



## General Announcement

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<b>Company Information</b>	
Main Market Company	
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Submitting Investment Bank/Advisor (if applicable)	
Submitting Secretarial Firm (if applicable)	
* Company name	QUILL CAPITA TRUST
* Stock name	QCAPITA
* Stock code	5123
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Type \*

Announcement

Subject \*:

Corporate Presentation Slides dated 21 January 2010

**Note:** If the announcement is a long announcement, please summarize the announcement in the contents and enter the details of the announcement in the Announcement Details or attached the full details of the announcement as attachment.

**Contents \*:-**

*(This field is to be used for the summary of the announcement)*

Corporate Presentation Slides dated 21 January 2010 are enclosed for reference.

**Announcement Details :-**

*(This field is for the details of the announcement, if applicable)*

**Attachment(s):-** (please attach the attachments here)

[Corporate Presentation\\_4Q 2009 Results-For Bursa.pdf](#)

**Tables Section - This section is to be used to create and insert tables. Please make the appropriate reference to the table(s) in the Contents of the Announcement:**

## 4th QUARTER 2009 FINANCIAL RESULTS



**21 January 2010**

# Contents

- **2009 Achievements at a Glance**
- **Financial Highlights - FY 2009**
- **Portfolio Update**
  - **KLCA & Cyberjaya Office Market Outlook & Penang Retail Market Outlook**
- **QCT's Strategy**

# Important Notice

*This Presentation shall be read in conjunction with the QCT Group Forecast & Projections Statement announced on 21 April 2008 and all such other relevant announcements released by QCT to the Bursa Malaysia Securities Berhad.*

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

*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 QCT (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.*

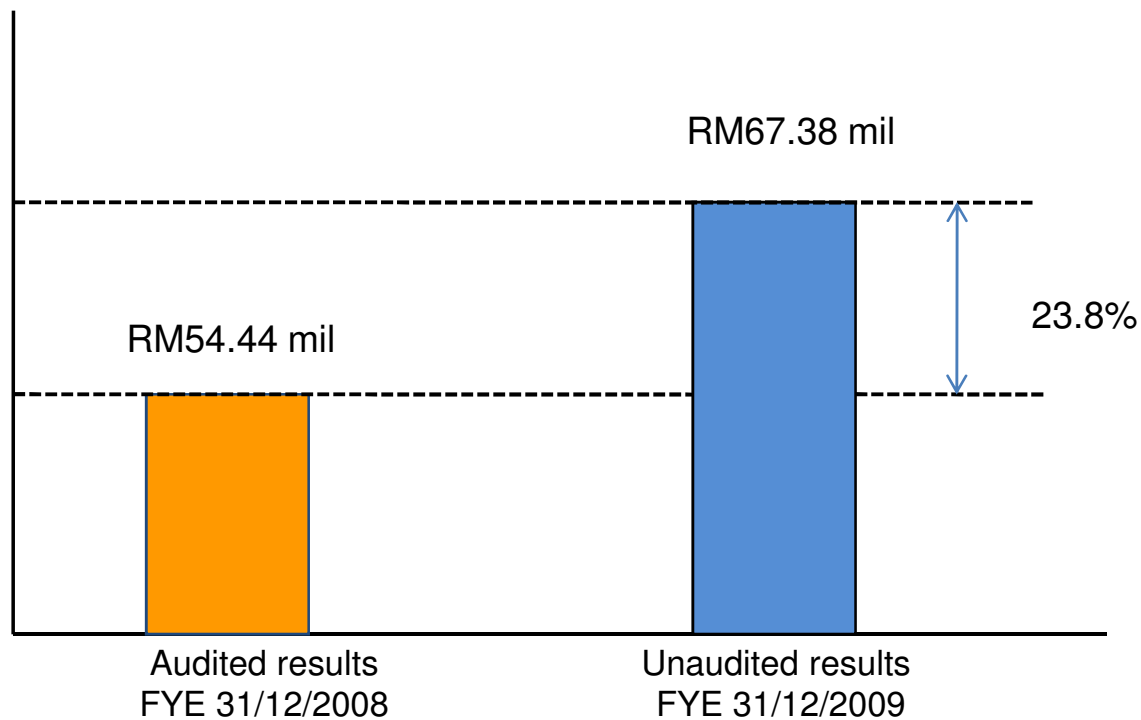
*The information in this Announcement must not be published outside Malaysia.*

