



KLCCP Stapled Group **Financial Results**

1st Quarter ended 31 March 2024

23rd May 2024



THE PLACE TO WORK



THE PLACE TO SHOP



THE PLACE TO STAY

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.

Content



1 KLCCSS - AT A GLANCE

2 KEY MESSAGES

3 FINANCIAL HIGHLIGHTS 1Q FY2024

4 PORTFOLIO UPDATES

5 FOCUS & OUTLOOK



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.



Menara ExxonMobil

Kompleks Dayabumi
(located outside the KLCC Precinct)

Mandarin Oriental, Kuala Lumpur

Menara 3 PETRONAS

SURIA KLCC

PETRONAS Twin Towers

Menara Maxis*

*KLCCP owns a 33% stake in Menara Maxis

Content



1 KLCCSS - AT A GLANCE

2 KEY MESSAGES

3 FINANCIAL HIGHLIGHTS
1Q FY2024

4 PORTFOLIO UPDATES

5 FOCUS & OUTLOOK





Key Message

Resilience and operational stability sets the pace for strong growth

[Open]



Office:

Stable and steady, underpinned by locked-in tenancies

Retail:

Stronger rental income with 98% occupancy and improved tenant sales performance

Hotel:

Increase in RevPar, supported by higher occupancy from pent-up group-stay demand

Management Services:

Higher car park and facility management income

1 KLCCSS - AT A GLANCE**2** KEY MESSAGES**3** **FINANCIAL HIGHLIGHTS
1Q FY2024****4** PORTFOLIO UPDATES**5** FOCUS & OUTLOOK



Financial Highlights

[Open]

