

AmFIRST Real Estate Investment Trust

[Established in Malaysia under the Trust Deed dated 28 September 2006 (as amended by the First Supplemented, Revised and Restated Trust Deed dated 15 December 2006, the Second Restated Deed dated 13 September 2013 ("Second Deed") and the Third Restated Deed dated 12 June 2020 ("Third Deed")) entered into between AmREIT Managers Sdn. Bhd. and Maybank Trustees Berhad, companies incorporated under the Companies Act, 1965 repealed and replaced with Companies Act, 2016 with effect from 31 January 2017]

MINUTES OF THE TENTH ANNUAL GENERAL MEETING OF
THE UNITHOLDERS OF AMFIRST REAL ESTATE INVESTMENT TRUST ("AMFIRST REIT")
CONDUCTED VIA ONLINE MEETING PLATFORM AT
<https://meeting.boardroomlimited.my> (Domain Registration No. with MYNIC - D6A357657)
PROVIDED BY BOARDROOM SHARE REGISTRARS SDN. BHD. AT
12TH FLOOR, MENARA SYMPHONY, NO. 5, JALAN PROF. KHOO KAY KIM
SEKSYEN 13, 46200 PETALING JAYA, SELANGOR DARUL EHSAN, MALAYSIA
ON THURSDAY, 21 JULY 2022 AT 10:00 A.M.

PRESENT REMOTELY

Board of Directors of AmREIT Managers Sdn. Bhd.	:	Mr Soo Kim Wai (Chairman of the Meeting) Y.Bhg. Dato' Wong Nam Loong Y.Bhg. Dato' Abdullah Thalith Bin Md Thani Encik Azlan Bagee Bin Abdullah Mr Christopher Yap Huey Wen Y.M. Raja Nazirin Shah Bin Raja Mohamad
In Attendance	:	Ms Ruzeti Emar Binti Mohd Rosli (Secretary of the Meeting)
<u>By Invitation:</u> Senior Management Team	:	Mr Chong Hong Chuon (Chief Financial Officer)
Independent Moderator	:	Mr Krishman Varges (KPMG Management & Risk Consulting Sdn. Bhd.)
Poll Administrator	:	Encik Khairul Iqram Bin Zainal Abidin (Boardroom Share Registrars Sdn. Bhd.)
Independent Scrutineers	:	Puan Martini Binti Mat Som (Commercial Quest Sdn. Bhd.)
External Auditors	:	Ms Lee Pei Yin (Engagement Partner, Ernst & Young PLT)
<u>Absent with Apology:</u> Trustee	:	Puan Nor Fazlina Binti Mohd Ghouse (Chief Operating Officer, Maybank Trustees Berhad)

ITEM	MINUTES	ACTION
9/1	CHAIRMAN'S WELCOMING ADDRESS	
1.1	Mr Soo Kim Wai (" the Chairman ") welcomed all Unitholders to the Tenth Annual General Meeting (" 10th AGM ") of AmFIRST Real Estate Investment Trust (" AmFIRST REIT ") which was held in compliance with Clause (g)(ii) of Schedule 1 of the Third Restated Deed.	
1.2	The Chairman informed that this year's AGM was conducted fully virtual through live streaming and online remote voting from the virtual meeting platform via LUMI AGM Facilities provided by Boardroom Share Registrars Sdn Bhd in Malaysia in accordance with the Companies Act 2016 and he will be chairing the 10th AGM in accordance with the Third Restated Deed.	
1.3	The Chairman then introduced the Board of Directors, the Senior Management, and other attendees that were present at the 10th AGM of AmFIRST REIT.	
9/2	UNITHOLDERS AND PROXIES	
	A total of 374 Unitholders, Proxies and Corporate Representatives representing a total of 2,420,500 Units in AmFIRST REIT, registered for the 10th AGM via Remote Participation and Electronic Voting Facilities, LUMI AGM Facilities, as confirmed by AmFIRST REIT's Share Registrar, Boardroom Share Registrars Sdn. Bhd.	
9/3	CHAIRMAN AS APPOINTED PROXIES	
3.1	The Company Secretary, Ms Ruzeti Emar Binti Mohd Rosli, informed that a total of 10 Unitholders, Proxies and Corporate Representatives holding a total of 273,536,685 units in AmFIRST REIT had appointed the Chairman of the Meeting as their proxy to vote on their behalf at the 10th AGM. Out of those, there were 3 Proxies and Corporate Representatives.	
3.2	The Chairman encouraged the Unitholders that had logged-in to participate in the 10th AGM to submit their questions in real time via the messaging icon.	
9/4	QUORUM	
4.1	The Chairman invited the Company Secretary to confirm the quorum for the 10th AGM.	

