



KLCCP Stapled Group

Financial Results

1st Quarter ended 31 March 2017

22 May 2017

Disclaimer



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

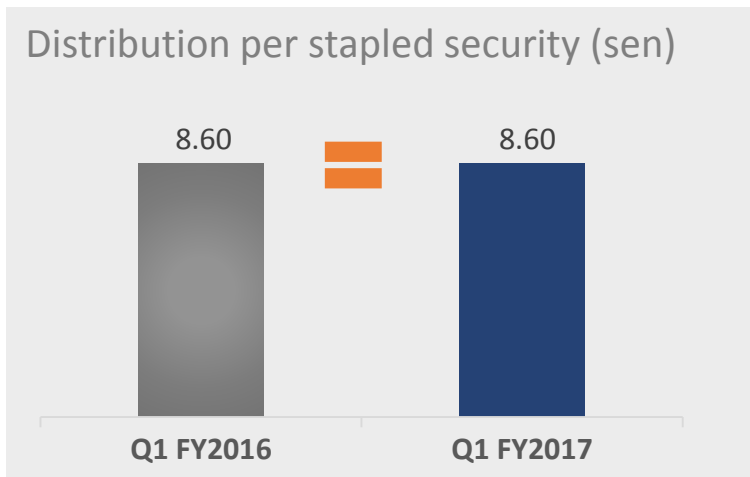
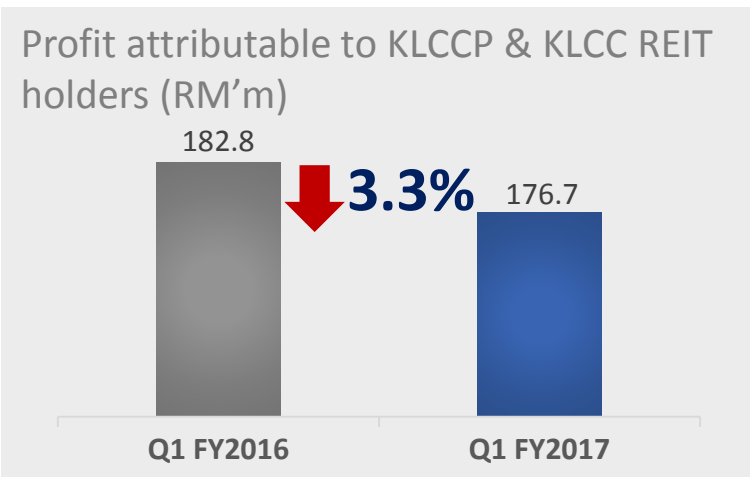
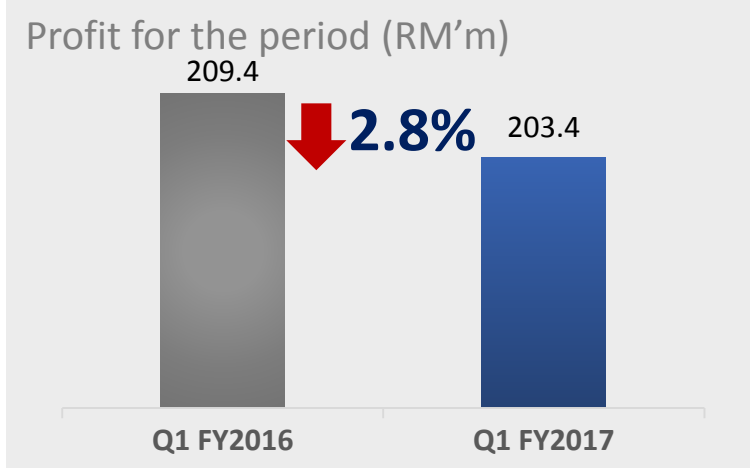
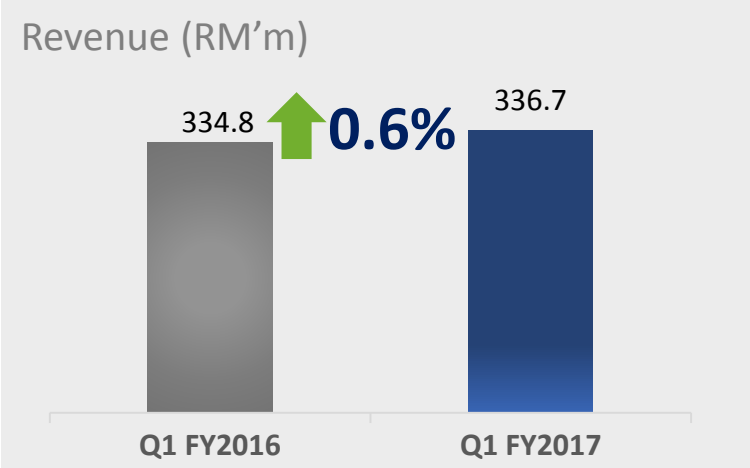
These materials also contain forward-looking statements that are, by their nature, subject to significant risks and uncertainties. These forward-looking statements reflect the Company's current views with respect to future events and are not a guarantee of future performance or results. Actual results, 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.

