



# **KLCC Stapled Group** **Financial Results**

**2nd Quarter ended 30 June 2023**

14 August 2023



These materials contain historical information of KLCC Property Holdings Berhad and KLCC Real Estate Investment Trust (collectively known as KLCCP Stapled Group) 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 KLCCP Stapled Group's current views with respect to future events and are not a guarantee of future performance or results. Actual results, performance or achievements of KLCCP Stapled Group 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 KLCCP Stapled Group's present and future business strategies and the environment in which KLCCP Stapled Group 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.



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# MALAYSIA'S LARGEST REIT AND ONLY STAPLED SECURITY IN THE COUNTRY

## STATEMENT OF PURPOSE

A Progressive Energy and Solutions Partner Enriching Lives for a Sustainable Future



## WHO WE ARE

Malaysia's largest REIT and only Stapled Security in the country, comprising KLCCP and KLCC REIT. KLCC REIT focuses on active asset management and acquisition growth strategies, whilst KLCCP is the development arm of the Stapled Group. At the forefront of Malaysia's real estate industry, our unique structure allows us to maximise the value we create for all our stakeholders.

## WHAT WE DO

We own, manage, develop and invest in a portfolio of premium assets comprising office, retail and hotel properties in the heart of Kuala Lumpur. This is complemented by our award-winning asset management services provided by KLCC Urusharta Sdn Bhd (KLCCUH) and KLCC Parking Management Sdn Bhd (KPM). This synergy of property investment and asset management strengthens the earning potential of our stable of iconic properties.

## HOW WE DO IT

We are committed to creating a progressive lifestyle experience within The KLCC Precinct while enhancing the value of our property portfolio. We are focused on optimising sustainable value creation through a strategic approach that capitalises on our unique Stapled Group structure and our competitive differentiators, well positioned for the future.



**Kompleks Dayabumi**

(located outside the KLCC Precinct)

