



KLCC Stapled Group **Financial Results**

3rd Quarter ended 30 September 2023

28th November 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

PETRONAS Twin Towers

Menara Maxis*

*KLCCP owns a 33% stake in Menara Maxis

Menara ExxonMobil

SURIA KLCC

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Key Message

Excellent business momentum continues, underpinned by the resilient portfolio strength

[Open]

OFFICE

Stable & solid from long-term leases with full occupancy



HOTEL

Rapid growth from capitalising on leisure, corporate & MICE events yielding the highest RevPar

MANAGEMENT SERVICES

Steady growth from new parking lots secured and one-off facility management works

RETAIL

Resilient, with unique customer experiences & retail offerings driving strong MAT-tenant sales & growing footfall

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Financial Highlights

[Open]

Robust financial performance reinforced by stronger pick-up in retail and hotel segments

3Q FY2023

Revenue

RM401.2 million

3Q FY2022  **7%**
RM374.0 million

Profit Before Tax

RM243.9 million

3Q FY2022  **3%**
RM237.6 million

Dividend per Stapled Security

8.8 sen

3Q FY2022  **10%**
8.0 sen

9M FY2023

Revenue

RM1,176.5 million

9M FY2022  **12%**
RM1,046.0 million

Profit Before Tax

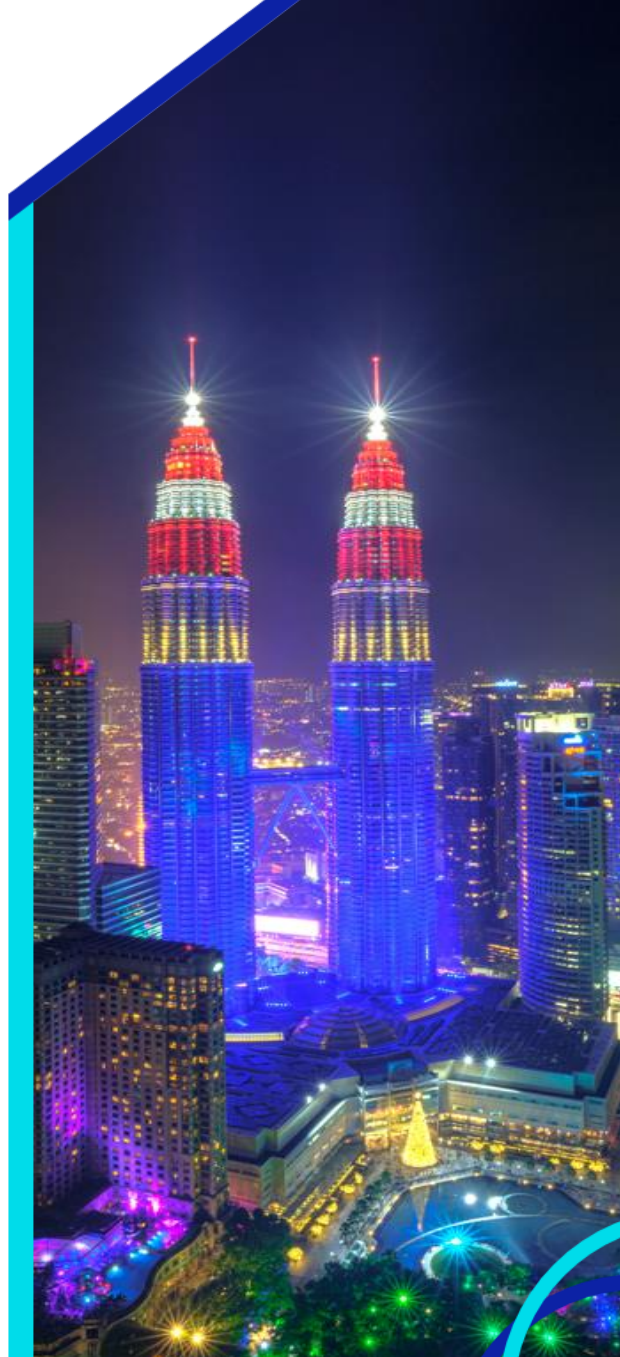
RM717.0 million

9M FY2022  **9%**
RM659.3 million

Dividend per Stapled Security

26.1 sen

9M FY2022  **9%**
24.0 sen



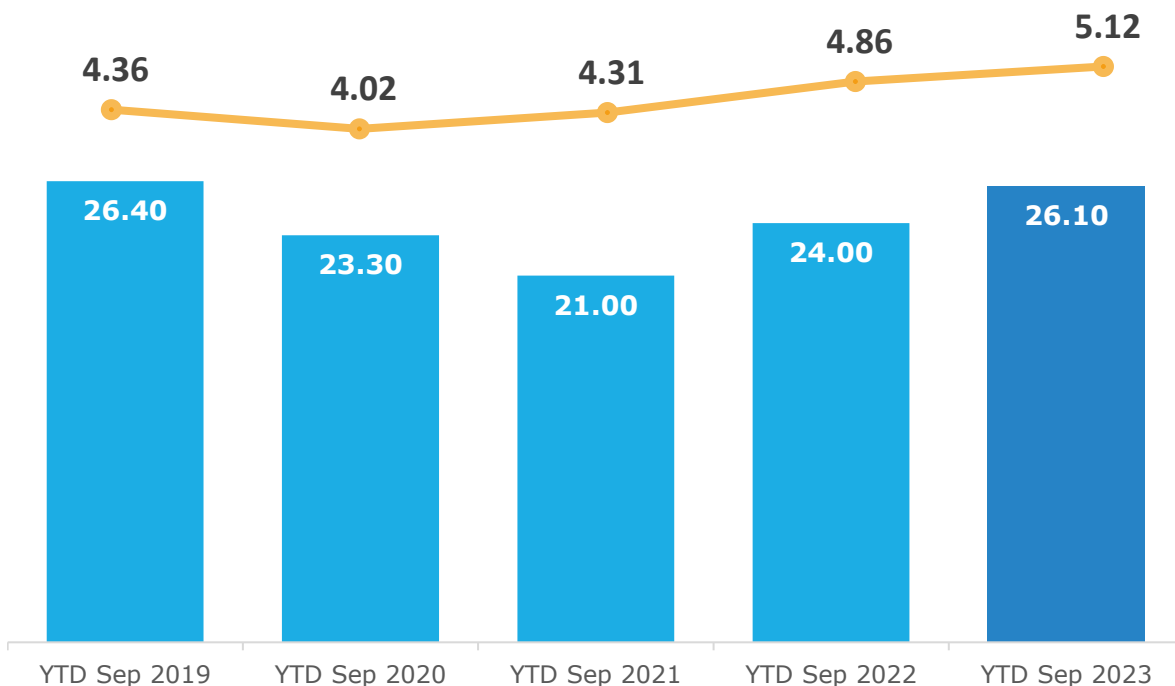


Financial Highlights

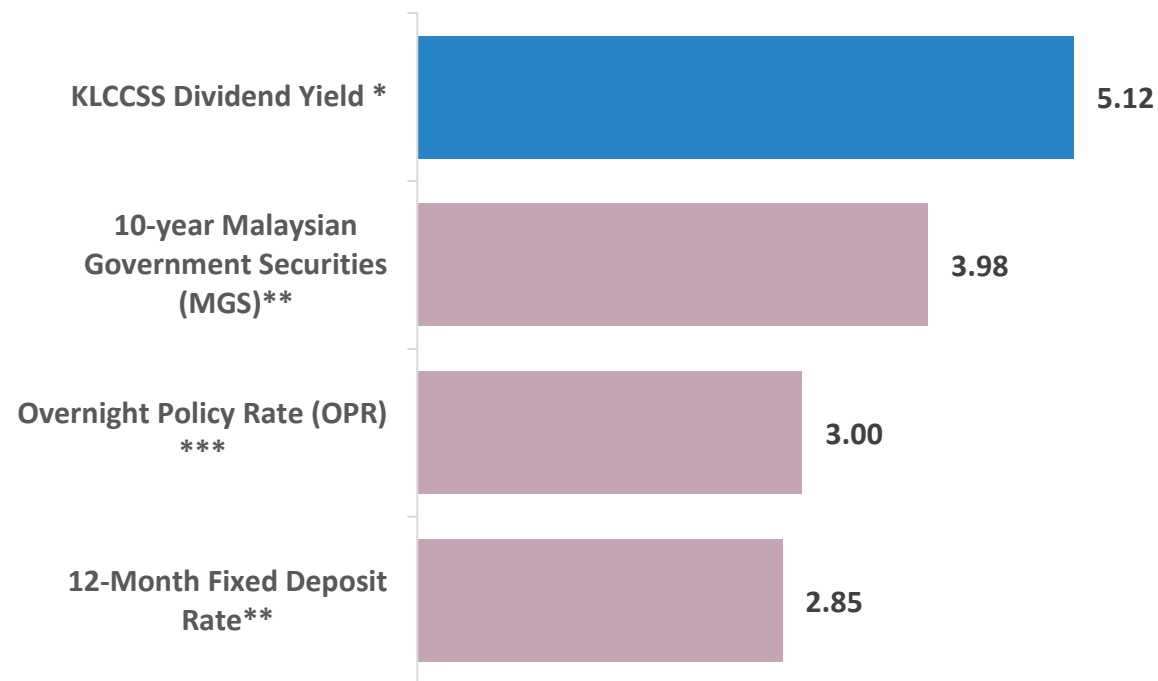
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Increased dividend distribution of 9%, YoY, with dividend yield outperforming the 10-year MGS by 114 bps