# 2009 Financial at a Glance



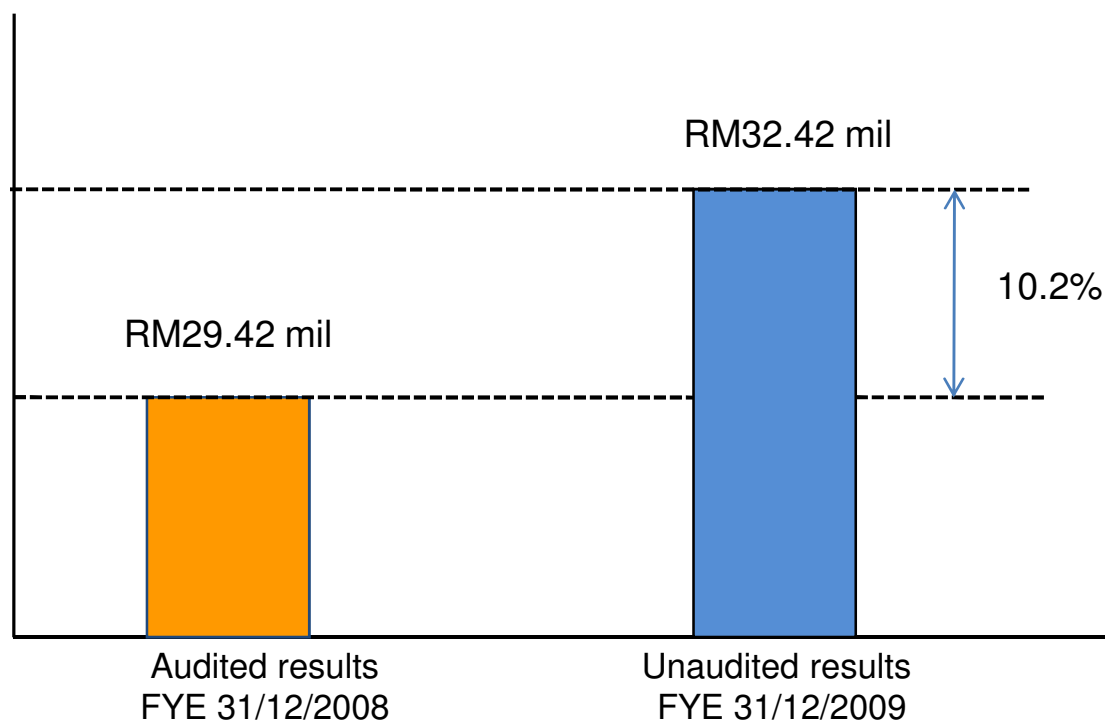
## 2009 Achievements - at a glance

- ✓ YoY Gross Revenue increased by 23.8%



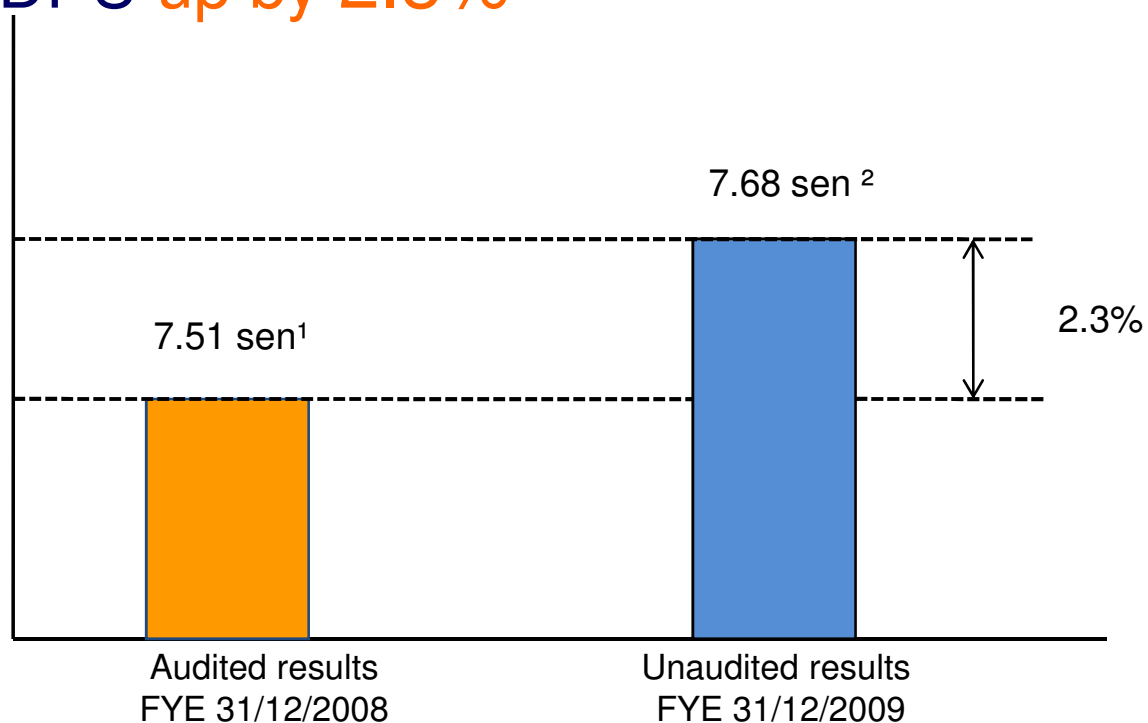
## 2009 Achievements - at a glance

- ✓ YoY Income After Taxation (excluding revaluation surplus) increased by 10.2%



# 2009 Achievements - at a glance

✓ YoY DPU up by 2.3%



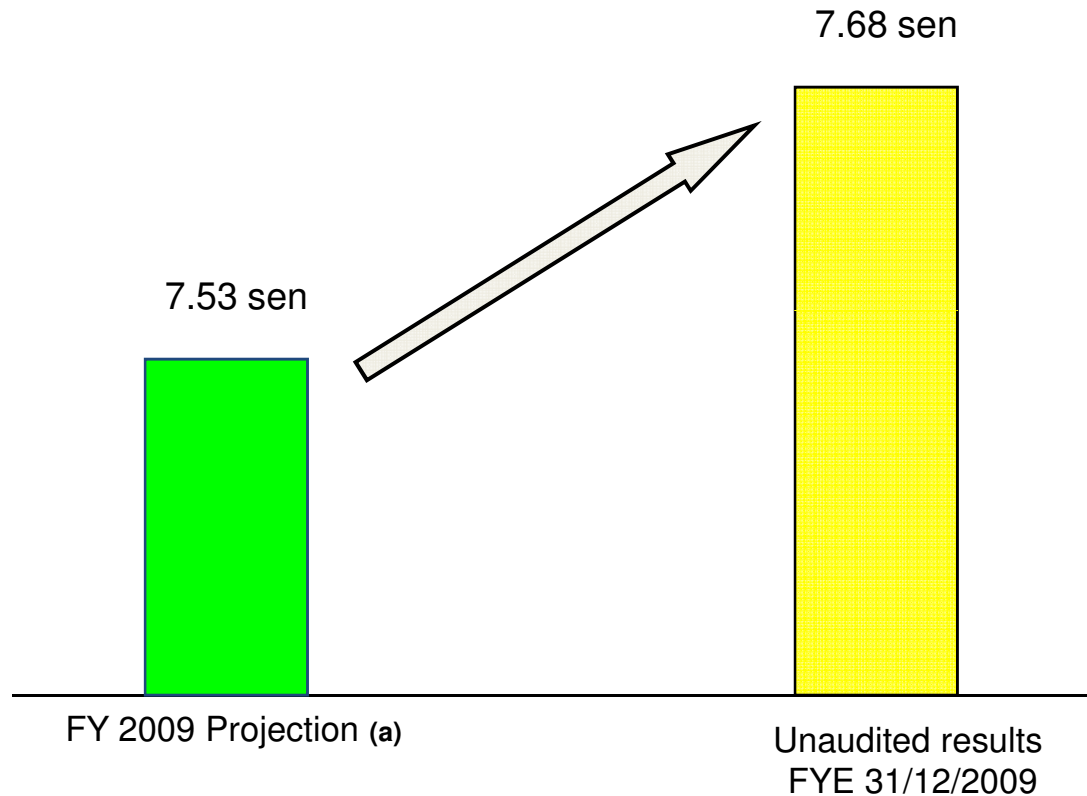
<sup>1</sup> DPU of 7.51 sen is 99.6 % of EPU of 7.54 sen for FY 08.

<sup>2</sup> DPU of 7.68 sen is 92.4 % of EPU of 8.31 sen for FY 09.