**Menara 3 PETRONAS**

**Mandarin Oriental, Kuala Lumpur**

**SURIA KLCC**

**PETRONAS Twin Towers**

**Menara Maxis\***

\*KLCCP owns a 33% stake in Menara Maxis

**Menara ExxonMobil**



**1** KLCCSS - AT A GLANCE

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## Key Message

# Steady momentum to half-year mark, driving growth across all business segments

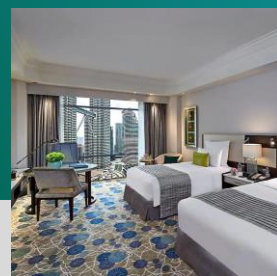
## OFFICE

Stable, backed by Triple Net Lease and long-term leases



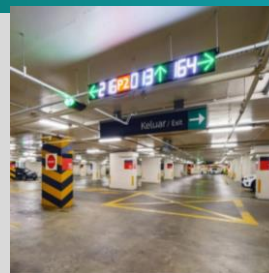
## RETAIL

Strong growth in tenant sales, improved footfall and higher occupancy



## HOTEL

Steady demand from leisure and events driving room and banqueting revenues



## MANAGEMENT SERVICES

Increased facilities maintenance activities and improved car park revenue



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## Financial Highlights

**Resilient revenue and profit growth, underpinned by the strength in our diversified business segments**

### 2Q FY2023

Revenue

**RM394.6 million**

2Q FY2022 **13%**  
RM350.3 million

Profit Before Tax

**RM236.4 million**

2Q FY2022 **8%**  
RM219.3 million

Dividend per Stapled Security

**8.8 sen**

2Q FY2022 **10%**  
8.0 sen

### 1H FY2023

Revenue

**RM775.4 million**

1H FY2022 **15%**  
RM672.0 million

Profit Before Tax

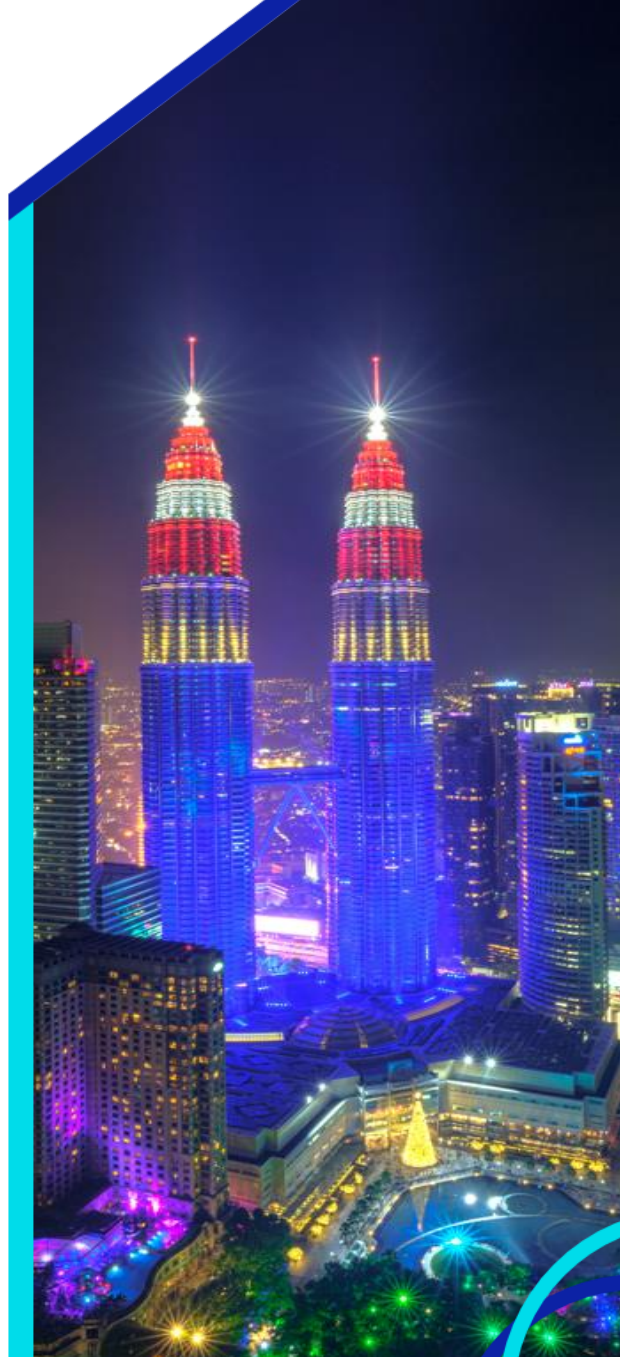
**RM473.2 million**

1H FY2022 **12%**  
RM421.7 million

Dividend per Stapled Security

**17.3 sen**

1H FY2022 **8%**  
16.0 sen



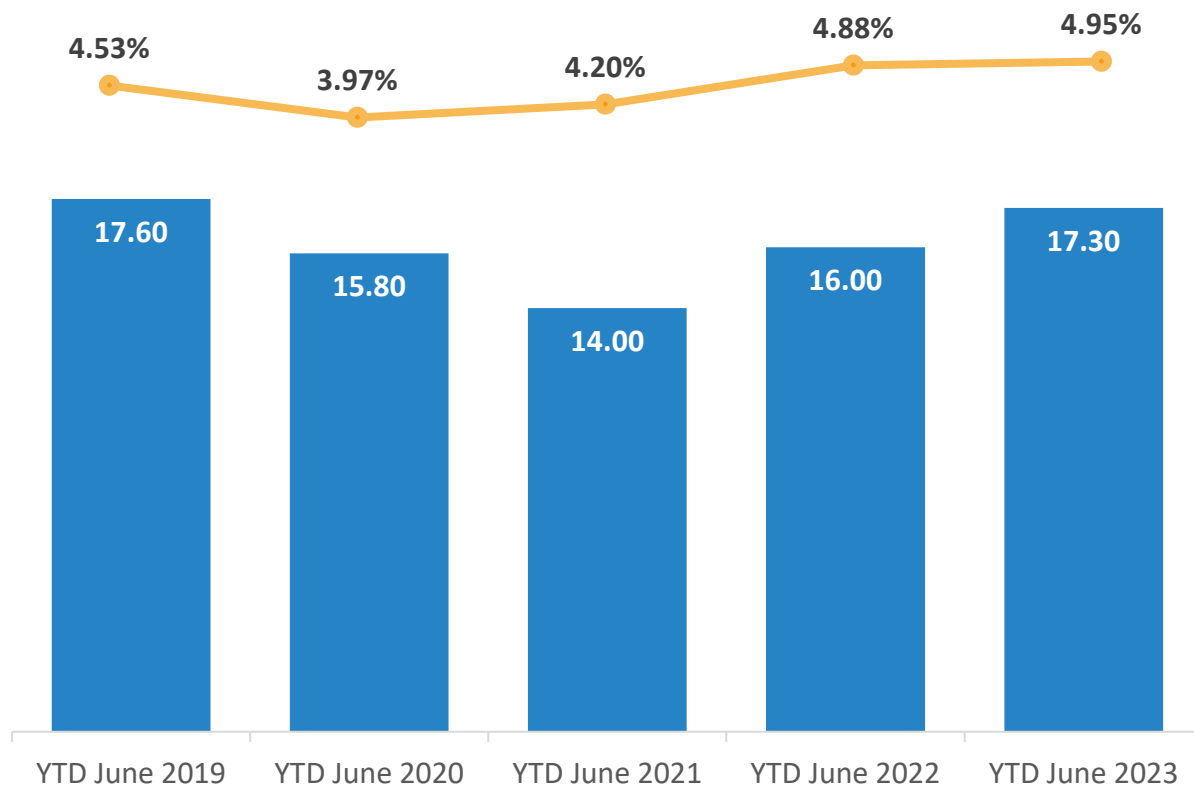




## Financial Highlights

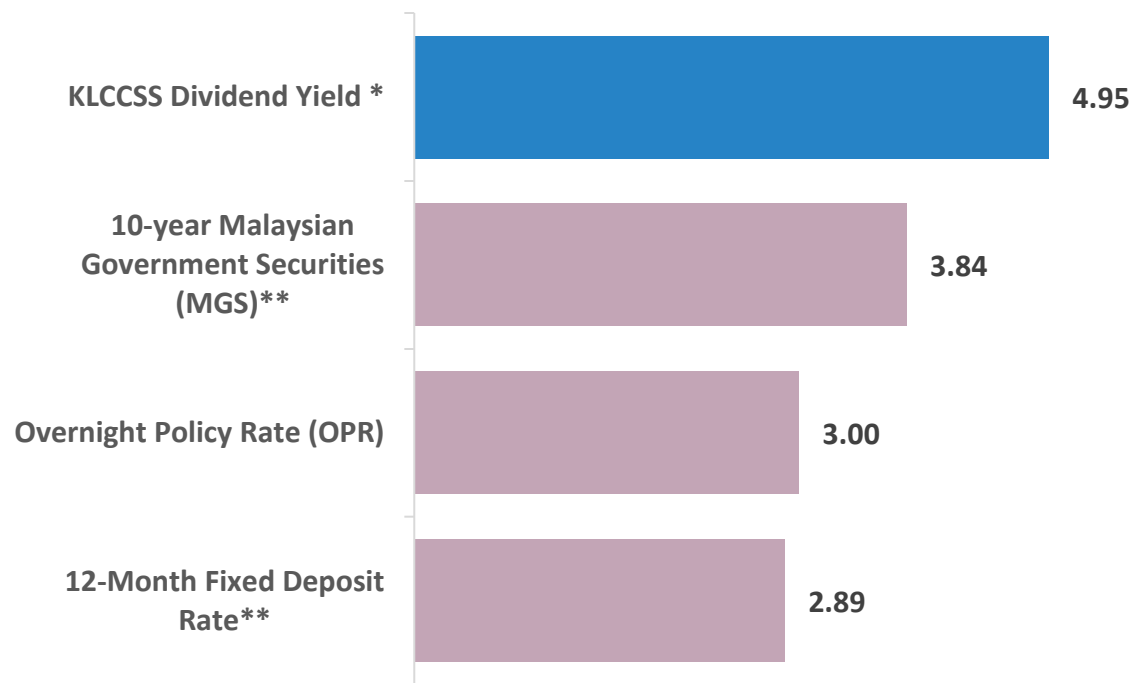
# 8% higher dividend distribution, testament to our continued commitment to shareholders

