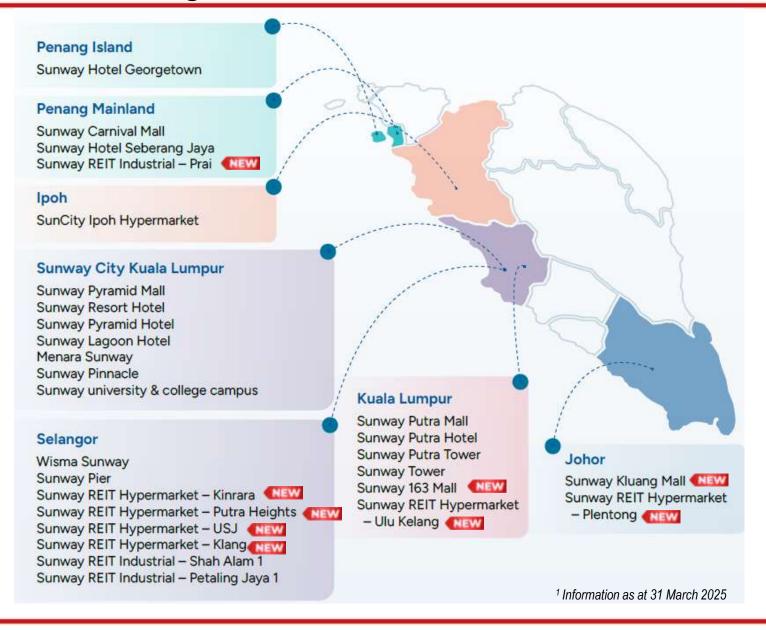


Section A	Overview of Sunway REIT
Section B	Strategy
Section C	Financial
Section D	Capital Management
Section E	Sustainability
Section F	Key Takeaways



# One Of The Largest Diversified Real Estate Investment Trusts (REITs) In Malaysia



Property Value at IPO

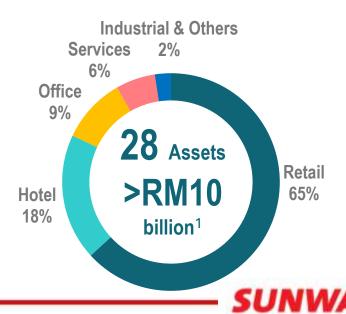
RM3.5 billion

Total Acquisitions (net of disposal) since IPO<sup>1</sup>

RM3.2 billion

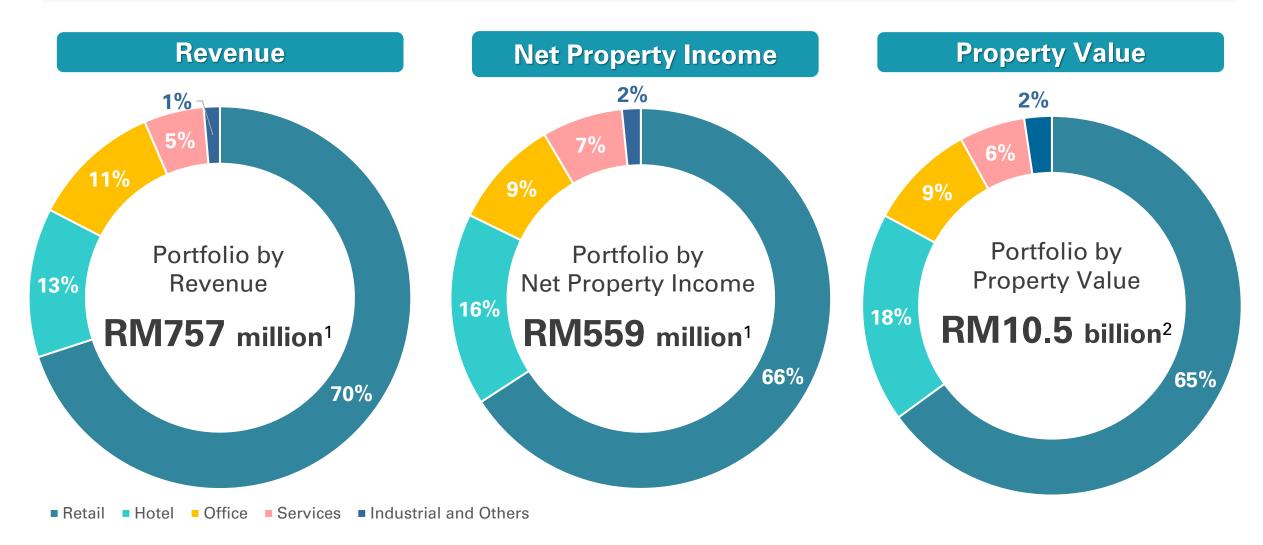
Fair Value Gain RM1.8b, AEIs & Property Development since IPO<sup>1</sup>

RM3.9 billion



REIT

# Portfolio At A Glance (FY2024)



<sup>&</sup>lt;sup>1</sup> Excluded unrealised income in relation to unbilled lease income receivable pursuant to MFRS 16 Leases.



