

[Print this page](#)[QUILL CAPITA TRUST - 4TH QUARTER 2010 FINANCIAL RESULTS \\* FINANCIAL STATEMENT AND RELATED ANNOUNCEMENT](#)*\* Asterisks denote mandatory information*

|                                             |                                                                                 |
|---------------------------------------------|---------------------------------------------------------------------------------|
| Name of Announcer *                         | CAPITACOMMERCIAL TRUST                                                          |
| Company Registration No.                    | N.A.                                                                            |
| Announcement submitted on behalf of         | CAPITACOMMERCIAL TRUST ("CCT")                                                  |
| Announcement is submitted with respect to * | CAPITACOMMERCIAL TRUST                                                          |
| Announcement is submitted by *              | Michelle Koh                                                                    |
| Designation *                               | Company Secretary, CapitaCommercial Trust Managment Limited (As manager of CCT) |
| Date & Time of Broadcast                    | 21-Jan-2011 18:10:59                                                            |
| Announcement No.                            | 00123                                                                           |

[>> ANNOUNCEMENT DETAILS](#)*The details of the announcement start here ...*

|                                  |                                                                                                                                                                                                                                                                                                                                                                                                                       |
|----------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| For the Financial Period Ended * | 31-12-2010                                                                                                                                                                                                                                                                                                                                                                                                            |
| Description                      | Announcements by Quill Capita Trust ("QCT") - (1) 4th Quarter 2010 Financial Results (2) News Release : QCT's full year 2010 DPU increases by 4.56% (3) Corporate Presentation Slides dated 21 January 2011 (4) Notice of Book Closure (5) Revaluation of investment properties, issued by Quill Capita Management Sdn Bhd, as manager of QCT, to the Bursa Malaysia Securities Berhad, are attached for information. |

## Attachments

-  [QCT\\_4Q2010\\_FinancialResults.pdf](#)
-  [QCT\\_4Q2010\\_NewsRelease.pdf](#)
-  [QCT\\_CorpPresentationSlides21Jan11.pdf](#)
-  [QCT\\_Noticeofbookclosure\\_4Q2010.pdf](#)
-  [QCT\\_Revaluationofinvestmentproperties.pdf](#)

Total size = **3994K**

(2048K size limit recommended)

**Total attachment size has exceeded the recommended value**[Close Window](#)



## Financial Results

### Form Version 8 (Enhanced)

Initiated by QUILL CAPITA TRUST on 21/12/2010 09:43:33 AM  
 Submitted by QUILL CAPITA TRUST on 21/01/2011 05:14:45 PM  
 Reference No QC-101221-35013

**Submitted**

#### Company Information

Main Market Company

New Announcement

Submitting Investment Bank/Advisor  
(if applicable)

Submitting Secretarial Firm (if  
applicable)

\* Company name QUILL CAPITA TRUST  
 \* Stock name QCAPITA  
 \* Stock code 5123  
 \* Contact person Corinne Tan  
 \* Designation Vice President  
 \* Contact number +603-27888175  
 E-mail address corinne.tan@qct.com.my

#### Part A : To be filled by Public Listed Company

\* Financial Year End 31/12/2010  
 \* Quarter 4 Qtr  
 \* Quarterly report for the financial  
period ended 31/12/2010  
 \* The figures have not been audited

#### Please attach the full Quarterly Report here

[QCT 4 Q 2010 financial results \( Final\).pdf](#)

#### Remarks

- [DEFAULT CURRENCY](#)
- [OTHER CURRENCY](#)

Currency Malaysian Ringgit (MYR)

#### Part A2 : SUMMARY OF KEY FINANCIAL INFORMATION

Summary of Key Financial Information for the financial period ended  
 \* 31/12/2010

| INDIVIDUAL QUARTER        |                                            | CUMULATIVE QUARTER        |                                    |
|---------------------------|--------------------------------------------|---------------------------|------------------------------------|
| CURRENT YEAR<br>QUARTER * | PRECEDING YEAR<br>CORRESPONDING<br>QUARTER | CURRENT YEAR TO<br>DATE * | PRECEDING<br>YEAR<br>CORRESPONDING |

|                                                                                      | 31/12/2010                    |  | 31/12/2009   |                                       | PERIOD       |        |
|--------------------------------------------------------------------------------------|-------------------------------|--|--------------|---------------------------------------|--------------|--------|
|                                                                                      | [dd/mm/yyyy]                  |  | [dd/mm/yyyy] |                                       | [dd/mm/yyyy] |        |
|                                                                                      | \$\$'000                      |  | \$\$'000     |                                       | \$\$'000     |        |
| 1. Revenue                                                                           | 17,372                        |  | 16,986       |                                       | 69,299       | 67,380 |
| 2. Profit/(loss) before tax                                                          | 29,191                        |  | 9,576        |                                       | 54,220       | 33,110 |
| 3. Profit/(loss) for the period                                                      | 29,191                        |  | 9,576        |                                       | 54,220       | 33,107 |
| 4. Profit/(loss) attributable to ordinary equity holders of the parent               | 8,123                         |  | 8,884        |                                       | 32,575       | 32,415 |
| 5. Basic earnings/(loss) per share (Subunit)                                         | 2.08                          |  | 2.28         |                                       | 8.35         | 8.31   |
| 6. Proposed/Declared dividend per share (Subunit)                                    | 4.18                          |  | 3.90         |                                       | 8.03         | 7.68   |
|                                                                                      | AS AT END OF CURRENT QUARTER* |  |              | AS AT PRECEDING FINANCIAL YEAR<br>END |              |        |
| 7. Net assets per share attributable to ordinary equity holders of the parent (\$\$) |                               |  | 1.2764       |                                       |              | 1.2175 |

**Remarks :**

proposed income distribution of 4.18 sen per unit relates to income distribution for the period 1 July 2010 to 31 December 2010.

**Definition of Subunit:**

In a currency system, there is usually a main unit (base) and subunit that is a fraction amount of the main unit. Example for the subunit as follows:

| Country        | Base Unit | Subunit |
|----------------|-----------|---------|
| Malaysia       | Ringgit   | Sen     |
| United States  | Dollar    | Cent    |
| United Kingdom | Pound     | Pence   |

QUILL CAPITAL TRUST  
CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME  
FOR THE QUARTER ENDED 31 DECEMBER 2010 (UNAUDITED)

