economy. The Federal Reserve trimmed the target range for the federal funds rate to 1.50% to 1.75% with a longer-term target of 2.0%. Aligning with the global monetary stance, Bank Negara Malaysia (BNM) has maintained the Overnight Policy Rate (OPR) in September 2019 at 3.0%, to support economic growth in an environment of low inflation and stable financial conditions.
- The Manager expects the DPU in FY2020 to stay resilient, primarily supported by full year income recognition from acquisition of Sunway university & college campus and modest growth in retail segment. However, the Manager remains cautious on the performance of the hotel segment on the back of anticipated stronger headwinds facing the hospitality industry.
- The Manager is committed to distribute 100% of its distributable net income for FY2020.

Retail Segment

- The Malaysian retail industry expanded by 4.5% in 2Q CY2019 compared to the same period in CY2018. The growth came in below the Retail Group Malaysia (RGM)'s projection of 5.5%. Although there was a pick-up in retail sales momentum during the quarter on the back of Hari Raya celebration, consumers remained cautious and spent prudently resulted in the lower than expected retail sales growth. RGM commented that the cautious sentiment was due to uncertain economic prospects arising from external factors. Retail sales for the first 6 months of the year came in at 4.2%. Taking into account of the uncertainty in the macro economy coupled with softer capital market performance, RGM revised its CY2019 retail sales growth projection downwards from 4.9% to 4.4%.
- After picking up in 2Q CY2019, the Consumer Sentiment Index (CSI) reversed its trend and slipped by 9 points to 84 points in 3Q CY2019, the lowest level since 4Q CY2017. The cautious sentiment was weighed down by soft employment outlook and concerns of rising prices.
- As at CY2018, Kuala Lumpur and Selangor both had 71.3 million sq.ft. of retail space, based on the Property Market Report 2018 by the Valuation and Property Services Department (JPPH). In 1H CY2019, a total of 1.5 million sq. ft. were added into the supply of retail space following the completion of Central i-City in Shah Alam and retail components of Star Boulevard in KL City, Pinnacle in Petaling Jaya and Shaftsbury@Putrajaya.

Retail Segment

- A total of additional retail space of 2.14 million sq.ft. is expected to come on-stream in 2H CY2019 upon the completion of 5 new retail malls which include retail components within integrated developments.
- The outlook for the retail segment remains cautious on the back of continuous supply flooding the market amidst moderating economic landscape and soft consumer sentiment. In this era of digitalisation, the retail segment is currently confronted by the challenge of adapting to the evolving market. As e-commerce continues to gain prominence, it is necessary for both owners of retail malls and retailers to innovate to adjust to emerging trends as well as embrace technology in their tenancy mix, customers' acquisitions and retention, marketing activities and new marketing channels to create refreshing in-store experience to consumers. Prime retail malls with established track record are expected to remain resilient where occupancy and rental rates shall remain stable.
- The Manager expects the retail segment to register a modest growth in FY2020, supported by modest growth from its flagship asset, Sunway Pyramid Shopping Mall.

Hotel Segment

- Tourist arrivals in the 1H FY2019 grew by 4.9% y-o-y to 13.4 million with a corresponding growth of 6.8% (RM41.7 billion) in tourist expenditure. The growth was mainly attributable to higher tourist arrivals from main markets such as Singapore (+3.6%), Indonesia (+15.0%), China (6.4%) and Thailand (+4.2%). The Tourism, Arts and Culture Ministry targets to achieve tourist arrivals of 28.1 million in CY2019 further supported by Visit Malaysia 2020 (VM2020) to drive tourist arrivals to 30.0 million in CY2020.
- Despite the encouraging growth in tourist arrivals, persistently weak business confidence has led to marginal contraction in business travelers and MICE activities in 1Q CY2019. Amidst soft business sentiment, hotel supply remained in the uptrend coupled with the rise of non-traditional accommodation providers, thus, leading to pressure on hotels' occupancy and average daily rates. The outlook for the hospitality industry remains challenging in the immediate term due to demand and supply disequilibrium.
- In the Federal Budget 2020 announced on 11 October 2019, the Government placed importance in promoting the tourism industry in view that the tourism industry is one of the primary drivers of economic growth, accounting for 15.2% of GDP in CY2018.

Hotel Segment

- The Government has allocated RM1.1 billion to the Ministry, Arts and Culture, including an allocation of RM90 million to drive awareness, promotions and programmes for VM2020 campaign. To amplify the economic benefits of VM2020, the Government introduces a host of tax incentives to tourism related business operators and parties promoting arts, cultural and heritage activities in Malaysia.
- In addition, the Government is undertaking various efforts to market Malaysia while promoting innovative tourism products, intensified efforts to improve safety and security of the country as well as improving both air and land connectivity to unleash the full potential of Malaysia in driving social-economy prosperity over the medium to long-term horizon.
- The Manager remains cautious on the prospect of the hotel segment's performance in FY2020 for the reasons mentioned above.

Office Segment

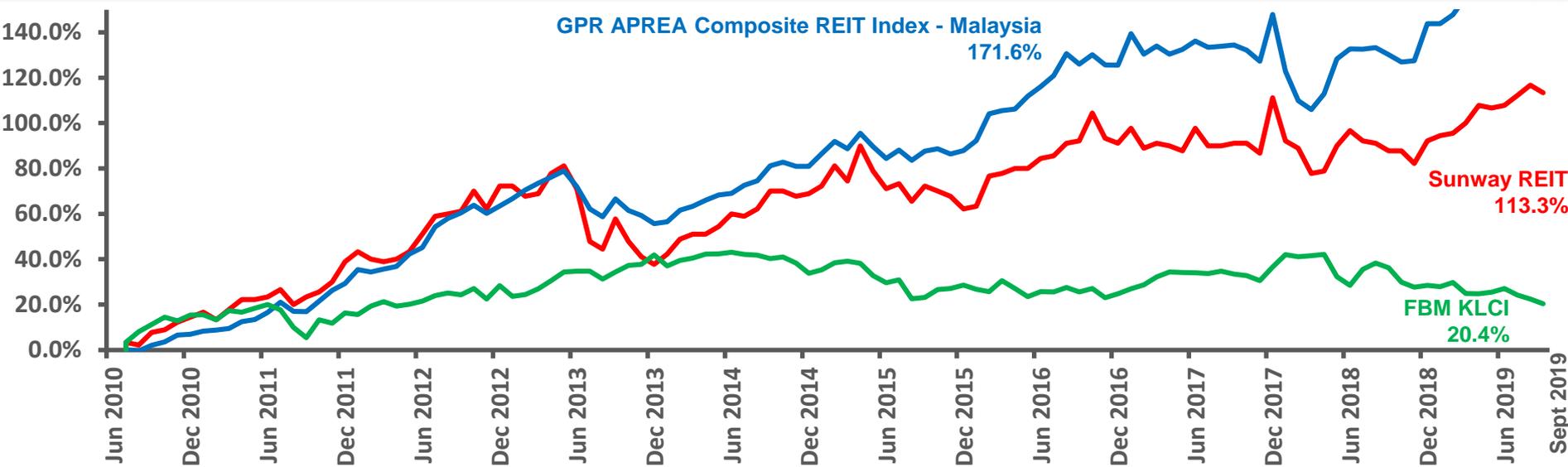
- Total office space in the Klang Valley saw an increase of 3.73 million sq.ft. following the completion of five office buildings in 1H CY2019. Majority of the new supply came from the Tun Razak Exchange (TRX), namely The Exchange 106 and Menara Prudential@TRX.
- The fundamental challenge for the office segment persisted on the back of massive oversupply situation coupled with high supply pipeline. This is exacerbated by slow take-up rate which exert further pressure on the tenant-led office market going forward. In the absence of major catalyst to drive an upsurge in demand, office building owners continue to compete vigorously in managing occupancy levels. In order for survival of the fittest, landlords need to be agile to respond to emerging trends that prevail, such as co-working, decentralization location, integrated development, transit oriented development (TOD), amongst others.
- The Manager anticipates our office segment to improve marginally in FY2020, largely attributable to higher occupancy of tenancies which commenced in the preceding financial year due to competitive pricing strategy.

INVESTOR RELATIONS (1Q2020)



Unit Price Performance from IPO to YTD 1Q FY2020

Unit Price Performance of Sunway REIT versus Benchmarks (8 July 2010 – 30 September 2019)



Performance Statistics (8 July 2010 – 30 September 2019)

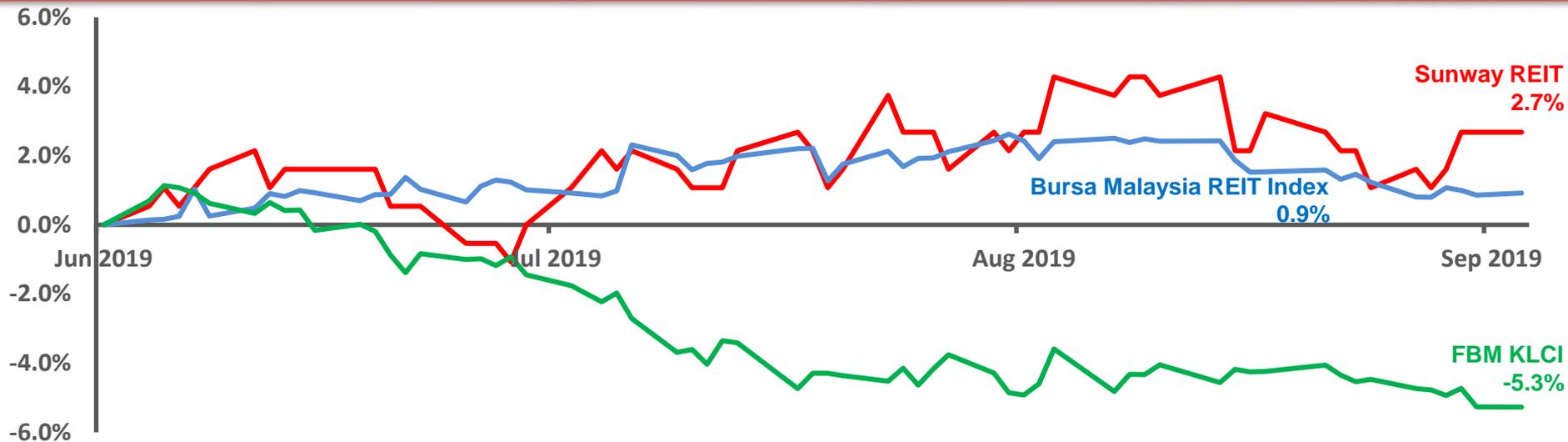
Price (as at 8 July 2010)	: RM0.90
Closing Price (as at 30 September 2019)	: RM1.92
Highest Price	: RM1.98
Lowest Price	: RM0.88
Daily Average Volume	: 2.01 million units
% Change in Unit Price	: 113.3%
% Change in FBM KLCI	: 20.4%
% Change in GPR APREA Composite REIT Index - Malaysia	: 171.6%

