



KLCC Stapled Group **Financial Results**

2nd Quarter ended 30 June 2024

28th August 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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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

Steady half-year performance, underpinned by the strength of a resilient portfolio



Office:	Secure, defensive income streams from high-quality assets and long-term tenants
Retail:	Robust portfolio performance anchored by Suria KLCC’s consistent high occupancy at 98% Successfully completed the acquisition of the remaining 40% equity interest in Suria KLCC
Hotel:	Successful marketing efforts and strong brand presence drove higher demand from transient and group segments, leading to an increase in RevPAR
Management Services:	Performance driven by higher car park income from additional car park bays

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Financial Highlights

[Open]

Improved financial performance driven by growth in the retail and hotel segments

2Q FY2024

Revenue

RM413.2 million

2Q FY2023  5%
RM394.6 million

Profit Before Tax (PBT)

RM231.5 million

2Q FY2023  2%
RM236.4 million

Profit attributable to equity holders (PATMI)

RM191.1 million

2Q FY2023  6%
RM180.8 million

1H FY2024

Revenue

RM822.1 million

1H FY2023  6%
RM775.4 million

Profit Before Tax (PBT)

RM483.6 million

1H FY2023  2%
RM473.2 million

Profit attributable to equity holders (PATMI)

379.1 million

1H FY2023  5%
361.4 million



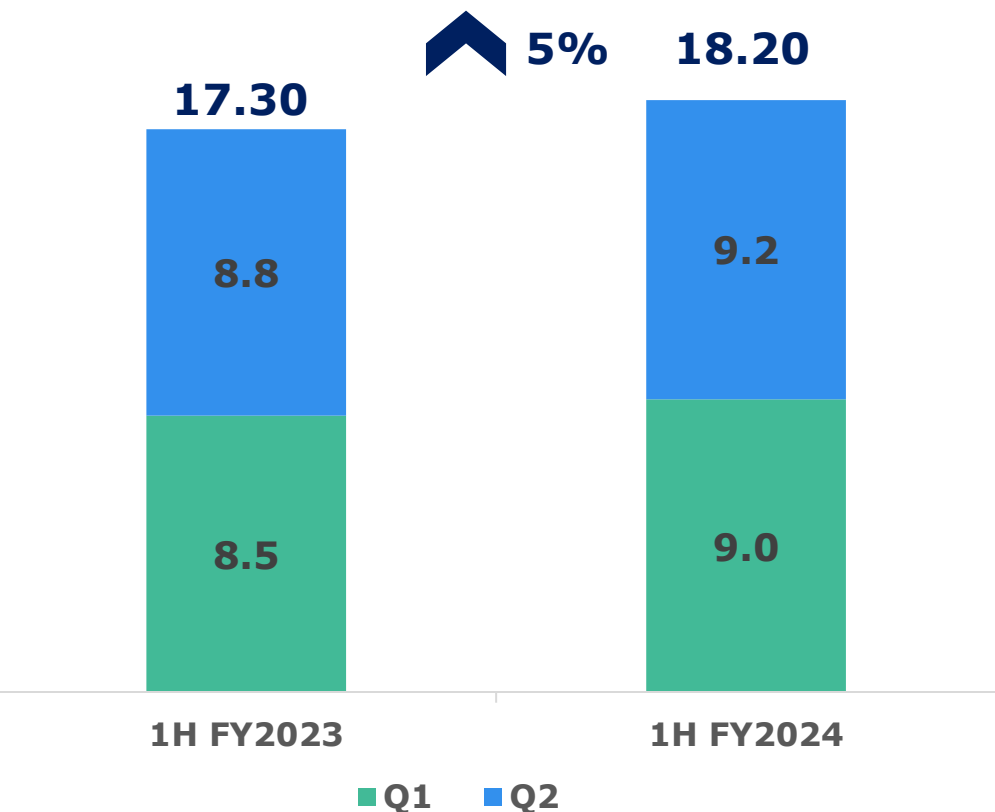


Financial Highlights

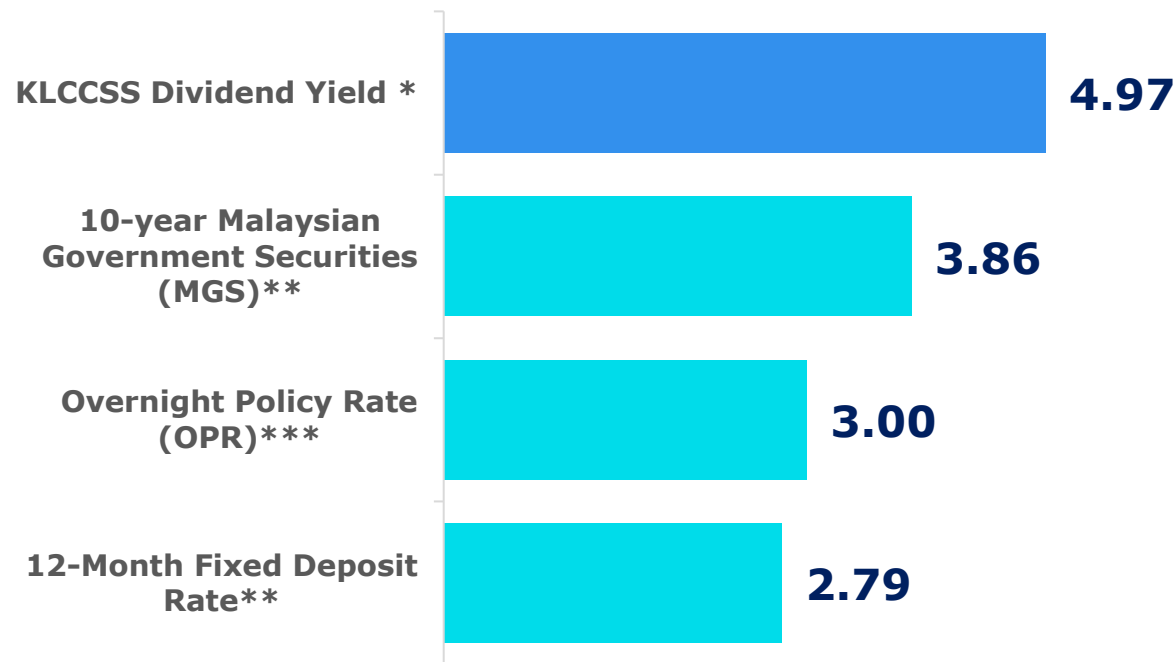
[Open]

Dividend up 5%, with dividend yield outperforming the 10-year MGS by 111 bps

Distribution per Stapled Security (DPS) - sen



Comparative yields as of 30 June 2024 (%)



Source: Bank Negara Malaysia

* Calculated based on YTD June 2024 dividend and KLCCSS closing share price as at 28 June 2024
 ** As at June 2024
 *** As at 11 Jul 2024