|                                                    | INDIVIDUAL QUARTER    |                              | CUMULATIVE QUARTER    |                              |
|----------------------------------------------------|-----------------------|------------------------------|-----------------------|------------------------------|
|                                                    | Current Year          | Preceding Year Corresponding | Current Year          | Preceding Year Corresponding |
|                                                    | Quarter<br>31.12.2010 | Quarter<br>31.12.2009        | To Date<br>31.12.2010 | To Date<br>31.12.2009        |
|                                                    | RM                    | RM                           | RM                    | RM                           |
| <b>TOTAL INCOME</b>                                |                       |                              |                       |                              |
| Gross revenue                                      | 17,372,484            | 16,986,369                   | 69,299,239            | 67,380,139                   |
| Property operating expenses                        | (3,481,458)           | (3,726,501)                  | (15,729,505)          | (15,341,927)                 |
| Net property income                                | 13,891,026            | 13,259,868                   | 53,569,734            | 52,038,212                   |
| Interest income                                    | 147,929               | 89,934                       | 490,107               | 395,666                      |
| Gain from re-measurement of derivatives (a)        | -                     | -                            | 576,831               | -                            |
| Surplus on revaluation of investment properties    | 21,068,448            | 691,653                      | 21,068,448            | 691,653                      |
|                                                    | <u>35,107,403</u>     | <u>14,041,475</u>            | <u>75,705,120</u>     | <u>53,125,531</u>            |
| <b>TOTAL EXPENDITURE</b>                           |                       |                              |                       |                              |
| Manager's fee                                      | (1,318,208)           | (1,262,961)                  | (5,129,963)           | (5,080,549)                  |
| Trustee's fee                                      | (60,979)              | (60,953)                     | (244,857)             | (243,985)                    |
| Borrowing costs                                    | (3,604,954)           | (3,560,658)                  | (14,488,476)          | (14,102,440)                 |
| Valuation fees                                     | 53,400                | 51,000                       | (154,100)             | (276,500)                    |
| Auditors' remuneration                             | (24,991)              | (34,900)                     | (107,600)             | (122,200)                    |
| Tax agent's fee                                    | (4,120)               | (5,145)                      | (13,384)              | (16,555)                     |
| Administrative expenses                            | (955,989)             | 408,339                      | (1,346,509)           | (172,853)                    |
|                                                    | <u>(5,915,841)</u>    | <u>(4,465,278)</u>           | <u>(21,484,889)</u>   | <u>(20,015,082)</u>          |
| <b>INCOME BEFORE TAXATION</b>                      | 29,191,562            | 9,576,197                    | 54,220,231            | 33,110,449                   |
| Income Tax expense                                 | -                     | -                            | -                     | (2,801)                      |
| <b>INCOME AFTER TAXATION</b>                       | <u>29,191,562</u>     | <u>9,576,197</u>             | <u>54,220,231</u>     | <u>33,107,648</u>            |
| <b>OTHER COMPREHENSIVE INCOME</b>                  |                       |                              |                       |                              |
| Gain from re-measurement of derivatives (a)        | 469,690               | -                            | 469,690               | -                            |
| <b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD</b>   | <u>29,661,252</u>     | <u>9,576,197</u>             | <u>54,689,921</u>     | <u>33,107,648</u>            |
| <b>INCOME DISTRIBUTION</b>                         |                       |                              |                       |                              |
| -Interim distribution                              | -                     | -                            | (15,020,044)          | (14,746,952)                 |
| -Provision for income distribution                 | (8,123,114)           | (15,215,110)                 | (16,307,476)          | (15,215,110)                 |
| <b>NET INCOME RETAINED</b>                         | <u>21,538,138</u>     | <u>(5,638,913)</u>           | <u>23,362,401</u>     | <u>3,145,586</u>             |
| Income After Taxation is made up of the following: |                       |                              |                       |                              |
| Realised                                           | 8,123,114             | 8,884,544                    | 32,574,952            | 32,415,995                   |
| Unrealised                                         | 21,068,448            | 691,653                      | 21,645,279            | 691,653                      |
| <b>EARNINGS PER UNIT (b)</b>                       |                       |                              |                       |                              |
| - after manager's fees (sen)                       | 7.48                  | 2.45                         | 13.90                 | 8.49                         |
| - before manager's fees (sen)                      | 7.82                  | 2.78                         | 15.21                 | 9.79                         |
| <b>EARNINGS PER UNIT (REALISED) (c)</b>            |                       |                              |                       |                              |
| - after manager's fees (sen)                       | 2.08                  | 2.28                         | 8.35                  | 8.31                         |
| - before manager's fees (sen)                      | 2.42                  | 2.60                         | 9.66                  | 9.61                         |
| <b>INCOME DISTRIBUTION</b>                         |                       |                              |                       |                              |
| -Interim distribution of income                    | -                     | -                            | (15,020,044)          | (14,746,952)                 |
| -Provision for final distribution of income        | (16,307,476)          | (15,215,110)                 | (16,307,476)          | (15,215,110)                 |
| Income distribution per unit                       |                       |                              |                       |                              |
| Gross (sen)                                        |                       |                              |                       |                              |
| -Interim distribution of income                    | -                     | -                            | 3.85                  | 3.78                         |
| -Provision for final distribution of income        | 4.18 d(i)             | 3.90                         | 4.18 d(i)             | 3.90                         |
|                                                    | <u>4.18</u>           | <u>3.90</u>                  | <u>8.03 d(i)</u>      | <u>7.68</u>                  |

(a) This relates to the gain/(loss) on the re-measurement of the fair values of interest rate swaps ("IRSs").  
(please refer Note B13)

(b) Earnings Per Unit is computed based on Income After Taxation for the period divided by 390,131,000 units in circulation during the quarter.

(c) Earnings Per Unit (Realised) is computed based on Realised Income After Taxation for the period divided by 390,131,000 units in circulation during the quarter.

(d) (i) Final distribution of 4.18 sen being the distributable income for the period 1 July 2010 to 31 December 2010 will be payable on or about 28 February 2011 to all unitholders as at book closure date. Please refer Note B15 for details of the distribution.

(ii) The total distribution for the year is 8.03 sen per unit, of which an interim distribution of 3.85 sen per unit being distribution of income for the period 1 January 2010 to 30 June 2010 was paid on 30 August 2010.

Income distribution to resident individuals, non-resident individuals, resident institutional investors, non-resident institutional investors and non-resident companies are subject to withholding tax.

The Condensed Consolidated Statement Of Comprehensive Income should be read in conjunction with the audited financial statements for the year ended 31 December 2009 and the accompanying explanatory notes attached to the financial statements.

**QUILL CAPITA TRUST**  
**CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION**  
**FOR THE QUARTER ENDED 31 DECEMBER 2010 (UNAUDITED)**

|                                                                       | <b>AS AT END OF<br/>CURRENT<br/>QUARTER<br/><br/>31.12.2010<br/>UNAUDITED<br/>RM</b> | <b>AS AT<br/>PRECEDING<br/>FINANCIAL<br/>YEAR END<br/><br/>31.12.2009<br/>AUDITED<br/>RM</b> |
|-----------------------------------------------------------------------|--------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|
| <b>NON-CURRENT ASSETS</b>                                             |                                                                                      |                                                                                              |
| Property, plant and equipment                                         | 1,606                                                                                | 5,163                                                                                        |
| Investment properties                                                 | 809,500,000                                                                          | 788,400,000                                                                                  |
| Derivative assets (i)                                                 | 672,093                                                                              | -                                                                                            |
|                                                                       | <u>810,173,699</u>                                                                   | <u>788,405,163</u>                                                                           |
| <b>CURRENT ASSETS</b>                                                 |                                                                                      |                                                                                              |
| Trade and other receivables                                           | 2,577,269                                                                            | 3,716,683                                                                                    |
| Deposits with licensed financial institution                          | 21,398,049                                                                           | 18,011,421                                                                                   |
| Cash and bank balances                                                | 9,407,293                                                                            | 8,032,466                                                                                    |
|                                                                       | <u>33,382,611</u>                                                                    | <u>29,760,570</u>                                                                            |
| <b>CURRENT LIABILITIES</b>                                            |                                                                                      |                                                                                              |
| Provision for income distribution                                     | 16,307,476                                                                           | 15,215,110                                                                                   |
| Trade and other payables                                              | 10,603,404                                                                           | 8,655,672                                                                                    |
| Borrowings                                                            | 116,106,127                                                                          | 116,422,680                                                                                  |
| Security deposits                                                     | 1,443,288                                                                            | 159,050                                                                                      |
|                                                                       | <u>144,460,295</u>                                                                   | <u>140,452,512</u>                                                                           |
| <b>NET CURRENT LIABILITIES</b>                                        | <b>(111,077,684)</b>                                                                 | <b>(110,691,942)</b>                                                                         |
| <b>NON-CURRENT LIABILITIES</b>                                        |                                                                                      |                                                                                              |
| Borrowings                                                            | 188,009,931                                                                          | 188,224,309                                                                                  |
| Security deposits                                                     | 13,108,815                                                                           | 14,499,616                                                                                   |
|                                                                       | <u>201,118,746</u>                                                                   | <u>202,723,925</u>                                                                           |
| <b>NET ASSETS</b>                                                     | <b>497,977,269</b>                                                                   | <b>474,989,296</b>                                                                           |
| Represented by:                                                       |                                                                                      |                                                                                              |
| <b>UNITHOLDERS' FUND</b>                                              |                                                                                      |                                                                                              |
| Unitholders' capital                                                  | 411,712,067                                                                          | 411,712,067                                                                                  |
| Undistributed income, Non-distributable income and reserves           | 86,265,202                                                                           | 63,277,229                                                                                   |
|                                                                       | <u>497,977,269</u>                                                                   | <u>474,989,296</u>                                                                           |
| <b>NET ASSET VALUE PER UNIT ( before provision for distribution )</b> | <b>1.3182</b>                                                                        | <b>1.2565</b>                                                                                |
| <b>NET ASSET VALUE PER UNIT ( after provision for distribution )</b>  | <b>1.2764</b>                                                                        | <b>1.2175</b>                                                                                |
| <b>NUMBER OF UNITS IN CIRCULATION</b>                                 | <b>390,131,000</b>                                                                   | <b>390,131,000</b>                                                                           |

(i) These relate to the total net fair values of the IRSs (note B13).

