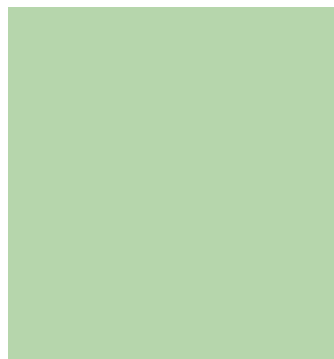
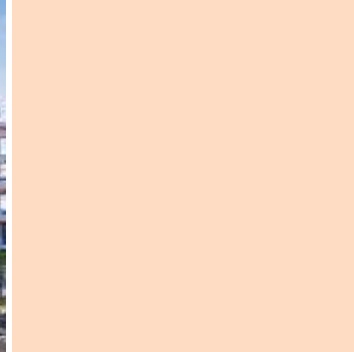




AXIS REAL ESTATE INVESTMENT TRUST
Results Presentation 4Q2023
24 January 2024



HIGHLIGHTS

PORTFOLIO
OVERVIEW

FINANCIAL
OVERVIEW

STOCK
INFORMATION



HIGHLIGHTS



HIGHLIGHTS



62 properties on portfolio
50 properties with 100% occupancy
1 ongoing development project



Portfolio Occupancy of 97% (as at 31/12/2023)
Weighted Average Lease Expiry of 4.94 years



Total Assets Under Management
RM4.52 billion



Reclassified as Islamic REIT in 2008



Space Under Management
13.35 million sq ft



Distribution Per Unit YTD 2023
8.65 sen



Financing Ratio
34.4%



Market Capitalization (as at 31/12/2023)
RM3.1 billion



Solid industrial space portfolio



Nationwide presence across Malaysia

2023 FINANCIAL HIGHLIGHTS

- Successfully completed the listing of 100 million new units on 4 January 2023 pursuant to a placement exercise.
- Investment properties currently stands at RM4.44 billion.
- Total of RM81.3 million revaluation gain on investment properties recorded for FYE2023.
- Total of 8.65 sen DPU declared for FYE2023.
- NAV per unit increased by 3% to RM1.6172.
- Traded at a premium of 10.7% to NAV as at 31 December 2023.
- Completed the Income Distribution Reinvestment Plan in conjunction with the payment of 2023 third interim income distribution.

2023 PORTFOLIO HIGHLIGHTS

- Our fourth development project, Bukit Raja Distribution Centre 2 was successfully completed a month ahead of schedule and commenced its 15 year lease.
- Signed the Sale and Purchase Agreement to acquire a manufacturing facility in Sendayan, Negeri Sembilan for a proposed purchase consideration of RM48,000,000 on 25 October 2023.
- Signed the Sale and Purchase Agreement to acquire a hypermarket in Temerloh, Pahang for a proposed purchase consideration of RM25,750,000 on 8 December 2023. The proposed acquisition, Axis Hypermarket @ Temerloh was subsequently completed on 16 January 2024.
- Achieved tenant retention rate of 97% for FYE2023.
- Achieved 5.84% positive rental reversion from tenancy renewals and contracted step-ups for FYE2023.
- Approximately 2.16 million sq. ft. of space secured through tenancy renewals and new tenants.
- Portfolio occupancy increased from 92% in 3Q2023 to 97% in 4Q2023.

SUSTAINABILITY HIGHLIGHTS



Environment

- ✓ Efficient energy management:
 - Replacing conventional lighting with energy efficient lighting
 - Leasing roof space to install solar panels
 - Upgrading air-conditioning systems to environmentally-friendly systems
- ✓ Green building certification:
 - DW1 Logistics Warehouse: GBI Certified
 - Axis Facility 2 @ Bukit Raja: GreenRE Silver
 - Bukit Raja Distribution Centre 2: GreenRE Gold
 - Axis Mega Distribution Centre: Provisional GreenRE Silver (Phase 1), Gold (Phase 2)



Social

- ✓ Donated an ambulance to SJAM for emergency ambulance services in Kota Kinabalu, Sabah
- ✓ Funding physiotherapy and speech therapy for children with disabilities



Governance

- ✓ Best practices:
 - Complied with 30% female representation on Board with effect from 1 June 2022 in accordance with the SC's requirements.
 - Complied with the independent director tenure limit of 12 years with effect from 30 May 2023 in accordance with the Listed REIT Guidelines.
- ✓ External validation:
 - Constituent of FTSE4Good Bursa Malaysia Index
 - Participant member of GRESB



PORTFOLIO OVERVIEW



PORTFOLIO OVERVIEW

As at 31 December 2023, the portfolio has 62 assets comprising 13,351,168 sq. ft. and 173 tenants.

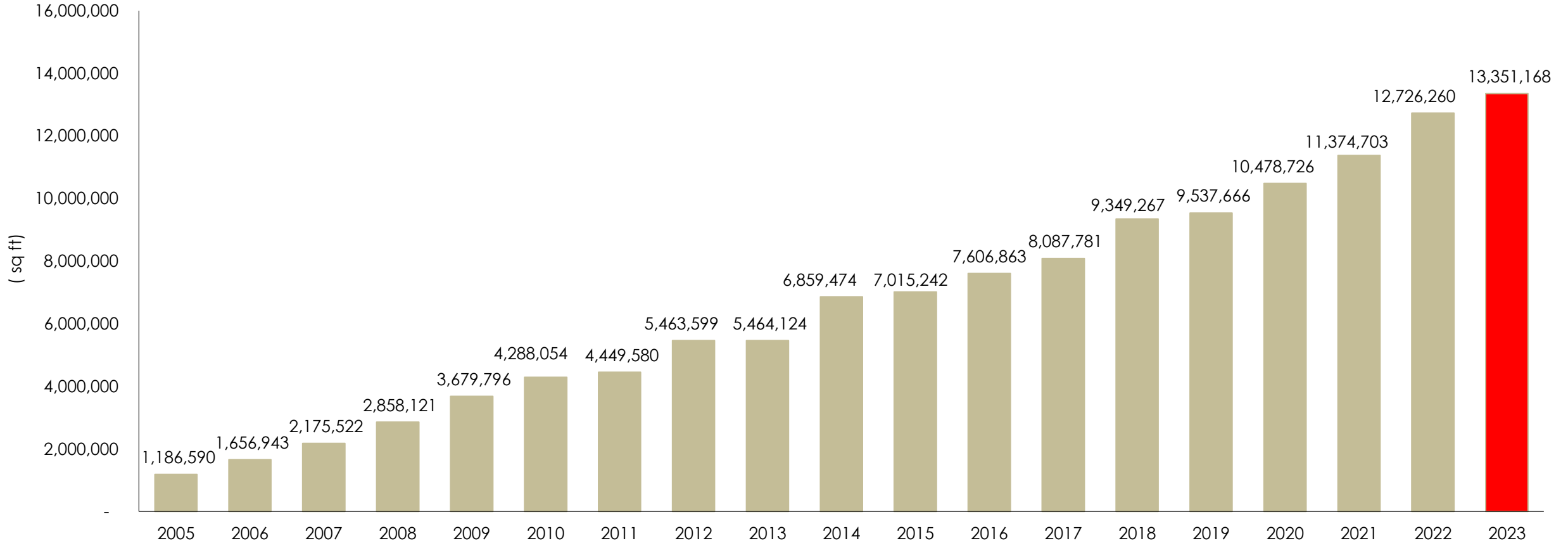
	2023
No. of Properties	62
Realised Property Income (RM'000)	284,498
Property Expenses (RM'000)	42,977
Realised Net Property Income (RM'000)	241,521
Occupancy	97%