- 1. KLCCP Stapled Group Key Highlights**
- 2. Portfolio Performance**
- 3. Capital Management**
- 4. KLCCSS Outlook**

Profits impacted by lease transition at Menara ExxonMobil and on-going tenant remixing at retail

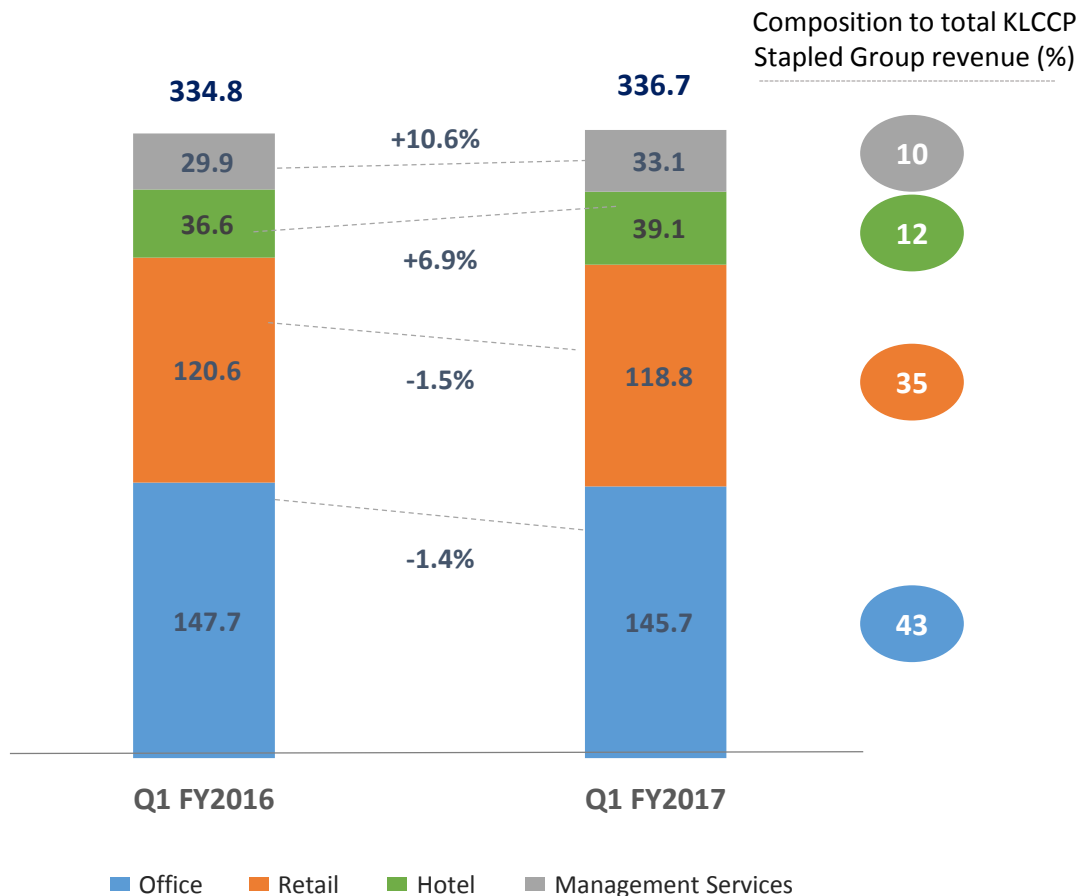
Q1 FY2017 vs Q1 FY2016 Financial Performance



Improved contribution from hotel and management services segments



Segmental Revenue (RM mil)



OFFICE

Release of 40% leased area in Menara ExxonMobil by ExxonMobil Exploration and Production Malaysia Inc. in January 2017

RETAIL

Lower occupancy in transition for retail mixing

HOTEL

Increased occupancy and room revenue contribution from leisure and group segments

MANAGEMENT SERVICES

Facility management services for properties in Kerteh and one-off facility management works