# 2009 Achievements - at a glance

- ✓ DPU exceeded FY 2009 Projection by 2.0%



(a) FY 2009 Projection refers to QCT's projected DPU for FY 2009 announced on 21 April 2008

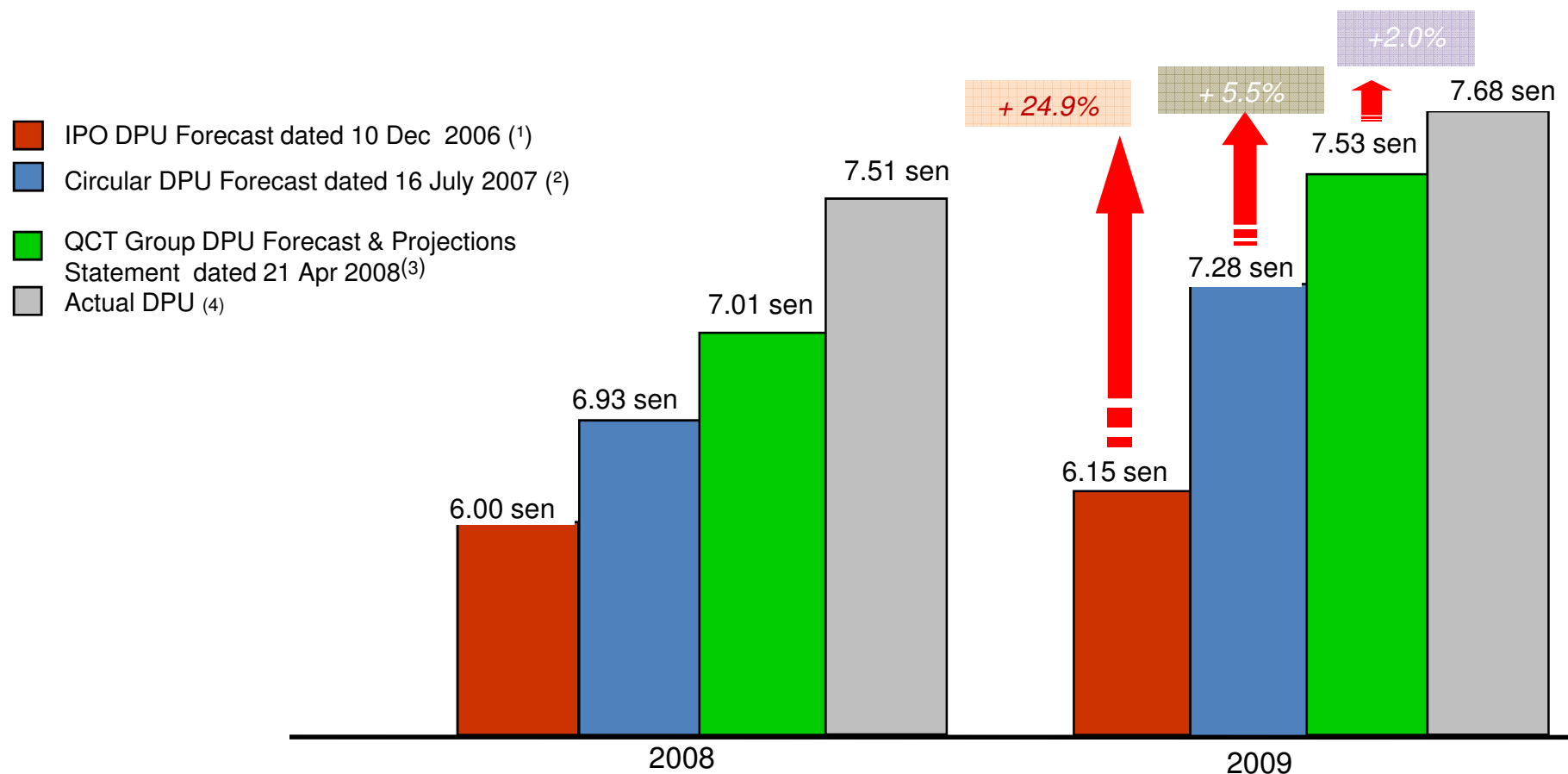
## DPU - Actual FY 2009 vs Projection FY 2009 & FY 2008

	Actual (Unaudited) FY 2009 (sen)	Projection FY 2009 <sup>(a)</sup> (sen)	Actual (Audited) FY 2008
<b>DPU</b>	<b>7.68</b> <sup>(b)</sup>	<b>7.53</b>	<b>7.51</b>
<b>Variance</b>		<b>+2.0%</b>	<b>+2.3%</b>

a) Projection FY2009 refers to QCT's projected DPU for FY 2009 announced on 21 April 2008

b) An interim DPU of 3.78 sen being distributable income for the period 1 January 2009 to 30 June 2009 was paid on 28 August 2009 and final DPU of 3.90 sen being distributable income for the period 1 July 2009 to 31 December 2009 will be payable on or about 25 February 2010.

# QCT Group DPU Forecast & Projection Statement Dated 21 April 2008



**Important Notice :** Please read the above in conjunction with the principal bases and assumptions in the QCT Group Forecast and Projections Statement announced on 21 April 2008

1) The IPO DPU Forecast refers to the DPU forecast in the IPO Prospectus dated 10 Dec 2006

2) The Circular DPU Forecast refers to the DPU forecast in the Circular dated 16 July 2007

3) QCT Group DPU Forecast & Projections Statement includes Quill Building 1-DHL1, Quill Building 2-HSBC, Quill Building 3-BMW, Quill Building 4-DHL2, part of Plaza Mont' Kiara, Wisma Technip, Quill Building 5 -IBM, Quill Building 8-DHL (XPJ) & Quill Building 10-HSBC (Section 13) and has been verified by an external auditor

4) Actual DPU refers to the Total Distribution for the financial year ended 31 Dec 2008 & 31 Dec 2009

# FINANCIAL HIGHLIGHTS – FY 2009



# Summary of Profit & Loss

(RM'000)	(Unaudited) 4Q 2009	(Unaudited) Full Year ended 31 December 2009
<b>Total Gross Revenue</b>	<b>16,986</b>	<b>67,380</b>
Total Operating Expenses	(3,726)	(15,342)
<b>Net Property Income</b>	<b>13,260</b>	<b>52,038</b>
Interest Income	90	396
<b>Net Investment Income</b>	<b>13,350</b>	<b>52,434</b>
Interest and Other Expenses	(4,465)	(20,015)
Income Before Taxation & Revaluation	8,884	32,419
Surplus on Revaluation	692	692
Income Before Taxation	9,576	33,110
Taxation	(0)	(3)
<b>Income After Taxation</b>	<b>9,576</b>	<b>33,107</b>

# FY 2009 EPU Up 10.2% Year-on-Year

(RM'000)	(Audited) FY 2008	(Unaudited) FY 2009	Variance
<b>Gross Revenue</b>	54,443	67,380	+23.8%
<b>NPI<sup>1</sup></b>	42,387	52,038	+22.8 %
<b>Total Income for Distributions<sup>2</sup></b>	29,416	32,415	+10.2 %
<b>EPU<sup>3</sup></b>	7.54 sen	8.31 sen	+10.2 %
<b>DPU<sup>4</sup></b>	7.51 sen	7.68sen	+2.3 %

