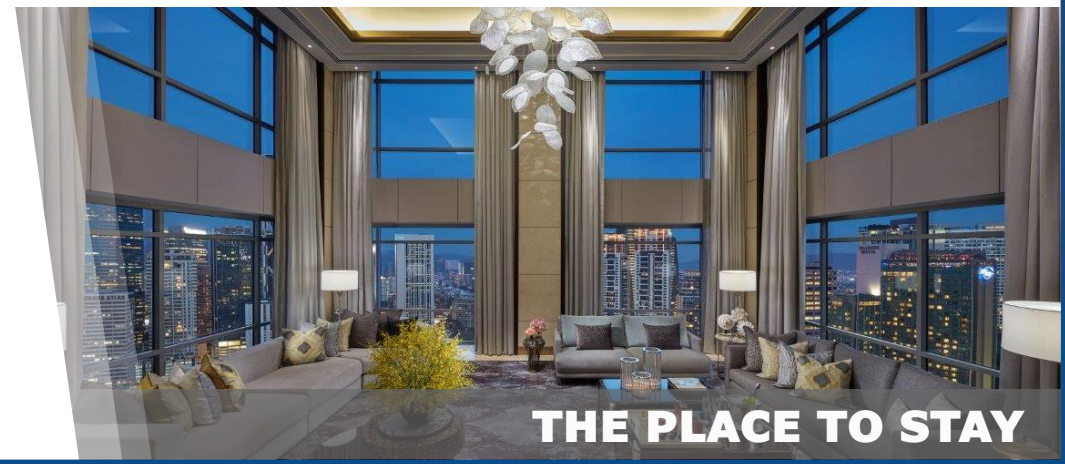




KLCC Stapled Group **Financial Results**

4th Quarter ended 31 December 2023

7th February 2024



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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4Q FY2023 & FY2023****4 PORTFOLIO UPDATES****5 SUSTAINABILITY****6 LOOKING BEYOND**

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

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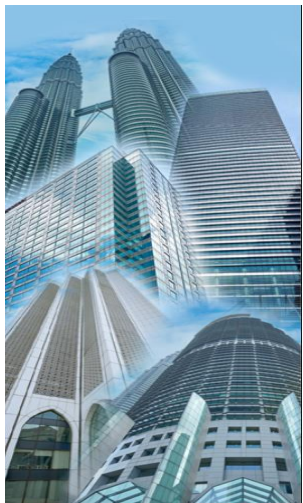




Key Message

[Open]

Stellar performance underpinned by our unwavering focus on customer experience to maintain competitive edge

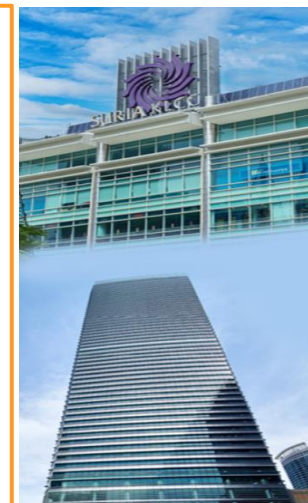


OFFICE – Implemented **tenant-focused** strategies for overall experiences

- Maintained full occupancy, backed by triple net leases, long-term lease and quality tenants
- Upward rental revisions for Menara ExxonMobil and Menara 3 PETRONAS, in April and December 2023

RETAIL – Curated an **engaging experience** with **unique retailtainment** for its customers

- Highest tenant sales to-date
- Improved YTD occupancy to 96%
- 35 new tenants, with 6 first-to-market



HOTEL – **Strengthened offerings**, capitalised on business, leisure and MICE segments

- Remarkable turnaround with YTD occupancy high of 55%
- >50% RevPAR yoy growth
- >100% yoy growth in F&B from Banqueting, Mosaic and Lai Po Heen



MANAGEMENT SERVICES – Business expansion, delivering premium management services

- 1,626 new car parking bays in Putrajaya, with total managed bays of 16,495
- Expanded FM scope (i.e. Workplace for Tomorrow etc) contributed to 29% yoy revenue growth

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Financial Highlights

[Open]