Distribution per Stapled Security (DPS) - sen



Comparative yields as of 30 September 2023 (%)



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

Source: Bank Negara Malaysia

* Calculated based on YTD Sep'23 dividend and KLCCSS closing share price as at 30 Sep 2023
 ** As at Sep 2023
 *** As at 2 Nov 2023



Healthy balance sheet positioned for growth



RM18.0 billion
Total Assets

RM13.1 billion
Total equity attributable to equity holders of KLCCP & KLCC REIT

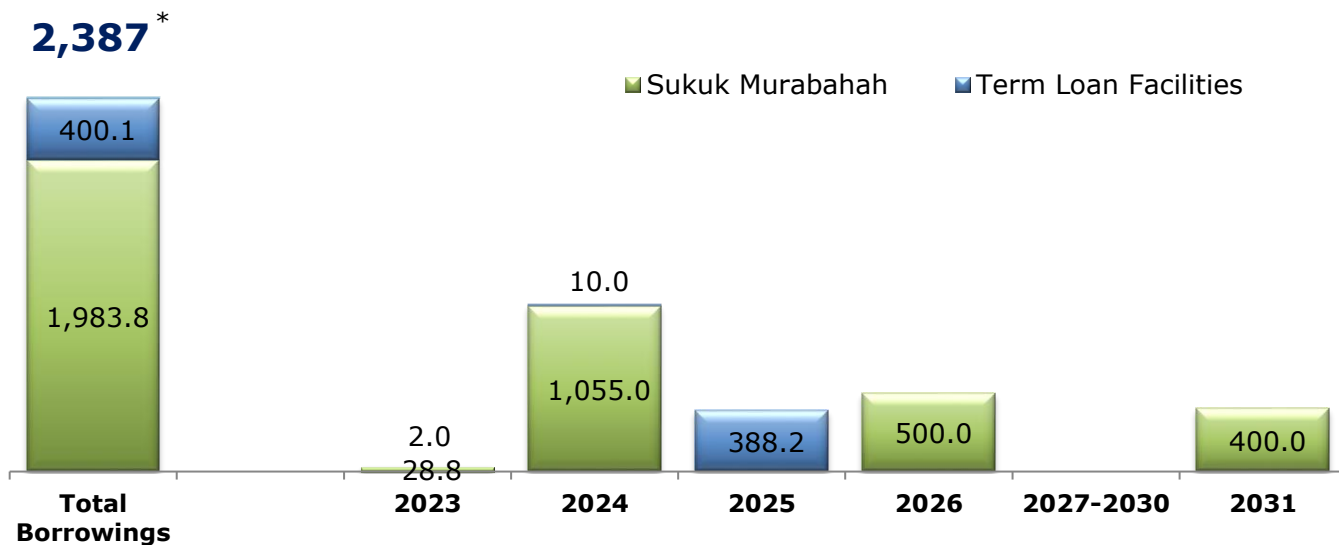
RM2.4 billion
Total Borrowings

RM7.26
Net Asset Value per Stapled Security



Prudent capital management with well-spread debt maturity profile

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



Key Debt Metrics as of 30 Sep 2023

Total Borrowings*	RM2,387 mil [31 Dec 2022: RM2,378 mil]
Gearing Ratio	18.2% [31 Dec 2022: 18.1%]
Borrowings on Fixed Cost	83% [31 Dec 2022: 83%]
Average Maturity Period	2.54 years [31 Dec 2022: 3.28 years]
Average Cost of Debt	4.6% [31 Dec 2022: 4.6%]

