



KLCCP Stapled Group

Financial Results

1st Quarter ended 31 March 2016

6 May 2016



Disclaimer

These materials contain historical information of the Company which should not be regarded as an indication of future performance or results.

These materials also contain forward-looking statements that are, by their nature, subject to significant risks and uncertainties. These forward-looking statements reflect the Company's current views with respect to future events and are not a guarantee of future performance or results. Actual results, performance or achievements of the Company may differ materially from any future results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding the Company's present and future business strategies and the environment in which the Company will operate in the future, and must be read together with such assumptions.

No part of these materials shall form the basis of, or be relied upon in connection with, any investment decision whatsoever.



Contents

- 1 |** KLCCP Stapled Group Key Highlights
- 2 |** Financial Results
- 3 |** Capital Management
- 4 |** KLCCSS Outlook



1 | KLCCP Stapled Group Key Highlights

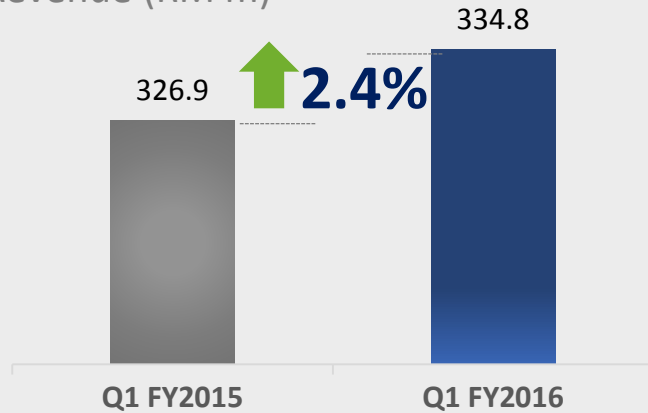




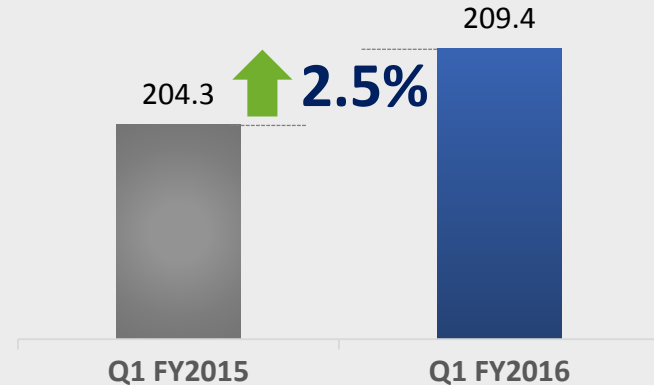
KLCCP Stapled Group Financial Highlights for Q1 FY2016

Q1 FY2016 vs Q1 FY2015 Financial Performance

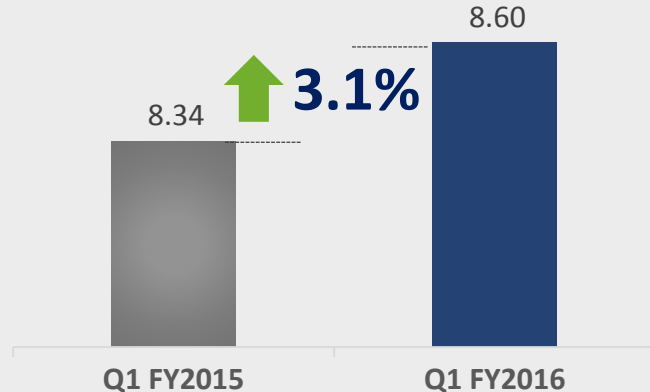
Revenue (RM'm)



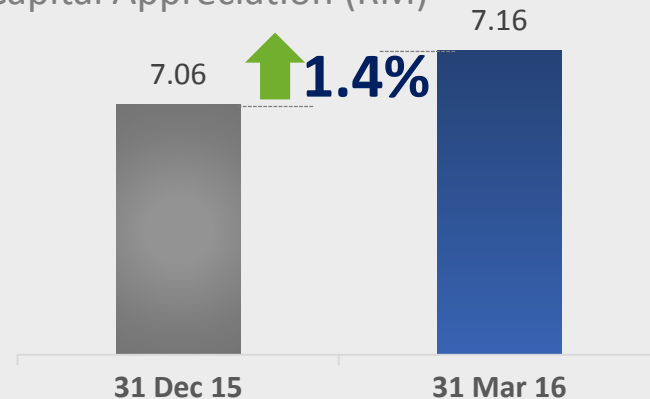
Profit for the period (RM'm)



