

# PAVILION

REAL ESTATE INVESTMENT TRUST

## Business Overview 2022 Q4

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31 January 2023

PRIVATE AND CONFIDENTIAL

PAVILION  
REAL ESTATE INVESTMENT TRUST



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# 1. Overview

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# Asset Portfolio

- Pavilion REIT consists of :
  - Pavilion Kuala Lumpur Mall, a 7-storey retail podium, together with a 3-storey retail office block and a 4-storey entertainment annex located at Jalan Bukit Bintang, Kuala Lumpur
  - Elite Pavilion Mall, a 10-storey retail mall seamlessly connected to Pavilion Kuala Lumpur Mall
  - Intermark Mall, a 6 level retail with rooftop at intersection of Jalan Tun Razak and Jalan Ampang, Kuala Lumpur
  - DA MEN Mall, a 5-storey retail mall with a lower ground floor located in USJ Subang Jaya
  - Pavilion Tower, a 20-storey office block located adjacent to Pavilion Kuala Lumpur Mall

In the M-REIT market, Pavilion REIT

- has the largest retail mall, by valuation
- within the top 4 in terms of market capitalization
- reviewed by MSCI ESG Research LLC

Sector	Retail	Office
<b>Total Asset Value as at 31 Dec 2022</b>	RM6,352m	RM131m
<i>(31 Dec 2021)</i>	<i>(RM6,108m)</i>	<i>(RM131m)</i>
<b>Weightage</b>	98.0%	2.0%

## 2. Financial Results

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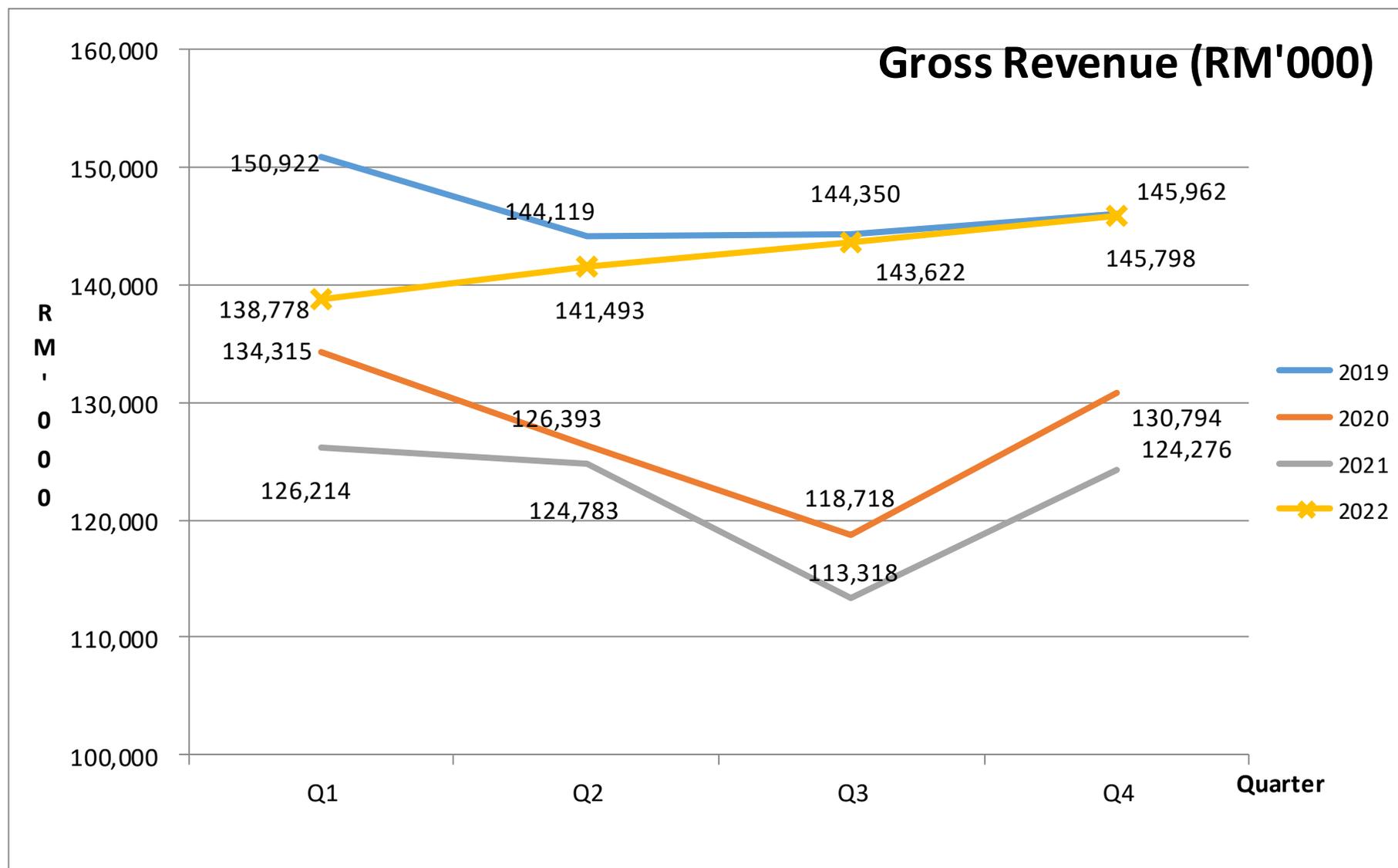
## Highlights from Statement of Comprehensive Income – Current Year Quarter against Same Quarter Last Year

	Current Quarter ended 31 December		
	Current Year (unaudited)	Last Year (unaudited)	Favourable / (Adverse)
	RM'000	RM'000	%
<b>Gross Revenue</b>	145,798	124,276	17.3
<b>Property Operating Expenses</b>	48,912	41,588	(17.6)
<b>Net Property Income</b>	96,886	82,688	17.2
<b>Income before Taxation</b> (excl revaluation gain / deficit)	65,034	54,193	20.0
<b>Distributable Income</b>	67,561	56,555	19.5
<b>Earnings per unit (sen)</b> (excl revaluation gain / deficit )	2.13	1.78	19.7
<b>Achieved / Declared DPU</b> (sen)	2.21	1.85	19.5

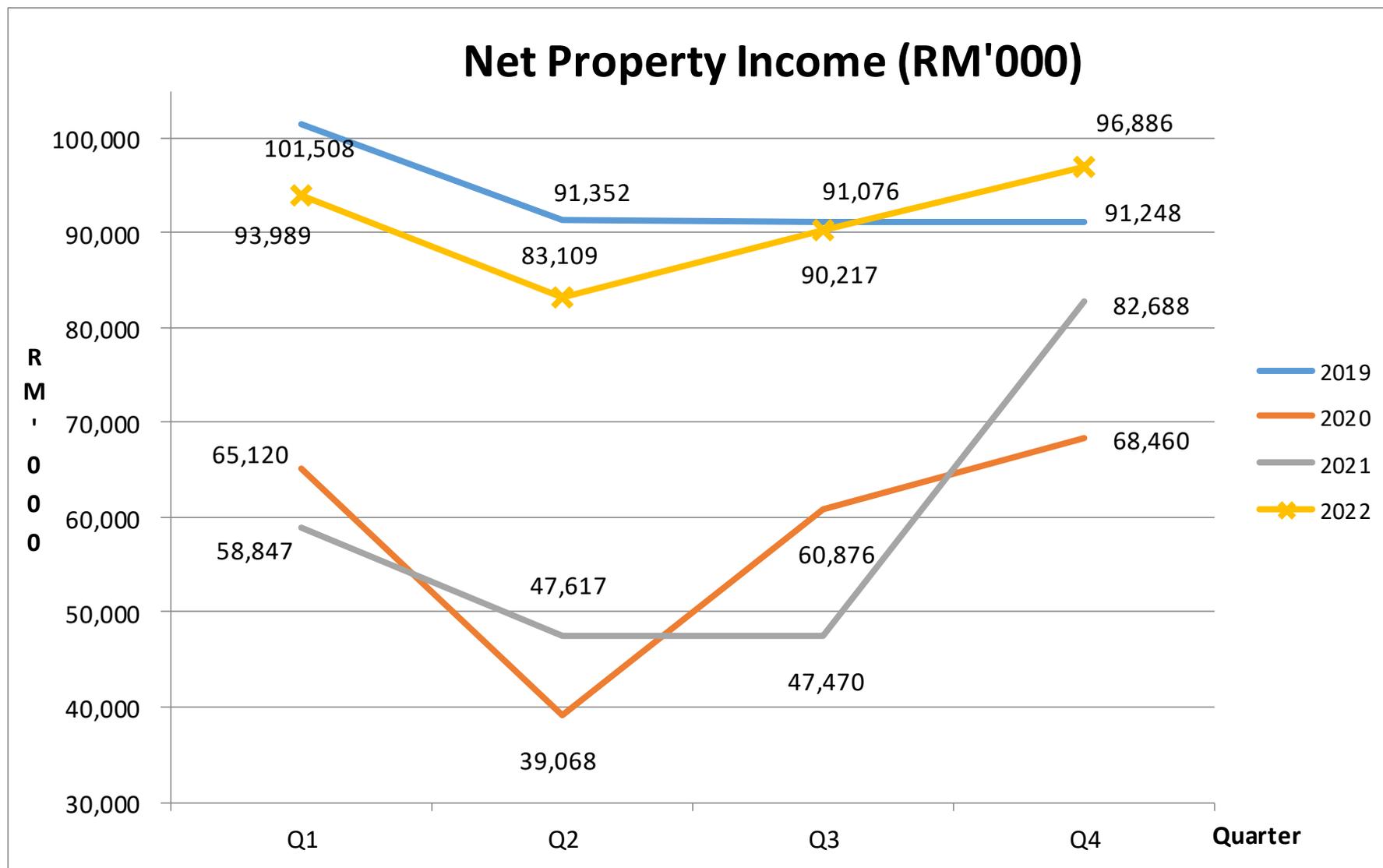
## Highlights from Statement of Comprehensive Income – Current Year Quarter against Last Preceding Quarter

	Quarter ended		
	31 Dec 2022 (unaudited)	30 Sept 2022 (unaudited)	Favourable / (Adverse)
	RM'000	RM'000	%
<b>Gross Revenue</b>	145,798	143,622	1.5
<b>Property Operating Expenses</b>	48,912	53,405	8.4
<b>Net Property Income</b>	96,886	90,217	7.4
<b>Income before Taxation</b> (excl revaluation gain / deficit)	65,034	61,166	6.3
<b>Distributable Income</b>	67,561	63,463	6.5
<b>Earnings per unit (sen)</b> (excl revaluation gain / deficit)	2.13	2.00	6.5
<b>Achieved / Declared DPU</b> (sen)	2.21	2.08	6.3