Resilient results amidst market challenges, yielding highest dividend payout

4Q FY2023

Revenue

RM442.6 million

4Q FY2022 7%
RM413.3 million

Profit Before Tax *

RM248.5 million

4Q FY2022 6%
RM235.2 million

Dividend per Stapled Security

14.4 sen

4Q FY2022 3%
14.0 sen

FY2023

Revenue

RM1,619.2 million

FY2022 11%
RM1,459.3 million

Profit Before Tax *

RM965.5 million

FY2022 8%
RM894.5 million

Dividend per Stapled Security

40.5 sen

FY2022 7%
38.0 sen

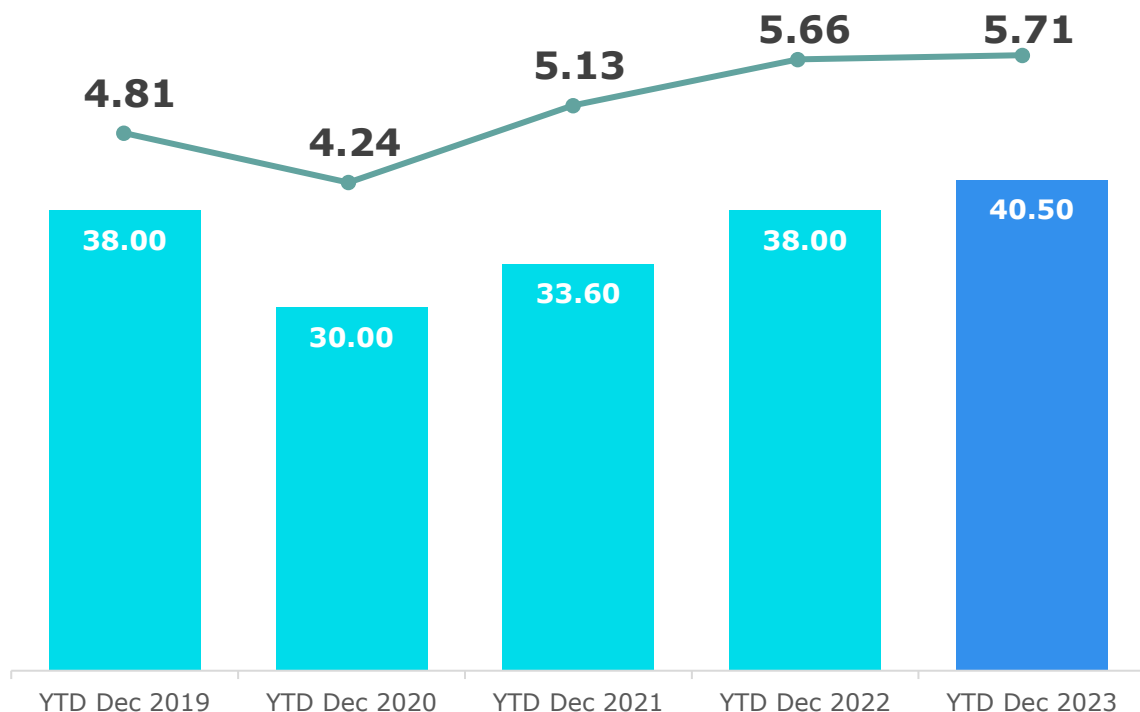


*Exclude fair value adjustments

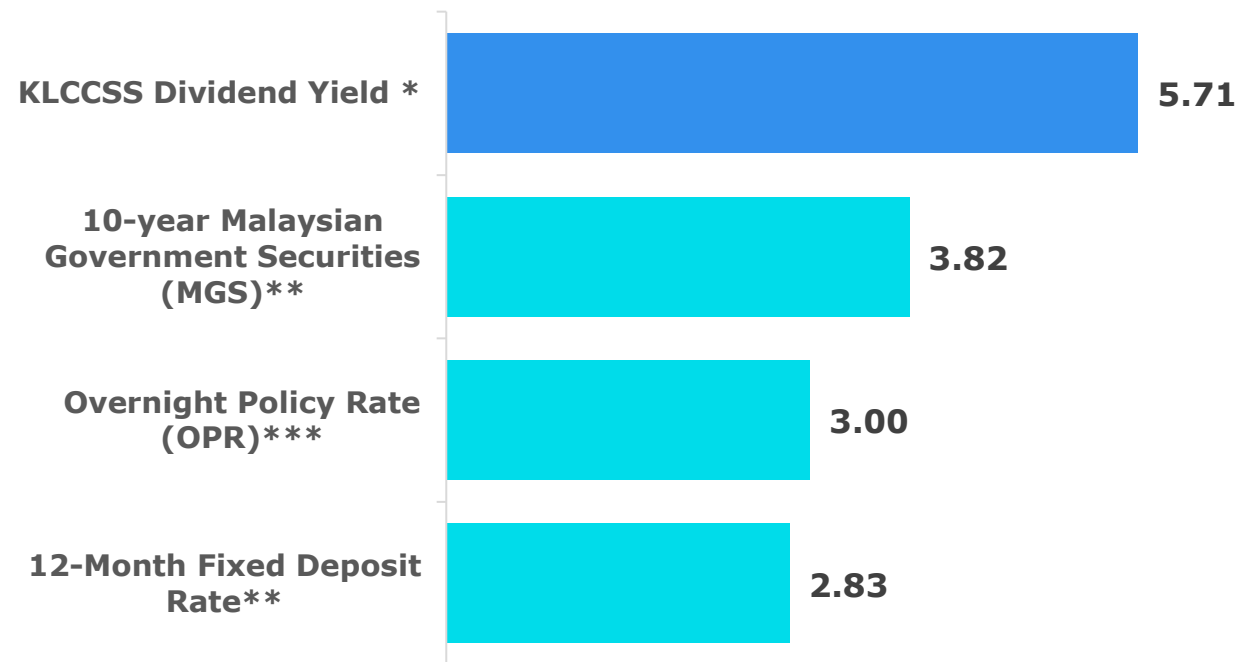


Highest dividend distribution since listing as a stapled security

Distribution per Stapled Security (DPS) - sen



Comparative yields as of 31 December 2023 (%)