<sup>&</sup>lt;sup>2</sup> Based on market valuation as at 31 December 2024

# **Key Performance Indicators (Q1 2025 vs Q1 2024) YoY %**

# RETAIL 1

## **Occupancy**

+ 4%

**Q1 2025: 99%** Q1 2024: 95% FY2024: 98%



# Average gross rent

- 1%



## Sales psf

- 0.4%

### HOTEL<sup>2</sup>



## **Occupancy**

- 5%

**Q1 2025: 55%** Q1 2024: 60% FY2024: 65%



## Average room rate



# Foreign tourist arrival

**Q1 2025: 54%** Q1 2024: 54% FY2024: 55%

### OFFICE 3



## **Occupancy**

- 4%

**Q1 2025: 82%** Q1 2024: 86%

FY2024: 83%



# Average gross rent

- 1%

### INDUSTRIAL 4



## **Occupancy**

+ 14%

Q1 2025: 81%

Q1 2024: 67% FY2024: 80%



# Average gross

rent

+ 66%



<sup>&</sup>lt;sup>1</sup> Based on three malls average for FY2024, and five malls average for Q1 2024 and Q1 2025 for comparison purposes.

<sup>&</sup>lt;sup>2</sup> Based on six hotel properties.

<sup>&</sup>lt;sup>3</sup> Based on five office properties.

<sup>&</sup>lt;sup>4</sup> Based on three industrial properties.

Section A	Overview of Sunway REIT
Section B	Strategy
Section C	Financial
Section D	Capital Management
Section E	Sustainability
Section F	Key Takeaways