Distribution per stapled security (sen)



Capital Appreciation (RM)

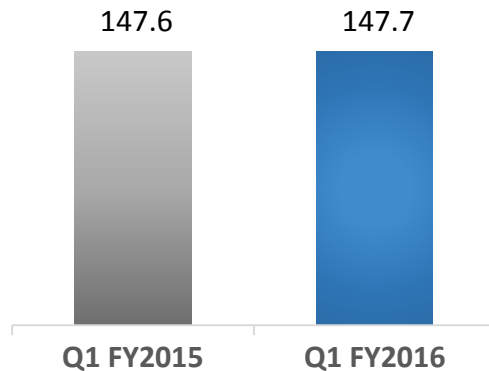




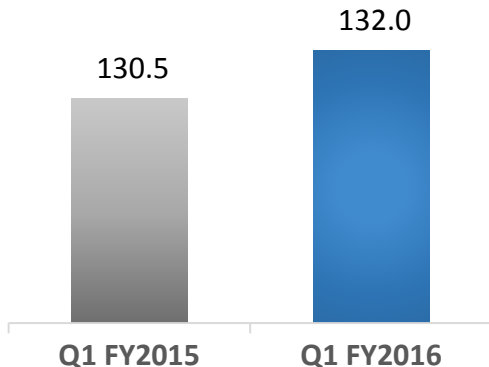
Stapled Group Portfolio Highlights for Q1 FY2016

Office – (PETRONAS Twin Towers, Menara 3 PETRONAS, Menara ExxonMobil & Kompleks Dayabumi)

Revenue (RM'm)



Profit before tax (RM'm)



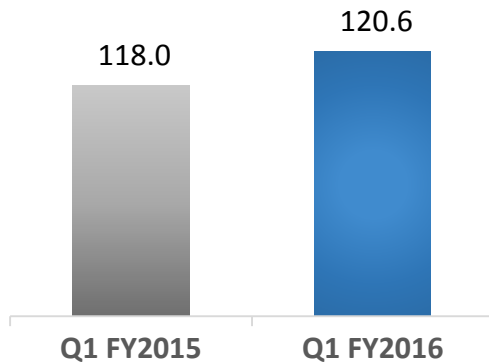
- Stable office revenue, YoY. 94% contribution from KLCC REIT assets
- Marginal PBT growth from lower operating expenses for Kompleks Dayabumi Sdn Bhd
- Asset enhancement initiatives for Kompleks Dayabumi
 - Phase 2 extension: conversion of atrium spaces to add approx. 45,000 sqft GFA is on track for completion in 1HFY2016
 - Phase 3: Redevelopment of City Point Podium - substructure works currently in progress and on track
- Secured long term lease with ExxonMobil for tenure 9+3+3+3 years



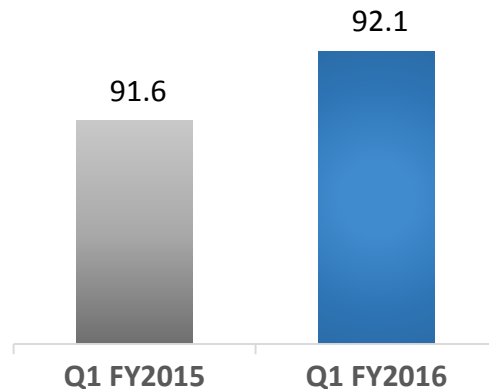
Stapled Group Portfolio Highlights for Q1 FY2016

Retail – (Suria KLCC & Retail Podium Menara 3 PETRONAS)

Revenue (RM'm)



Profit before tax (RM'm)