Continue to deliver sustainable returns to holders of Stapled Securities



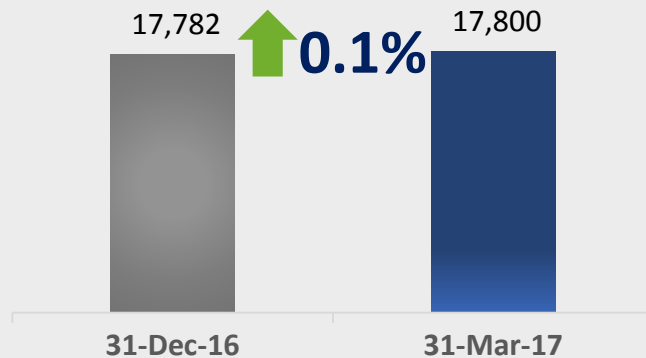
Distribution per stapled security (DPU) (sen)	Q1 FY2017	Q1 FY2016
KLCCP	3.10	2.85
KLCC REIT	5.50	5.75
Distribution per stapled security	8.60	8.60

Ex dividend date	5 th June 2017
Book closure date	7 th June 2017
Distribution payment date	5 th July 2017

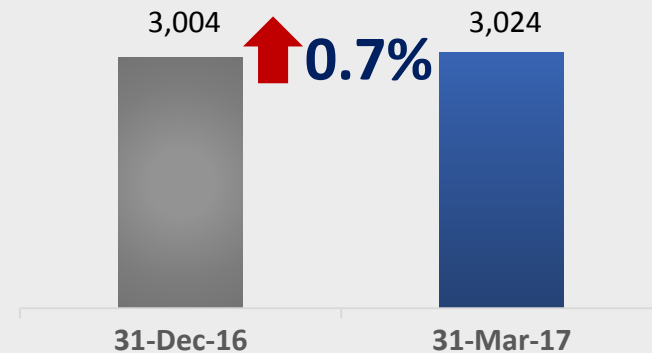
Healthy balance sheet providing conducive business environment for future development and long term stability

Statement of Financial Position (31 Mar 17 vs 31 Dec 16)

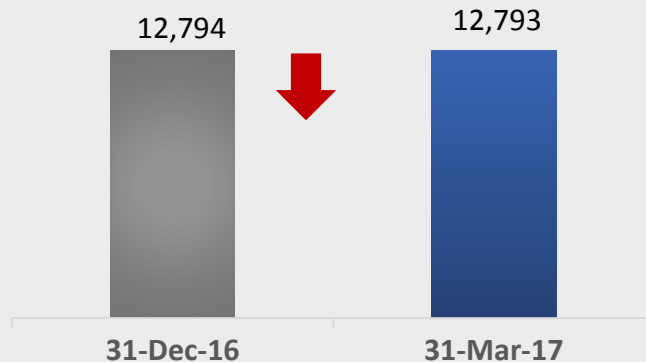
Total Assets (RM'm)



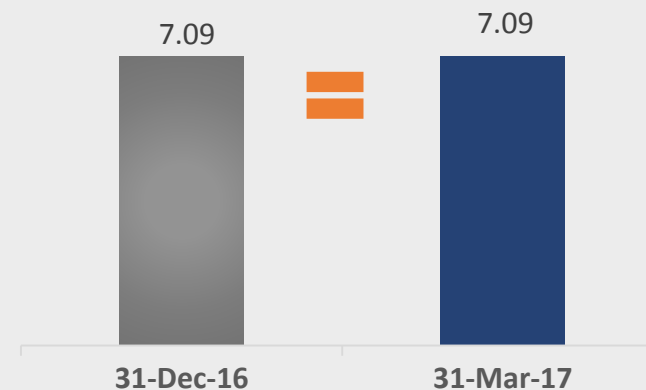
Total Liabilities (RM'm)



Equity attributable to KLCCP & KLCC REIT holders (RM'm)



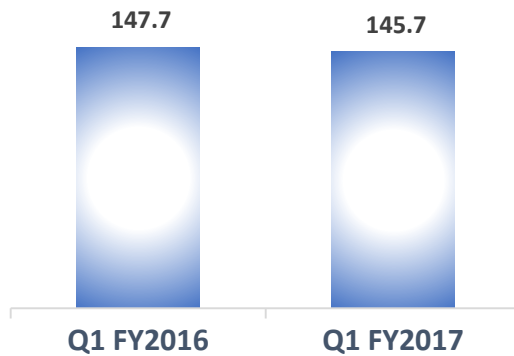
NAV per stapled security (RM)



