



General Announcement

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Company Information

Main Market Company

New Announcement

**Submitting Investment Bank/Advisor
(if applicable)**

**Submitting Secretarial Firm (if
applicable)**

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Type * Announcement

Subject *: OTHERS
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Description *:-

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Quill Capita Trust : Corporate Presentation Slides dated 22 July 2011

Announcement Details/Table Section :-

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

Corporate Presentation Slides dated 22 July 2011 are attached for reference.

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

📎 Presentation_2Q 2011 Results (220711)final (Bursa).pdf

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2nd QUARTER 2011 FINANCIAL RESULTS



22 July 2011

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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 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.

Financial Results



Summary of Profit & Loss

(RM'000)	(Unaudited) 2Q 2011
Total Gross Revenue	17,613
Total Operating Expenses	(3,552)
Net Property Income	14,061
Interest Income	163
Net Investment Income	14,224
Interest and Other Expenses	(5,056)
Income Before Taxation	9,168
Net Income	9,168

2Q 2011 EPU Outperformed 2Q 2010 by 10.3%

(RM'000)	(Unaudited) 2Q 2010	(Unaudited) 2Q 2011	Variance
Gross Revenue	17,351	17,613	+1.5%
NPI¹	13,289	14,061	+ 5.8%
Net Income ²	8,297	9,168	+10.5%
EPU ³	2.13 sen	2.35 sen	+10.3%

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

Total Assets – RM846.411 million

NAV per unit – RM1.2801

	(Unaudited)	(Audited)	(Unaudited)	(Unaudited)
	as at	as at	as at	as at
	30 Sep 10 (RM'000)	31 Dec 10 (RM'000)	31 March 11 (RM'000)	30 Jun 11 (RM'000)
Non Current Assets	788,597	810,174	810,081	810,369
Current Assets	23,921	33,383	27,115	36,042
Total Assets	812,518	843,557	837,196	846,411
Current Liabilities	143,191	147,156	145,227	152,822
Non Current Liabilities	193,289	198,424	194,084	194,170
Net Assets	476,038	497,977	497,885	499,419
No of Units	390,131	390,131	390,131	390,131
NAV per Unit (RM)	1.2202	1.2764	1.2762	1.2801