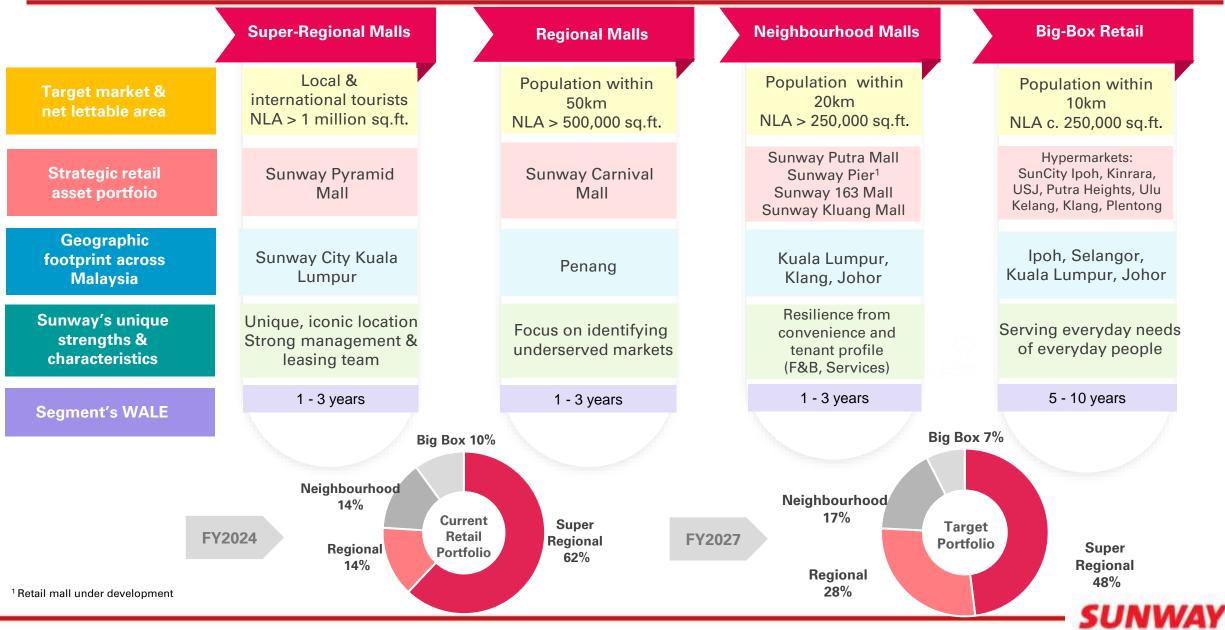


## **Recalibrating Transcend 2027**



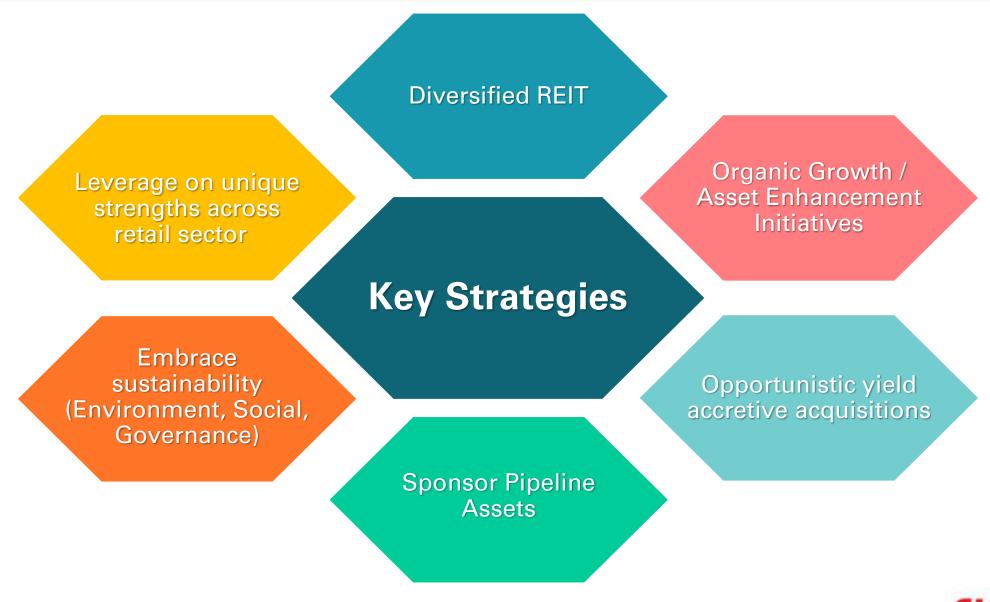


## Building a Diversified Retail Portfolio with Enhanced Income Resilience



REIT

# **Key Strategies**



# Organic Growth via Rental Reversion & Increasing Occupancy

## **Average Rental Reversion &** Weighted Average Lease Expiry (WALE)

**Average Rental Reversion** 6.4% <sup>1</sup>

WEIGHTED AVERAGE LEASE EXPIRY (WALE)

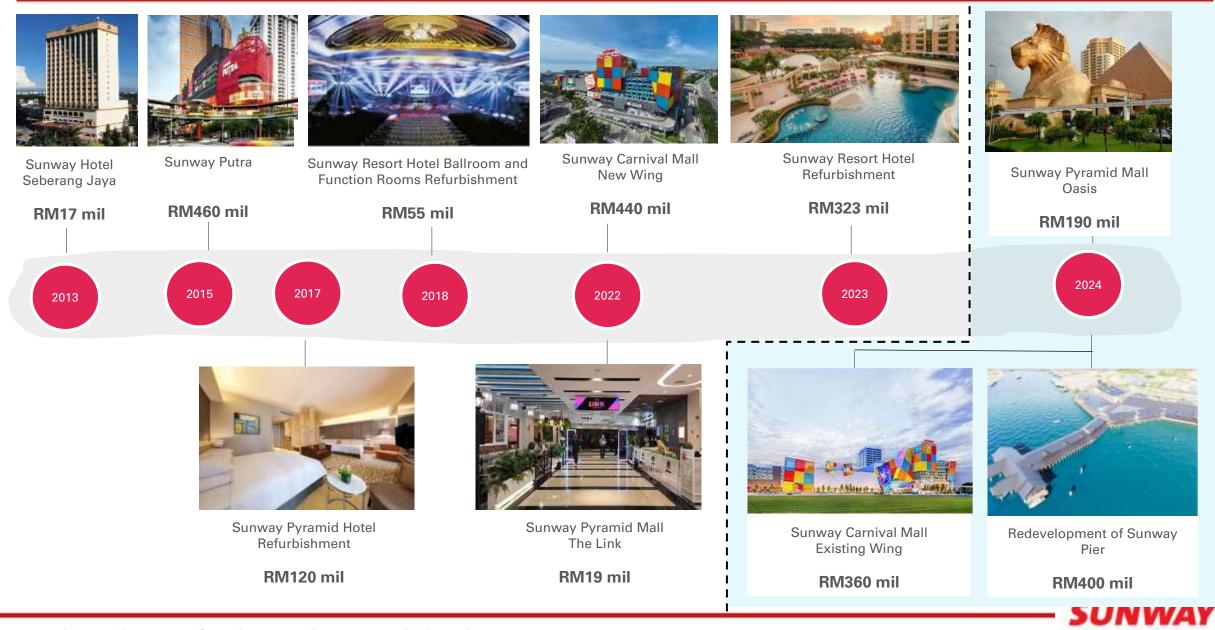






<sup>&</sup>lt;sup>1</sup> Increase in three years including step-up rent

# Enhancing Portfolio's Existing Assets Through AEIs (RM1.0 bil in 2024)



REIT

## **Enhancing Value Through Active Asset Enhancement Initiatives**

Asset Enhancement Initiatives (AEI) / Property Development (PD)