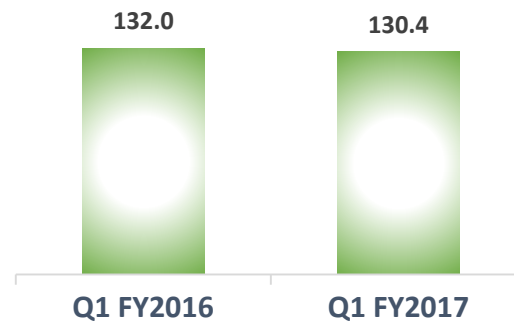
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Office - Stable performance with lease transition at Menara ExxonMobil

Revenue (RM'm)



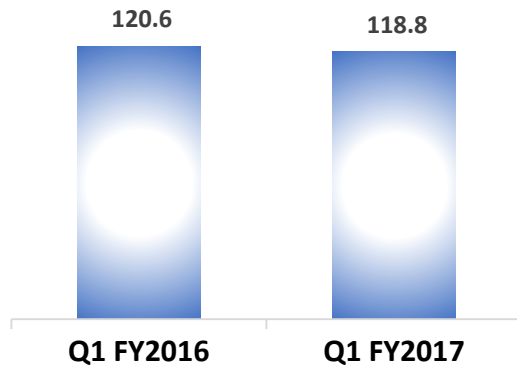
Profit before tax (RM'm)



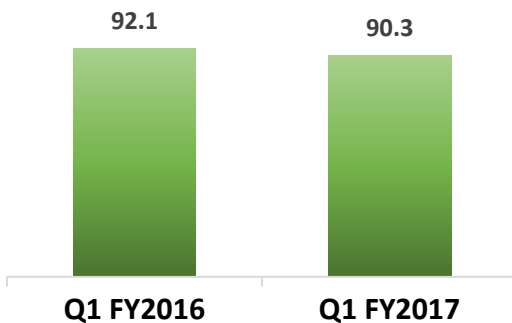
- Marginal decrease in revenue and PBT due to release of 40% leased area of Menara Exxonmobil in January 2017, partially offset by additional rental from the conversion of atrium spaces in Menara Dayabumi
- Finalisation of lease agreement with potential tenant to occupy remaining 40% at Menara ExxonMobil by Q2 FY2017
- 94% revenue contribution from KLCC REIT
- 97% average occupancy for office portfolio

Retail - Maintained resiliency with ongoing tenant remixing to better reflect customer preferences

Revenue (RM'm)



Profit before tax (RM'm)

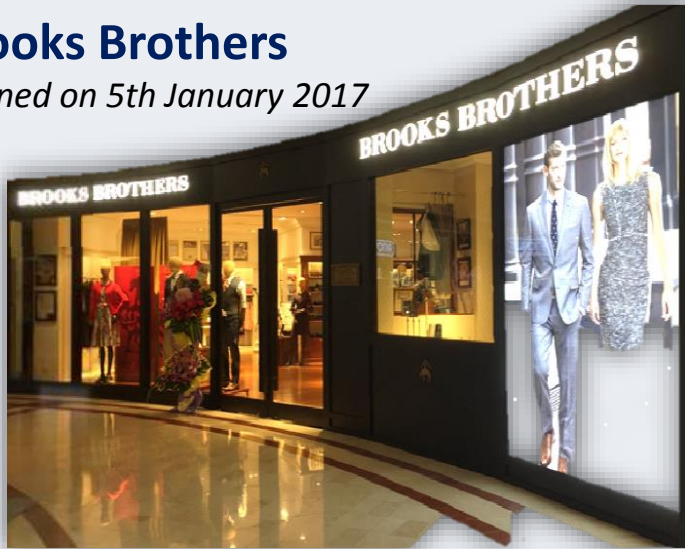


- ❑ Higher rental rates from new tenants and lease renewals were offset against reduced occupancy in transition for retail mixing
- ❑ 10% growth in MAT-tenant sales, YoY mainly contributed by luxury fashion, houseware and beauty & skincare segments
- ❑ Ongoing formation of luxury men's and women's zone on Level 1
- ❑ 4 new tenants and retailer upgrades contributing to continuous enhanced customer experience