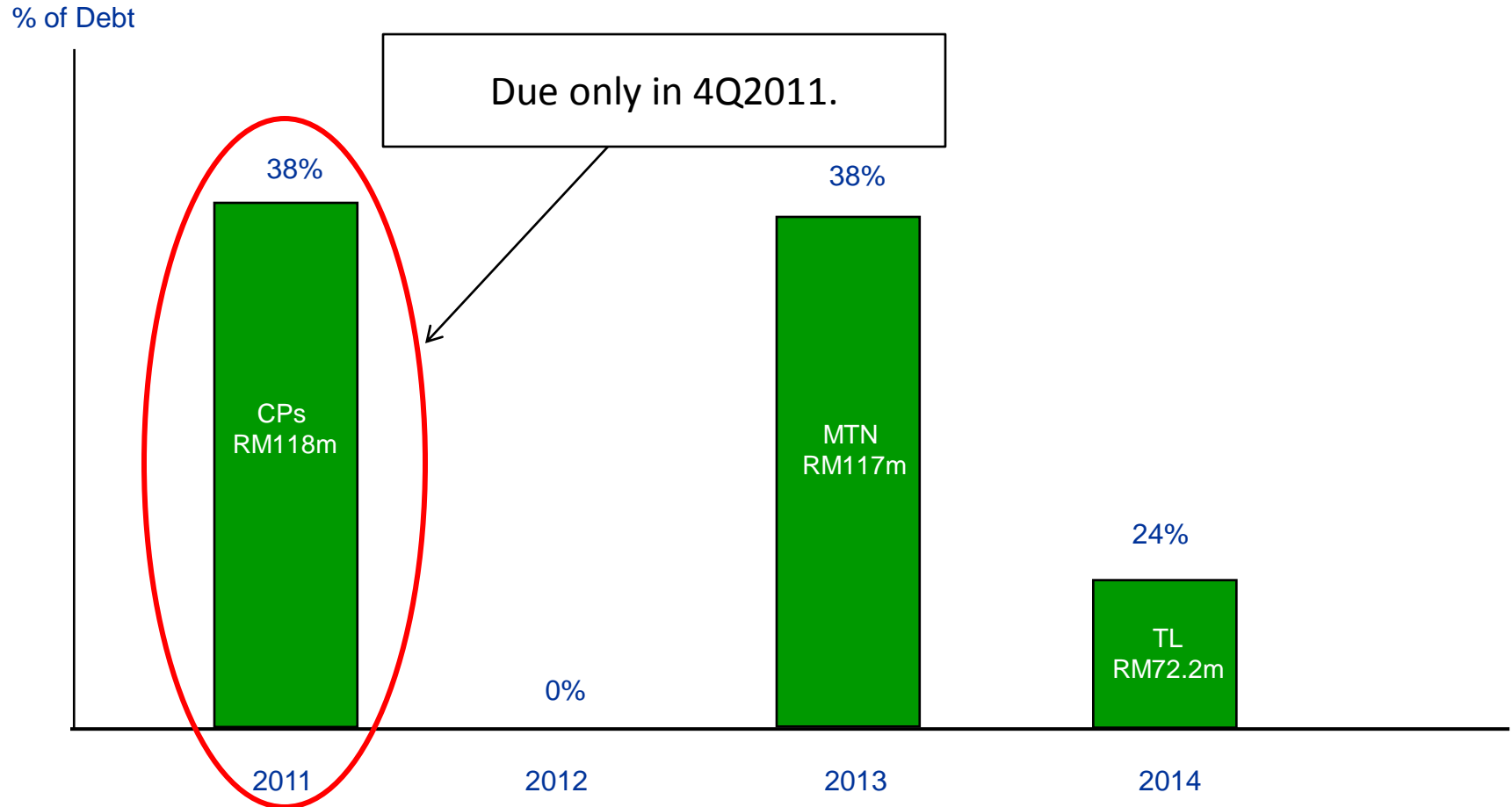
Prudent Financial Indicators

	(Unaudited)	(Audited)	(Unaudited)	(Unaudited)
	as at	as at	as at	as at
	30 Sep 10 (RM'000)	31 Dec 10 (RM'000)	31 March 11 (RM'000)	30 Jun 11 (RM'000)
Total Debts	304,987	304,116	305,185	304,288
Gearing Ratio (x)¹	0.38x	0.36x	0.36x	0.36x
Net Debt as % of EBITDA (x) ²	6.21x	6.15x	6.41x	5.58x
Interest Coverage (x)³	3.46x	3.44x	3.33x	3.77x
Average Term to Maturity ⁴	2.47	2.29	2.04	1.79
Average Cost of Debt (p.a)⁵	4.45%	4.45%	4.46%	4.45%

Notes:

1. Gearing ratio refers to Gross Debt over Total Assets.
2. Net Debt as % of Earnings before Interest Taxation Depreciation and Amortization (EBITDA)
3. Interest coverage refers to year to date (YTD) EBITDA / YTD Interest Expense
4. Average Term to Maturity means weighted average time lapse to maturity . The Average Term to Maturity will be extended upon completion of the refinancing exercise
5. Average Cost of Debt is calculated based on YTD Interest Expense / Average Weighted Borrowings