<sup>1</sup> NPI refers to Net Property Income

<sup>2</sup> Total Income for Distributions refers to realised income after taxation (exclude revaluation surplus)

<sup>3</sup> EPU refers to Earning Per Unit

<sup>4</sup> DPU refers to Distribution Per Unit

# FY2009 EPU 10.2% above FY 2009 Projection

(RM'000)	FY 2009 Projection <sup>(5)</sup>	(Unaudited) FY 2009	Variance
<b>Gross Revenue</b>	53,841	67,380	+25.1%
<b>NPI<sup>1</sup></b>	42,754	52,038	+21.7 %
<b>Total Income for Distributions<sup>2</sup></b>	29,379	32,415	+10.3 %
<b>EPU<sup>3</sup></b>	7.53 sen	8.31 sen	+10.3 %
<b>DPU<sup>4</sup></b>	7.53 sen	7.68sen	+2.0 %

<sup>1</sup> NPI refers to Net Property Income

<sup>2</sup> Total Income for Distributions refers to realised income after taxation (exclude revaluation surplus)

<sup>3</sup> EPU refers to Earning Per Unit

<sup>4</sup> DPU refers to Distribution Per Unit

<sup>5</sup> FY 2009 Projection refers to QCT's projected financial results for FY 2009 announced on 21 April 2008

# Total Assets - RM818.165 million

## NAV per unit - RM1.2175

	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
	as at	as at	as at	as at
	31-Mar-09 (RM'000)	30-Jun-09 (RM'000)	30-Sept-09 (RM'000)	31-Dec -09 (RM'000)
Non Current Assets	783,717	786,776	787,763	788,405
Current Assets	22,617	30,927	19,730	29,760
<b>Total Assets</b>	<b>806,334</b>	<b>817,703</b>	<b>807,493</b>	<b>818,165</b>
Current Liabilities	211,313	217,336	207,057	140,116
Non Current Liabilities	123,177	127,830	127,899	203,060
Net Assets	471,844	472,537	472,537	474,989
No of Units	390,131	390,131	390,131	390,131
<b>NAV per Unit (RM)</b>	<b>1.2094</b>	<b>1.2112</b>	<b>1.2112</b>	<b>1.2175</b>



# Market Valuation as at 31 December 2009

Name of Properties	Net Book Value as at 31 Dec 2009 <sup>(a)</sup> (prior to Proposed Revaluation) (RM'000)	Net Book Value as at 31 Dec 2009 <sup>(b)</sup> (after Revaluation) (RM'000)	Surplus / (Deficit) incorporated into fund (RM'000)	% increase / (decrease)
Quill Building 1- DHL1 & Quill Building 4- DHL 2	RM120,000	RM121,000	RM1,000	0.8%
Quill Building 2- HSBC	RM117,500	RM114,350	(RM3,150)	(2.7%)
Quill Building 3- BMW	RM 66,900	RM 70,000	RM3,100	4.6%
Wisma Technip	RM145,008	RM146,500	RM1,492	1.0%
Part of Plaza Mont' Kiara	RM105,000	RM106,000	RM1,000	0.9%
Quill Building 5 – IBM	RM44,000	RM42,700	(RM1,300)	(2.9%)
Quill Building 8 – DHL (XPJ)	RM29,000	RM27,500	(RM1,500)	(5.2%)
Quill Building 10 – HSBC Section 13	RM26,800	RM25,850	(RM950)	(3.5%)
Tesco Building, Penang	RM133,500	RM134,500	RM1,000	0.7%
<b>Total</b>	<b>RM787,708</b>	<b>RM788,400</b>	<b>RM 692</b>	<b>0.1%</b>

(a) The Net Book Value as at 31 December 2009 (prior to the Proposed Revaluation) for Quill Building 1 -DHL 1 & Quill Building 4- DHL 2, Quill Building 2-HSBC, Quill Building 3-BMW, part of Plaza Mont' Kiara, Wisma Technip ,Quill Building 5 - IBM, Quill Building 8- DHL (XPJ), Quill Building 10-HSBC (Section 13) & TESCO Building comprise of the brought forward net book value as at 31 December 2008 together with asset enhancement related costs incurred during the year.

(b) The Properties were valued by CH Williams Talhar & Wong, an independent firm of professional valuer, registered with the Board of Valuers, Appraisers & Estate Agents Malaysia.

# Strong Financial Ratios

	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
	as at	as at	as at	as at
	31-Mar-09 (RM'000)	30-Jun-09 (RM'000)	30-Sept -09 (RM'000)	31 Dec -09 (RM'000)
Total Debts	304,616	304,264	305,066	304,647
<b>Gearing Ratio<sup>1</sup></b>	<b>0.38x</b>	<b>0.37x</b>	<b>0.38x</b>	<b>0.37x</b>
Interest Service Cover Ratio (for the quarter) <sup>2</sup>	3.07x	3.50x	3.51x	3.65x
<b>Average Cost of Debt (p.a) <sup>3</sup></b>	<b>4.58%</b>	<b>4.58%</b>	<b>4.46%</b>	<b>4.46%</b>