### Distribution per Stapled Security (DPS) - sen



■ Dividend per stapled security (sen)    ◆ Dividend yield (annualised)

### Comparative yields as of 30 June 2023 (%)



Source: Bank Negara Malaysia

\* Calculated based on YTD June'23 dividend and KLCCSS closing share price as at 30 June 2023

\*\* As at June 2023



# Balance sheet positioned to capitalise on future growth



**RM18.0 billion**

Total Assets

**RM13.1 billion**

Total equity attributable to equity holders of KLCCP & KLCC REIT

**RM2.4 billion**

Total Borrowings

**RM7.25**

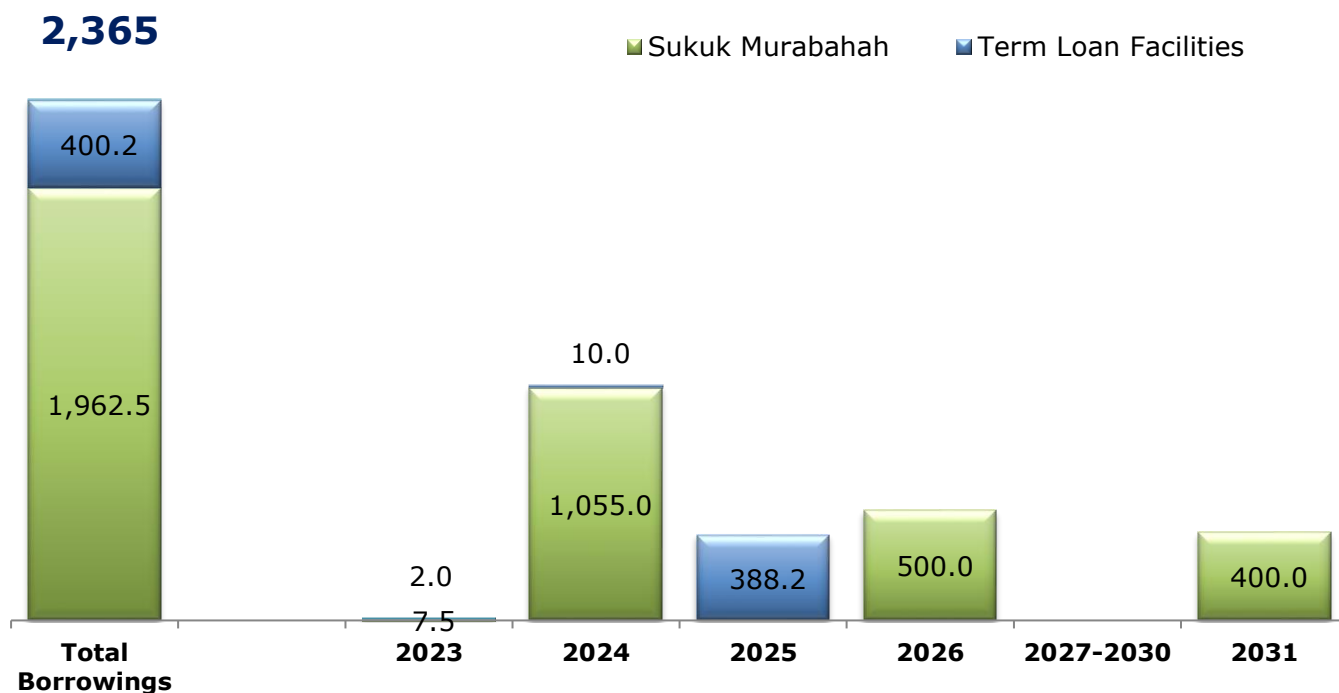
Net Asset Value per Stapled Security





# Well spread debt maturity and low floating rate exposure

## Debt Maturity Profile as of 30 June 2023 (RM'mil)



## Key Debt Metrics as of 30 June 2023

<b>Total Borrowings*</b>	<b>RM2,365 mil</b> [31 Dec 2022: RM2,378 mil]
<b>Gearing Ratio</b>	<b>18.1%</b> [31 Dec 2022: 18.3%]
<b>Borrowings on Fixed Cost</b>	<b>83%</b> [31 Dec 2022: 83%]
<b>Average Maturity Period</b>	<b>2.80 years</b> [31 Dec 2022: 3.79 years]
<b>Average Cost of Debt</b>	<b>4.6%</b> [31 Dec 2022: 4.4%]