Strong balance sheet and disciplined approach to long-term value creation



RM18.3 billion
Total Assets

RM13.4 billion
Total equity
attributable to equity
holders of KLCCP &
KLCC REIT

RM4.3 billion
Total Borrowings

RM7.40
Net Asset Value per
Stapled Security

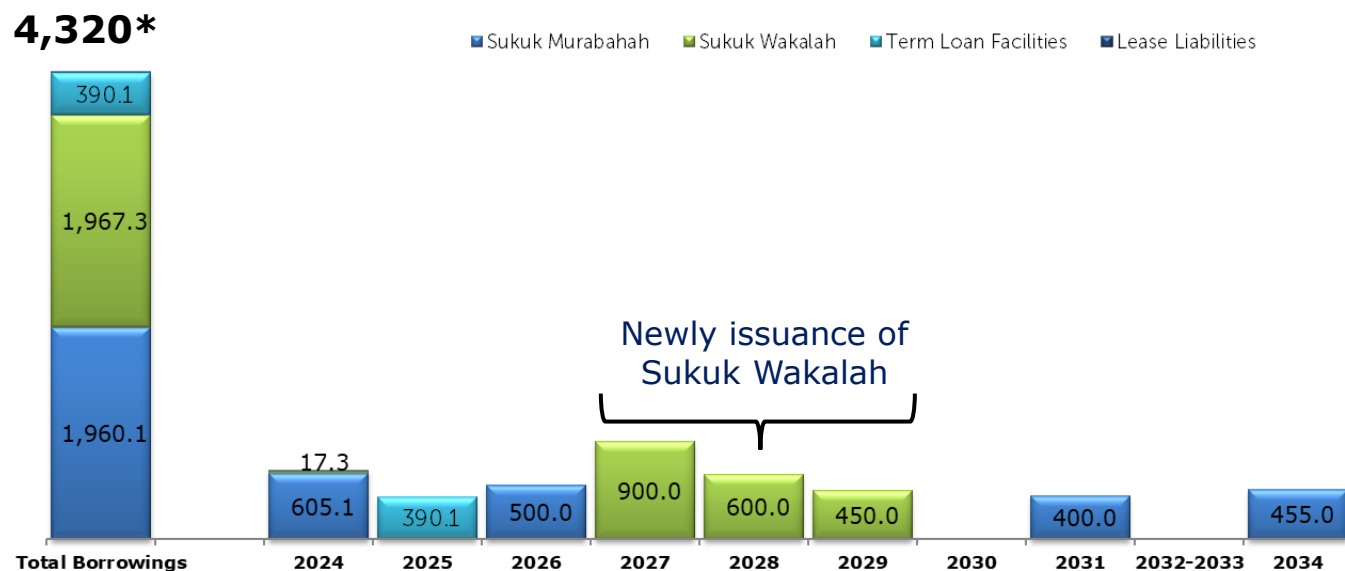


Financial Highlights

[Open]

Successfully issued RM5.0 billion sukuk programme, rated AAA/Stable by RAM Ratings

Debt Maturity Profile as at 30 June 2024 (RM'mil)



- First issuance of KLCCP Sukuk Wakalah amounting RM1.95 billion to finance the acquisition of 40% equity interest in Suria KLCC
- Refinanced RM455 million of KLCC REIT Sukuk Murabahah Programme in April 2024

* Include lease liabilities

Key Debt Metrics as at 30 June 2024

Total Borrowings* **RM4,320 mil**
[31 Dec 2023: RM2,364 mil]

Gearing Ratio **32.3%**
[31 Dec 2023: 17.7%]

Borrowings on Fixed Cost **91%**
[31 Dec 2023: 83%]

Average Maturity Period **3.65 years**
[31 Dec 2023: 2.29 years]

Average Cost of Debt **4.16%**
[31 Dec 2023: 4.55%]

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High-quality portfolio consistently fueling steady growth

2Q FY2024

Revenue

RM145.9 million

2Q FY2023
RM145.2 million 0.5%

Profit Before Tax

RM132.4 million

2Q FY2023
RM131.6 million 0.6%

1H FY2024

Revenue

RM291.6 million

1H FY2023
RM291.3 million 0.1%

Profit Before Tax

RM265.6 million

1H FY2023
RM265.3 million 0.1%

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

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 (KLCCP owns 33% stake)



