

SUNWAY

REIT

FINANCIAL RESULTS

3rd Quarter ended 30 September 2024

(FYE 31 December 2024)

Date: 14 November 2024



Table of Contents

1. Financial Highlights (Q3 2024)
 2. Financial Results (Q3 2024)
 3. Segmental Financial Results (Q3 2024)
 4. Market Outlook (Q3 2024)
 5. Investor Relations (Q3 2024)
- Appendix I – Property Performance

FINANCIAL HIGHLIGHTS (Q3 2024)



Financial Highlights – Q3 2024 vs Q3 2023

Highlights	Q3 2024	Q3 2023
No. of Properties	25	19
Property Value (RM'billion)	9.828	8.857
Units in Circulation (Units)	3,424,807,700	3,424,807,700
Unit Price as at 30 Sept 2024/2023 (RM)	1.70	1.46
Market Capitalisation (RM'billion)	5.822	5.000
Net Asset Value ("NAV") Per Unit (RM) (after income distribution)	1.4840 #	1.4649 #
Premium to NAV	14.6%	-0.3%
Distribution Yield	5.7% ^	6.6%
Management Expense Ratio (after income distribution)	1.00% ~	0.88%
9M Total Return	16.1%	6.6%
Gearing	43.1%	37.4%
% of Fixed Rate Borrowings	36%	38%

After interim income distribution for 1H 2024 of 4.66 sen per unit and distributable income for Q3 2024 of 2.61 sen per unit is assumed for income distribution (Q3 2023: Distributable income of 2.54 sen per unit is assumed).

^ This is derived from annualised distributable income of 9.71 sen per unit (based on distributable income for YTD Q3 2024 of 7.27 sen per unit).

~ MER for Q3 2024 was higher mainly attributed to lower NAV following the redemption of perpetual notes in April 2024.

Financial Highlights Q3 2024 vs Q3 2023 (QTD & YTD)

Reported in RM'000

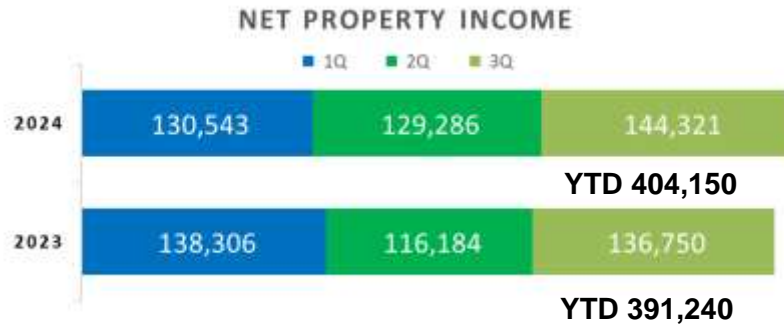


Q3 YoY
Variance

↑
9.3% or
RM16.3m

YTD
Variance

↑
4.0%
RM21.1m



↑
5.5% or
RM7.6m

↑
3.3%
RM12.9m



↑
2.5% or
RM2.2m

↑
1.4%
RM3.5m

YTD Q3 2024 vs YTD Q3 2023

The higher **Revenue** was mainly contributed by the retail segment, partially offset by the absence of rental from Sunway Medical Centre (Tower A & B) following the completion of its disposal on 30 August 2023.

YTD Q3 2024 vs YTD Q3 2023

Higher **NPI** in tandem with the increase in revenue as explained above, partially offset by higher A&P expenses and lower reversal of provision doubtful debt.

YTD Q3 2024 vs YTD Q3 2023

In line with the higher NPI, **Profit before tax (realised) attributable to unitholders** increased accordingly, partially offset by the impact of higher finance costs attributed by higher borrowing sum and average borrowing interest rate of 3.88% compared to 3.76%.

FINANCIAL RESULTS (Q3 2024)



Statement of Comprehensive Income – Consolidated

	Q3 2024 RM'000	Q3 2023 RM'000	Change %	YTD 2024 RM'000	YTD 2023 RM'000	Change %
Revenue	192,141	175,835	9.3%	546,296	525,168	4.0%
Property operating expenses	(47,820)	(39,085)	22.3%	(142,146)	(133,928)	6.1%
Net property income	144,321	136,750	5.5%	404,150	391,240	3.3%
Interest income	1,552	1,542	0.6%	9,917 ¹	4,841	>100%
Other income	45	38	18.4%	119	333	-64.3%
Changes in fair value of IP	-	-	N/A	66,165 ²	-	N/A
Manager's fees	(11,919)	(11,162)	6.8%	(34,434)	(32,827)	4.9%
Trustee's fees	(198)	(200)	-1.0%	(588)	(584)	0.7%
Other trust expenses	(1,134) ³	(489)	>100%	(2,968) ³	(1,994)	48.8%
Finance costs	(43,523)	(34,507)	26.1%	(121,169) ⁴	(100,388)	20.7%
Profit before tax	89,144	91,972	-3.1%	321,192	260,621	23.2%
Tax expenses	-	-	N/A	-	-	N/A
Profit for the period	89,144	91,972	-3.1%	321,192	260,621	23.2%
Profit for the period						
Realised						
- Unitholders	89,099	86,923	2.5%	249,121	245,644	1.4%
- Perpetual note holders	-	5,013	-100.0%	5,776 ⁵	14,876	-61.2%
Unrealised	45	36	25.0%	66,295 ²	101	>100%
	89,144	91,972	-3.1%	321,192	260,621	23.2%
Units (million units)	3,425	3,425	0.0%	3,425	3,425	0.0%
Earnings/unit to unitholders (sen):						
Realised	2.61	2.54	2.8%	7.27	7.17	1.4%
Unrealised	-	-	N/A	1.93	-	N/A
	2.61	2.54	2.8%	9.20	7.17	28.3%
Distributable income	89,099	86,923	2.5%	249,121	245,644	1.4%
Proposed/declared distribution	-	-	N/A	159,596	158,226	0.9%
Distributable income per unit (sen)	2.61⁶	2.54	2.8%	7.27	7.17	1.4%
Proposed/declared DPU (sen)	-	-	N/A	4.66 ⁷	4.62	0.9%

- Interest income** for YTD Q3 2024 was higher compared to YTD Q3 2023 contributed by higher placement with financial institution.
- Changes in fair value of investment properties and unrealised gain** was in relation to the acquisition of six Sunway REIT Hypermarkets completed on 30 April 2024.
- Other trust expenses** increased mainly due to higher professional fee incurred following the issuance of rated medium-term notes and rated perpetual notes.
- Finance costs** for YTD Q3 2024 was higher compared to YTD Q3 2023 mainly due to higher borrowing sum and higher average borrowing interest rate (3.88% vs 3.76%).
- Amount reserved for distribution to perpetual note holders was lower compared to YTD Q3 2023 as the outstanding perpetual notes has been fully redeemed in April 2024.
- Distributable income per unit** represents realised income attributable to unitholders and distribution adjustments, if any.
- Proposed/declared DPU** was 4.66 sen for 1H 2024.

Statement of Financial Position – Consolidated

	30 Sep 2024 (Unaudited) RM'000	31 Dec 2023 (Audited) RM'000
Assets		
Non-current assets		
Investment properties	9,768,553 ¹	8,912,360
Investment properties - accrued lease income	59,640 ²	59,640
Plant and equipment	16,316	17,399
Right-of-use asset	663 ³	720
	9,845,172	8,990,119
Current assets		
Trade receivables	19,399	19,384
Other receivables	69,523 ⁴	88,799
Derivatives	-	15,016
Cash and bank balances	285,837	425,305
	374,759	548,504
Total assets	10,219,931	9,538,623
Equity and liabilities		
Equity		
Unitholders' capital	3,433,864	3,433,864
Undistributed income	1,897,510	1,742,498
Total unitholders' funds	5,331,374	5,176,362
Perpetual note holders' funds	(283) ⁵	339,717
Total equity	5,331,091	5,516,079
Non-current liabilities		
Borrowings	3,030,000 ⁶	2,000,000
Long term liabilities	95,325	101,697
Deferred tax liability	12,991	12,991
Lease liability	773 ³	773
	3,139,089	2,115,461
Current liabilities		
Borrowings	1,373,349	1,636,985
Trade payables	8,905	1,498
Other payables	308,258	268,552
Derivatives	59,227 ⁸	-
Lease liability	12 ³	48
	1,749,751	1,907,083
Total liabilities	4,888,840	4,022,544
Total equity and liabilities	10,219,931	9,538,623

	30 Sep 2024 (Unaudited) RM'000	31 Dec 2023 (Audited) RM'000
Number of units in circulation ('000)	3,424,808	3,424,808
Net Asset Value ('NAV') attributable to unitholders		
Before income distribution	5,331,374	5,176,362
After income distribution*	5,082,253	5,016,081
NAV per unit attributable to unitholders (RM)		
Before income distribution	1.5567	1.5114
After income distribution*	1.4840	1.4646

* After interim income distribution 1H 2024 of 4.66 sen per unit and distributable income for Q3 2024 of 2.61 sen per unit is assumed for income distribution (31 December 2023: Final income distribution of 4.68 sen per unit).