ITEM	MINUTES	ACTION
4.2	The Company Secretary confirmed that a quorum was present pursuant to Paragraph (f) of Schedule 1 of the Third Restated Deed, and a total 374 Unitholders, Proxies and Corporate Representatives had logged into the online meeting platform via LUMI AGM Facilities.	
4.3	The Chairman then took the Chair and called the Meeting to order.	
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9/5	NOTICE OF MEETING	
	With the permission of the Meeting, the Chairman informed that the Notice convening the Meeting was taken as read by the Unitholders, Proxies and Corporate Representatives present.	
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9/6	VOTING PROCEDURES	
6.1	The Chairman highlighted that in accordance to Paragraph 8.29A of the Main Market Listing Requirements of Bursa Malaysia Securities Berhad (“Bursa Securities”), all Resolutions set out in the Notice of 10th AGM shall be put to vote by electronic poll (“E-Polling”).	
6.2	He informed that Boardroom Share Registrars Sdn. Bhd. has been appointed as Poll Administrator to conduct the E-Polling process and Commercial Quest Sdn. Bhd. shall verify the poll results as an Independent Scrutineers for the 10th AGM.	
6.3	Thereafter, the Chairman exercised the powers conferred under Schedule 1 of the Third Restated Deed, whereby as Chairman of the Meeting, he demanded for poll on all the resolutions set out in the Notice of 10th AGM dated 31 May 2022.	
6.4	The Chairman also informed that the voting function had been activated and all Unitholders, Proxies and Corporate Representatives were allowed to submit their votes for the resolution any time from 10:00 a.m. until the end of the voting session is announced.	
6.5	A short video by Boardroom Share Registrars Sdn. Bhd. was played to demonstrate to the Unitholders, Proxies and Corporate Representatives on the remote E-Polling process via LUMI AGM Facilities.	

ITEM	MINUTES	ACTION
9/7	PRESENTATION ON THE FINANCIAL PERFORMANCE AND OPERATION REVIEW	
7.1	<p>Prior to proceeding with the Ordinary Business of the agenda of the Meeting being to receive the Audited Financial Statements for the financial year ended 31 March 2022 of AmFIRST REIT together with the Reports of the Trustee and Auditors thereon, the Chairman invited Y.M. Raja Nazirin Shah Bin Raja Mohamad, the Executive Director cum Chief Executive Officer (“CEO”) of AmREIT Managers Sdn Bhd (“the Manager of AmFIRST REIT”) to present AmFIRST REIT’s financial performance for the financial year ended 31 March 2022 and the updates on the operations.</p>	
7.2	<p>The CEO gave his welcoming speech to those present at the Meeting and the following salient points on AmFIRST REIT’s operations and financial performance were duly noted by the Unitholders: -</p>	
	<p>1) <u>Key Highlights for the financial year ended 31 March 2022</u></p> <ul style="list-style-type: none">• The overall occupancy rate reduced by 2% year-on-year at 79% as at 31 March 2022 was mainly contributed by properties namely Wisma AmFIRST, The Summit Office and Jaya 99.• Nonetheless, the Trust managed to achieve higher tenant retention of 93% compared to 82% achieved in the previous year.• During FY2022, the Trust managed to reduce the electricity consumption by 5% compared to FY2021 from various initiatives put in place such as energy optimisation and Go-Green initiatives undertaken since FY2016.• All the above factors contributed to an improved net realised income and higher DPU by 3% and 7% respectively.• The Trust also achieved higher committed occupancy rate in FY2022 with new committed commercial space of approximately 122,000 sq. ft.• On Sustainability, apart from our objective to provide regular and stable returns to our Unitholders, we also strive to ensure that we are a responsible company. The regulators, financial institutions and investors are increasingly assessing companies based on specific ESG standards, with ‘Responsible Investment’ gaining prominence worldwide. And as sustainability evolves and	

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investors demand for ESG performance disclosure becoming more proactive, the roles of ESG have become increasingly interconnected with one another. Therefore, we must adapt to meet evolving industry requirements. The 'Business-as-Usual' approach can no longer be maintained.

- Therefore, in FY2022, we embarked on our journey to create a roadmap to further strengthen our sustainability commitment by establishing a 3-Year ESG roadmap where we placed greater importance on the responsible management of the ESG pillars being environmental stewardship, social responsibility and good governance in order to deliver sustainable returns to our Unitholders and to provide long-term value for our stakeholders.

2) Statement of Comprehensive Income for Financial Year Ended 31 March 2022

- Gross Revenue and Net Property Income decreased by 6.1% and 8.8% respectively year-on-year was mainly due lower average occupancy at Prima 9, The Summit Office & Retail, Jaya 99 and Menara AmFIRST as well as lower car park income from the Summit carpark.
- Property expenses decreased by 4.6% year-on-year was mainly due to the one-off rebate on services charges received from The Summit Subang USJ Management Corporation which had enabled the Trust to partly cushion the impact of the reduction in gross revenue.
- Interest expenses was lower by 7.6% due to lower cost of debts as a result of full impact of reductions in the Overnight Policy Rate in 2021
- As a result, the total realised income generated for FY2022 was recorded higher at 3.3% or equivalent to RM22.2 million compared to RM21.5 million for FY2021.
- Total DPU of 3.02 sen was declared in FY2022, representing a distribution ratio of 93%.

3) Statement of Financial Position as at 31 March 2022

- Investment properties decreased marginally by 1% to RM1.61 billion compared to RM1.63 billion largely due to the fair value loss from the revaluation of investment properties approximately RM17.8 million.