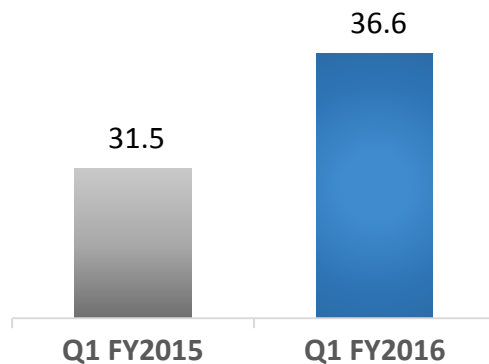
- 2% top-line growth, YoY & QoQ despite sluggish retail market
- 1% PBT growth YoY, contributed by rental reversion and renewals
- 4% increase in rental revenue, YoY
- Occupancy remained intact at 98%
- 6 new tenants came onboard
 - Boggi Milano
 - Dior Homme
 - Mont Blanc
 - Rimowa
 - Hublot
 - Smiggle
- 6% growth in MAT-customer counts, YoY



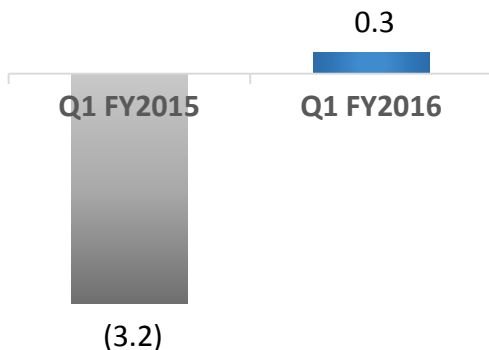
Stapled Group Portfolio Highlights for Q1 FY2016

Hotel – Mandarin Oriental Kuala Lumpur

Revenue (RM'm)



Profit before tax (RM'm)



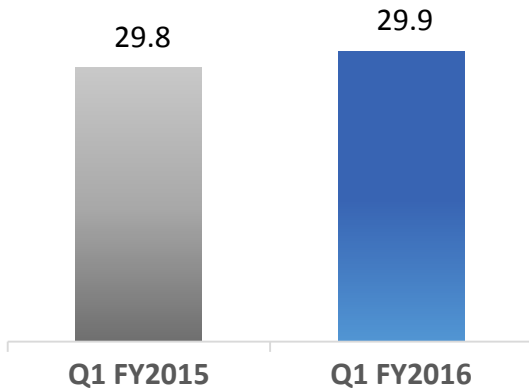
- Soft business pace affecting luxury hotel market
 - Scaling down of corporate & government events
 - Depressed oil & gas sector impact hotel's primary segment
- 16% revenue growth YoY, following completion of renovation of meeting rooms and recreational facilities which impacted Q1 FY2015
- 10% growth from F&B segment earnings, YoY - completion of renovation of meeting rooms and recreational facilities & fully established AQUA restaurant
- Final phase renovation to equip MOKL with competitive advantage
 - Guestroom renovation to commence end Q2 FY2016
 - Casbah and Sultan's Lounge to re-open in mid 2016 with new concept



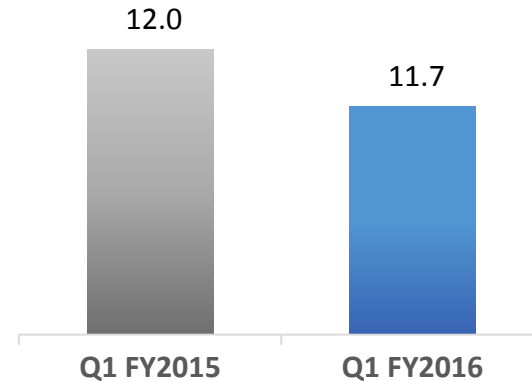
Stapled Group Portfolio Highlights for Q1 FY2016

Management Services – Facility Management & Parking

Revenue (RM'm)



Profit before tax (RM'm)



- Marginal revenue growth, YoY from additional facilities management services
- 3% decline in PBT due to higher operating expenses from additional projects in facilities management



