



**SENTRAL
REIT**



CORPORATE PRESENTATION

3rd Quarter 2023 Financial Results

9 November 2023



IMPORTANT NOTICE

This presentation is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for units in Sentral REIT. The past performance of Sentral REIT is not necessarily indicative of the future performance of Sentral REIT.

This presentation may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitations) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from similar developments, shifts in expected levels of property rental income and occupancy, changes in operating expenses including employee wages, benefits and training, property expenses and governmental and public policy changes. You are cautioned not to place undue reliance on these forward-looking statements which are based on the manager's current view of future events.

The value of units in Sentral REIT ("Units") and the income derived from them may fall as well as rise. Units are not obligations of, deposits in, or guaranteed by, the manager or any of its affiliates. An investment in Units is subject to investment risks, including the possible loss of the principal amount invested. Investors have no right to request the manager to redeem their Units while the Units are listed. It is intended that unitholders may only deal in their Units through trading on the Main Board of Bursa Malaysia Securities Berhad. Listing of the Units on the Bursa Securities does not guarantee a liquid market for the Units.

The information in this Announcement must not be published outside Malaysia.



CONTENTS

Slide No.

- Financial Results 4
- Portfolio Update 10
- Conclusion 16



Financial Results

- 3Q 2023



SENTRAL RECORDS STABLE 3Q 2023 REALISED NET INCOME OF RM18.2 MILLION

(RM'000)	(Unaudited) 3Q 2023	(Unaudited) 3Q 2022	Variance
Realised Revenue	40,173	35,949	11.7%
Net Property Income	30,124	28,405	6.1%
Net Income ¹	18,199	18,205	_*
Distributable Income ³	18,199	18,205	_*
EPU ²	1.70 sen	1.70 sen	_*
Distributable Income Per Unit	1.70 sen	1.70 sen	_*

- 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
- * Negligible



SENTRAL RECORDS YTD 2023 REALISED NET INCOME OF RM53.4 MILLION

(RM'000)	(Unaudited) YTD 2023	(Unaudited) YTD 2022	Variance
Realised Revenue	116,261	112,301	3.5%
Net Property Income	88,609	86,851	2.0%
Net Income ¹	53,496	57,015	-6.2%
Distributable Income ³	53,496	57,015	-6.2%
EPU ²	4.99 sen	5.32 sen	-6.2%
Distributable Income Per Unit	4.99 sen	5.32 sen	-6.2%

- 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 income previously not distributed



TOTAL ASSETS – RM2.13 BILLION

NAV PER UNIT – RM1.1714

	Audited as at 31 Dec 2022 (RM'000)	Unaudited as at 31 Mar 2023 (RM'000)	Unaudited as at 30 Jun 2023 (RM'000)	Unaudited as at 30 Sept 2023 (RM'000)
Non-Current Assets	2,060,737	2,063,720	2,066,229	2,066,549
Current Assets	85,980	60,414	78,016	62,640
Total Assets	2,146,717	2,124,134	2,144,245	2,129,189
Current Liabilities	25,890	24,341	26,322	23,960
Non-Current Liabilities	829,785	827,742	828,240	831,536
Net Assets before Distribution	1,291,042	1,272,051	1,289,683	1,273,693
Distribution	(36,655)	(17,664)*	(34,190)	(18,199)*
Net Assets after Distribution	1,254,387	1,254,387	1,255,493	1,255,764
No of Units	1,071,783	1,071,783	1,071,783	1,071,783
NAV per Unit (RM)	1.1704	1.1704	1.1714	1.1714

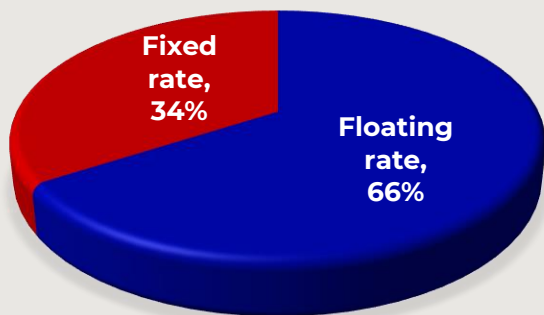
Note:

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

PRUDENT AND DISCIPLINED CAPITAL MANAGEMENT

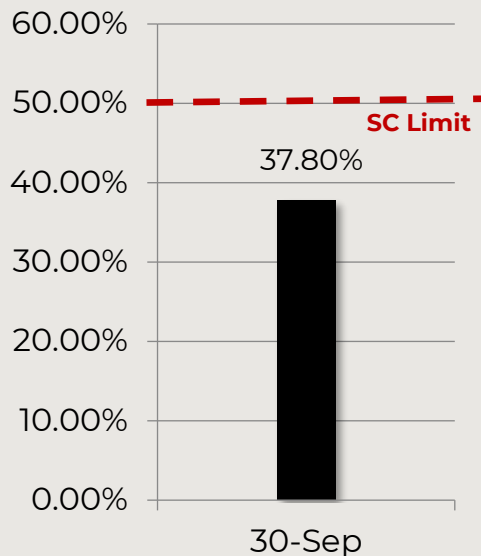
- ✓ No refinancing due in 2023. Next refinancing due in 2025
- ✓ Stable financial indicators

Fixed and Floating Rate Composition



Total Debt: RM804.76 mil
(2Q 2023: RM804.66 mil)

Gearing Ratio



Below SC limit of 50%
Increase
(2Q 2023 : 37.53%)

Average Cost of Debt

4.40% pa

Decrease
(2Q 2023: 4.44% pa)

Average Debt to Maturity

2.55 years

Decrease
(2Q 2023 2.80 years)

Interest Coverage

3.04x

Increase
(2Q 2023: 3.02x)

HEALTHY DEBT MATURITY PROFILE

No Refinancing of Debt Due in 2023

RM(mil)

400
350
300
250
200
150
100
50
0

2023

2024

2025

2026

2027

42%

MTN
RM341mil

42%

CP
RM240mil
MTN
RM97mil

16%

MTN
RM130 mil

Notes:

1. MTN - Medium Term Notes
2. CP - Commercial Papers
3. TL - Term Loan

Portfolio Update as at 30 Sept 2023



Sentral Building 3 - BMW



PORTFOLIO OF QUALITY ASSETS – 30 SEPT 2023



Sentral Building 1
- DHL 1^(a)



Sentral Building 2
- DHL 2^(b)



Menara Shell

**Portfolio
Occupancy
Rate:
86%^(f)**

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



Sentral Building 3
- BMW^(c)



Sentral Building 4^(d)

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

**Market Value
of
9 Properties:
RM2.0607 bil**



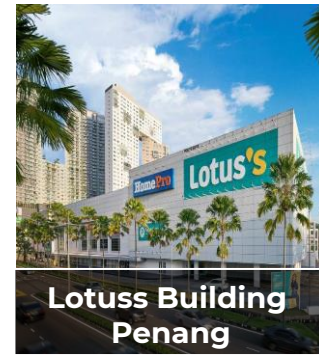
**Part of Plaza
Mont' Kiara**



**Wisma
Sentral Inai^(e)**



Platinum Sentral
- KL Sentral



**Lotuss Building
Penang**

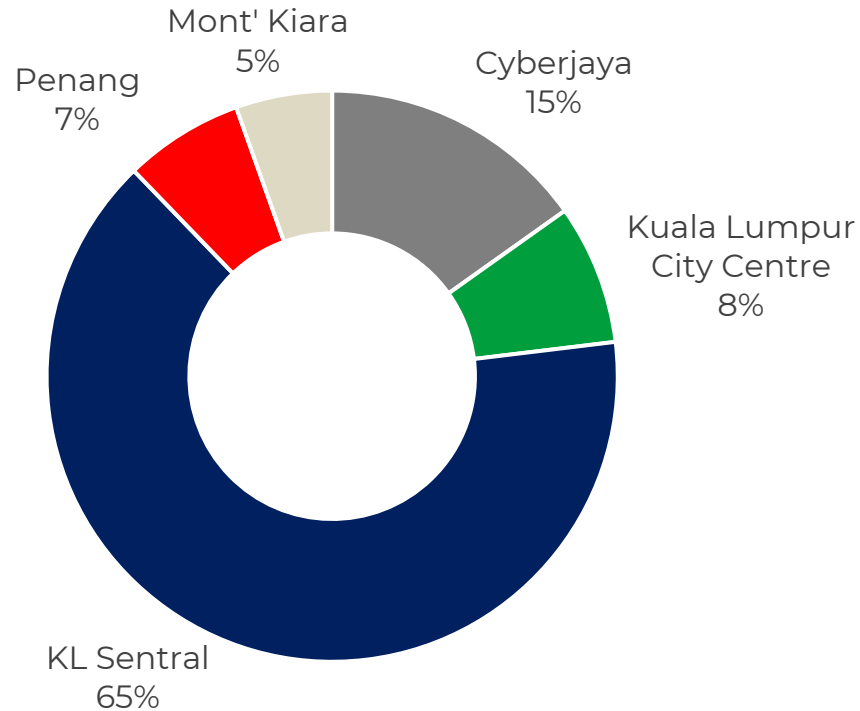
Notes:

- a) Formerly known as Quill Building 1 – DHL 1
- b) Formerly known as Quill Building 4 – DHL 2
- c) Formerly known as Quill Building 3 – BMW
- d) Formerly known as Quill Building 2
- e) Formerly known as Wisma Technip FMC
- f) SENTRAL successfully leased out the entire NLA of Sentral Building 4 effective August 2023. Correspondingly, SENTRAL's portfolio occupancy rate as at 30 September 2023 increased to 86.0% compared to 77% as at 30 June 2023.



GEOGRAPHICAL DIVERSIFICATION

By Valuation



Klang Valley	78%
Cyberjaya	15%
Penang	7%

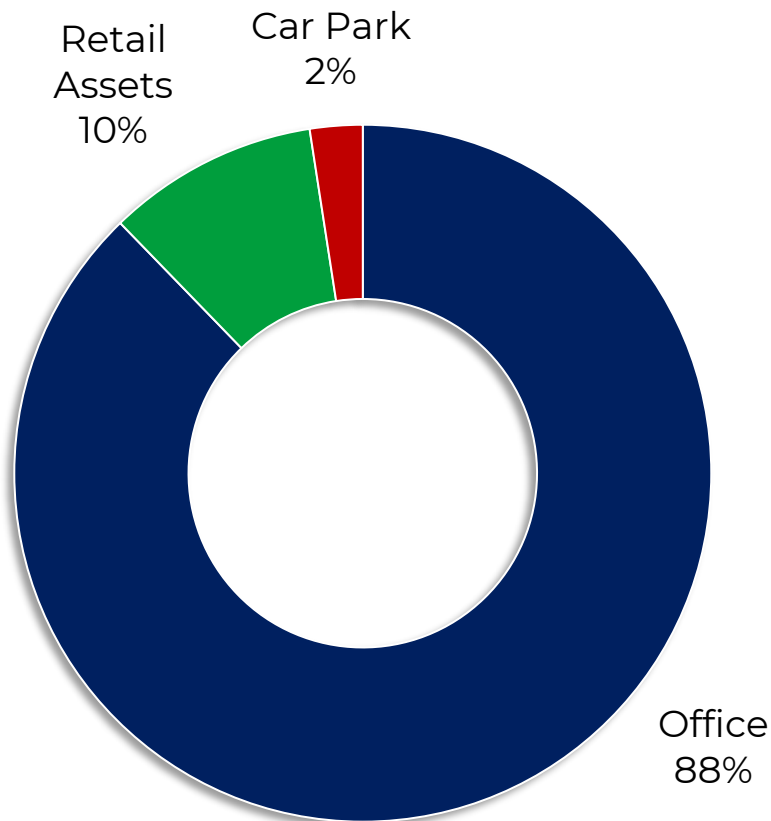
Notes:

- (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:

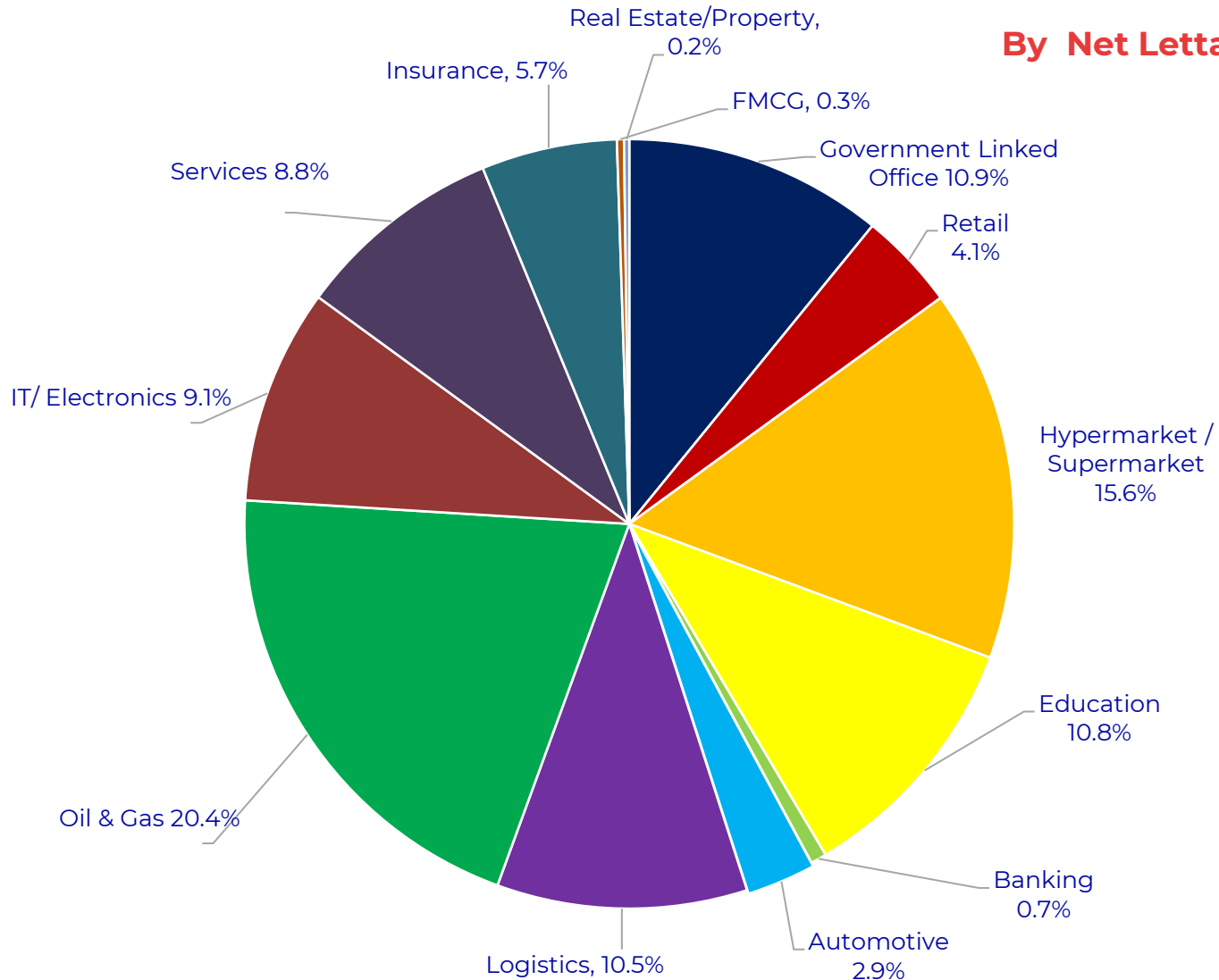
- (1) Office comprises Sentral Buildings in Cyberjaya, Platinum Sentral, Wisma Sentral Inai and Menara Shell
- (2) Retail refers to retail portion of Plaza Mont' Kiara & Lotuss Building Penang
- (3) Car Park refers to car parking bays in Plaza Mont' Kiara
- (4) The Properties were valued by Nawawi Tie 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