New tenants at Suria KLCC in Q1 FY2017

Brooks Brothers

Opened on 5th January 2017



Tory Burch

Opened on 6th Jan 2017



Hyper Gear

Opened on 14th January 2017



Sunglass Hut

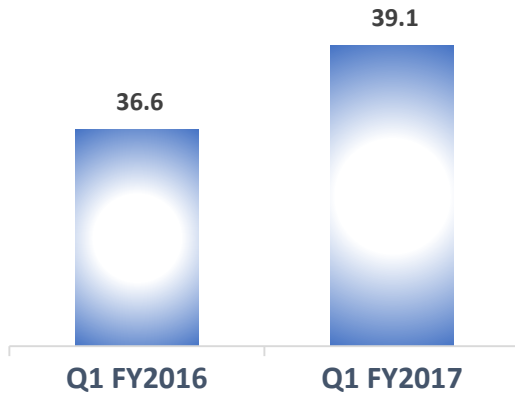
Opened on 18th Feb 2017



Hotel - Increased occupancy despite limited capacity from ongoing room renovations

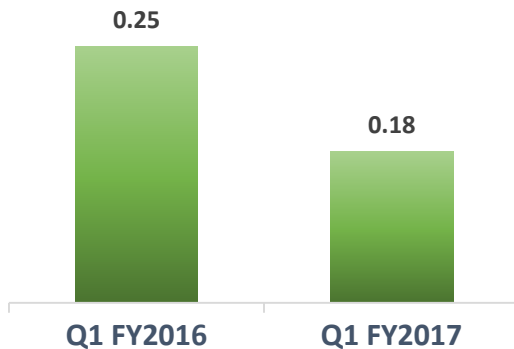


Revenue (RM'm)



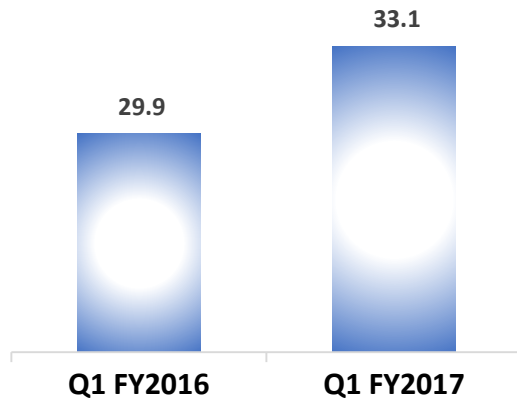
- ❑ 6% increase in occupancy from YTD Mar 2016 from strategy shift in declining corporate oil and gas sector to alternative markets
- ❑ 5% room revenue growth, YoY mainly contributed from the Leisure & Group segments due to promotions and proactive e-commerce strategies
- ❑ PBT impacted by higher manpower related costs from implementation of minimum wage order and the rising costs of imported goods
- ❑ First phase of guestroom renovation including Club rooms & Suites are on track for completion with target for re-launch in 2H FY2017

Profit before tax (RM'm)



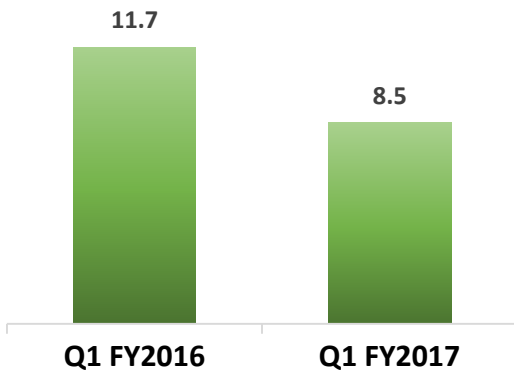
Management Services - Upside from expansion of facility management services to properties in Kerteh

Revenue (RM'm)



- 11% revenue growth, YoY from contribution of facilities management services for properties under KLCC Holdings in Kerteh, Terengganu which commenced in June 2016 and one-off facility management works

Profit before tax (RM'm)

