



# **KLCCP Stapled Group** **Financial Results**

**3<sup>rd</sup> Quarter ended 30 September 2024**

25<sup>th</sup> November 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.



\*KLCCP owns a 33% stake in Menara Maxis



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## Another commendable quarter, strength on all fronts

**Office:**

Stable recurring income from long lease profile and high-quality tenants

**Retail:**

Resilient growth momentum, backed by high occupancy and impactful marketing & promotional campaigns

**Hotel:**

Rising Revenue per Available Room (RevPar), bolstered by strong transient demand and events calendar

**Management Services:**

Increased maintenance activities and addition of new parking locations secured during the year



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## Steady growth in revenue and PATMI supported by stronger performance in retail & hotel segments

### 3Q FY2024

#### Revenue

**RM429.6 million**

**3Q FY2023**  
RM401.2 million

**7%**

#### Profit Before Tax (PBT)

**RM241.4 million**

**3Q FY2023**  
RM243.9 million

**1%**

#### Profit attributable to equity holders (PATMI)

**RM206.5 million**

**3Q FY2023**  
RM185.3 million

**11%**

### 9M FY2024

#### Revenue

**RM1,251.8 million**

**9M FY2023**  
RM1,176.5 million

**6%**

#### Profit Before Tax (PBT)

**RM725.0 million**

**9M FY2023**  
RM717.0 million

**1%**

#### Profit attributable to equity holders (PATMI)

**RM585.6 million**

**9M FY2023**  
RM546.7 million

**7%**

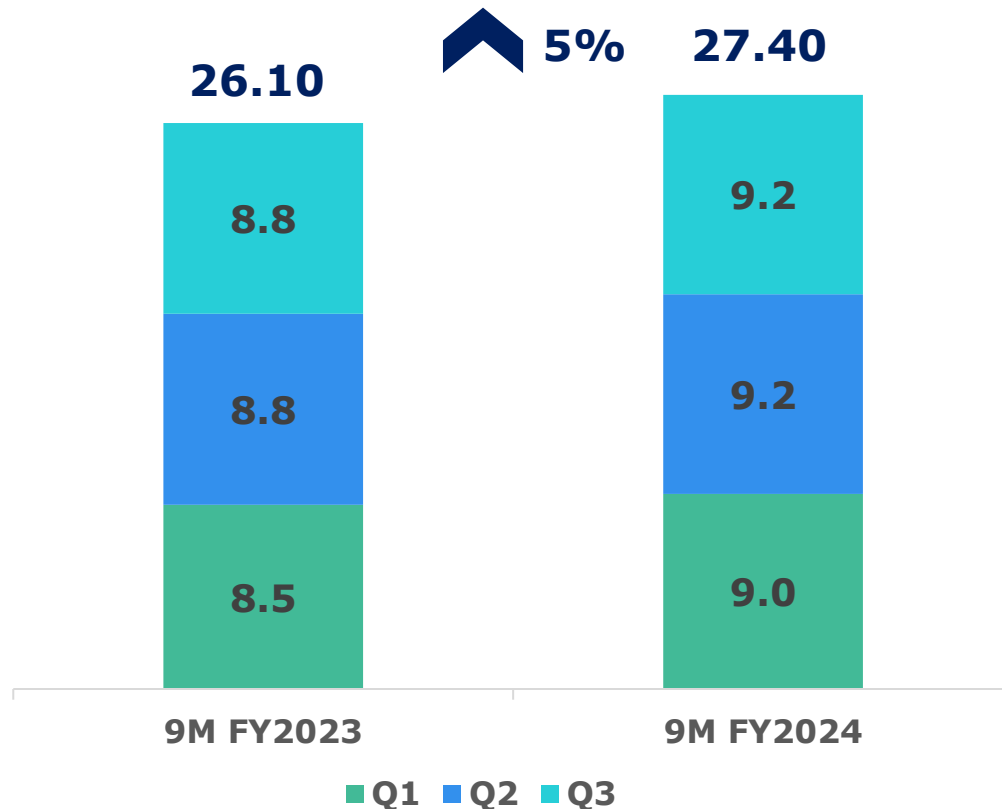




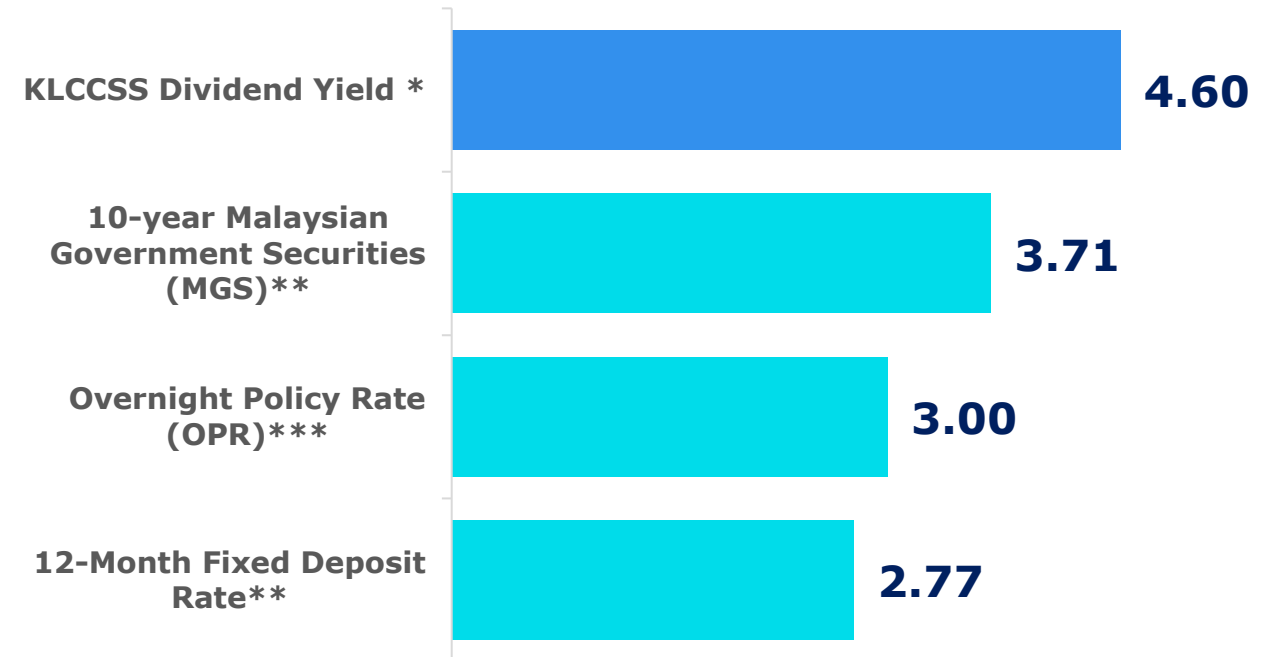


## Stable and consistent dividend distribution, testament to our continued commitment to shareholders

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



### Comparative yields as of 30 September 2024 (%)



Source: Bank Negara Malaysia

\* Calculated based on YTD September 2024 dividend and KLCCSS closing share price as at 30 September 2024