# Pavilion REIT's Gross Revenue (RM'000)

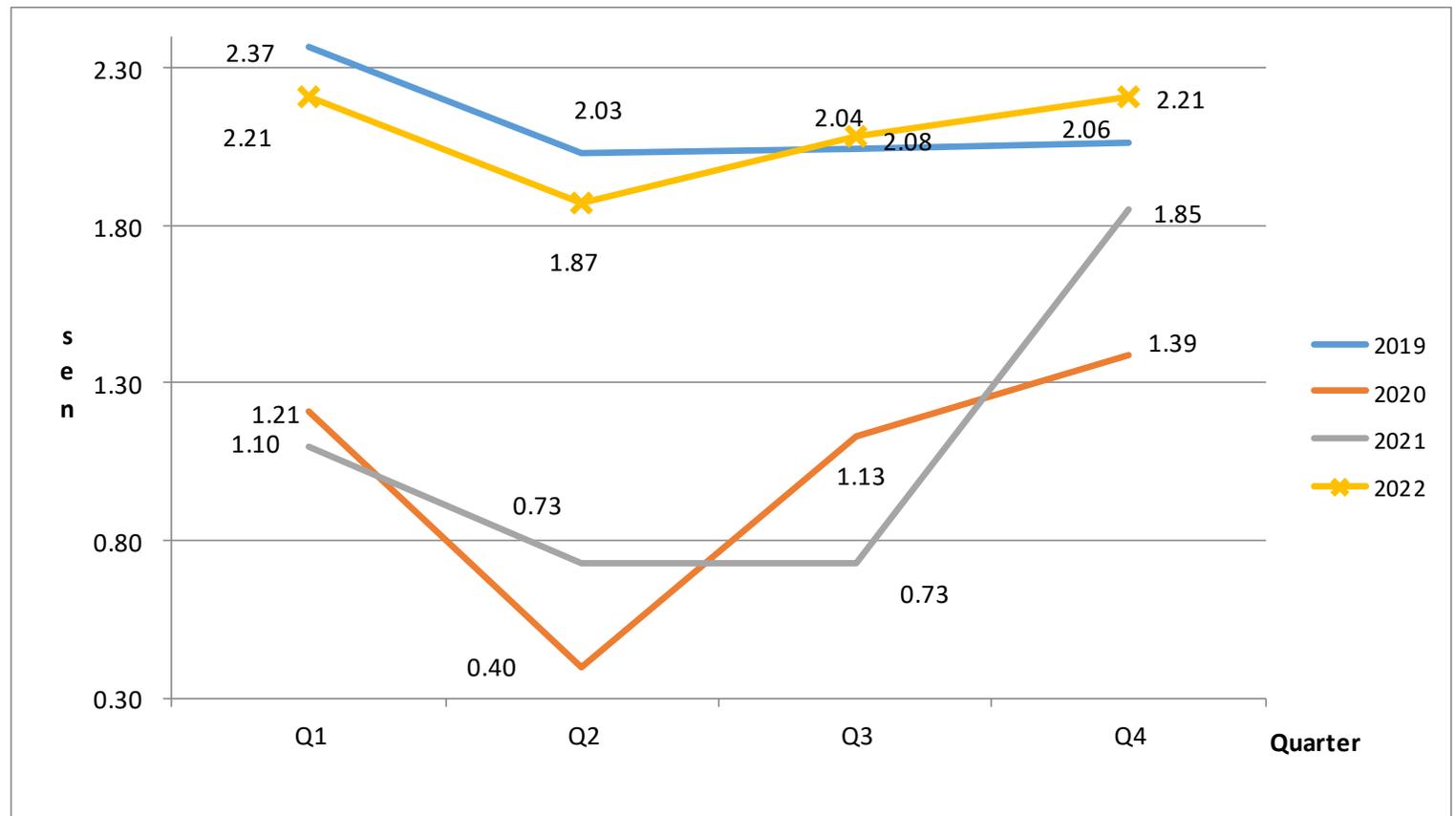


# Pavilion REIT's Net Property Income (RM'000)



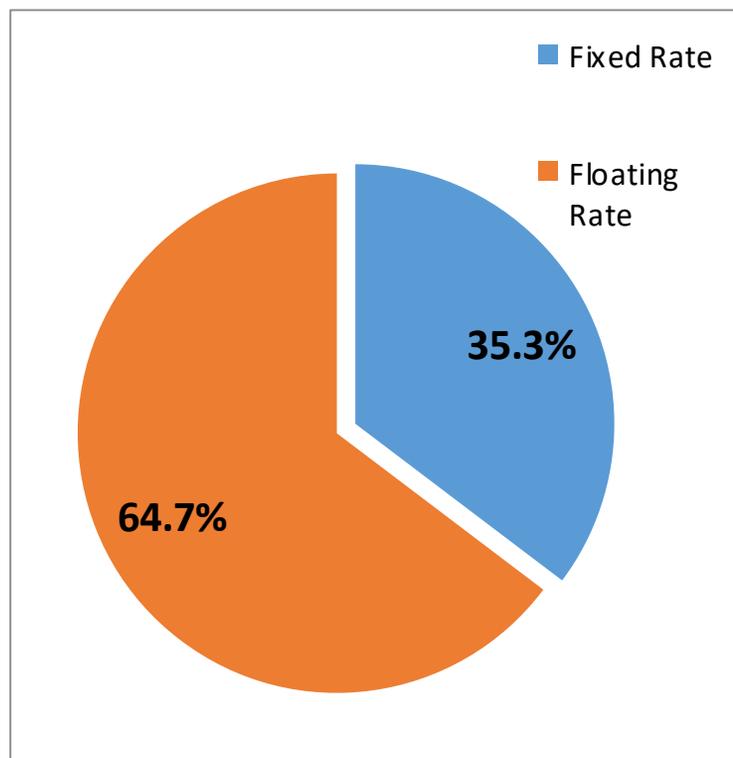
# Pavilion REIT's Distribution (sen)

Year	Jan to June (sen)	July to Dec (sen)	Total (sen)	Change
2019	4.40	4.10	8.50	(3.2%)
2020	1.61	2.52	4.13	(51.4)%
2021	1.83	2.58	4.41	6.8%
2022	4.08	4.29	8.37	89.8%



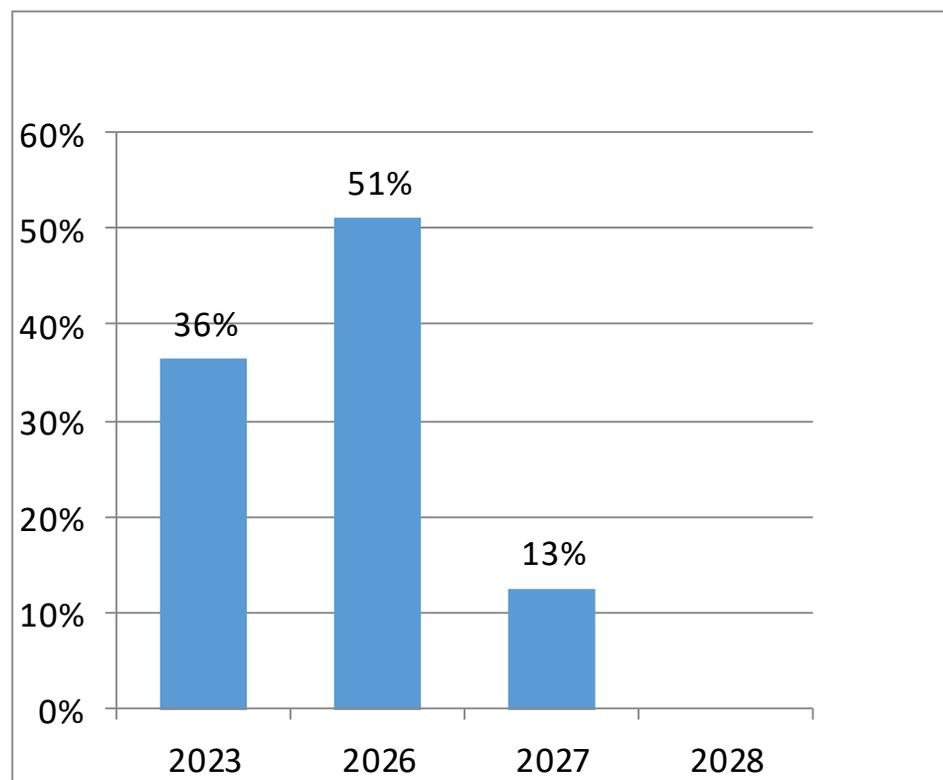
# Pavilion REIT Debt as at 31 December 2022