2 | Financial Results





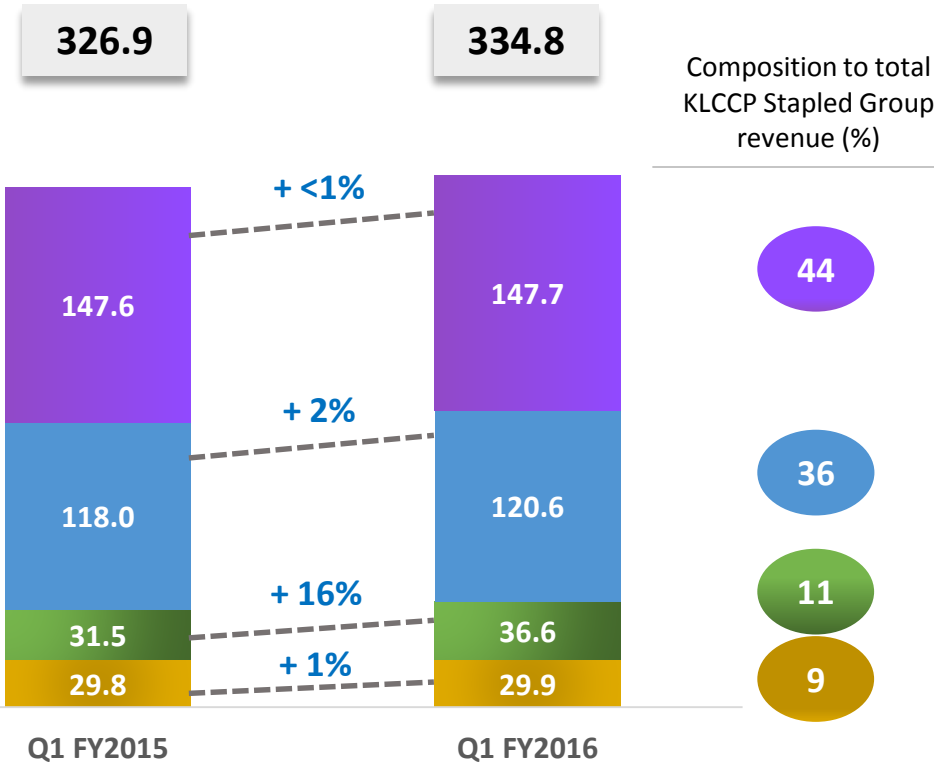
PBT increased by 2% due to higher contribution from hotel segment

Statement of Comprehensive Income (RM'million)	Q1 FY2016	Q1 FY2015	Variance (%)
Revenue	334.8	326.9	▲ 2.4%
Operating profit	252.3	247.8	▲ 1.8%
Profit before tax	236.1	230.9	▲ 2.2%
Profit attributable to holders of KLCCP and KLCC REIT	182.7	178.5	▲ 2.4%
Distribution per stapled security (sen)	8.60	8.34	▲ 3.1%



Positive revenue contribution and growth from all segments

Segmental Revenue (RM'mil)



Composition to total KLCCP Stapled Group revenue (%)

44

36

11

9

■ Management Services ■ Hotel ■ Retail ■ Office

OFFICE

Stable revenue growth

RETAIL

Higher rental rates becoming effective during the quarter

HOTEL

Completion of scheduled renovation works to meeting rooms & recreational facilities

MANAGEMENT SERVICES

Provision of additional facilities management services



Strong balance sheet to meet its investment needs and be in a position of strength & stability

Statement of Financial Position (RM'million)	31 Mar 2016	31 Dec 2015
Total Assets	17,547	17,537
Total Borrowings	2,585	2,561
Total Liabilities	3,029	3,026
Equity attributable to holders of KLCCP and KLCC REIT	12,557	12,551
NAV per stapled security (RM)	6.96	6.95



Continue to deliver sustainable returns with 3% increase in distribution per stapled security, YoY

Distribution per stapled security (DPU) (sen)	Q1 FY2016	Q1FY2015
KLCCP	2.85	3.02
KLCC REIT	5.75	5.32
Distribution per stapled security	8.60	8.34

Ex-dividend date	19 May 2016
Book closure date	23 May 2016
Distribution payment date	15 Jun 2016

