



**AmFIRST**

Real Estate Investment Trust



# FINANCIAL RESULTS

For the Financial Year Ended 31 March 2018



The Manager

Am ARA REIT Managers Sdn Bhd (730964-X)

# FUND OVERVIEW

## AS AT 31 MARCH 2018

### Listing Date

21 December 2006

### Total Number of Units Issued

686,401,600 units

### Sector/Type of Properties

Commercial Office and Retail

### No. of Investment Properties

9

### Investment Properties

RM1,650.1 million

### Total Asset Value

RM1,664.4 million

### Borrowings

RM779.0 million

### Gearing

46.8%

### Net Asset Value

RM849.4 million

### Net Asset Value Per Unit

1.2374 (before income distribution)

1.2166 (after income distribution)

### Closing Unit Price

RM0.60

### Market Capitalisation

RM411.8 million

# STATEMENT OF COMPREHENSIVE INCOME

| RM'000   | Financial Year Ended |               | Changes         |               |
|--|----------------------|---------------|-----------------|---------------|
|  | 31-Mar-18            | 31-Mar-17     | Amount          | %             |
| Gross Revenue <sup>(i)</sup>   | 114,099              | 111,539       | 2,560           | 2.3%          |
| Property Expenses <sup>(ii)</sup>  | (38,059)             | (38,737)      | 678             | 1.8%          |
| <b>Net Property Income</b>   | <b>76,040</b>        | <b>72,802</b> | <b>3,238</b>    | <b>4.4%</b>   |
| Interest and Other Income  | 354                  | 257           | 97              | 37.7%         |
| <b>Total Income</b>  | <b>76,394</b>        | <b>73,059</b> | <b>3,335</b>    | <b>4.6%</b>   |
| Non-property Expenses  | (8,442)              | (9,045)       | 603             | 6.7%          |
| Interest Expenses <sup>(iii)</sup>   | (37,266)             | (36,125)      | (1,141)         | -3.2%         |
| <b>Realised Net Income</b>   | <b>30,686</b>        | <b>27,889</b> | <b>2,797</b>    | <b>10.0%</b>  |
| Change in Fair Value of Investment Properties                              | (20,537)             | (6,568)       | (13,969)        | >100%         |
| Unrealised Gain on Revaluation of Derivative                               | 883                  | 1,442         | (559)           | 38.8%         |
| Unrealised Gain/(Loss) on Financial Liabilities Measured at Amortised Cost | 298                  | (524)         | 822             | >100%         |
| <b>Total Comprehensive Income For The Year</b>                             | <b>11,330</b>        | <b>22,239</b> | <b>(10,909)</b> | <b>-49.1%</b> |
| - Realised   | 30,686               | 27,889        | 2,797           | 10.0%         |
| - Unrealised   | (19,356)             | (5,650)       | (13,706)        | >100%         |

(i) Gross revenue was marginally higher by 2.3% as compared to preceding year to date, mainly contributed by higher average occupancy rate in The Summit Retail and Prima 9. However, the increase was partially offset by the lower average occupancy in Menara AmFIRST and Wisma AmFIRST.

(ii) Property expenses was 1.8% lower as compared to the preceding year to date, mainly attributable to lower electricity expense in some of the properties within the portfolio.

(iii) Interest expense was higher by 3.2% mainly due to increase in borrowing to finance the various asset enhancement initiatives as well as increase in interest cost as a result of increased in cost of fund.

# STATEMENT OF FINANCIAL POSITION

| RM'000                                 | As at            | As at            | Changes         |              |
|--|------------------|------------------|-----------------|--------------|
|  | 31-Mar-18        | 31-Mar-17        | Amount          | %            |
| Investment Properties                  | 1,650,060        | 1,662,800        | (12,740)        | -0.8%        |
| Trade Receivables                      | 2,046            | 1,742            | 304             | 17.5%        |
| Other Receivable, Deposit & Prepayment | 8,333            | 8,046            | 287             | 3.6%         |
| Cash & Cash Equivalents                | 3,946            | 6,977            | (3,031)         | -43.4%       |
| <b>Total Assets</b>                    | <b>1,664,385</b> | <b>1,679,565</b> | <b>(15,180)</b> | <b>-0.9%</b> |
| Borrowings                             | (779,042)        | (775,143)        | (3,899)         | 0.5%         |
| Other Liabilities                      | (35,979)         | (37,216)         | 1,237           | -3.3%        |
| <b>Total Liabilities</b>               | <b>(815,021)</b> | <b>(812,359)</b> | <b>(2,662)</b>  | <b>0.3%</b>  |
| <b>Net Asset Value (NAV)</b>           | <b>849,364</b>   | <b>867,206</b>   | <b>(17,842)</b> | <b>-2.1%</b> |