\* Include lease liabilities

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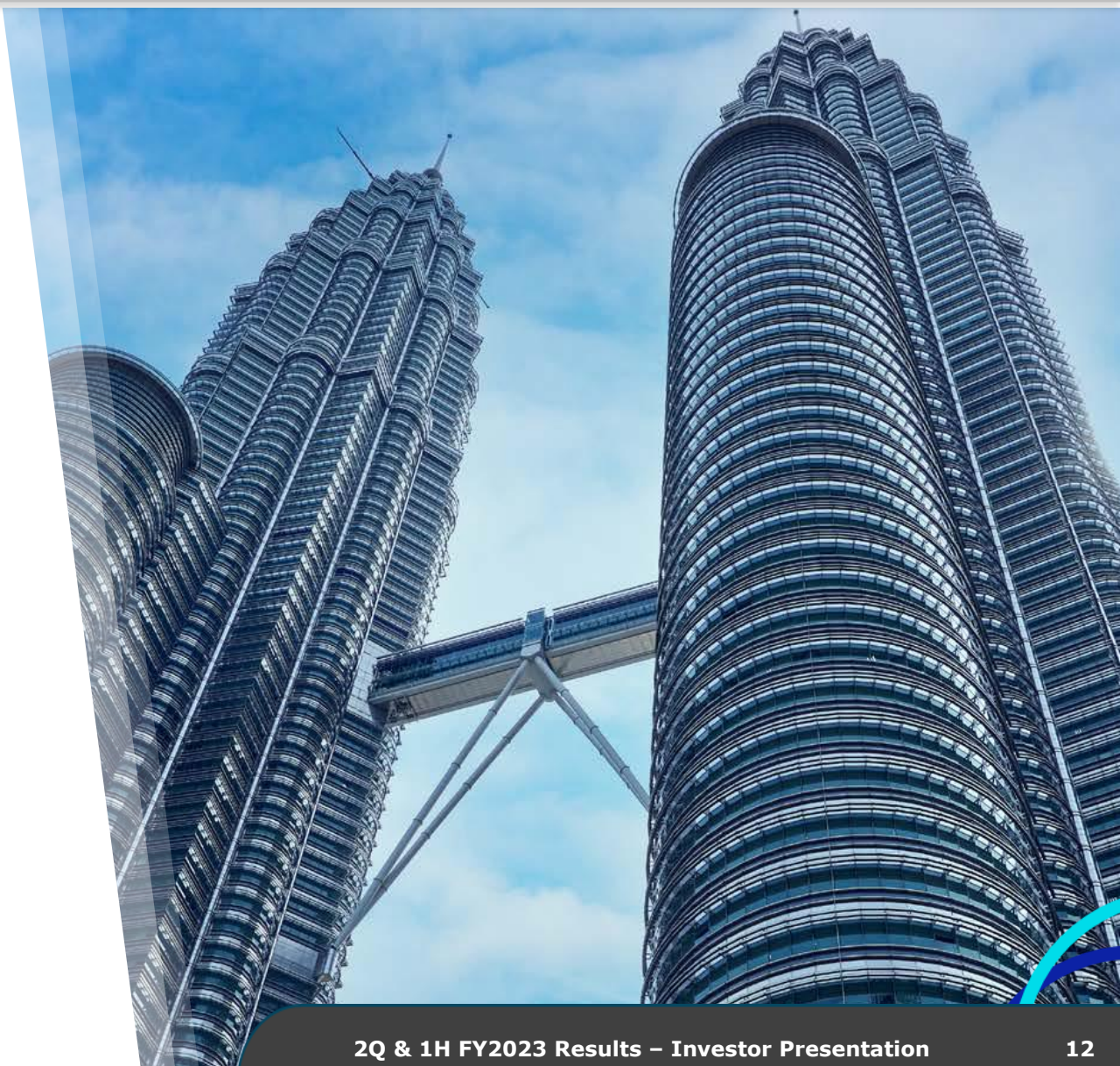
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# Resilient long-term income stream continues to anchor Group's stable performance