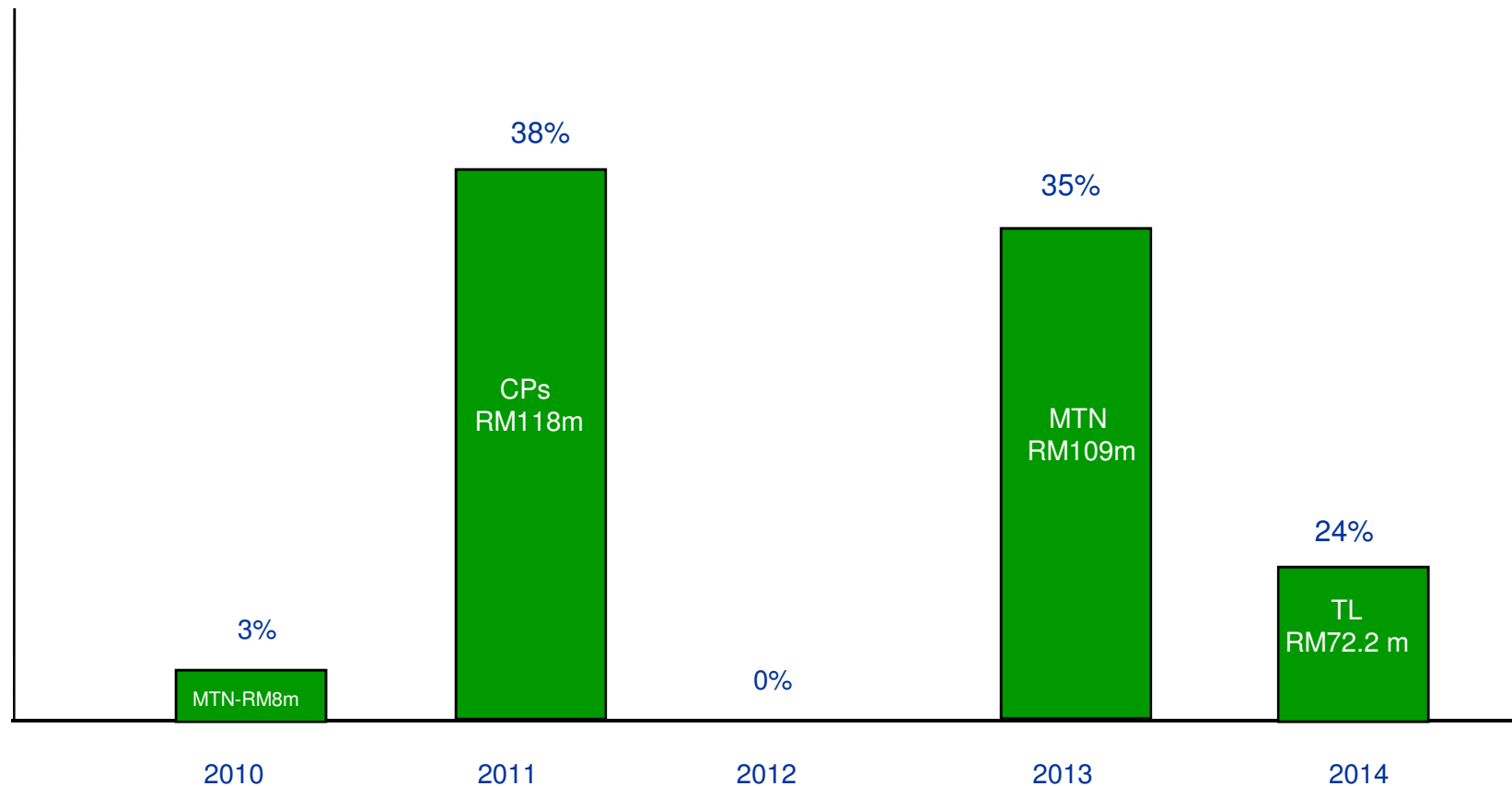
<sup>1</sup> Gearing Ratio refers to Total Debts over Total Assets

<sup>2</sup> Interest Service Cover Ratio is calculated based on profit before taxation (exclude revaluation surplus) and interest expenses over interest expenses (excluding transaction cost and recurring credit facility fee)

<sup>3</sup> Average Cost of Debt is calculated based on interest rates applicable during the period

# Debt Maturity Profile – Successfully Refinanced RM80 million Ahead of Maturity

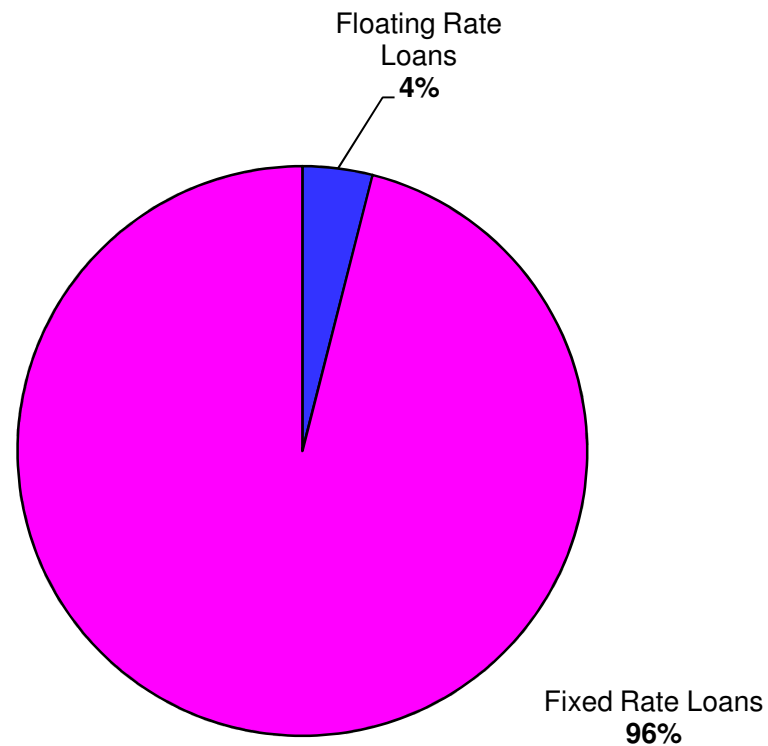
% of Debt



- 1) As at 31 December 2009, total debt of RM307.2 million (principal) comprises of RM118 million Commercial Paper (CPs), RM117 million of Medium Term Notes (MTNs) and RM72.2 million term loan (TL).
- 2) The TL facility was drawdown on 6 Nov 2009.

## Low Interest Rate Risk

- 96% of the borrowings are on fixed rate



# Portfolio Update



# Portfolio of Quality Assets

Quill Building 1 - DHL 1



Quill Building 4 - DHL 2



Quill Building 2 - HSBC



Quill Building 3 - BMW



Quill Building 5 - IBM



Part of Plaza Mon't Kiara



Wisma Technip



Quill Building 10-HSBC (S13)



Quill Building 8-DHL (XPJ)