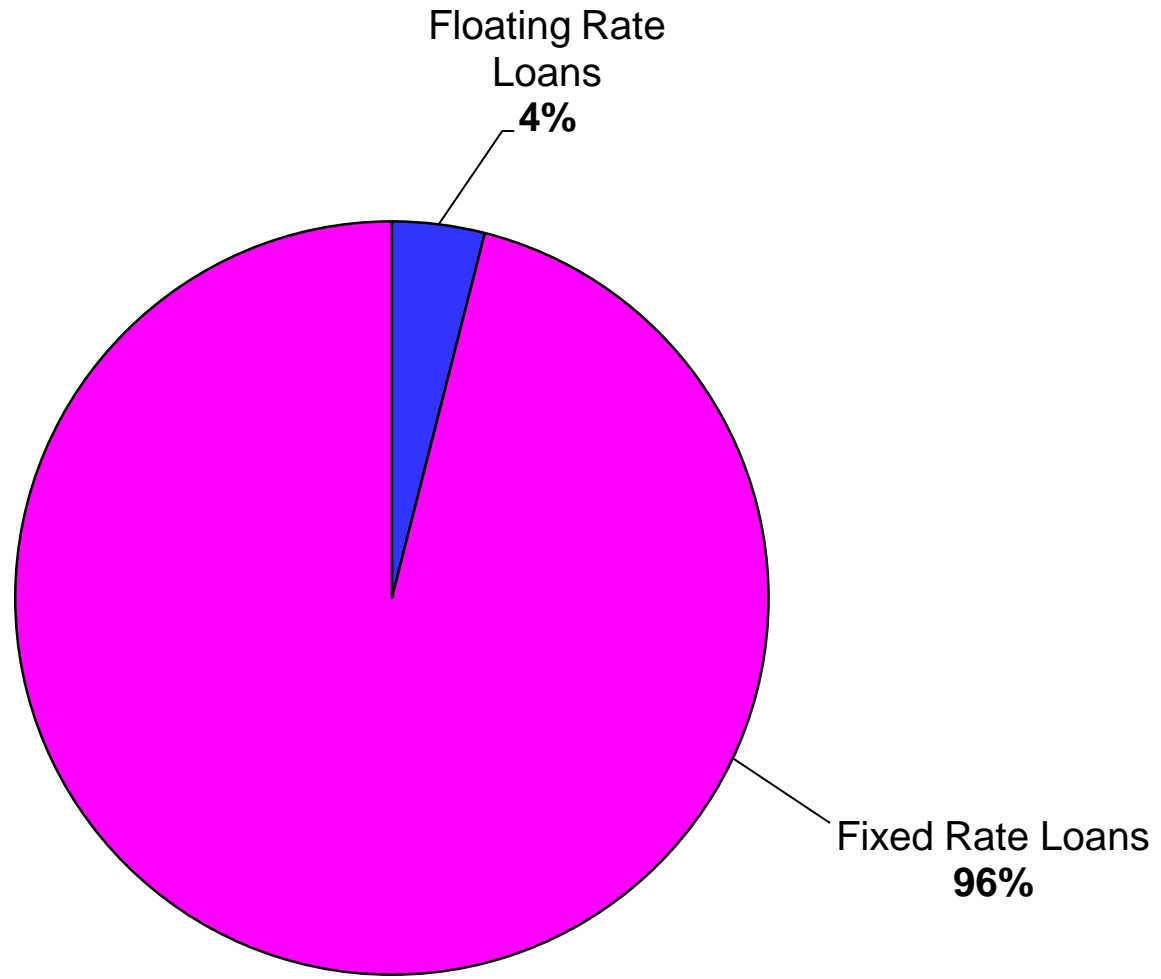
Refinancing In Place On 18 July 2011



As at 30 June 2011, 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).

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
RM809.5 million with
NLA of 1,288,149 sq ft**
*Excluding car park area

