



**SENTRAL  
REIT**



# **CORPORATE PRESENTATION**

## 3<sup>rd</sup> Quarter 2022 Financial Results

10 November 2022



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# Financial Results 3Q 2022





# SENTRAL RECORDS 3Q 2022 REALISED NET INCOME OF RM18.2 MILLION

(RM'000)	(Unaudited) 3Q 2022	(Unaudited) 3Q 2021	Variance
Realised Revenue	35,949	40,790	-11.9%
Net Property Income	28,405	32,473	-12.5%
Net Income <sup>1</sup>	18,205	22,113	-17.7%
Distributable Income <sup>3</sup>	18,205	22,113	-17.7%
EPU <sup>2</sup>	1.70 sen	2.06 sen	-17.7%
Distributable Income Per Unit	1.70 sen	2.06 sen	-17.7%

- 1 Net Income refers to realised income after taxation (exclude gain from re-measurement of derivatives and revaluation surplus)
- 2 EPU refers to Realised Earnings Per Unit
- 3 Distributable Income refers to realised income after taxation adjusted for any Manager's management fee payable in units and income previously not distributed



# SENTRAL RECORDS YTD 2022 REALISED NET INCOME OF RM57.0 MILLION

(RM'000)	(Unaudited) YTD 2022	(Unaudited) YTD 2021	Variance
Realised Revenue	112,301	120,029	-6.4%
Net Property Income	86,851	92,922	-6.5%
Net Income <sup>1</sup>	57,015	65,451*	-12.9%
Distributable Income <sup>3</sup>	57,015	65,451*	-12.9%
EPU <sup>2</sup>	5.32 sen	6.11 sen*	-12.9%
Distributable Income Per Unit	5.32 sen	6.11 sen*	-12.9%

- 1 Net Income refers to realised income after taxation (exclude gain from re-measurement of derivatives and revaluation surplus)
  - 2 EPU refers to Realised Earnings Per Unit
  - 3 Distributable Income refers to realised income after taxation adjusted for any Manager's management fee payable in units and income previously not distributed
- \* Includes the gains on divestment of Quill Building 5 of RM3.75 million



# TOTAL ASSETS OF RM2.15 BILLION

## NAV PER UNIT OF RM1.1920

	Audited as at 31 Dec 2021 (RM'000)	Unaudited as at 31 Mar 2022 (RM'000)	Unaudited as at 30 Jun 2022 (RM'000)	Unaudited as at 30 Sept 2022 (RM'000)
Non-Current Assets	2,081,223	2,081,455	2,081,945	2,083,068
Current Assets	99,153	68,733	90,710	68,179
<b>Total Assets</b>	<b>2,180,376</b>	<b>2,150,188</b>	<b>2,172,655</b>	<b>2,151,247</b>
Current Liabilities	161,895	25,732	27,890	22,340
Non-Current Liabilities	700,615	828,888	830,746	833,123
Net Assets before Distribution	1,317,866	1,295,568	1,314,019	1,295,784
Distribution	(42,657)	(20,360)*	(36,441)	(18,205)*
Net Assets after Distribution	1,275,209	1,275,208	1,277,578	1,277,579
No of Units	1,071,783	1,071,783	1,071,783	1,071,783
<b>NAV per Unit (RM)</b>	<b>1.1898</b>	<b>1.1898</b>	<b>1.1920</b>	<b>1.1920</b>