Portfolio Efficiency Ratio = YTD Property Expenses / YTD Property Income

2023	2022	2021	2020	2019
15.11%	13.92%	13.79%	15.05%	14.31%

PORTFOLIO OVERVIEW

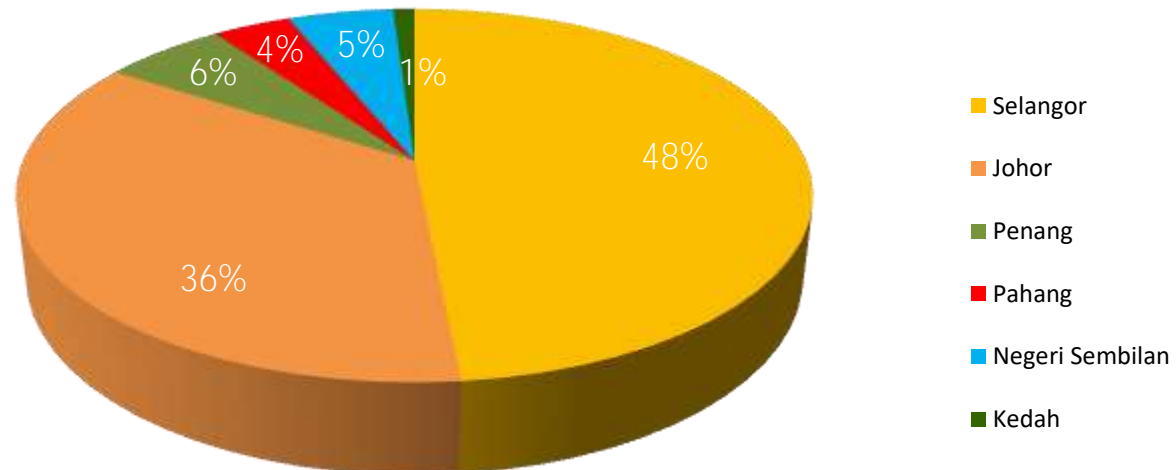
Space Under Management (sq ft)



PORTFOLIO OVERVIEW

- ✓ Our 62 properties are strategically located in prime industrial areas such as Klang Valley, Johor, Penang, Pahang, Negeri Sembilan and Kedah.
- ✓ Focus areas for pipeline acquisitions include key industrial hubs of:
 - Penang
 - Selangor
 - Johor
- ✓ This geographical diversification is aimed at capturing the rapid growth of current and future regional industrial hubs.

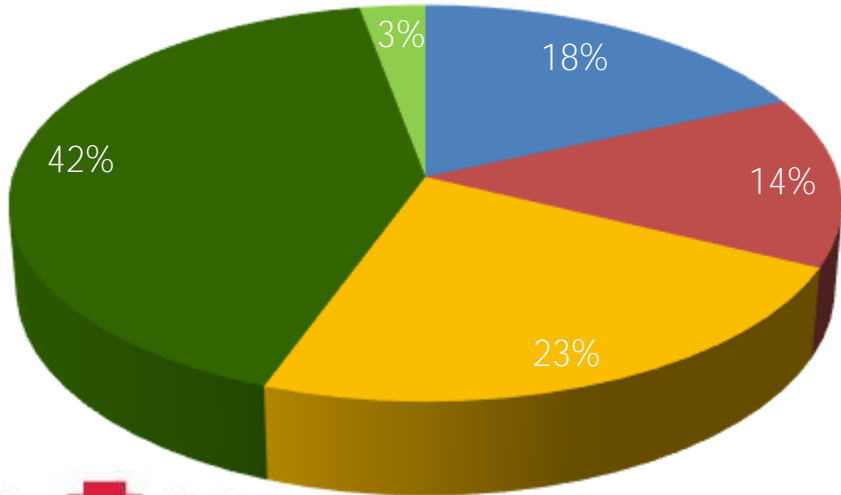
Portfolio Diversification by Location (on NLA)



PORTFOLIO OVERVIEW

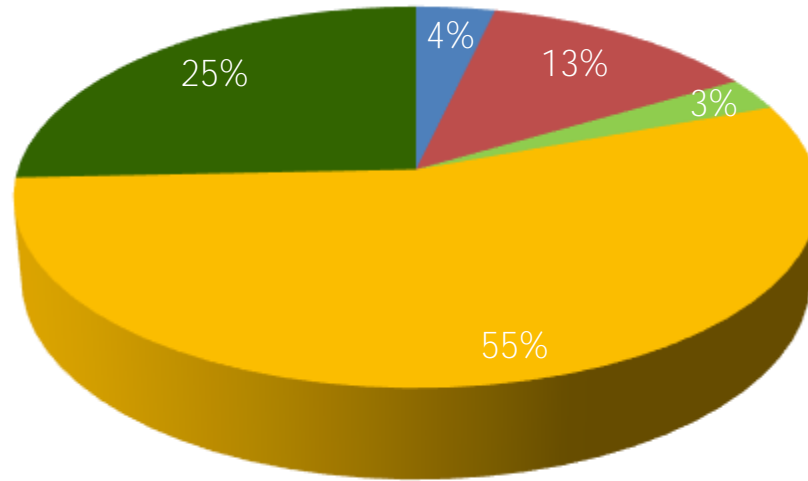
Portfolio Diversification by Industry Sector (on NLA)

- Services
- Manufacturing
- Vacant
- Consumer Products
- Logistics



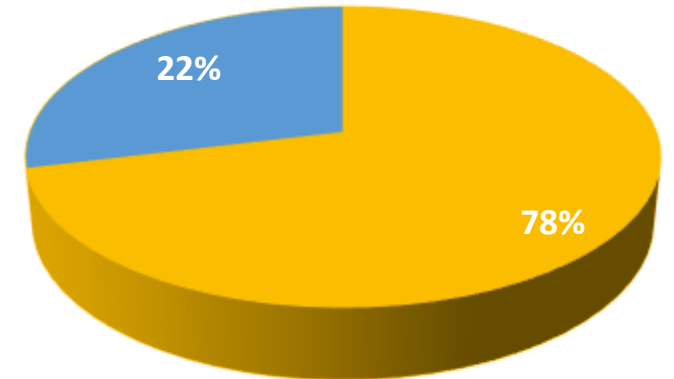
Portfolio Diversification by Asset Type (on NLA)

- Office
- Hypermarket
- Manufacturing Facilities
- Office/ Industrial
- Logistic Warehouse