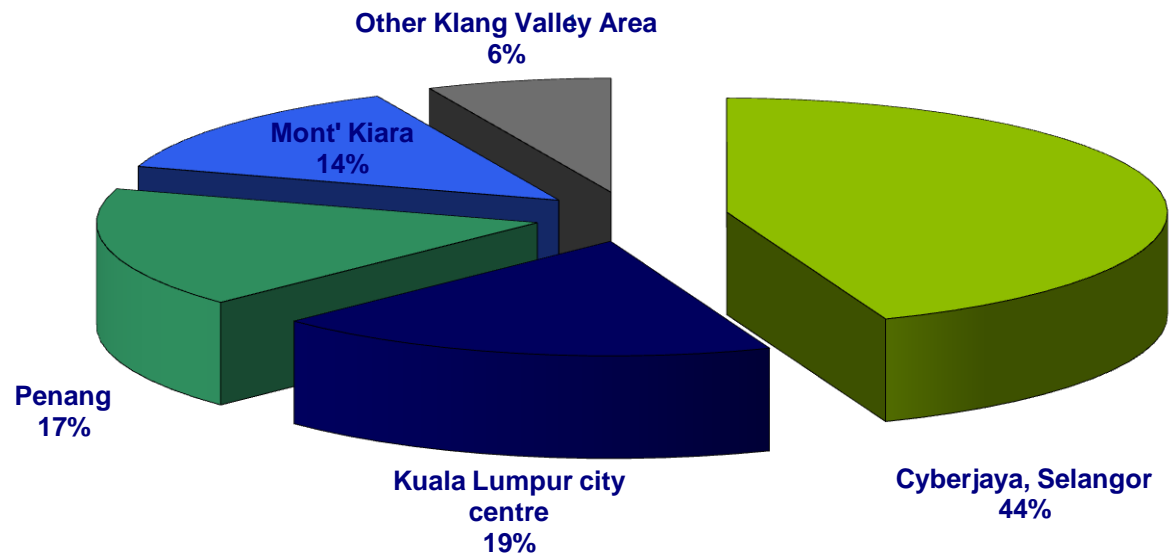
Note: The current market value of the respective buildings were valued by CH Williams Talhar & Wong Sdn Bhd on 31 December 2010.

Geographical Diversification

By Valuation

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

Klang Valley	39%
Cyberjaya	44%
Penang	17%

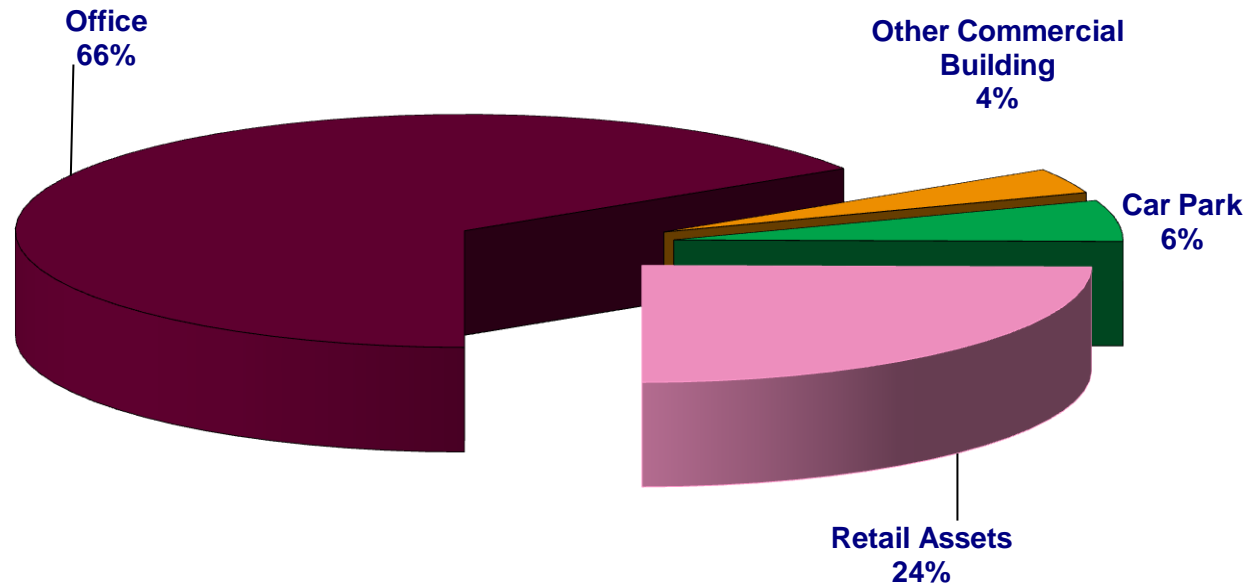


Notes:

(1) Other Klang Valley Area refers to Klang Valley generally excluding KL city centre and Mont' Kiara

Diversified Segmental Contributions

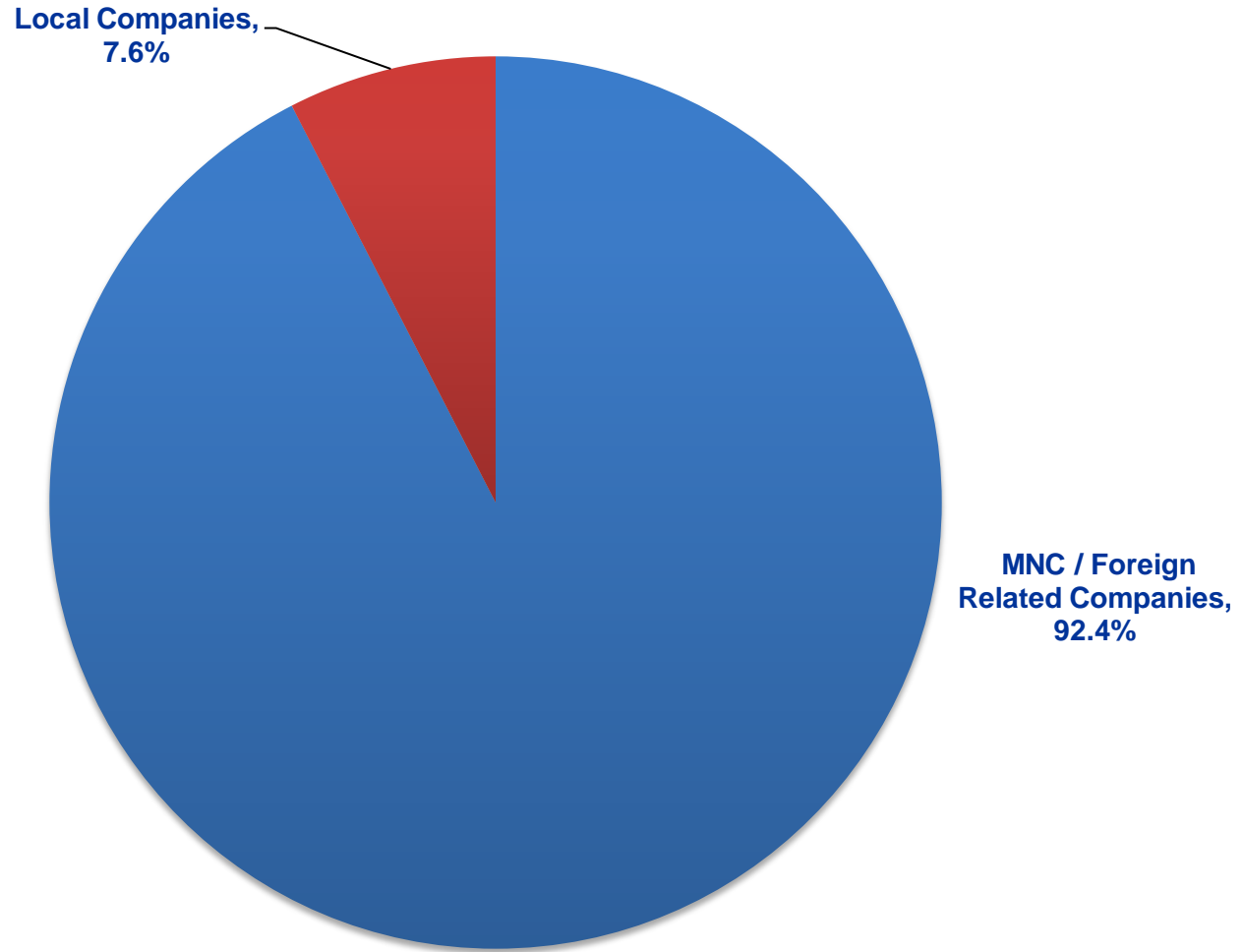
By Valuation



Notes:

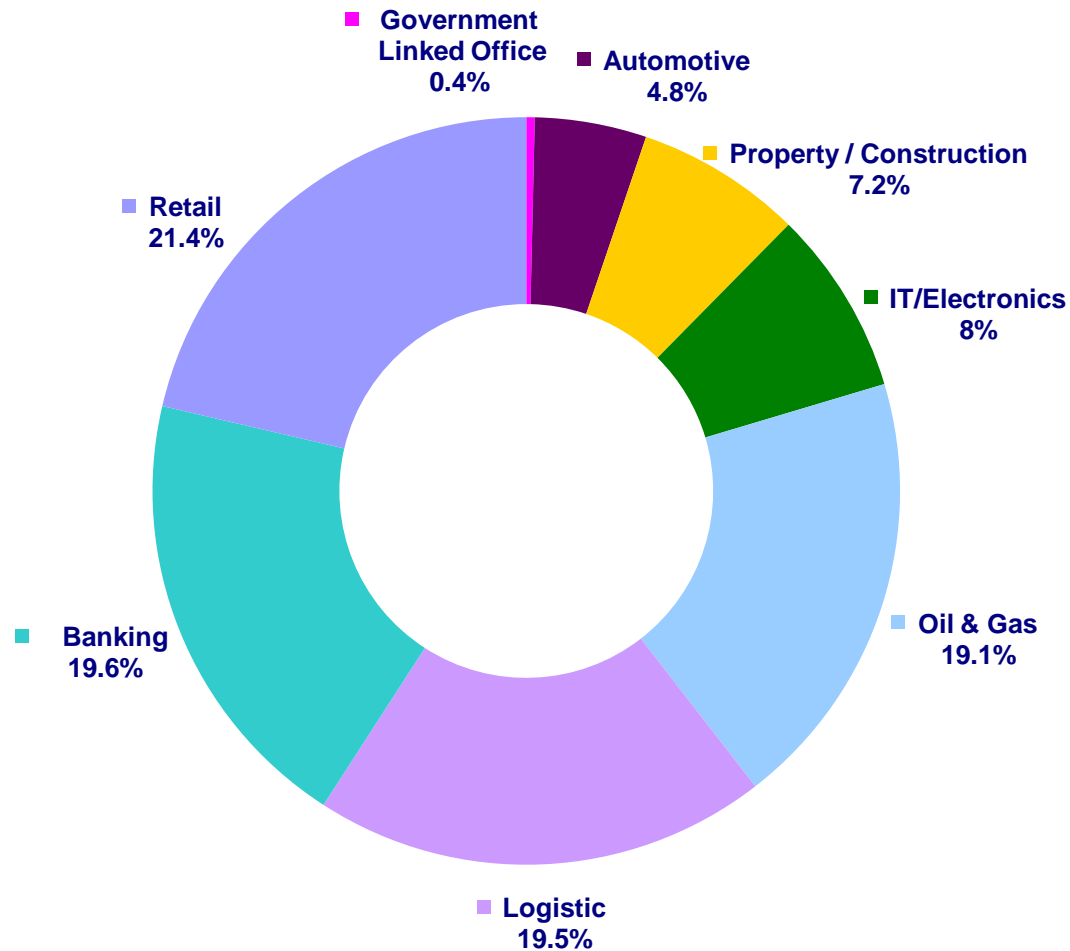
- (1) Office comprises Quill Buildings (excluding Quill Building 8-DHL (XPJ) at Glenmarie, Shah Alam) and Wisma Technip
- (2) Retail Assets refers to retail portion of Plaza Mont' Kiara & TESCO Building Penang
- (3) Car Park refers to car parking bays in Plaza Mont' Kiara
- (4) Other commercial building refers to Quill- Building 8- DHL (XPJ) at Glenmarie, Shah Alam
- (5) Based on valuation dated 31 December 2010