- Investment properties** increased by RM856.2 million mainly due to the completion of six Sunway REIT Hypermarkets acquisition on 30 April 2024.
- Investment properties – accrued lease income** is in relation to unbilled lease income receivable (MFRS 16).
- Right-of-use asset and Lease liability** is for a 12-year land lease from State Government of Penang for carpark purposes (MFRS 16).
- Other receivables** was lower mainly due to reclassification of deposit paid for six Sunway REIT Hypermarkets amounting RM52 million to investment properties upon completion of acquisition, partially offset with the deposit paid of RM12.6m for Kluang Mall and RM21.5m for 163 Retail Park.
- The **perpetual note holders' fund** has been fully redeemed on 15 April 2024. The negative represents the initial setup cost for the programme.
- Long-term **borrowings** was higher mainly due to refinancing of short-term borrowings.
- Other payables** was higher mainly due to capital expenditure payable for the Sunway Pyramid Mall reconfiguration and the Sunway Carnival Mall refurbishment.
- Derivatives** of RM59.2 million was in relation to revolving loan USD-MYR CCS contract.

Statement of Cash Flows – Consolidated

	Cumulative Quarter ended	
	30.09.2024	30.09.2023
	RM'000	RM'000
Cash flows from operating activities		
Cash receipts from customers	568,144	545,754
Refundable security deposits from/(to) customers	5,790	(6,491)
Cash paid for operating expenses	(183,483)	(199,164)
Net cash from operating activities 1	390,451	340,099
Cash flows from investing activities		
Acquisition of plant and equipment	(1,778)	(5,160)
Deposit for acquisition of investment properties	(37,300)	(45,760)
Balance payment for acquisition of investment properties	(468,000)	-
Balance proceeds from disposal of investment property	-	399,900
Incidental costs on acquisition of investment properties	(6,835)	-
Incidental costs on disposal of investment property	-	(12,925)
Subsequent expenditure of investment properties	(241,274)	(126,441)
Net cash flows to licensed financial institutions with maturity of over 3 months	-	(40,000)
Interest received	10,980	5,489
Net cash (used in)/from investing activities 2	(744,207)	175,103
Cash flows from financing activities		
Proceeds from issuance of commercial papers	2,680,000	730,000
Proceeds from issuance of medium term notes	2,570,000	300,000
Drawdown of revolving loans - USD	808,985	200,267
Drawdown of revolving loan	50,000	100,000
Repayment of commercial papers	(2,700,000)	(250,000)
Repayment of medium term notes	(700,000)	(560,000)
Repayment of revolving loans - USD	(618,633)	(292,552)
Repayment of revolving loan	(1,250,000)	(320,000)
Redemption of perpetual note	(340,000)	-
Interest paid	(115,865)	(98,865)
Distribution paid to unitholders	(160,281)	(325,751)
Distribution paid to perpetual note holders	(9,918)	(9,918)
Net cash from/(used in) financing activities 3	214,288	(526,819)
Net decrease in cash and cash equivalents	(139,468)	(11,617)
Cash and cash equivalents at beginning of period	425,305	251,238
Cash and cash equivalents at end of period	285,837	239,621
Cash and bank balances	285,837	279,621
Deposits with licensed financial institutions with maturity of over 3 months	-	(40,000)
Cash and cash equivalents	285,837	239,621
Cash and bank balances at end of period comprise:		
Cash on hand and at banks	217,837	39,621
Deposits placed with licensed financial institutions	68,000	240,000
Cash and bank balances 4	285,837	279,621

- Net cash from operating activities** for YTD Q3 2024 of RM390.5 million compared to NPI less trust expense of RM366.2 million mainly comprise of cash receipt from lessees and tenants, partially offset by cash paid for operating expenses.
- Net cash used in investing activities** for YTD Q3 2024 of RM744.2 million comprises mainly the balance payment for acquisition in relation to the six Sunway REIT Hypermarkets, deposit paid for the proposed acquisition of 163 Retail Park and capital expenditure incurred for Sunway Pyramid Mall reconfiguration and Sunway Carnival Mall refurbishment
- Net cash from financing activities** for YTD Q3 2024 of RM214.3 million was contributed by net drawdown of RM500.4 million to fund the capital expenditures as mentioned in note 2 above, partially offset by income distribution paid to unitholders of RM160.3 million and interest paid of RM115.9 million.
- Cash and bank balances** as at 30 September 2024 and 30 September 2023 stood at RM285.8 million and RM279.6 million respectively. The higher cash and bank balances mainly due higher net cash from operating activities and net cash from financing activities, partially offset by higher net cash used in investing activities.

Financing Profile as at 30 September 2024

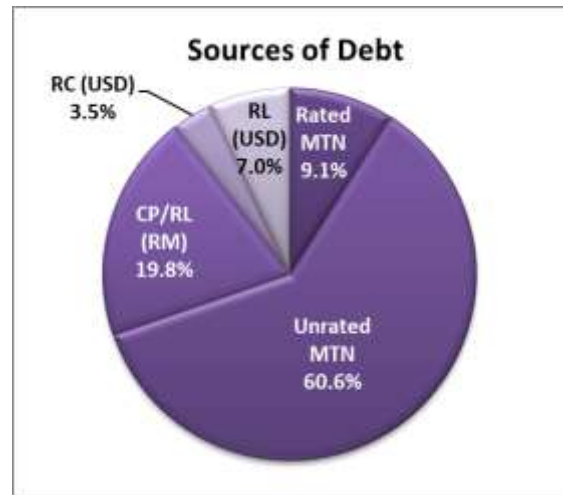
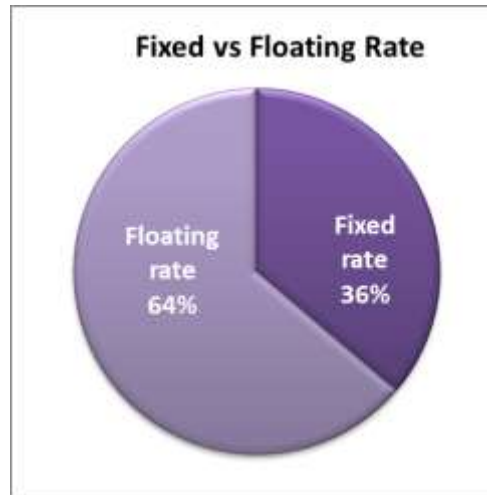
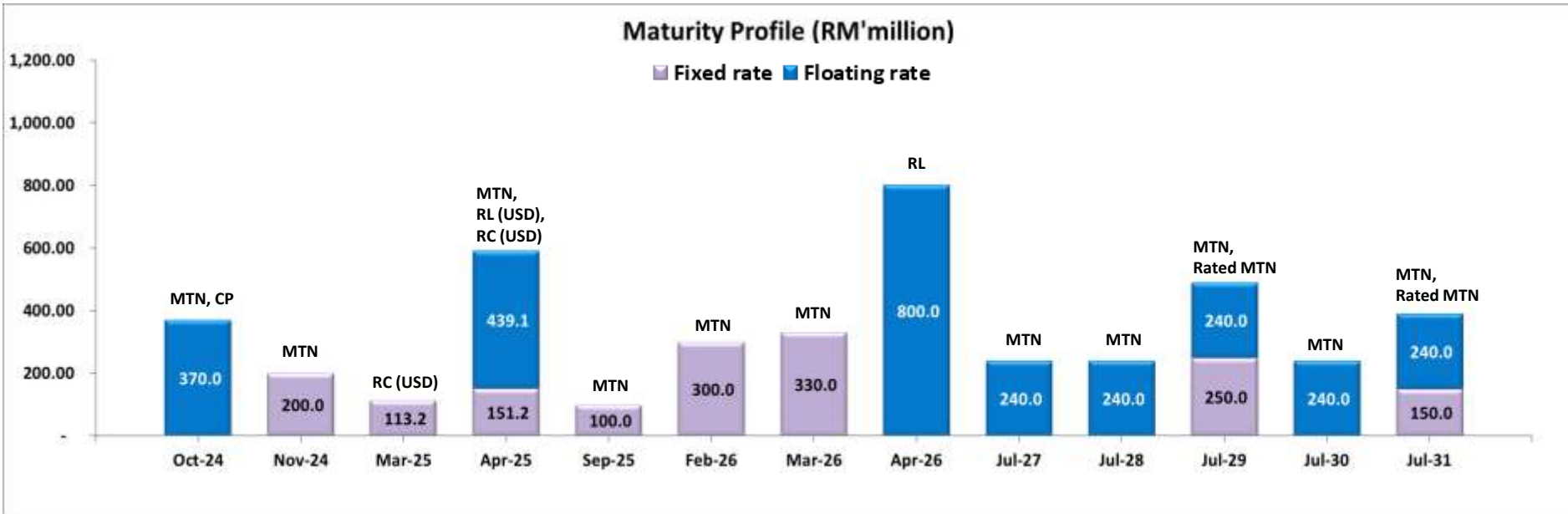
	Facility Limit RM'mil	Utilised Amount RM'mil
Revolving loan (USD)	USD 75.0 mil	309.1 ¹
Revolving credit (USD)	USD 70.0 mil	154.4 ¹
Commercial Paper	3,000.0	70.0
Unrated MTNs	10,000.0	840.0 ²
Total Current		1,373.5
Revolving Loan (RM)	2,000.0	800.0
Rated MTNs		400.0
Unrated MTNs	10,000.0	1,830.0 ²
Total Non Current		3,030.0
Amortization of CP expenses		(0.1)
Discount on CP issuance		(0.1)
Total Gross Borrowings		4,403.3