Robust performance from higher occupancy supported by new tenants

2Q FY2024

Revenue

RM135.2 million

2Q FY2023
RM125.3 million 8%

Profit Before Tax

RM105.0 million

2Q FY2023
RM94.7 million 11%

1H FY2024

Revenue

RM273.2 million

1H FY2023
RM252.0 million 8%

Profit Before Tax

RM212.1 million

1H FY2023
RM192.1 million 10%

Occupancy

98%

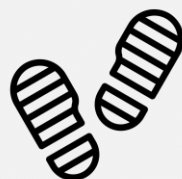


3%



vs 1H FY2023

Footfall growth



5%

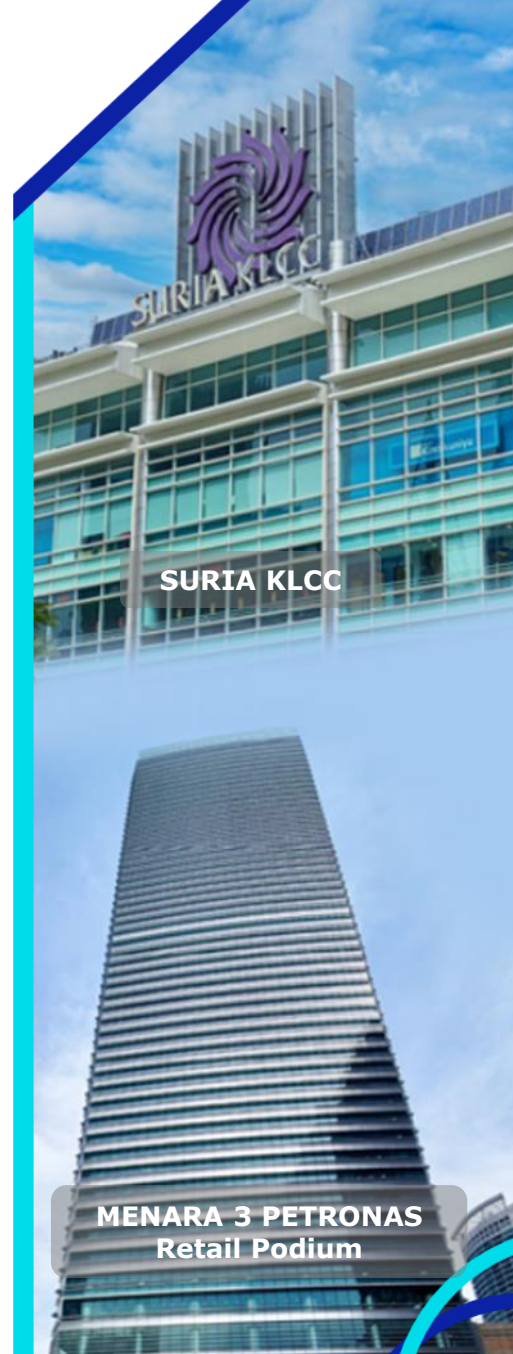
vs 1H FY2023

MAT tenant sales



3%

vs as at June 2023



SURIA KLCC

MENARA 3 PETRONAS
Retail Podium

Well-curated brands revitalising tenancies while enhancing shopper experiences



Le Shrimp Noodle Bar - where Japanese and Chinese culinary traditions meet

ParaPara Hotpot - offering a premium hotpot feast



TUDOR - renowned for its Swiss-made mechanical watches

Breitling - a leading Swiss watchmaker



DJI x Hasselblad - a unique fusion of two industry titans' innovation and expertise



Buttonsscarves - Global lifestyle brand offering scarves, hijab, and fashion



MTM Labo - renowned for its personalised skincare solutions



Gula Cakery Petite - homemade cakes, pastries and desserts with wholesome meals

Placemaking activities to improve vibrancy, footfall and drive sales

Suria KLCC – Signature Picnic in The Park



Suria KLCC x Hoka FlyLab Activation





Transient and group bookings heightened overall performance, supported by hotel's robust marketing efforts

2Q FY2024

Revenue

RM50.3 million

2Q FY2023
RM44.7 million 13%

Loss Before Tax

(RM1.4 million)

2Q FY2023
(RM2.6 million) 49%

1H FY2024

Revenue

RM108.6 million

1H FY2023
RM90.8 million 20%

Profit/(Loss) Before Tax

RM0.4 million

1H FY2023
(RM4.9 million) >100%

Revenue per available room (RevPar)