The Condensed Consolidated Statement of Financial Position should be read in conjunction with the audited financial statements for the year ended 31 December 2009 and the accompanying explanatory notes attached to the financial statements.

**QUILL CAPITAL TRUST**  
**CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN NET ASSET VALUE**  
**FOR THE QUARTER ENDED 31 DECEMBER 2010 (UNAUDITED)**

|                                                                                    | Unitholders'<br>Capital | Distributable Income | Non-Distributable Income |                           | Other Reserves | Total        |
|------------------------------------------------------------------------------------|-------------------------|----------------------|--------------------------|---------------------------|----------------|--------------|
|                                                                                    | RM                      | RM                   | Revaluation<br>Surplus   | Derivative<br>Gain/(Loss) | RM             | RM           |
| As at 1 January 2010 (as previously stated)                                        | 411,712,067             | 2,679,395            | 60,597,834               | -                         | -              | 474,989,296  |
| Adjustments on recognition of derivatives (effect on adoption of FRS 139-restated) | -                       | -                    | -                        | (374,428)                 | -              | (374,428)    |
| As at 1 January 2010 (as restated)                                                 | 411,712,067             | 2,679,395            | 60,597,834               | (374,428)                 | -              | 474,614,868  |
| Total Comprehensive Income for the period                                          | -                       | 32,574,952           | 21,068,448               | 576,831                   | 469,690        | 54,689,921   |
| Distribution paid on 30 August 2010                                                | -                       | (15,020,044)         | -                        | -                         | -              | (15,020,044) |
| Provision for distribution                                                         | -                       | (16,307,476)         | -                        | -                         | -              | (16,307,476) |
| As at 31 December 2010                                                             | 411,712,067             | 3,926,827            | 81,666,282               | 202,403                   | 469,690        | 497,977,269  |

The Condensed Consolidated Statement of Changes in Net Asset Value should be read in conjunction with the audited financial statements for the year ended 31 December 2009 and the accompanying explanatory notes attached to the financial statements.

**QUILL CAPITA TRUST**  
**CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS**  
**FOR THE QUARTER ENDED 31 DECEMBER 2010 (UNAUDITED)**

|                                                              | <b>CURRENT YEAR<br/>TO DATE<br/>31.12.2010<br/>RM</b> | <b>PRECEDING YEAR<br/>TO DATE<br/>31.12.2009<br/>RM</b> |
|--------------------------------------------------------------|-------------------------------------------------------|---------------------------------------------------------|
| <b>CASH FLOW FROM OPERATING ACTIVITIES</b>                   |                                                       |                                                         |
| Income before tax                                            | 54,220,231                                            | 33,110,449                                              |
| Adjustments for:                                             |                                                       |                                                         |
| Interest expenses                                            | 13,679,506                                            | 13,365,202                                              |
| Transaction costs & credit facility costs                    | 808,970                                               | 737,238                                                 |
| Fair value adjustments                                       | (21,068,448)                                          | (691,653)                                               |
| Gain from re-measurement of derivatives                      | (576,831)                                             | -                                                       |
| Depreciation                                                 | 3,557                                                 | 7,356                                                   |
| Interest income                                              | (490,107)                                             | (395,666)                                               |
| Operating income before working capital changes              | 46,576,878                                            | 46,132,926                                              |
| Receivables                                                  | 322,004                                               | 437,234                                                 |
| Payables                                                     | 2,078,723                                             | (2,306,837)                                             |
| Cash generated from operating activities                     | 48,977,605                                            | 44,263,323                                              |
| Income tax paid                                              | -                                                     | (2,801)                                                 |
| Net cash generated from operating activities                 | 48,977,605                                            | 44,260,522                                              |
| <b>CASH FLOW FROM INVESTING ACTIVITIES</b>                   |                                                       |                                                         |
| Purchase of investment properties & asset enhancement costs  | (2,950)                                               | (4,008,347)                                             |
| Interest received                                            | 493,627                                               | 407,873                                                 |
| Net cash generated from / (used in) investing activities     | 490,677                                               | (3,600,474)                                             |
| <b>CASH FLOW FROM FINANCING ACTIVITIES</b>                   |                                                       |                                                         |
| Distribution to unitholders                                  | (30,235,154)                                          | (30,937,388)                                            |
| Finance costs paid                                           | (14,471,673)                                          | (12,324,778)                                            |
| Proceeds from borrowings                                     | 8,000,000                                             | 72,210,082                                              |
| Repayment of borrowings                                      | (8,000,000)                                           | (72,000,000)                                            |
| Net cash (used in) financing activities                      | (44,706,827)                                          | (43,052,084)                                            |
| <b>NET MOVEMENT IN CASH AND CASH EQUIVALENTS</b>             | 4,761,455                                             | (2,392,036)                                             |
| <b>CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD</b>      | 26,043,887                                            | 28,435,923                                              |
| <b>CASH AND CASH EQUIVALENTS AT END OF PERIOD</b>            | 30,805,342                                            | 26,043,887                                              |
| <b>Cash and cash equivalents at end of period comprises:</b> |                                                       |                                                         |
| Deposits with licensed financial institutions                | 21,398,049                                            | 18,011,421                                              |
| Cash and bank balances                                       | 9,407,293                                             | 8,032,466                                               |
|                                                              | 30,805,342                                            | 26,043,887                                              |

The Condensed Consolidated Statement of Cash Flows should be read in conjunction with the audited financial statements for the year ended 31 December 2009 and the accompanying explanatory notes to the financial statements.

**QUILL CAPITA TRUST**  
**EXPLANATORY NOTES FOR QUARTER ENDED 31 DECEMBER 2010**

**A1 BASIS OF PREPARATION**

The financial statements have been prepared under the historical cost convention except for investment properties and derivative financial instruments which are stated at fair value.

The financial statements comply with the applicable Financial Reporting Standards in Malaysia, provisions of the Trust Deed and the Securities Commission's Guidelines on Real Estate Investment Trusts.

**A2 BASIS OF CONSOLIDATION**

The consolidated financial statements include the financial statements of QCT and its special purpose entities ("SPEs"). The SPEs were established for the specific purpose of raising financing on behalf of QCT for the acquisition of real estate properties and single-purpose companies. QCT does not have any shareholding in these entities. A SPE is consolidated if, based on an evaluation of the substance of its relationship with QCT and the SPE's risks and rewards, QCT concludes that it controls the SPE. SPEs controlled by QCT were established under terms that impose strict limitations on the decision-making powers of the SPE's management resulting in QCT receiving all of the benefits related to the SPE's operations and net assets.

**A3 CHANGES IN ACCOUNTING POLICIES**

On 1 January 2010, QCT adopted, where applicable, the following FRSs, Amendments to FRSs and IC Interpretations mandatory for financial periods beginning on or after 1 July 2009 and 1 January 2010:

FRS 7: Financial Instruments: Disclosures

FRS 8: Operating Segments

FRS 101: Presentation of Financial Statements (Revised)

FRS 123: Borrowing Costs

FRS 139: Financial Instruments: Recognition and Measurement

Amendments to FRS 1: First-time Adoption of Financial Reporting Standards and FRS 127: Consolidated and Separate Financial Statements: Cost of an Investment in Subsidiary, Jointly Controlled Entity or Associate

Amendments to FRS 2: Share-based Payment – Vesting Conditions and Cancellations

Amendments to FRS 132: Financial Instruments: Presentation

Amendments to FRS 139: Financial Instruments: Recognition and Measurement, FRS 7: Financial Instruments: Disclosure and IC Interpretation 9: Reassessment of Embedded Derivatives

Amendments to FRSs 'Improvements to FRSs (2009)'

IC Interpretation 9: Reassessment of Embedded Derivatives

IC Interpretation 10: Interim Financial Reporting and Impairment

IC Interpretation 11: FRS 2 – Group and Treasury Share Transactions

IC Interpretation 13: Customer Loyalty Programmes

IC Interpretation 14: FRS 119 – The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction



### **A3 CHANGES IN ACCOUNTING POLICIES (cont'd)**

The adoption of the above FRSs, Amendments to FRSs and IC Interpretations does not impact significantly the financial results of QCT. FRSs affecting the accounting policies of QCT are as set out below:

(a) **FRS 7: Financial Instruments: Disclosures**

This Standard requires new disclosures in relation to financial instruments, both quantitative and qualitative of the QCT's exposure to risks, enhanced disclosure regarding components of the QCT's financial position and performance, and possible changes to the way of presenting certain items in the financial statements.