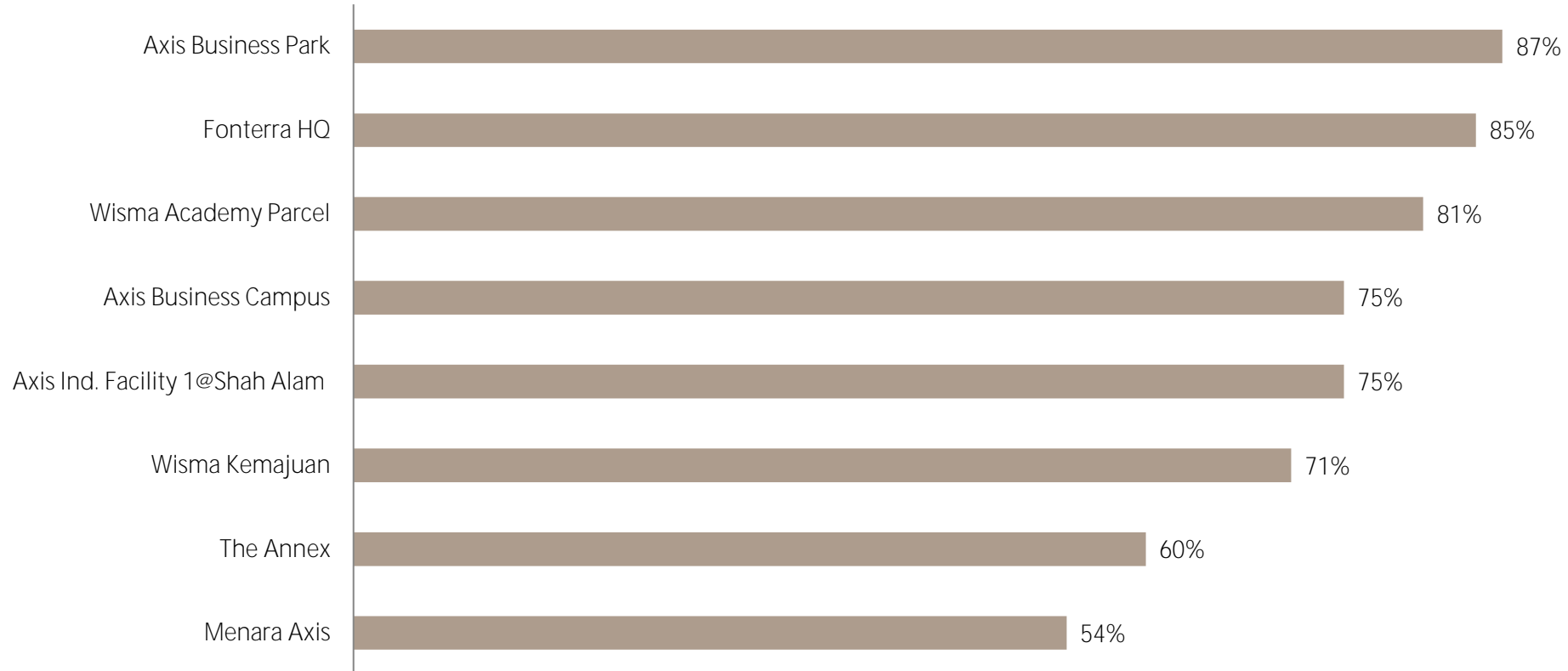
Portfolio Diversification by Occupancy Type (on NLA)

- Single Tenant
- Multi Tenants



PORTFOLIO OVERVIEW

PROPERTIES WITH OCCUPANCY BELOW 90% AS AT 31 DECEMBER 2023



Notes:

- 1. Vacant space in Fonterra HQ is built for their future expansion.*
- 2. Axis Steel Centre @ SiLC secured a short-term tenancy in 4Q2023.*

PORTFOLIO OVERVIEW

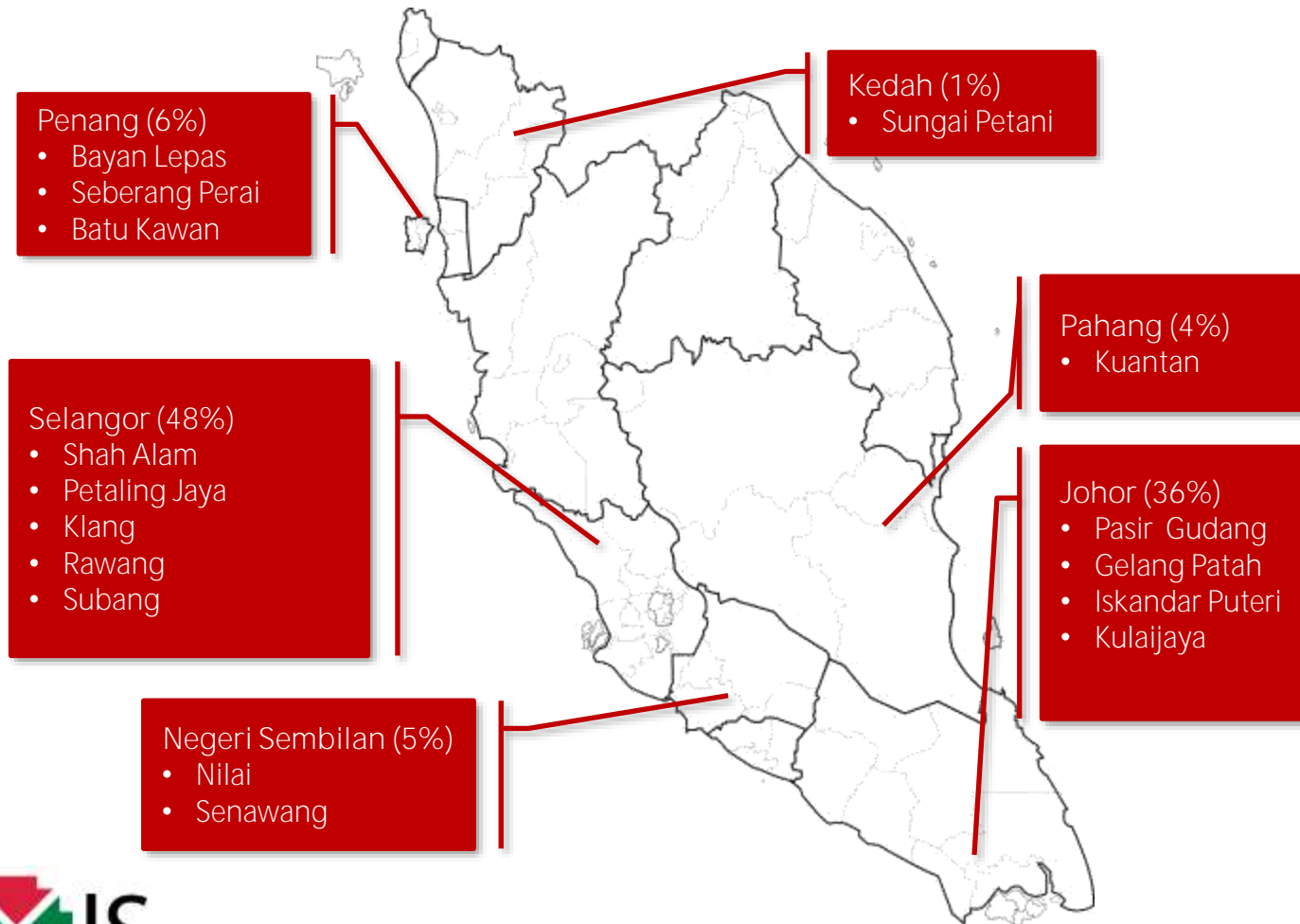
Lease Expiry By Location									
Property	Year 2023	% of Total NLA	% of Rental Income/month	Year 2024	% of Total NLA	% of Rental Income/month	Year 2025	% of Total NLA	% of Rental Income/month
Petaling Jaya	582,765	4.37	6.30	588,022	4.40	7.12	660,918	4.95	8.47
Subang	-	-	-	-	-	-	30,250	0.23	0.52
Shah Alam	658,480	4.93	4.82	1,054,334	7.90	7.09	694,813	5.20	4.88
Klang	-	-	-	-	-	-	343,707	2.57	2.04
Johor	130,743	0.98	0.57	843,971	6.32	5.74	736,936	5.52	3.42
Nilai	-	-	-	-	-	-	291,642	2.18	1.18
Penang	205,151	1.54	1.99	-	-	-	147,985	1.11	0.84
Kedah	-	-	-	-	-	-	138,000	1.04	1.23
TOTAL	1,577,139	11.82	13.68	2,486,327	18.62	19.95	3,044,251	22.80	22.58
Lease Expiry By Type									
Property	Year 2023	% of Total NLA	% of Rental Income/month	Year 2024	% of Total NLA	% of Rental Income/month	Year 2025	% of Total NLA	% of Rental Income/month
Office	51,978	0.39	0.86	213,059	1.60	3.58	121,526	0.91	1.98
Office Industrial	540,042	4.05	5.52	514,712	3.86	4.78	658,103	4.93	7.81
Logistics Warehouse	944,058	7.07	7.02	1,448,455	10.85	9.28	1,641,965	12.30	9.47
Manufacturing Facilities	41,061	0.31	0.28	310,101	2.31	2.31	484,657	3.63	2.09
Hypermarket	-	-	-	-	-	-	138,000	1.03	1.23
TOTAL	1,577,139	11.82	13.68	2,486,327	18.62	19.95	3,044,251	22.80	22.58