	Financial Covenants	30 September 2024
Average cost of debt		3.88%
Average maturity period (Years)		2.4
Interest Service Cover Ratio (ISCR)	min 1.5 X	3.1 X
Gearing ratio (SC Guidelines)	below 50%	43.1%

¹ Amounts outstanding for revolving loan and revolving credit (drawn in USD) facilities include unrealised foreign currency translation gain of RM58.3 million. The loans are fully hedged with 6-month and 1-year cross currency swap contracts.

² Unrated MTNs are backed by commitments from financial institutions to subscribe to unrated MTNs.



Financing Profile as at 30 September 2024 (Cont'd)



SEGMENTAL FINANCIAL RESULTS (Q3 2024)



Retail Segment : Q3 2024

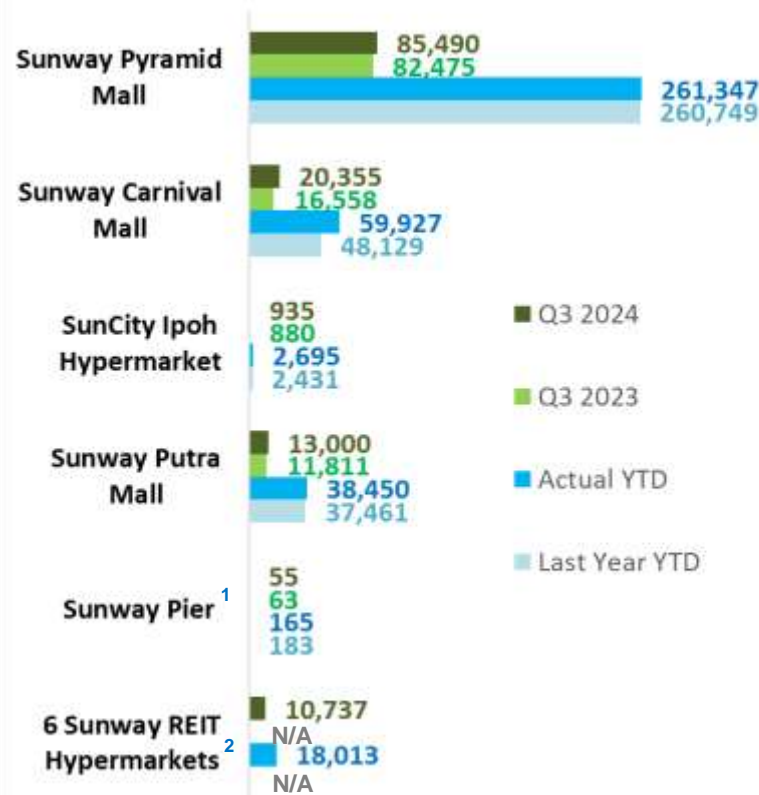
Retail Revenue		Retail NPI	
 17%	RM 130.6 million vs RM 111.8 million RM 18.8 million	 12%	RM 91.8 million vs RM 81.8 million RM 10.0 million
	(Q3 2024) (Q3 2023) Variance		(Q3 2024) (Q3 2023) Variance

The revenue of retail segment for Q3 2024 recorded a strong improvement compared to Q3 2023 mainly contributed by

- improved performance across all malls despite the ongoing AEI in Sunway Pyramid Mall and Sunway Carnival Mall
- full-quarter rental contribution from the six Sunway REIT Hypermarkets, commencing on 30 April 2024.

Sunway Pyramid has opened its new Oasis wing in November 2024 with almost full occupancy (260,000 sq.ft. of NLA) after closing for renovation since Q3 2023. Oasis wing's rental rate has more than doubled compared to pre-AEI.

Retail Turnover (in RM'000)



¹ Acquired on 17 January 2022. The property is undergoing a redevelopment exercise to transform into a retail-centric tourist attraction, with project commencement in October 2024 and target completion in early 2027.

² Acquired on 30 April 2024 and the properties are under triple net lease arrangement.

Retail Segment

	Super-Regional Malls	Regional Malls	Neighbourhood Malls	Big-Box Retail
Target market & net lettable area	Local & international tourists NLA > 1 million sq.ft.	Population within 50km NLA > 500,000 sq.ft.	Population within 20km NLA > 250,000 sq.ft.	Population within 10km NLA c. 250,000 sq.ft.
Strategic retail asset portfolio	Sunway Pyramid Mall	Sunway Carnival Mall	Sunway Putra Mall Sunway Pier <small>(under development)</small>	Hypermarkets: SunCity Ipoh, Kinrara, USJ, Putra Heights, Ulu Kelang, Klang, Plentong
Geographic footprint across Malaysia	Sunway City Kuala Lumpur	Penang	Kuala Lumpur, Klang	Ipoh, Selangor, Kuala Lumpur, Johor
Sunway's unique strengths & characteristics	Unique, iconic location. Strong management & leasing team	Focus on identifying underserved markets	Resilience from convenience and tenant profile (F&B, Services)	Serving everyday needs of everyday people
Segment's WALE	1 - 3 years	1 - 3 years	1 - 3 years	5 - 10 years

		Super-Regional Malls	Regional Malls	Neighbourhood Malls	Big-Box Retail
Q3 2024	Revenue	RM 85.5 million	RM 20.4 million	RM 13.0 million	RM 11.7 million
	NPI	RM 62.3 million	RM 11.9 million	RM 5.9 million	RM 11.7 million
	Valuation	RM 3,900 million	RM 900 million	RM 558 million	RM 625 million

Hotel Segment : Q3 2024

Hotel Revenue



RM 29.2 million

vs RM 27.9 million

RM 1.3 million

(Q3 2024)

(Q3 2023)

Variance

Hotel NPI



RM 28.1 million

vs RM 26.9 million

RM 1.2 million

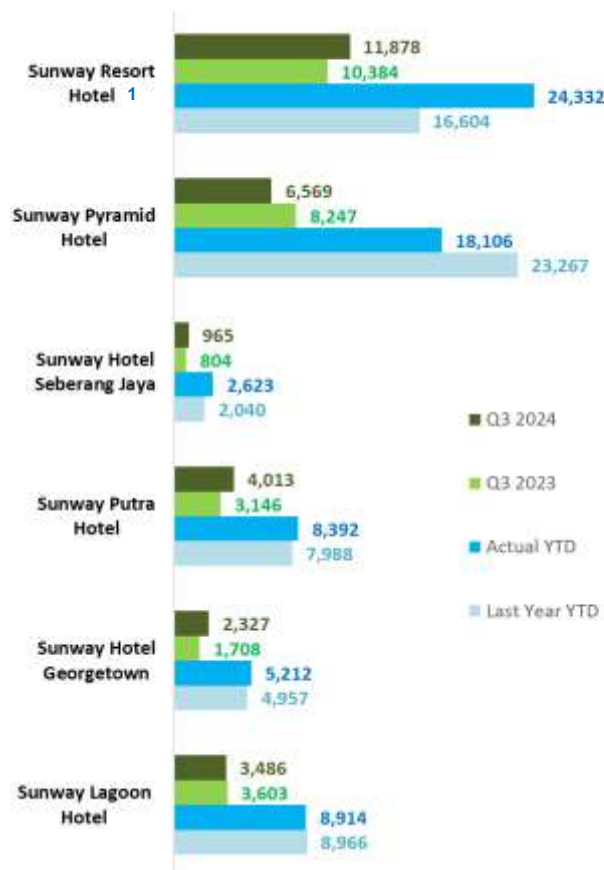
(Q3 2024)

(Q3 2023)

Variance

The Hotel segment's revenue and NPI recorded a healthy improvement of 5% attributable to the overall improvement in tourism activity and the inflow of foreign tourists.