(b) **FRS 139: Financial Instruments: Recognition and Measurement**

*Derivatives*

Prior to adoption of FRS 139, derivative contracts were recognised in the financial statements on settlement date. QCT was eligible to apply hedge accounting for its IRSs wef 1 October 2010, upon satisfying the requirements of the standard. Changes in fair values of the IRSs were taken to reserve in the statement of financial position. Prior to adoption of hedge accounting, the fair value changes of the IRSs were credited or charged to the statement of comprehensive income.

*Impairment of trade and other receivables*

Prior to the adoption of FRS 139, an allowance for doubtful debts will be made when a receivable is considered irrecoverable by the management. With the adoption of FRS 139, an impairment loss is recognised for trade and other receivables and is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the asset's original effective interest rate.

These changes in accounting policies have been made in accordance with the transitional provisions of FRS 139. In accordance to the transitional provisions for FRS 139 for first-time adoption, adjustments arising from remeasuring the financial instruments at the beginning of the financial year were recognised as adjustments of the opening balance of retained earnings or another appropriate reserve. Comparatives are not adjusted.

### **A4 AUDIT REPORT OF PRECEDING FINANCIAL YEAR ENDED 31 DECEMBER 2009**

The audit report of the financial statements for the preceding year ended 31 December 2009 was not qualified.

### **A5 SEASONALITY OR CYCLICALITY OF OPERATIONS**

The business operations of QCT may be affected by seasonal or cyclical factors, including but not limited to changes in rental demand and supply of properties which depend on market conditions, economic cycle, financial performance of its tenants, availability of credit facilities and interest rate environment.

### **A6 UNUSUAL ITEMS DUE TO THEIR NATURE, SIZE OR INCIDENCE**

During the current quarter under review, there were no unusual items due to their nature, size or incidence that affects the assets, liabilities, equity, net income or cash flows of QCT.

#### **A7 CHANGES IN ESTIMATES OF AMOUNTS REPORTED**

There were no changes in the estimates of amounts reported during the current quarter.

#### **A8 CHANGES IN DEBT AND EQUITY**

Save as disclosed in note B12, there were no repurchase, resale and repayment of debt and equity instruments for the current quarter and period to date.

#### **A9 INCOME DISTRIBUTION POLICY**

In line with the Trust Deed dated 9 October 2006, effective from financial year 2009, QCT intends to distribute at least 90% of its distributable income at least semi-annually or at such other intervals as the manager may determine.

#### **A10 SEGMENT REPORTING**

No segment information is prepared as QCT's activities are predominantly in one industry segment and situated

#### **A11 VALUATION OF INVESTMENT PROPERTIES**

The investment properties are valued by independent registered valuers and the differences between the valuations and the book values of the respective properties are charged or credited to the statement of comprehensive income.

For the quarter and financial year ended 31 December 2010, the investment properties were valued based on valuations performed by independent registered valuers, CH Williams Talhar & Wong Sdn. Bhd., on 31 December 2010. A surplus of RM21,068,448 was credited to the statement of comprehensive income.

#### **A12 SIGNIFICANT EVENTS DURING THE QUARTER ENDED 31 DECEMBER 2010**

There were no significant events during the quarter ended 31 December 2010.

#### **A13 SIGNIFICANT EVENTS SUBSEQUENT TO THE QUARTER ENDED 31 DECEMBER 2010**

There were no significant events subsequent to the quarter ended 31 December 2010.

#### **A14 CHANGES IN CONTINGENT LIABILITIES**

There are no contingent liabilities to be disclosed.

#### **A15 CAPITAL COMMITMENTS**

There were no capital commitment as at 31 December 2010.

## **B1 REVIEW OF PERFORMANCE**

### **Quarter results**

QCT recorded total revenue of RM17.37 million and property operating expenses of RM3.48 million respectively for the current quarter ended 31 December 2010. Realised income after taxation of RM8.12 million was achieved. Borrowing costs of RM3.60 million and manager's fee of RM1.32 million were incurred during the quarter.

As compared with the preceding year corresponding quarter, the realised income after taxation is lower due mainly to increase in administrative expenses during the quarter resulting from additional costs incurred in business development activities.

### **Year todate results**

For the financial year ended 31 December 2010, QCT achieved a revenue of RM69.3 million, an increase of 2.85% as compared to the revenue of RM67.38 million for the preceding year corresponding period. Notwithstanding the increase in revenue, realised profit after tax rose by 0.49% to RM32.57 million from RM32.42 million achieved in the preceding financial year, due mainly to higher administrative expenses incurred resulting from business development activities.

For the financial year, QCT has achieved a DPU of 8.03 sen, which is 4.56% higher than the DPU of 7.68 sen achieved in the last financial year ended 31 December 2009.

### **Comparison with immediate preceding quarter**

The realised income after tax of RM8.12 million is 6.4% lower than the immediate preceding quarter of RM8.68 million due mainly to higher administrative expenses incurred in the current quarter.

The performance of QCT for the quarter ended 31 December 2010 is in line with the investment objective of QCT.

## **B2 INVESTMENT OBJECTIVES AND STRATEGIES**

The investment objective of QCT is to acquire and invest in commercial properties primarily in Malaysia with a view to provide long- term growth and sustainable distribution of income to unitholders to achieve long-term growth in the net asset value per unit. There has been no change in the investment objective of QCT since the date of QCT's Annual Report 2009.

The Manager will continue to focus on its portfolio management and acquisition growth strategy, active asset management strategy and capital management strategy to achieve the investment objective of QCT. There has been no change in the strategies employed by the Manager since the date of QCT's Annual Report 2009. As these strategies still remain relevant in the current market conditions, the Manager will continue to adopt them in the coming year.

## **B3 PROSPECTS**

QCT has managed to renew all tenancies due in 2010 and to meet all its financing requirements in 2010. The Manager is confident that with its continuous focus on active asset management, capital management and portfolio management initiatives, QCT will be able to achieve sustainable income distribution for the coming year.

#### **B4 REVENUE RECOGNITION**

Revenue is recognised to the extent that it is probable that the economic benefits will flow to QCT and the revenue can be reliably measured.

Revenues from the rental of investment properties, service charges, car park income and utilities recovery are recognised on an accrual basis.

#### **B5 PROFIT FORECAST / PROFIT GUARANTEE VARIANCE**

##### **a) Profit forecast**

There has been no profit forecast issued by QCT for the financial year 2010.

##### **b) Profit guarantee**

QCT is not involved in any arrangement whereby it provides profit guarantee.

#### **B6 TAXATION**

Previously, undistributed income of a REIT would be subject to income tax whereas the income distributed would be exempt from tax. With the amendment to Section 61A of the Income Tax Act 1967, effective from Year of Assessment 2007, the undistributed income of a REIT will also be exempt from income tax provided that the REIT distributes 90% or more of its total income for the year. If the REIT is unable to meet the 90% distribution criteria, the entire taxable income of the REIT for the year would be subject to income tax.

As QCT intends to distribute at least 90% of its total income for the year to its unitholders, no provision for tax has been made in the current quarter.

#### **B7 PROFIT ON SALE OF INVESTMENTS IN UNQUOTED SECURITIES /PROPERTIES**

There were no disposal of investments in unquoted securities /properties during the current quarter and the year to date.

#### **B8 PARTICULARS OF PURCHASE OR DISPOSAL OF INVESTMENT IN QUOTED SECURITIES**

There were no purchase or disposal of investments in quoted securities during the current quarter and the year to date.

#### **B9 STATUS OF CORPORATE PROPOSALS**

There were no corporate proposals during the current quarter and year to date.

**B10 UTILISATION OF PROCEEDS RAISED FROM ANY NEW ISSUANCE**

There were no issuance of new units during the quarter and year to-date.