**Project period** 

**Capital Expenditure** 



Space Reconfiguration at Sunway Pyramid Mall - Oasis

Q4 2023 - Q4 2024

RM190 million





Refreshing
Sunway Carnival Mall
Existing Wing

Q3 2023 - Q3 2025

RM360 million





Trailblazing Urban Rejuvenation at Sunway Pier

Q4 2024 - Q4 2027

RM400 million

Total Capital Expenditure circa RM1.0 billion



## **AEI success – Transformation and Rebranding for Sunway Resort Hotel**



First GreenRE Platinum hotel in Malaysia

ARR per night doubled from RM300 to RM600

More room options introduced, coupled with world-class facilities

**Sustainability-focused**: replaced single-used amenities → refillable amenities; plastics bottles → glass bottles; tube toothpaste → chewable toothpaste

### New dining experience including internationally-renowned restaurants



## Sunway Carnival Mall – Green Field Development Capability Unlocked











# **New "Oasis" of Income – Optimising a Low-Yielding Precinct**



**Average Rental Rate** 

> RM16 psf

Pre-reconfiguration: ~ RM6 psf

**Completion Date** 

1 November 2024



**Committed Occupancy** 

>99%

NLA (After):

**260,000** sq.ft.

NLA (Before): 320,000 sq.ft.



Oasis Exterior



Oasis Interior

### **Invigorating Tenancy Mix**

















**Oasis Entrance** 



# **Accelerating Growth with Acquisitions**



## A Giant Acquisition: Case Study



### 1) Immediate fair value gain RM81 million

Purchase Consideration: RM520 million Market Valuation: RM601 million<sup>1</sup>

- Confirmed lease extensions to 2039 (Kinrara and Putra Heights) and removal of break options to 2030 for Ulu Kelang, Klang and Plentong
   Securing commitment to stay at USJ1 till 2028
- Capex to fix structural defects and green buildings



#### 2) Immediate yield accretion

Acquisition Yield **8.0%**Sunway REIT Portfolio Property Yield: 5.7%<sup>2</sup>



Sunway REIT Hypermarket – Kinrara



Sunway REIT Hypermarket – Putra Heights



#### 3) Immediate WALE enhancement

Weighted Average Lease Expiry (WALE): **9.0 years**<sup>3</sup> Sunway REIT's WALE: 4.0 years<sup>2</sup>



Sunway REIT Hypermarket – Klang



Sunway REIT Hypermarket - USJ



4) Supported by strong underlying land value of **56** acres of Freehold land



Sunway REIT Hypermarket – Ulu Kelang



Sunway REIT Hypermarket – Plentong

<sup>&</sup>lt;sup>1</sup> Market valuation as at 31 December 2024

<sup>&</sup>lt;sup>2</sup> Information based on FY2024

<sup>&</sup>lt;sup>3</sup> Portfolio WALE of the six Giant Hypermarkets upon tenancy renewal for Sunway REIT Hypermarket – Kinrara and Putra Heights for 15 years and waiver of lease break options for Sunway REIT Hypermarket – Ulu Kelang, Klang and Plentong.

# 2024 : Pursuing Opportunistic Acquisitions Across Sectors

## **Prai Industrial**



Location	Bukit Tengah Industrial Park, Prai, Penang
Purchase	RM66.8 million
Consideration	Tanono minion
Land tenure	60-year leasehold, expiring on 22 October 2052
Land area	10.4 acres
Gross floor area	307,487 sq. ft.
NPI Yield	7.0% (after lease extension premium)
Completion Date	24 October 2024

## **Sunway 163 Mall**



Location	Mont Kiara, Kuala Lumpur
Purchase	RM215 million
Consideration	
Land tenure	Freehold strata
Net lettable area	252,628 sq.ft.
Gross floor area	798,100 sq.ft.
NPI Yield	6.5%
Completion Date	9 October 2024

## **Sunway Kluang Mall**



Location	Kluang, Johor
Purchase Consideration	RM158 million
Land tenure	99-year leasehold, expiring on 7 Feb 2116
Net lettable area	360,989 sq.ft.
Gross floor area	808,240 sq.ft.
NPI Yield	6.8%
Completion Date	30 December 2024

# 2025: Pursuing Opportunistic Acquisitions Across Sectors

## **AEON Mall Seri Manjung**



Location	Manjung, Perak
Purchase Price	RM138 million
Lease Period	Up to 2037
Age of Building	12 years
Land tenure	Freehold
Land area	30.25 acres
Gross floor area	681,570 sqf.
NLA	427,919 sqf
NPI Yield	6.5% (Initial) or 6.9% (average 12Y yield)
Status	SPA signed 20 January 2025