2Q FY2023

Revenue

RM145.2 million

2Q FY2022  
RM145.1 million 0.1%

Profit Before Tax

RM133.2 million

2Q FY2022  
RM131.7 million 1%

1H FY2023

Revenue

RM291.3 million

1H FY2022  
RM290.2 million 0.4%

Profit Before Tax

RM266.9 million

1H FY2022  
RM263.2 million 1%

Occupancy

100%

occupancy with long-term leases, majority on Triple Net Lease

Total Net Lettable Area

5.6 mil

sq. ft of premium Grade-A offices



PETRONAS Twin Towers

Menara ExxonMobil

Menara 3 PETRONAS

Menara Dayabumi

Menara Maxis



# Strong performance from higher occupancy and robust tenant sales

## 2Q FY2023

### Revenue

**RM125.3 million**

2Q FY2022  
RM122.4 million 2%

### Profit Before Tax

**RM94.7 million**

2Q FY2022  
RM93.4 million 1%

## 1H FY2023

### Revenue

**RM252.0 million**

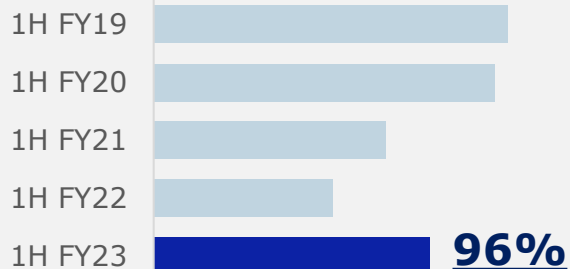
1H FY2022  
RM231.0 million 9%

### Profit Before Tax

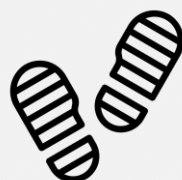
**RM192.1 million**

1H FY2022  
RM171.4 million 12%

### Occupancy



### Footfall growth



**48%**

vs 1H FY2022

### MAT tenant sales



**37%**

vs as at June 2022



SURIA KLCC

MENARA 3 PETRONAS  
– Retail Podium



# Engaging shoppers through campaigns and events activation

The Suria KLCC Golden Ticket was back for the 4th consecutive year due to popular demand from 3 June to 24 June 2023.



"Picnic in the Park" experience set against the stunning backdrop of the PETRONAS Twin Towers and KLCC Lake Symphony



Experiential festive decoration set-up to delight shoppers and drive footfall



Engaging pop-up events offering exciting experiences and delightful surprises for all to celebrate and cherish





# 12 new tenants join the line-up of Suria KLCC's tenant profile in 2Q 2023

<p><b>Tien</b> – Fujian Chinese cuisine</p>	<p><b>TGI Fridays</b> – American cuisine</p>	<p><b>Ralph Lauren</b> – Designer clothing</p>	<p><b>Boarding Gate</b> – Travel concept store</p>	<p><b>Padi House</b> – Traditional cuisine</p>	<p><b>Zus Coffee</b> – Tech driven coffee chain</p>
<p><b>Stellar</b> – Ultimate Ear-Piercing Experience</p>	<p><b>Kenny Hills Bakers</b> – Bakery and cafe</p>	<p><b>Havaianas</b> – Brazil's #1 Flip Flops</p>	<p><b>BBQ Nights</b> – Pakistani-style barbecue</p>	<p><b>Authentic Penang</b> – Authentic Penang cuisine</p>	<p><b>Melayu &amp; Padang</b> – Authentic Melayu Padang cuisine</p>