### Fixed vs Floating Rate



Average Interest Cost : 4.1%

### Debt Maturity Profile



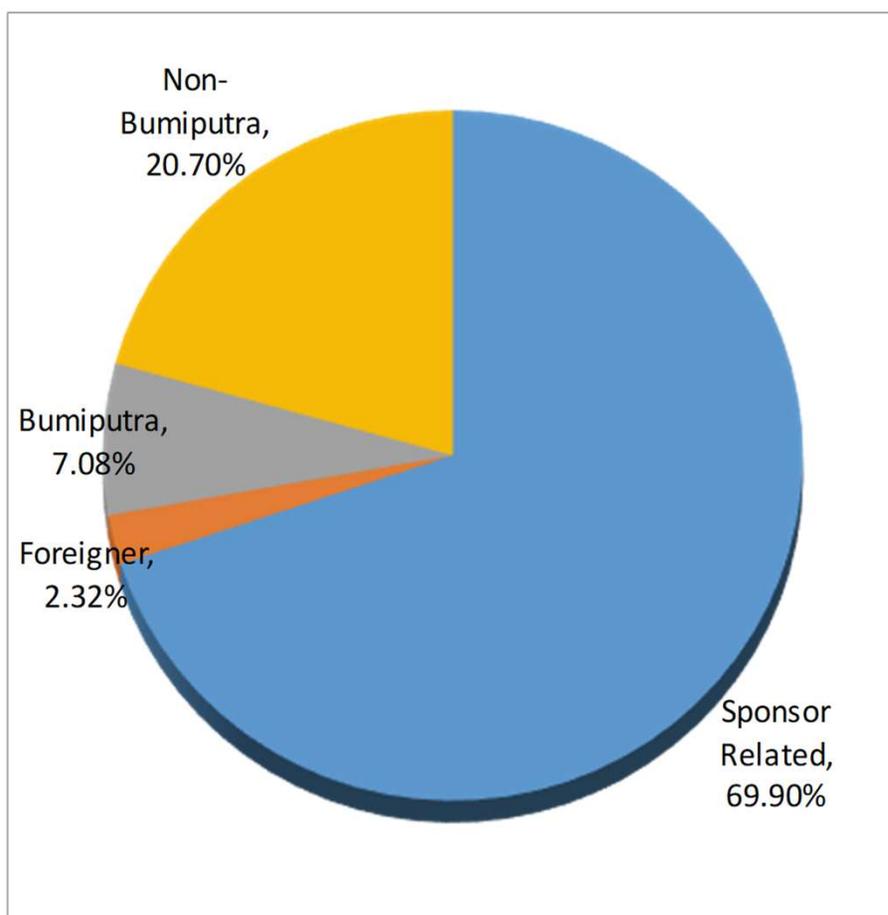
Gearing : 33.8%

## 3. Investors Relation

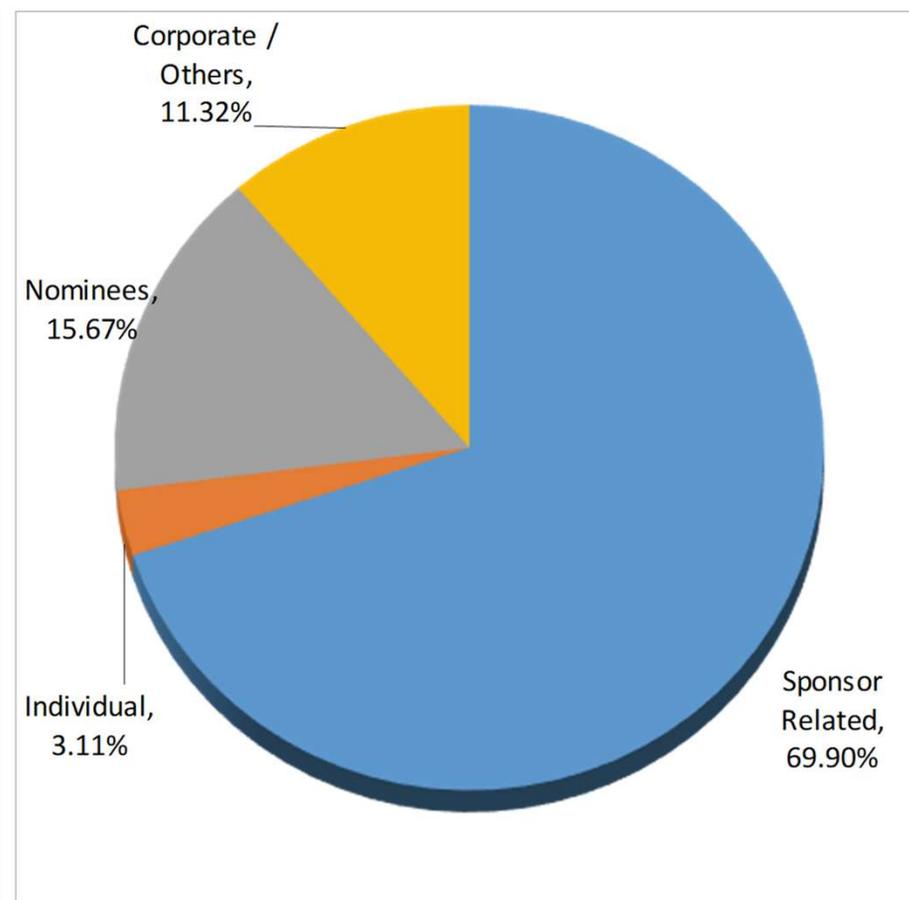
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# Unitholders' Composition based on Unitholdings as at 31 December 2022

Type of Holders



Category of Holders



Total number of unitholders as at 31 Dec 2022 : 11,850 (10,474 as at 31 Dec 2021)

# Top 10 Unitholders' as at 31 December 2022

No	Name	%
1	HSBC Nominees (Asing) Sdn Bhd CS (Switz) for Qatar Holding LLC	33.02
2	CIMB Group Nominees (Tempatan) Sdn Bhd Pledged Securities Account – CIMB Investment Bank Berhad for Lim Siew Choon (UCDSB-SSCA)	22.59
3	CIMB Group Nominees (Tempatan) Sdn Bhd Pledged Securities Account – CIMB Investment Bank Berhad for Tan Kewi Yong (UCDSB-SSCA)	9.22
4	Citigroup Nominees (Tempatan) Sdn Bhd Employees Provident Fund Board	7.43
5	Kumpulan Wang Persaraan (Diperbadankan)	5.59
6	UOBM Nominees (Tempatan) Sdn Bhd Pledged Securities Account for Lim Siew Choon	5.07
7	Amanah Trustees Berhad Amanah Saham Bumiputera	2.39
8	Permodalan Nasional Berhad	1.13
9	Citigroup Nominees (Tempatan) Sdn Bhd Employees Provident Fund Board (Nomura)	0.93
10	Citigroup Nominees (Tempatan) Sdn Bhd Employees Provident Fund Board (AHAM AM)	0.85

## 4. Pavilion Kuala Lumpur Mall

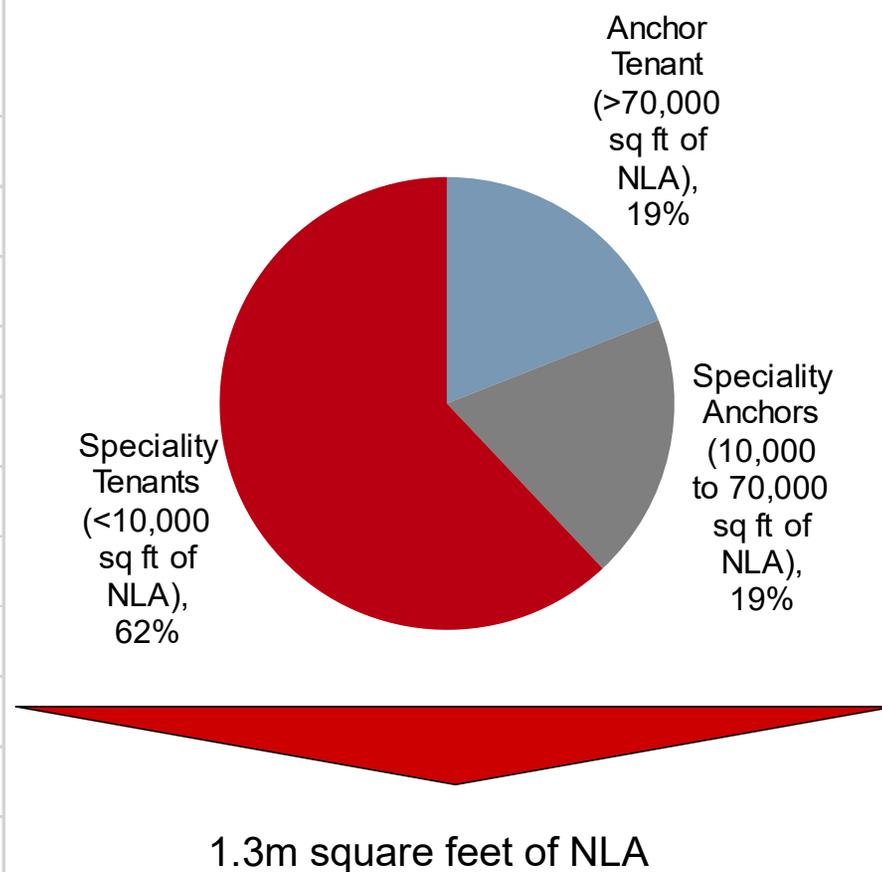
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# Pavilion Kuala Lumpur Mall – Tenancy Status

## Top 10 retail tenants by Gross Rent

Name	Trade sector	% of occupied NLA
Parkson Elite	Departmental Store	19.4%
Dadi Cinema	Urban Leisure	4.5%
Mercato	Supermarket	1.9%
Forever 21	Fashion	1.8%
Padini Concept Store	Fashion	1.6%
Zara	Fashion	1.3%
Food Republic	Food & Beverage	0.9%
Cartier	Timepiece	0.5%
Hermes	Fashion	0.3%
Richard Mille	Timepiece	0.3%
<b>Total</b>		<b>32.5%</b>

## Tenant Mix by NLA

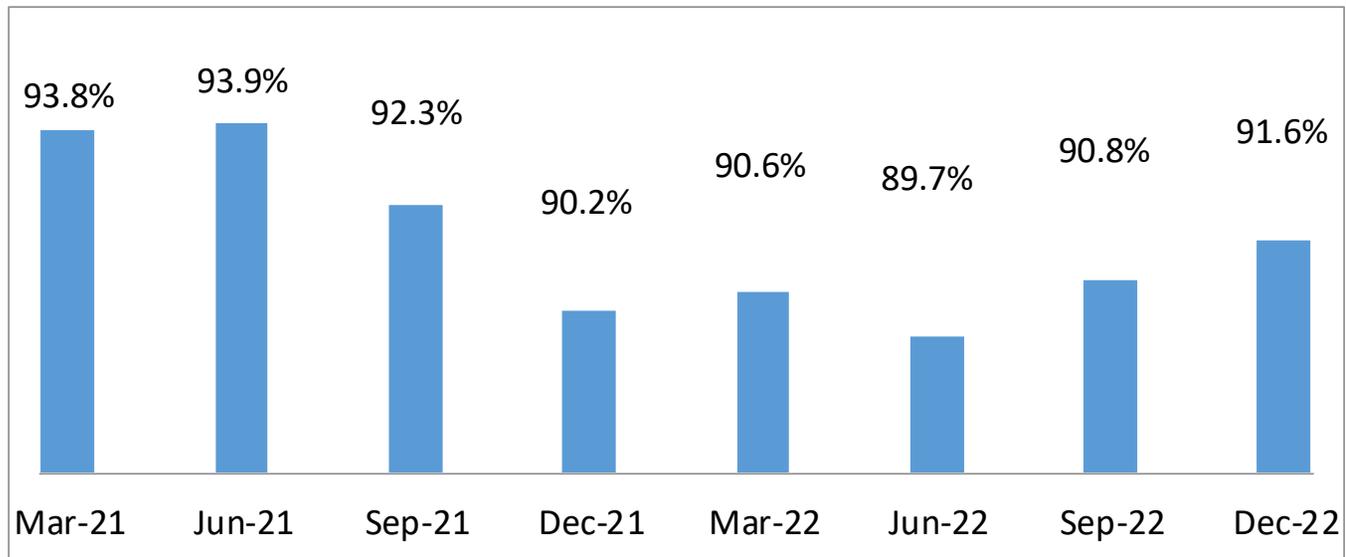


**Top 10 retail tenants contributes 19.7% of Gross Rent    High proportion of speciality tenants**

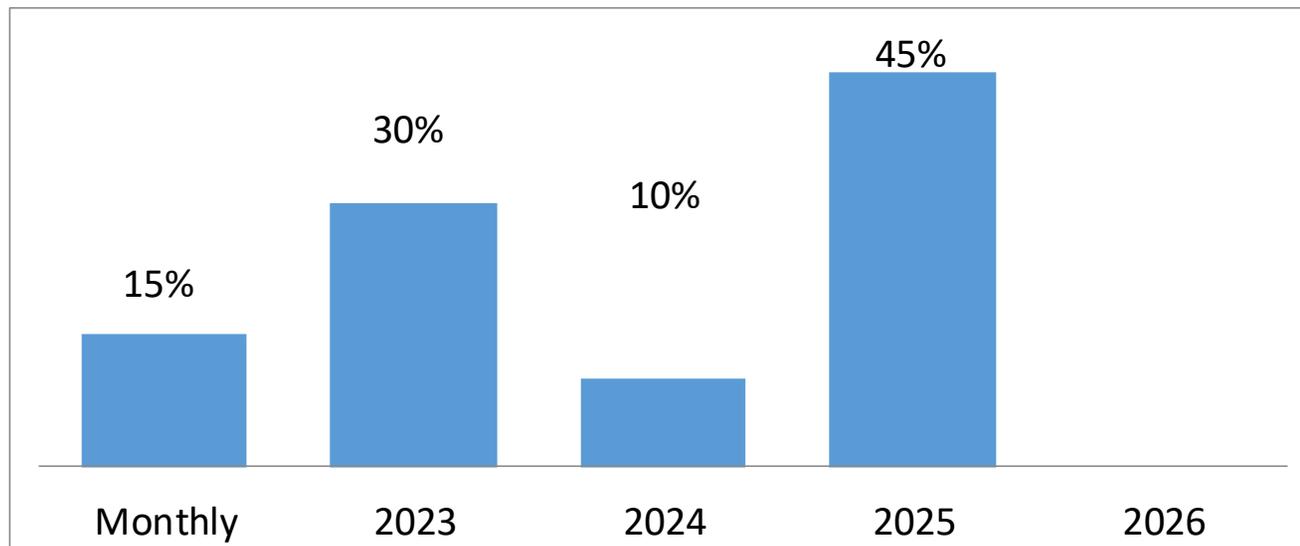
**Pavilion Kuala Lumpur mall enjoys a diverse and unique tenant base along with rising rental rates and consistently high occupancy rates**