Source: Bloomberg



Unit Price Performance for YTD 1Q FY2020

Unit Price Performance of Sunway REIT versus Benchmarks (30 June 2019 – 30 September 2019)



Performance Statistics (30 June 2019 – 30 September 2019)

Price (as at 30 June 2019)	: RM1.87
Closing Price (as at 30 September 2019)	: RM1.92
Highest Price	: RM1.98
Lowest Price	: RM1.85
Daily Average Volume	: 2.99 million units
% Change in Unit Price	: 2.7%
% Change in FBM KLCI	: -5.3%
% Change in Bursa Malaysia REIT Index	: 0.9%

Source: Bloomberg

Indices Representation



- FTSE Bursa Malaysia Mid 70 Index
- Bursa Malaysia REIT Index



FTSE4Good

- FTSE4Good Bursa Malaysia Index



- GPR APREA Composite REIT Index – Malaysia

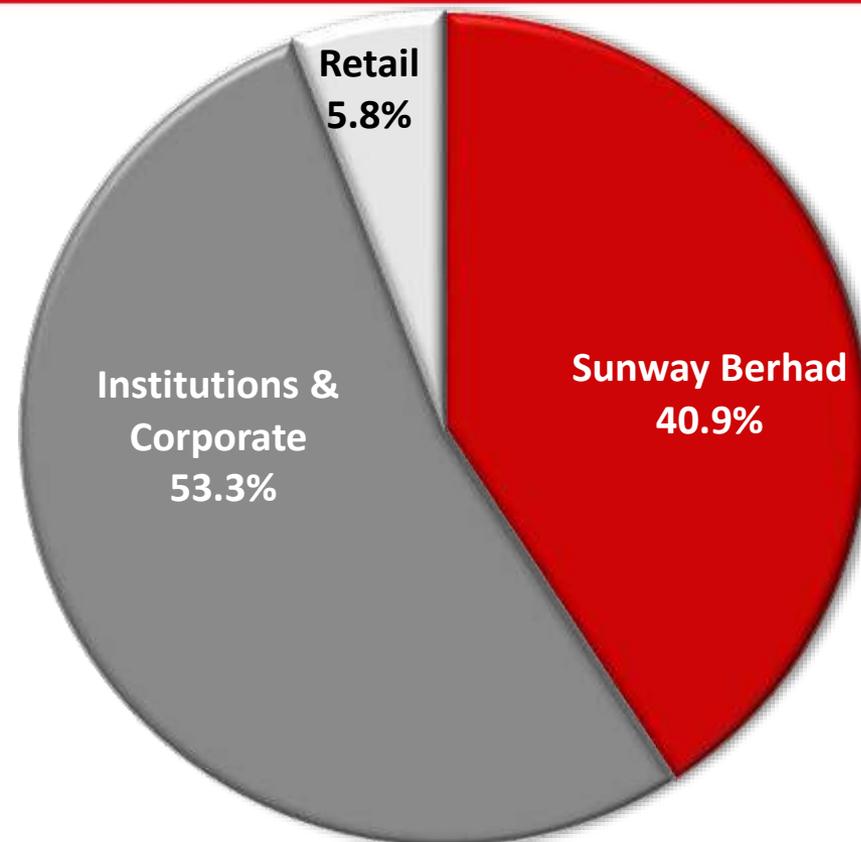
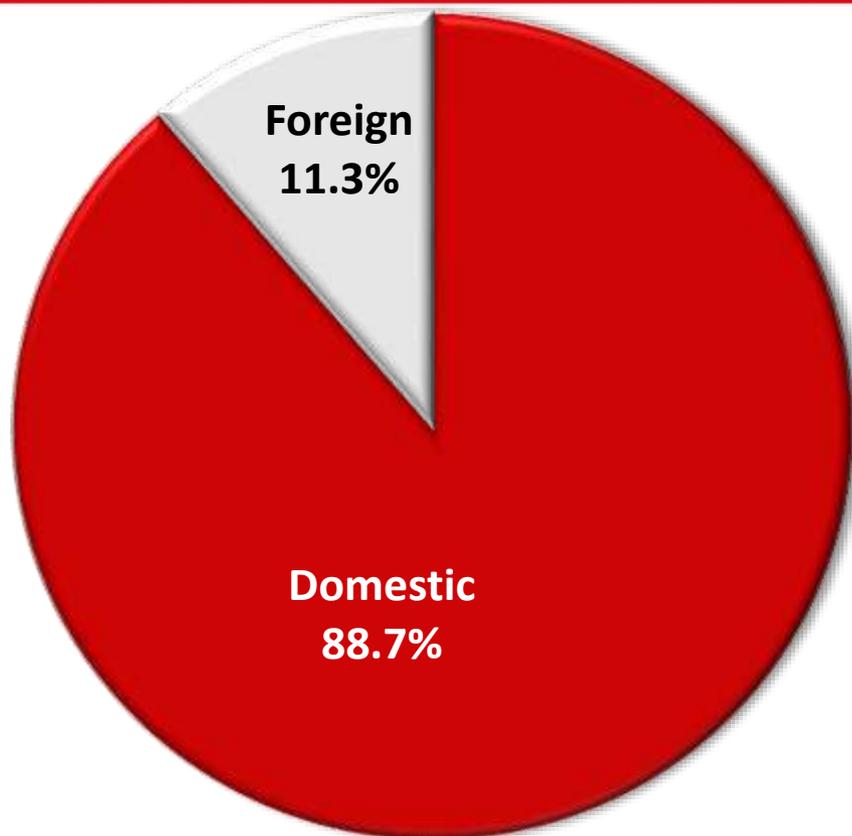


- FTSE EPRA NAREIT Global REIT Index
- FTSE EPRA NAREIT Global Index
- FTSE EPRA NAREIT Asia ex Japan Index
- FTSE EPRA NAREIT Asia Pacific Index
- FTSE EPRA NAREIT Emerging REIT Index



- MSCI Malaysia Small Cap Index

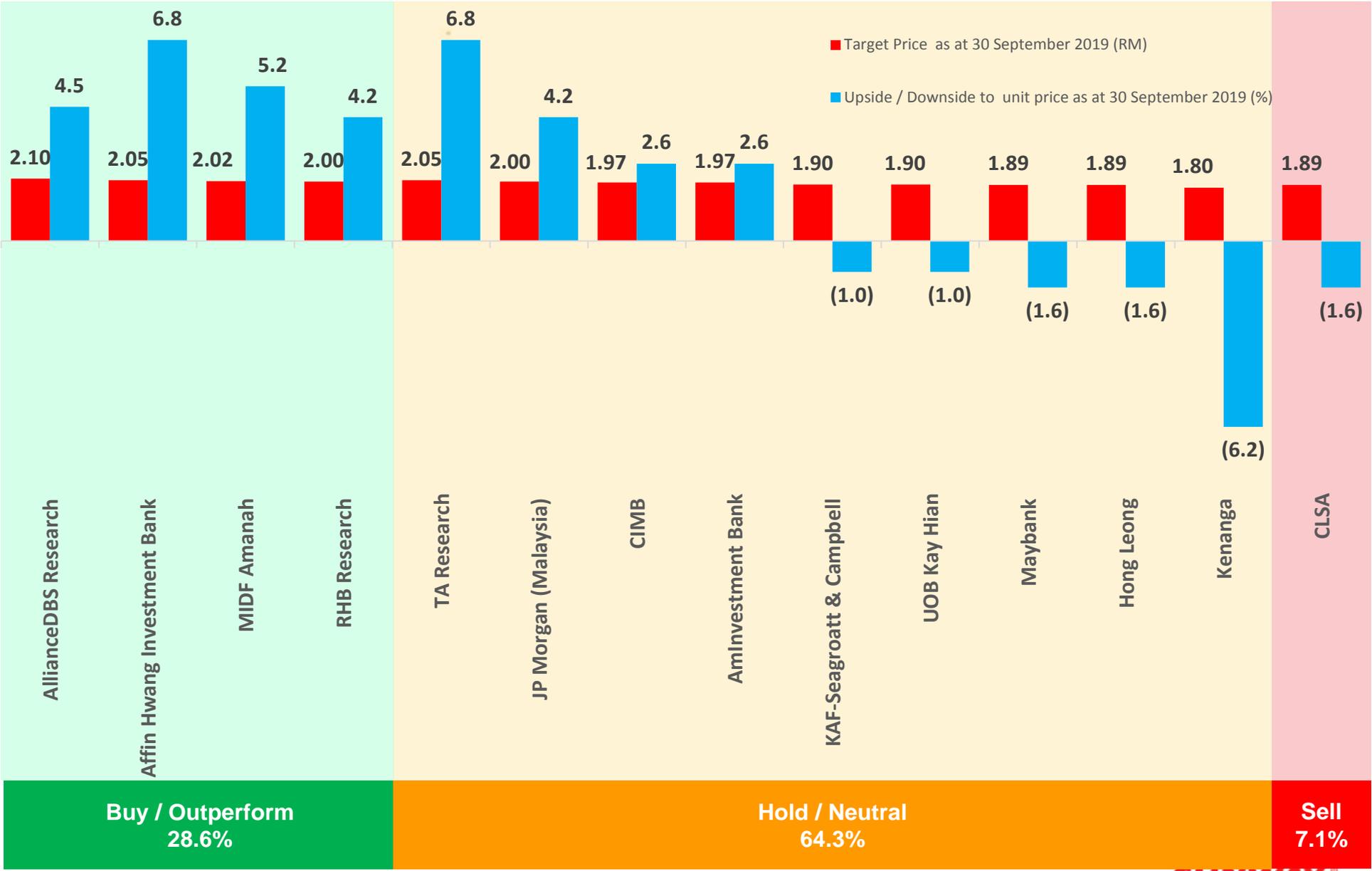
Unitholders' Composition (as at 30 September 2019)