Hotel Turnover (in RM'000)



¹ Closed for refurbishment from July 2020 and reopened progressively since May 2022 with full room inventory available in July 2023.

Office Segment : Q3 2024

Office Revenue



-1%

RM 20.5 million

vs RM 20.7 million
RM -0.2 million

(Q3 2024)

(Q3 2023)

Variance

Office NPI



1%

RM 12.9 million

vs RM 12.8 million
RM 0.1 million

(Q3 2024)

(Q3 2023)

Variance

Revenue for the office segment recorded a slight decrease as Sunway Putra Tower recorded a decline in revenue after its major tenants, i.e. CIDB and CREAM relocated to their own office buildings.

Despite a marginal drop in revenue, NPI improved slightly due to the lower property operating expenses for Menara Sunway.

Office Turnover (in RM'000)



Services Segment : Q3 2024

Services Revenue



RM 9.6 million

vs RM 13.8 million

RM -4.2 million

(Q3 2024)

(Q3 2023)

Variance

Services NPI



RM 9.6 million

vs RM 13.8 million

RM -4.2 million

(Q3 2024)

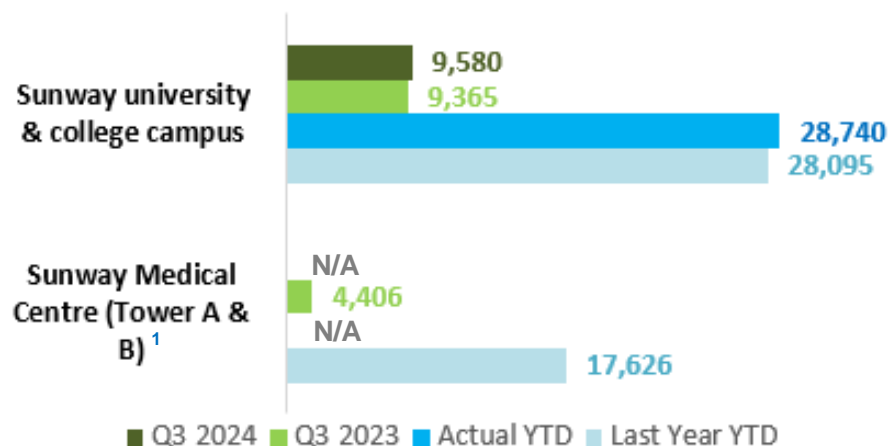
(Q3 2023)

Variance

The revenue and NPI for services segment in Q3 2024 were lower by RM4.2 million or 30% due to the disposal of Sunway Medical Centre (Tower A & B) which was completed on 30 August 2023. Accordingly, rental contribution has since ceased.

Sunway university & college campus rental contribution increased by 2.3% in accordance to the pre-agreed rate in master lease agreement.

Services Turnover (in RM'000)



¹ Sunway Medical Centre (Tower A & B) disposal was completed on 30 August 2023.

Industrial & Others Segment : Q3 2024

Industrial & Others Revenue



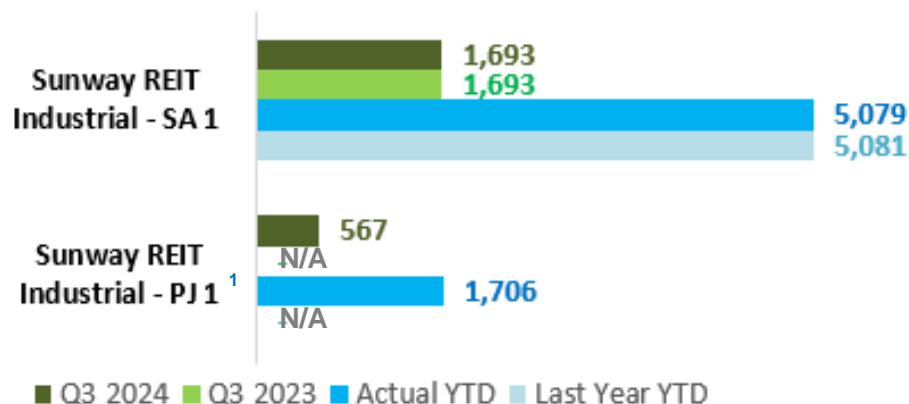
Industrial & Others NPI



The Industrial & Others segment recorded a sharp increase in revenue and NPI in Q3 2024, supported by an average occupancy rate of 32% for Sunway REIT Industrial – Petaling Jaya 1 in YTD Q3 2024.

By mid 2025, the occupancy for Sunway REIT Industrial – Petaling Jaya 1 is anticipated to achieve more than 60% based on its committed tenancies.

Industrial & Others Turnover (in RM'000)



¹ Acquisition was completed on 10 November 2022.

MARKET OUTLOOK (Q3 2024)



General Outlook – Key Economic Indicators

Indicator	2025 (F)	2024 (F)	Q3 2024	Q2 2024	Q1 2024	2023	2022	2021
Gross Domestic Product (GDP) (yoy)	4.5% - 5.5% ⁴	4.8% - 5.3% ⁴	5.3% ⁵	5.9%	4.2%	3.7%	8.7%	3.1%
Consumer Price Index (CPI) (yoy)	2.0% - 3.5% ⁴	2.1% - 3.6% ⁴	1.9% ²	1.9%	1.7%	2.5%	3.3%	2.5%
Overnight Policy Rate (OPR)	3.0% ³	3.0% ³	3.0% ¹	3.0%	3.0%	3.0%	2.75%	1.75%

¹ Source: Bank Negara Malaysia

² Source: Department of Statistics Malaysia

³ Source: Bloomberg's economists consensus forecast

⁴ Federal Budget 2025, Ministry of Finance

⁵ Advance GDP as at 21 October 2024 (Source: Department of Statistics Malaysia), actual GDP to be announced on 15 November 2024

General Outlook



General Outlook

Malaysia started 2024 with stronger growth momentum. Advance estimates for Malaysia's GDP grew by 5.3% in Q3 2024, following a robust 5.9% growth in Q2 2024. The Manager approaches the remaining year with optimism. The stable domestic political landscape will be positive for the economy's long-term prospects. In addition, the influx of foreign direct investments indicates positive developments as Malaysia is gaining global visibility and building investor confidence.

Sunway REIT is confident that Malaysia's domestic consumption will continue to be supported by the low unemployment rate and steady economic growth. The introduction of Account 3 by the Employees Provident Fund (EPF) is a positive factor to boost consumer spending further which augur well for the retail sector. Additionally, the Manager believes that stronger tourist arrivals will be another booster to the local economy.

The US has finally cut interest rates by 50 bps during Q3 2024 in line with slowing inflation. In Malaysia, it is anticipated that Bank Negara Malaysia ("BNM") will maintain the Overnight Policy Rate ("OPR") as the present monetary policy stance remains supportive of the economy, which is consistent with the current assessment of inflation and growth prospects. The Manager will maintain its dynamic capital management strategy and seek opportunities to capitalise on any change in interest rate direction in managing our borrowing cost.

Segmental Outlook - Retail



Retail Segment

The supply of retail malls in Malaysia will rise further in 2024. While representing new competition, these new retail malls could add depth and breadth to retail offerings and elevate Malaysia's position as a retail destination. The evolution of the retail landscape could attract more internationally renowned brands to have their presence in Malaysia which will benefit the overall retail industry. Therefore, the Manager strongly believes that established regional malls will continue to be well-placed to attract the best tenants.

According to Retail Group Malaysia, the retail industry is projected to grow by 3.6% in 2024, highlighting that the biggest challenge for the industry will be the rising cost of living. The introduction of EPF Account 3 or Flexible Account and the increase in civil servant remuneration from December 2024 are expected to boost retail sales. The Federal Budget 2025's proposed increase in the minimum wage and direct cash assistance are expected to stimulate consumer spending and ease the impact of rising living costs.

On the Asset Enhancement Initiatives ("AEIs") front, Sunway Pyramid Mall has completed its reconfiguration of Oasis wing, accounting for approximately 11% of net lettable area of the mall in November 2024. Oasis has reopened with occupancy of 99% and with positive rental reversion.