# Pavilion Kuala Lumpur Mall – Tenancy Status

Occupancy rate at the end of quarter

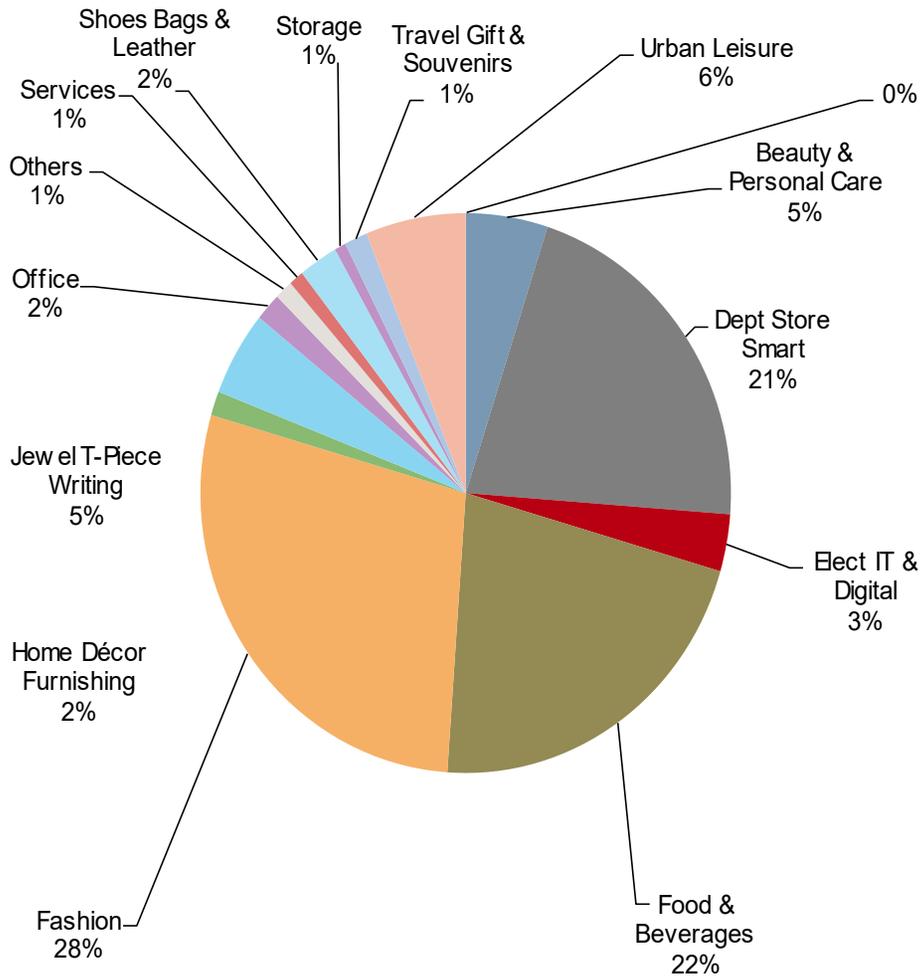


Tenancy expiry schedule on NLA

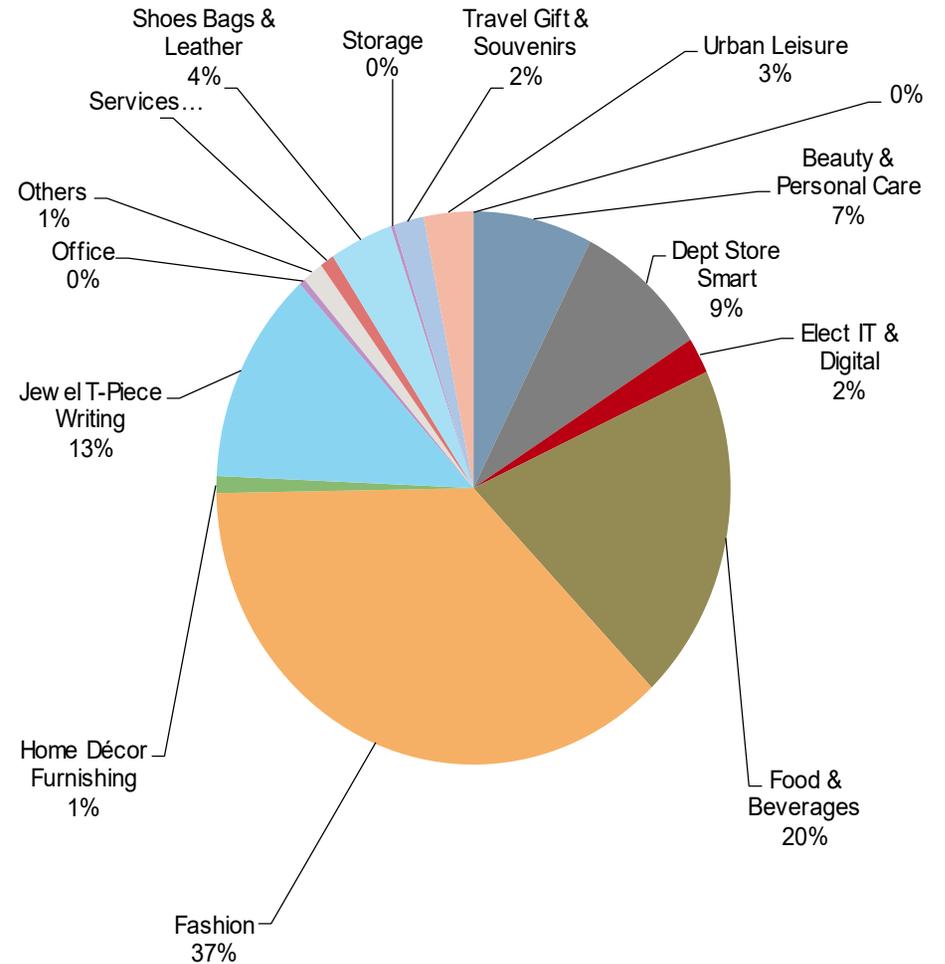


# Pavilion Kuala Lumpur Mall – Tenancy Status

Trade sector analysis based on NLA



Trade sector analysis based on Gross Rental



## 5. Intermark Mall

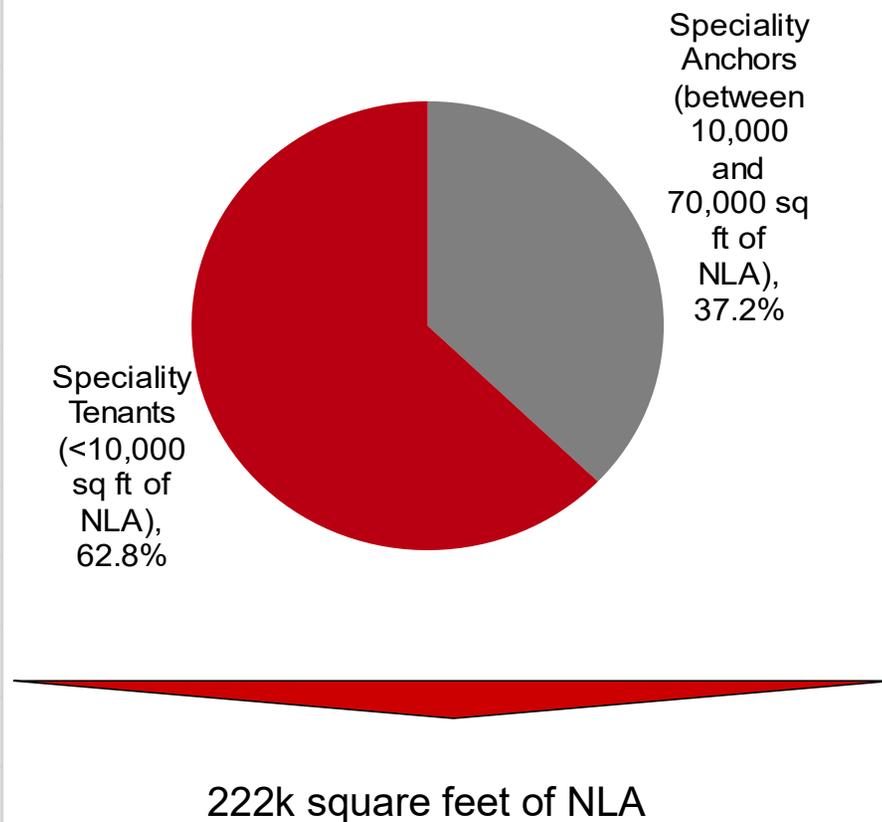
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# Intermark Mall – Tenancy Status

## Top 10 retail tenants by Gross Rent

Name	Trade sector	% of occupied NLA
Jaya Grocer	Supermarket	16.4%
Hua Wei	IT	7.8%
Primrose Hill Active Learning	Edutainment	7.3%
MST Golf	Sports	5.7%
Sports Direct	Sports	4.8%
Oriental Landmark	Food & Beverage	3.0%
McDonald's	Food & Beverage	2.9%
Grandmama	Food & Beverage	2.0%
Hanare	Food & Beverage	2.0%
In-Colonial	Food & Beverage	2.0%
<b>Total</b>		<b>53.9%</b>