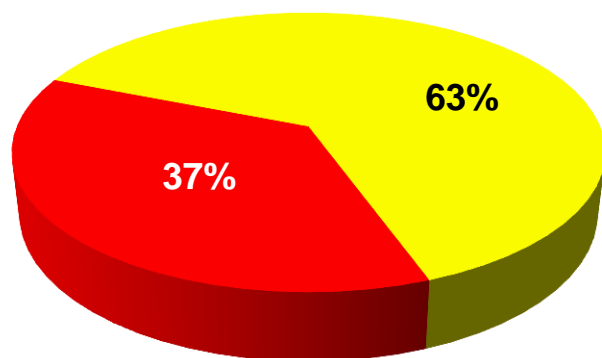
|  |         |         |           |        |
|--|---------|---------|-----------|--------|
| Number of Units in Circulation ('000 unit) | 686,402 | 686,402 | -         | -      |
| Closing Unit Price (RM)                    | 0.600   | 0.810   | (0.210)   | -25.9% |
| Market Capitalisation (RM'000)             | 411,841 | 555,985 | (144,144) | -25.9% |
| <u>NAV per unit (RM)</u>                   |         |         |           |        |
| - Before income distribution               | 1.2374  | 1.2634  | (0.0260)  | -2.1%  |
| - After income distribution                | 1.2166  | 1.2421  | (0.0255)  | -2.1%  |

# CAPITAL & INTEREST RATE MANAGEMENT

|                                    | As At<br>31 Mar 2018 | As At<br>31 Mar 2017 |
|------------------------------------|----------------------|----------------------|
| Total Borrowings (RM'000)          | 779,042              | 775,143              |
| Total Asset Value (RM'000)         | 1,664,3856           | 1,679,565            |
| Gearing (%)                        | 46.8%                | 46.2%                |
| Weighted Average Interest Rate (%) | 4.85%                | 4.58%                |
| Interest Cover (Times)             | 1.82                 | 1.77                 |

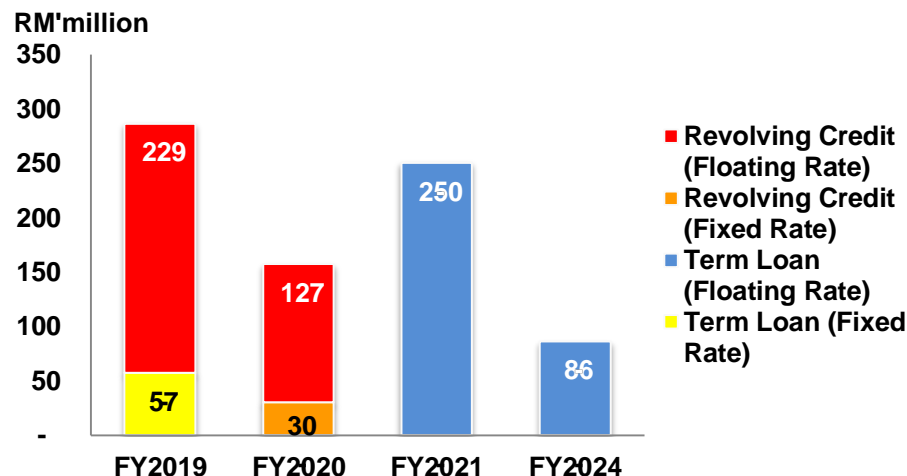
## Interest Rate Management

■ Fixed Rate    ■ Floating Rate



✓ 37% Fixed Rate : 63% Floating Rate

## Debt Expiry Profile



✓ The weighted average maturity was 2.03 years.