In addition, Sunway Carnival Mall is undergoing refurbishment for its existing wing (Phase 2) following the strong performance of the new wing which was completed in June 2022. The Phase 2 refurbishment is slated to be completed in phases between early 2024 to the end of 2025 and we expect an uplift in NPI upon full completion. As of September 2024, the Manager has secured more than 90% of committed tenants for Sunway Carnival Mall Phase 2 refurbishment.

On 30 April 2024, Sunway REIT completed the proposed acquisition of six hypermarkets that are strategically located at Klang Valley and Johor. The rental contribution from the said properties commenced on 30 April 2024. Additionally, the acquisition of Sunway 163 Mall was completed on 9 October 2024 and is anticipated to contribute starting from Q4 2024.

Segmental Outlook - Hotel



Hotel Segment

Tourism Malaysia projects 2024 tourist arrival to surpass the 2019 pre-pandemic level of 26.1 million foreign visitors, particularly visitors from China and India following the improved flight connectivity and resumption of flights to Northeast Asia destinations. Additionally, the recently granted 30-day visa-free entry, effective 1 December 2023 for visitors from China, India, Saudi Arabia, Qatar and UAE, Bahrain, is expected to further catalyse the tourism industry in Malaysia. The tourism sector is poised for a surge moving forward, driven by the upcoming Visit Malaysia Year 2026 and Malaysia's role as ASEAN Chair in 2025, which may potentially enhance economic activity and attract international tourists.

In ASEAN, tourism broadly recovered to 70% of pre-pandemic levels in 2023. For most of the countries, particularly Thailand and Vietnam, the remaining 30% gap was due to a slower-than-expected return of Chinese tourists. Malaysia's tourism for June 2024 recorded an increase of 28% to 11.8 million tourists, from 9.2 million tourists in the same period last year with the top tourist being Singaporean (36%), Indonesian (15%) and Chinese (12%).

Malaysia's strategic positioning in the Muslim-friendly and medical tourism segments bodes well for Sunway REIT's hotels which are in close proximity to Sunway Medical Centre and surrounding medical centres. Given these positive factors, the Manager is confident of a sustainable growth trajectory for the hotel segment in FY2024.

Segmental Outlook - Office



Office Segment

The office sector in Malaysia is anticipated to see a continued increase in incoming supply in 2024. The overhang of vacant office space especially in Klang Valley will adversely affect rental growth prospects. However, Malaysia's relatively cheap rental may entice relocations of more regional offices to Malaysia.

To ensure that Sunway REIT's office properties are included in tenants' consideration, the Manager will continuously enhance the properties to meet green building requirements.

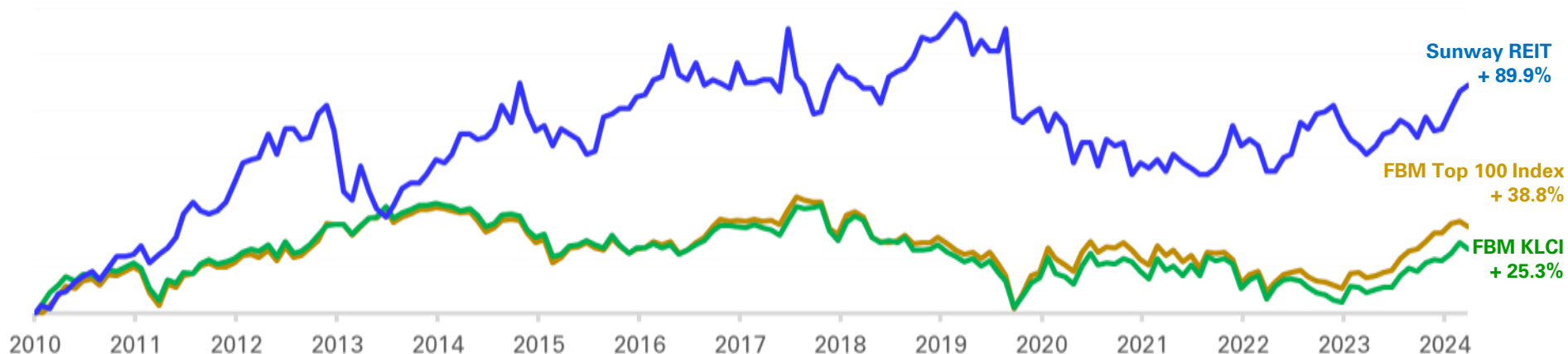
Against the backdrop of the overhang of supply, it is projected that rental rates and occupancy rates for the office segment will remain challenging. Nonetheless, the Manager is hopeful that the contribution of the Office segment in Sunway REIT's portfolio will remain stable in FY2024.

INVESTOR RELATIONS (Q3 2024)



Unit Price Performance from IPO to Q3 2024

Unit Price Performance of Sunway REIT versus Benchmarks (8 July 2010 – 30 September 2024)

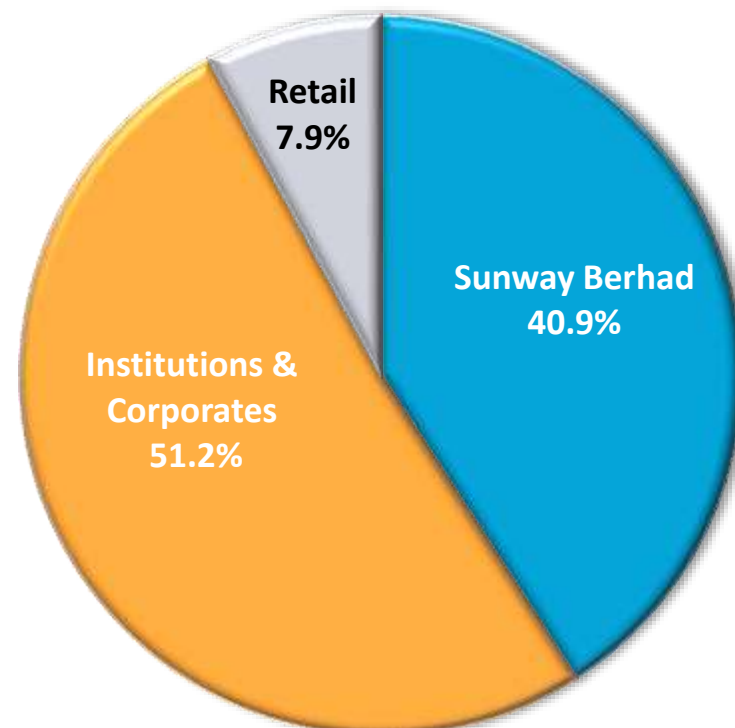
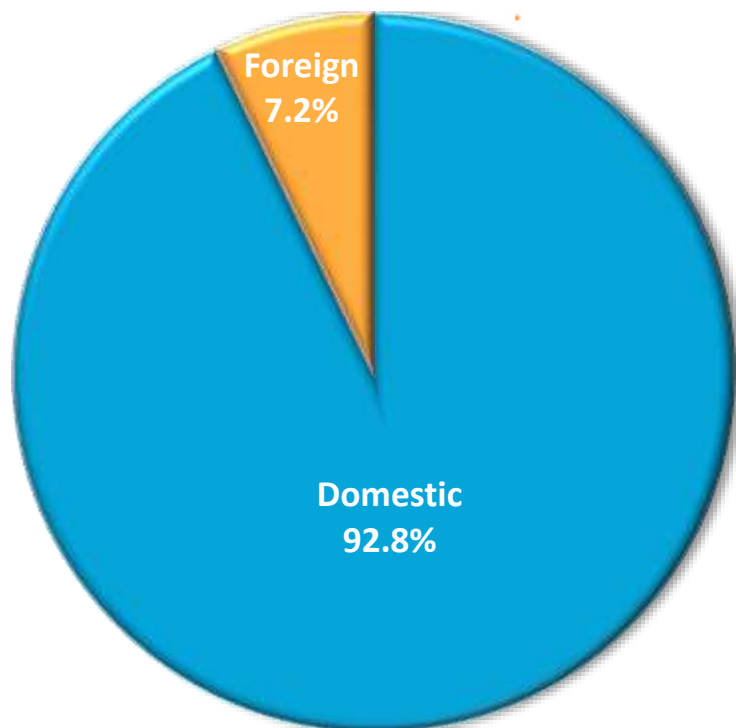


Performance Statistics

	IPO to Q3 2024	YTD Q3 2024
Unit Price (08.07.10 / 31.12.23)	RM0.90	RM1.54
Closing Price (30.09.24)		RM1.70
Highest Price	RM1.98	RM1.72
Lowest Price	RM0.88	RM1.49
Daily Ave Vol (million units)	1.97	1.79
% Change in Unit Price	+ 88.9%	+ 10.4%
% Change in FBM KLCI	+ 25.3%	+ 13.4%
% Change in FBM100 Index	+ 38.8%	+ 14.6%
% Change in M-REIT Index	n/a	+ 9.4%

