## Acquisitions within 5 months after the IPO



Net Lettable Area for 6 properties 799,547 sq. ft

\*Excluding car park area

Wisma Technip

Wisma Technip

Wisma Technip

Wisma Technip

Wisma Technip

Part of Plaza Mont' Kiara

NLA: 73,408 sq ft \*

Purchase Price: RM90 mil
Current Value: RM105 mil

✓ The Sale & Purchase Agreements for the acquisitions of both Wisma Technip and part of Plaza Mont' Kiara were entered into on 8 June 2007.

Note: The current market value of the respective buildings was valued by CH Williams Talhar & Wong on 1 December 2007.

## **Acquisitions in 1Q 2008**



Quill Building 5 – IBM

Acquisition was completed

on 14 March 08

Quill Building 8 – DHL (XPJ)

Acquisition was completed

on 25 March 08

Quill Building 10 – HSBC (Section 13)

Acquisition was completed







NLA : 80,000 sq ft Valuation Price : RM43 mil

**Purchase Price: RM43 mil** 

NLA : 65,205 sq ft Valuation Price: RM28.8 mil

Purchase Price: RM28.8 mil

NLA : 58,428 sq ft Valuation Price : RM22.74 mil Purchase Price : RM22.74 mil

Area for 9 Properties 1,003,180 sq ft

\*Excluding car park area

Note: The current market value of the respective buildings was valued by CH Williams Talhar & Wong on 7 January 2008.

# Acquisition of TESCO Building, Jelutong in 2Q 2008



#### **TESCO Building, Jelutong**



Lease Area : 275,020 sq. ft

Valuation Price : RM132.5 mil

Purchase Price : RM132.0 mil

Net Lettable Area
for 10 Properties
1,278,200 sq ft
\*Excluding car park area

The Proposed Acquisition of TESCO Building, Jelutong is expected to be completed by 4Q of 2008.

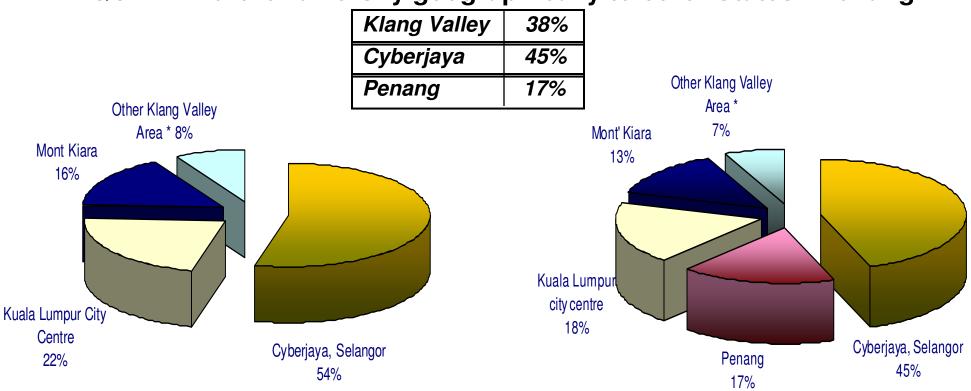
# **Further Geographical Diversification**



As at 30 September 2008

**Post- Acquisition of TESCO Building Jelutong** 

#### QCT will further diversify geographically to other States - Penang



Notes: (1) Other Klang Valley Area refers to Klang Valley generally excluding KLCC and Mont' Kiara

- (2) As at 31 December 2007, the real estate portfolio comprises 4 properties injected during the IPO, part of Plaza Mont' Kiara and Wisma Technip. The current market value of all 6 properties was valued by C H Williams Talhar & Wong on 1 December 2007
- (3) The 3 new properties acquired in March 2008 were valued at RM94.5 million by CH Williams Talhar & Wong on 7 January 2008
- (4) TESCO Building, Jelutong was valued at RM132.5 million by CH Williams Talhar & Wong on 9 May 2008