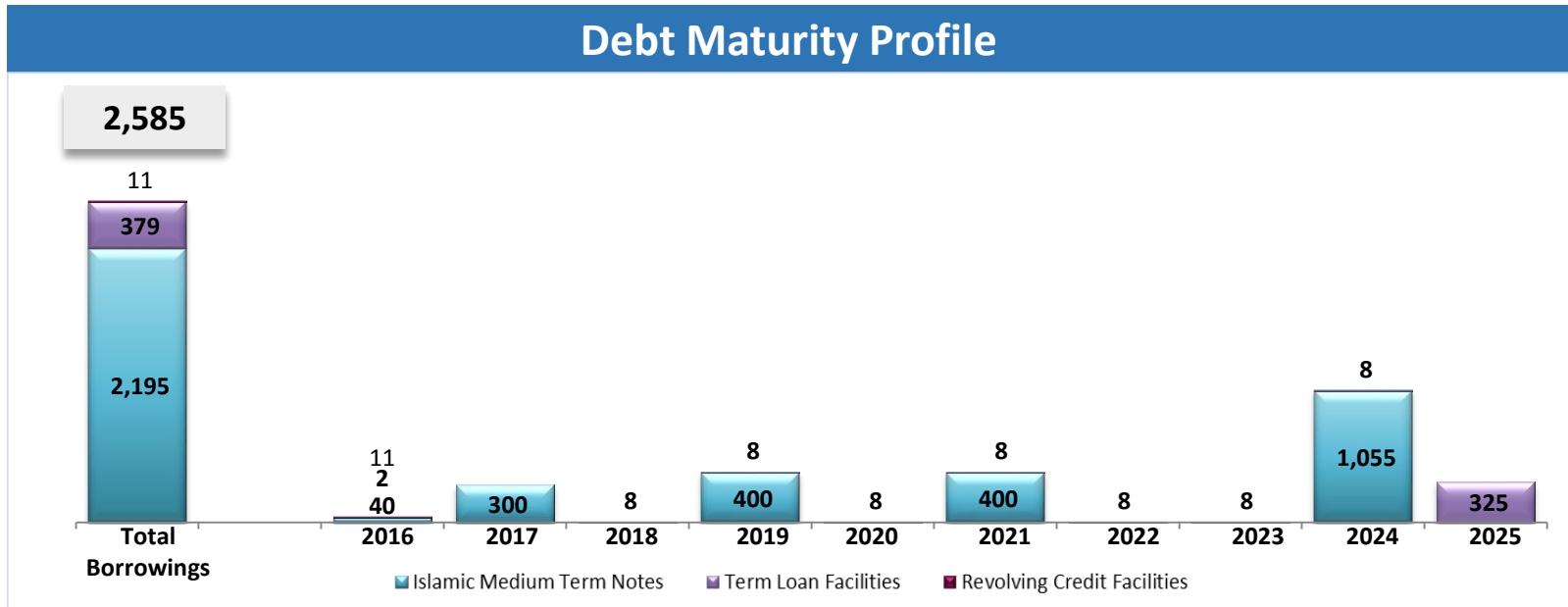


3 | Capital Management

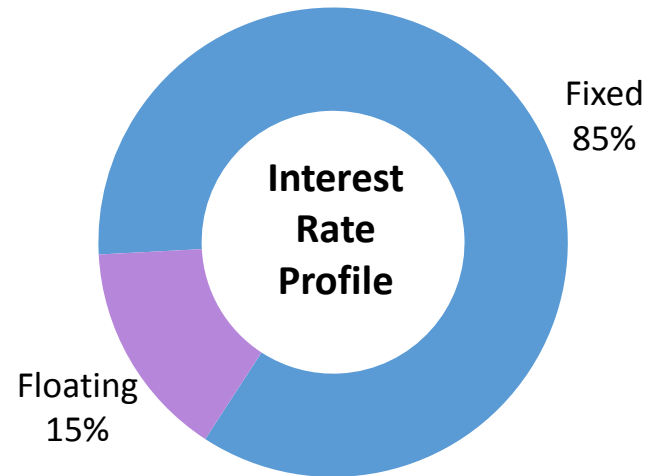




Continue to maintain a well-staggered debt maturity profile



	As at 31 Mar 2016
Debt	RM2,585 mil
Gearing Ratio	21%
Average Cost of Debt	4.51%
Borrowings on Fixed Rate	85%





4 | KLCCSS Outlook





Mitigating our challenges ahead in driving sustained returns





Thank You