Tenant retention rate for FYE2023 is 97% with positive rental reversion of 5.84%.

PORTFOLIO OVERVIEW

ESTABLISHED NATIONWIDE FOOTPRINT

Top 10 Tenants
 YTD top ten tenants accounted for 48.9% of the monthly revenue



1. Equalbase PTP Sdn Bhd
2. Nestle Products Sdn Bhd
3. LF Logistics Services (M) Sdn Bhd
4. SPX Xpress (Malaysia) Sdn Bhd
5. Schenker Logistics (Malaysia) Sdn Bhd
6. Wasco Coatings Malaysia Sdn Bhd
7. Beyonics Precision (Malaysia) Sdn Bhd
8. Upeca Aerotech Sdn Bhd
9. Lotus Stores (Malaysia) Sdn Bhd
10. Northport (Malaysia) Bhd

PORTFOLIO OVERVIEW

ASSET ENHANCEMENT INITIATIVES



Installation of OKU Stairlift Platform
Menara Axis

PORTFOLIO OVERVIEW

ASSET ENHANCEMENT INITIATIVES



Transformer upgrade
Crystal Plaza

PORTFOLIO OVERVIEW

ASSET ENHANCEMENT INITIATIVES



LED Lighting Enhancements
Quattro West

PORTFOLIO OVERVIEW

ASSET ENHANCEMENT INITIATIVES



Roof Enhancements

- Kerry Warehouse
- Axis Northport Distribution Centre
- Seberang Prai Logistics Warehouse 3

PORTFOLIO OVERVIEW

COMPLETED DEVELOPMENT

Bukit Raja Distribution Centre 2



Original Acquisition

Completion Date 31 March 2021

Gross Built-up Area 326,231 sq ft

Industry Use Steel Manufacturing

WALE 1 year

Market Value RM120.0 million as at 31 March 2021

Post-Development

1 August 2023

620,096 sq ft

Logistics/E-commerce

15 years

RM268.0 million as at 31 December 2023

Enhancements

GreenRE Gold-certified

Enlarged built-up area

Repurposed property usage

Enhanced WALE

Fair value gain recognised post-development RM32.0 million

PORTFOLIO OVERVIEW

ONGOING DEVELOPMENT

Axis Mega Distribution Centre (Phase 2)



Target completion
1Q2024

**Green
certified
building**

Lettable Area	: 509,035 sq. ft.
Land Area	: Approx. 20.0 acres
Land Tenure	: Freehold
Development Cost	: Approx. RM180.0 million (incl. land)

PORTFOLIO OVERVIEW

ONGOING ACQUISITION

Manufacturing Facility in Sendayan, Negeri Sembilan



Target Completion Date :	1H2024
Net Lettable Area :	105,311 sq. ft.
Land Area :	Approx. 14.63 acres
Land Tenure :	Freehold
Occupancy :	100%
Purchase Price :	RM48.0 million
WALE at Acquisition :	Approx. 6 years

PORTFOLIO OVERVIEW

COMPLETED ACQUISITION

Axis Hypermarket @ Temerloh, Pahang



Completion Date	:	16 January 2024
Net Lettable Area	:	Approx. 106,711 sq. ft.
Land Area	:	Approx. 1.85 acres
Land Tenure	:	Freehold
Occupancy	:	100%
Purchase Price	:	RM25.75 million
WALE at Acquisition	:	20 years

PORTFOLIO OVERVIEW

ACQUISITIONS STRATEGY

The Manager continues to aggressively source and evaluate potential acquisition targets that are deemed investable by Axis-REIT. The selection of properties continue to focus on below:

- ✓ Grade A logistics facilities and manufacturing facilities with long leases from tenants with strong covenants;
- ✓ Well-located logistics warehousing in locations ideal for last-mile distribution; and
- ✓ Office, business parks and industrial properties with potential for future enhancement.