ITEM	MINUTES	ACTION
	<ul style="list-style-type: none">Borrowings have increased slightly to RM815 million to finance the ongoing capital expenditure and working capital.	
	<p>4) <u>Capital and Interest Rate Management</u></p> <ul style="list-style-type: none">Gearing increased slightly to 49.1% as at 31 March 2022 with 100% of the borrowings are on the floating rate and the average interest rate was 3.18% per annum.The weighted average maturity of the borrowings profile was 2.2 years with no immediate loan maturity except for RM118 million revolving credit facilities which are subject to annual review.	
	<p>5) <u>Asset Under Management</u></p> <ul style="list-style-type: none">The current asset portfolio includes nine (9) properties which consist of seven (7) office buildings, one (1) mixed development consisting of office, hotel, carpark and retail mall in Subang USJ and a HyperMall in Bukit Mertajam with total net lettable area of 3.2 million sq. ft.In FY2022, the Trust conducted a revaluation of all its investment properties and recorded a fair value loss of RM17.8 million.Additional capital expenditures of RM2.2 million in respect of the ongoing capital expenditure mainly on the loading and unloading bays at The Summit USJ and upgrading of the mechanical and electrical facilities at Wisma AmFIRST.	
	<p>6) <u>Diversified Asset Portfolio and Tenants' Base</u></p> <ul style="list-style-type: none">Asset class by asset value comprises of 64% Office, 17% HyperMall, 14% Retail Mall and 5% Hotel.Top ten (10) tenants accounted for 75% of the annual gross revenue with AmBank Group being the largest tenant contributed 39% of the annual gross revenue.	
	<p>7) <u>Average Portfolio Occupancy</u></p> <ul style="list-style-type: none">The decline in the average overall portfolio occupancy from 82.7% in FY2021 to 79% in FY2022 was mainly due to the partial renewal and non-renewal of tenancies by key	

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tenants such as Medical Device Authority at Prima 9 and NOL Global, EUT and Dynasty Dragon at The Summit Retail.

8) Leasing Management

- Achieved tenants' retention of 93% in FY2022 albeit with a negative rental reversion of 10%.
- Secured approximately 122,000 square feet of committed new commercial space as at 31 March 2022.
- 28% of the leased area are subject for renewal in FY2023.

9) Market Outlook for Kuala Lumpur Office

- Overall occupancy in KL City continued to decline from 69% in 2020 to 67% in 2021, whereas occupancy in KL Fringe remain relatively stable at 86% with no notable new completion.
- In the near term, flexible office operations and the shift towards hybrid working arrangement will gain traction and expected to continue to impact the office market.

10) Market Outlook for Selangor & Penang Retail

- Overall occupancy for Selangor retail declined marginally from 80.2% in 2020 to 79.2% in 2021.
- The overall occupancy for Penang retail also continued to drop from 72.8% to 71.2%.,
- Retail landscape continues to remain weak due to cautious consumer spending amidst the economic downturn. In short to medium term, rental rates and occupancy are expected to remain under pressure following the adverse impact of COVID-19 coupled with weaker demand amidst incoming supply of retail spaces.

11) Moving Forward: Improve Distribution and Long-Term Value Creation

The Manager will focus on three (3) key strategies to improve the distribution and deliver long term value to the Unitholders:-

- Sector-specific Leasing Initiative:

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	<ul style="list-style-type: none"> ➤ to strengthen collaborative efforts with AmBank Group for leasing efforts; ➤ to focus on existing tenants in the portfolio (organic growth) that require more space in line with the opening of the economy; ➤ to focus on defensive tenants to hedge against future uncertainties and market volatility. <ul style="list-style-type: none"> • Portfolio Rationalisation: <ul style="list-style-type: none"> ➤ to strengthen collaborative efforts with the AmBank Group for portfolio rationalisation undertakings; ➤ to diversify into other asset classes to reduce dependency on the office and retail assets in the current portfolio; • Prudent Capital Management: <ul style="list-style-type: none"> ➤ to optimise capital structure with target gearing level of between 35% to 40%; ➤ to continue with active interest rate management and effective hedging strategy; ➤ to diversify funding sources and maintain competitive average interest rate. 	
7.3	<p>The Chairman informed that the platform to pose questions via Boardroom Smart Investor Portal had been opened since 31 May 2022 until 19 July 2022 at 10.00 a.m. and then re-opened this morning from 9:00 a.m. The Trust has received questions prior to the 10th AGM (Pre-AGM questions) and questions posed through the messaging window in today's AGM.</p>	
7.4	<p>For the benefit of the Unitholders, Proxies and Corporate Representatives, the Chairman informed that KPMG had been appointed as the Independent Moderator and that they will act independently and objectively to oversee the collation of questions submitted by the Unitholders, Proxies and Corporate Representatives to ensure that these questions are responded to accordingly.</p>	
7.5	<p>The Chairman highlighted that for multiple and repetitive questions, the Independent Moderator shall summarise it collectively. He reminded the Unitholders, Proxies and Corporate Representatives that they may continue to pose questions until an announcement is made that the messaging window is closed.</p>	