* Include lease liabilities

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Continues to deliver stable performance underpinned by its full occupancy

3Q FY2023

Revenue

RM145.3 million

3Q FY2022
RM144.9 million 0.3%

Profit Before Tax

RM131.9 million

3Q FY2022
RM128.0 million 3%

9M FY2023

Revenue

RM436.6 million

9M FY2022
RM435.1 million 0.3%

Profit Before Tax

RM398.7 million

9M FY2022
RM391.3 million 2%

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

Certifications



- PETRONAS Twin Towers (Gold)
- Menara 3 PETRONAS (Silver)
- Menara Maxis (Silver)



- PETRONAS Twin Towers
- Menara ExxonMobil





Positive momentum continues to drive retail performance with exciting new tenants and market firsts

3Q FY2023

Revenue

RM130.4 million

3Q FY2022
RM123.5 million 5%*

Profit Before Tax

RM99.5 million

3Q FY2022
RM98.5 million 1%*

9M FY2023

Revenue

RM382.4 million

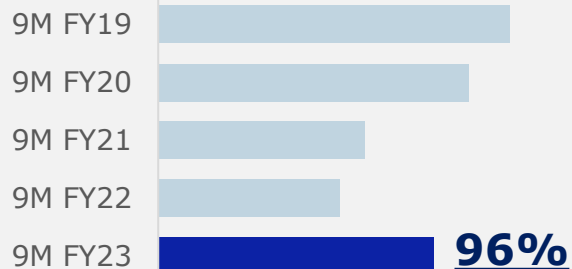
9M FY2022
RM361.7 million 6%

Profit Before Tax

RM291.6 million

9M FY2022
RM277.1 million 5%

Occupancy



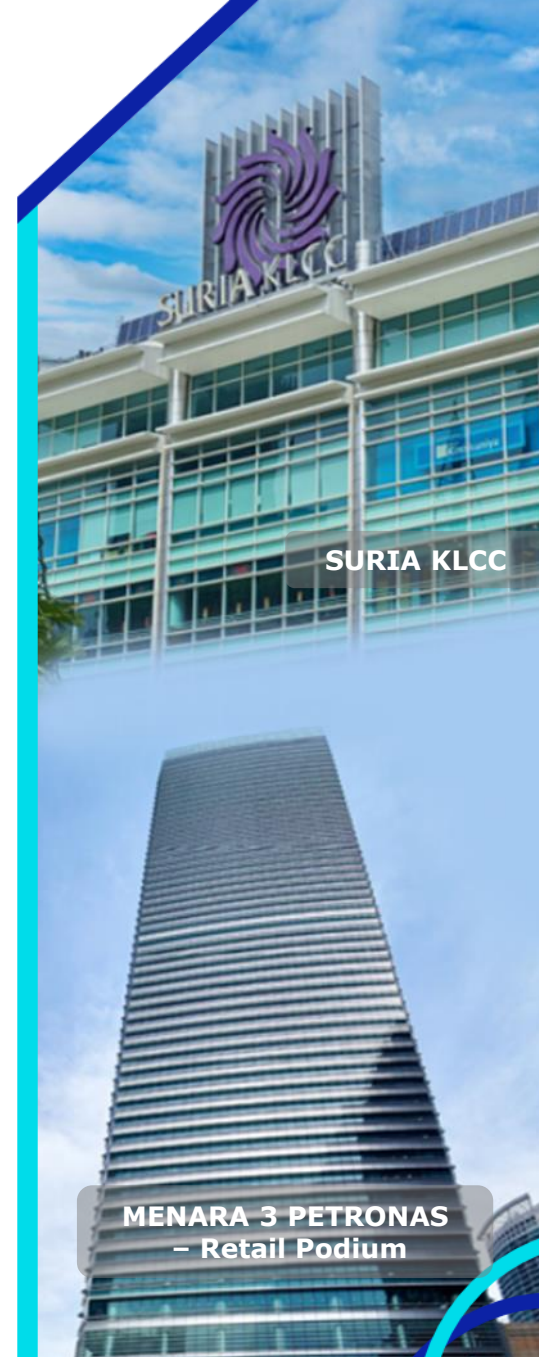
Footfall growth



MAT tenant sales



* Revenue & PBT 3Q FY2022 excluding reversal adjustments



SURIA KLCC

MENARA 3 PETRONAS
– Retail Podium

8 new tenants join the line-up of Suria KLCC's tenant profile in 3Q 2023

3 first-to-market tenants with exclusive service offerings and differentiation