\*\* As at September 2024

\*\*\* As at 6 November 2024



## Strong and robust balance sheet reflects our resilience and operational efficiency



**RM18.4 billion**

Total Assets

**RM13.4 billion**

Total equity  
attributable to equity  
holders of KLCCP &  
KLCC REIT

**RM4.4 billion**

Total Borrowings

**RM7.43**

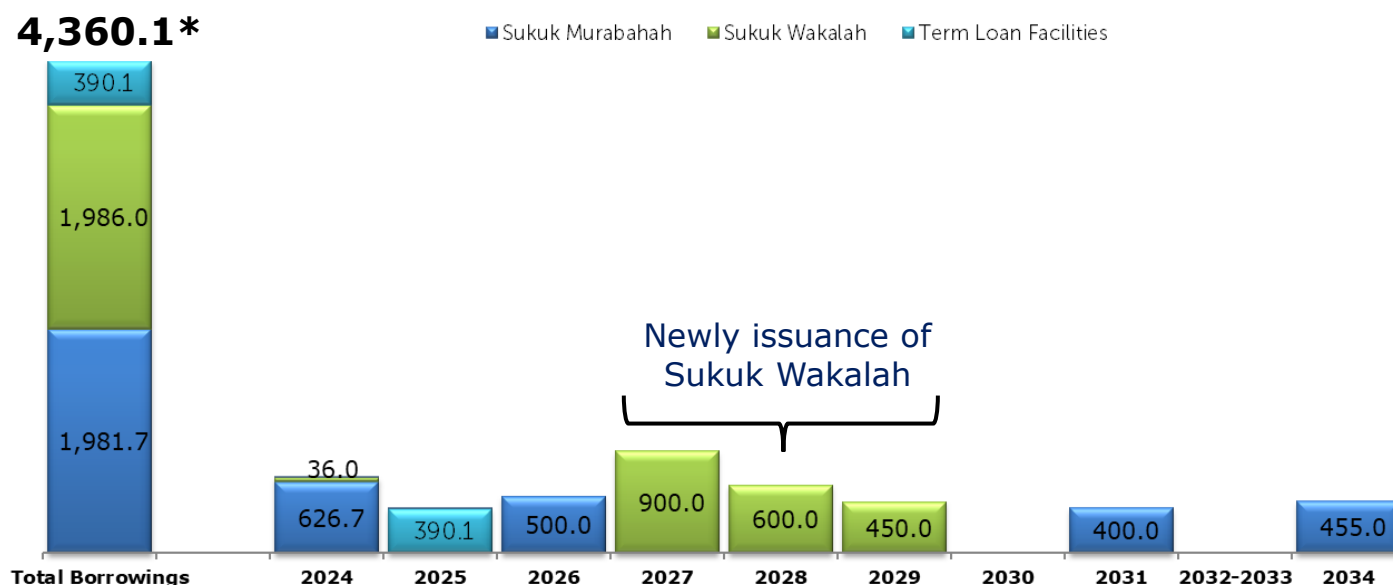
Net Asset Value per  
Stapled Security





# Healthy capital structure to support business needs

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



- The Group has finalised the plan for the repayment of RM600 million Sukuk Murabahah maturing on 31 December 2024

\* Include lease liabilities

## Key Debt Metrics as at 30 September 2024

### Total Borrowings\*

**RM4,360.1 mil**

[31 Dec 2023: RM2,364.2 mil]

### Gearing Ratio

**33%**

[31 Dec 2023: 18%]

### Borrowings on Fixed Cost

**91%**

[31 Dec 2023: 83%]

### Average Maturity Period

**3.40 years**

[31 Dec 2023: 2.29 years]

### Average Cost of Debt

**4.2%**

[31 Dec 2023: 4.6%]

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# Driving strength and stability with high quality portfolio

## 3Q FY2024

### Revenue

**RM145.9 million**

**3Q FY2023**  
RM145.3 million  **0.4%**

### Profit Before Tax

**RM132.5 million**

**3Q FY2023**  
RM131.3 million  **0.9%**

## 9M FY2024

### Revenue

**RM437.5 million**

**9M FY2023**  
RM436.6 million  **0.2%**

### Profit Before Tax

**RM398.1 million**

**9M FY2023**  
RM396.6 million  **0.4%**

## 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)



# 99% occupancy driving increased rental income, with experiential marketing and events campaigns boosting strong profit growth