ITEM	MINUTES	ACTION
7.6	The Independent Moderator then proceeded to read out questions received, and the responses by the Chairman, CEO and Chief Financial Officer as set out in “ Appendix I ” enclosed together with the Minutes.	
7.7	On the conclusion of the Questions and Answers session, it was concluded that all pertinent questions had been responded and the Chairman proceeded to thank the Unitholders, Proxies and Corporate Representatives for their questions and comments. He informed that the LUMI chat messaging platform for submission of question has been closed. He then continued with the main agenda of the Meeting.	
9/8	AUDITED FINANCIAL STATEMENTS FOR THE FINANCIAL YEAR ENDED 31 MARCH 2022 AND REPORTS OF THE TRUSTEE AND AUDITORS THEREON	
8.1	The Chairman informed that the adoption of the Audited Financial Statements for the financial year ended 31 March 2022 together with the Reports of the Trustee and Auditors (the “Reports”) does not require a formal approval from the Unitholders. He further explained, the Reports were only tabled for discussion and will not be put forth for voting.	
8.2	Accordingly, the Chairman informed the Meeting that the Audited Financial Statements for the financial year ended 31 March 2022 of AmFIRST REIT together with the Reports of the Trustee and Auditors thereon be received and adopted.	
9/9	SPECIAL BUSINESS	
9.1	The Chairman then proposed the following resolution:-	
9.1.1	ORDINARY RESOLUTION NO. 1 PROPOSED AUTHORITY TO ALLOT AND ISSUE NEW UNITS PURSUANT TO CLAUSE 6.59 OF THE MAIN MARKET LISTING REQUIREMENTS OF BURSA MALAYSIA SECURITIES BERHAD	
9.1.1.1	Ordinary Resolution No. 1 was to give the Directors of the Manager, from the date of the AGM, authority to allot and issue up to 20% of the existing total number of units issued of AmFIRST REIT for the time being, as and when the need or business opportunities arise which the directors were to consider to be in the best interest of AmFIRST REIT.	

ITEM	MINUTES	ACTION
9.1.1.2	The authority, unless revoked or varied at a general meeting, will expire at the next annual general meeting in 2023.	
9/10 OPENING OF POLL		
10.1	As all agendas set out in the Notice of 10th AGM had been dealt with, the Chairman clarified that the E-Polling process had commenced since the beginning of the 10th AGM and informed that for those who had yet to vote, to cast their votes on all the resolutions accordingly.	
10.2	He then reminded the Unitholders, Proxies and Corporate Representatives that he had been appointed as proxy for a number of Unitholders and shall vote in accordance with the instructions given.	
10.3	Thereafter, the Chairman informed that the poll voting would be closed in the next five (5) minutes from 11.11 a.m. and the result of the poll would be announced after the voting process ended and being verified by the Independent Scrutineers.	
10.4	The polling closed at 11.16 a.m. and the Meeting adjourned for another five (5) minutes for the Independent Scrutineers to verify the polling results.	
9/11 POLL ANNOUNCEMENT RESULTS		
11.1	The Chairman informed that the polling result for Ordinary Resolution No. 1 had been duly verified by Commercial Quest Sdn. Bhd., the appointed Independent Scrutineers.	
11.2	At 11.21 a.m., the Chairman called the Meeting to order for the declaration of poll results. He informed that he had received the poll result for the resolution from the Poll Administrator and verified by the Independent Scrutineers attached as " Appendix II ".	
11.3	The Chairman then invited Puan Martini Binti Mat Som from Commercial Quest Sdn. Bhd., the Independent Scrutineers to read out the results of the poll. Puan Martini Binti Mat Som informed that the poll result was compiled by the Poll Administrator, Boardroom Share Registrars Sdn. Bhd and verified by the Independent Scrutineers, Commercial Quest Sdn. Bhd. She then read out the poll result as follows:	

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	FOR			AGAINST		
	NO. OF			NO. OF		
	REC	UNITS	%	REC	UNITS	%
Ordinary Resolution No. 1	296	277,041,691	99.6352	96	1,014,230	0.3648

11.4 The poll result was flashed on the screen to those virtually present. Based on the poll result shown, the Chairman declared that Ordinary Resolution No. 1 as set out in the Notice of 10th AGM was duly carried.

9/12 CLOSURE

There being no other business, the Chairman thanked all Unitholders, Proxies and Corporate Representatives for their participation in AmFIRST REIT's second virtual AGM and declared that the 10th AGM was concluded at 11.24 a.m.

SIGNED AS A CORRECT RECORD OF THE PROCEEDINGS THEREAT



CHAIRMAN

DATE:

Appendix 1 : Questions & Answers

10TH ANNUAL GENERAL MEETING OF THE COMPANY TO BE HELD ENTIRELY THROUGH LIVE STREAMING FROM THE BROADCAST VENUE AT 12TH FLOOR MENARA SYMPHONY, NO 5, JALAN PROF. KHOO KAY KIM, SEKSYEN 13, 46200, PETALING JAYA, SELANGOR DARUL EHSAN, MALAYSIA (THE “BROADCAST VENUE”) ON THURSDAY, 21 JULY 2022 AT 10.00 A.M.