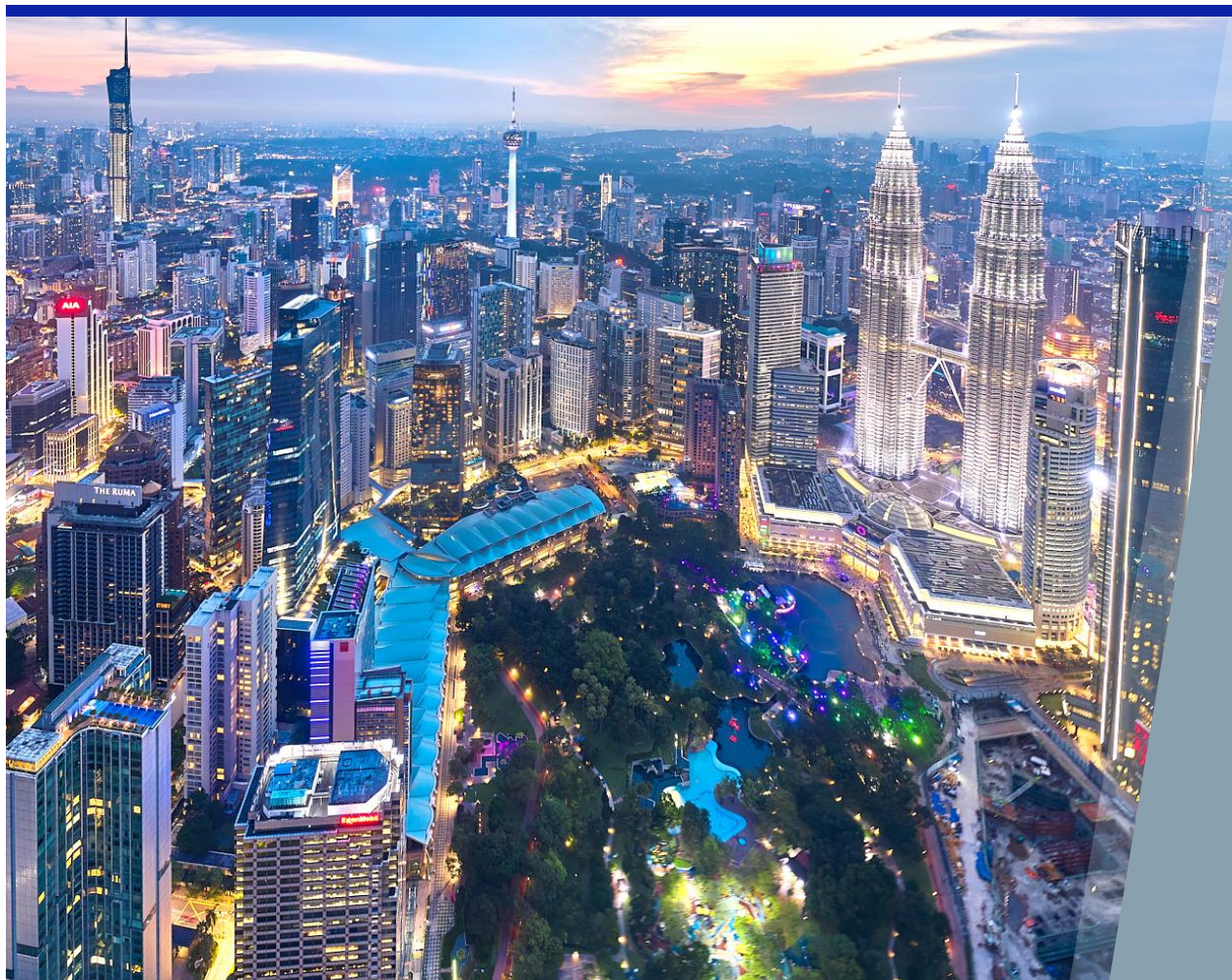
Source: Bank Negara Malaysia

■ Dividend per stapled security (sen) ◆ Dividend yield

* Calculated based on YTD Dec'23 dividend and KLCCSS closing share price as at 31 Dec 2023
 ** As at Nov 2023
 *** As at 2 Nov 2023



Solid and healthy balance sheet, marker of strength and efficiency



RM18.3 billion
Total Assets

RM13.3 billion
Total equity