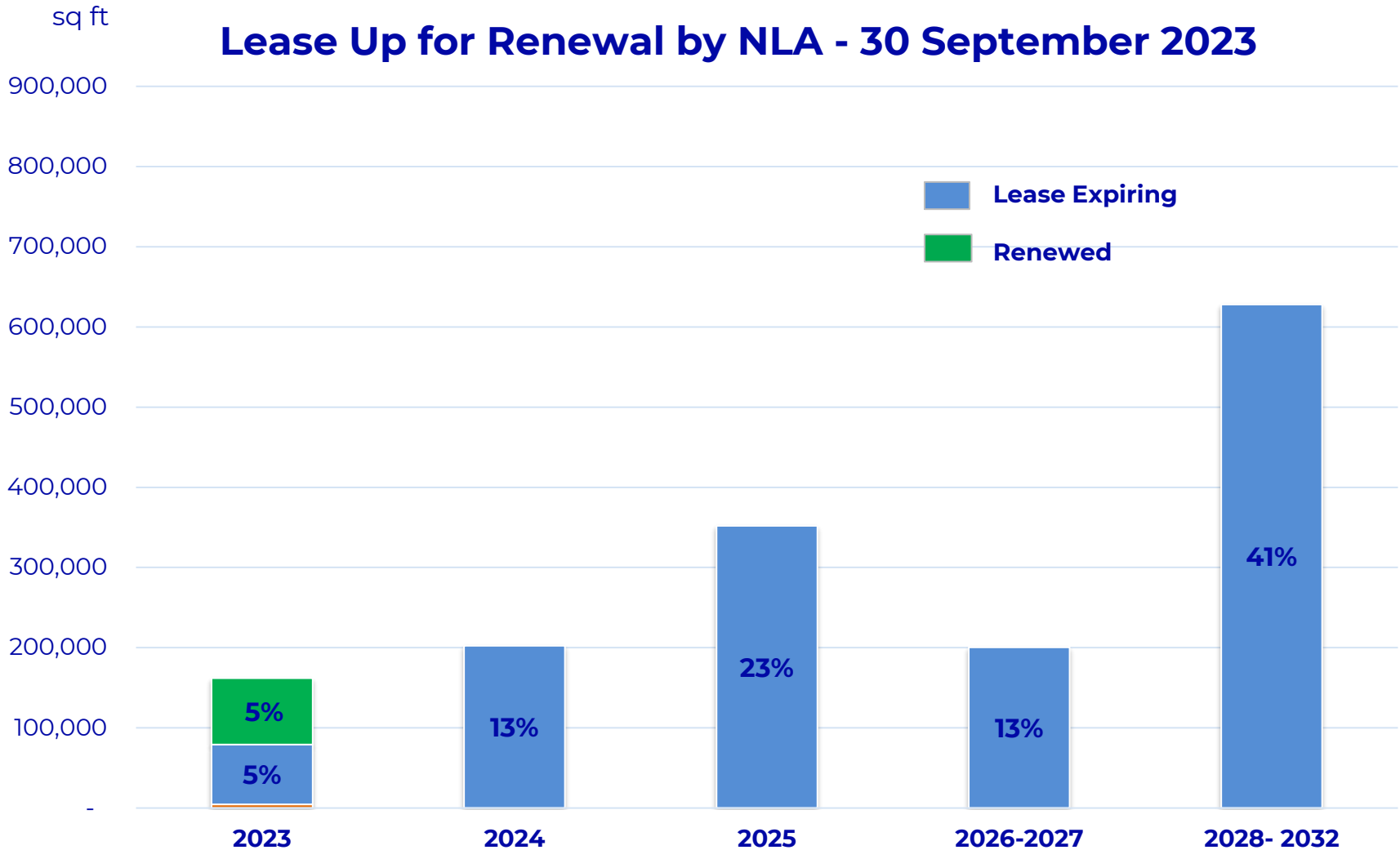
By Net Lettable Area





LEASE EXPIRY PROFILE

- 10% of Committed NLA due in 2023



% of net lettable area that are due for renewal

Conclusion





3Q 2023 IN SUMMARY

3Q 2023: Stable Realised Net Income.

- SENTRAL Achieves 3Q 2023 Realised Net Income of RM18.2 Million

- Achieved 3Q 2023 realised EPU of 1.70 sen, similar to the realised EPU recorded in 3Q 2022 of 1.70 sen, attributed mainly to higher revenue after setting off higher utility expenses and finance cost
- Approximately 162,000 sq. ft. or 10% of its total committed net lettable area (“NLA”) are due for renewal in 2023. Of these NLA, 54% were due in YTD 3Q2023. SENTRAL achieved a renewal rate of 95% for these NLA due in YTD 3Q2023
- SENTRAL successfully leased out the entire NLA of Sentral Building 4 effective August 2023. Correspondingly, SENTRAL’s portfolio occupancy rate as at 30 September 2023 increased to 86% compared to 77% as at 30 June 2023

Year 2023 Prospects – Ongoing Strategies

- Proactive asset management strategies to focus on tenant relations and continuous building improvements
- Prudent capital management strategies
- Active portfolio management through exploring yield accretive acquisitions and divestment opportunities
- Managing cash flow and exercising financial discipline



**SENTRAL
REIT**



Thank you

For enquires, please contact:
Ms. Joyce Loh
(Email: joyce.loh@sentraltreit.com)
(General Line: 603-2786 8080)
(Fax : 603-2780 0098)