TESCO Building Penang



**10 Properties worth  
RM788.4 million with  
NLA of 1,288,149 sq ft**  
\*Excluding car park area

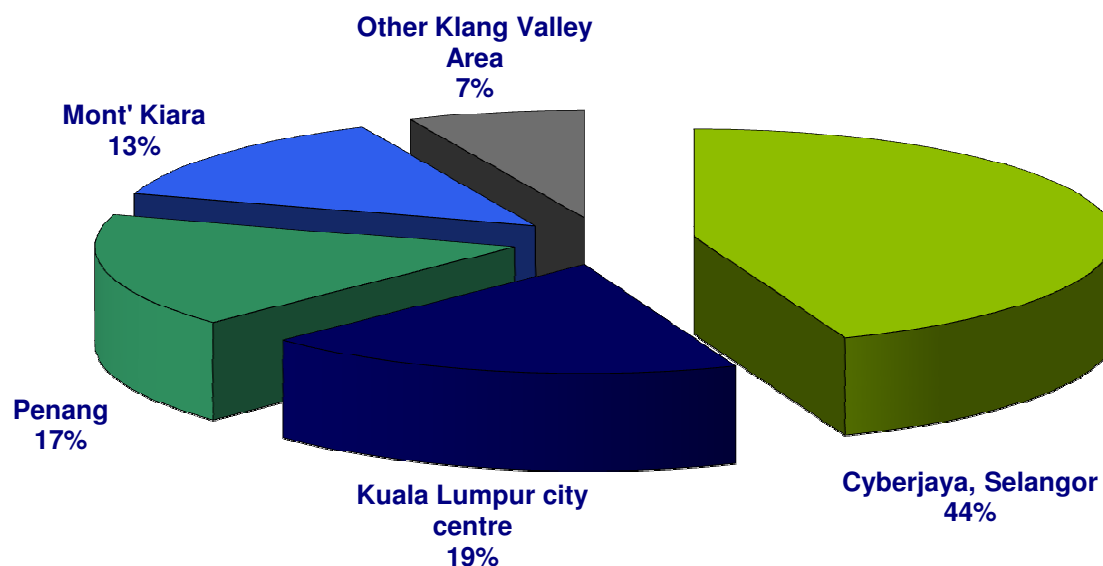
Note: The current market value of the respective buildings were valued by CH Williams Talhar & Wong on 31 December 2009.

# Geographical Diversification

By Valuation

10 properties well spread over Cyberjaya, Kuala Lumpur, Selangor and Penang.

<b>Klang Valley</b>	<b>39%</b>
<b>Cyberjaya</b>	<b>44%</b>
<b>Penang</b>	<b>17%</b>

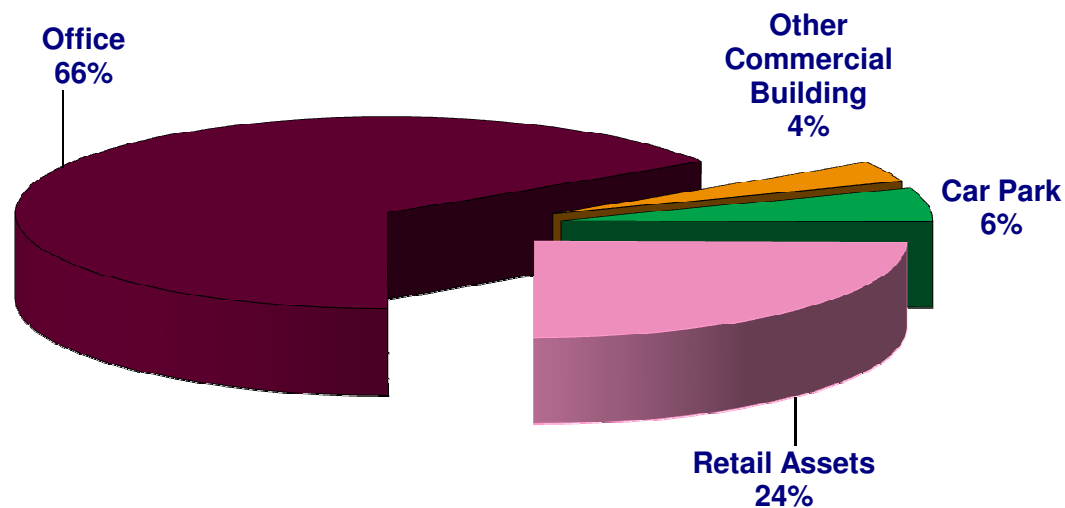


Notes:

- (1) Other Klang Valley Area refers to Klang Valley generally excluding KL city centre and Mont' Kiara
- (2) As at 31 December 2009, the real estate portfolio comprises 10 properties . The current market value of all 10 properties were valued by C H Williams Talhar & Wong on 31 December 2009

# Diversified Segmental Contributions

By Valuation



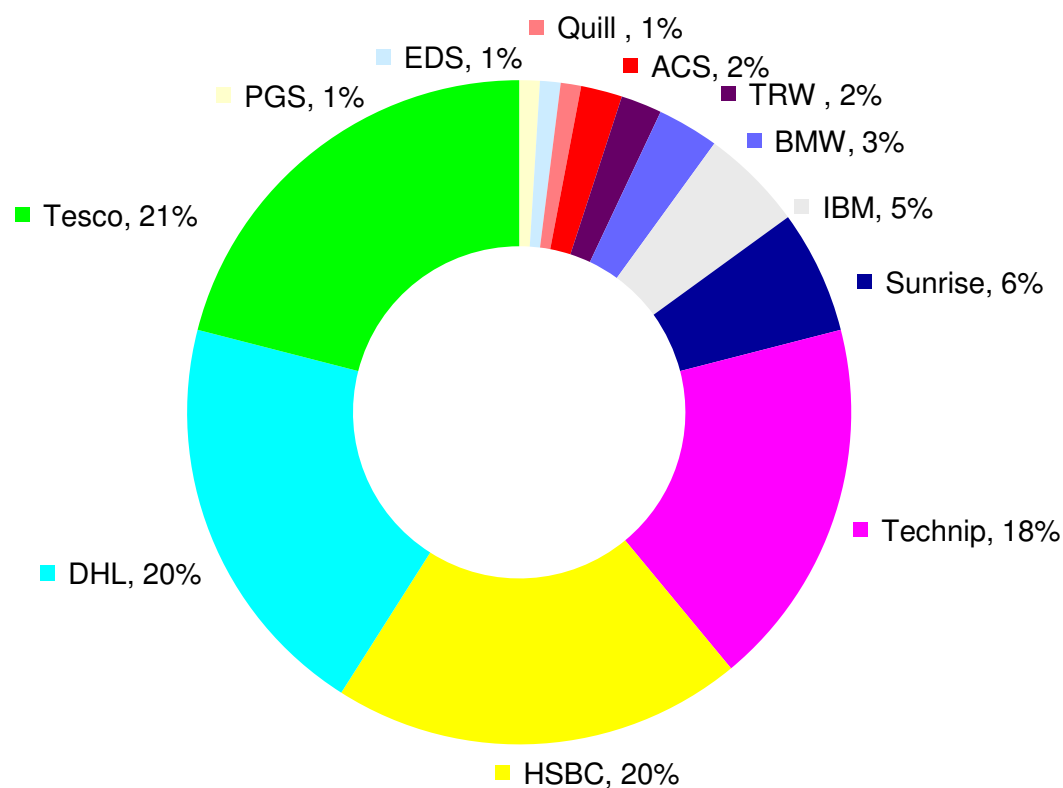
## Notes:

- (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 Penang
- (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
- (5) Based on valuation dated 31 Dec ember 2009