attributable to equity
holders of KLCCP &
KLCC REIT

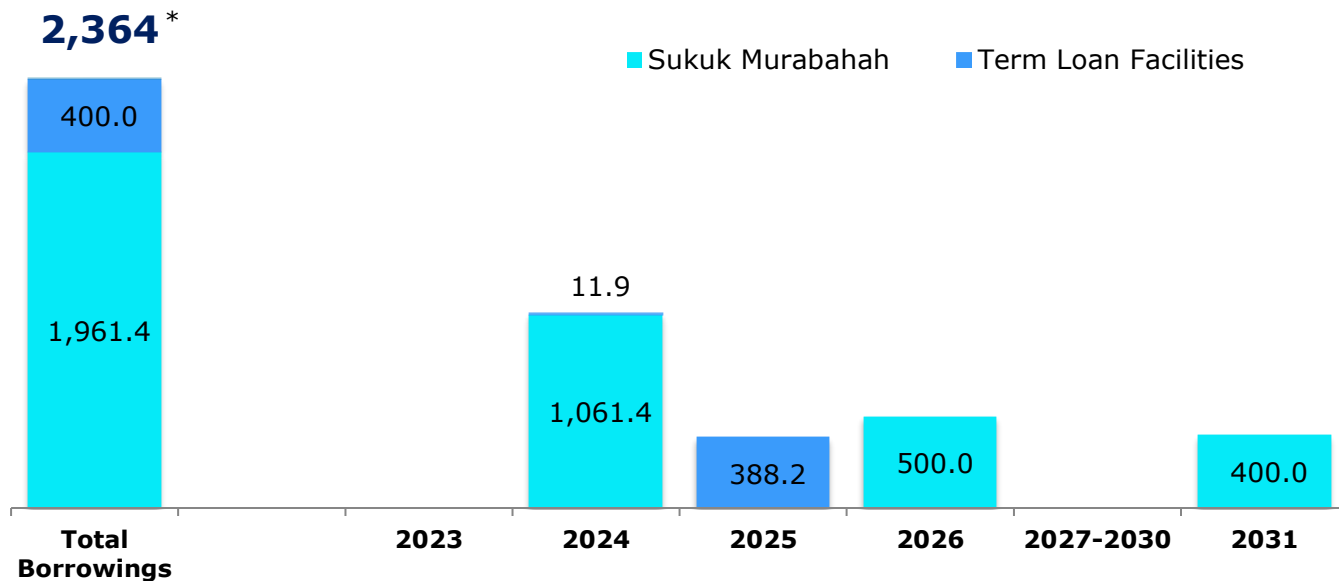
RM2.4 billion
Total Borrowings

RM7.39
Net Asset Value per
Stapled Security



Discipline capital management to support future growth

Debt Maturity Profile as of 31 Dec 2023 (RM'mil)



Key Debt Metrics as of 31 Dec 2023

Total Borrowings*

RM2,364 mil

[31 Dec 2022: RM2,378 mil]