# 2025 : Opportunistic Asset Recycling

## Sunway university & college campus

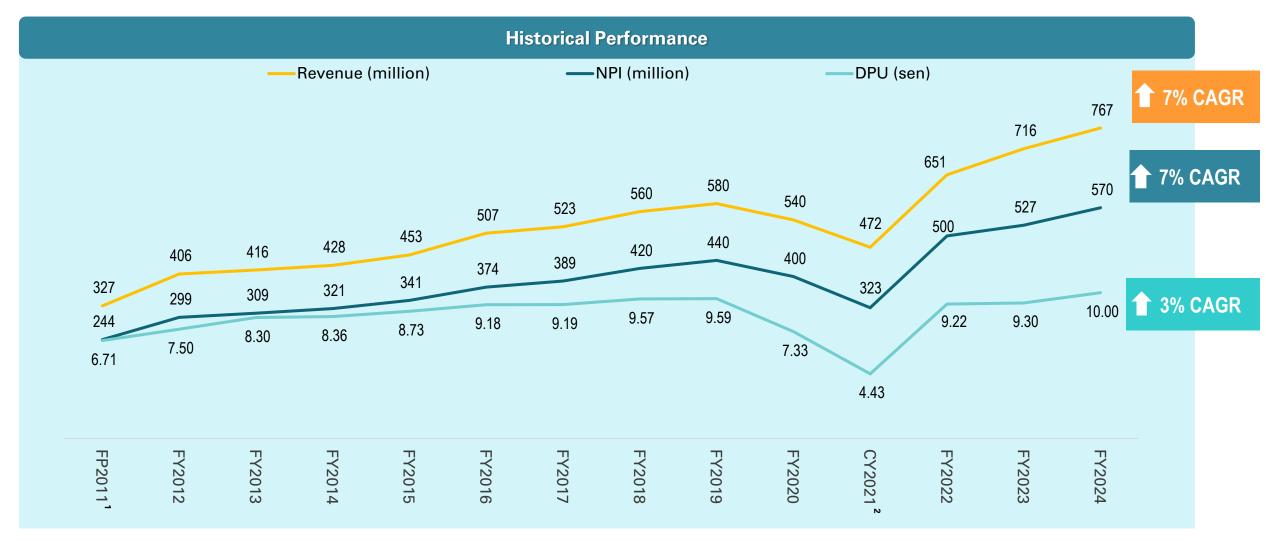


Location	Sunway City Kuala Lumpur
Tenant	Sunway Education Group Sdn. Bhd. and its relevant subsidiaries
Land size	16.8 acres / 733,246 sq. ft.
Gross Floor Area	1,880,245 sq. ft. Campus GFA – 1,459,134 sq. ft. Car Park GFA – 421,111 sq. ft.
Lease Tenure	1 Dec 2018 – 30 Nov 2048
Date of Acquisition	15 April 2019
Valuation (2024)	RM586 million
Disposal Price	RM613 million
Total gain on disposal	RM41 million
Cap Rate	6.3%
Gearing	From 41.8% (Q1 2025) to 37.8%
Status	SPA signed on 2 May 2025
Expected Completion	Second half of 2025

Section A	Overview of Sunway REIT
Section B	Strategy
Section C	Financial
Section D	Capital Management
Section E	Sustainability
Section F	Key Takeaways



## **Portfolio Value Creation - Financials**

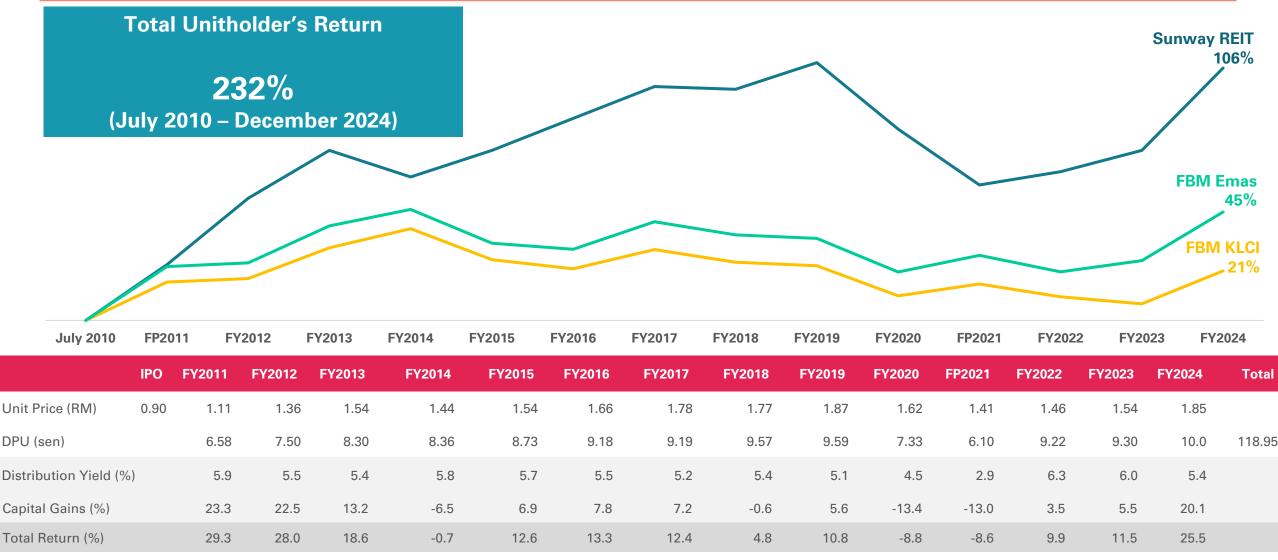


<sup>&</sup>lt;sup>1</sup> Sunway REIT was established on 20 May 2010 and the acquisition of the initial eight properties was completed on listing date, 8 July 2010. The financial results reported refers to the period from 20 May 2010 to 30 June 2011 (FP 2011)