# Good Spread of International and Local Tenants

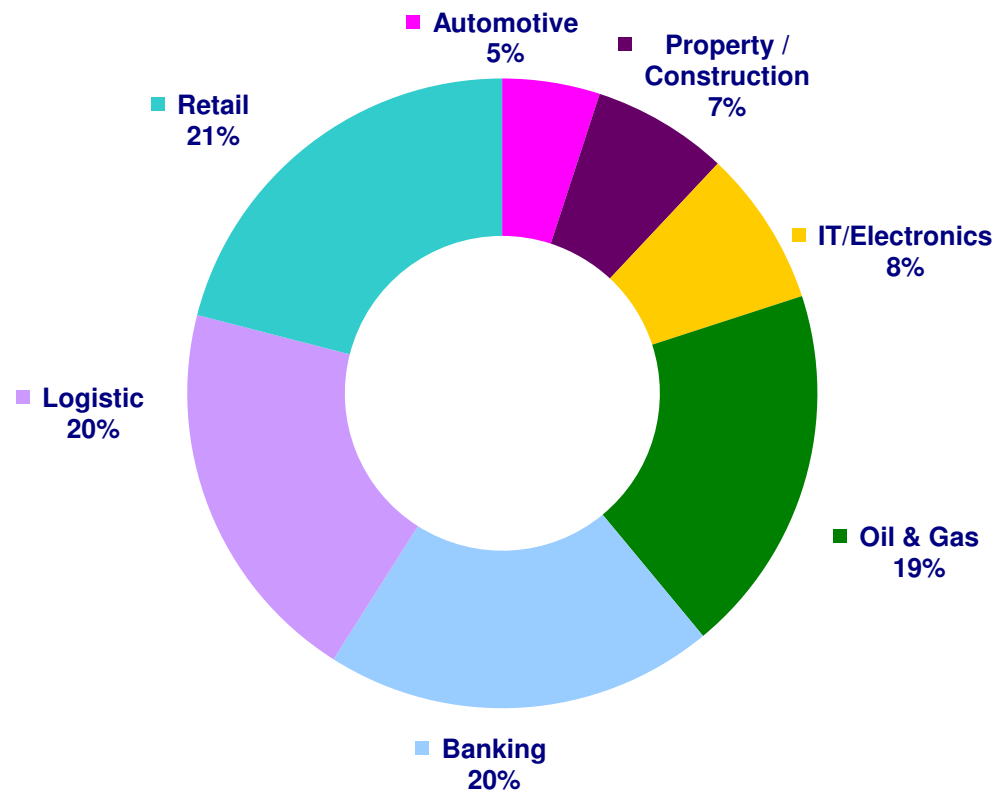
By NLA



Note : The above tenancy mix is calculated based on NLA

# Well Balanced Tenancy Mix

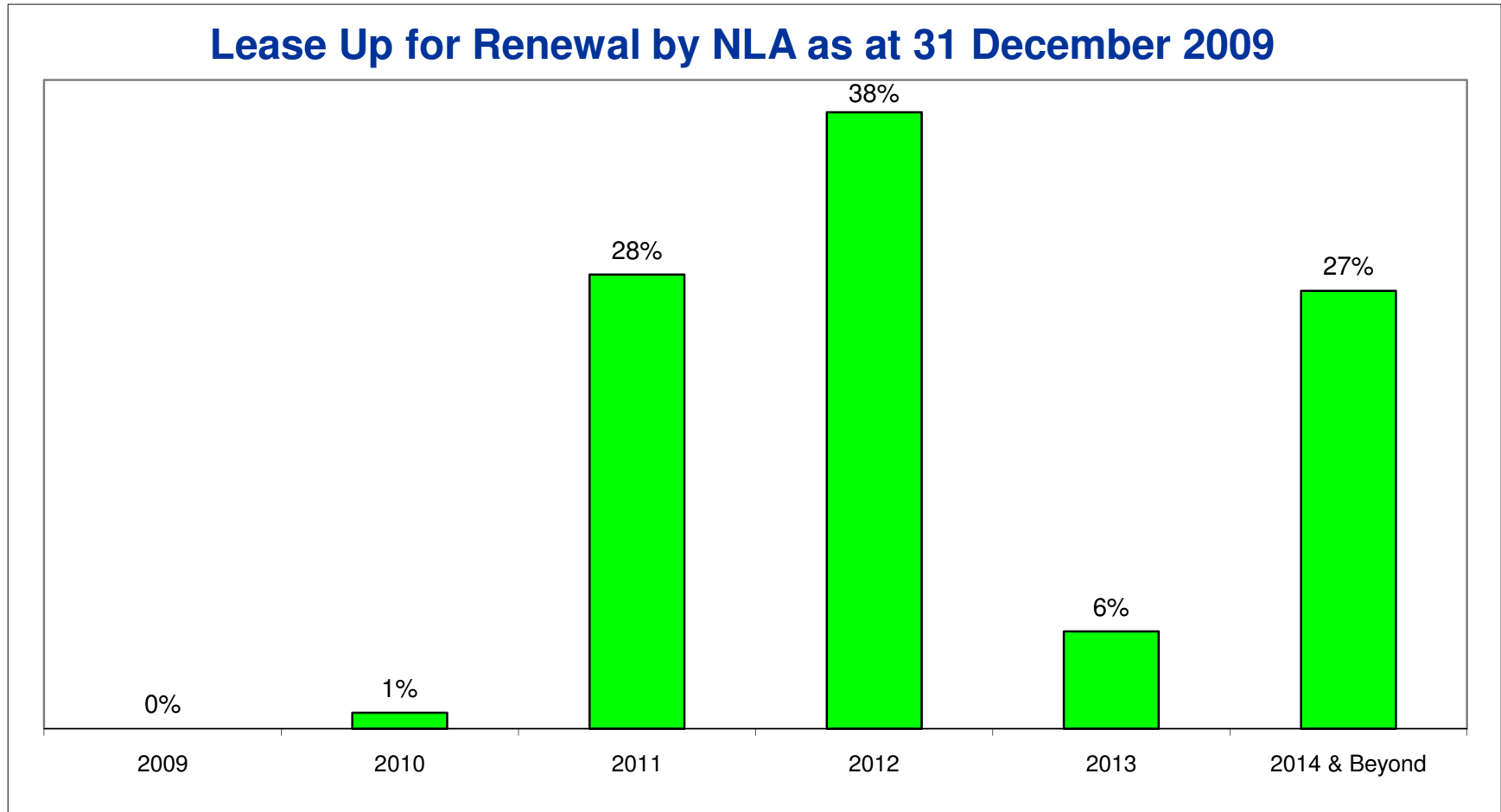
By NLA



Note : The above tenancy mix is calculated based on NLA

# 100% of leases expiring in 2009 have been renewed

- no tenancy due for renewal until 4Q 2010



# KLCA & Cyberjaya Office Market Outlook & Penang Retail Market Outlook



# KLCA & Cyberjaya Office Market Outlook

## ❑ Capital values of prime office buildings remain stable in short term

(extracted from the report prepared by CH Williams Talhar & Wong Sdn Bhd dated Jan 2010)