## Tenant Mix by NLA

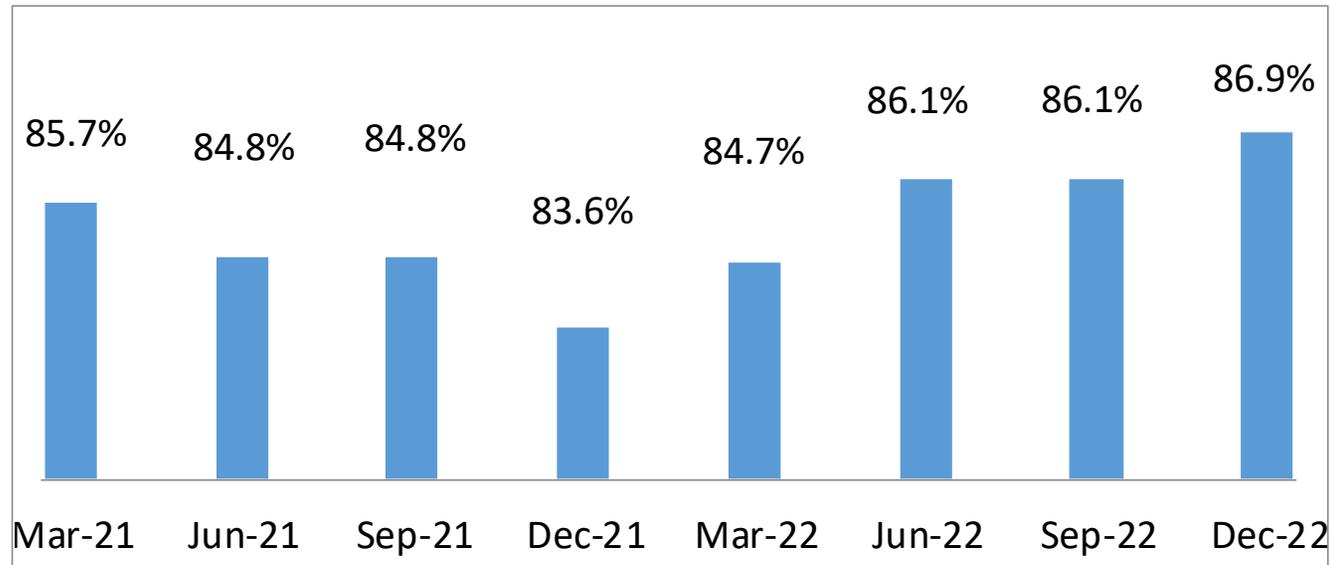


**Top 10 retail tenants contributes 46.6% of Gross Rent**

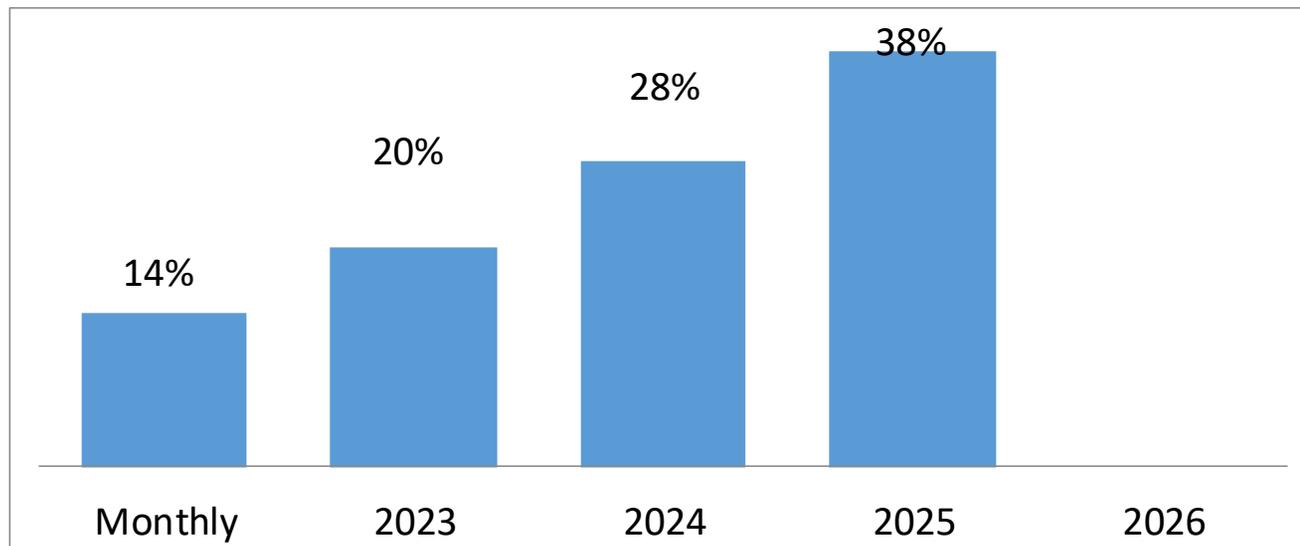
**Intermark Mall being positioned to cater to middle income professionals, expatriate and family conveniences**

# Intermark Mall – Tenancy Status

Occupancy rate at the end of quarter

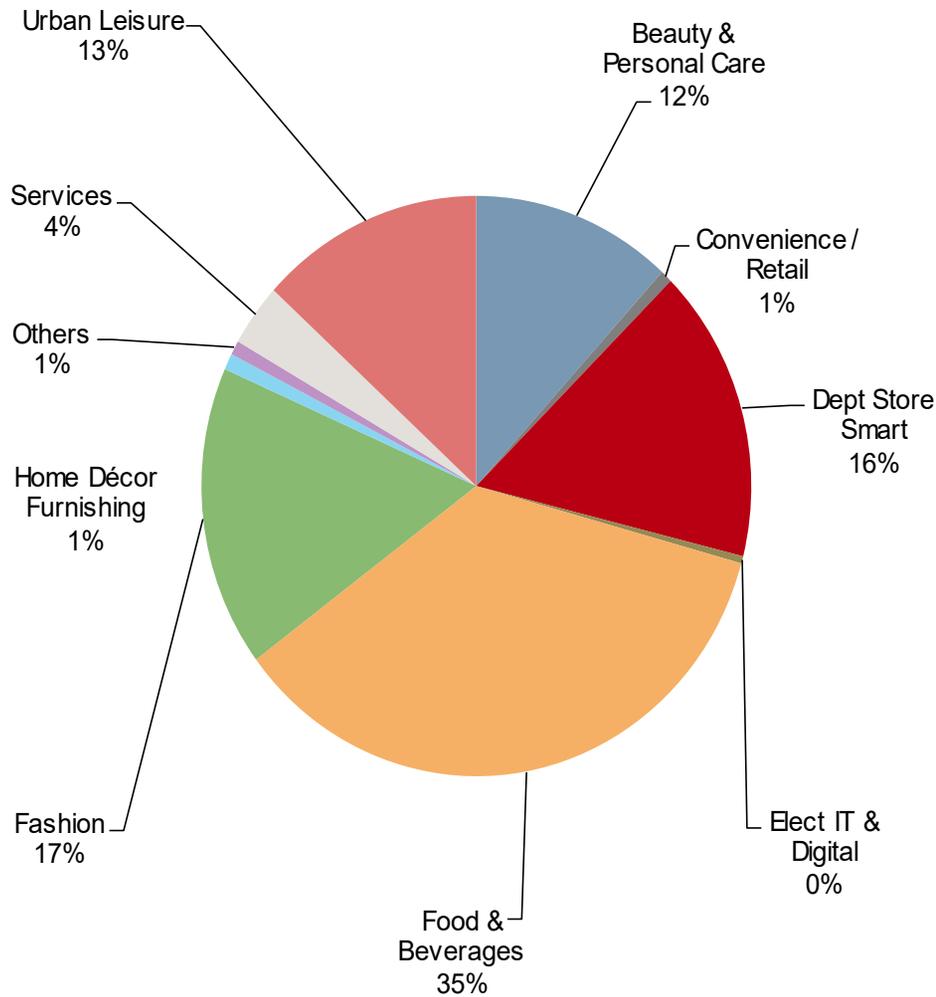


Tenancy expiry schedule on NLA

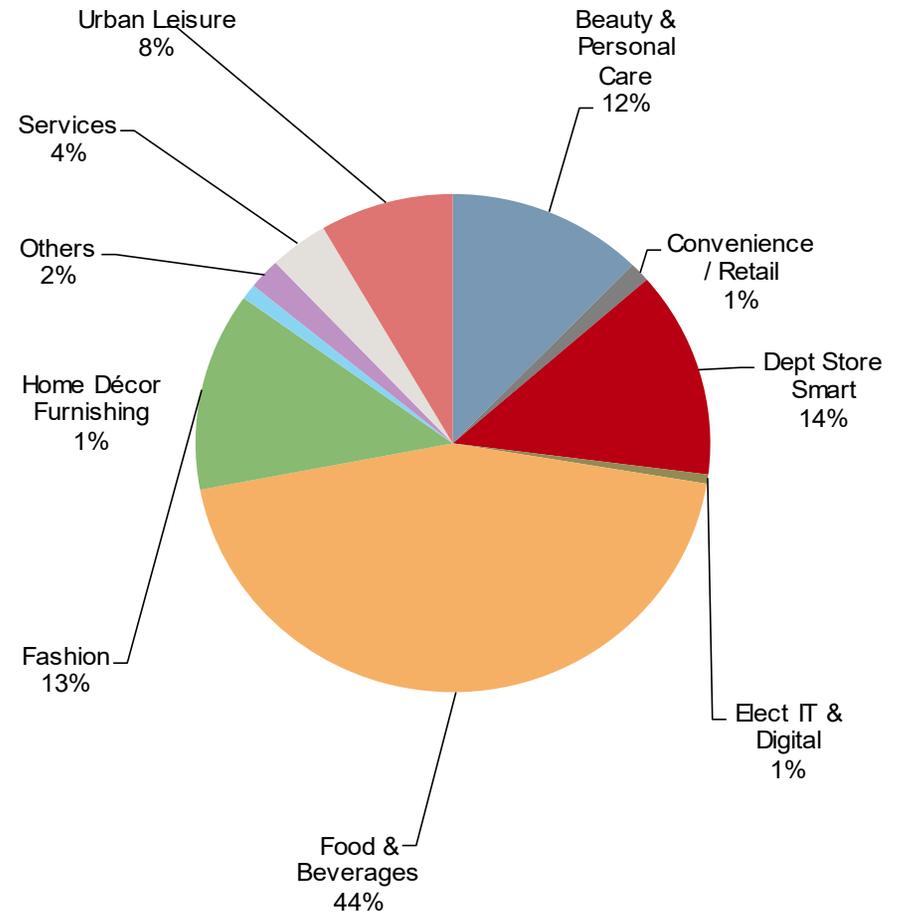


# Intermark Mall – Tenancy Status

Trade sector analysis based on NLA



Trade sector analysis based on Gross Rental



## 6. DA MEN Mall

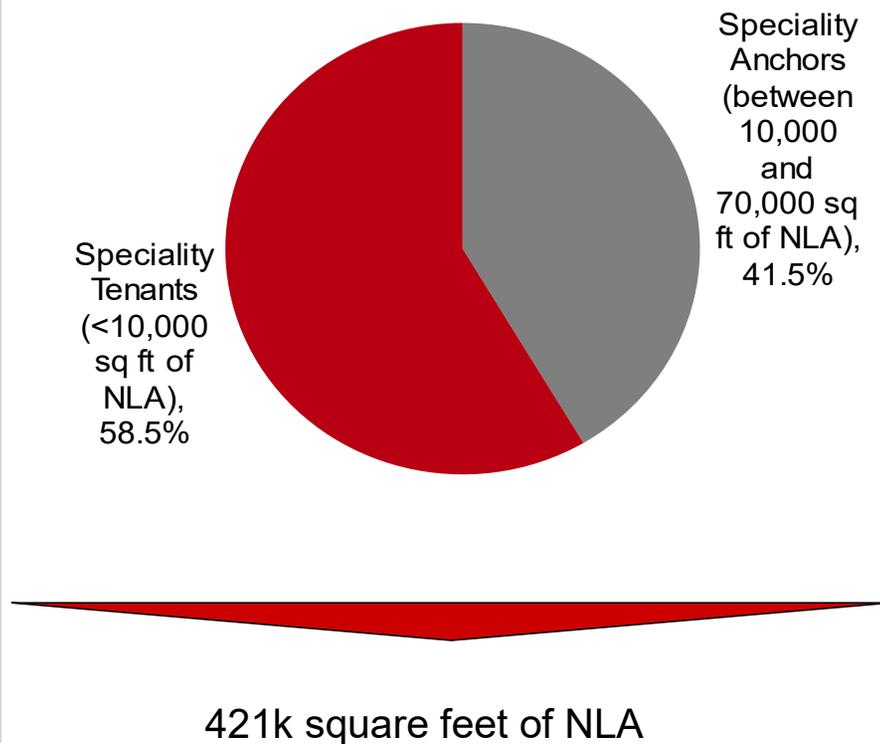
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# DA MEN Mall – Tenancy Status