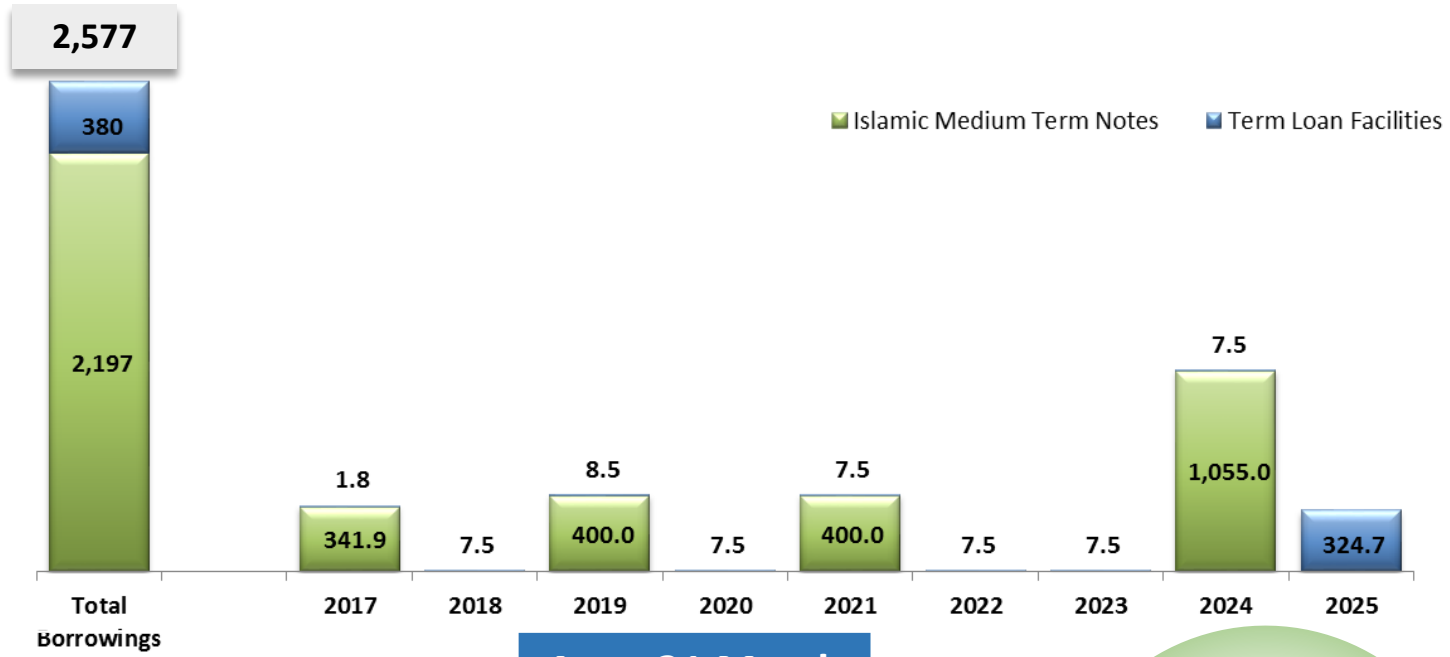


- Reduced PBT due to lower interest income owing to the Overnight Policy Rate cut in mid July 2016

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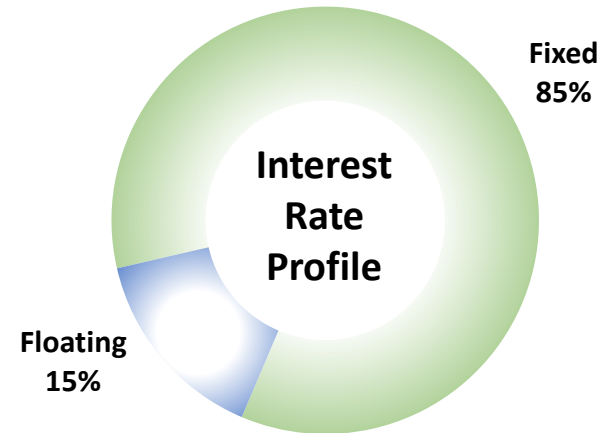
Prudent capital management with well-staggered debt maturity profile

Debt Maturity Profile



As at 31 March 2017

Debt	RM2,577 mil
Gearing Ratio	20%
Average Cost of Debt	4.49%
Borrowings on Fixed Rate	85%



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Continue to re-position our assets to compete on our potential & quality and provide long term stable income

Outlook

Our Key Focus

- Expected to remain **stable** on the back of locked-in long term tenancies and high quality tenants

OFFICE

- Expected to remain **stable**, trading in difficult market conditions

RETAIL

- Continue to operate in **challenging** environment with intense competition from new hotels

HOTEL

- To **conclude lease** of vacated space at Menara ExxonMobil and minimize downtime
- Continue to **strengthen leasing capabilities** and pursue aggressive initiatives to attract and retain quality tenants

- To complete **dedicated precincts** of luxury men's and women's zones
- To bring in **strategic retailers** to create customer experience
- **Reconfiguration of layout** for better leasing opportunities

- Pursue market outside its traditional reliance
- Capitalise on re-launch of **renovated Club Rooms** and **Suites** by mid-2017
- Innovate with **new F&B offerings** and **leisure promotions**

Thank You