Source: Bloomberg

Unitholders' Composition (as at 30 September 2024)



	September 2024	June 2024	Q-o-Q Change
No. of unitholders	33,098	33,243	- 1.0% (- 145)
Retail unitholdings	7.9%	8.0%	- 0.1%
Foreign unitholdings	7.2%	6.8%	+ 0.4%
Sunway Berhad	40.9%	40.9%	Unchanged

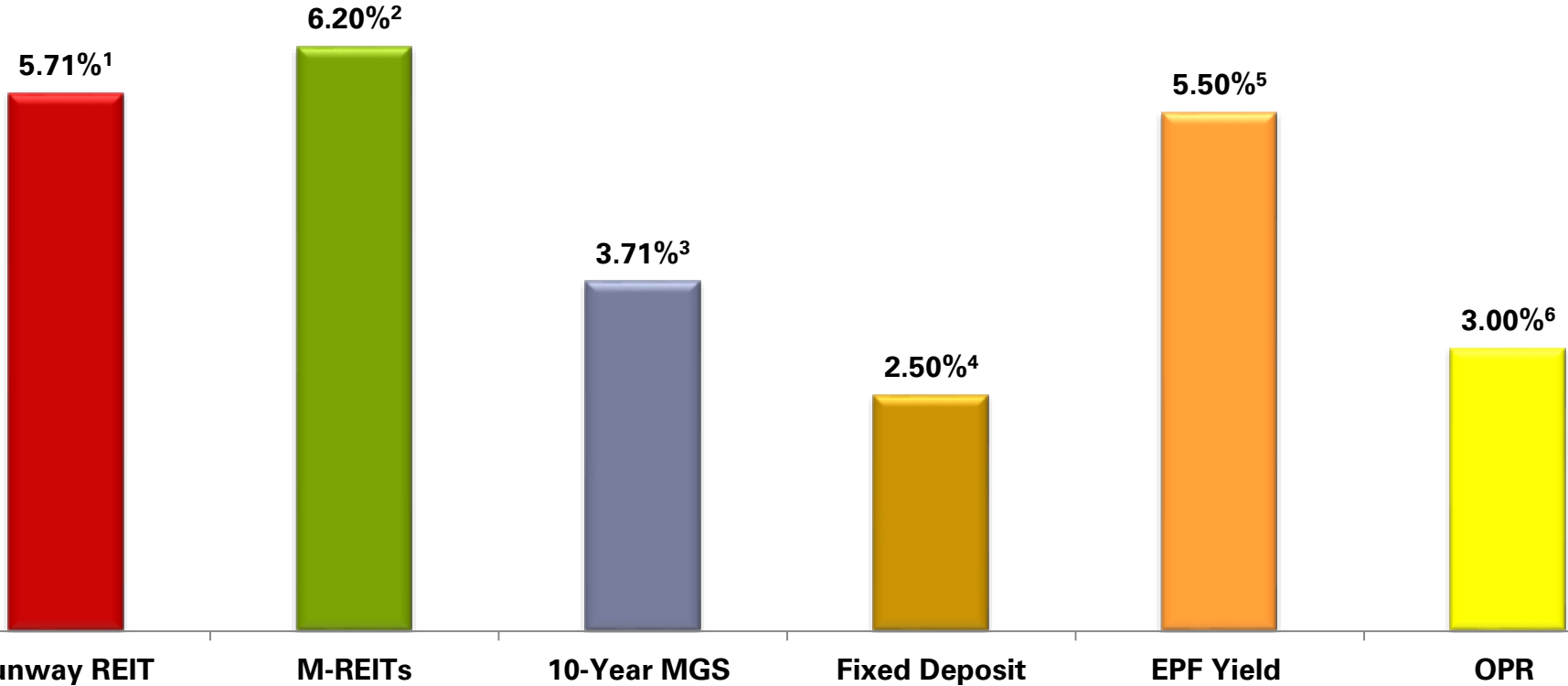
Source: ROD listing by Tricor

Analyst Recommendation (as at 30 September 2024)



Source: Bloomberg and various research firms

Comparative Yields for Various Assets (as at 30 September 2024)



Note:

¹ Distribution yield is computed based on Consensus DPU of 9.70 sen and unit price of RM1.70 as of 30 September 2024 (Source: Sunway REIT)

² Information as of 31 December 2023 (Source: Integrated annual reports, Bloomberg)

³ Information as of 30 September 2024 (Source: Bank Negara Malaysia)

⁴ 12-Month Fixed Deposit rates offered by Maybank as of 30 September 2024 (Source: Maybank)

⁵ Dividend yield declared by Employees Provident Fund for the year 2023 (Source: Employees Provident Fund)

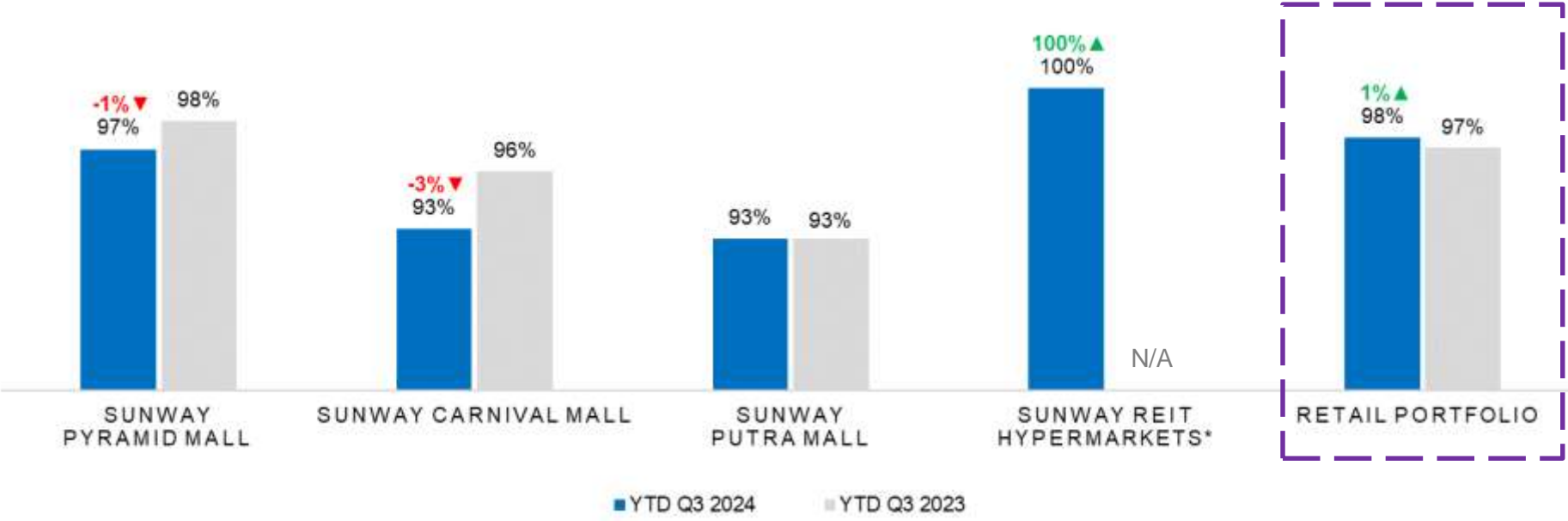
⁶ Overnight Policy Rate as of 5 September 2024 (Source: Bank Negara Malaysia)

APPENDIX I: PROPERTY PERFORMANCE (YTD Q3 2024 YoY Analysis)



Average Occupancy Rate (YTD Q3 2024)

RETAIL



The Retail segment's average occupancy rate improved marginally to 98% in YTD Q3 2024, mainly supported by the full occupancy from six Sunway REIT hypermarkets, partially offset by the progressive closure and fit-out period for ongoing refurbishment in the two major malls, Sunway Pyramid Mall and Sunway Carnival Mall.

SunCity Ipoh Hypermarket is occupied by single tenant, TF Value-Mart, which commenced business in June 2020.

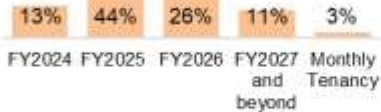
*Sunway REIT Hypermarkets pertain to SunCity Ipoh Hypermarket and the newly-acquired six hypermarkets located at Bandar Kinrara, Putra Heights, USJ 1, Klang, Ulu Kelang and Plentong.