<sup>&</sup>lt;sup>2</sup> For the 12-month period from 1 January 2021 to 31 December 2021

## **Total Unitholder's Return since IPO**



<sup>1)</sup> The financial year end for FY2011 – FY2020 was June.



<sup>2)</sup> FP2021 was a reporting period of 18 months following to the change in the financial year from June to December.

<sup>3)</sup> The financial year end for FY2022 – FY2023 was December.

## **Robust Financial Performance YTD Q1 2025**

**34**% y-o-y

**61%** y-o-y

Growth Indicators	Q1 2025 Q-o-Q	Q1 2025 Y-o-Y
Revenue	<b>7</b> 1%	<b>23</b> %
NPI	<b>y</b> 5%	<b>2</b> 0%
Realised Profit	<b>\$</b> 5%	<b>20</b> %
Distributable income per unit (sen)	<b>4</b> %	<b>1</b> 21%

# **Q1 2025 NPI YoY**Retail RM116.8m

Hotel RM15.0m ▼ 18% y-o-y

Office RM12.4m ▼ 11% y-o-y

Services RM9.8m ▲ 2% y-o-y

Financial Strength	Q1 2025	Q1 2024	Q4 2024
Investment Properties (RM'000)	10,607	9,016	10,455
TAV (RM'000)	10,961	9,642	10,803
Total Borrowing (RM'000)	4,585	3,869	4,467
Gearing (%)	41.8	40.1	41.4
Units in circulation ('mil)	3.425	3,425	3.425
Market Capitalisation (RM'bil)	6.2	5.2	6.3
Unit Price (RM)	1.82	1.52	1.85
NAV per unit (RM)	1.5153	1.4649	1.5152
Premium to NAV (%)	20.1	3.8	22.1
Distribution yield (%)	6.4	6.3	5.4