[APPENDIX 1: Listing of Moderated Questions and Responses]

Part A: Pre-Submitted AGM Questions

No.	Questions	Originator	Category	Response from Chairman and/or Management
1	<p>I. Will the company be providing door gifts to unitholders participating in the virtual AGM?</p> <p>II. Kindly allow voting at the start of the AGM.</p>	Stephen Lye Tuck Meng	<p>Stakeholder Engagement</p> <p>Administrative</p>	<p>As stated in the Administrative Guide which is part of the Annual Report FY2022 circulated to Unitholders on 31 May 2022 and also made available in AmFIRST REIT’s corporate website since 31 May 2022, there will be no gifts or vouchers to be distributed to Unitholders and Proxies who participate at the 10th AGM.</p> <p>The platform for voting on the resolution is open from 10:00 a.m. on 21 July 2022.</p>
2	I. Will new ESG policies imposed on companies by regulators help the overall business operations and attract potential investors?	Kow Li Shi	Sustainability	<p>Currently, there are no ESG policies imposed by regulators to PLCs. However, Bursa has recommended ESG best practices via a series of Guidebooks to guide PLCs on their ESG journey.</p> <p>Malaysia is one of the countries that is committed to UNSDG’s 2030 sustainable development agenda</p>



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No.	Questions	Originator	Category	Response from Chairman and/or Management
				<p>but this commitment is a non-binding commitment.</p> <p>On our part, we have established our Sustainability Policy in February 2019. In FY2022, we established our 3-Year Sustainability Roadmap.</p> <p>Having a good and clear ESG propositions can definitely create value and therefore, safeguard our long-term success as it will help us to:</p> <ul style="list-style-type: none"> • tap into new sectors/markets; • make the right investment decisions with minimum ESG risks hence, optimize returns on investment and capital expenditure; • increase staffs' productivity; and • reduce operational costs, amongst others.
	II. Is AmFIRST REIT set to post higher profits following Bank Negara Malaysia's decision to raise its overnight policy rate (OPR)?		Financial	<p>Hike in OPR will increase the interest cost of the bank borrowings which will consequently reduce the net income of AmFIRST REIT. As at 31 March 2022, the Trust has bank borrowings of RM815.2 million that currently are all subject to floating rate. Based on the interest cost sensitivity analysis, for every 25 basis point increase in interest rate will cause a corresponding decrease of RM2.0 million of the Trust's net income.</p>
	III. What is the latest portfolio occupancy rate?		Business Operations	<p>Overall average occupancy has improved slightly to 81.4% as at 30 June 2022 compared to 78.9% as at 31 March 2022.</p>



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No.	Questions	Originator	Category	Response from Chairman and/or Management
	IV. Would the Board and Management consider a higher dividend payout this year?		Financial	Dividend payout will depend on the realised net income generated that is available for income distribution. During FY2022, AmFIRST REIT has paid/declared total income distribution of 3.02 sen or RM20.7 million, which represented 93% of the realised net income of RM22.1 million generated in FY2022.
3	Please kindly share the business plan to increase revenue.	Kow Lih Shi	Strategy	We have implemented various marketing strategies to improve the occupancy and increase the revenue of the asset portfolio. These include strengthening collaboration with AmBank Group to reach out to more prospective tenants and offer attractive and innovative tenancy packages to attract new tenants.
4	I. Why should the REIT Manager collect a divestment fee of 0.5% when there is a net loss from the disposal of Menara AmFIRST amounting to RM4,931,950? II. Can there be a resolution to vote on the said matter?	Loke Yoon Hoe	Business Operations	As provided by the Third Restated Trust Deed (clause 19.1(a)(iv)), the REIT Manager can charge a divestment fee of 0.5% on sale price for disposal of any property. Hence, there is no requirement to seek Unitholders' approval on the matter. However, considering the capital loss arising from the proposed disposal, the Manager will waive the divestment fee on the proposed disposal of Menara AmFIRST.



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No.	Questions	Originator	Category	Response from Chairman and/or Management
5	<p>I. Any positive outlook on Summit USJ or what contribution could investors expect from this asset?</p> <p>II. Is there any potential buyer or plan to dispose of The Summit USJ as it is carrying a negative impact in AmFIRST REIT's portfolio when referring to the loan borrowing amount versus the income generated. It has been performing poorly even before the pandemic.</p>	Ser Boon Teck	Business Operations/ Strategy	<p>We have been intensifying leasing efforts with collaboration with AmBank to bring in tenants. In addition, with the upcoming opening of a theme park, it will further attract a crowd to the mall. The creation of 112,000 sq. ft. of new tenants is the result of the collaboration effort.</p> <p>We have been exploring various divestment initiatives for The Summit. However, interest from prospective buyers has been dampened by the recent pandemic. We will continue to pursue it especially with the collaborative effort with AmBank.</p>
6	<p>Dear Chairman / BOD, Kindly do not use the Boardroom for future Virtual Meetings.</p> <p>I. Boardroom's meeting system is not integrated, and the service needs improvement.</p> <p>II. Unitholders must retrieve AGM login details from their email; and</p> <p>III. are not allowed to vote at the start of the AGM.</p> <p>Many unitholders have also voiced similar complaints in other AGMs.</p>	Stephen Lye Tuck Meng	Administrative	<p>The management has taken note of your comments and we have received Boardroom's acknowledgement to address this matter.</p>