	September 2019	June 2019	Q-o-Q Change
No of unitholders	13,816	12,966	850 (6.6%)
Retail unitholders	5.8%	5.7%	0.1%
Foreign unitholders	11.3%	11.2%	0.1%
Sunway Berhad	40.9%	40.9%	Unchanged

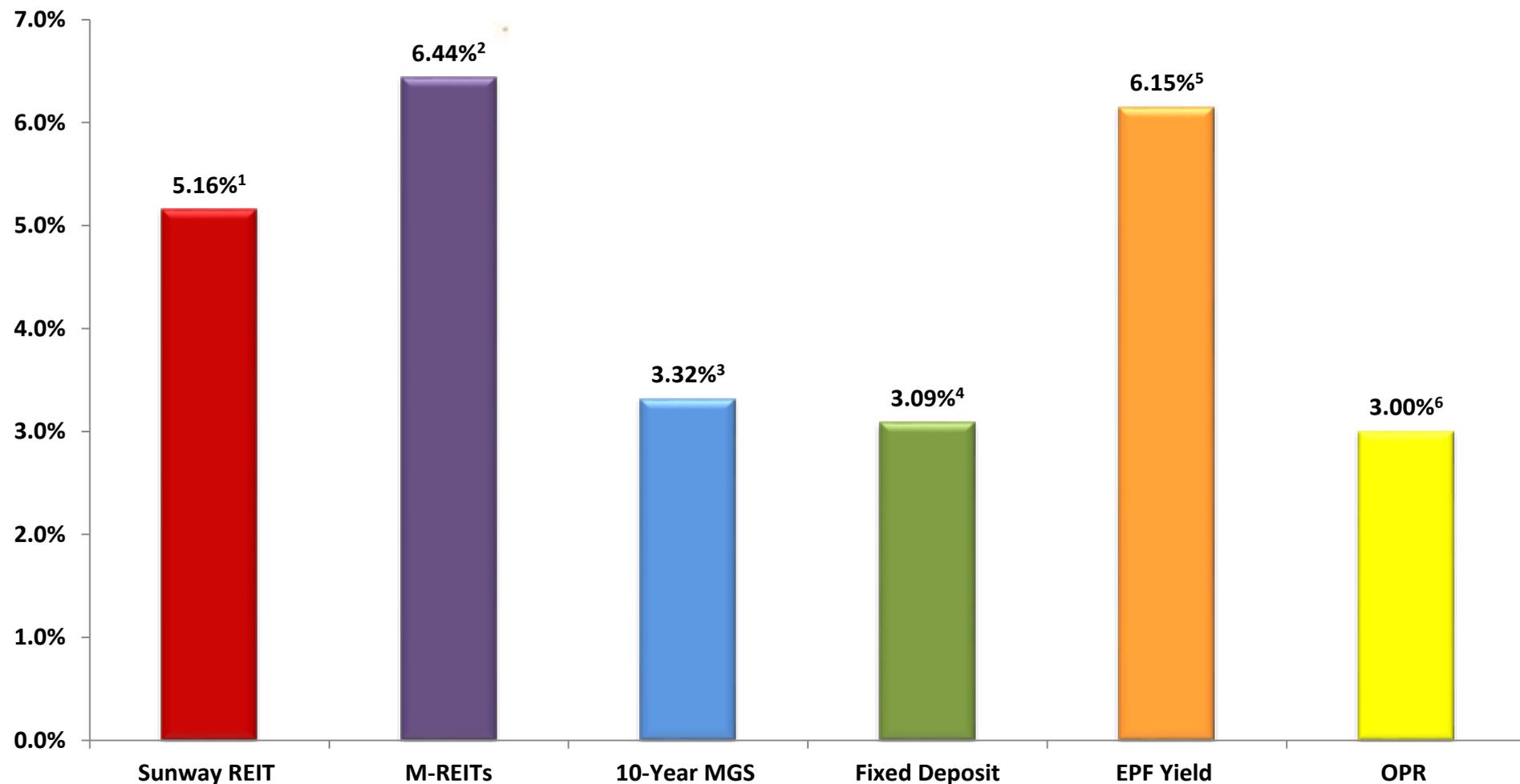
Source: Sunway REIT

Analysts Recommendation (as at 30 September 2019)



Source: Bloomberg

Comparative Yields for Various Assets



Note:

¹ Distribution yield is computed based on consensus FY2020 DPU of 9.90 sen and unit price as at 30 September 2019 (Source: Bloomberg)

² Information based on consensus FY2019 DPU forecast and unit price as at 30 September 2019 (Source: Bloomberg)

³ Information as at 30 September 2019 (Source: Bloomberg)

⁴ 12-Month Fixed Deposit rates offered by commercial banks as at 31 August 2019 (Source: Bank Negara Malaysia)

⁵ Dividend yield declared by Employees Provident Funds for the year 2018 (Source: Employees Provident Fund)

⁶ Overnight Policy Rate as at 12 September 2019 (Source: Bank Negara Malaysia)

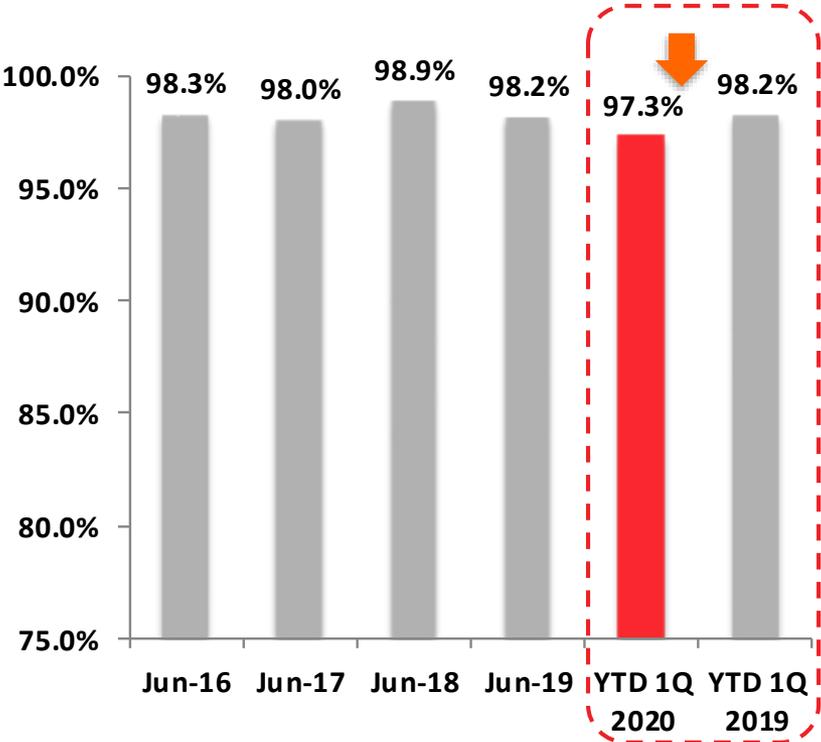
THANK YOU

APPENDIX: PROPERTY PERFORMANCE (1Q2020)

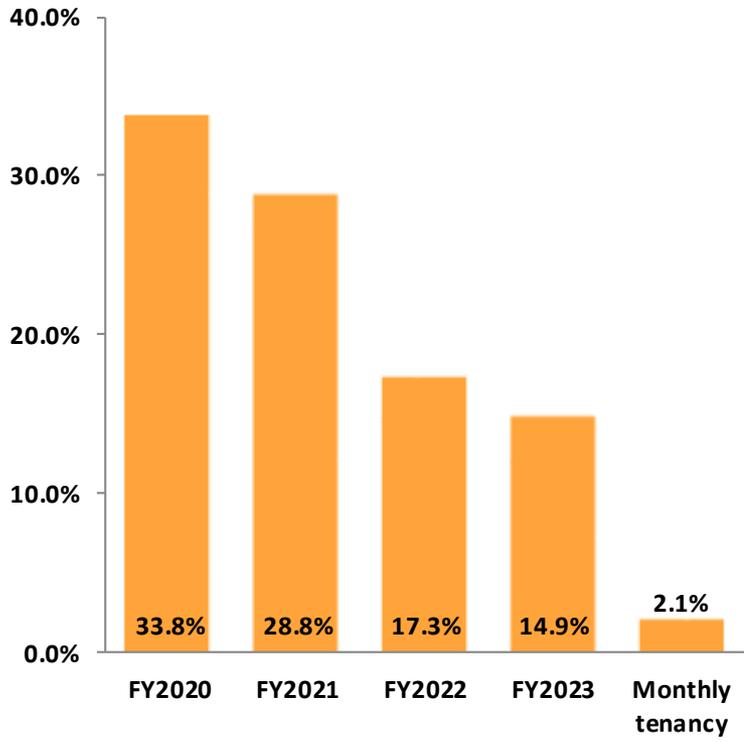


RETAIL PROPERTIES - Sunway Pyramid Shopping Mall

Average occupancy rate



Projected lease expiry schedule

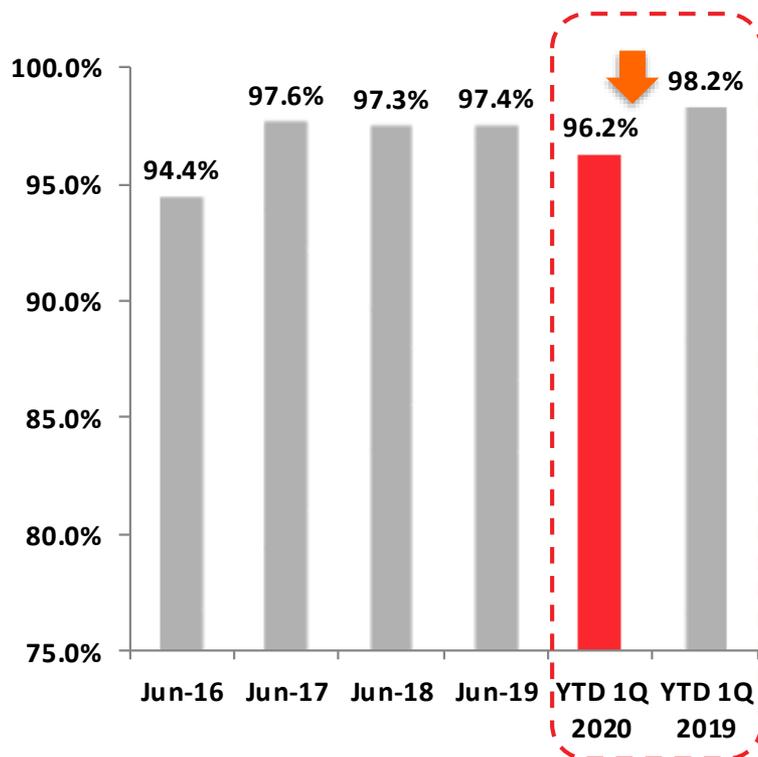


Sunway Pyramid Shopping Mall registered marginally higher gross revenue by RM0.1 million or 0.1% for YTD 1Q2020 mainly due to marginal increase in average gross rent per sq ft. The average occupancy rate at Sunway Pyramid Shopping Mall was relatively stable at 97.3% for YTD 1Q2020. (YTD 1Q2019: 98.2%), where the marginal reduction was due to fit-out period for new tenants.