Total Estimated Value of Acquisition Targets
RM229 million



FINANCIAL OVERVIEW



FINANCIAL OVERVIEW

SNAPSHOT AS AT 31 DECEMBER 2023



RM4.52 billion
Total Assets



RM1.55 billion
Total Financing



RM2.83 billion
Total Unitholder's Funds



RM1.62
Net Asset Value Per Unit



34.4%
Financing Ratio

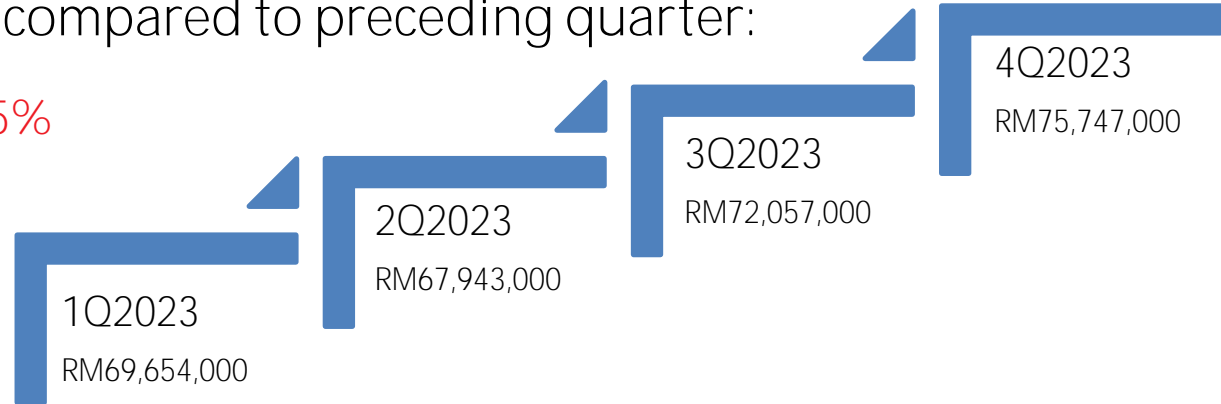


FY2023: 8.65 sen
Distribution Per Unit

FINANCIAL OVERVIEW

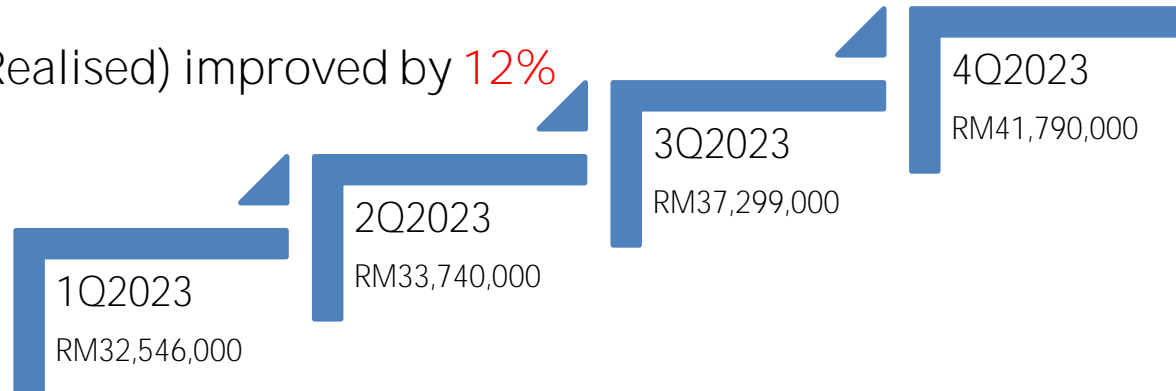
Results highlights for current quarter compared to preceding quarter:

- Q-on-Q Property Income increased by 5%



- Property income improved as compared to the previous 3 preceding quarters due to:
 - Completion of the development of Bukit Raja Distribution Centre 2 with lease commencement on 1 August 2023 at starting rental of RM1.35 million per month.
 - New tenancy for Axis Shah Alam Distribution Centre 3 in August 2023.
 - Short term tenancy secured for Axis Steel Centre @ SiLC in 4Q2023.
 - Other new tenancies.

- Q-on-Q Net Income before Tax (Realised) improved by 12%



FINANCIAL OVERVIEW

INCOME STATEMENT 4Q2023 vs 4Q2022

	4Q2023 (RM'000)	4Q2022 (RM'000)	Changes / Movement
No. of Properties	62	62	-
Property Income	75,197	70,796	
Property Income - Property income before lease incentive adjustment	75,747	71,449	+6%
- Lease incentive adjustment (non-distributable)	(550)	(653)	
Property Expenses	(10,421)	(9,967)	+4.6%
Net Property Income	64,776	60,829	+6.5%
- Property income before lease incentive adjustment	65,326	61,482	+6.3%
- Lease incentive adjustment (non-distributable)	(550)	(653)	
Profit Income / Other Income	358	179	
Non-Property Expenses	(7,421)	(9,184)	-19.2%
Islamic Financing Cost	(15,923)	(15,398)	+3.4%
Net Income	41,790	36,426	+14.7%
Property income before lease incentive adjustment	42,340	37,079	+14.2%
- Lease incentive adjustment (non-distributable)	(550)	(653)	
DPU (sen)	2.40	2.33	+3%
No. of Units in Issuance	1,747,492,159	1,641,054,038	+6.5%

* Note: The above financials exclude unbilled lease income receivable

FINANCIAL OVERVIEW

INCOME STATEMENT YTD 2023 vs YTD 2022

	YTD 2023 (RM'000)	YTD 2022 (RM'000)	Changes / Movement
No. of Properties	62	62	-
Property Income – Note 1	284,498	281,090	+1.2%
Property Income - Property income before lease incentive adjustment	285,401	281,723	+1.3%
- Lease incentive adjustment (non-distributable)	(903)	(633)	
Property Expenses – Note 2	(42,977)	(39,128)	+9.8%
Net Property Income	241,521	241,962	
- Property income before lease incentive adjustment	242,424	242,595	-0.1%
- Lease incentive adjustment (non-distributable)	(903)	(633)	
Profit Income / Other Income	1,494	797	
Non-Property Expenses – Note 3	(37,099)	(32,236)	+15.1%
Islamic Financing Cost – Note 4	(60,541)	(52,973)	+14.3%
Net Income	145,375	157,550	-7.7%
Property income before lease incentive adjustment	146,278	158,183	-7.5%
- Lease incentive adjustment (non-distributable)	(903)	(633)	
DPU (sen)	8.65	9.75	-11.3%
No. of Units in Issuance – Note 5	1,747,492,159	1,641,054,038	+6.5%

* Note: The above financials exclude unbilled lease income receivable

FINANCIAL OVERVIEW

INCOME STATEMENT YTD 2023 vs YTD 2022 - NOTES

Note 1 – Property Income

Property income is marginally higher as compared to preceding year mainly due to higher occupancy rate for existing portfolio and commencement of lease for Bukit Raja Distribution Centre 2 in August 2023.

This was partly offset by the loss of rental income from:

- Axis Shah Alam Distribution Centre 3 from one of the tenancies that expired in December 2022
- Termination of lease agreement with Yongnam Engineering Sdn Bhd, the lessee of Axis Steel Centre @ SiLC. Vacant possession of the property was taken back on 7 June 2023
- One-off income of RM6.7 million from the disposal of recycled materials from Bukit Raja Distribution Centre 2 development in 1H2022.

Note 2 – Property Expenses

Increase in property expenses due to full year recognition of property expenses for 2022 acquisitions and higher one-off building expenses for the portfolio during FYE2023.

Note 3 – Non-Property Expenses

Increase mainly due to a provision for doubtful debts of approximately RM4.1 million for Yongnam Engineering Sdn Bhd, the previous tenant in Axis Steel Centre @ SiLC.