**B11 COMPOSITION OF INVESTMENT PORTFOLIO AS AT 31 DECEMBER 2010**

As at 31 December 2010, QCT's portfolio comprised of ten commercial buildings as follows:

| Investment properties       | Cost of Investment<br>RM | Market Value as at<br>31 December 2010<br>RM | Market value as % of<br>NAV |
|-----------------------------|--------------------------|----------------------------------------------|-----------------------------|
| 1 QB1 -DHL 1 & QB 4-DHL2    | 109,100,000              | 122,000,000                                  | 24.50%                      |
| 2 QB 2- HSBC                | 107,500,000              | 118,000,000                                  | 23.70%                      |
| 3 QB 3- BMW                 | 59,400,000               | 72,000,000                                   | 14.46%                      |
| 4 Wisma Technip             | 125,000,000              | 154,000,000                                  | 30.93%                      |
| 5 Part of Plaza Mont' Kiara | 90,000,000               | 110,000,000                                  | 22.09%                      |
| 6 QB5- IBM                  | 43,000,000               | 44,000,000                                   | 8.84%                       |
| 7 QB 8 -DHL XPI             | 28,800,000               | 25,000,000                                   | 5.02%                       |
| 8 QB10-HSBC Section 13      | 22,740,000               | 26,500,000                                   | 5.32%                       |
| 9 Tesco Building Penang     | 132,000,000              | 138,000,000                                  | 27.71%                      |
|                             | <u>717,540,000</u>       | <u>809,500,000</u>                           |                             |

There were no changes to the total number of commercial buildings held by QCT since the preceding financial year ended 31 December 2009.

There were no major capital expenditure incurred during the quarter. Maintenance costs were normal expenses incurred for the upkeep of the buildings.

## B12 BORROWINGS AND DEBT SECURITIES

### Current liabilities :

As at end of current  
quarter ended 31  
December 2010

#### CPs

|                                                     | RM          |
|-----------------------------------------------------|-------------|
| Face value of CPs issued                            | 118,000,000 |
| Discount on CPs                                     | (1,918,131) |
| Cash proceeds                                       | 116,081,869 |
| Accretion of interest expense on CPs                | 291,748     |
|                                                     | 116,373,617 |
| Transaction costs c/f                               | (360,027)   |
| Amortisation of transaction costs during the period | 92,537      |
|                                                     | 116,106,127 |

### Non- current liabilities:

#### non current portion of MTNs

|                                                     |             |
|-----------------------------------------------------|-------------|
| Face value                                          | 117,000,000 |
| Transaction costs c/f                               | (924,093)   |
|                                                     | 116,075,907 |
| Amortisation of transaction costs during the period | 251,250     |
|                                                     | 116,327,157 |

#### RM80 million 5- year Financing Facilities

|                                                     |            |
|-----------------------------------------------------|------------|
| Loan drawdown                                       | 72,210,082 |
| Transaction costs c/f                               | (662,394)  |
|                                                     | 71,547,688 |
| Amortisation of transaction costs during the period | 135,086    |
|                                                     | 71,682,774 |

### Total Non-Current Borrowings

188,009,931

## **B12 BORROWINGS AND DEBT SECURITIES (cont'd)**

### **a Commercial Papers ("CPs") / Medium Term Notes ("MTNs") Programmes ("CPs/MTNs Programme")**

#### **(i) CP/MTN Programme of up to RM118 million ( "RM118 million Programme")**

On 3 November 2006, QCT has through its SPE, Gandalf Capital Sdn. Bhd., established a 7 year RM118 million Programme to raise funds from the private debt securities market to part finance acquisitions of its investment properties.

Todate, the full RM118 million Programme has been issued, as follows:

- . On 1 December 2006, CPs of nominal value of RM91.9 million were issued. The effective interest rate on the CPs is 3.995 % p.a until 30 November 2011, resulting from the IRS arrangement as disclosed in Note B13.
- . On 14 March 2008, CPs of nominal value of RM24 million were issued. The effective interest rate is 4.14% p.a from 15 December 2008 to 30 November 2011 due to the IRS arrangement as disclosed in Note B13.
- . On 15 December 2008, CPs of nominal value of RM2.1 million were issued. The effective interest rate is 4.14% p.a due to the IRS arrangement as disclosed in Note B13.

#### **(ii) CP/MTN Programme of up to RM134 million ( RM134 million Programme")**

On 30 July 2008, QCT through its SPE, Boromir Capital Sdn Bhd ("Boromir"), established a 7 year CP/MTN Programme of up to RM134 million ("RM134 million Programme").

In 2008, MTNs totalling RM117 million were issued to finance certain investment properties of QCT, as follows:

- . On 15 September 2008, RM64 million of the MTNs were issued at interest rate of 5.2% p.a for 5 years till year 2013. The effective interest rate is 4.36 % p.a due to the IRS arrangements as disclosed in note B13.
- . On 7 November 2008, MTNs of RM45 million were issued for 5 years to 2013 at interest rate of 5.2% p.a.
- . On 9 December 2008, RM8 million of MTNs were issued for 2 years to 2010 at interest rate of 5% p.a.  
The RM8 million MTNs has matured during the quarter and has been redeemed using proceeds from issuance of new MTNs of RM8 million from the Programme at interest rate of 4.2%.

## **B12 BORROWINGS AND DEBT SECURITIES (cont'd)**

### **b Loan Facilities**

#### **RM80 million 5-year Financing Facilities from Great Eastern Life Assurance (Malaysia) Berhad ("GE") and Alliance Bank Malaysia Berhad ("Alliance") ("RM80 million 5-year Financing Facilities")**

On 29 June 2009, QCT through its SPE, Samwise Capital Sdn. Bhd., obtained financing facilities totalling RM80 million from GE and Alliance.

The facilities included fixed rate tranche of RM60 million and floating rate tranche of RM20 million. RM72,210,082 were drawdown in November 2009.

The average interest rate for the facilities is 4.73% p.a.

## **B13 DERIVATIVE FINANCIAL INSTRUMENTS**

As part of the active interest rate management strategy of QCT, the following Interest Rate Swap ("IRS") arrangements have been entered into and are still in place as at the reporting date :

- (i) On 18 April 2007, an IRS arrangement swapping floating rate for fixed rate for a notional amount of RM90 million ("IRS No.1") was entered into in relation to the RM91.9 million nominal value CPs issued by the Manager with a financial institution (the "Bank"). Pursuant to IRS No.1, QCT will pay a fixed rate of 3.745% p.a to the Bank whilst the Bank will pay a floating rate to QCT. IRS No. 1 commenced on 31 May 2007 and will mature on 30 November 2011.
- (ii) On 18 August 2008, an IRS arrangement swapping fixed rate for floating rate for a notional amount of RM64 million ("IRS No.2") was entered into in relation to the RM64 million nominal value MTNs issued by the Manager with the Bank. Pursuant to IRS No. 2, QCT will pay a floating rate to the Bank whilst the Bank will pay a fixed rate of 5.2% p.a to QCT. IRS No.2 commenced on 15 September 2008 and will mature on 17 September 2013.
- (iii) On 10 October 2008, an IRS arrangement swapping floating rate for fixed rate for a notional amount of RM25.5 million ("IRS No.3") was entered into in relation to the RM26.1 million nominal value CPs issued by the Manager with the Bank. Pursuant to IRS No. 3, QCT will pay a fixed rate of 3.89% p.a to the Bank whilst the Bank will pay a floating rate to QCT. IRS No.3 commenced on 15 December 2008 and will mature on 30 November 2011.
- (iv) On 5 November 2008, an IRS arrangement swapping floating rate for fixed rate for a notional amount of RM64 million ("IRS No.4") was entered into in relation to the RM64 million nominal value MTNs issued by the Manager with the Bank. Pursuant to IRS No.4, QCT will pay a fixed rate of 4.36% p.a to the Bank whilst the Bank will pay a floating rate to QCT. IRS No. 4 commenced on 16 March 2009 and will mature on 17 September 2013.

The differences between the floating rate and the fixed rate of the respective IRSs are settled between QCT and the Bank semi-annually and are charged or credited to the statement of comprehensive income accordingly.



### B13 DERIVATIVE FINANCIAL INSTRUMENTS (cont'd)

The risk associated with the IRSs above would be credit risk, which is the counterparty risk of the financial institutions with whom the IRSs were contracted. However, the Manager has taken precaution to mitigate this risk by entering the IRSs contracts with reputable licensed financial institutions.

The fair values of the IRSs and the maturity profile as at 31 December 2010 are as follows:

|                      | Fair values of<br>derivative assets/(liabilities)<br>as at 31 December 2010 |
|----------------------|-----------------------------------------------------------------------------|
|                      | RM                                                                          |
| - less than one year | (709,816)                                                                   |
| - one to 3 years     | 1,381,909                                                                   |
| - more than 3 years  | -                                                                           |
| Total                | <u>672,093</u>                                                              |

QCT was eligible to apply hedge accounting for its IRSs wef 1 October 2010, upon satisfying the requirements of the standard. Changes in fair values of the IRSs were taken to reserve in the statement of financial position. Prior to adoption of hedge accounting, the fair value changes of the IRSs were credited or charged to the statement of comprehensive income.