RM558



27%

vs 1H FY2023

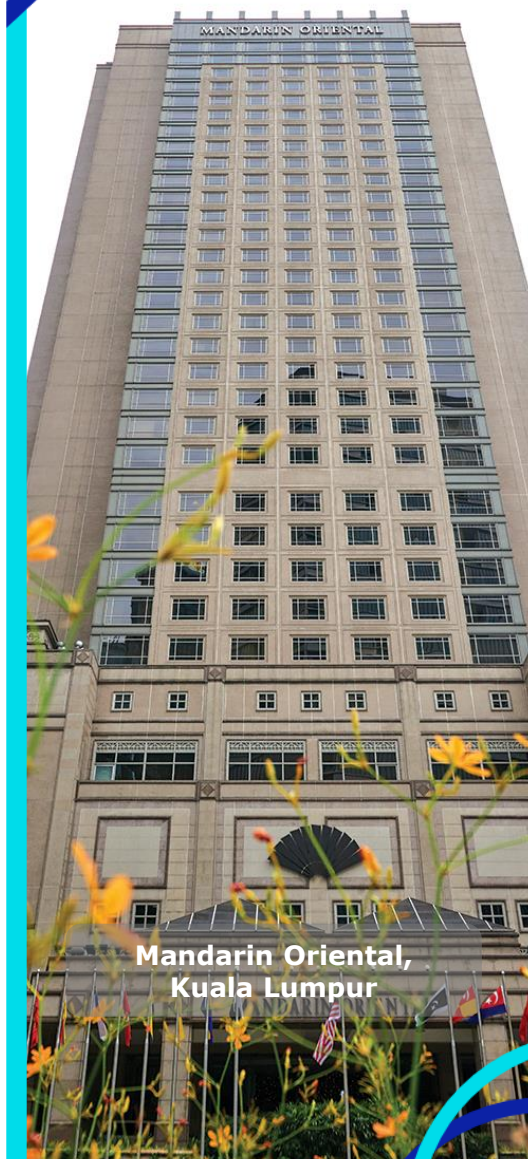
Guest Composition (1H FY24)



22%



78%



Mandarin Oriental, Kuala Lumpur



Captivating hotel guests with attractive offerings



Mooncakes by MO
in conjunction with the Mid-Autumn Festival



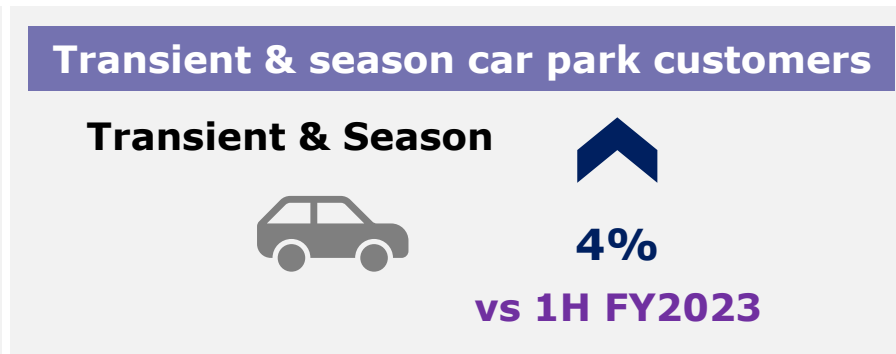
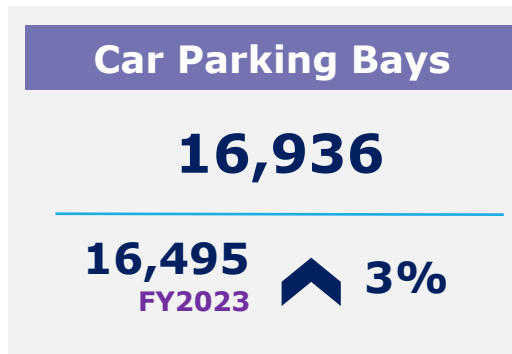
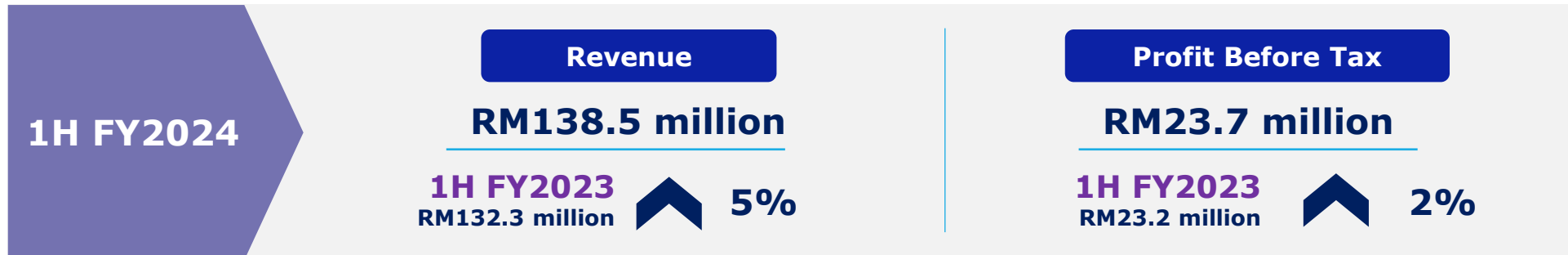
Experience '**Oriental Treasures**'
at Lai Po Heen with Guest Chef
Thomas Fong