Projected Lease Expiry Schedule

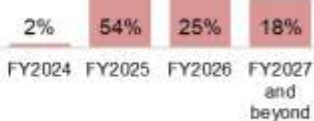
RETAIL

WALE = 0.72 years

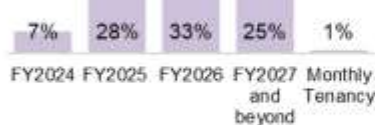
SUNWAY PYRAMID MALL



SUNWAY CARNIVAL MALL



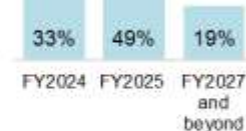
SUNWAY PUTRA MALL



SUNCITY IPOH HYPERMARKET



SUNWAY REIT HYPERMARKETS



Sunway Pyramid Mall

Based on the total net lettable area (NLA) of 668,554 sq. ft. due for renewal in 2024, a total of 366,271 sq. ft. / 54.8% was renewed or replaced.

Sunway Carnival Mall

Based on the total NLA of 116,464 sq. ft. due for renewal in 2024, a total of 14,311 sq. ft. / 12.3% was renewed or replaced.

Sunway Putra Mall

Based on the total NLA of 237,941 sq. ft. due for renewal in 2024, a total of 183,247 sq. ft. / 77.0% was renewed or replaced.

SunCity Ipoh Hypermarket

Occupied by single tenant, TF Value-Mart, with tenancy expiring June 2025 (2 years term).

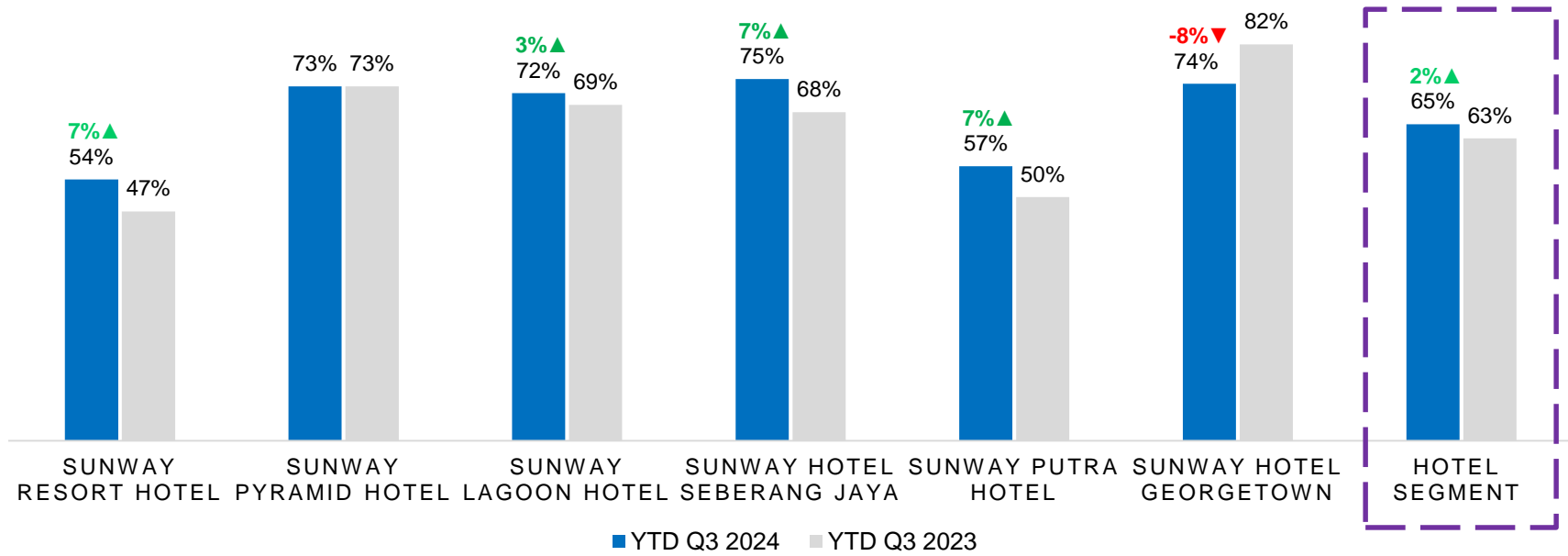
Sunway REIT Hypermarkets

Occupied by single tenant, Giant Malaysia, with tenancies expiring **Nov'24** - Bandar Kinrara and Putra Heights **Dec'25** - Klang, Ulu Kelang and Plentong **Aug'28** - USJ 1

Average Occupancy Rate (YTD Q3 2024)

HOTEL

WALE = 5.28 years

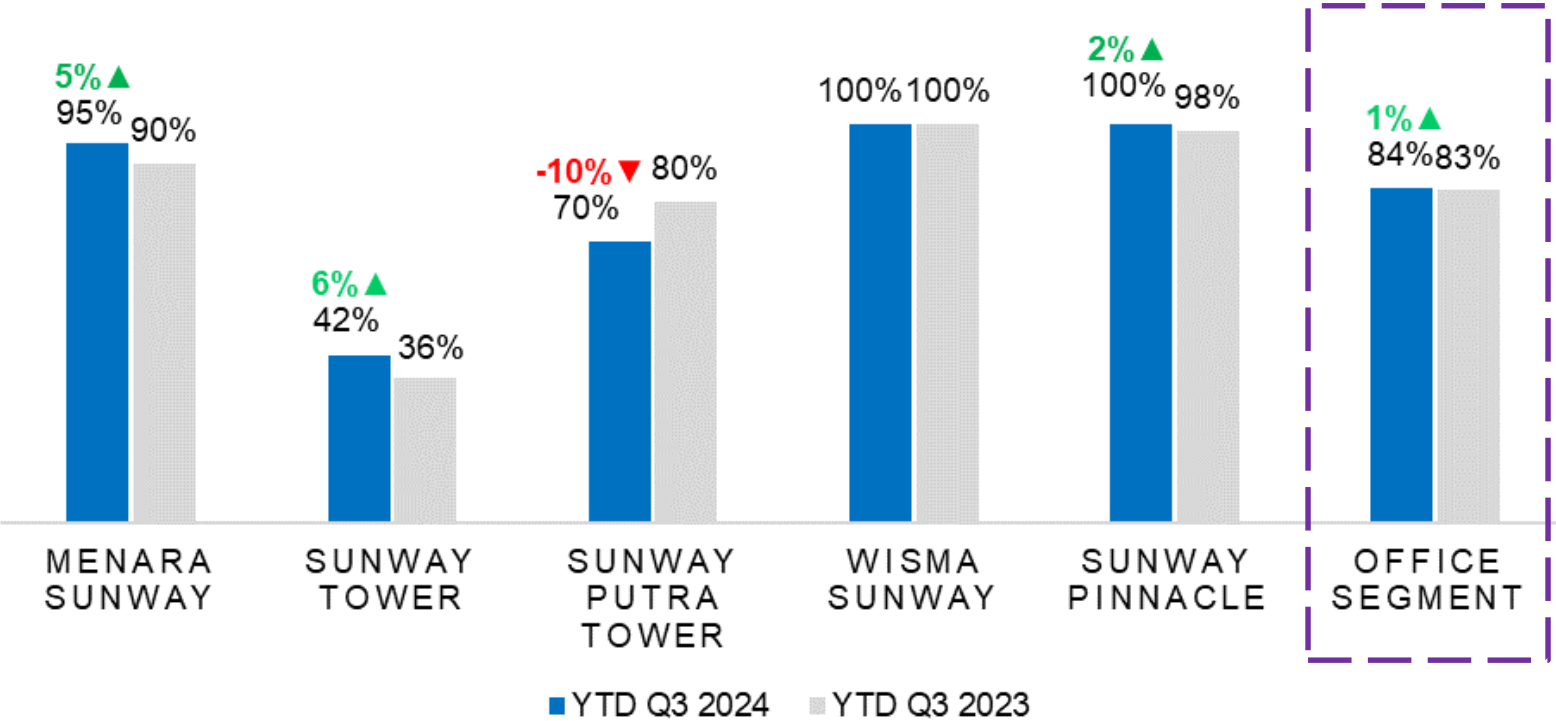


The Hotel segment’s average occupancy rate stood at 65% in YTD Q3 2024, mainly driven by the improvement of tourism activity, demand from leisure demand and MICE activities, alongside the arrival of domestic and international tourists.

The hotel master lease for Sunway Hotel Georgetown, expiring in Jan 2025, will be renewed for a further 10 years. It is expected to strengthen the WALE of hotel segment in 2025.