Note 4 – Islamic Financing Cost

Increase due to additional financing facilities utilised for acquisitions and cumulative 125 basis points increase in the Overnight Policy Rate (OPR) since 11 May 2022 affecting floating rate financings. Additionally, the capitalisation of financing cost for Bukit Raja Distribution Centre 2 ceased upon completion of the project in August 2023.

Note 5 – No. of Units in Issuance

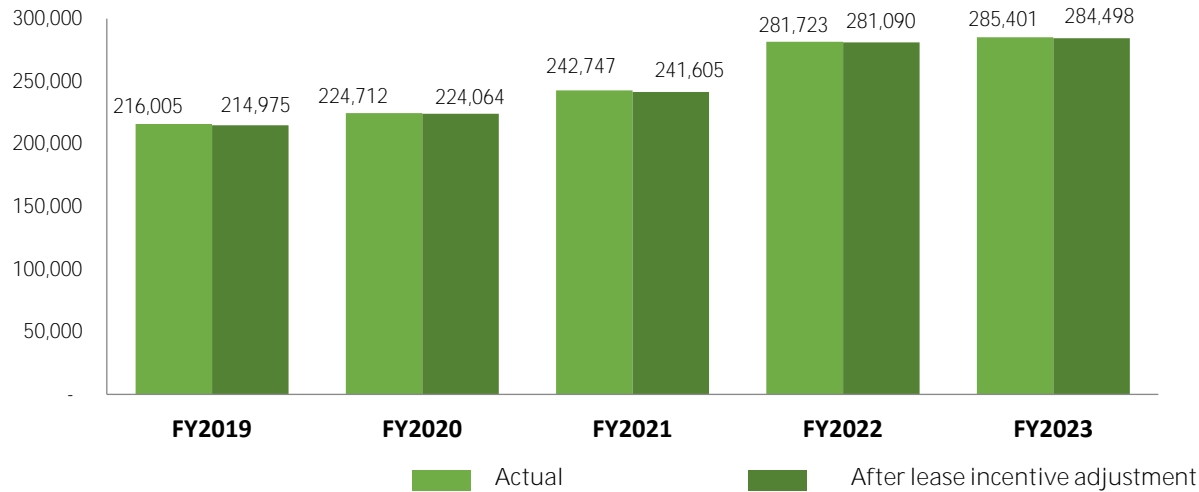
The Fund size increased from 1,641,054,038 units to 1,747,492,159 units through:

- Placement of 100,000,000 new units issued pursuant to the placement exercise completed on 4 January 2023; and
- Completion of IDRPs applicable to the 2023 third interim income distribution on 18 December 2023.

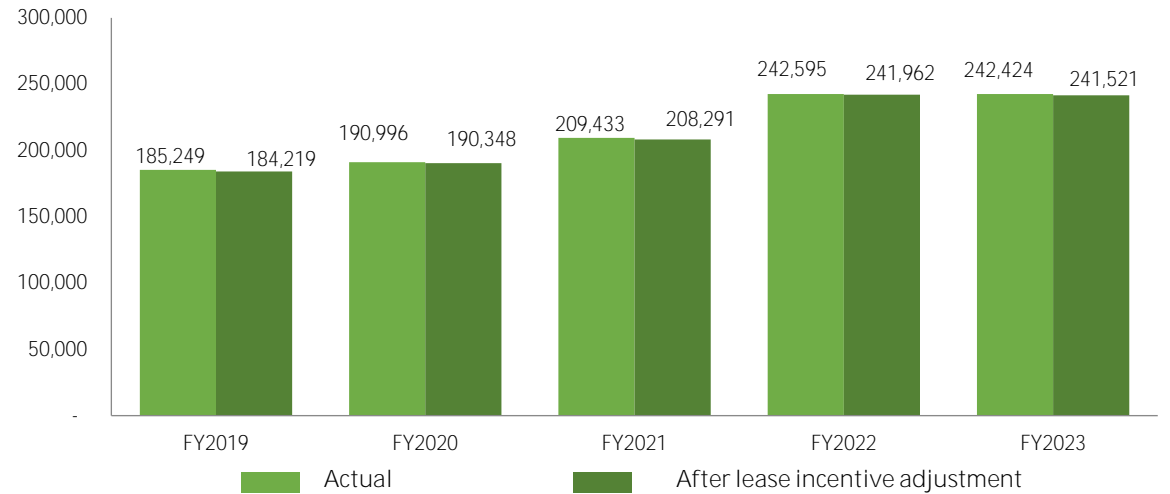
FINANCIAL OVERVIEW

5-YEAR PERFORMANCE

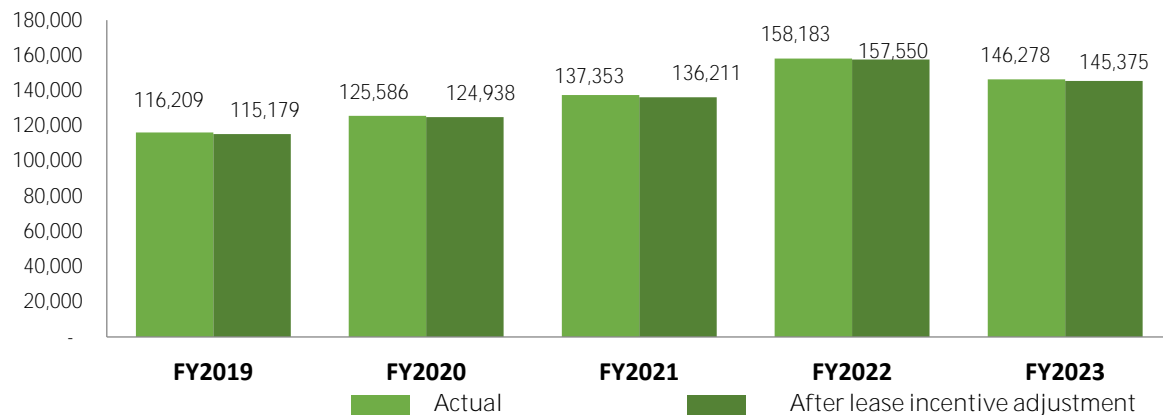
Revenue (RM'000)*



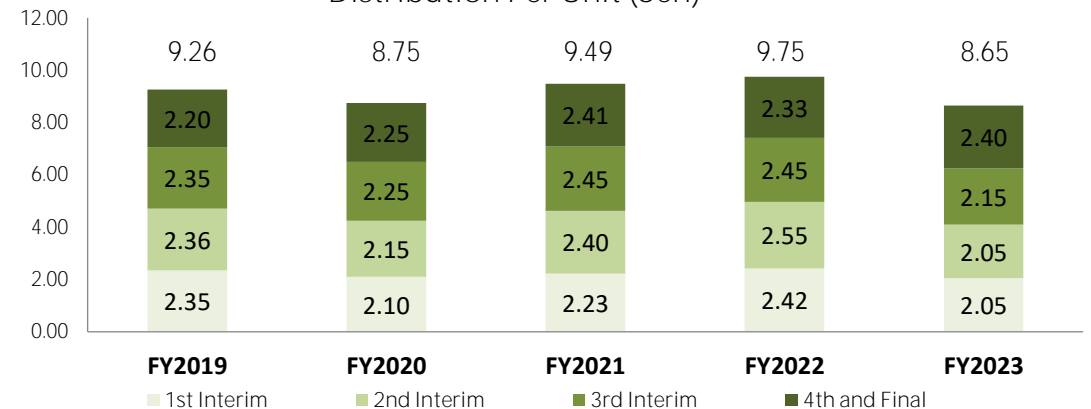
Net Property Income (RM'000)*



Net Income (RM'000)*



Distribution Per Unit (Sen)