3Q FY2024

Revenue

RM141.6 million

3Q FY2023  
RM130.4 million  9%

Profit Before Tax

RM111.8 million

3Q FY2023  
RM99.5 million  12%

9M FY2024

Revenue

RM414.8 million

9M FY2023  
RM382.4 million  9%

Profit Before Tax

RM323.8 million

9M FY2023  
RM291.6 million  11%

Occupancy

99%



3%



vs 9M FY2023

Footfall growth



5%

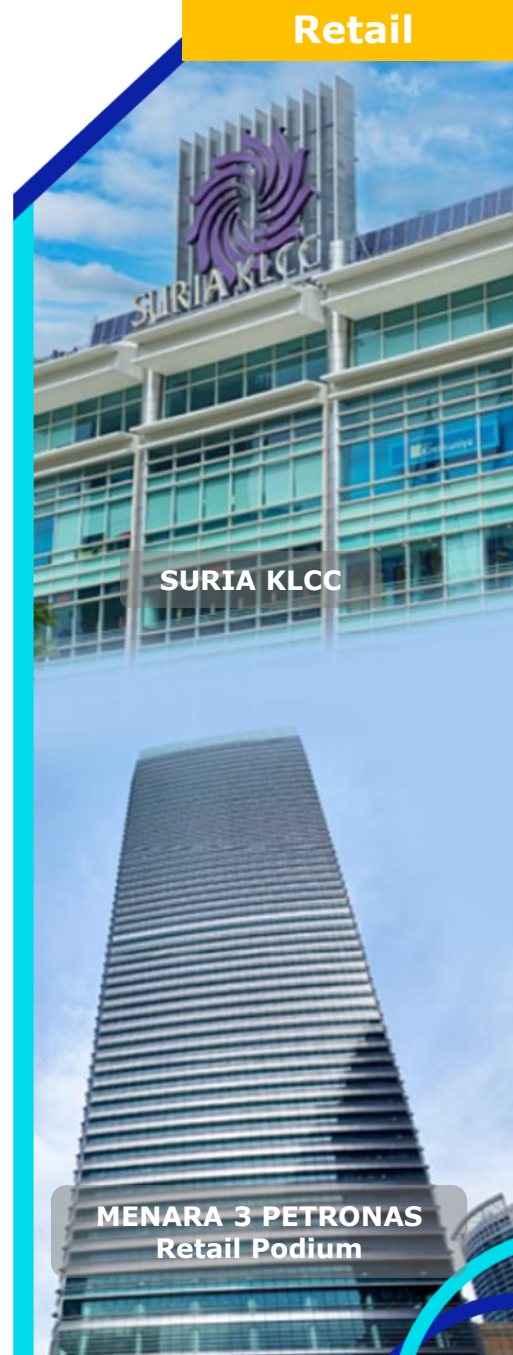
vs 9M FY2023

MAT tenant sales



3%

vs as at Sep 2023



SURIA KLCC

MENARA 3 PETRONAS  
Retail Podium



# New and refreshed concepts elevating the shopper experience

## New tenants

**Dockers** – Fashion denim



**Mr Bean** – Soya bean food & beverage from Singapore



**APT Signature** –  
Premium hair salon



## Refreshed concepts

**Levi's** – the largest Southeast Asia store



**Marks & Spencer** – first new concept store in Asia





# Solid RevPar and profit growth led by higher room rates, increased F&B covers, and strategic partnerships

3Q FY2024

Revenue

**RM63.3 million**

**3Q FY2023**  
RM55.0 million  **15%**

Profit Before Tax

**RM6.2 million**

**3Q FY2023**  
RM1.7 million  **>100%**

9M FY2024

Revenue

**RM171.9 million**

**9M FY2023**  
RM145.8 million  **18%**

Profit/(Loss) Before Tax

**RM6.6 million**

**9M FY2023**  
(RM3.2 million)  **>100%**

Revenue per available room (RevPar)

**RM606**



**28%**

**vs 9M FY2023**

Guest Composition (9M FY24)



**22%**



**78%**



Mandarin Oriental,  
Kuala Lumpur





[Open]

## Improved performance driven by increased maintenance activities and higher parking income

3Q FY2024

Revenue

RM73.6 million

3Q FY2023

RM65.7 million



12%

Profit Before Tax

RM11.4 million

3Q FY2023

RM11.4 million



0.3%

9M FY2024

Revenue

RM212.0 million

9M FY2023

RM197.9 million



7%

Profit Before Tax

RM35.2 million

9M FY2023

RM34.6 million



2%

Facilities Managed

25

Car Parking Bays

16,936

16,495

FY2023



3%

Transient & season car park customers

Transient & Season



4%

vs 9M FY2023



\* KLCC Urusharta & KLCC Parking only

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## Well-positioned to capitalise on growth opportunities and drive sustained progress into year-end

- Group's strong operating performance and financial position solidify the strength of our diversified business
- Prime office portfolio with full occupancy and long-term leases continue to drive stable growth and provide visibility of the Group's future cashflows
- Retail and Hotel segments are positioned for continued growth, driven by their well-curated tenant mix, enhanced service offerings, and strategic marketing and placemaking efforts
- Advancing climate action, driving supply chain sustainability, and creating meaningful social impact

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







**THANK YOU**

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

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