\* Assuming 100% of realised net income is provided for income distribution

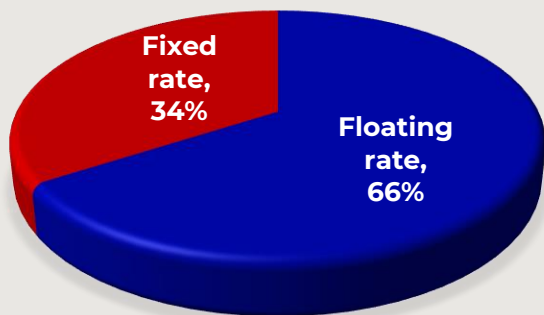




# PRUDENT AND DISCIPLINED CAPITAL MANAGEMENT

- ✓ Completed all refinancing due in 2022
- ✓ Stable financial indicators

## Fixed and Floating Rate Composition



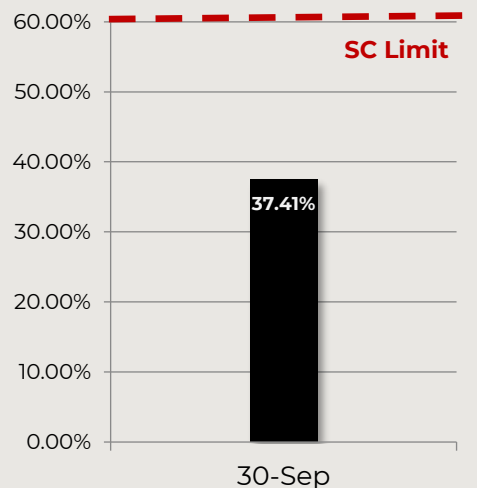
Total Debt: RM804.73 mil  
(2Q 2022: RM804.83 mil )

## Interest Coverage

**3.75<sub>x</sub>**  
**Decrease**  
(2Q 2022: 3.87x)

## Gearing Ratio

### Gearing Ratio



Below SC limit of 60%  
**Increase**  
(2Q 2022 : 37.04%)

## Average Cost of Debt

**3.48%** pa

**Increase**  
(2Q 2022: 3.41% pa)

## Average Debt to Maturity

**3.55** years

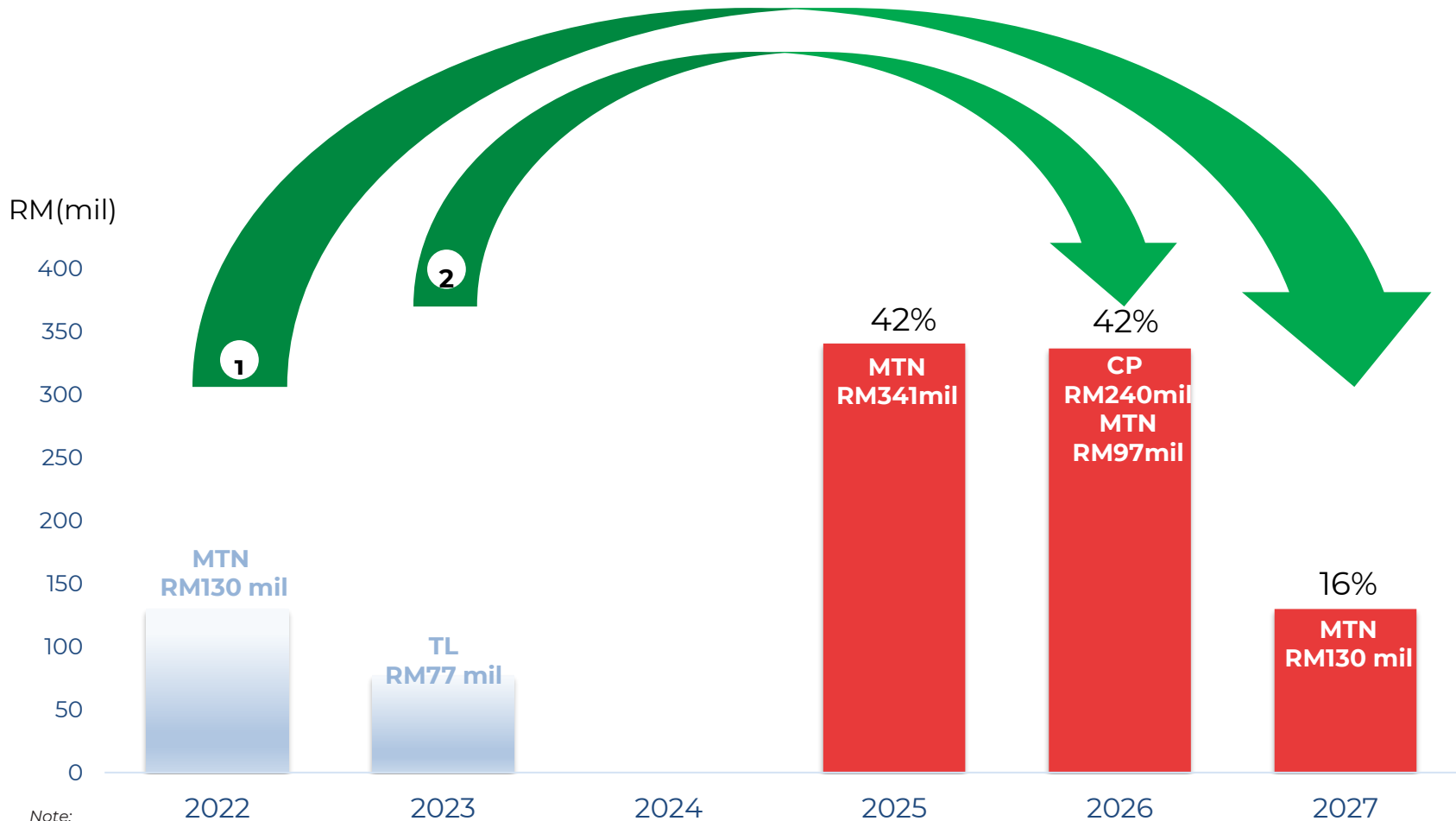
**Decrease**  
(2Q 2022 3.80 years)