- The overall occupancy of office space in the Klang Valley in 2009 was 86.1% compared to 89.3% in 2008. The occupancy rate during the 1Q 09 registered at 88.3% and declined to 86.5% in 2Q 09. The situation continued to decline with 3Q 09 and 4Q 09 registering at 85.0% and 84.5% respectively.
- Demand for office space in KLCA also declined with overall occupancy registering at 90.8% in 2009 compared to 91.9% in 2008. The occupancy of office space in 2Q 09 was 90.4%, a decline of 2.3% from 1Q 09. The occupancy continued to decline marginally to 90.1% in 3Q 09 but remained stable at 4Q 09.
- Asking rentals in the KLCA currently range between RM5.80 and RM9.00 per sq ft while concluded rentals are lower by 5% - 10%. However it is expected that prime office rentals will remain stable over the next six to twelve months.
- Positive signs of economic recovery, ample liquidity and low interest rate have spurred more office transaction activities in the 2Q 09 and are expected to continue in the short term. However, with the impending large supply of office space by end 2010 and stable absorption rate of office space, will see vacancy rate increasing and rentals softening. Capital values of prime office buildings however are expected to remain stable in the short term.

# KLCA & Cyberjaya Office Market Outlook

## ❑ Cyberjaya office market remained stable

(extracted from the report prepared by CH Williams Talhar & Wong Sdn Bhd dated Jan 2010)

- The overall occupancy of office space in Cyberjaya / Putrajaya registered 85.1% in 2009 compared to 77.9% in 2008, with the bulk of the demand for office space from the government sector. The occupancy rate during the 1Q 09 registered at 81.2% and improved marginally by 0.1% in 2Q 09. The situation continued to improve with 3Q 09 and 4Q 09 registering at 88.9% respectively.
- Looking forward, the outlook for office sector in Cyberjaya / Putrajaya within the next six to twelve months is expected to remain stable due to marginally tight supply of office buildings.

# Penang Retail Market Outlook

- ❑ **Short term outlook for hypermarket is anticipated to hold well**  
(extracted from the report prepared by CH Williams Talhar & Wong Sdn Bhd dated Jan 2010)

- The overall occupancy rate of retail complexes in Penang State stood at approximately 69% as at 3Q 09.
- The short term outlook within the next one year is expected to be stable with some positive upside. The State's recently launched campaign for Visit Penang Year 2010 - 2012 will be a major catalyst for the retail sector by promoting Penang as a preferred tourist destination. The coupled with improving global market sentiments as well as an improving domestic economy will help to maintain if not expand the retail sector further.
- Investors of retail accommodation however can expect to face increasing competition for tenants when new space comes into the market in the 2Q to 3Q quarter of 2010.
- The existing free standing hypermarkets in Penang are anticipated to hold well in the short term as they are generally enjoying full occupancy and there is no new supply expected in the short term.

# QCT's Strategy





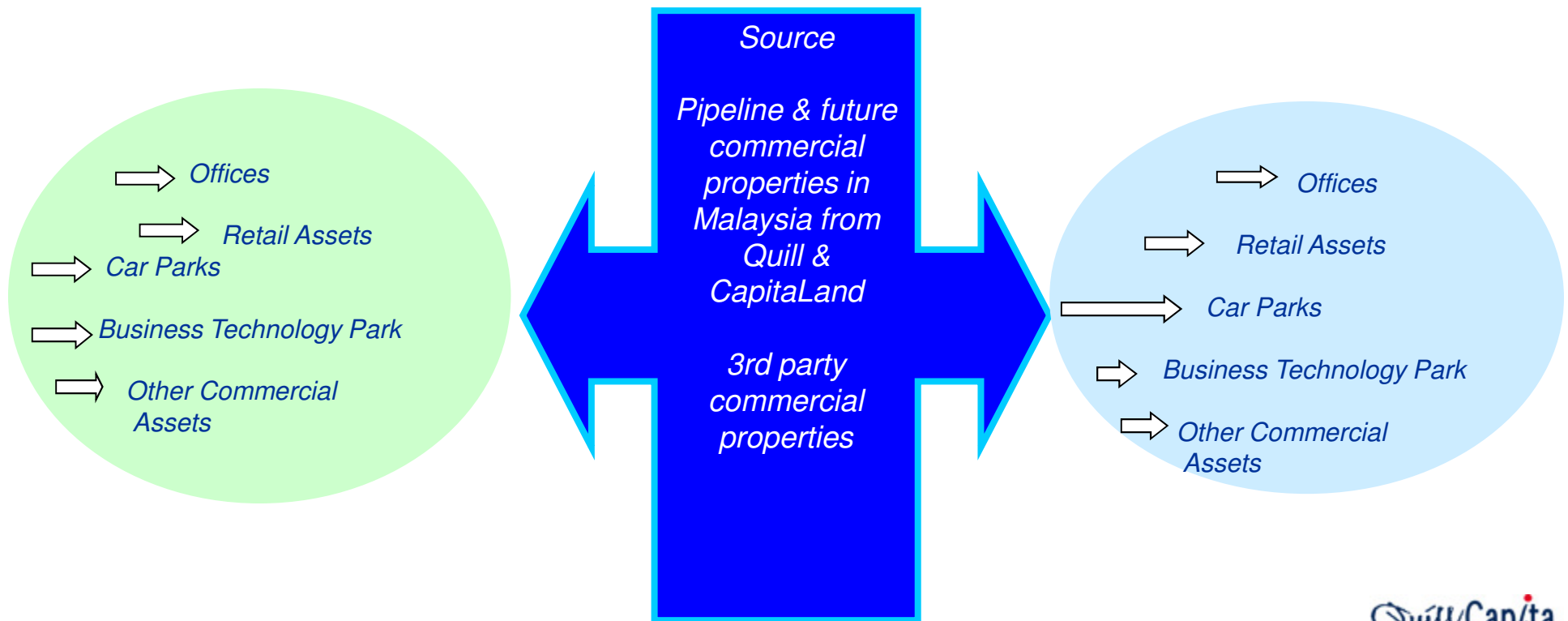
# Long Term Sectoral & Geographical Growth

QCT

*Klang Valley  
(70%-80% of portfolio)*

*Premier Properties*

*Other States  
(20%-30% of portfolio)*



# Pipelines

## *QCT's pipelines ...*

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

✓ New HSBC HQ ('10\*)

✓ Quill 7, KL Sentral ('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

*\* Projected injection and/or development completion dates*

# Thank You

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