# Recovery momentum remains robust, whilst international events and conferences contribute to further boost

## 2Q FY2023

### Revenue

RM44.7 million

2Q FY2022  
RM32.1 million 39%

### Profit Before Tax

(RM2.6 million)

2Q FY2022  
(RM8.2 million) 68%

## 1H FY2023

### Revenue

RM90.8 million

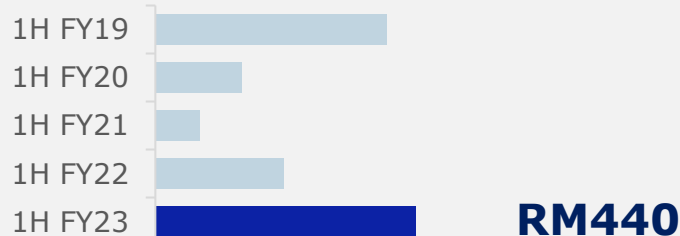
1H FY2022  
RM52.1 million 74%

### Profit Before Tax

(RM4.9 million)

1H FY2022  
(RM21.1 million) 77%

## Revenue per available room (RevPar)



## Guest Composition

1H FY23



38%

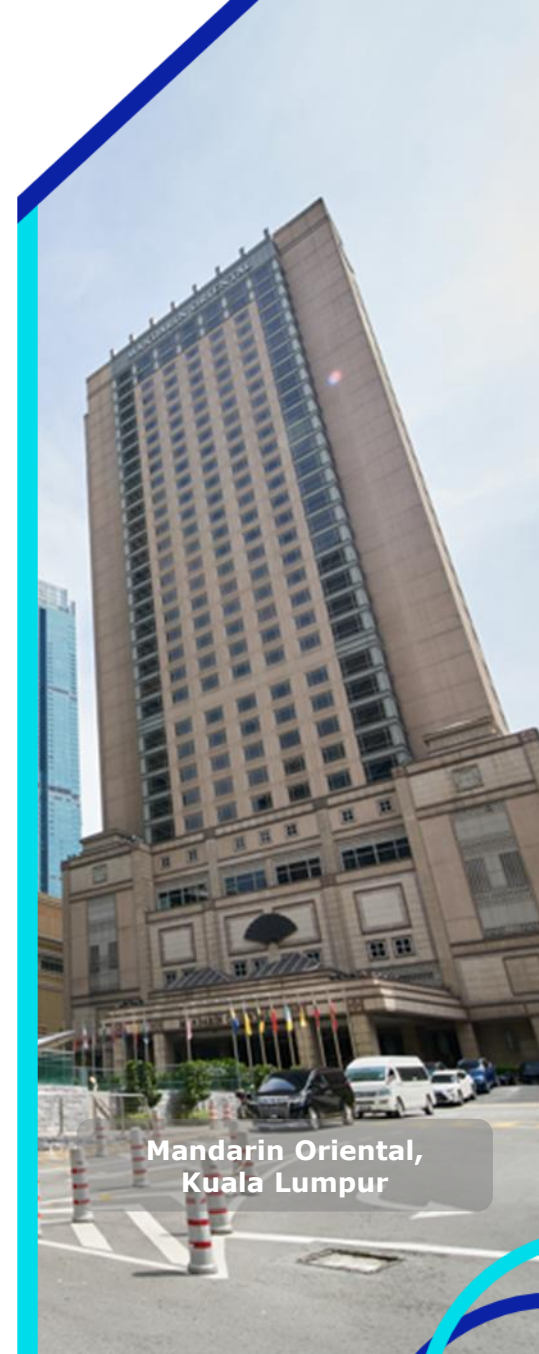


62%

1H FY19

22%

78%



Mandarin Oriental, Kuala Lumpur



Hotel

# Curated targeted marketing in our continuous effort to engage hotel guests



Experience the flavors of Hari Raya Aidiladha at our extravagant buffet restaurant, Mosaic on Thu, 29 June.  
**Raya Aidiladha Buffet Brunch**