# HEALTHY DEBT MATURITY PROFILE OF 3.55 YEARS

1. Timely Completion of Refinancing of Debt Due in March 2022
2. Early Refinancing of RM77 mil TL



Note:

1. MTN - Medium Term Notes

2. CP - Commercial Papers

3. TL - Term Loan

# Portfolio Update as at 30 Sept 2022



Quill Building 3 - BMW





# PORTFOLIO OF QUALITY ASSETS – 30 SEPT 2022



**Quill Building 1**  
- DHL 1<sup>(b)</sup>



**Quill Building 4**  
- DHL 2<sup>(b)</sup>



**Menara Shell** <sup>(a)</sup>

**Portfolio  
Occupancy  
Rate:  
73%**

**Total NLA:  
2.11 mil sq ft**  
\*Excluding car park  
area



**Quill Building 3**  
- BMW<sup>(a)</sup>



**Quill Building 2** <sup>(a)</sup>

**Weighted  
Average  
Term to  
Expiry:  
3.50 years**

**Market Value  
of  
9 Properties:  
RM2.081 bil**



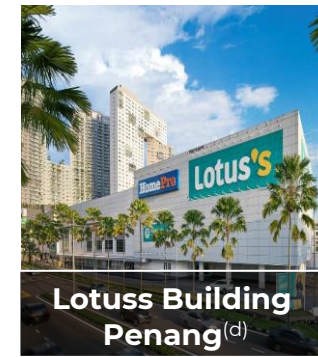
**Part of Plaza  
Mon't Kiara** <sup>(d)</sup>



**Wisma  
TechnipFMC** <sup>(b)</sup>



**Platinum Sentral**  
- KL Sentral <sup>(c)</sup>



**Lotuss Building  
Penang** <sup>(d)</sup>

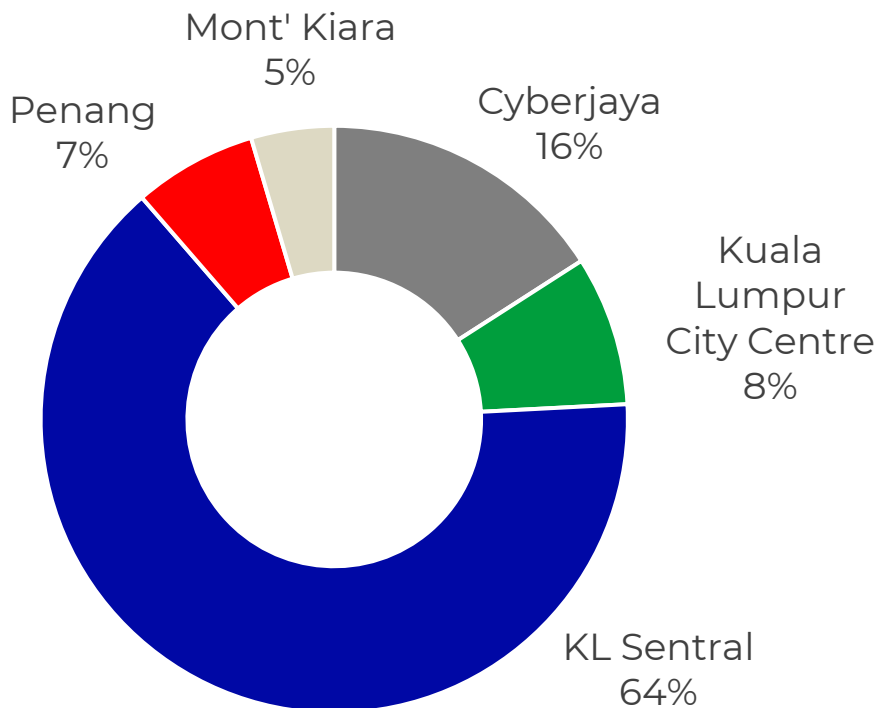
The Properties were valued by the following independent firm of professional valuers registered with the Board of Valuers, Appraisers, Estate Agents and Property Managers namely:

- a) Nawawi Tie Leung Property Consultants Sdn. Bhd
- b) CH Williams Talhar & Wong Sdn. Bhd
- c) Knight Frank Malaysia Sdn. Bhd
- d) IVPS Property Consultant Sdn. Bhd



# GEOGRAPHICAL DIVERSIFICATION

By Valuation



<b>Klang Valley</b>	<b>77%</b>
<b>Cyberjaya</b>	<b>16%</b>
<b>Penang</b>	<b>7%</b>

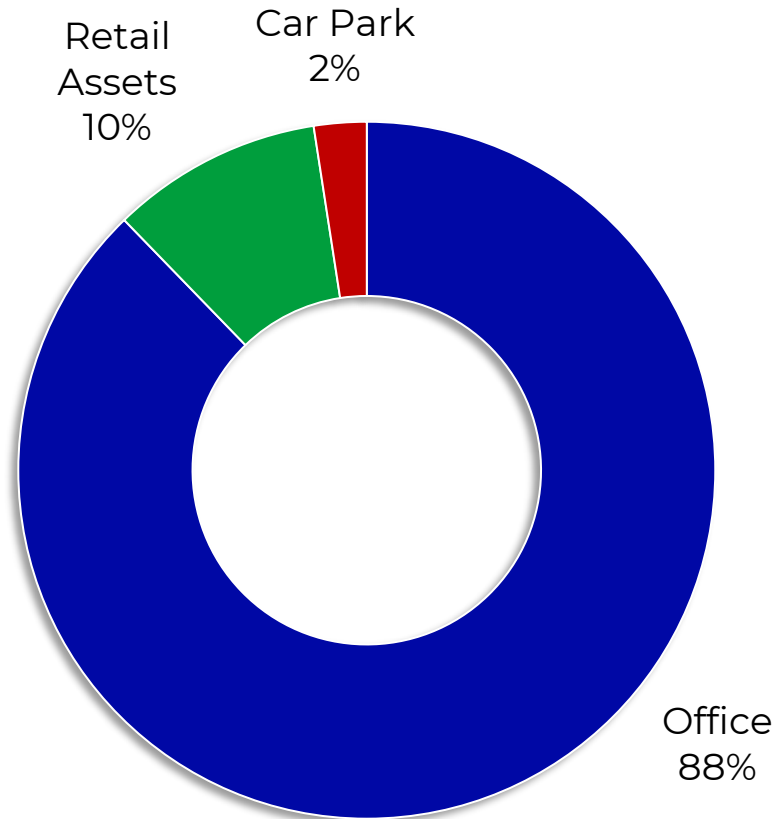
Notes:

- (1) Klang Valley refers to Kuala Lumpur and Selangor State excluding Kuala Selangor, Sepang and Sabak Bernam.
- (2) The Properties were valued by Nawawi Tie Leung Property Consultants Sdn Bhd, CH Williams Talhar & Wong Sdn Bhd, Knight Frank Malaysia Sdn Bhd and IVPS Property Consultant Sdn Bhd, independent firm of professional valuers registered with the Board of Valuers, Appraisers, Estate Agents and Property Managers.