Gearing Ratio

17.7%

[31 Dec 2022: 18.1%]

Borrowings on Fixed Cost

83%

[31 Dec 2022: 83%]

Average Maturity Period

2.29 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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Prime Grade-A offices with green building ratings, contributing steady cash flows

4Q FY2023

Revenue

RM145.9 million

4Q FY2022
RM145.7 million 0.1%

Profit Before Tax *

RM126.8 million

4Q FY2022
RM127.6 million 0.6%

FY2023

Revenue

RM582.5 million

FY2022
RM580.8 million 0.3%

Profit Before Tax *

RM523.4 million

FY2022
RM518.9 million 0.9%

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



*Exclude fair value adjustments



Robust performance from higher occupancy and footfall, hitting highest ever MAT-tenant sales

4Q FY2023

Revenue

RM133.7 million

4Q FY2022
RM122.4 million 9%

Profit Before Tax *

RM101.3 million

4Q FY2022
RM94.5 million 7%

FY2023

Revenue

RM516.1 million

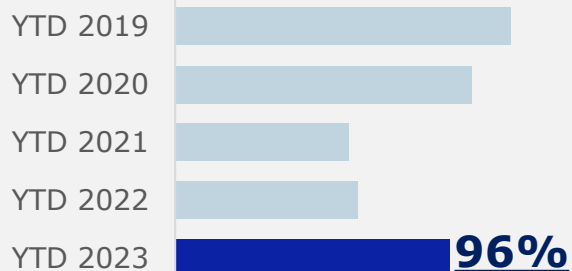
FY2022
RM484.1 million 7%

Profit Before Tax *

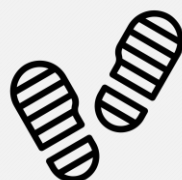
RM392.9 million

FY2022
RM371.6 million 6%

Occupancy



Footfall growth



30%
vs FY2022

MAT tenant sales



12%
vs as at Dec 2022



SURIA KLCC

MENARA 3 PETRONAS
Retail Podium

*Exclude fair value adjustments

10 new tenants in the quarter, commitment to Suria KLCC's curated, diversified tenant profile

10 new tenants in 4QFY2023 with exclusive service offerings and differentiation



The Oriental park
– The Isetan's first store
‘The Table’ dining concept
Japanese x Pan Pacific
Fusion Restaurant



Marimekko – The well-known designer on colorful apparel & home decor brand's first Malaysia store



Lacoste – A luxury sports fashion French company



Anta Kids – The global sportswear brand to embrace the world of children's sportswear



Kipling – A well-known brand that specializes in bags, backpacks, and accessories



Lush
– Fresh ingredients beauty products



Oriental Kopi
– NanYang cuisine that is borne of age-old recipes and traditions



Not A Ramen
– Authentic Japanese fusion



MyViets
– Halal Vietnamese cuisines



Luna Jewellery
– Personalisable Charm Bracelets & Necklace

422

Tenants for the year

6

First-to-market tenants throughout the year

New reconfigured F&B space, Level 4
12,000 sq ft NLA fully tenanted



TGI Fridays



Tien



Pak John Steamboat & BBQ



Cili Kampung



Experiential retail drove footfall and amplified sales opportunities for retailers

Festive Celebrations & Centre Stage events



Targeted promotions and redemptions



Activations at the Esplanade & The Park





Remarkable rebound, reaching new heights, capitalised on growing MICE events and global tourism recovery

4Q FY2023

Revenue

RM65.2 million

4Q FY2022
RM49.1 million **33%**

Profit Before Tax *

RM6.2 million

4Q FY2022
(RM0.1 million) **>100%**

FY2023

Revenue

RM210.9 million

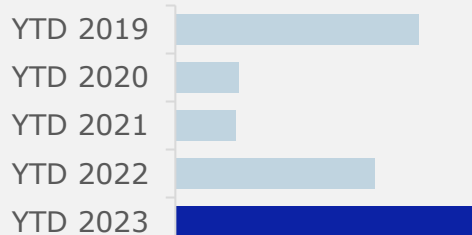
FY2022
RM146.9 million **44%**

Profit Before Tax *

RM3.0 million

FY2022
(RM23.5 million) **>100%**

Revenue per available room (RevPar)