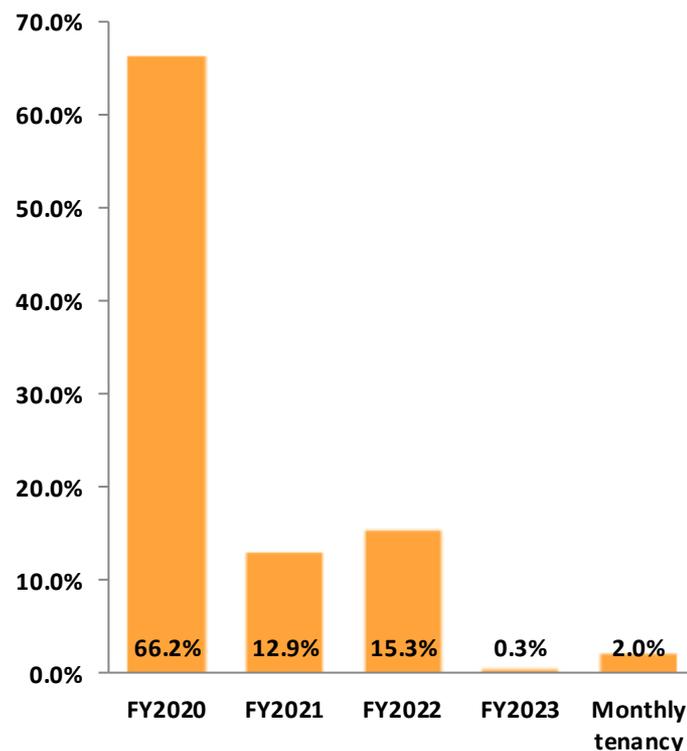
Based on the total net lettable area (NLA) of 959,703 sq.ft. which is due for renewal in FY2020, a total of 280,698 sq.ft. equivalent to 29.2% of total space due for renewal, was renewed or replaced at a positive single-digit rental reversionary rate.

RETAIL PROPERTIES - Sunway Carnival Mall

Average occupancy rate



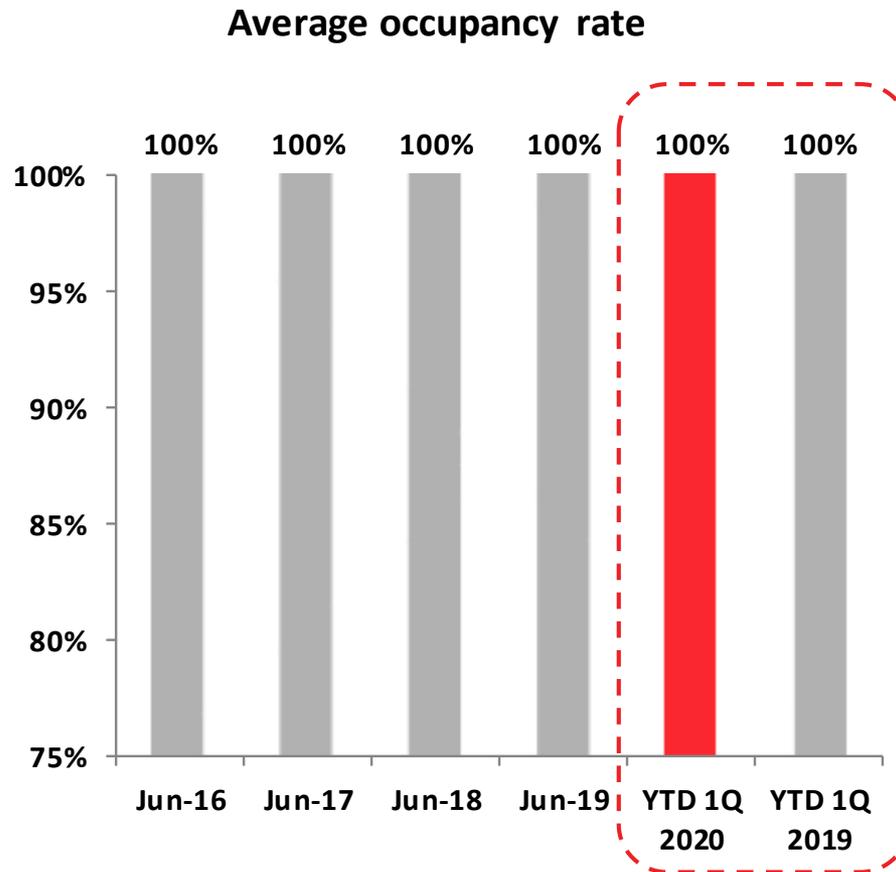
Projected lease expiry schedule



Gross revenue for Sunway Carnival Shopping Mall was higher by RM0.4 million in YTD 1Q2020, due to marginally higher average gross rental per sq.ft.

The average occupancy rate at Sunway Carnival Shopping Mall eased marginally to 96.2% for YTD 1Q2020 compared to the preceding quarter. Based on the total NLA of 344,799 sq.ft. which is due for renewal in FY2020, a total of 30,291 sq.ft. equivalent to 8.8% of total space due for renewal, was renewed or replaced at a single-digit negative reversionary rate.

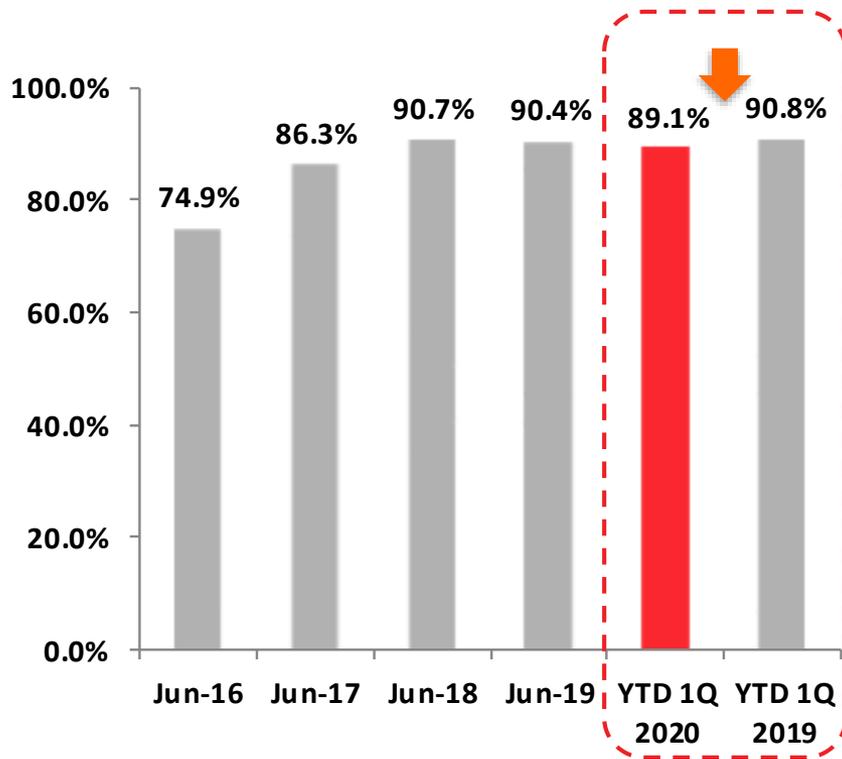
RETAIL PROPERTIES - SunCity Ipoh Hypermarket



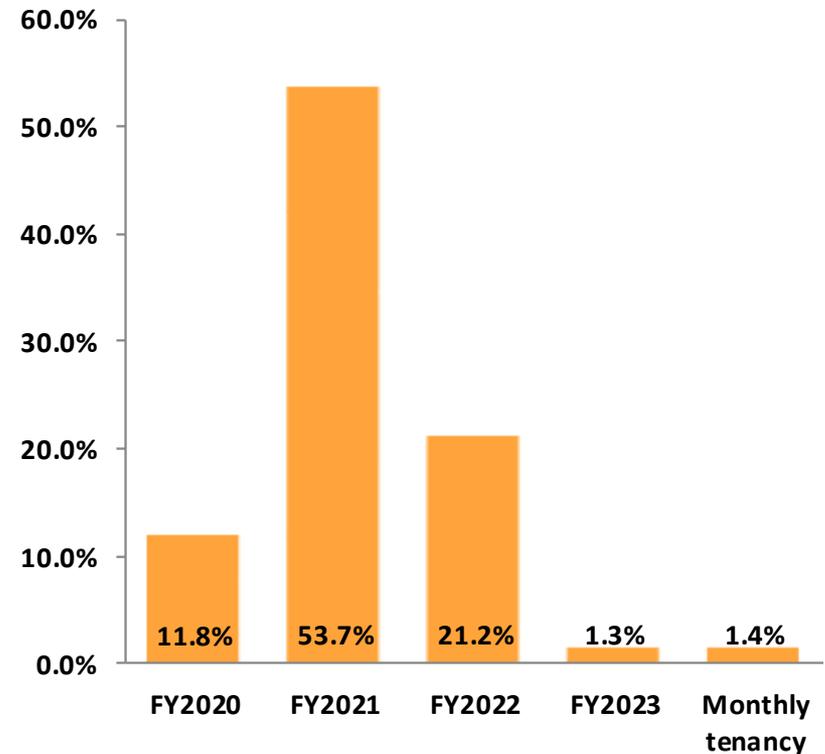
SunCity Ipoh Hypermarket is currently leased to a single tenant, a major hypermarket and retailer chain operating under the “Giant” brand. The tenant has indicated non-renewal for the next term due in April 2020 and leasing team is currently working on securing new tenant.