# DIVERSIFIED SEGMENTAL CONTRIBUTIONS



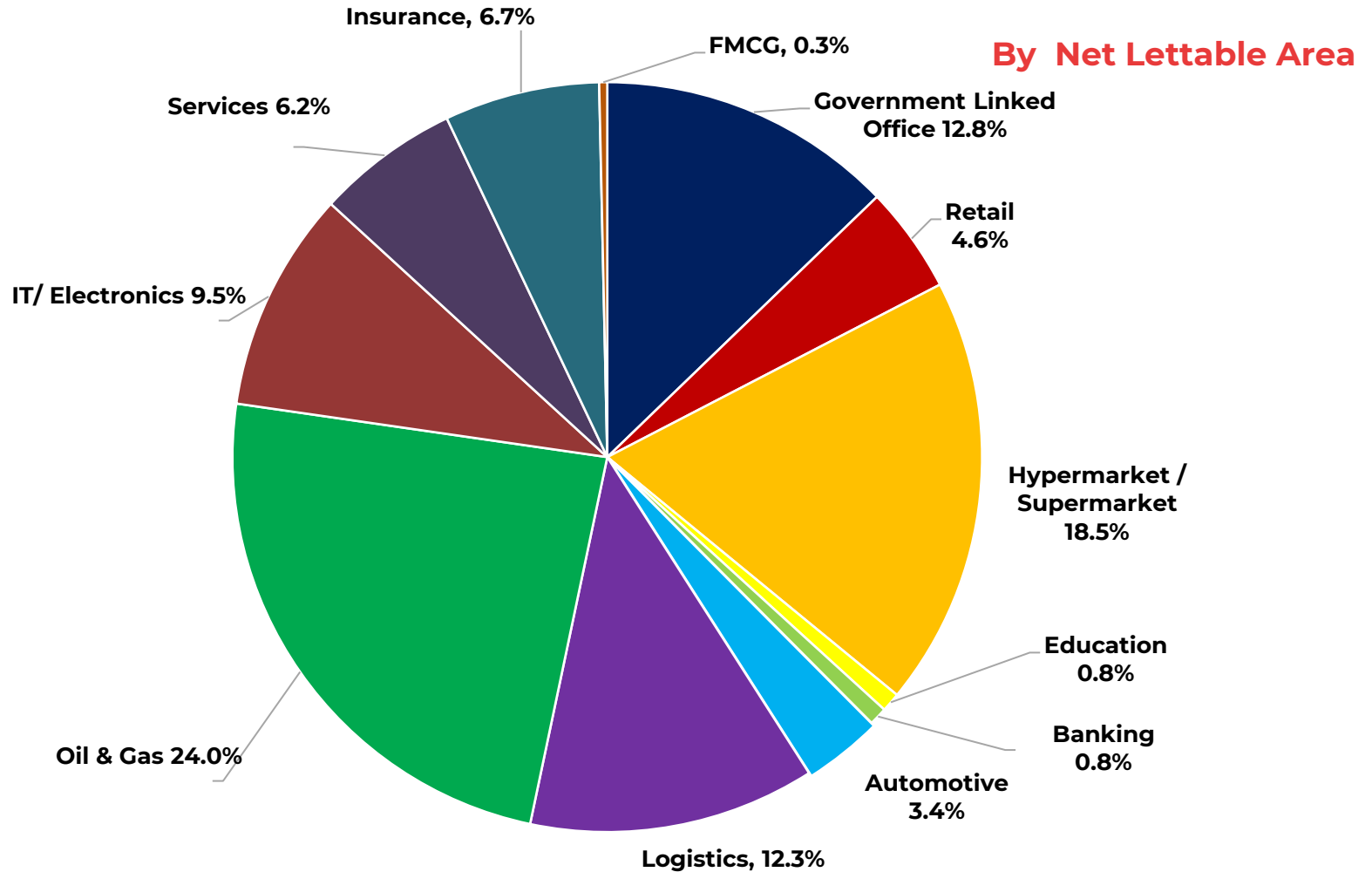
**By Valuation**

- Notes:
- (1) Office comprises Quill Buildings, Platinum Sentral, Wisma Technip and Menara Shell
  - (2) Retail refers to retail portion of Plaza Mont' Kiara & Lotuss Building Penang
  - (3) Car Park refers to car parking bays in Plaza Mont' Kiara
  - (4) The Properties were valued by Nawawi Tie Leung Property Consultants Sdn Bhd, CH Williams Talhar & Wong Sdn Bhd, Knight Frank Malaysia Sdn Bhd and IVPS Property Consultant Sdn Bhd, independent firm of professional valuers registered with the Board of Valuers, Appraisers, Estate Agents and Property Managers.