Good Spread of International and Local Tenants

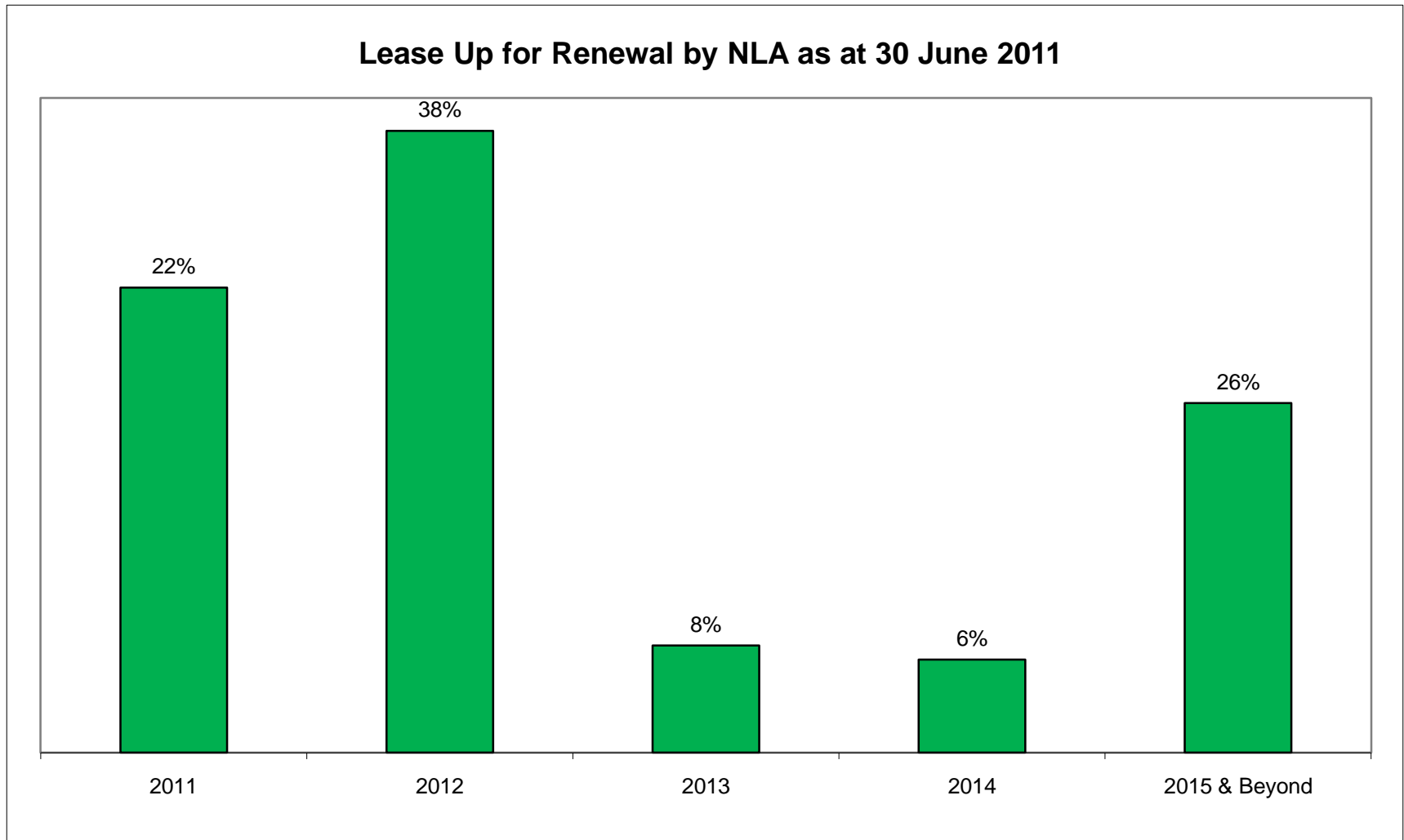


Well Balanced Tenancy Mix

By NLA



Lease Renewal Profile



Top 3 Best Scorers for Corporate Governance - by the Asia-Pacific Real Estate Association (“APREA”)

Aprea unveils M-REIT index for corporate governance

To promote greater investment in Asia-Pacific’s property sector

by **Lam Jian Wynn**
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KUALA LUMPUR: The Asia Pacific Real Estate Association (Aprea) has released a corporate governance index for Malaysian real estate investment trusts (M-REITs) as part of its efforts to beef up corporate governance of listed Asian real estate investment funds.