Bacha Coffee – The boutique coffee shop's **first** Malaysia store



Hoka – The sportswear brand's **first** Malaysia store



Lojel – The luggage brand's **first** Malaysia store



Unifi – Internet service provider concept store



Kampong Kravers – Malaysian delicacies



Cili Kampung – Malaysian delicacies



Columbia – Renowned American sportswear brand



Healthland Family Wellness Centre – Luxury family spa experience



Engaging shoppers through creative immersive lifestyle experiences

"Picnic in the Park" clinched the prestigious Platinum award at the Malaysia Shopping Mall Association (PPK Malaysia) 'Best Experiential Marketing' Awards 2022-2023

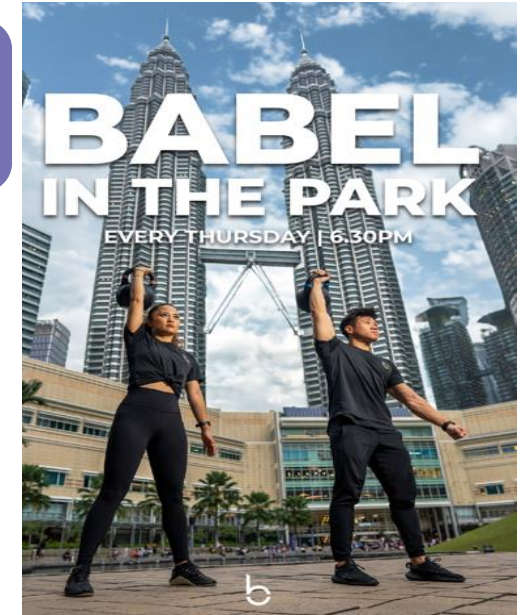


"Arty Inflatable" experience



Wellness Programme @ KLCC

Babel in the Park every Thursday, starting from 3 Aug 2023



Lululemon





Hotel achieves a profitable quarter fueled by higher occupancy and stronger ARR

3Q FY2023

Revenue

RM55.0 million

3Q FY2022
RM45.8 million **20%**

Profit Before Tax

RM1.7 million

3Q FY2022
(RM2.4 million) **>100%**

9M FY2023

Revenue

RM145.7 million

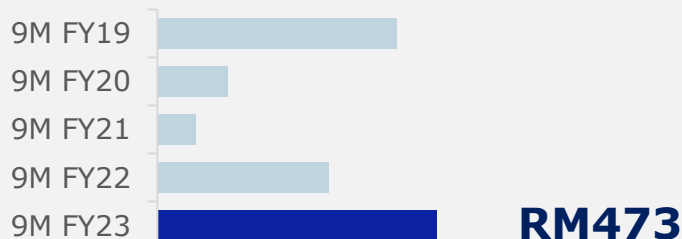
9M FY2022
RM97.8 million **49%**

Profit Before Tax

(RM3.2 million)

9M FY2022
(RM23.4 million) **86%**

Revenue per available room (RevPar)



Guest Composition (9M FY23)