RETAIL PROPERTIES - Sunway Putra Mall

Average occupancy rate



Projected lease expiry schedule

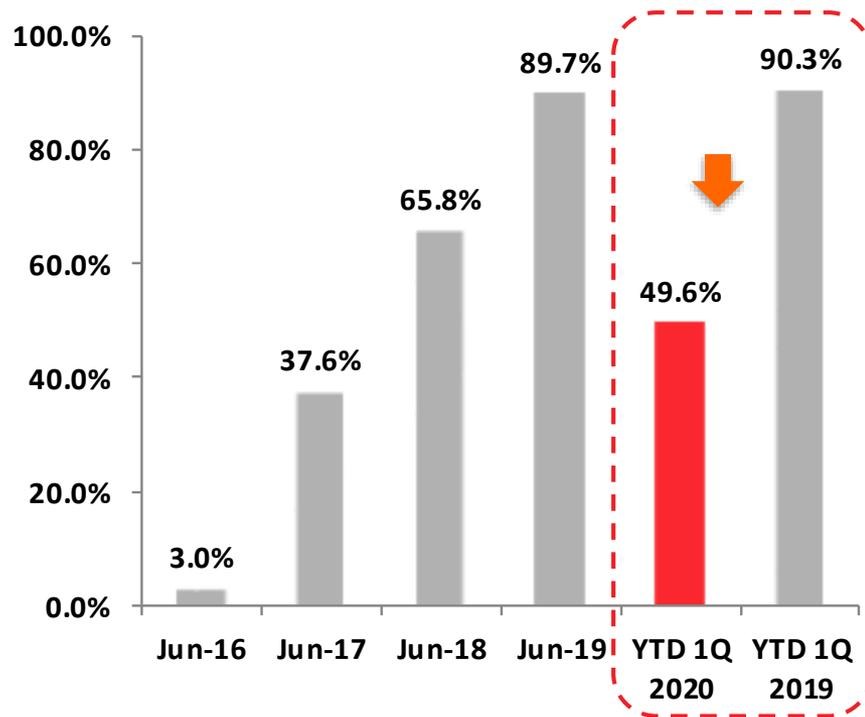


The average occupancy rate at Sunway Putra Mall eased to 89.1% for YTD 1Q2020, due to the on-going reconfiguration of tenancy mix.

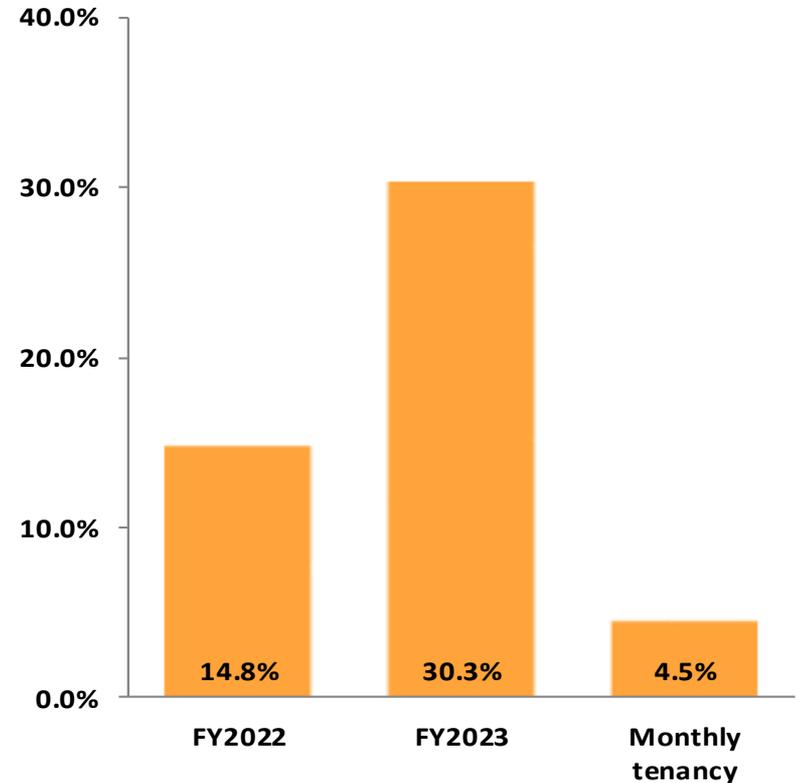
Based on the total NLA of 85,948 sq.ft. which is due for renewal in FY2020, a total of 13,389 sq.ft. equivalent to 15.6% of total space due for renewal, was renewed or replaced with a low double-digit positive reversionary rate.

RETAIL PROPERTIES - Sunway Clio Retail

Average occupancy rate



Projected lease expiry schedule



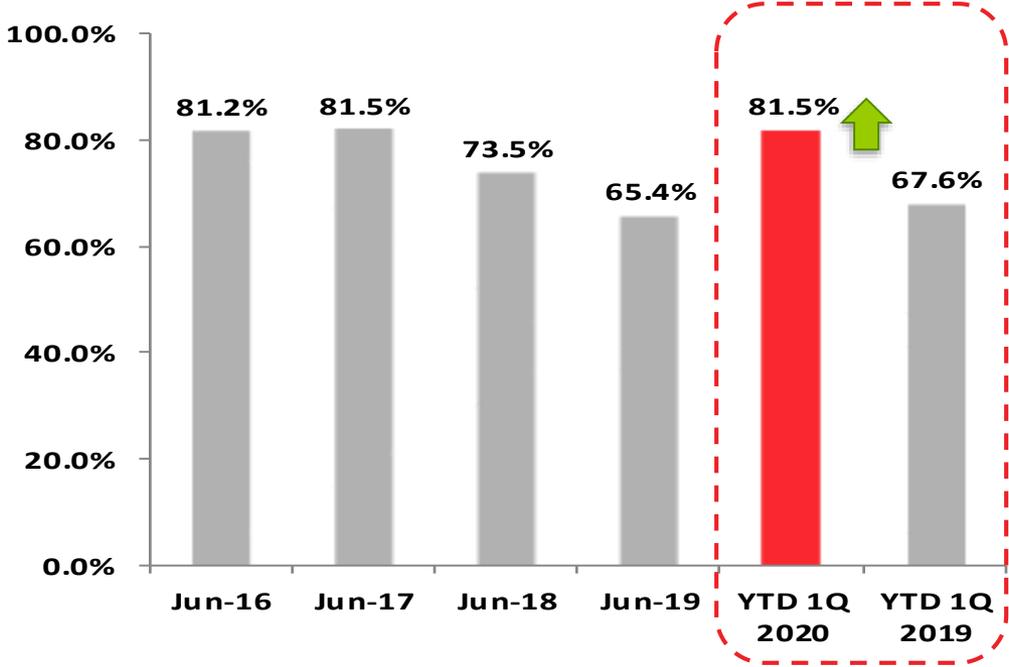
Note : The acquisition was completed on 9 February 2018.

The average occupancy rate for Sunway Clio Retail dropped to 49.6% for YTD 1Q2020, due to termination of a non-performing tenant in April 2019. Nevertheless, the average gross rent per sq.ft. improved upon termination of the above-mentioned tenant and a replacement tenant has been secured to commence by 2Q2020.

Based on the total NLA of 26,736 sq.ft. which is due for renewal in FY2020, 100% of total the space, was renewed or replaced with negative reversionary rate.

HOSPITALITY PROPERTIES - Sunway Resort Hotel & Spa

Average occupancy rate



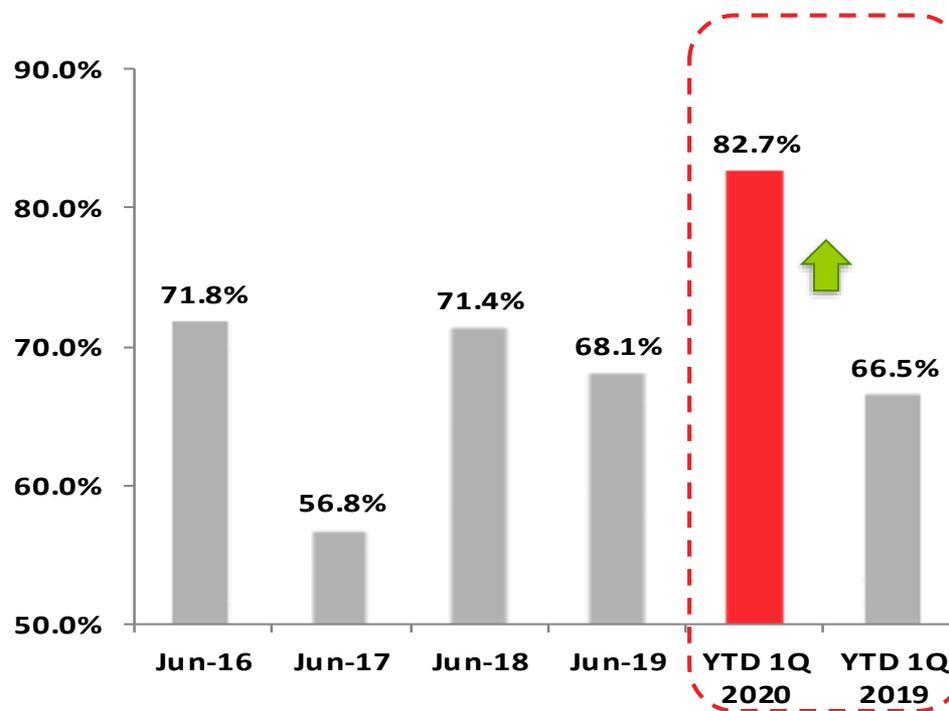
Note 1: The hotel properties are under 10-year master leases. The master lease of Sunway Resort Hotel & Spa is expiring in July 2020.