Part B: Live Unitholders Questions

No.	Questions	Originator	Category	Response from Chairman and/or management
1	Are the Board members accorded with meeting allowance for attending this general meeting?	STEPHEN LYE TUCK MENG	Administrative	There is no meeting allowance accorded to directors for attending this general meeting.
2	Any expected impact (in terms of profitability) in 2022 in light of recent implementation of minimum wages?	LAU YONG EN/ KOW LIH SHI	Financial	Yes. We are looking into ways on how to address the impact of the increase in minimum wages on the cost of building management, security, and cleaning services etc.
3	How much did the AmFIRST REIT spend on this virtual AGM?	TEH SUE WEI	Administrative	The cost for this year fully virtual AGM is RM48,000, compared to the cost to hold a physical AGM which was around RM140,000, a reduction by 66%.
4	Do AmBank Group and its subsidiaries share manpower during ad hoc events and activities?	KOW LIH SHI	Human Resource Leasing Dept & Operations Dept	The Manager being part of the enlarged AmBank Group has always been supported as and when necessary, in terms of manpower as well as business infrastructure. Yes, we do get assistance from Group Corp Communications, Group Company Secretary, Group Internal Audit, Group IT etc. (These are shared costs which are charged to the REIT Manager and not the REIT.)

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No.	Questions	Originator	Category	Response from Chairman and/or management
5	AmFIRST REIT has a good NAV per unit of RM1.1633, and a DPU of 3.02sen. As a small and ordinary investor, I believe that this should attract more investors. However, the unit price has plateaued around RM 0.39 for some time. Is this in line with the fund's investment profile?	CHEW HIAP HONG	Finance/ Strategy	There are various factors affecting the unit price such as perception on office and retail market, dividend, gearing level, liquidity amongst others, where the Manager is looking at addressing the financial performance as well the optimum gearing level. Parts of the strategies are to rationalise the assets portfolio and manage cost of borrowings.
6	AmFIRST REIT recently disposed Menara AmFIRST for RM62 million and with a net loss of RM4.93 million: (i) Is the company planning to dispose of more underperforming assets? (ii) What is the long-term plan for AmFIRST REIT?	CHUA SONG YUN CHUA SONG YUN/ LAU CHUAN HOOI/ KOW LIH SHI	Business Operations/ Strategy Business Operations/ Strategy	(i) AmFIRST REIT intends to hold its properties on a long-term basis. At any opportune time when there are offers to acquire any of the properties which has reached a stage where it offers limited scope for growth to the Trust, the Manager may consider selling the property and utilise the proceeds for alternative investments that will add value to its portfolio or to optimise the gearing level. (iii) We remain committed to delivering values to our unitholders and will adopt appropriate businesses strategies to sustain our financial performance by exploring acquisition of yield accretive assets such as logistics and warehousing to ride on the current e-commerce and supply chains demand.



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No.	Questions	Originator	Category	Response from Chairman and/or management
7	In the last quarterly report ending 31/3/2022, I noted that AmFIRST REIT has not done anything about managing and hedging interest risk. Why is this not undertaken?	LOKE YOON HOE	Business Operations	<p>We have actually been monitoring the interest rate market on a regular basis to look for the right time/opportunity to hedge. As at 31 March 2022, AmFIRST REIT enjoyed lower interest cost of 3.18% which has enabled the REIT to reduce its interest expense by 8% year on year.</p> <p>Recently, we saw the interest rate market was more stabilised and have hedged RM50.0 million via buying into 5-year interest rate swap.</p>
8	Over the past many years, management has been trying to turn around AmFIRST REIT with different plans and injecting more capex; however, there is little success from these efforts, which made AmFIRST REIT one of the worst performing REITs. Please explain what management can do differently going forward to achieve different results?	CHUA SONG YUN	Business Operations/ Strategy	<p>We have been containing CAPEX due to it high gearing of the Trust where in FY2022, only RM2.2 million is spent and these are only related to the ongoing CAPEX.</p> <p>Some of the past capex enable the REIT to get some benefits such as reduction in electricity consumption etc.</p>