The index is calculated based on qualitative and quantitative measures derived from information from publicly-available documents such as annual reports to avoid subjectivity in tabulations, said Aprea in a statement yesterday.

Meanwhile, the rating criteria for the funds are board matters, audit committee, anti-takeover provisions, executive and director compensation, progressive practices, ownership, REIT organisation, the trustee, fees, related-party transactions and gearing, it added.

According to the index, the REITs that scored highest in corporate governance are the office and retail commercial-centric Quill Capita Trust (QCT), the diversified Amanah-Raya Real Estate Investment Trust (ArREIT),

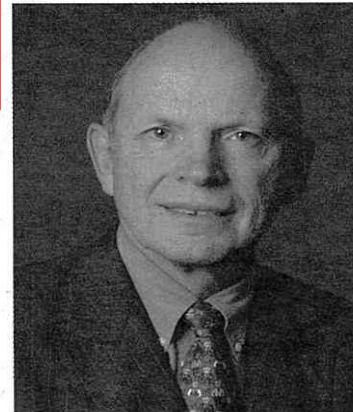
and the office and industrial-centric Axis Real Estate Investment Trust (Axis REIT).

As at May 5, 2011, QCT has 10 properties under its portfolio valued at RM809.5 million.

Meanwhile, ArREIT owns 15 properties valued at RM913.61 million as at Dec 31, 2010. As at March 31, 2011, Axis REIT’S portfolio comprises 27 properties valued at RM1.21 billion.

Malaysian REIT Managers Association (MRMA) and Axis-REIT Managers Bhd CEO Stewart LaBrooy welcomed the index and said members were interested in finding out what areas they could improve in and how to go about it operationally to improve their scores. The MRMA, he said, was also pleased with the suggestion to make the index an annual one.

Meanwhile, Aprea CEO Peter Mitchell said the development of a corporate governance index will increase transparency and invest-



Mitchell: The index will increase transparency and investor confidence, translating into greater capital flow into the REIT sector.

tor confidence, translating into greater capital flow into the REIT sector. This corporate governance index was adapted from a similar index for Singapore’s REIT industry, which was developed in 2008. The index was adapted to Malaysian conditions by associate professor Dr Ting Kien Hwa, who leads the Centre for Real Estate Research at Universiti Teknologi MARA.

Singapore’s REIT corporate governance index was conceptualised by executive director and research fellow of ESSEC Business School Singapore Patrick Lecomte, who was consulted by Ting when formulating the M-REIT index. The index is also being adapted for REITs in Hong Kong and Japan.

Aprea is a non-profit industry association that seeks to promote greater investment in the Asia-Pacific’s property sector by providing better information to investors, improving the operating environment, promoting best practices and unity in the industry.

Media: The Edge Financial Daily, 13 May 2011

Conclusion



In Summary

2Q 2011 : Positive Quarter

- EPU increased by 10.3% as compared to 2Q2010.
- Realised income is higher due mainly to higher rental income contribution from the properties and lower property operating expenses.
- Declaration of an interim income distribution of 4.00 sen per unit for period 1 January 2011 to 30 June 2011, on 29 August 2011.
- Top 3 best scorers for corporate governance based on the index scorecard introduced by the Asia-Pacific Real Estate Association (“APREA”) for Malaysian REITs.
- Refinancing commitment in place 5 months ahead of schedule.

Year 2011 Prospects - Moving Forward

- Proactive asset management strategies to focus on tenant relations and continuous building improvements.
- Continue to explore yield accretive acquisition opportunities.
- Prudent capital management strategies.

Thank You

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