The cluster hotels in Sunway City, consisting of Sunway Resort Hotel & Spa, Sunway Pyramid Hotel and Sunway Clio Hotel, recorded a combined average occupancy rate of 81% for YTD 1Q2020. The hospitality segment continued to experience challenging market condition where the ADR were suppressed across all properties.

SRHS experienced improved average occupancy rate in YTD 1Q2020 by 13.9% against the same period last year but at lower ADR due to the shift in booking trend by the Middle Eastern FIT market through Online Booking Engine (OTA).

HOSPITALITY PROPERTIES - Sunway Pyramid Hotel

Average occupancy rate

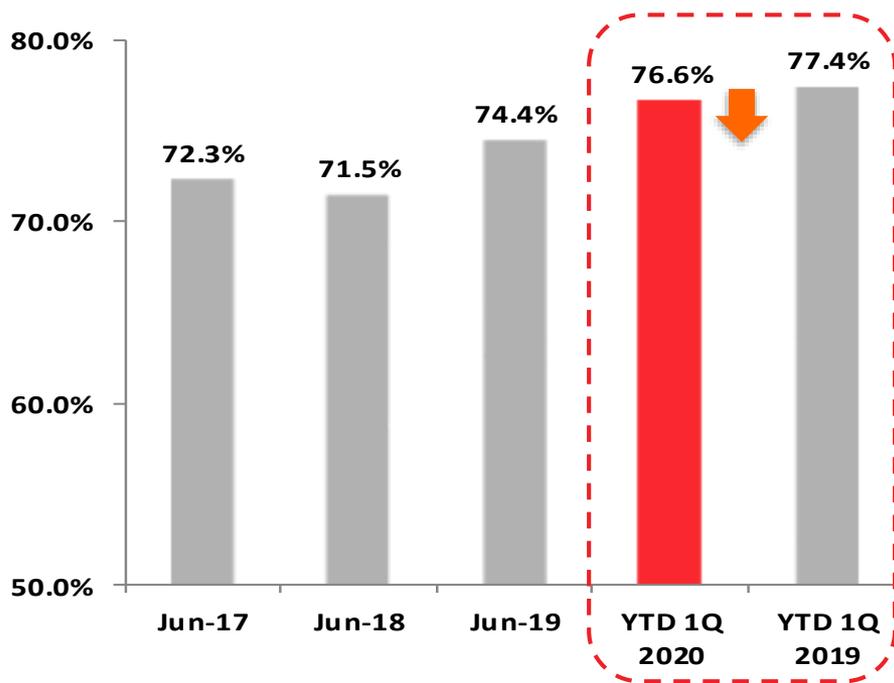


Note 1: The hotel properties are under 10-year master leases. The master lease of Sunway Pyramid Hotel is expiring in July 2020.

SPRH experienced improved average occupancy rate in YTD 1Q2020 by 16.1% against the same period last year but at lower average daily rate to secure higher occupancy rate and yielded marginally higher RevPAR compared to 1Q2019.

HOSPITALITY PROPERTIES - Sunway Clio Hotel

Average occupancy rate

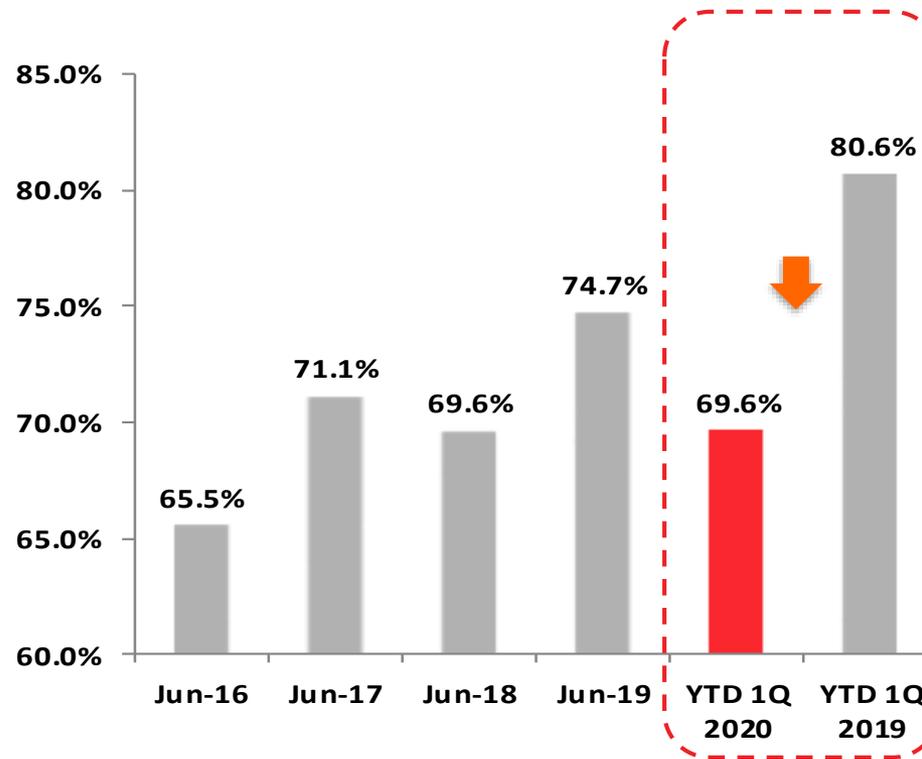


Note 1: The hotel properties are under 10-year master leases. The master lease of Sunway Clio Hotel is expiring in February 2028.

The average occupancy rate for Sunway Clio Hotel stood at 76.6% for YTD 1Q2020 (YTD 1Q2019: 77.4%), largely stable in occupancy rate, following the addition of airline crew groups, which provide a base business for the hotel. However, the average room rate is lowered to secure better occupancy rate.

HOSPITALITY PROPERTIES - Sunway Hotel Seberang Jaya

Average occupancy rate

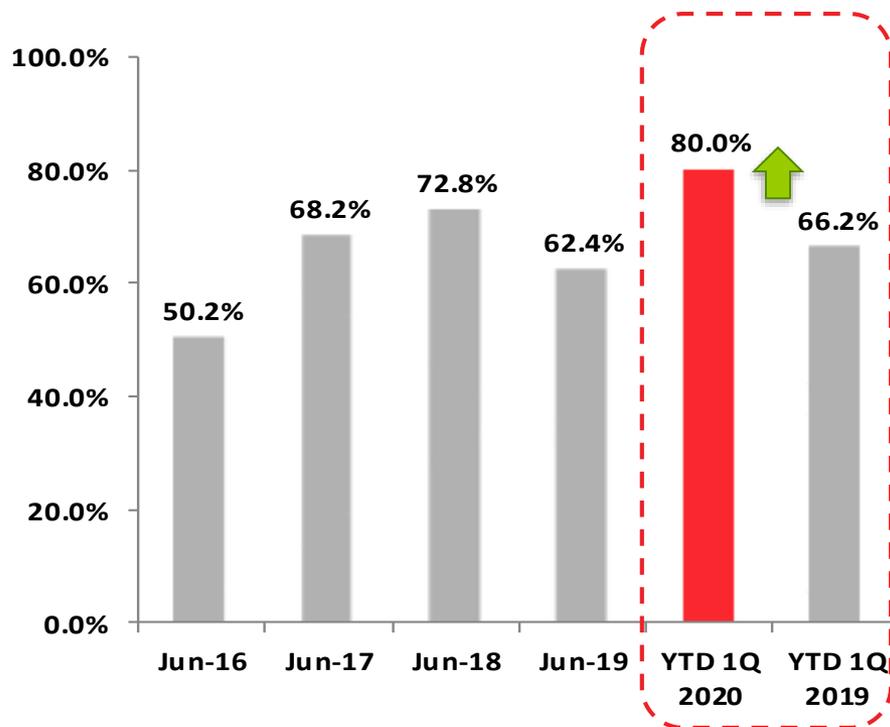


Note 1: The hotel properties are under 10-year master leases. The master lease of Sunway Hotel Seberang Jaya is expiring in July 2020.

The average occupancy rate at Sunway Hotel Seberang Jaya stood at 69.6% for YTD 1Q2020 (YTD 1Q2019: 80.6%), mainly attributable to lower demand from Group Corporate segment.

HOSPITALITY PROPERTIES - Sunway Putra Hotel

Average occupancy rate

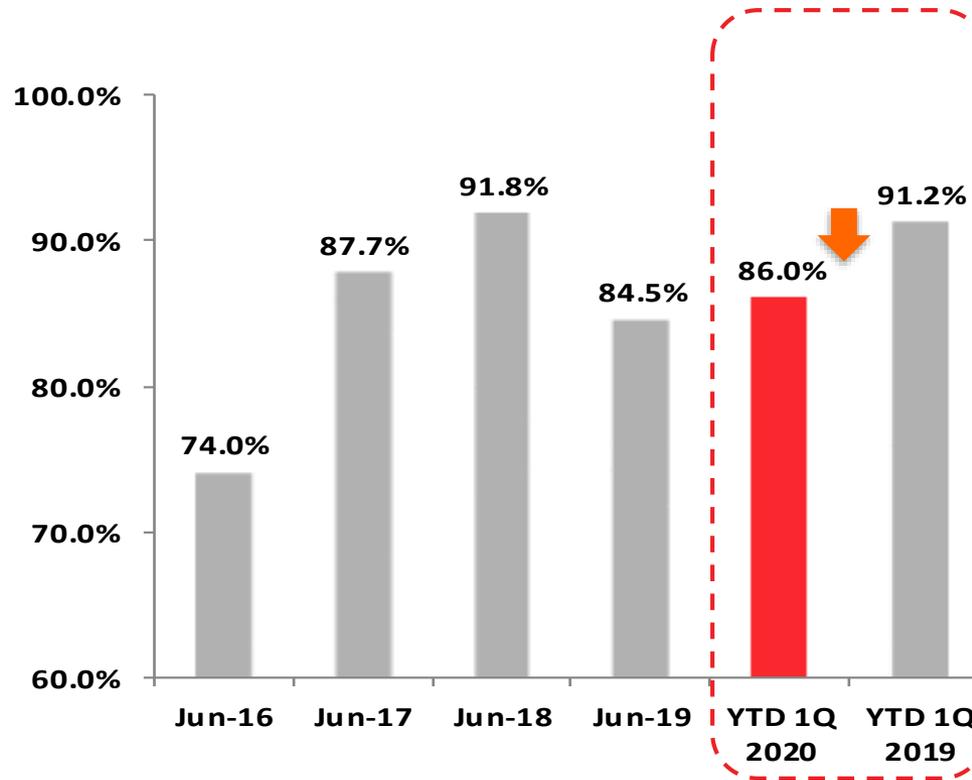


Note 1: The hotel properties are under 10-year master leases. The master lease of Sunway Putra Hotel is expiring in September 2021.