Strong performance driven by retail and hotel segments

1Q FY2024

Revenue

RM408.9 million

1Q FY2023  **7%**
RM380.7 million

Profit Before Tax

RM252.1 million

1Q FY2023  **7%**
RM236.8 million

Profit attributable to equity holders

RM188.0 million

1Q FY2023  **4%**
RM180.6 million

Dividend per Stapled Security

9.0 sen

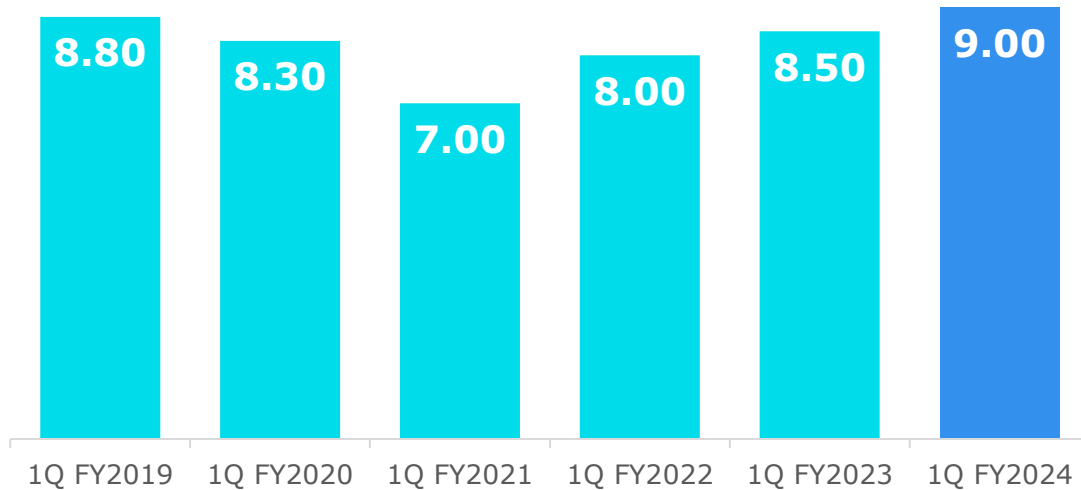
1Q FY2023  **6%**
8.5 sen





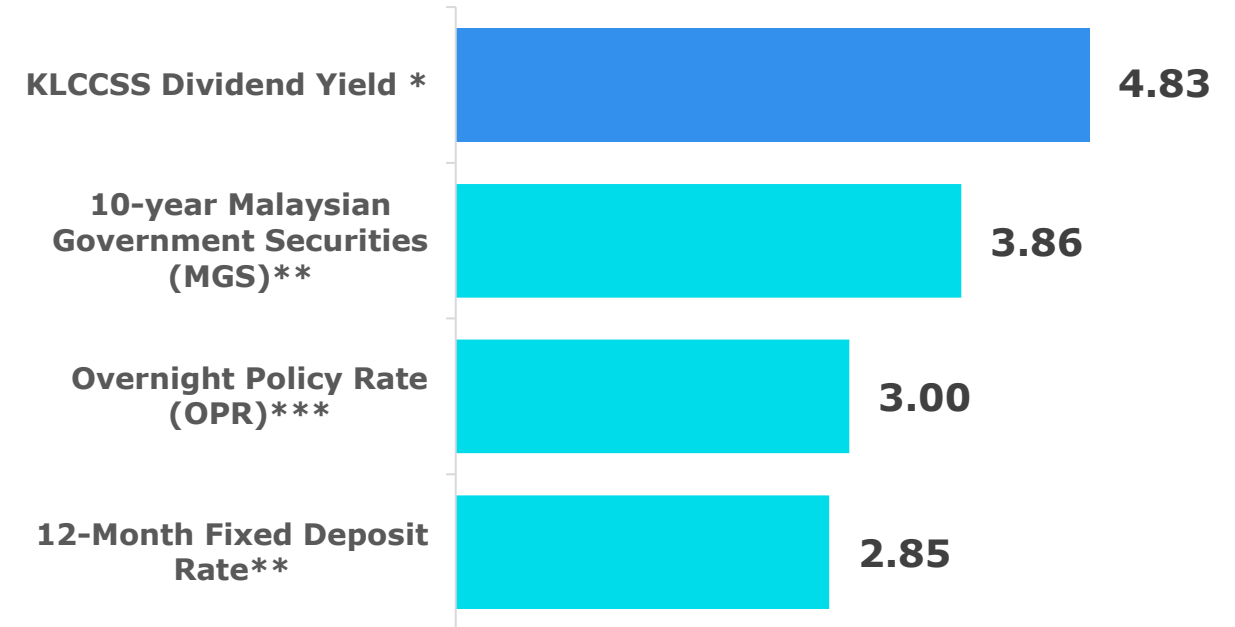
Higher dividend year-on-year, towards a promising start

Distribution per Stapled Security (DPS) - sen



■ Dividend per stapled security (sen)

Comparative yields as of 31 March 2024 (%)



Source: Bank Negara Malaysia

* Calculated based on YTD Mar'24 dividend (annualised) and KLCCSS closing share price as at 31 Mar 2024

** As at Mar 2024

*** As at 7 Mar 2024



Financial Highlights

[Open]

Solid balance sheet supported by robust asset fundamentals for long term value creation