### B14 CHANGES IN MATERIAL LITIGATION

There is no pending material litigation as at the date of issuance of this report.

### B15 INCOME DISTRIBUTION

The distribution policy of QCT is to distribute at least 90% of its distributable income at least semi-annually or at such other intervals as the Manager may determine.

An interim distribution of RM15,020,044, or 3.85 sen per unit, being income distribution for the period 1 January 2010 to 30 June 2010 had been paid on 30 August 2010.

A provision for final distribution of RM16,307,476, or 4.18 sen per unit, being income distribution for the period 1 July 2010 to 31 December 2010, has been made and will be payable on 28 February 2011.

The total gross distribution relating to the financial year ended 31 December 2010 amounted to RM31,327,520 or 8.03 sen per unit, being approximately 96.17% of the realised income after taxation of QCT for the financial year ended 31 December 2010.

**B15 INCOME DISTRIBUTION ( Cont'd)**

The distributions are from the following sources:

|                                                                                     | 01.01.2010 to 31.12.2010<br>RM |
|-------------------------------------------------------------------------------------|--------------------------------|
| Gross Revenue                                                                       | 69,299,239                     |
| Interest Income                                                                     | 490,107                        |
| Expenses                                                                            | (37,214,394)                   |
|                                                                                     | 32,574,952                     |
| Interim distribution of 3.85 sen per unit<br>paid on 30 August 2010                 | (15,020,044)                   |
|                                                                                     | (1,247,432)                    |
| Undistributed and non-distributable income<br>Balance for final income distribution | 16,307,476                     |
| No. of units in circulation                                                         | 390,131,000                    |
| Final DPU (sen), of which:                                                          | 4.18                           |
| - taxable distribution (sen )                                                       | 4.06                           |
| - tax exempt distribution (sen)                                                     | 0.12                           |

Income distribution to resident individuals, non-resident individuals, resident institutional investors, non-resident institutional investors and non-resident companies are subject to withholding tax as follows:

|                                                   |     |
|---------------------------------------------------|-----|
| Resident and non-resident individuals             | 10% |
| Resident and non-resident institutional investors | 10% |
| Resident companies (flow through)                 | 0%  |
| Non -resident companies                           | 25% |

**B16 CHANGES IN NAV AND MARKET PRICE SINCE THE LAST REPORTING DATE**

|                                                         | As at 31 December 2010 | As at 30 September 2010 |
|---------------------------------------------------------|------------------------|-------------------------|
| NAV (RM)                                                | 497,977,269            | 476,037,809             |
| Number of units in circulation (unit)                   | 390,131,000            | 390,131,000             |
| NAV per unit (RM)<br>(after provision for distribution) | 1.2764                 | 1.2202                  |
| Market price (RM)                                       | 1.11                   | 1.01                    |

NAV per unit is arrived at by dividing the NAV with the number of units in circulation as at the date of reporting.

Changes in NAV per unit is mainly due to surplus on revaluation of investment properties.

The Manager believes that the movement in market price is due mainly to changes in market sentiment.

**B17 MANAGER'S FEE AND SOFT COMMISSION**

Pursuant to the Trust Deed, the Manager is entitled to receive from QCT the following fees:

- (i) Base fee of 0.4% per annum of the gross asset value, payable monthly in arrears;
- (ii) Performance fee of 3% per annum on the net investment income, payable semi-annually in arrears. However, for the first five years after the date of listing on 8 January 2007, no performance fee shall be payable in the event that QCT fails to achieve a minimum annualised distributable income per unit of 6 sen (after deducting performance fee);
- (iii) Acquisition fee of 1% of the acquisition value of any asset, being authorised investments, acquired by QCT; and
- (iv) Divestment fee of 0.5% of the disposal value of any asset divested by QCT.

Total fees accrued to the Manager (inclusive of 5% service tax) for the financial year ended 31 December 2010 are :

|                     |                  |
|---------------------|------------------|
|                     | RM               |
| Base management fee | 3,427,864        |
| Performance fee     | 1,702,099        |
|                     | <u>5,129,963</u> |

There were no other fees paid to the Manager save as disclosed above.

During the quarter and the financial year, the Manager did not receive any soft commission from its brokers/dealers by virtue of transactions conducted for QCT.

**B18 TRUSTEE'S FEE**

Trustee's fee is payable to Mayban Trustees Berhad ("Trustee"), which is computed at 0.03% per annum on the first RM2.5 billion gross asset value and 0.02% per annum on the gross asset value in excess of RM2.5 billion, payable monthly in arrears.

Trustee's fee accrued to the Trustee for the year ended 31 December 2010 amounted to RM244,857.

**B19 UNITHOLDINGS BY THE MANAGER**

As at 31 December 2010, the Manager did not hold any units in QCT.

**B20 UNITHOLDINGS BY PARTIES RELATED TO THE MANAGER**

|                                                               | No. of units       | Percentage of total units | Market Value<br>as at 31 December 2010<br>RM |
|---------------------------------------------------------------|--------------------|---------------------------|----------------------------------------------|
| HLG Nominee (Tempatan) Sdn. Bhd. for :                        |                    |                           |                                              |
| -Quill Properties Sdn. Bhd.                                   | 45,997,000         | 11.79%                    | 51,056,670                                   |
| -Quill Land Sdn. Bhd.                                         | 48,767,000         | 12.50%                    | 54,131,370                                   |
| -Quill Estates Sdn. Bhd.                                      | 22,276,000         | 5.71%                     | 24,726,360                                   |
| HSBC Nominees (Asing) Sdn. Bhd. for<br>CapitaCommercial Trust | 117,040,000        | 30.00%                    | 129,914,400                                  |
|                                                               | <u>234,080,000</u> | <u>60.00%</u>             | <u>259,828,800</u>                           |

The Manager's directors' direct unitholding in QCT:

|                                                          | No. of units | Percentage of<br>total units | Market Value as at<br>31 December 2010<br>RM |
|----------------------------------------------------------|--------------|------------------------------|----------------------------------------------|
| Dato' Dr. Low Moi Ing, J.P                               | 50,000       | 0.01%                        | 55,500                                       |
| Dato' Michael Ong Leng Chun                              | 50,000       | 0.01%                        | 55,500                                       |
| Datuk Hj Abdul Karim Bin Abu Bakar                       | 1,000        | 0.00%                        | 1,110                                        |
| Datuk Dr. Mohamed Arif Bin Nun                           | 50,000       | 0.01%                        | 55,500                                       |
| Aw Hong Boo ( Alternate<br>to Dato' Dr Low Moi Ing, J.P) | 50,000       | 0.01%                        | 55,500                                       |

**B20 UNITHOLDINGS BY PARTIES RELATED TO THE MANAGER (cont'd)**

The Manager's directors' indirect unitholding in QCT:

|                             | No. of units    | Percentage of total units | Market Value as at 31 December 2010 RM |
|-----------------------------|-----------------|---------------------------|----------------------------------------|
| Dato' Dr. Low Moi Ing, J.P  | 117,040,000 (a) | 30.00%                    | 129,914,400                            |
| Dato' Michael Ong Leng Chun | 117,050,000 (b) | 30.00%                    | 129,925,500                            |

(a) Deemed interested by virtue of her direct shareholding in Quill Properties Sdn. Bhd., Quill Land Sdn. Bhd. and Quill Estates Sdn. Bhd.

(b) Deemed interested by virtue of his direct shareholding in Quill Properties Sdn. Bhd., Quill Land Sdn. Bhd., Quill Estates Sdn. Bhd., and units held by his parent pursuant to Section 6(A) of the Companies Act, 1965.

The market value of the units is computed based on the closing price as of 31 December 2010 of RM1.11 per unit.

**B21 RESPONSIBILITY STATEMENT AND STATEMENT BY THE DIRECTORS OF THE MANAGER**

The Manager is responsible for the preparation of the quarterly report.