* Note: The above financials exclude unbilled lease income receivable

FINANCIAL OVERVIEW

PORTFOLIO YIELD BY ASSET TYPES

Asset Type	Net Yield (%)	Gross Yield (%)
Office	6.7	9.6
Office Industrial	6.8	9.4
Logistics Warehouse	7.6	8.6
Manufacturing Facilities	8.1	8.9
Hypermarket	8.8	9.4
Average	7.6	8.9

FINANCIAL OVERVIEW

FINANCIAL POSITION

	31/12/23 (RM'000)	31/12/22 (RM'000)	Changes (RM'000)
Investment Properties – Note 1	4,444,120	4,186,020	+258,100
Fixed Assets	1,391	1,859	-468
Other Assets – Note 2	77,382	67,794	+9,588
TOTAL ASSETS	4,522,893	4,255,673	+267,220
Financing – Note 4	1,554,974	1,546,020	+8,954
Other Payables	123,613	123,334	+279
Deferred Tax Liability	18,304	14,480	+3,824
TOTAL LIABILITIES	1,696,891	1,683,834	+13,057
NET ASSET VALUE (NAV)	2,826,002	2,571,839	+254,163
Unitholders' Capital – Note 3	2,129,340	1,945,655	+183,685
Undistributed Distributable Income	31,290	33,209	-1,919
Non-Distributable Reserve	665,372	592,975	+72,397
TOTAL UNITHOLDERS' FUND	2,826,002	2,571,839	+254,163
FINANCING RATIO	34.38%	36.33%	
NAV/UNIT (RM)	1.6172	1.5672	
No. of units in issuance	1,747,492,159	1,641,054,038	

FINANCIAL OVERVIEW

NOTES - FINANCIAL POSITION

Note 1 – Investment Properties

During the period, a total of RM172.7 million was spent on capital expenditure as below:

- RM12.6 million for enhancement of existing properties,
- RM72.5 million for the completed development project Bukit Raja Distribution Centre 2,
- RM87.6 million for the ongoing development project Axis Mega Distribution Centre (Phase 2).

The portfolio recognised RM81.3 million revaluation gain for FYE2023.

Note 2 – Other Assets

The average collection of trade receivables as at 31 December 2023 is 1 day.

Note 3 – Unitholders Capital

In comparison with 4Q2022, a total of net proceeds of RM183.7 million raised from:

- 100,000,000 new units issued pursuant to the placement exercise completed on 4 January 2023;
- 6,438,121 new units issued pursuant to the IDRP applicable to the 2023 third interim income distribution completed on 18 December 2023.

The fund size increased from 1,641,054,038 units to 1,747,492,159 units post-equity placement and IDRP.

FINANCIAL OVERVIEW

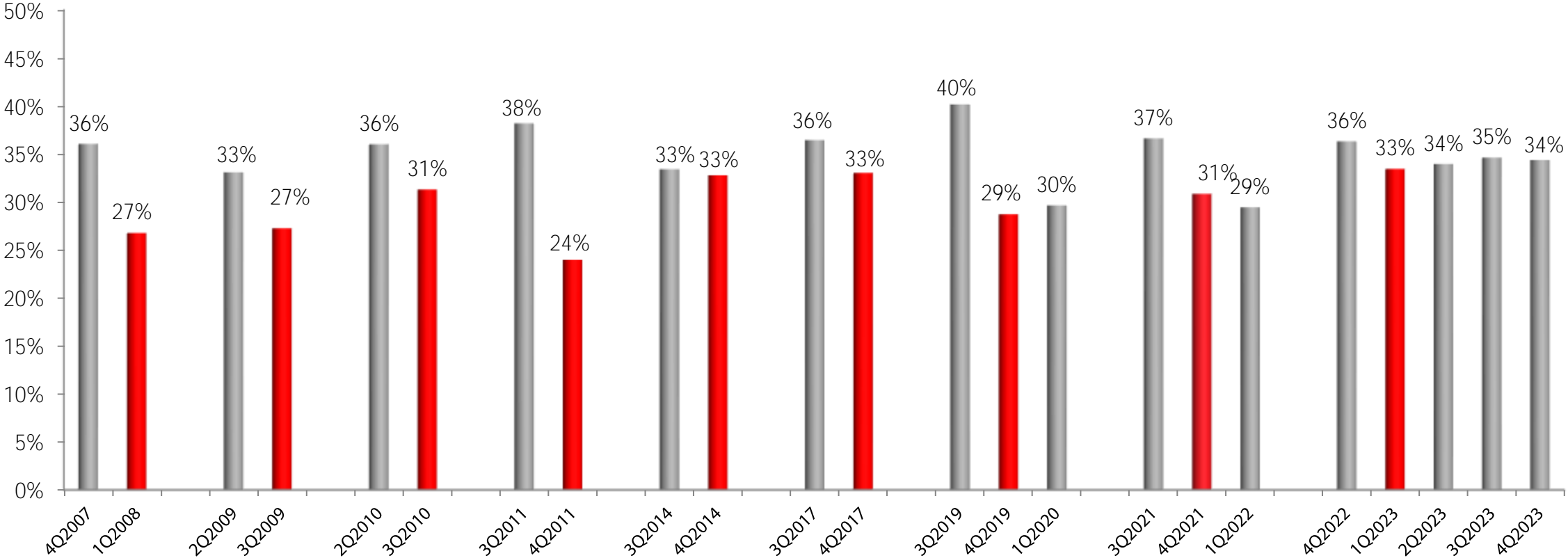
NOTE 4: 5-YEAR FINANCING PROFILE

	2019	2020	2021	2022	2023
Total Financing (RM'000)	885,859	1,112,183	1,184,593	1,546,020	1,554,974
Total Assets (RM'000)	3,085,681	3,364,083	3,838,760	4,255,673	4,522,893
Financing Ratio	28.71%	33.06%	30.86%	36.33%	34.38%
Effective Profit Rate	4.37%	3.89%	3.63%	3.87%	4.19%
Percentage of short term financing-Maturity < 1 Year	43%	55%	47%	53%	52%
Percentage of medium/ long term financing (maturity more than 1 year)	57%	45%	53%	47%	48%
Percentage of floating rate financing	21%	47%	36%	53%	40%
Percentage of fixed rate financing	79%	53%	64%	47%	60%
Total unencumbered assets	16	25	19	23	22
Percentage of unencumbered assets/total assets (value)	27%	44%	29%	42%	36%