The average occupancy rate at Sunway Putra Hotel stood at 80.0% for YTD 1Q2020 (YTD 1Q2019: 66.2%), mainly contributed by Group Leisure and Corporate segments at lower ADR but yielded marginally higher RevPAR.

HOSPITALITY PROPERTIES – Sunway Hotel Georgetown

Average occupancy rate

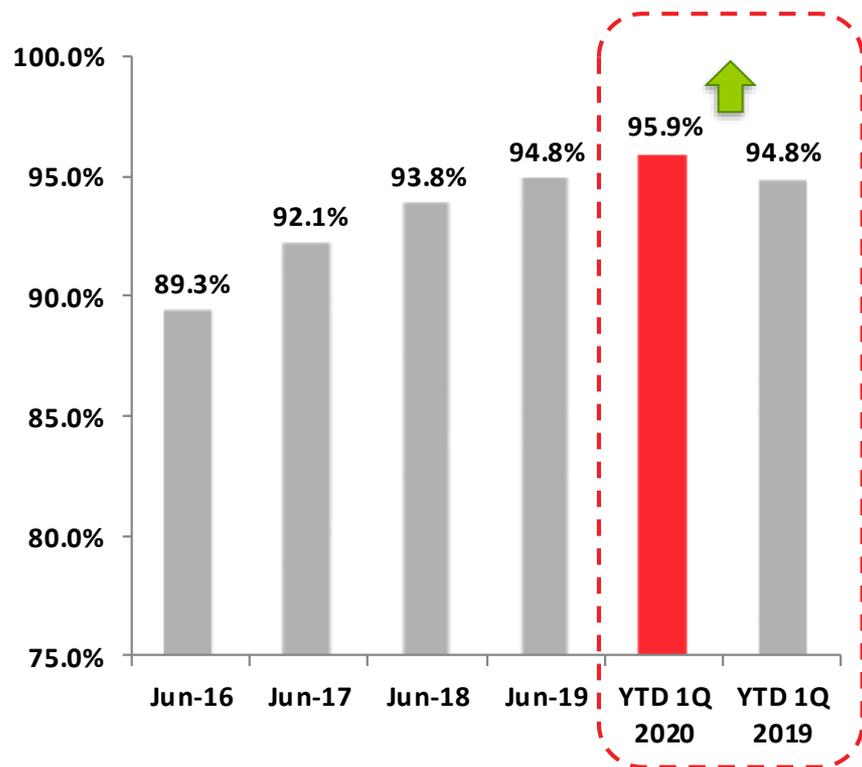


Note 1: The hotel properties are under 10-year master leases. The master lease of Sunway Hotel Georgetown is expiring in January 2025

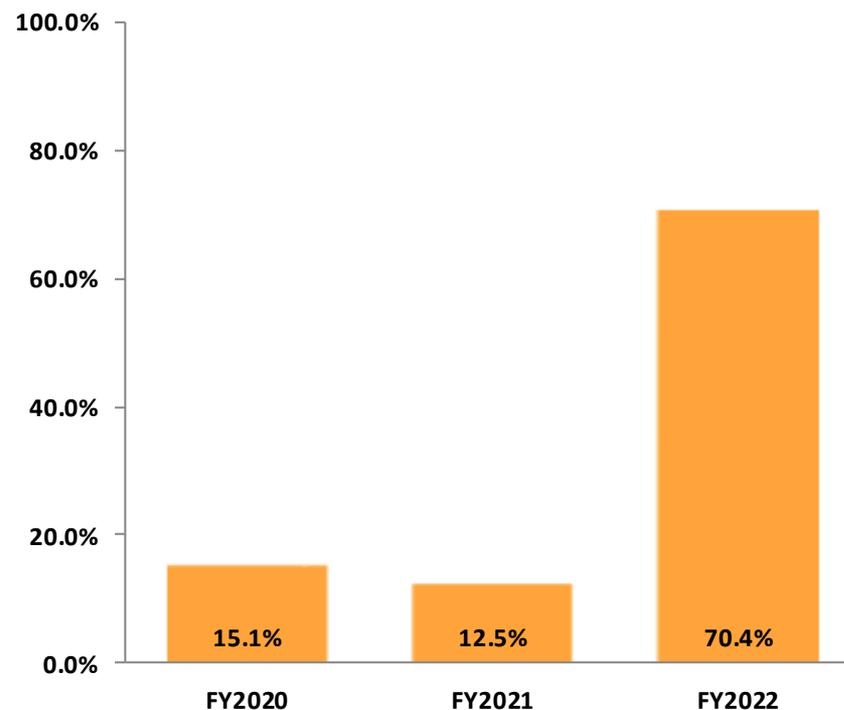
The average occupancy rate % at Sunway Hotel Georgetown stood at 86.0% for YTD 1Q2020 (YTD 1Q2019: 91.2%) due to lower demand in leisure market particularly from China FIT market.

OFFICE PROPERTIES - Menara Sunway

Average occupancy rate



Projected lease expiry schedule

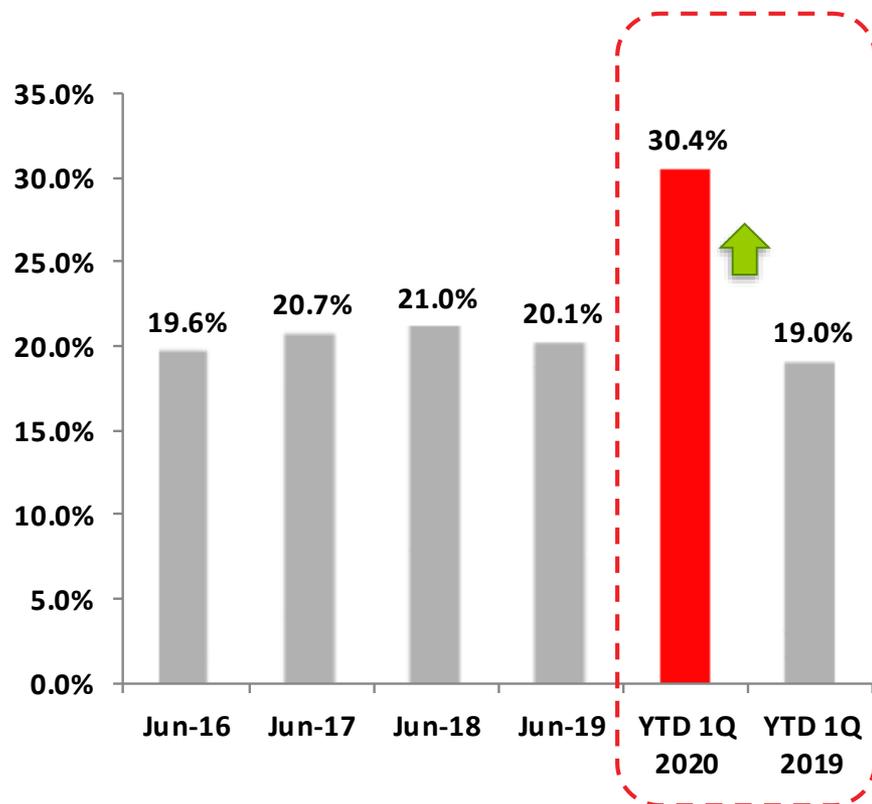


The average occupancy rate at Menara Sunway stood at 95.9% for YTD 1Q2020, with 1.1% increase compared to the preceding year, with the expansion of existing tenant.

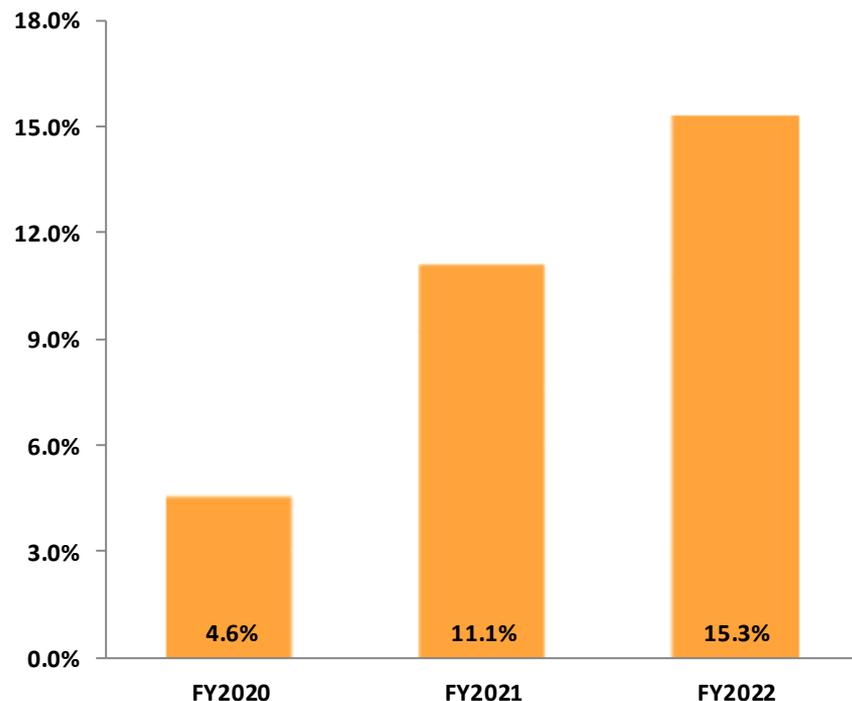
Based on the total NLA of 44,195sq.ft. which is due for renewal in FY2020, no NLA is due for renewal in the current period.