In the opinion of the directors of the Manager, the quarterly report has been prepared in accordance with FRS 134: Interim Financial reporting and Paragraph 9.44 of the Main Market Listing Requirements of the Bursa Malaysia Securities Berhad so as to give a true and fair view of the financial position of QCT as at 31 December 2010 and of its financial performance and cash flows for the quarter ended on that date and duly authorised for release by the Board of the Manager on 21 January 2011.

**BY ORDER OF THE BOARD**

**LEE FONG YONG**  
**COMPANY SECRETARY (MAICSA No. 7005956)**  
Quill Capita Management Sdn Bhd  
(Company No: 737252-X)  
(As Manager of Quill Capita Trust )  
Kuala Lumpur

**Date: 21 January 2011**



## General Announcement

Form Version 7 (Enhanced)

Initiated by **QUILL CAPITA TRUST** on 21/12/2010 09:46:17 AM  
 Submitted by **QUILL CAPITA TRUST** on 21/01/2011 05:14:45 PM  
 Reference No **QC-101221-35177**

Submitted

### Company Information

Main Market Company

New Announcement

Submitting Investment Bank/Advisor  
 (if applicable)

Submitting Secretarial Firm (if  
 applicable)

|                  |                        |
|------------------|------------------------|
| * Company name   | QUILL CAPITA TRUST     |
| * Stock name     | QCAPITA                |
| * Stock code     | 5123                   |
| * Contact person | Corinne Tan            |
| * Designation    | Vice President         |
| * Contact number | +603-27888175          |
| E-mail address   | corinne.tan@qct.com.my |

Type \*

Announcement

Subject \*:

News Release : Quill Capita Trust 's full year 2010 DPU increases by 4.56%

**Note: If the announcement is a long announcement, please summarize the announcement in the contents and enter the details of the announcement in the Announcement Details or attached the full details of the announcement as attachment.**

Contents \*:-

*(This field is to be used for the summary of the announcement)*

Kuala Lumpur, 21 January 2011: Quill Capita Management Sdn Bhd (QCM), the manager of Quill Capita Trust (QCT), a real estate investment trust (REIT), today announced it has recorded a net property income of RM53.57 million for the financial year ended 31 December 2010 ("FY 2010"), an increase of 2.9% from its net property income of RM52.04 million in FY 2009. The manager has proposed a full year distribution per unit (DPU) of 8.03 sen which exceeded its FY 2009 DPU of 7.68 sen by 4.56%. QCT's distribution yield is 7.2% based on the closing price of RM1.11 per unit on 30 December 2010. For further details of the news release, please refer to file as attached.

Announcement Details :-

*(This field is for the details of the announcement, if applicable)*

Attachment(s):- (please attach the attachments here)

[News Release QCT 4Q2010-Final.pdf](#)

**Tables Section - This section is to be used to create and insert tables. Please make the appropriate reference to the table(s) in the Contents of the Announcement:**



## NEWS RELEASE

### Quill Capita Trust's Full Year 2010 DPU increases by 4.56%

**Kuala Lumpur, 21, January 2011:** Quill Capita Management Sdn Bhd (QCM), the manager of Quill Capita Trust (QCT), a real estate investment trust (REIT), today announced it has recorded a net property income of RM53.57 million for the financial year ended 31 December 2010 ("FY2010"), an increase of 2.9% from its net property income of RM52.04 million in FY2009. The manager has proposed a full year distribution per unit (DPU) of 8.03 sen which exceeded its FY2009 DPU of 7.68 sen by 4.56%. QCT's distribution yield is 7.2% based on the closing price of RM1.11 per unit on 30 December 2010.

An interim distribution of 3.85 sen has been paid on 30 August 2010, while the proposed final distribution of 4.18 sen is expected to be paid on or about 28 February 2011.

The commendable set of results for FY2010 is attributable to higher rental contribution from its portfolio of ten assets.

#### Summary of QCT's Financial Year 2010 Results

|                              | (unaudited)<br>FYE 31 Dec 2010<br>(RM '000) | (audited)<br>FYE 31 Dec 2009<br>(RM '000) | Variance<br>% |
|------------------------------|---------------------------------------------|-------------------------------------------|---------------|
| Gross Revenue                | 69,299                                      | 67,380                                    | +2.85         |
| Net Property Income          | 53,570                                      | 52,038                                    | +2.94         |
| <b>Distribution Per Unit</b> | <b>8.03 sen</b>                             | <b>7.68 sen</b>                           | <b>+4.56</b>  |

Dato' Mohammed Hussein, Chairman of QCM, said: "QCT has continued to deliver a good set of results attributed to our continual efforts in prudent cost management and active asset management strategies. Our active asset management strategies have ensured income stability through lease renewals with our tenants. All leases due in 2010 were renewed."

"As a testament of our proactive capital management strategies, we managed to secure four months in advance the commitment from an investor to subscribe for a new Medium Term Notes ("MTN") of RM8 million that was issued in December 2010 and will expire in September 2013. The new MTN was utilized to redeem the existing MTN of RM8 million due in December 2010," said Mr. Chan Say Yeong, Chief Executive Officer of QCM.

Looking ahead, QCT will continue to actively explore acquisition opportunities and maintain its focus on tenant retention, capital management and cost efficiency measures in the new year to enhance the quality of QCT's portfolio and to achieve sustainable income distribution.

End –

### **About Quill Capita Trust**

Quill Capita Trust is a commercial Real Estate Investment Trust (REIT), established through a trust deed dated 9 October 2006. Managed by Quill Capita Management Sdn Bhd (QCM), the main thrust of Quill Capita Trust's activities include acquiring and investing in commercial properties in Malaysia to provide unitholders with long-term and sustainable distribution of income as well as capital growth potential. Currently, Quill Capita Trust owns ten buildings comprising five in Cyberjaya, two in Kuala Lumpur, one each in Shah Alam and Petaling Jaya and one in Penang, valued at RM809.5 million.

QCM is owned by CapitaLand RECM Pte Ltd (40%), a wholly-owned subsidiary of CapitaLand Financial Limited, the financial services business unit of CapitaLand Limited; Quill Resources Holding Sdn Bhd (30%); and Coast Capital Sdn Bhd (30%). CapitaLand is one of Asia's largest real estate companies. Headquartered and listed in Singapore, the multi-local company's core businesses in real estate, hospitality and real estate financial services are focused in growth cities in Asia Pacific and Europe.

### **Issued by Quill Capita Management Sdn Bhd**

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### **IMPORTANT NOTICE**

The past performance of Quill Capita Trust ("QCT") is not indicative of the future performance of QCT. Similarly, the past performance of QCT Manager is not indicative of the future performance of the QCT Manager.

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## General Announcement

Form Version 7 (Enhanced)

Initiated by QUILL CAPITA TRUST on 21/12/2010 09:49:21 AM

Submitted by QUILL CAPITA TRUST on 21/01/2011 05:14:45 PM

Reference No QC-101221-35361

**Submitted**

### Company Information

Main Market Company

New Announcement

Submitting Investment Bank/Advisor  
(if applicable)

Submitting Secretarial Firm (if  
applicable)

|                  |                        |
|------------------|------------------------|
| * Company name   | QUILL CAPITA TRUST     |
| * Stock name     | QCAPITA                |
| * Stock code     | 5123                   |
| * Contact person | Corinne Tan            |
| * Designation    | Vice President         |
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Type \*

Announcement

Subject \*:

Quill Capita Trust : Corporate Presentation Slides dated 21 January 2011

**Note: If the announcement is a long announcement, please summarize the announcement in the contents and enter the details of the announcement in the Announcement Details or attached the full details of the announcement as attachment.**

Contents \*:-

*(This field is to be used for the summary of the announcement)*

Corporate presentation slides dated 21 January 2011 are attached.