RM18.2 billion

Total Assets

RM13.3 billion

Total equity
attributable to equity
holders of KLCCP &
KLCC REIT

RM2.4 billion

Total Borrowings

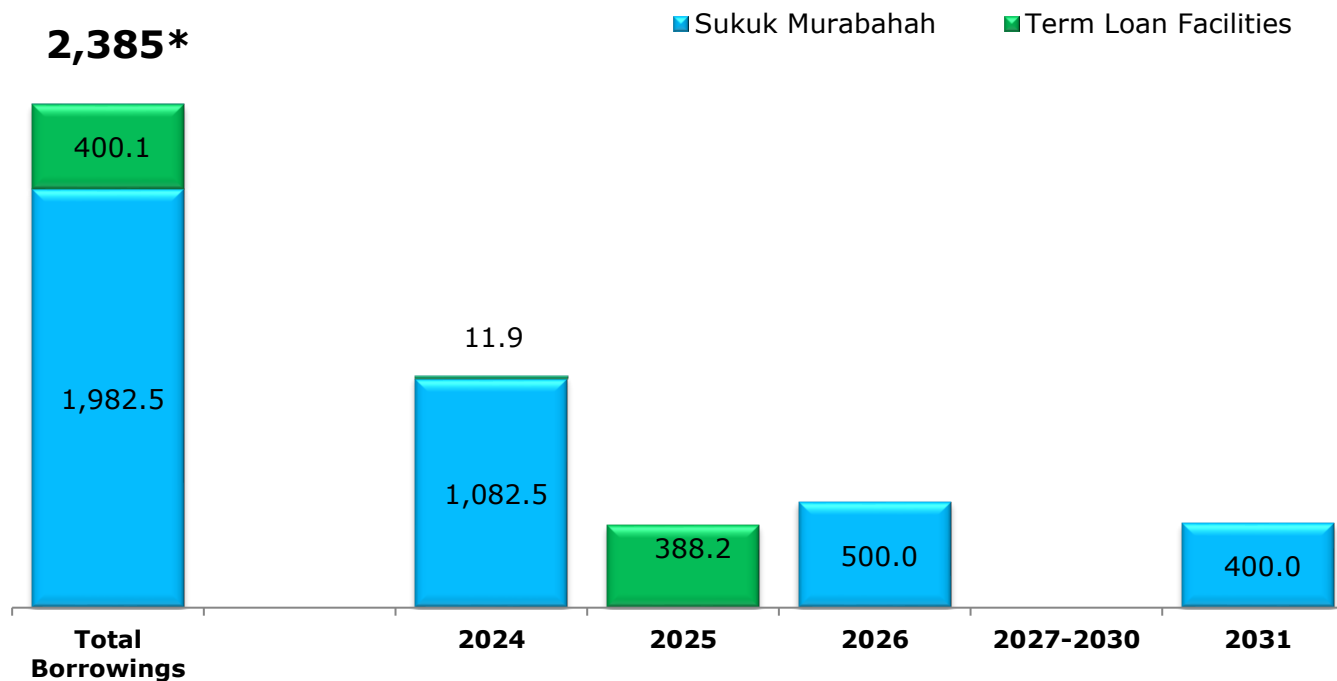
RM7.35

Net Asset Value per
Stapled Security



Low risk maturity profile, bolstered by healthy gearing levels

Debt Maturity Profile as at 31 Mar 2024 (RM'mil)



* Include lease liabilities

Key Debt Metrics as at 31 Mar 2024

Total Borrowings*

RM2,385 mil
[31 Dec 2023: RM2,364 mil]

Gearing Ratio

18.0%
[31 Dec 2023: 17.7%]

Borrowings on
Fixed Cost

83%
[31 Dec 2023: 83%]

Average Maturity
Period

2.04 years
[31 Dec 2023: 2.29 years]

Average Cost of
Debt

4.6%
[31 Dec 2023: 4.6%]