## Top 10 retail tenants by Gross Rent

Name	Trade sector	% of occupied NLA
Dadi Cinema	Urban Leisure	11.4%
Jaya Grocer	Supermarket	9.8%
Grand Harbour Restaurant	Food & Beverage	4.8%
Bookxcess	Food & Beverage	4.0%
Music Box	Urban Leisure	3.8%
Chi-X Fitness	Urban Leisure	3.7%
Mr DIY	Home Furnishing	3.6%
Nam Heong Ipoh	Food & Beverage	1.7%
Home's Harmony	Home Furnishing	2.4%
Big Pharmacy	Beauty & Personal Care	1.1%
<b>Total</b>		<b>46.3%</b>

## Tenant Mix by NLA

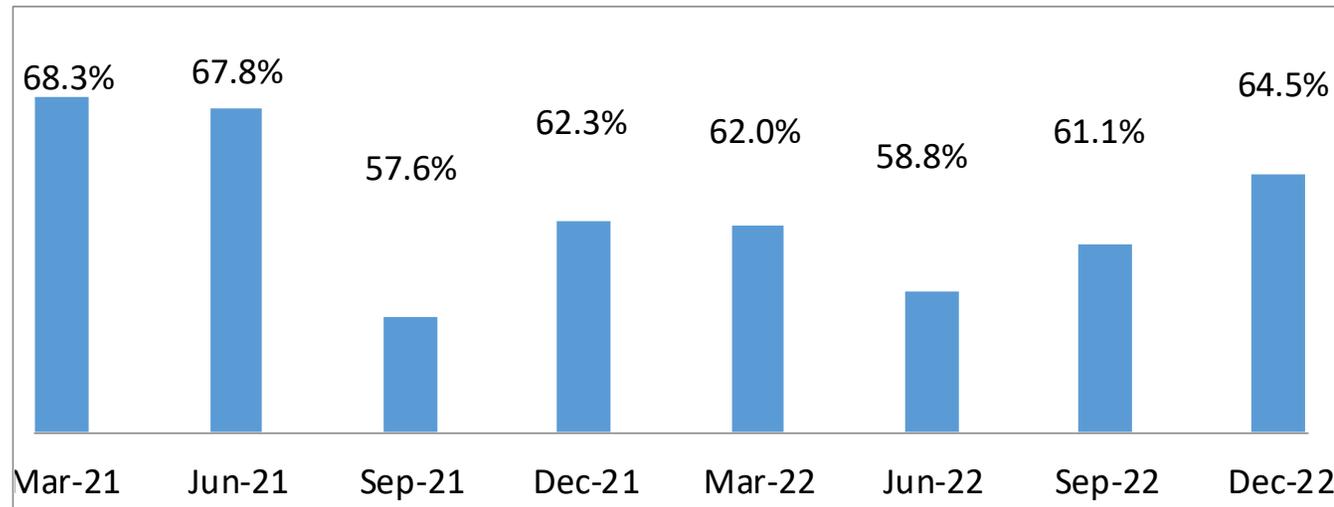


**Top 10 retail tenants contributes 51.2% of Gross Rent**

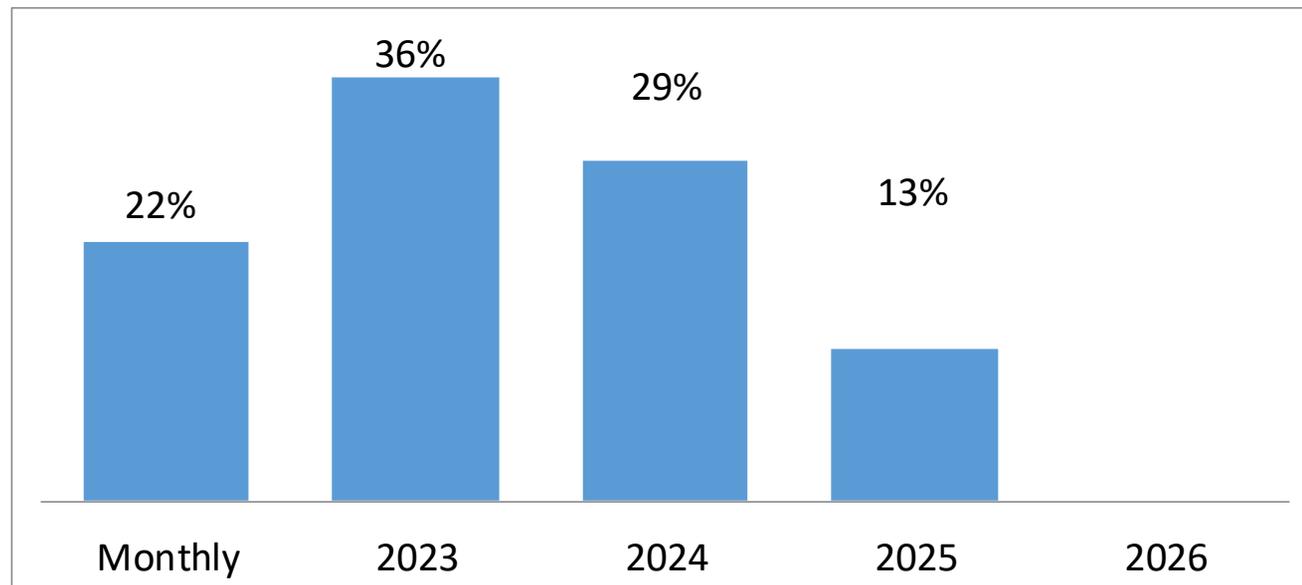
**Da men Mall targets to be a holistic community friendly mall that continuously champion inclusivity**