FINANCIAL OVERVIEW

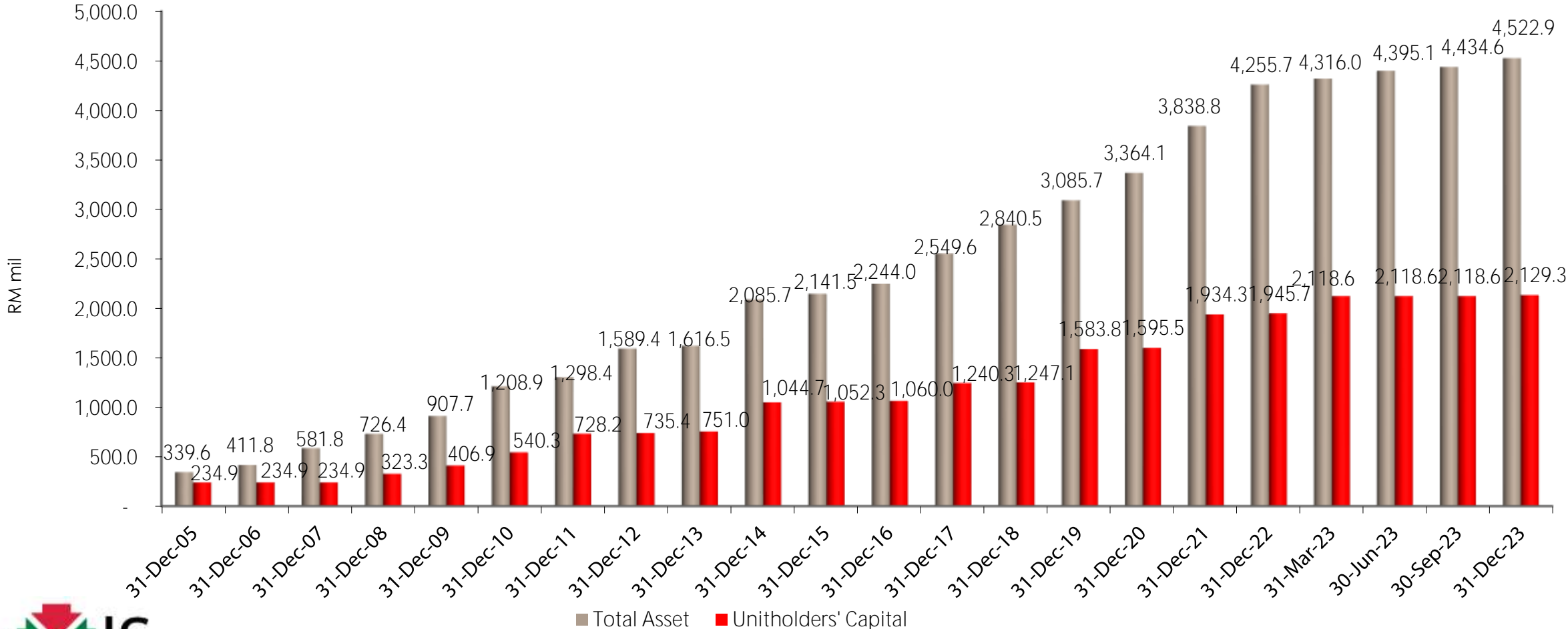
FINANCING RATIO

Placements Undertaken ■



FINANCIAL OVERVIEW

UNITHOLDERS' CAPITAL





STOCK INFORMATION



STOCK INFORMATION

TOP 10 UNITHOLDERS*

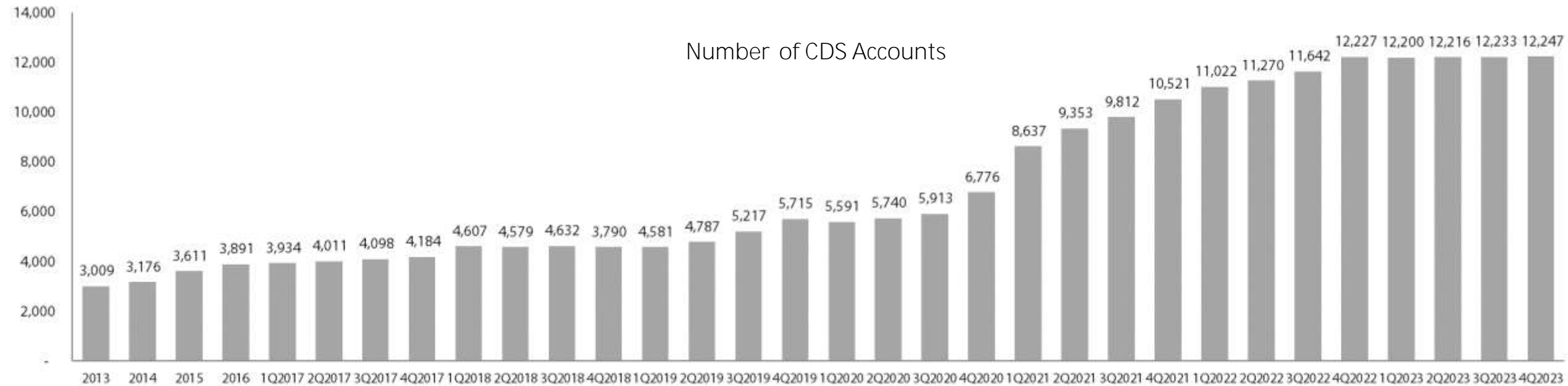
	Name of Unitholder	%
1	KUMPULAN WANG PERSARAAN (DIPERBADANKAN)	8.40%
2	EMPLOYEES PROVIDENT FUND BOARD	7.90%
3	LEMBAGA TABUNG HAJI	4.83%
4	AMANAH SAHAM BUMIPUTERA	4.60%
5	TEW PENG HWEE @ TEOH PENG HWEE	3.26%
6	ALEX LEE LAO	3.12%
7	PUBLIC ITTIKAL SEQUEL FUND	2.41%
8	EMPLOYEES PROVIDENT FUND BOARD (NOMURA)	2.25%
9	EXEMPT AN FOR AIA BHD.	1.87%
10	EMPLOYEES PROVIDENT FUND BOARD (ASIANISLAMIC)	1.81%

Holdings Breakdown	Units Held 4Q2023	Units Held 3Q2023	Movement
Top 5 Unitholders	29.00%	29.09%	-0.09%
Top 10 Unitholders	40.46%	40.26%	0.20%
Unitholders with >2 million unitholdings	85.05%	85.35%	-0.30%

*Based on CDS accounts on non-consolidated basis

STOCK INFORMATION

Number of CDS Accounts



	Units Held 4Q2023	Units Held 3Q2023	Movement
Total no. of unitholders	12,247	12,233	14
Total foreign holdings	17.50%	17.30%	0.20%
Foreign holdings – related party	5.10%	5.28%	-0.18%
Foreign holdings – non-related party	12.40%	12.03%	0.37%
Promoters	8.98%	9.16%	-0.18%



THANK YOU