# INVESTMENT PROPERTIES



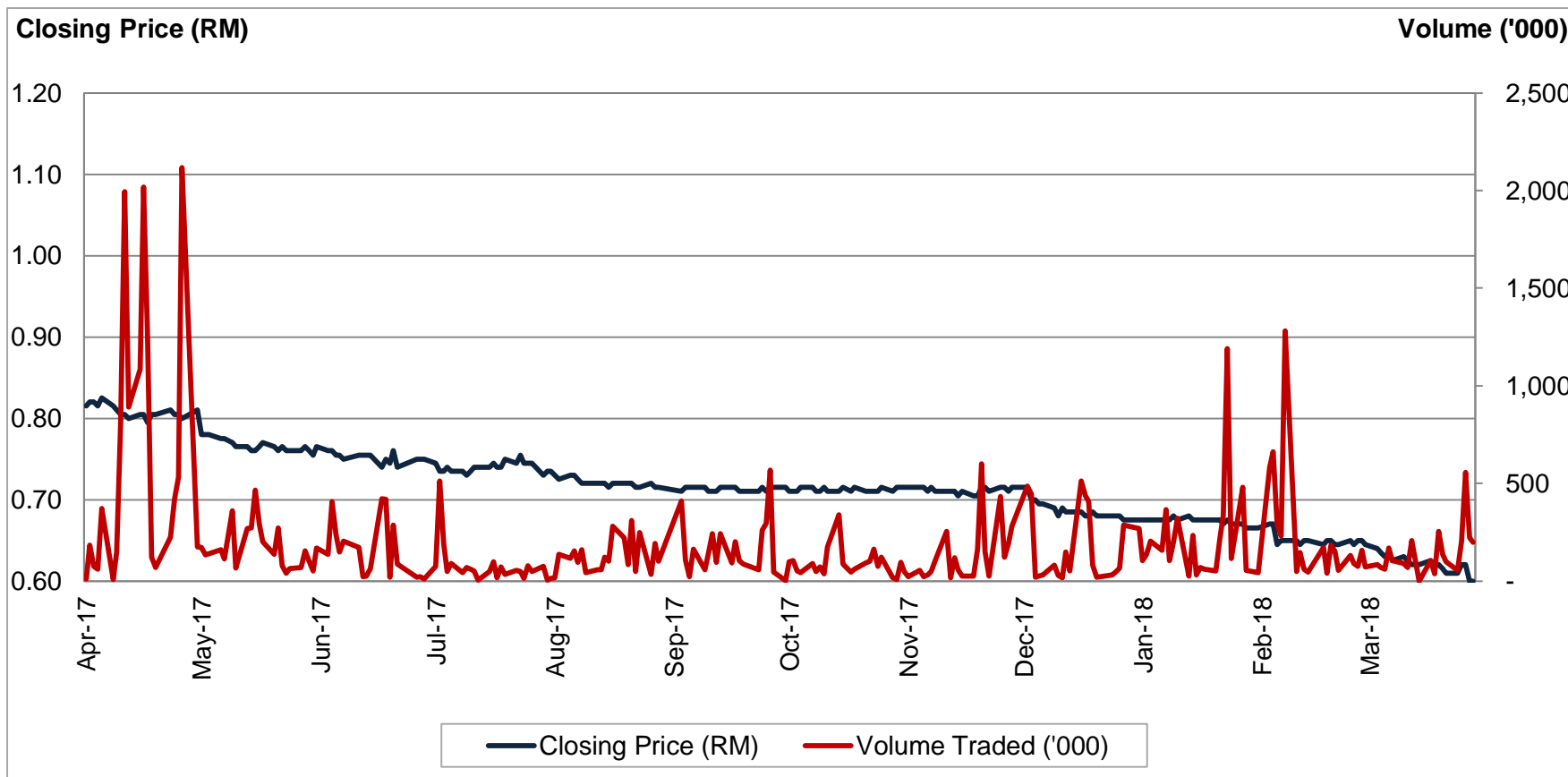
| No.          | Property Portfolio    | Location       | NLA (sf)              | No. of Car park | Valuation as at 31 Mar 2018 |        |
|--------------|-----------------------|----------------|-----------------------|-----------------|-----------------------------|--------|
|              |                       |                |                       |                 | RM mil                      | RM psf |
| 1            | Bangunan AmBank Group | Kuala Lumpur   | 360,166               | 522             | 260.0                       | 722    |
| 2            | Menara AmBank         | Kuala Lumpur   | 458,187               | 557             | 321.5                       | 702    |
| 3            | Menara AmFIRST        | Petaling Jaya  | 156,369               | 324             | 72.0                        | 460    |
| 4            | Wisma AmFIRST         | Kelana Jaya    | 284,499               | 645             | 114.0                       | 401    |
| 5            | The Summit Subang USJ | Subang Jaya    |                       |                 | 365.1                       |        |
|              | - Retail              |                | 561,978               | -               | 185.9                       | 331    |
|              | - Office              |                | 138,604               | -               | 45.4                        | 328    |
|              | - Hotel               |                | 286,600<br>/332 rooms | -               | 93.0                        | n/a    |
|              | - Carpark             |                | -                     | 1,966           | 40.8                        | n/a    |
| 6            | Prima 9               | Cyberjaya      | 111,224               | 414             | 73.2                        | 658    |
| 7            | Prima 10              | Cyberjaya      | 100,272               | 322             | 66.3                        | 661    |
| 8            | Jaya 99               | Melaka         | 225,912               | 551             | 102.0                       | 452    |
| 9            | Mydin HyperMall       | Bukit Mertajam | 536,507               | 1,242           | 276.0                       | 514    |
| <b>TOTAL</b> |                       |                | <b>3,220,318</b>      | <b>6,543</b>    | <b>1,650.1</b>              |        |