36%



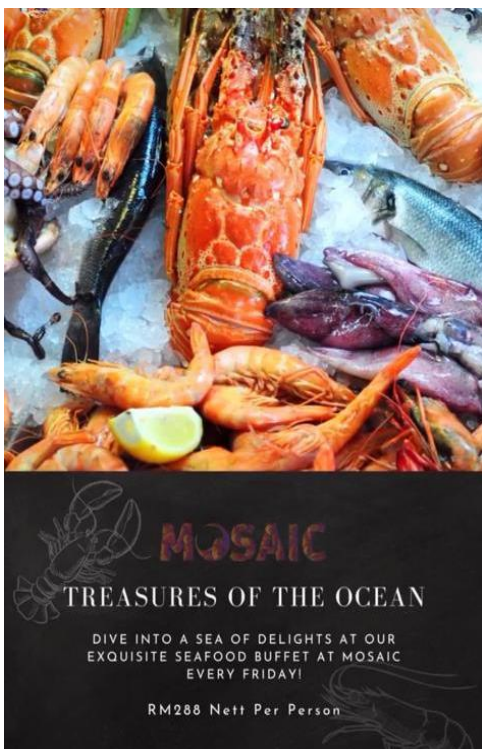
64%

Mandarin Oriental, Kuala Lumpur





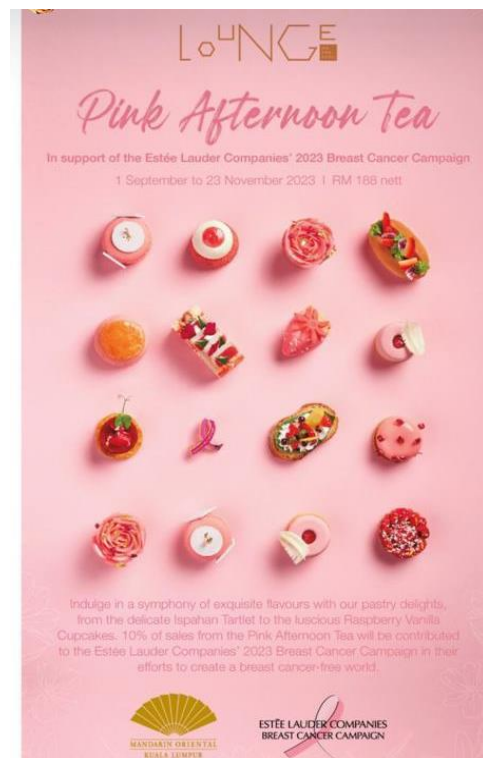
Curated F&B offerings, designed to delight and enhance the culinary experience for our hotel guests



Mosaic, **Treasure of the Ocean**



Mandarin Cake Shop



Pink Afternoon Tea in collaboration with Estee Lauder, in support to create a world free of breast cancer



Mooncakes by MO in conjunction with the Mid-Autumn Festival



Increased facilities management activities and improved carpark income

3Q FY2023

Revenue

RM70.5 million

3Q FY2022
RM52.6 million 34%

Profit Before Tax

RM10.8 million

3Q FY2022
RM6.2 million 74%

9M FY2023

Revenue

RM211.8 million

9M FY2022
RM151.3 million 40%

Profit Before Tax

RM29.9 million

9M FY2022
RM14.3 million >100%

Facilities Managed

25

Car Parking Bays

15,986

14,815
FY2022 8%

Transient & season car park customers

Transient



8%

vs 9M FY2022

Season



11%

vs 9M FY2022



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Mitigating current industry challenges while capitalising on our quality, well-located and diversified portfolio

Industry Challenges

Continuing flight-to-quality trend, oversupply, lack of demand and limited rental growth

New competitors, higher priced-goods, inflation & consumer sentiments affecting retail spend

Progressive recovery of Malaysian tourism internationally & domestically but added pressure from in-coming supply of new rooms

Climate risk of continuous rise in temperature and sea levels, highly variable rainfall and increased frequency of extreme weather events



Business Focus

- Prioritise our tenant experiences with office spaces that facilitate collaboration, innovation and creativity, in tandem with the evolving workplace environment
- Deliver retail experiences which our customers value, through unique retail mix with immersive & interactive activations
- Strategically collaborate with KLCC Precinct partners to integrate and expand guest experience
- Rejuvenate the hotel facilities for enhanced guest experience
- Charting Net Zero Carbon Emission Pathway, aspiring to achieve a 25% reduction by 2030
- Commencement of TCFD Assessment to manage financial impact resulting from climate risks



THANK YOU

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