# DA MEN Mall – Tenancy Status

Occupancy rate at the end of quarter

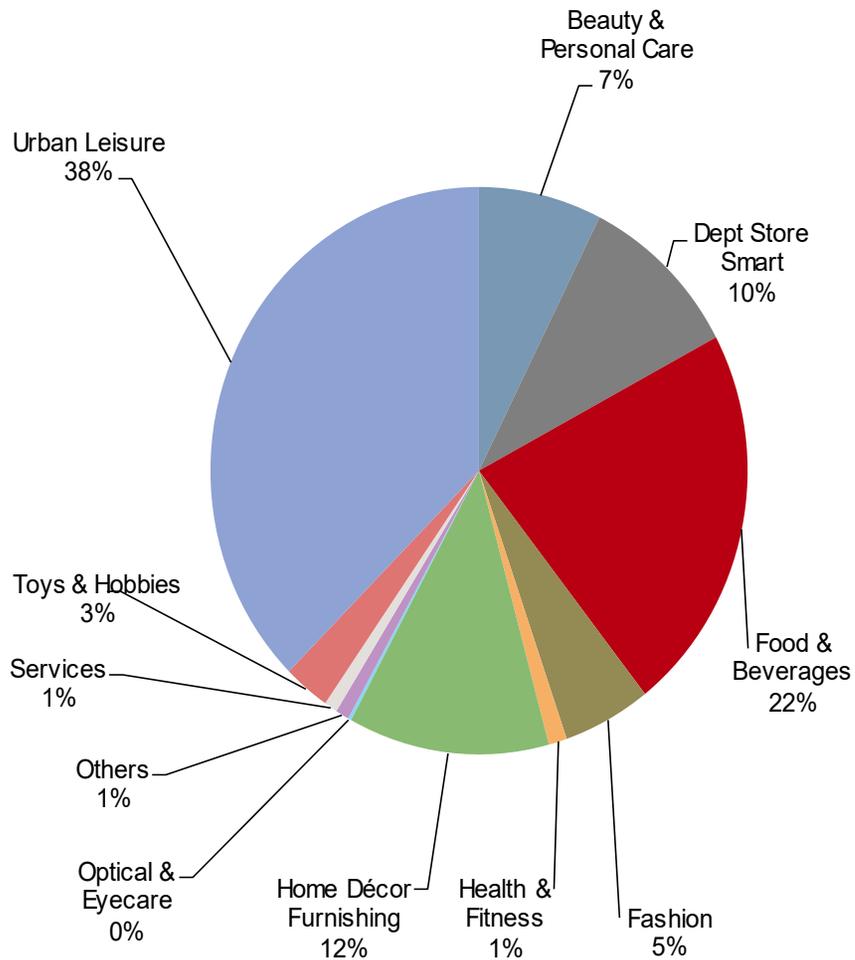


Tenancy expiry schedule on NLA

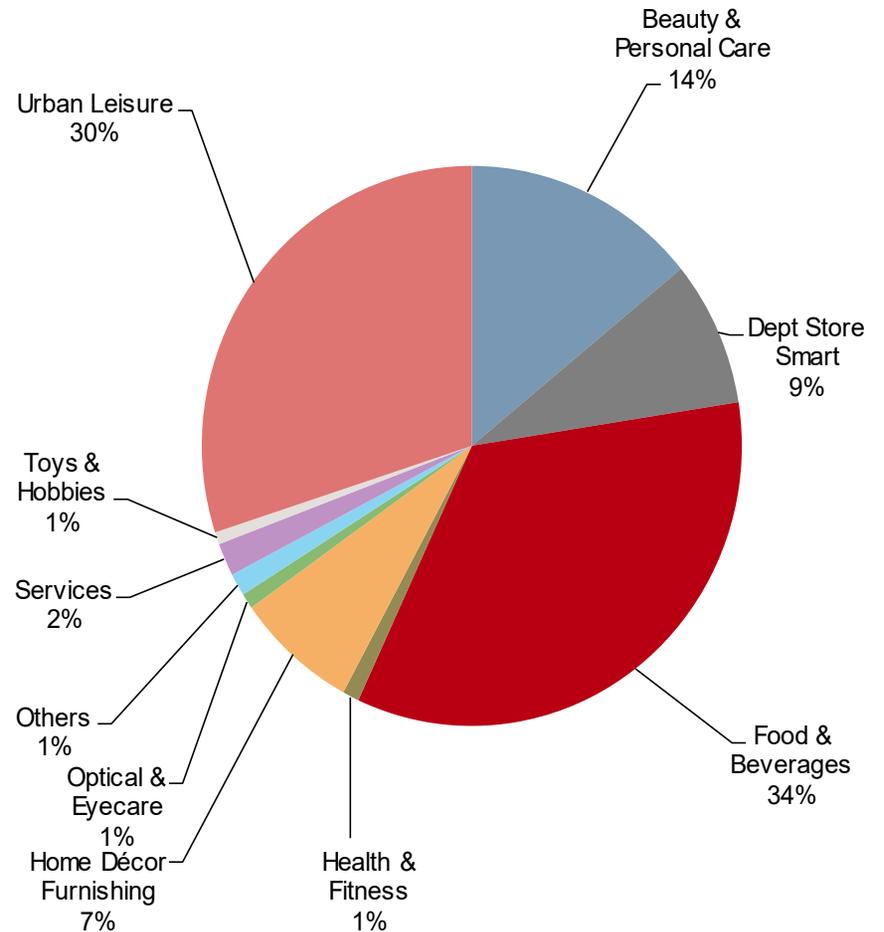


# DA MEN Mall – Tenancy Status

Trade sector analysis based on NLA



Trade sector analysis based on Gross Rental



## 7. Elite Pavilion Mall

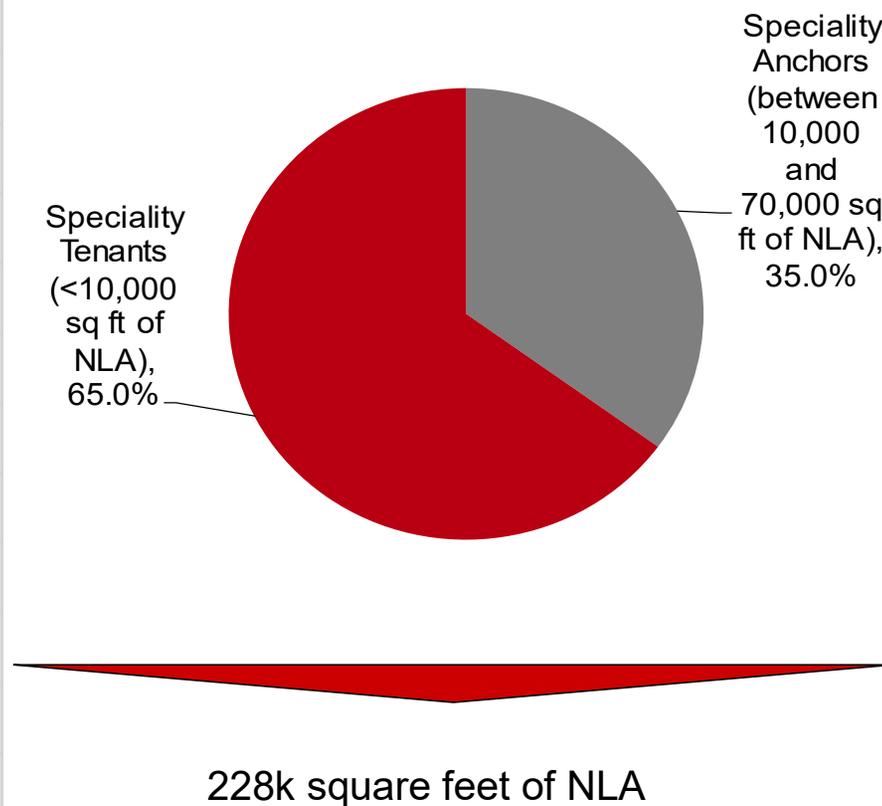
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# Elite Pavilion Mall – Tenancy Status

## Top 10 retail tenants by Gross Rent

Name	Trade sector	% of occupied NLA
JD Sports, King of Trainer	Fashion	6.5%
Muji	Fashion	6.1%
Red Box Plus	Urban Leisure	5.9%
Cotton On	Fashion	5.8%
Haidilao Hot Pot	Food & Beverage	4.9%
COS	Fashion	3.4%
Coach	Fashion	2.8%
Hua Wei	Electrical, IT & Digital	2.1%
Lululemon	Fashion	1.8%
LukFook Jewellery	Jewellery Timepiece	0.9%
<b>Total</b>		<b>40.2%</b>

## Tenant Mix by NLA

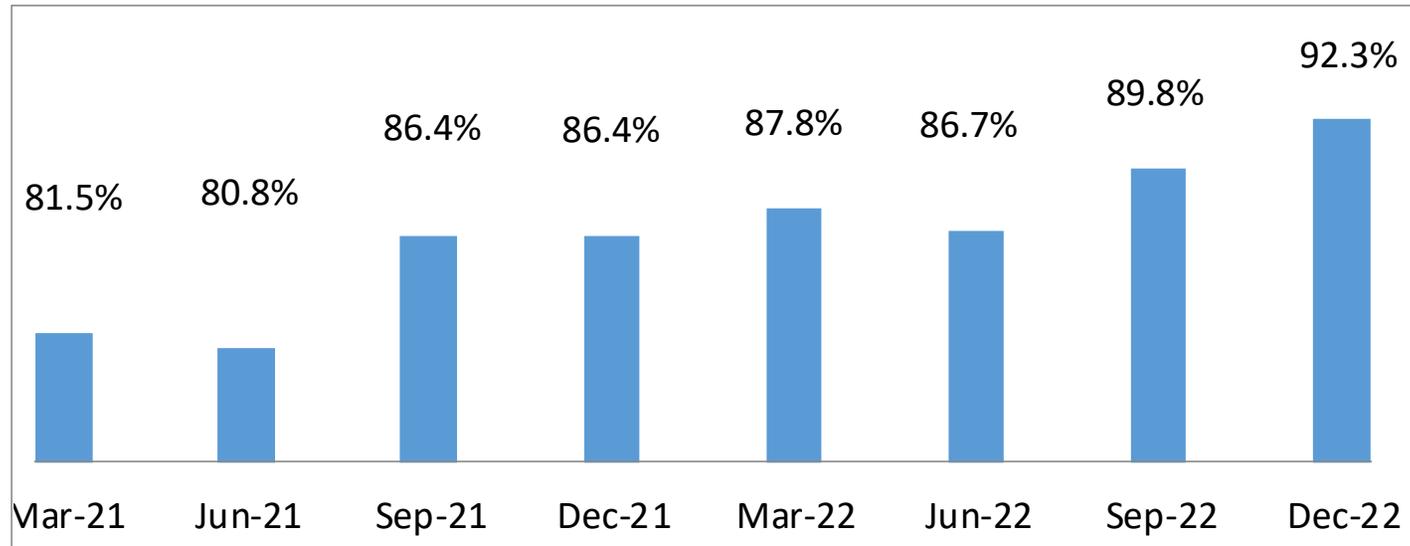


**Top 10 retail tenants contributes 48.9% of Gross Rent**

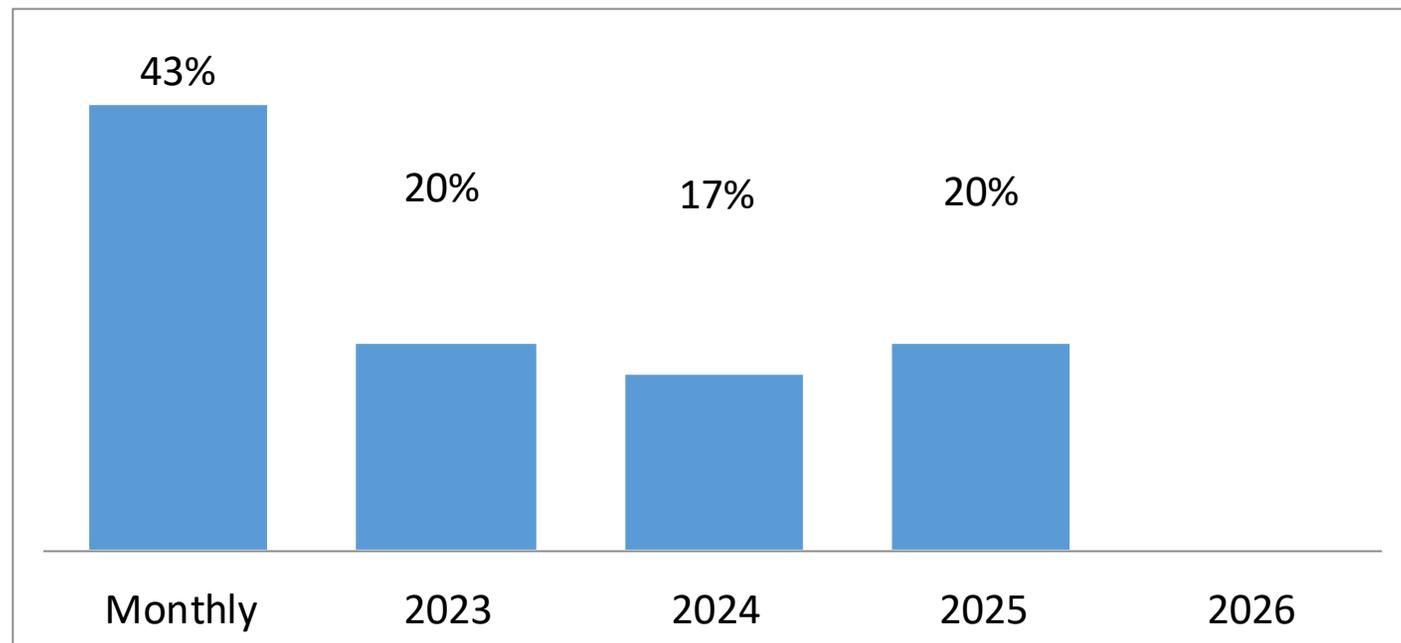
**An extension to Pavilion Kuala Lumpur mall, it offers additional variety of shopping options**