# PORTFOLIO OCCUPANCY (%)

|   | Occupancy (%)        |                      |
|---|----------------------|----------------------|
|   | As at<br>31 Mar 2018 | As at<br>31 Mar 2017 |
| Bangunan Ambank Group                           | 99.6%                | 99.6%                |
| Menara AmBank                                   | 82.4% ↓              | 90.4%                |
| Menara AmFIRST                                  | 58.7% ↓              | 62.0%                |
| Wisma AmFIRST                                   | 66.6% ↓              | 78.6%                |
| The Summit Subang USJ (Office)                  | 72.7% ↑              | 64.4%                |
| The Summit Subang USJ (Retail)                  | 78.0% ↑              | 74.3%                |
| Prima 9   | 100.0% ↑             | -                    |
| Prima 10  | 60.1%                | 60.1%                |
| Kompleks Tun Sri Lanang (also known as Jaya 99) | 93.4% ↓              | 100.0%               |
| Mydin HyperMall                                 | 100.0%               | 100.0%               |
| <b>Overall Portfolio</b>                        | <b>84.4%</b> ↑       | <b>82.6%</b>         |

- The committed occupancy on the overall portfolio as at 31 Mar 2018 was **87.7%**.

# UNIT PRICE & TRADING PERFORMANCE



**Closing Unit Price as at 31 Mar 2018**

RM0.60

**Highest Unit Price during the Financial Year**

RM0.825

**Lowest Unit Price during the Financial Year**

RM0.60

**Average Volume Traded per day during the Financial Year**

191,964 units



# TOP 10 UNITHOLDERS

## AS AT 31 Mar 2018

| No           | Name                               | % Unit Held  |
|--------------|------------------------------------|--------------|
| 1            | AmBank (M) Berhad                  | 26.73        |
| 2            | Yayasan Azman Hashim               | 6.09         |
| 3            | Jadeline Capital Sdn Bhd           | 3.28         |
| 4            | Valuecap Sdn Bhd                   | 3.18         |
| 5            | Yayasan Hasanah                    | 2.95         |
| 6            | Amcorp Group Berhad                | 1.99         |
| 7            | AmMetLife Insurance Berhad         | 1.63         |
| 8            | Affin Hwang Investment Bank Berhad | 1.33         |
| 9            | Employees Provident Fund Board     | 1.04         |
| 10           | DFN Resources Sdn Bhd              | 1.04         |
| <b>Total</b> |                                    | <b>49.26</b> |

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