RM506

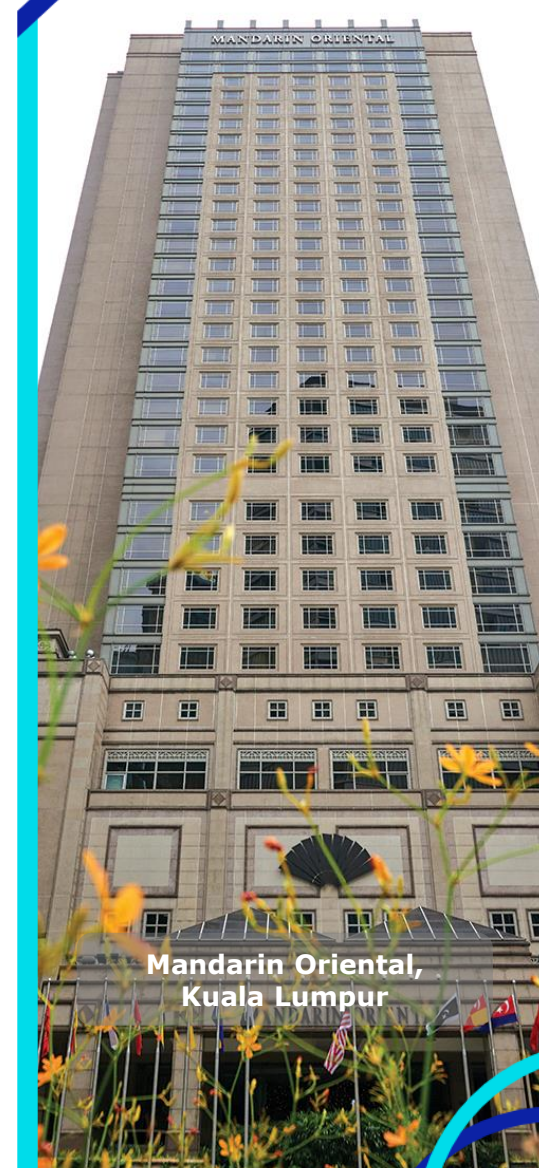
Guest Composition (FY23)



34%



66%



Mandarin Oriental,
Kuala Lumpur

*Exclude fair value adjustments



Exquisite selections tailored to enrich the hotel guests' experience



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



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



Proud host of one of Malaysia's two **Peter Burwash International (PBI)** tennis centers



Renowned for exceptional banquets and weddings, MOKL **hosted 29 weddings** in its stunning venues



Introduced private sound therapy sessions with a certified sound therapist at **Mandarin's Oriental & Body Studio**



Growth expansion in car parking and facilities management driving strong profits

4Q FY2023

Revenue

RM97.8 million

4Q FY2022
RM96.1 million 2%

Profit Before Tax *

RM14.1 million

4Q FY2022
RM13.2 million 7%

FY2023

Revenue

RM309.7 million

FY2022
RM247.5 million 25%

Profit Before Tax *

RM46.2 million

FY2022
RM27.5 million 68%

Facilities Managed

25

Car Parking Bays

16,495

14,815
FY2022 8%

Transient & season car park customers

Transient



7%

vs FY2022

Season



16%

vs FY2022



*Exclude fair value adjustments



Boosting operations through expanding core business, workplace transformation and integrating technology with eco-consciousness

New car park locations

Lot 2M8, Putrajaya



Menara PjH



Lot 3C12, Putrajaya



Suasana PjH



Facilities management works



Completed the office transformation under the **Workplace For Tomorrow ("WFT") 2.0** - 19 floors across 370,000 sq. ft. NLA

Gondola operations remote monitoring using GPS through **IBCC**

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

Safeguard the environment

Total GHG Emission Reduction

27%

FY 2023

vs 2015 baseline

Total Water Consumption Reduction

19%

FY 2023

vs 2015 baseline

Achieved Office Building Energy Intensity

108.68kWh/m2/yr

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

Renewable Energy Generation

440,468 kWh from Solar PV installed in SURIA KLCC

Phasing out Single-Use-Plastic

MOKL Hotel has **fully phased out** on Single-Use-Plastic

Positive Social Impact

RM 9.7 Million

Donation, sponsorship and infrastructure maintenance

16,983 Beneficiaries

Organisations and individuals



- Mental Health Awareness Campaign at Suria KLCC
- World Environment Day in Conjunction with MOKL Hotel 25th Anniversary
- KLCC Sustainable September

41

vs 28 (FY2022)

Average Training Hours per Employee

ESG scores & awards

Public Disclosure Level

94 /100
vs 90/100 (FY2022)



Excellence in Environmental, Social and Governance
(Platinum Award)



CSR and ESG Leadership Award 2023 **(Platinum Award)**

Positioning KLCC Precinct as Malaysia's first Sustainable Development Goals (SDG) Hub through Sustainable September

- To build strong relationships among precinct partners and staff, driving Sustainable Development Goals for KLCC Group.
- To make KLCC Precinct known world-wide as an SDG precinct for leisure and business.
- To inspire business events through precinct actions to champion environmental and societal causes, contributing to SDGs achievement.