# TENANT MIX

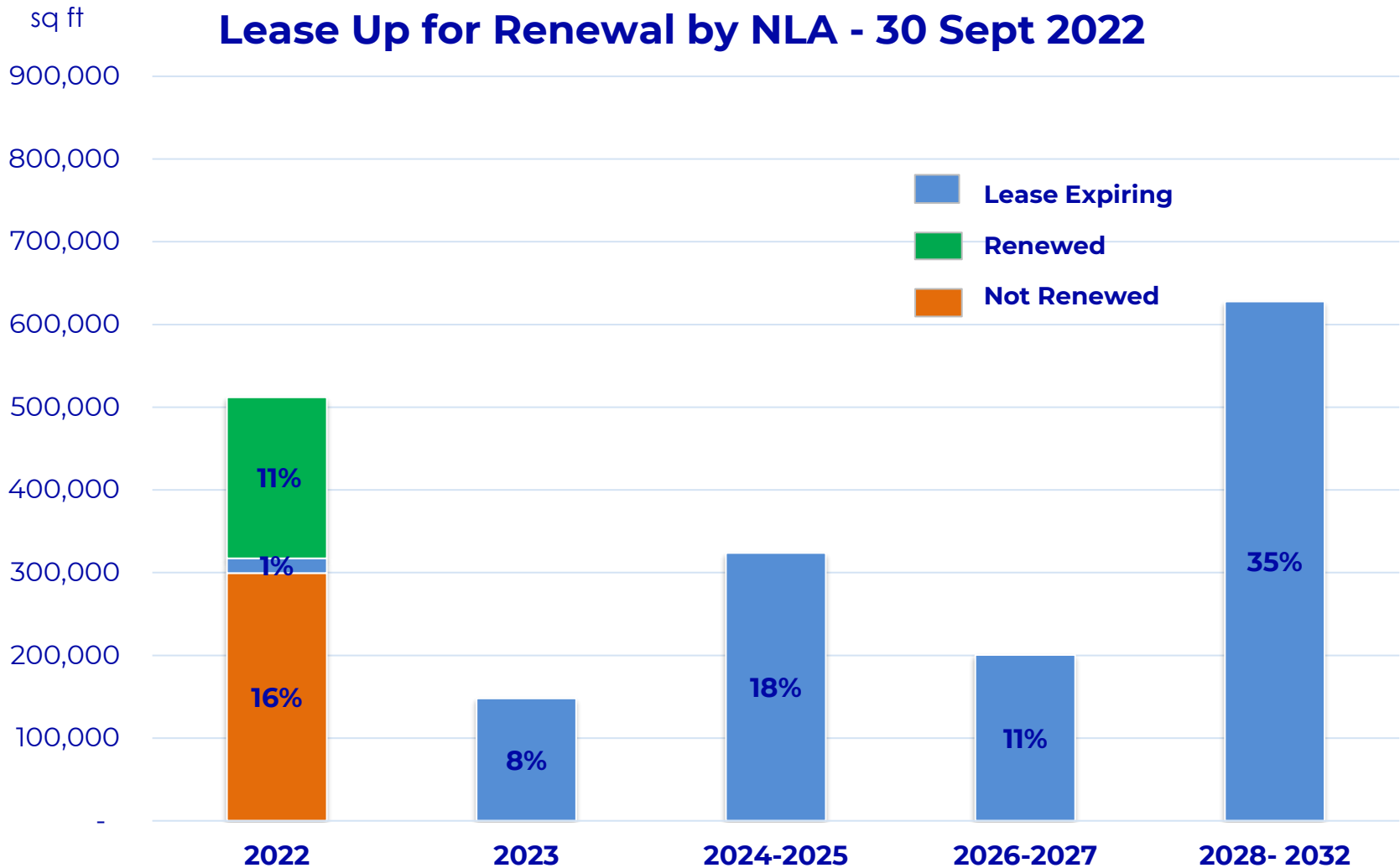
## Well Balanced Tenancy Mix





# LEASE EXPIRY PROFILE

## - 28% of Committed NLA Due in 2022



*% of net lettable area that are due for renewal*  
 Sentral REIT Presentation \*November 2022\*

# Conclusion







# 3Q 2022 IN SUMMARY

## **SENTRAL Achieves 3Q 2022 and YTD 2022 Realised Net Income of RM18.2 Million and RM57.0 Million Respectively**

- Achieved YTD 2022 Realised EPU of 5.32 sen, a 12.9% decrease from the Realised EPU of 6.11 sen (inclusive of the gain on divestment of Quill Building 5) recorded in YTD 2021.
- Up to 3Q 2022, approximately 494,000 sq. ft. of NLA due for renewal. Achieved 40% renewal rate for leases due up to 3Q 2022.
- Sentral REIT's portfolio occupancy rate as at 30 September 2022 was 73%.

## **Year 2022 Prospects – Ongoing Strategies**

- Proactive asset management strategies to focus on active marketing and leasing, tenant relations and continuous building improvements.
- Prudent capital management strategies.
- Continue to explore yield accretive acquisition opportunities.
- Managing cash flow and exercising financial discipline.



**SENTRAL  
REIT**



# Thank you

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