1 KLCCSS - AT A GLANCE**2** KEY MESSAGES**3** FINANCIAL HIGHLIGHTS
1Q FY2024**4** PORTFOLIO UPDATES**5** FOCUS & OUTLOOK



High-quality assets driving steady growth

1Q FY2024

Revenue *

RM145.8 million

1Q FY2023
RM146.0 million

Profit Before Tax *

RM133.2 million

1Q FY2023
RM133.7 million

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

PETRONAS Twin Towers

Menara ExxonMobil

Menara 3 PETRONAS

Menara Dayabumi

Menara Maxis

* Include eliminations/adjustments



Resilient performance underpinned by 98% occupancy and higher tenant sales

1Q FY2024

Revenue *

RM138.0 million

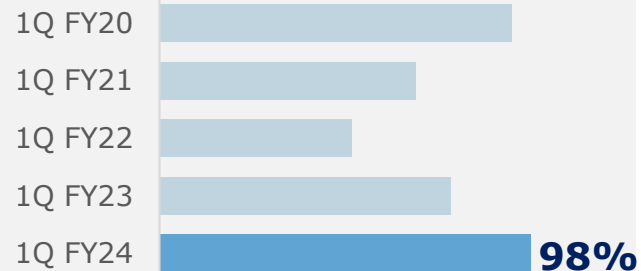
1Q FY2023
RM126.8 million  9%

Profit Before Tax *

RM107.0 million

1Q FY2023
RM97.4 million  10%

Occupancy



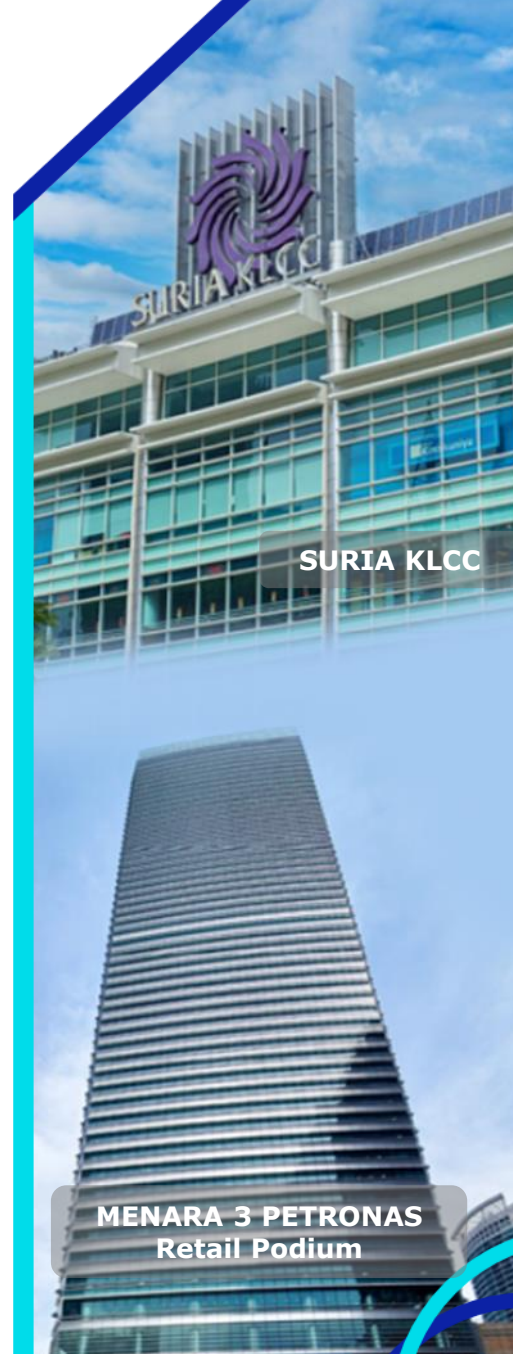
Footfall growth



MAT tenant sales



* Include eliminations/adjustments



8 new tenants join the line-up of Suria KLCC's tenant profile in 1Q FY2024

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



Flaaah with ONO – Freshly baked treats collide with specialty coffee & matcha



Isetan: Kampai – First ever world-class Teppanyaki Omakase in Malaysia



Maison Francis Kurkdjian – Discover the art of refined perfume and the famous Baccarat 540



Acqua Di Parma – Italian fragrance brand offering timeless elegance and exquisite craftsmanship



Dolly Dim Sum – Modern interpretation of a traditional Chinese teahouse



A-Look Eyewear – A family-friendly eyecare service providing exceptional vision care



MLB – Korean lifestyle fashion and sports league brand



Stuff'D – 100% daily-made Kebabs, Burritos and Quesadillas

Unique events and campaigns that attract and captivate shoppers, boosting footfall

Spreading festive cheer and delighting shoppers with vibrant set up and decorations



Targeted promotions and redemptions



In collaboration with Kraftangan Malaysia to explore local crafts and celebrate our local artisans





Hotel

[Open]

Improved performance boosted by robust demand from group stays and banqueting

1Q FY2024

Revenue

RM58.3 million

1Q FY2023
RM46.1 million



26%

Profit Before Tax

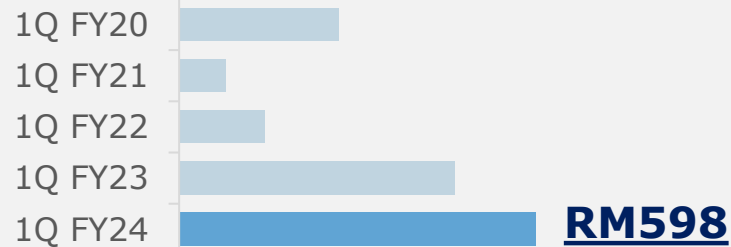
RM1.8 million

1Q FY2023
(RM2.3 million)



>100%

Revenue per available room (RevPar)