Key Impact of the Event



120 bags of blood collected



RM19,310 Donated to charitable organisations



338.3 kg Use Cooking Oil (UCO) collected



SDG Contribution





Driving our commitment to ESG through contribution towards achievement of UNSDGs

PLANET



Zero cases of occupational illness or disease



Reductions from base year 2015:

Office: 16.2%
Retail: 24.2%
Hotel: 8.2%



440,468 kWh of renewable energy from solar PV panels



Waste diversion rates

Office: 3%
Retail: 12%
Hotel: 31%



MOKL composted **239 MT of food waste** (25% of total waste generated)



Total GHG emission reduction of **27%** from base year 2015

PROSPERITY



RM160 million in increase in revenue



Responsible hazardous waste management



44% Women at management level

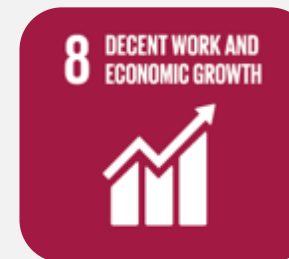


Recorded **zero fatalities** in 2023.

PEACE



50% of the Boards are **women**



Achieved **Zero NCR** for ISO 45001 Management System



Zero corruption cases in 2023

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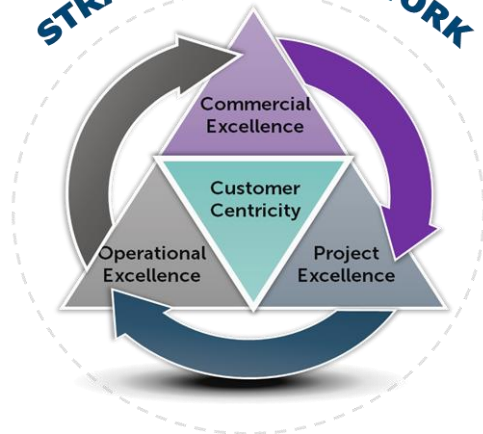


Strategy in motion, accelerating performance towards a sustainable future

3-Pronged Growth Strategy

Our Focus for 2024

STRATEGIC FRAMEWORK



Strategic Foundation

- Culture
- Capability
- HSE
- Digital
- Sustainability

Maximising Cash Generators

- Revitalising retail with enhanced experiences - Isetan KLCC and TGV Cinema
- Enhancing hotel F&B experiences - Renovation of grand ballroom and MO Club Lounge
- Operational excellence through systemisation, centralisation and digitalisation

Expanding Core Business

- New contract from FM services and venturing into retail FM services
- Expansion of car parking locations in Kuala Lumpur and Putrajaya
- Acquisition of 40% remaining equity interest in Suria KLCC

Stepping Out

- Exploring opportunities



Acquisition of the remaining 40% equity interest in Suria KLCC by KLCCP

1 Iconic retail portfolio at the heart of KL City Centre

- Strategically positioned with exceptional connectivity, leveraging proximity to key public transport hubs.
- Well positioned to benefit from the pickup of tourism activity.

2 Strong performance track record with embedded growth

- Track record of high occupancy, well above Klang Valley average with annual escalation on tenancies.
- Continuous uptrend in moving annual tenant sales.

3 Aligned with Group's growth strategy, expanding core

- Opportunity for KLCCP to strategically enhance Suria KLCC's growth and align ecosystem synergies, providing both strategic and operational flexibility.

Financial Impact

Purchase consideration RM1,950 mil

Dividend Yield 6% - 7%

Impact on Gearing

- *Pro-forma adjusted ratio debt to total equity attributable* 33%



The proposed acquisition is **expected to be completed** by the **second quarter of 2024**, upon fulfilment of the conditions precedent



Transaction expected to be **accretive** and bring positive value to shareholders



THANK YOU

For more information, visit www.klcc.com.my or contact:

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