NOTE TO CHAIRMAN/ BOARD - THERE ARE NO MORE NEW QUESTIONS IN THE QUEUE

Part C: Questions received after the Pre-AGM cutoff

No.	Questions	Originator	Category	Response from Chairman and/or Management																								
● 9	Is the net rental income disclosed by properties in the annual report after interest or borrowing cost?	David Tai	Financial	Net rental income is before the interest costs.																								
● 10	Please provide a breakdown for the revenue and net income of USJ Summit by Retail, Office and Hotel.	David Tai	Financial	<table border="1"> <thead> <tr> <th></th> <th>Gross Revenue (Realised) RM'000 (b)</th> <th>Net Property Income RM'000 (d) = (b) - (c)</th> <th>Net Property Income Yield Based on Net Book Value %</th> </tr> </thead> <tbody> <tr> <td>The Summit</td> <td>12,470</td> <td>(1,249)</td> <td>-0.3%</td> </tr> <tr> <td>- Retail</td> <td>6,647</td> <td>(3,644)</td> <td>-2.0%</td> </tr> <tr> <td>- Office</td> <td>3,283</td> <td>1,676</td> <td>3.6%</td> </tr> <tr> <td>- Hotel</td> <td>1,592</td> <td>1,283</td> <td>1.5%</td> </tr> <tr> <td>- Car Park</td> <td>948</td> <td>(564)</td> <td>-1.3%</td> </tr> </tbody> </table>		Gross Revenue (Realised) RM'000 (b)	Net Property Income RM'000 (d) = (b) - (c)	Net Property Income Yield Based on Net Book Value %	The Summit	12,470	(1,249)	-0.3%	- Retail	6,647	(3,644)	-2.0%	- Office	3,283	1,676	3.6%	- Hotel	1,592	1,283	1.5%	- Car Park	948	(564)	-1.3%
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Part C: Questions received after the Pre-AGM cutoff – contd.

No.	Questions	Originator	Category	Response from Chairman and/or Management
● 11	Referring to the disposal of Menara AmFirst, was the process of disposal done by a direct dealing or through an agent? What is the total agent fee involved? How much RPGT to be paid and are there exemptions being explored?	David Tai	Business Operations	<p>The proposed disposal of Menara AmFIRST was done through an agent for an agency fee of 3%.</p> <p>There is no RPGT payable as the disposal is at a net loss position.</p>
● 12	Who is the purchaser of Menara AmFIRST related to?	David Tai	Business Operations	As per our Bursa announcement dated 1 July 2022, Forever Backup Sdn Bhd is a private limited company incorporated in Malaysia under the Companies Act, 2016 on 10 August 2020. They are related to one of our tenants.
● 13	Has the AmREIT Manager Sdn Bhd's Board ensured that there was a competitive offer on the property and opened a tender (i.e. putting on AmFIRST website to seek an expression of interest for sale of Menara AmFIRST?) If yes, how long was the process duration and when was it started? Ability to monetise at a good price for such assets could only be done with sufficient period to market.	David Tai	Business Operations	<p>We have been working with various property agencies and exploring various means in divesting this asset since 2018. During this period, we have had few prospects introduced by the agencies of which had not met with our minimum price expectation.</p> <p>We prefer to market the sale of this asset discreetly through our panel of property agents instead of an open tender which may send the wrong signal to the public and our tenants in particular as this is normally done by liquidators and receivers for distressed assets.</p>



AmFIRST

Real Estate Investment Trust

Part C: Questions received after the Pre-AGM cutoff – *contd.*

No.	Questions	Originator	Category	Response from Chairman and/or Management
● 14	We unitholders think that the building could be sold at a better price than the valuation as the location is a landmark in PJ, we didn't see any banner or stickers hung on Menara AmFIRST seeking for interested buyers. Was sufficient advertisement and communications done for the interest to sell Menara AmFIRST?	David Tai	Business Operations	Please refer to our earlier response no.5.
● 15	Did the Board ensure the major tenants weren't interested in buying the property as part of the process by writing a letter to them requesting their interest to purchase Menara AmFIRST?	David Tai	Business Operations	We have explored this option too and the purchaser is related to one of the existing tenants.

Part C: Questions received after the Pre-AGM cutoff – *contd.*

No.	Questions	Originator	Category	Response from Chairman and/or Management
● 16	Will the Board recommend and continue employing the strategy of disposing other properties to lower AmFIRST's high gearing ratio and borrowing for the year 2022 onwards? We as unitholders believe that it is a good strategy to lower interest cost hence improving the overall net yield of the REIT. There are many properties in AmFIRST's portfolio that are unable to yield a net rental income percentage higher than the cost for its borrowings. I believe that this should be incorporated in the KPIs for the Chairman's and Board evaluation.	David Tai	Business Operations	<p>As per earlier the presentation by the CEO, it is always part of the Manager's portfolio rationalization strategy to dispose the non-core and low yielding assets within the portfolio as divestment targets to bring down the gearing. The proposed disposal of Menara AmFIRST was done with that objective in mind.</p> <p>However, due to the continuing depressed property market, particularly for old office buildings, we have not been able to find serious buyers for other properties in the portfolio who can meet our price limits.</p>

Part C: Questions received after the Pre-AGM cutoff – contd.