**Mandarin Gill X Au Jardin**  
Award winning Michelin Star Restaurant collaboration with Chef Marco-Caverni



**Easter Feasts**  
in conjunction with Easter



**Mooncakes by MO**  
in conjunction with the Mid-Autumn Festival



Gastronomic journey from Normandy to Paris  
**Le Petit Gouter A La Francaise**





# Increased facilities management activities and improved carpark income

2Q FY2023

Revenue

RM79.5 million

2Q FY2022  
RM50.7 million 57%

Profit Before Tax

RM11.1 million

2Q FY2022  
RM2.4 million >300%

1H FY2023

Revenue

RM141.3 million

1H FY2022  
RM98.7 million 43%

Profit Before Tax

RM19.1 million

1H FY2022  
RM8.1 million >100%

Facilities Managed

25

25  
1H FY2022

Car Parking Bays

15,093

14,815  
FY2022 2%

Transient & season car park customers

Transient



13%

vs 1H FY2022

Season



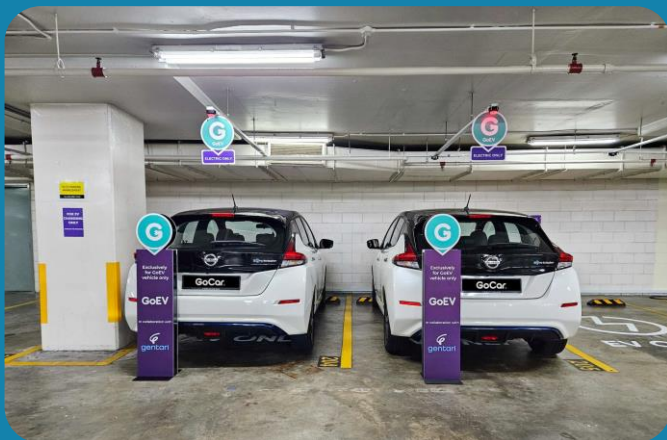
16%

vs 1H FY2022



# Strategic alliances and exceeding safety standards, elevating customer experience and trust

## Partnership



GoCar GoEV Partnership between Gentari and KPM

## Acknowledged for Exemplary Safety Standards

**Congratulations to KLCC Urusharta and KLCC Parking Management for winning the Gold Award for 2023!**



KLCCUH and KPM each bagged a Gold Award in The Royal Society for the Prevention of Accidents (RoSPA) Health & Safety Awards 2023



**Congratulations to KLCC Urusharta on being named the winner of the International Safety Awards 2023!**



KLCCUH bagged its first British Safety Council International Safety Awards



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# Sustainability

## Driving our commitment to ESG strategic initiatives in safeguarding the environment and contributing to positive social impact

### Safeguard the environment



#### Total GHG Emission

**27%**

YTD June 2023

vs 2015 baseline

#### Total water consumption

**22%**

YTD June 2023

vs 2015 baseline

#### Achieved Office Building Energy Intensity

**110.15kWh/m2/yr**

lower than MS 1525:2007 standard  
135 kWh/m2/year

#### Achieved waste diversion rates

Office	Retail	Hotel
2.4%	13%	53%
YTD June 2023		

Office	Retail	Hotel
1%	10%	52%
YTD June 2022		

#### Phasing out Single-Use-Plastic

**64% reduction**

### Positive Social Impacts

**Mandarin Oriental**  
Kuala Lumpur Hotel contributed a total of

**RM21,530**

**146 hours**

- Feed The Homeless with Reach Out Malaysia
- World Environment Day - planted 25 trees to commemorate MOKUL 25th Anniversary at the FRIM
- SDG3 Run for a Cause, contributed to the National Cancer Society of Malaysia.



**Suria KLCC** continues its Mental Health Awareness Campaign. Proceeds (RM20,000) from sales of Suria KLCC Pins donated to charity organisation.





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## Poised for continued growth

- Driving strong operational momentum in all business segments
- Building on our capabilities and resources to position towards long-term business sustainability
- Exploring focused investments for value creation and growth positioning
- Sustainability committed in driving climate action and delivering on our 2050 target of net zero carbon emission







**THANK YOU**

For more information, visit [www.klcc.com.my](http://www.klcc.com.my) or contact:

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