Newly opened **The Nail Salon**



Higher revenue driven by increased car parking income



* KLCC Urusharta & KLCC Parking only

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Rolled out KLCC Sustainability Plan 2023, stronger alignment to the four Pillars – People, Planet, Peace and Prosperity

People Positive Social Impact



Goal 1: Foster equality, diversity, and inclusion

- ✓ Maintain women representation at management level and above
- ✓ Job mobility and progression of the entire workforce

Goal 2: Strengthen capability and leadership bench strength

- ✓ Succession planning
- ✓ Best in class learning and development standards

Goal 3: Institutionalise an empowered workplace culture

- ✓ Shaping HSE behaviors towards generative HSE culture

Planet Safeguard Our Environment



Goal 1: Reduce GHG emissions, promote decarbonisation

- ✓ Contribute to Group's NZCE reduction target for KLCCP Stapled Group operations

Goal 2: Drive environmental stewardship efforts

- ✓ Reduce water intensity level
- ✓ Promote circular economy principles through waste diversion and recovery

Goal 3: Strengthen climate resilience, drive action

- ✓ Align with climate-related disclosures and act on climate-related risks and opportunities

Peace Responsible Governance



Goal 1: Corruption-free operations

- ✓ Zero corruption case

Goal 2: Transparent and impactful disclosures

- ✓ Attain "guided by" status with Global Reporting Initiative (GRI) and other relevant benchmarks

Prosperity Continued Value Creation



Goal 1: Sustainable supply chain

- ✓ Supplier engagement and collaboration programs to educate, create awareness and communicate ESG expectations

Goal 2: Building robust community ties through investment

- ✓ Social impact/community investment programs with focus on delivering positive impact to beneficiaries
- ✓ Human capital investment



Scan here

For more information on KLCC 2023 Sustainability Plan

Leading operational excellence with continued industry recognition



Financial & Governance

The Edge Billion Ringgit Club 2024

KLCCP Stapled Group

- Highest growth in profit after tax over three years

Australian Reporting Awards 2024

KLCCP Stapled Group – Integrated Annual Report

- Sliver Award



Asset Management

The Edge Best Managed and Sustainable Awards 2024

PETRONAS Twin Towers

- Gold : 10 Years & Above: Non-Strata Office Category
- Editor's Choice Award - Timeless Excellence 2024

KLCC Park

- Gold : 10 Years & Above: Specialised Category
- Editor's Choice Award - Exemplary Community Magnet 2024

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Commitment to strategic priorities, providing unitholders with a secure and growing income stream and long-term capital growth

- Group's overall operating performance and financial position provides strong foundation for growth
- Positive retail leasing momentum, high occupancy levels, and MAT growth are expected to drive sustained profit growth, solidifying the mall as an iconic destination
- Hotel continues to strengthen its collaboration with KLCC Precinct partners, curating signature and exquisite offerings to elevate the guest experience
- Drive progress towards ESG goals and targets

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





THANK YOU

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