## General Announcement

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## Company Information

Main Market Company
New Announcement
Submitting Investment Bank/Advisor (if applicable)
Submitting Secretarial Firm (if applicable)

* Company name QUILL CAPITA TRUST
*Stock name QCAPITA
* Stock code
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| Type * | Announcement |
| :--- | :--- |
| Subject *: | Quill Capita Trust: Corporate Presentation Slides dated 29 July 2010 |

Subject *:
Quill Capita Trust: Corporate Presentation Slides dated 29 July 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 29 July 2010 are attached for reference.
Announcement Details:-
(This field is for the details of the announcement, if applicable)

Attachment(s):- (please attach the attachments here)
Q Presentation_2Q 2010 Results-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:

## QuiruCapita <br> 2nd QUARTER 2010 FINANCIAL RESULTS



29 July 2010

## Contents

- Financial Results
- Portfolio Update


## Important Notice

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 forwardlooking 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.

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The information in this Announcement must not be published outside Malaysia.

## FINANCIAL RESULTS



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## Summary of Profit \& Loss

| (RM'000) | (Unaudited) <br> 2Q 2010 |
| :--- | :---: |
| Total Gross Revenue | $\mathbf{1 7 , 3 5 1}$ |
| Total Operating Expenses | $(4,062)$ |
| Net Property Income | $\mathbf{1 3 , 2 8 9}$ |
| Interest Income | 103 |
| Gain from re-measurement of derivatives | 232 |
| Net Investment Income | $\mathbf{1 3 , 6 2 4}$ |
| Interest and Other Expenses | $(5,095)$ |
| Income Before Taxation | 8,529 |
| Taxation | $(0)$ |
| Income After Taxation | $\mathbf{8 , 5 2 9}$ |

## 2Q 2010 EPU Up by 2.9\%



1 NPI refers to Net Property Income
2 Total Income After Taxation (excluding unrealised income)
3 EPU refers to Realised Earnings Per Unit

## YTD 30 June 2010 - EPU Up By 2.0\%



## 1H 2010 DPU Outperformed 1H 2009 by 1.85\%



1 Income Distribution of 3.78 sen per unit is related to the distribution of income for the period 1 Jan 2009 to 30 Jun 2009
2 Income Distribution of 3.85 sen per unit being distribution of income for the period 1 Jan 2010 to 30 Jun 2010 and will be payable on or about 30 Aug 2010

## Total Assets - RM818.19 million NAV per unit - RM1. 2202

|  | (Unaudited) | (Audited) | (Unaudited) | (Unaudited) |
| :--- | :---: | :---: | :---: | :---: |
|  | as at | as at | as at | as at |
| Non Current Assets | 30-Sept-09 <br> (RM'000) | 31-Dec -09 <br> (RM'000) | 31-Mar -10 <br> (RM'000) | 30-Jun-10 <br> (RM'000) |
| Current Assets | 787,763 | 788,405 | 788,394 | 788,689 |
| Total Assets | 19,730 | 29,760 | 22,670 | 29,507 |
| Current Liabilities | 807,493 | 818,165 | 811,064 | 818,196 |
| Non Current Liabilities | 127,899 | 202,724 | 206,652 | 193,658 |
| Net Assets | 472,537 | 474,989 | 471,308 | 476,038 |
| No of Units | 390,131 | 390,131 | 390,131 | 390,131 |
| NAV per Unit (RM) | 1.2112 | 1.2175 | 1.2081 | 1.2202 |

## Prudent Financial Indicators

|  | (Unaudited) | (Audited) | (Unaudited) | (Unaudited) |
| :--- | :---: | :---: | :---: | :---: |
|  | as at | as at | as at | as at |
|  | 30-Sept -09 <br> (RM'000) | 31 Dec -09 <br> (RM'000) | 31 Mar-10 <br> (RM'000) | $\mathbf{3 0}$ Jun-10 <br> (RM'000) |
|  | 305,066 | 304,647 | 305,449 | 303,958 |
| Total Debts | 0.38 x | $\mathbf{0 . 3 7 x}$ | $\mathbf{0 . 3 8 \mathrm { x }}$ | $\mathbf{0 . 3 7 x}$ |
| Gearing Ratio1 |  |  |  |  |

${ }^{1}$ Gearing Ratio refers to Total Debts over Total Assets
2 Interest Service Cover Ratio is calculated based on income before taxation (realised) and interest expenses over interest expenses (excluding transaction cost and recurring credit facility fee)
${ }^{3}$ Average Cost of Debt is calculated based on interest rates applicable during the period

## No major refinancing in 2010



As at 30 June 2010, 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).

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# Low Interest Rate Risk <br> - $96 \%$ of the borrowings are on fixed rate 



## Portfolio Update



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## Portfolio of Quality Assets



Note: The current market value of the respective buildings were valued by CH williams Talhar \& Wong San Bhd on 31 December 2009. QuúllCap/ta

## Geographical Diversification

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

| Klang Valley | $39 \%$ |
| :--- | :---: |
| Cyberjaya | $44 \%$ |
| Penang | $17 \%$ |



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 Sdn Bhd on 31 December 2009

## Diversified Segmental Contributions



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



HSBC, 20\%

Note: The above tenancy mix is calculated based on NLA

## Well Balanced Tenancy Mix



Note : The above tenancy mix is calculated based on NLA

## Well spread portfolio lease expiry profile

- no tenancy due for renewal until 4Q 2010



## In Summary

## 2Q 2010: Stable Quarter

$>$ EPU increased $2.9 \%$ as compared to 2Q 2009
$>$ Higher distribution of 3.85 sen per unit for the 1 H 2010. 1.85\% higher than last DPU of 3.78 sen for 1 H 2009

## Year 2010 Prospects - Moving Forward

$>$ Continue to be driven by stable income contribution from existing tenants
$>$ Prudent capital management strategies and active asset management
$>$ Focus on continuous improvement on buildings and tenant relations
$>$ Continue to explore yield accretive acquisition opportunities

## Thank You

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