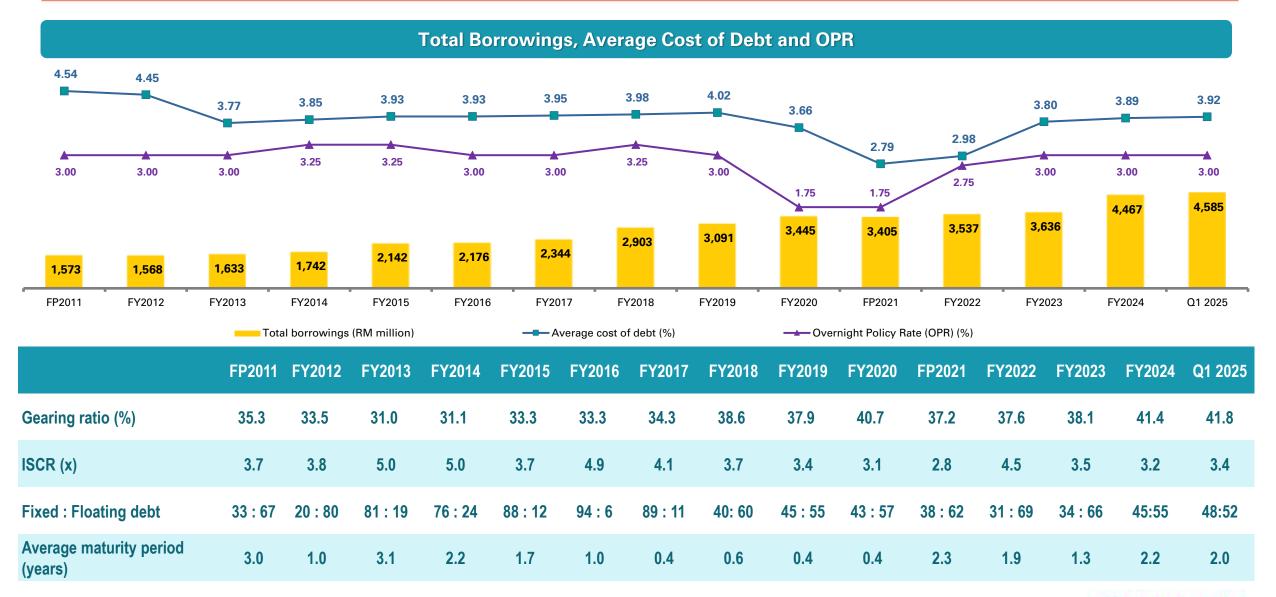


Industrial & Others RM3.2m

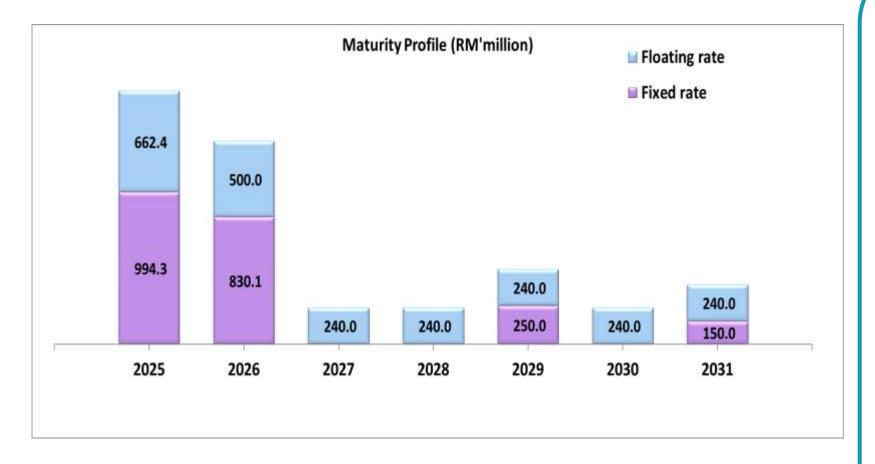
Section A	Overview of Sunway REIT
Section B	Strategy
Section C	Financial
Section D	Capital Management
Section D  Section E	Capital Management  Sustainability



# **Proactive Capital Management**



# Diversified and Strengthened Financing Profile (March 2025)



#### **Available Debt Headroom**

**RM900m** 

#### Ratings

AA1 (MTN Secured) / AA2 (Corporate / MTN Unsecured) /
A1 (Perpetual) / P1 (CP)

ISCR

3.4x

#### **Total Gross Debt / Gearing**

RM4,585m / 41.8%

#### **Total Perpetual Notes Issued**

RM500m / 4.6% of TAV

#### **Blended Borrowing Rate**

3.92%

#### **Weighted Average Maturity**

2.0 years

#### **Fixed Rate Debt**

48%

#### **Sustainability Link**

98%



Section A	Overview of Sunway REIT
Section B	Strategy
Section C	Financial
Section D	Capital Management
Section E	Sustainability
Section F	Key Takeaways



# **Sustainability Goals 2030**









REIT

# **Sustainability Goals vs Performance 2024**

GOAL 1: TRANSFORMING OUR PORTFOLIO TO LOW CARBON ASSETS		GOAL 2: ADVOCATING A RESPONSIBLE VALUE CHAIN		GOAL 4: RESPECTING ETHICAL PRINCIPLES	
2030 Targets	2024 Performance	2030 Targets	2024 Performance	2030 Targets	2024 Performance
Building Energy Intensity ("BEI") should stay below the annual target set for the respective business divisions starting from 2022.	• Retail : 289 • Office : 133 • Hotel : 217	Achieve and maintain 100% tenant participation in Sunway Green Lease Partnership Programme	<ul> <li>Achieved 40% Industrial and Others, and 91%         Retail and Office tenant participation         Achieved 100%         Hotel master lessees' participation     </li> </ul>	To achieve and / or maintain MSCI ESG Rating of 'A' and above by 2030	O O Retained MSCI ESG Rating of 'A'
(The business segments should continue to stay below the BEI targets that will be lowered by 4% on a y-o-y basis up till 2030 to align with the Intergovernmental Panel on Climate Change ("IPCC")'s target of 45% reduction in carbon intensity by 2030.)				To achieve and maintain FTSE4Good Bursa Malaysia ESG rating higher than country average (Malaysia) by 2030	○ ○ ● Top 22% performer in the FTSE4Good ESG rating
		For more information, please refer to Goal 2: Advocating A Responsible Value Chain in this report.		To achieve and maintain GRESB Real Estate Assessment Rating of <b>5-star</b>	O O Achieved 4-star rating
Green Building Index's BEI baseline kWh/m²/year) Retail : <b>350</b>	Sunway REIT 2024 BEI Targets (kWh/m²/year): • Retail : 323	GOAL 3: INVESTING IN COMMUNITY INCLUSIVITY		by 2030	
Office: 150 Hotel: 290	• Office : 138 • Hotel : 267	2030 Targets	2024 Performance		
At least of 40% of electricity from renewable energy sources by 2030 (5% locally generated, 35%	O O 4,075 MWh (1.83%) renewable generated on all Sunway REIT properties.	To reach out and support 1 million beneficiaries (contributing to Sunway Berhad)	506,252 beneficiaries impacted from FP2021 to FY2024.		
purchased from green sources / solar farms)					
40% waste diverted away from landfills by 2030	○ ● ○ 9% of waste diverted from landfills				
Certify 100% of Sunway REIT's properties as green buildings by 2034	<ul> <li>37% of the total portfolio's GFA are green certified</li> </ul>				