OFFICE PROPERTIES - Sunway Tower

Average occupancy rate



Projected lease expiry schedule

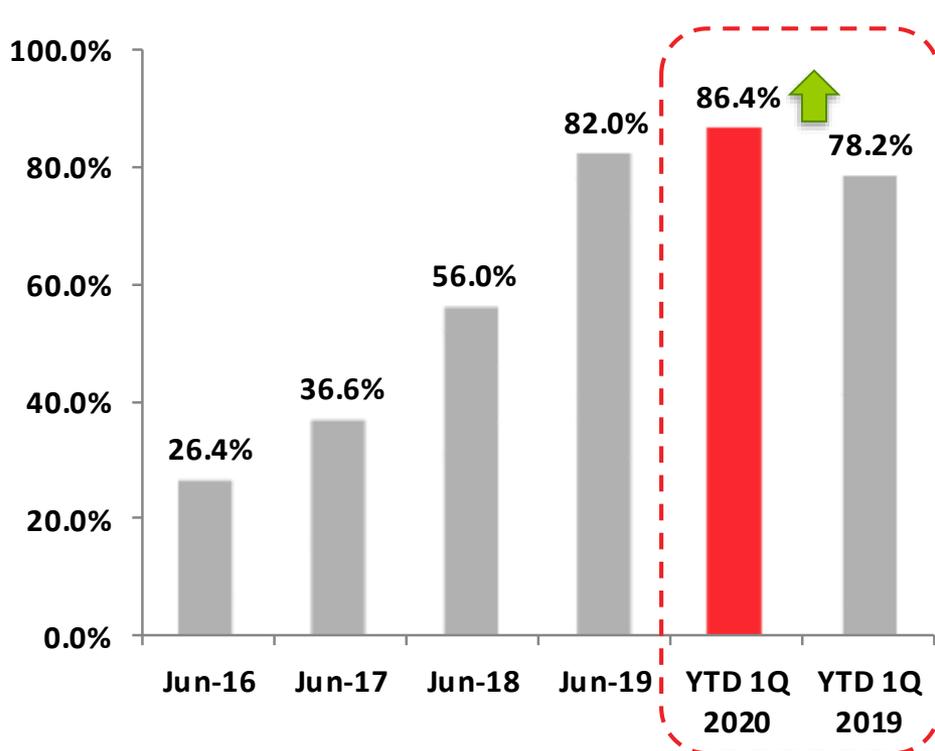


The average occupancy rate for Sunway Tower stood at 30.4% for YTD 1Q2020 (YTD 1Q2019: 19.0%) due to commencement of tenants. Based on the total NLA of 12,381 sq.ft. which is due for renewal in FY2020, no NLA is due for renewal in the current period. The occupancy rate as at 30 September 2019 was 31%.

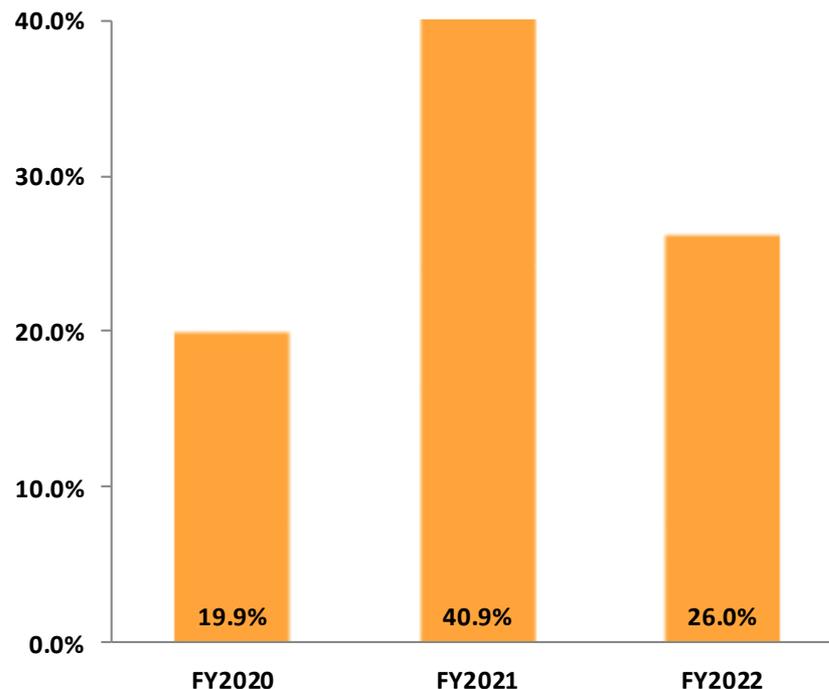
The Manager is embarking on a partial refurbishment of the office tower encompassing co-working and co-living space.

OFFICE PROPERTIES - Sunway Putra Tower

Average occupancy rate



Projected lease expiry schedule

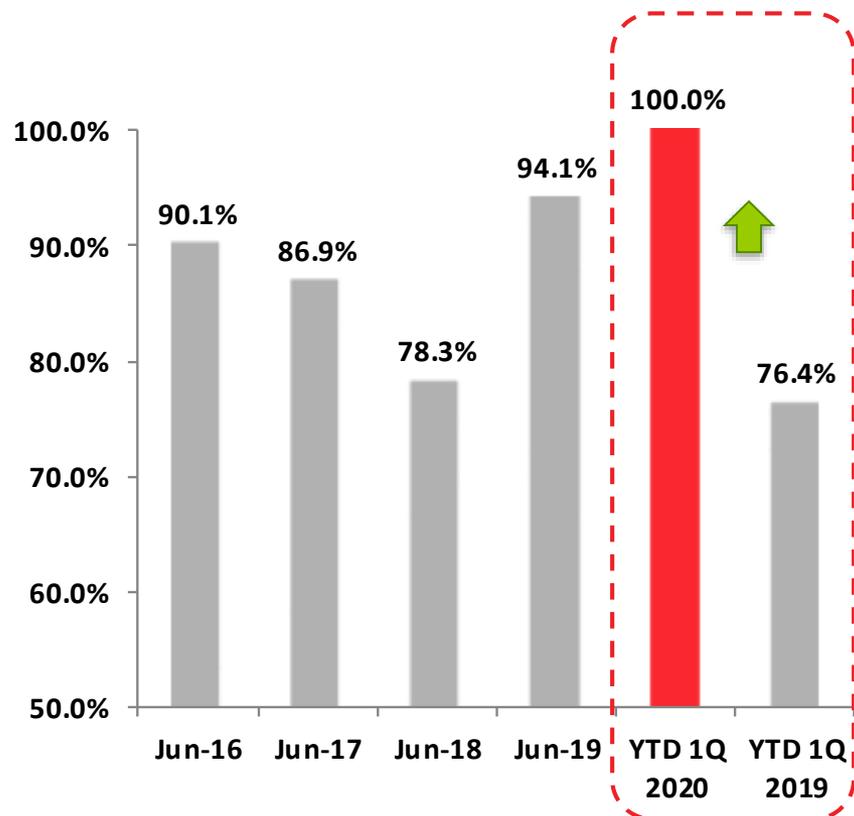


The average occupancy for Sunway Putra Tower improved to 86.4% for YTD 1Q2020 (YTD 1Q2019: 78.2%) following commencement of new tenants.

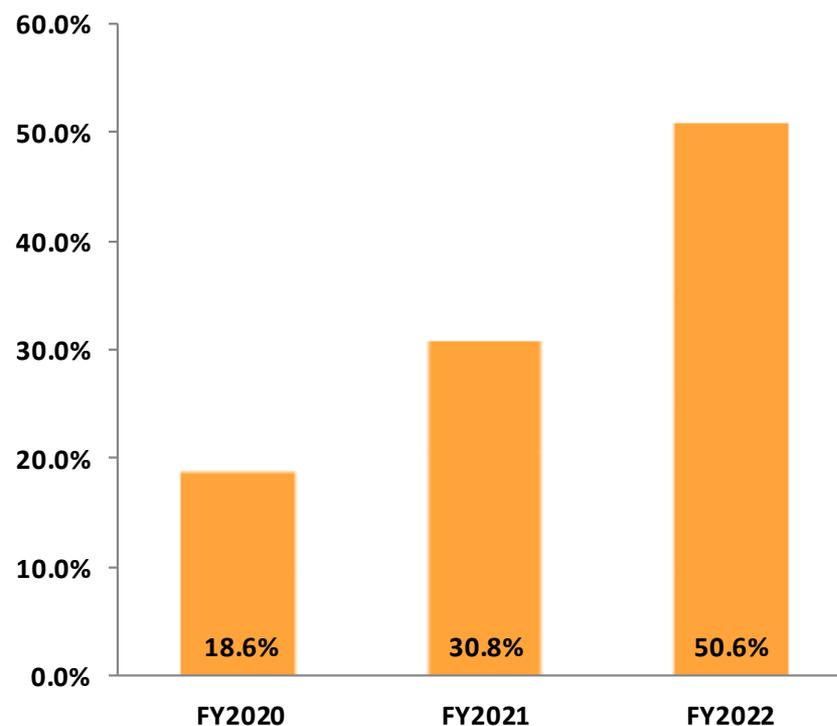
Based on the total NLA of 66,229 sq.ft. which is due for renewal in FY2020, a total of 1,600 sq.ft. equivalent to 2.4% of total space due for renewal was renewed or replaced at the same rate. The occupancy rate as at 30 September 2019 was 86.8%.

OFFICE PROPERTIES - Wisma Sunway

Average occupancy rate



Projected lease expiry schedule



The average occupancy rate at Wisma Sunway improved to 100% for YTD 1Q2020 (YTD 1Q2019 : 76.4%) following an expansion of existing tenant.

Based on the total NLA of 37,175 sq.ft. which is due for renewal in FY2020, a total of 5,191 sq.ft. equivalent to 14.0% of total space due for renewal was renewed or replaced at a positive single-digit rental reversionary rate.