No.	Questions	Originator	Category	Response from Chairman and/or Management
● 17	<p>We unitholders prefer if AmFirst advertises properties via a “seeking for expression of interest” exercise, and would like to see good governance in the disposal process to avoid any suspicious profiteering of sales fees or soliciting cost. We believe this could result in a win-win scenario whereby some interested buyers can directly negotiate with AmFirst without necessitating agent fees.</p> <p>Please update your company website to include this function, including listing of spaces for lease along with the details of the floor and the space available. The leasing team should also be ready with the floor plans to ensure quick response, cutting the need for agent fees to save cost. What are the current cost-saving initiatives being taken?</p>	David Tai	Business Operations	<p>Our approach and basis for this disposal have been explained in No. 5 above. It is a rigorous process in consultation with AmFIRST REIT’s trustees, Maybank Trustees Berhad and is in strict compliance with good governance practice, as well as existing rules and regulations.</p> <p>As to the suggestions towards leasing, we will consider enhancing the marketability and this has been done through collaborative efforts with AmBank Group. In terms of cost saving initiatives, we have implemented various measures in terms of energy and water consumptions to avoid leakages and improve energy efficiency.</p>



AmFIRST

Real Estate Investment Trust

Part C: Questions received after the Pre-AGM cutoff – *contd.*

No.	Questions	Originator	Category	Response from Chairman and/or Management
● 18	Please indicate the grade of each building (i.e. Prime A+, Grade A, etc) on the website and other publications, as this will aid tenants' judgment on the service and quality of the building.	David Tai	Business Operations	A general classification system exists to categorize buildings by location, age, amenities, aesthetics, and general infrastructure. Commercial real estate brokers use these classes to prepare market data and justify the cost of leases within the building. For that reason, official as they sound, these classifications are somewhat subjective—something to bear in mind in lease negotiations. We always take the efforts in informing the real estate agents and prospects on the features of each building on its strengths and weaknesses for them to make their choice.
● 19	Why is AmFIRST investor relations inactive for retail briefing and roadshows, aside from AGM? There are several options to boost investor relations, like providing presentations on decisions made, the rationale behind them, and the strategy moving forward for AmFIRST. There is also no analyst coverage on your counter. Do you conduct analyst briefing sessions?	David Tai	Investor Relations	We have been doing briefings to institutional investors and individual unitholders, which however, were impacted by the pandemic of late. As to analyst briefings, we intend to do so as when we have positive stories to highlight in the form of new corporate exercises or acquisitions. Moving forward, we will continue to explore this avenue to elevate the Trust's positioning.



AmFIRST

Real Estate Investment Trust

Part C: Questions received after the Pre-AGM cutoff – *contd.*

No.	Questions	Originator	Category	Response from Chairman and/or Management
20	In regards to the resolution 1 for the 10th AGM, I disagree to any allotment of shares which will cause dilution of Net Asset per share value of existing shareholders. The Board should not allow any new allotment of shares and any further expansion in this jittery market conditions. The Board should be placing a KPI to ensure the right strategy to manoeuvre to avoid this resolution for good cash flow i.e. (a proper disposal or seeking of expression of interest process to sell properties which have a lower yield to borrowing cost ratio) instead. Will the Board find ways to monetize USJ Summit?	David Tai	Financial	<p>As pointed out during the AGM, the Board will exercise this mandate judiciously and only if it will help to improve the performance and positioning of AmFIRST REIT for the benefit of existing unitholders.</p> <p>As mentioned earlier, it is our strategy to divest low-yielding asset to optimize the gearing level and The Summit is one of the assets that is identified for disposal if the opportunity arises.</p>

Part C: Questions received after the Pre-AGM cutoff – *contd.*

No.	Questions	Originator	Category	Response from Chairman and/or Management
21	Are there any strategic initiatives for AmBank Group and its subsidiaries and other related operations to occupy the empty spaces in AmFIRST REIT-owned properties? We shareholders note that part of AmBank Group is renting Menara AmFIRST that is currently being sold - will they move in 2024?	David Tai	Business Operations/ Strategy	Under the collaboration efforts, this has resulted in relocation of some department of AmBank Group's entities to Wisma AmFIRST and this will be continually pursued. Currently, only the REIT Manager is renting in Menara AmFIRST and we plan to re-locate this office to other buildings owned by AmFIRST REIT.
22	Are there any negotiations with AmBank to privatize or acquire 51% of the units in AmFIRST REIT?	David Tai	Strategy	No such talk that we know of.
23	Will the dividend improve from 2022 onwards from any strategies being taken?	David Tai	Financial/ Strategy	As mentioned earlier, improved DPU and lower down gearing is our top priority. Divestment of Menara AmFIRST will help to pare down the gearing level from 49.1% to 47.8%. Dividend will be improved through collaboration exercise with AmBank to reach out to more prospects. So far, the results are very encouraging. We managed to secure around 30,000 sq. ft of new tenants through such collaboration.

Appendix 2 : Poll Result

The Chairman

AmFIRST REAL ESTATE INVESTMENT TRUST

10TH Annual General Meeting

21 July 2022

Dear Sir,

As Poll Administrator appointed for the purpose of the Poll taken at the Annual General Meeting of the Members of the Company held on 21st July 2022, I HEREBY CERTIFY that the result of the poll is correctly set out as follows: -

AMFIRST REAL ESTATE INVESTMENT TRUST

Tenth Annual General Meeting

Thursday, 21 July 2022

Polling Results

RESOLUTION	Vote FOR			Vote AGAINST		
	NO. OF			NO. OF		
	REC	UNITS	%	REC	UNITS	%
ORDINARY RESOLUTION 1	296	277,041,691	99.6352	96	1,014,230	0.3648

Your faithfully,
For and on behalf of
Boardroom Share Registrars Sdn Bhd



Rozleen Monzali
Senior Manager