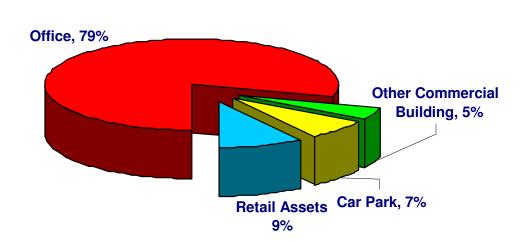
# **Segmental Contributions**

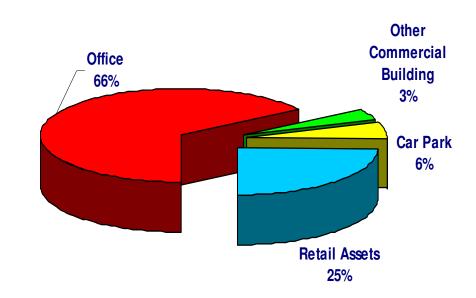


By Valuation

30 September 2008

Post Acquisition of TESCO Building Jelutong





Notes: (1) Office comprises Quill Buildings (excluding Quill Building 8-DHL (XPJ) at Glenmarie, Shah Alam) and Wisma Technip

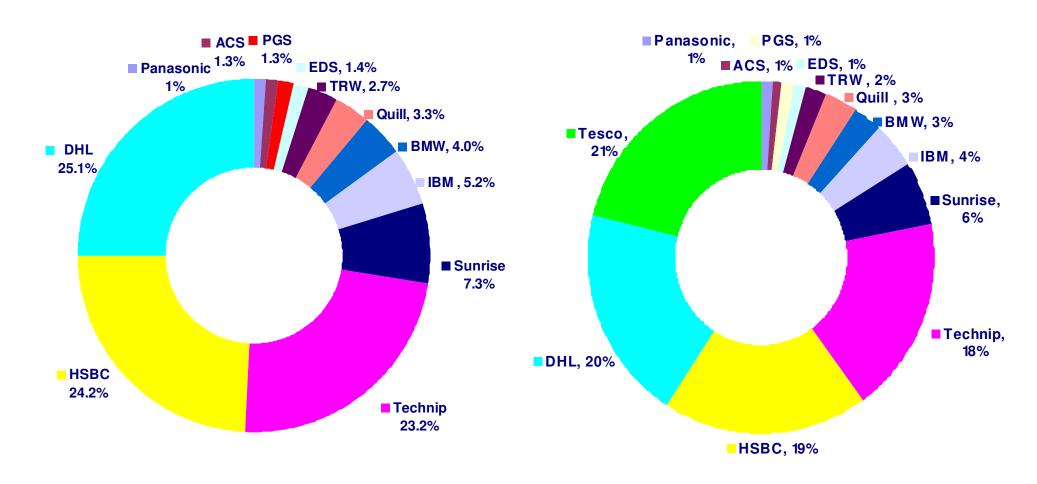
- (2) Retail Assets refers to retail portion of Plaza Mont' Kiara (& Tesco Building Jelutong upon completion of the acquisition)
- (3) Car Park refers to car parking bays in Plaza Mont' Kiara
- (4) Other commercial building refers to Quill- Building 8- DHL (XPJ) at Glenmarie, Shah Alam

# **Blue-Chip Tenants**



#### 30 Sept 2008 - Tenants from 9 Properties

#### **Post-Acquisition of TESCO Building, Jelutong**



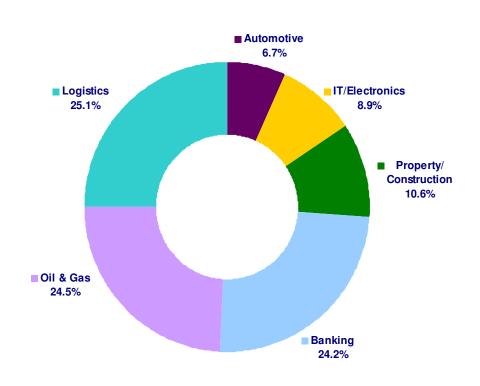
Note: The above tenancy mix is calculated based on NLA