# **Sustainability Highlights – FY2024**









37% of our portfolio's GFA (Total 8 properties) are Green certified (FY2023: 35%)













RM 4.5 billion of our borrowing facilities are secured through sustainable finance commitment







Aligned with
IFRS S2
Climate-related
Disclosures





30% of our properties conducted IAQ Audits









More than **98%** of our borrowings have been structured with sustainable finance mechanism













### 2024 Sustainability Rating Achievements:



MSCI 'A'



GRESB 4-star



FTSE4GOOD Score 3.6



Sustainalytics Negligible ESG Risk



<sup>\*</sup> For more information on Sunway REIT's sustainability initiatives, please refer to Sunway REIT's Sustainability Report 2024 available on Sunway REIT's website

## Awards 2024



# The 9th Annual REITS and Real Estate Investment Summit Asia Pacific 2024

**PLATINUM AWARD** – Best Retail REIT (Malaysia, USD 1 Billion and Above)



Minority Shareholder Watchdog Group's National Corporate Governance & Sustainability Awards 2024
REITs Excellence Award



#### **Australasian Reporting Awards 2024**

**GOLD AWARD** – Distinguished Achievements in Reporting **BRONZE AWARD** – Distinguished Achievements in Sustainability Reporting



National Annual Corporate Report Awards (NACRA) 2024 GOLD EXCELLENCE AWARD – companies with RM2 billion to RM10 billion in market capitalisation



# The Edge ESG Awards 2024 GOLD AWARD – REIT category



#### **The Star ESG Positive Impact Awards 2023**

**SILVER AWARD** – Innovative Partnership category (Green Lease)



#### **GreenRE Sustainable Design Awards 2024**

**Best Commercial Development (Hotel)** – Sunway Resort Hotel

**Best Commercial Development (Shopping Mall)** – Sunway Putra Mall

## Awards 2025



# The Asset Triple A Sustainability Finance Award 2025 (Hong Kong)

Best Sustainability Link Bond (Malaysia) – RM500m ringgit dual tranche sustainability-linked perpetual securities



Asia Sustainability Reporting Awards 2024 (S'pore)

→ Gold Award - CEO Letter

**Bronze Award** - Human Rights

Asia Integrated Reporting Awards 2024 (S'pore)

**Bronze Award** – Asia's Best Integrated Report (Large Co) **Finalist**– Asia's Best Integrated Report (Governance)



#### **TIME and Statista**

**Best Companies Asia-Pacific 2025** – evaluated on Employees Satisfaction, Financial Performance, Sustainability Transparency (ranked 164 out of 500)





Section A	Overview of Sunway REIT
Section B	Strategy
Section C	Financial
Section D	Capital Management
Section E	Sustainability
Section F	Key Takeaways



## **Key Takeaways**



One of the Leading Diversified REITs in Malaysia

Market Capitalisation

RM6.3 BILLION



Top 2 M-REIT

Property Value

RM10.5 BILLION



28

Total GFA

>22 MILLION SQ.FT.

Wide tenant base with 1,657 tenants



#### **Growth Strategy**

Guided by TRANSCEND 2027 Roadmap

Property Value at IPO1

RM3.5 BILLION

Total Acquisition (Net of disposal) since IPO1

RM3.2 BILLION

Net Fair Value Gain, AEI and Property Development Activities since IPO

RM3.8 BILLION



#### **Robust Financials**

RM767 MILLION	Property Yield 5.7%
RM570 MILLION	Total Return 25.5%
Cost of Debt 3.89%	Premium-to-NAV
10.0 SEN	Distribution Yield 5.4%



#### Sustainability Agenda

Pioneering efforts in advancing sustainable finance in the Malaysian REIT industry:

- Issued RM400 million rated Sustainability-linked Medium Term Notes
- Issued RM500 million rated Sustainability-linked Perpetual Notes
- 98% of borrowings were structured with sustainable finance mechanism

MSCI rating of A

GRESB 4-star rating

8 Green buildings, 37% of total GFA under management are green-certified



#### Corporate Governance

43%

female directors on board Corporate Credit rating AA2

Awarded 9 accolades and recognitions in FY2024

 The 9th Annual REITs and Real Estate Investment Summit Asia Pacific 2024
 PLATINUM AWARD – Best Retail REIT (Malaysia, USD 1 Billion and Above)

# Thank You

For further information on this presentation kit, please kindly contact:

Sunway REIT Management Sdn Bhd (Manager of Sunway REIT)

Email: irsunreit@sunway.com.my

Contact: (603) 5639 9645

Website: http://www.sunwayreit.com

## **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 while 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.