Guest Composition



22%

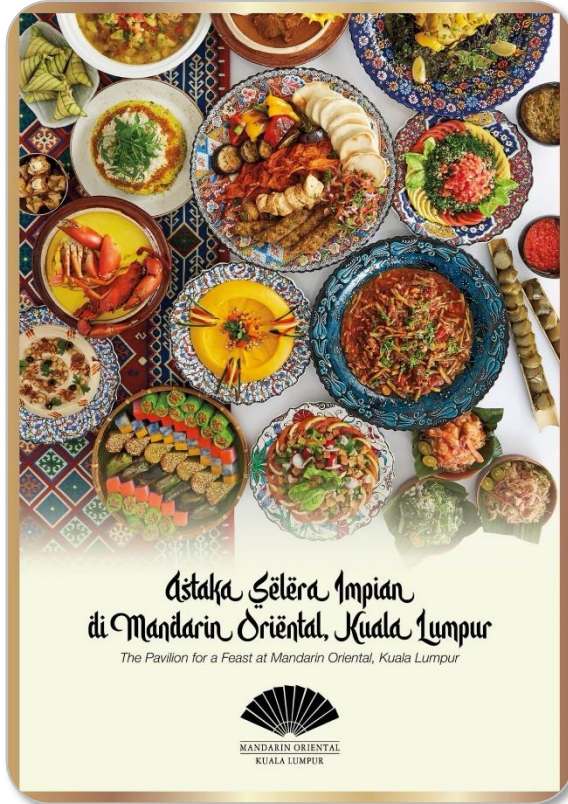


78%



Mandarin Oriental,
Kuala Lumpur

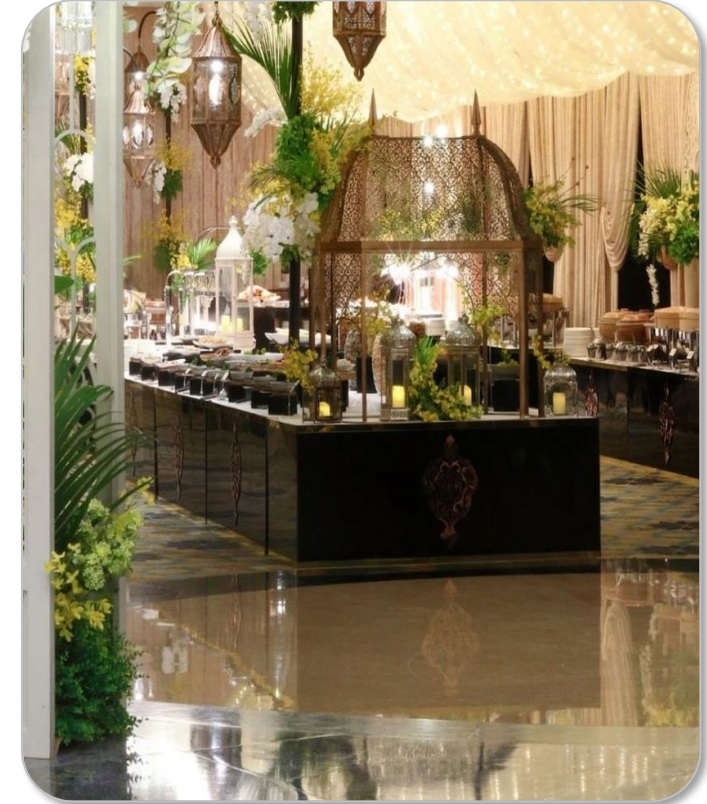
Curated tailored marketing in our continuous effort to captivate hotel guests



The Diamond Ballroom together with the award-winning mosaic
Presents a symphony colours this Ramadan, with tables adorned with platters of dreamed-inspired delicacies from across Malaysia



Experience world class Scandinavian cuisine with **Chef Sayan Isaksson at Mandarin Grill, a multi-Micheline starred chef** and voted as the **No 1 chef in Sweden**



Enjoy a **unique 31-hour stay** and dine experience during the month of Ramadan



Secured new parking lots and expanded facilities management scope contributed to steady revenue and PBT growth

1Q FY2024

Revenue *

RM66.8 million

1Q FY2023
RM61.8 million  8%

Profit Before Tax *

RM10.1 million

1Q FY2023
RM8.0 million  27%

Facilities Managed

25

Car Parking Bays

16,936

16,495
FY2023  3%

Transient & season car park customers

Transient



6%

vs 1Q FY2023

Season



12%

vs 1Q FY2023

* Include eliminations/adjustments



1 KLCCSS - AT A GLANCE**2** KEY MESSAGES**3** FINANCIAL HIGHLIGHTS
1Q FY2024**4** PORTFOLIO UPDATES**5** FOCUS & OUTLOOK

Remain steadfast in pursuing our strategic priorities, set to position for growth

- Suria KLCC will strengthen its market positioning with a curated, diversified tenant mix, and shopper-experiential retail
- MOKUL Hotel is targeting new markets and actively pursuing group booking for occupancy-led growth
- Heightening vibrancy at the KLCC Precinct with unique events and iconic lifestyle experiences to drive footfall and customer spending
- Grow Management Services income through expanded retail FM scope and increased car parking revenue
- Explore new business and organic growth opportunities to drive a resilient sustainable future

... building a thriving future, through timeless spaces, experiences and solutions





THANK YOU

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

Ms Bindu Menon, Head of Group Strategic
Communications & Investor Relations
Email: bindu@klcc.com.my

Ms Intan Liana Mohd Pilus, Head of Investor Relations
Email: liana.pilus@klcc.com.my