Average Occupancy Rate (YTD Q3 2024)

OFFICE

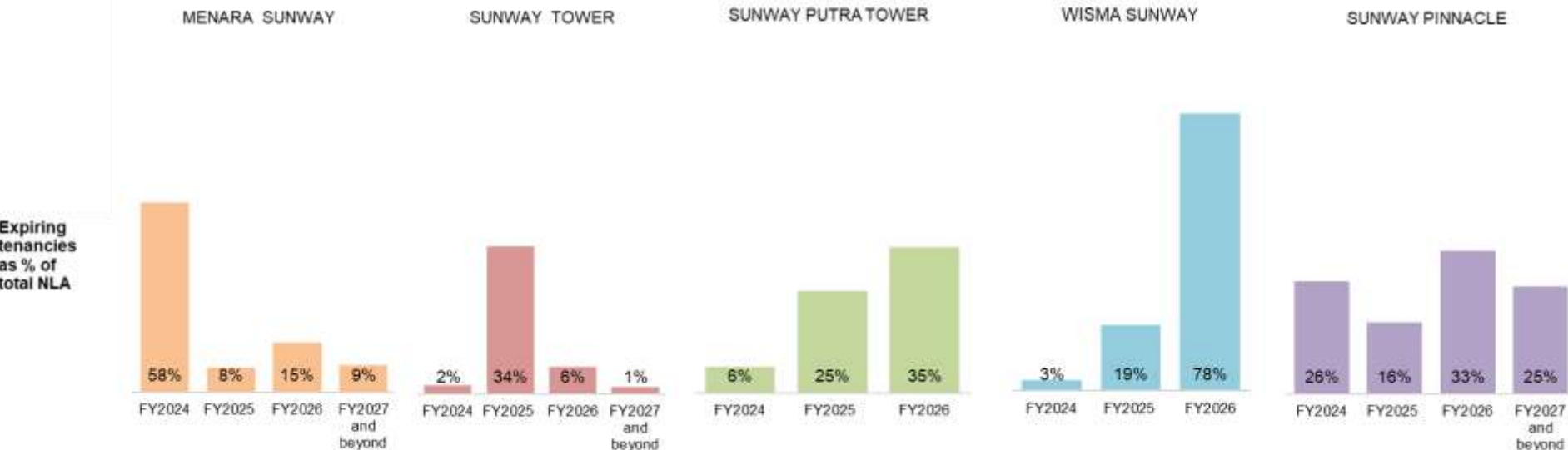


The average occupancy rate for the Office segment stood at 84% in YTD Q3 2024, primarily supported by the commencement of new tenants across the office properties, partially offset by the termination of tenants at Sunway Putra Tower.

Projected Lease Expiry Schedule

OFFICE

WALE = 1.03 years



Menara Sunway
 Based on total NLA of 227,838 sq. ft. due for renewal in 2024, 28,133 sq.ft. / 12.3% was renewed or replaced.

Sunway Tower
 Based on total NLA of 20,209 sq. ft. due for renewal in 2024, 9,477 sq.ft. / 46.7% was renewed or replaced.

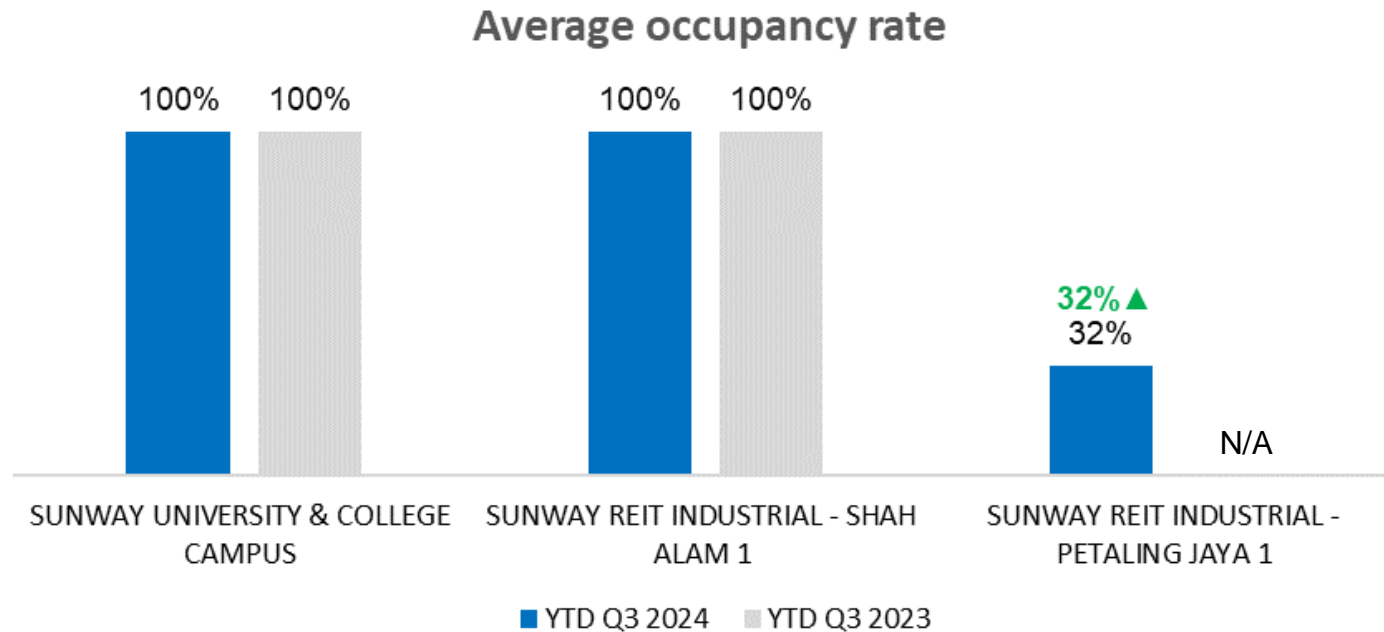
Sunway Putra Tower
 Based on total NLA of 64,783 sq. ft. due for renewal in 2024, no tenancies were due for renewal in Q3 2024.

Wisma Sunway
 Based on total NLA of 5,191 sq. ft. due for renewal in 2024, 100% was renewed or replaced.

Sunway Pinnacle
 Based on total NLA of 293,964 sq. ft. due for renewal in 2024, 159,124 sq.ft. / 54.1% was renewed or replaced.

Average Occupancy Rate (YTD Q3 2024)

SERVICES, INDUSTRIAL & OTHERS



Based on the forecast with firmed offers, Sunway REIT Industrial – Petaling Jaya 1 is expected to achieve an average occupancy rate of more than 60% based on committed tenancies by mid-2025.

Disclaimer

This presentation is for information purposes only and does not constitute an offer, solicitation or advertisement with respect to the purchase or sale of any security of Sunway Real Estate Investment Trust (“Sunway REIT”) and no part of it shall form the basis of, or be relied on in connection with, any contract, commitment or investment decision whatsoever. The information contained in this presentation is strictly private and confidential and is being provided to you solely for your information. This presentation may not be distributed or disclosed to any other person and may not be reproduced in any form, whole or in part.

This presentation is not intended for distribution, publication or use in the United States. Neither this document nor any part or copy of it may be taken or transmitted into the United States or distributed, directly or indirectly, in the United States.

Sunway REIT has not registered and does not intend to register any securities under the U.S. Securities Act of 1933 (the “Securities Act”). Accordingly, any offer of securities of Sunway REIT is being made only outside the United States pursuant to Regulation S under the Securities Act. You represent and agree that you are located outside the United States and you are permitted under the laws of your jurisdiction to participate in any offering of securities of Sunway REIT.

This presentation may contain forward looking statements which are not subject to change due to a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions; interest rate trends; cost of capital and capital availability including availability of financing in the amounts and on the terms necessary to support future business; availability of real estate properties; competition from other companies; changes in operating expenses including employee wages, benefits and training and property expenses; and regulatory and public policy changes. You are cautioned not to place undue reliance on these forward looking statements which are based on Management’s current view of future events. These forward looking statements speak only as at the date of which they are made and none of Sunway REIT, its trustee, any of its or their respective agents, employees or advisors intends or has any duty or obligation to supplement, amend, update or revise any forward looking statement contained herein to reflect any change in circumstances, conditions, events or expectations upon which any such forward looking statement is based. Past performance is not necessarily indicative of its future performance.

This presentation does not constitute an offering circular or a prospectus in whole or in part. The information contained in this presentation is provided as at the date of this presentation and is subject to change without notice. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the accuracy, completeness or correctness of any information, including any projections, estimates, targets and opinions, contained herein. Accordingly, none of Sunway REIT, its trustee, officers or employees accept any liability, in negligence or otherwise, whatsoever arising directly or indirectly from the use of this presentation.

Thank You