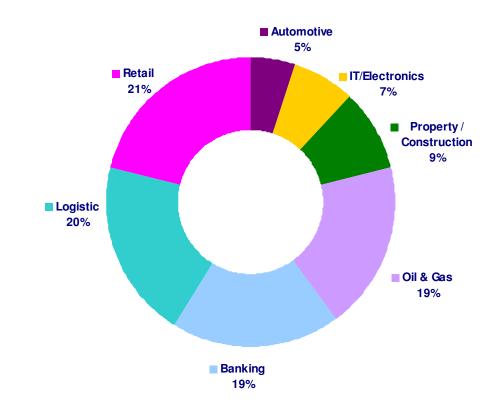
# **A Well Balanced Tenancy Mix**



#### 30 Sept 2008 - Tenants from 9 Properties

#### **Post-Acquisition of TESCO Building, Jelutong**





Note: The above tenancy mix is calculated based on NLA



### **KL Office Market Outlook**



#### Sustainable economic growth

➤ The Budget 2009:- Malaysia economy is projected to grow by 5.4%.

#### KL office market remained resilience

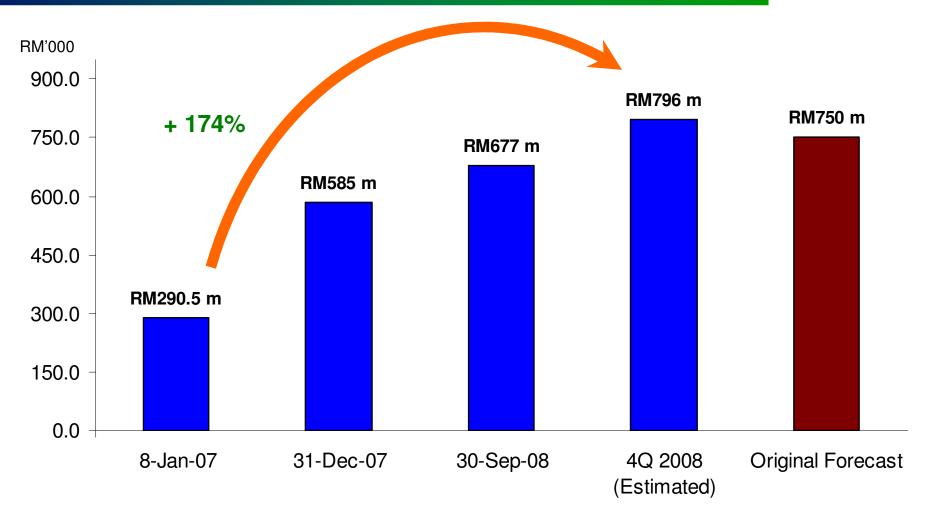
City & Country, The Edge dated 15 September 2008 and The Malaysian Quarterly, Jones Lang Wootton (2nd Quarter 2008)

- ➤ The office market remained stable in 2Q 2008. The average rental rate grew marginally by 1.2% to RM5.17 from RM4.88 in 1Q 2008. Due to the tight supply of office space in Kuala Lumpur, the average occupancy rate remained at 93%. However, cautious market sentiment is expected to slow down leasing activity and development pipeline in 2H 2008.
- ➤ Rent rates for office space in the Klang Valley are continuing to creep up due to tight supply of prime office, especially in the Golden Triangle areas. Rental for office space in the Klang Valley is expected to increase by 10% to 15% from 2007. The rise is lower than anticipated due to recent events in the country and region, such as rising costs and political uncertainties.

# QCT's Strategy

# 2008 Target Asset Size





25

# **Acquisition Growth**



Active implementation of acquisition strategies as stated in QCT's prospectus since listing...

Pipeline of commercial properties from Quill's and CapitaLand's existing portfolio in Malaysia

✓ New HSBC HQ ('10\*)

✓ KL Sentral Lot J ('11\*)





Future vehicles or property funds created by Quill or CapitaLand in Malaysia

USD 270M (approx RM1B)
Malaysia Commercial
Development Fund

Third party commercial properties

<sup>\*</sup> Projected injection and/or development completion dates

# **In Summary**



#### **3Q 2008: Positive Quarter**

- ➤ Profit After Taxation surged 39.5% as compared to preceding year corresponding quarter
- ➤ EPU growth of 5.4% as compared to preceding year corresponding quarter

#### **Year 2008 Prospect - Moving Forward**

- >Continue to be driven by stable income stream from existing tenants
- >Active asset management and capital management





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# **Thank You**