# Elite Pavilion Mall – Tenancy Status

Occupancy rate at the end of quarter

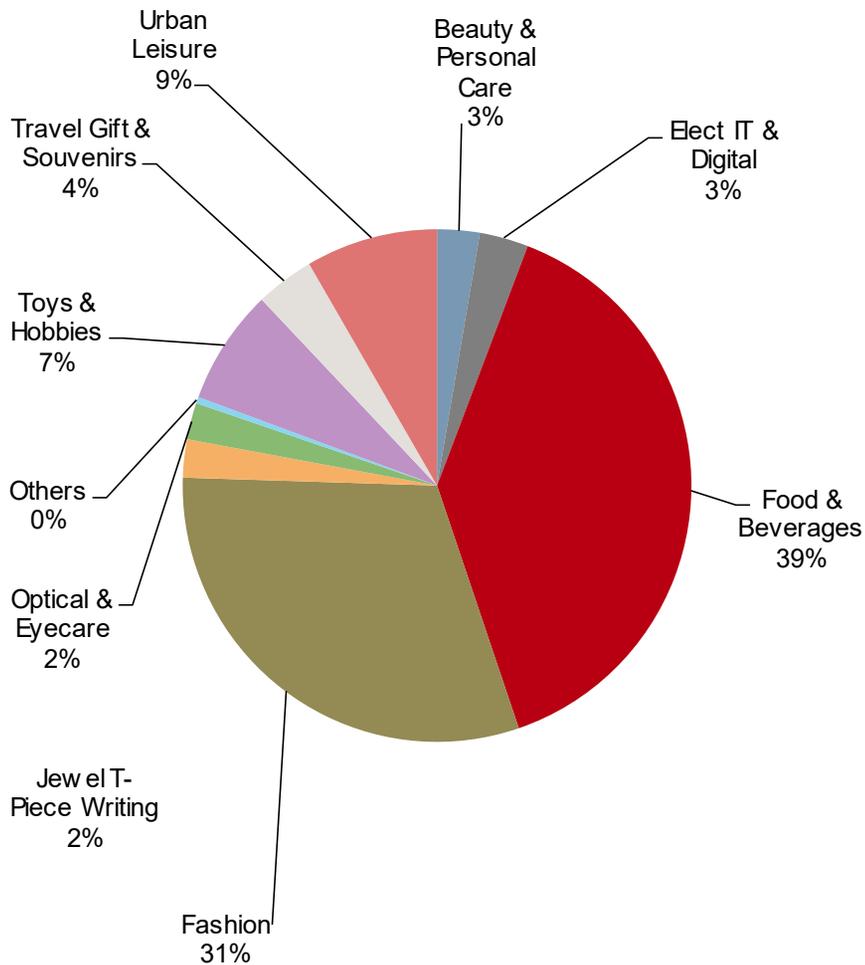


Tenancy expiry schedule on NLA

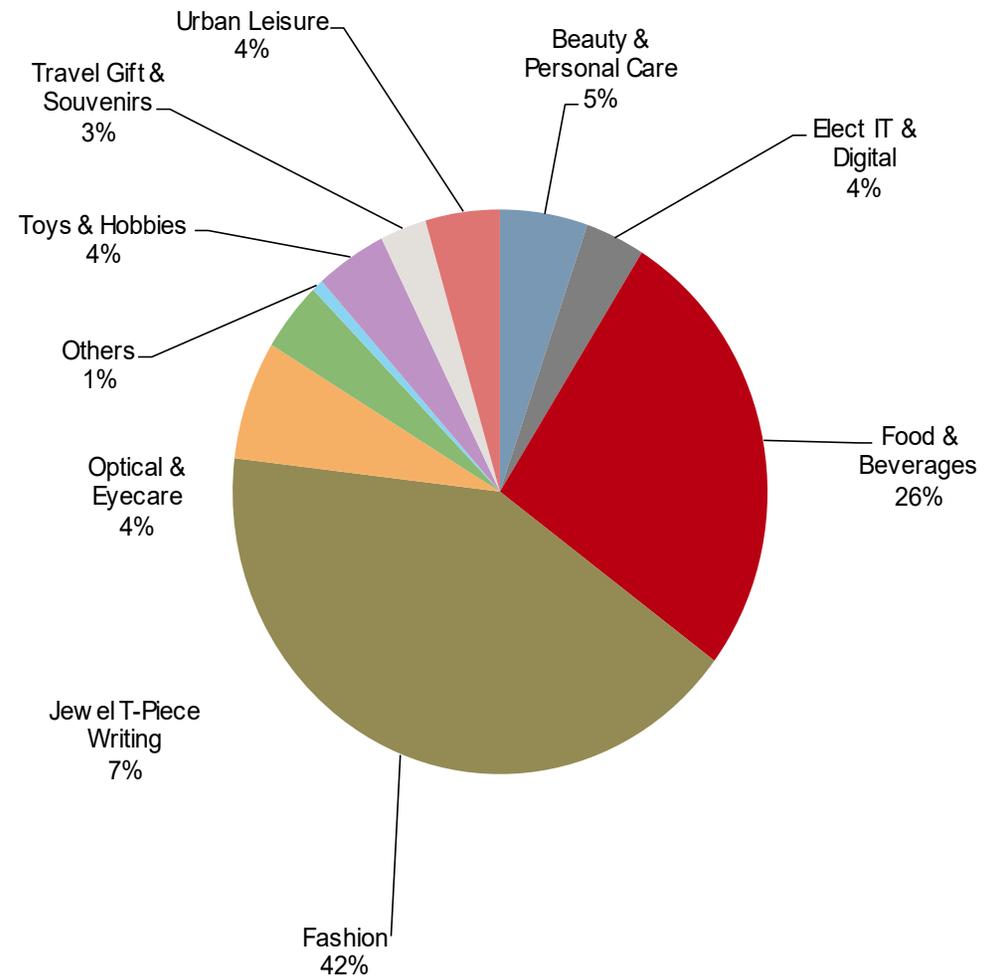


# Elite Pavilion Mall – Tenancy Status

Trade sector analysis based on NLA



Trade sector analysis based on Gross Rental



## 8. Pavilion Tower

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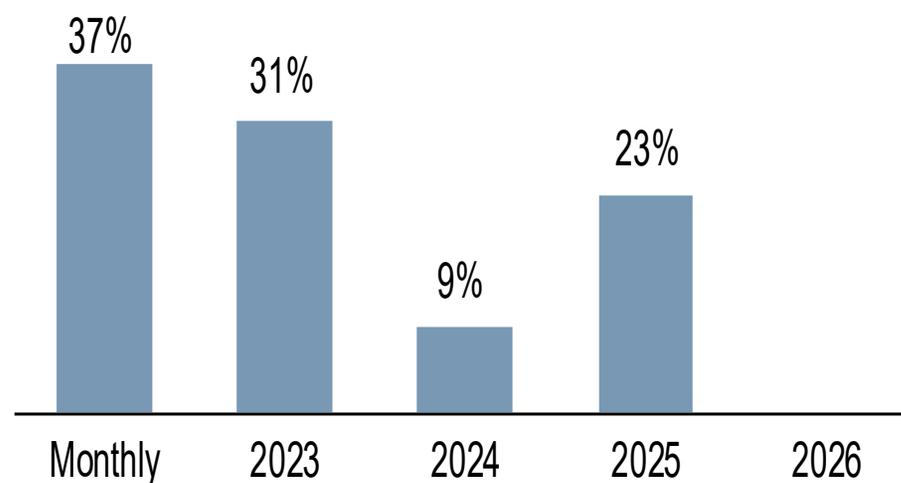
# Pavilion Tower

One of Kuala Lumpur's premier business addresses



73% space occupied

## Projected expiry schedule on NLA

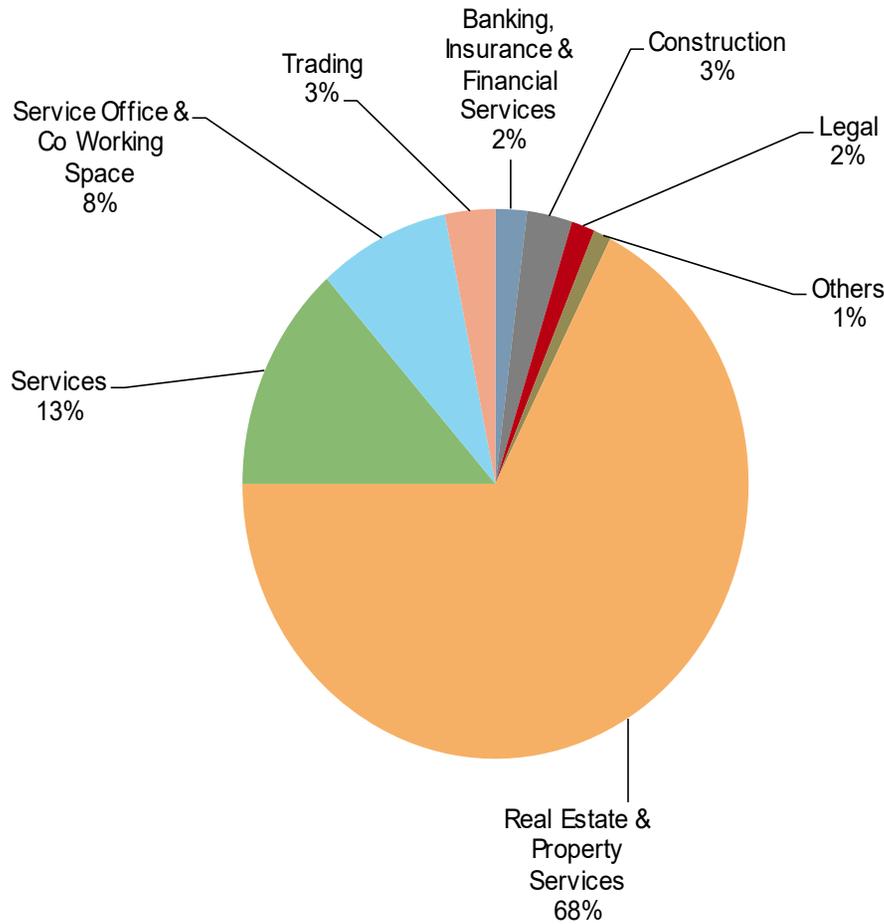


## Benefits of Pavilion Tower

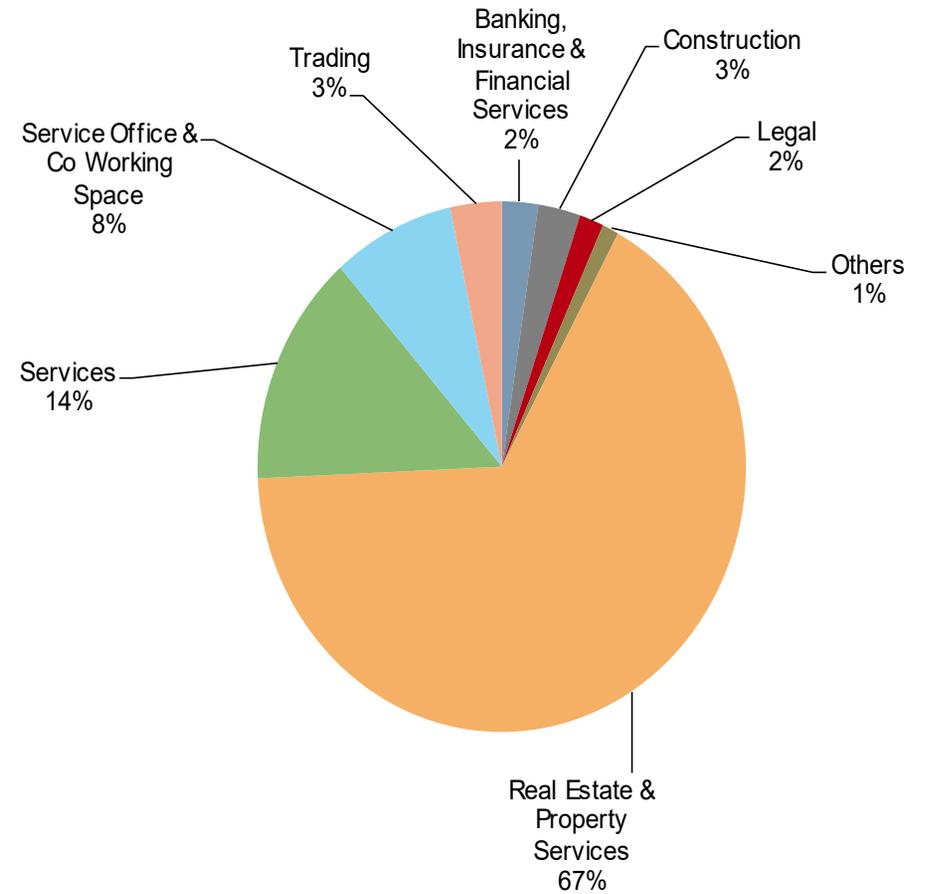
- Connected to Pavilion Kuala Lumpur Mall
- Tenants across multiple trade sectors, including property development, construction, retail, service office and others
- Major tenants include Malton Group, arcc service office and KL Metro Group

# Pavilion Tower Office – Tenancy Status

Trade sector analysis based on NLA



Trade sector analysis based on Gross Rental



## **9. Investment Opportunities / Growth Strategies**

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# Opportunities for Future Growth

## Potential for acquisition growth : Rights of First Refusal



### The fahrenheit88 ROFR

- Granted by Makna Mujur Sdn Bhd
- Located in Bukit Bintang opposite Pavilion Kuala Lumpur Mall
- Awaiting for intention to sell



### The General ROFR

- Granted by Urusharta Cemerlang Sdn Bhd
- Future retail developments of the Sponsor
- Covers the whole of Malaysia

Pavilion REIT benefits from several ROFRs which place it in a strong position to grow its NLA in the future

# THANK YOU



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