Announcement Details :-

*(This field is for the details of the announcement, if applicable)*

Attachment(s):- (please attach the attachments here)

[Presentation\\_4Q 2010 Results-\(Final\).pdf](#)

Tables Section - This section is to be used to create and insert tables. Please make the appropriate reference to the table(s) in the Contents of the Announcement:

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# FINANCIAL YEAR 2010 RESULTS



**21 January 2011**

# Contents

- **2010 Achievements at a Glance**
- **Financial Highlights - FY 2010**
- **Portfolio Update**
  - **KLCA & Cyberjaya Office Market Outlook & Penang Retail Market Outlook**
- **Conclusion**

# Important Notice

*This presentation is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for units in QCT. The past performance of QCT is not necessarily indicative of the future performance of QCT.*

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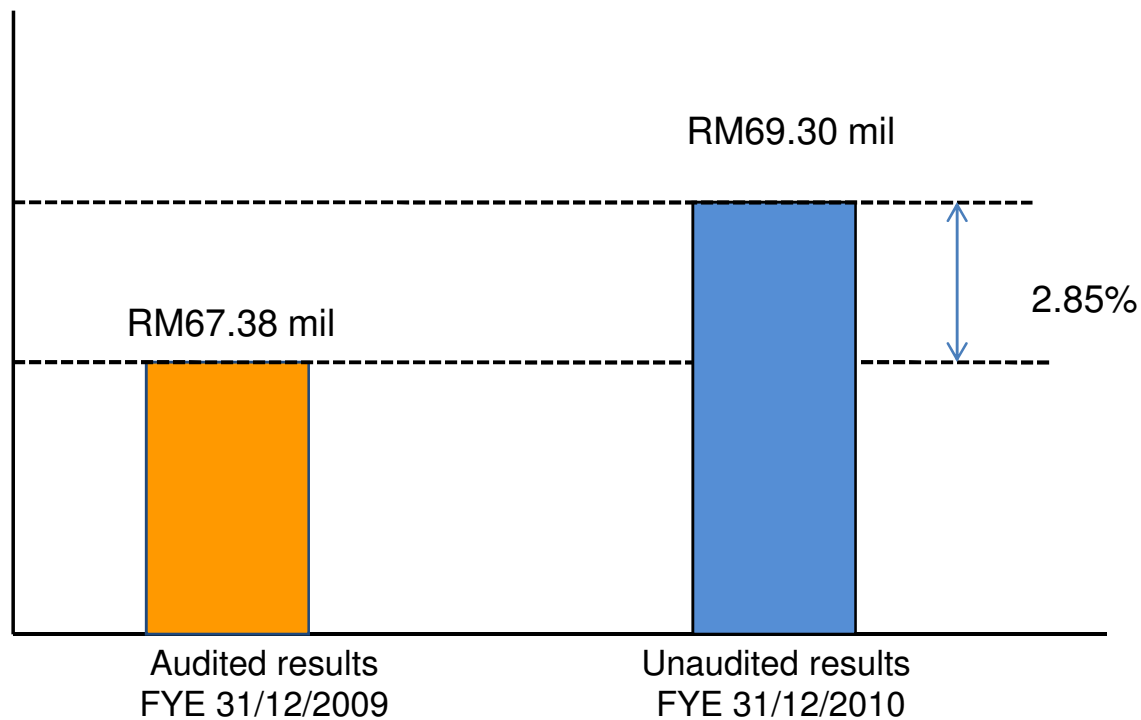
*The information in this Announcement must not be published outside Malaysia.*

# 2010 Financial at a Glance



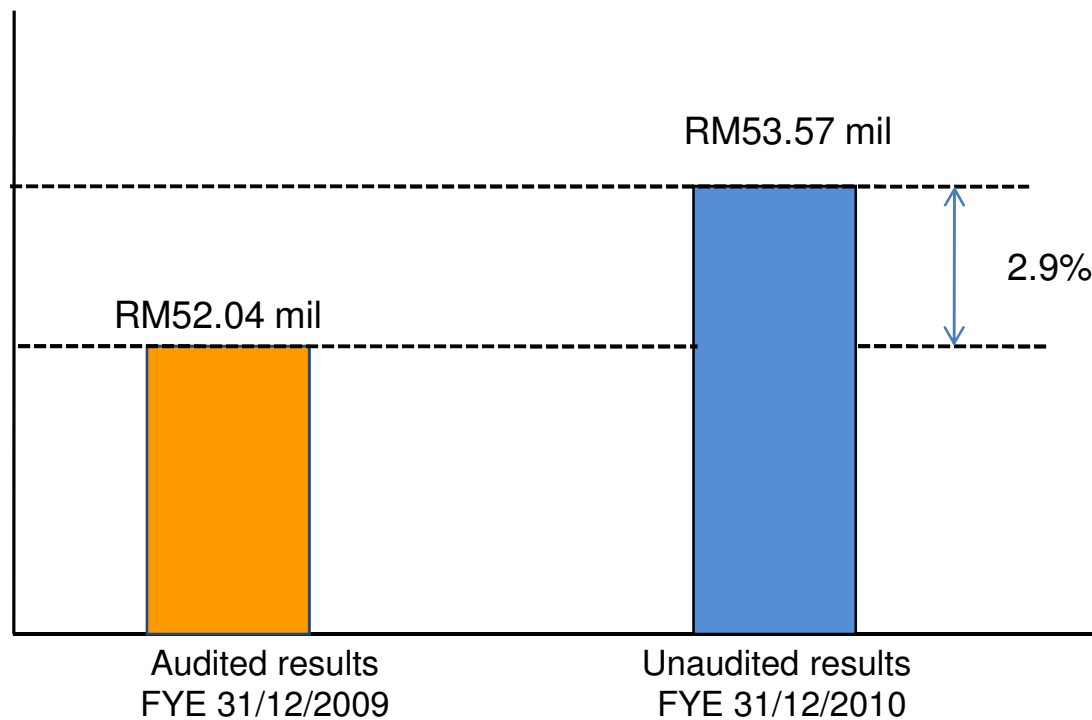
# 2010 Achievements - at a glance

- ✓ YoY Gross Revenue increased by 2.85%



## 2010 Achievements - at a glance

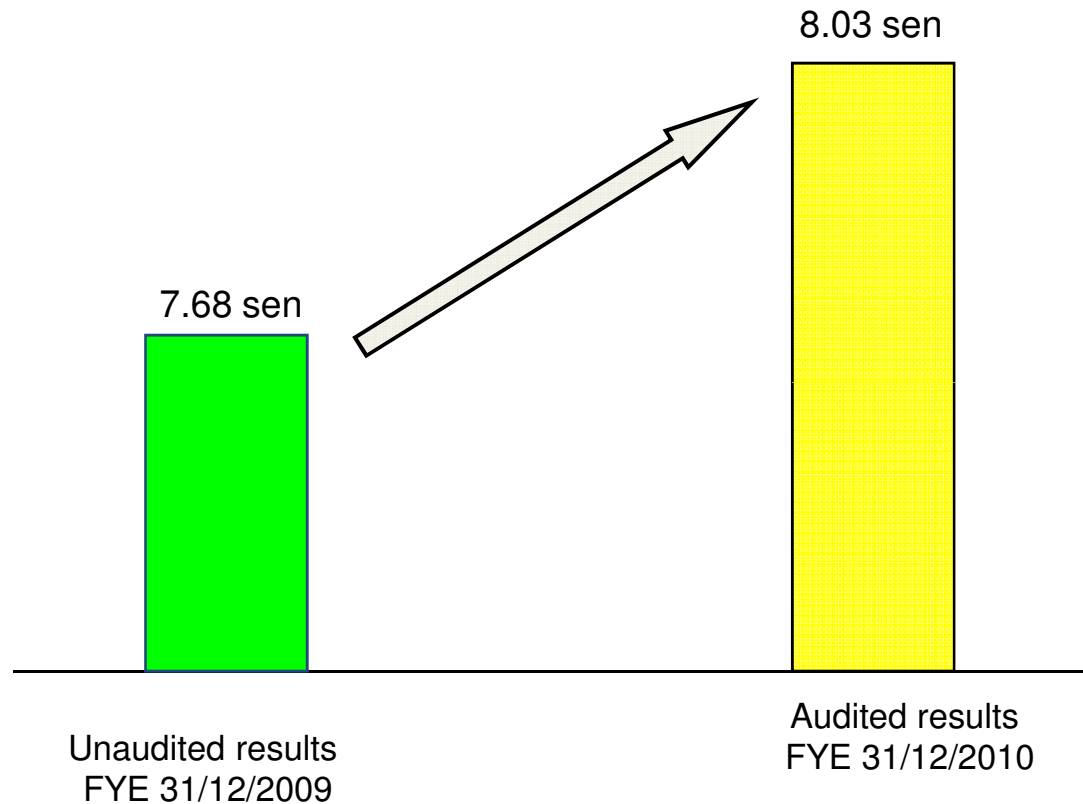
- ✓ YoY Net Property Income increased by 2.9%





# 2010 Achievements - at a glance

✓ YoY DPU up by 4.56%





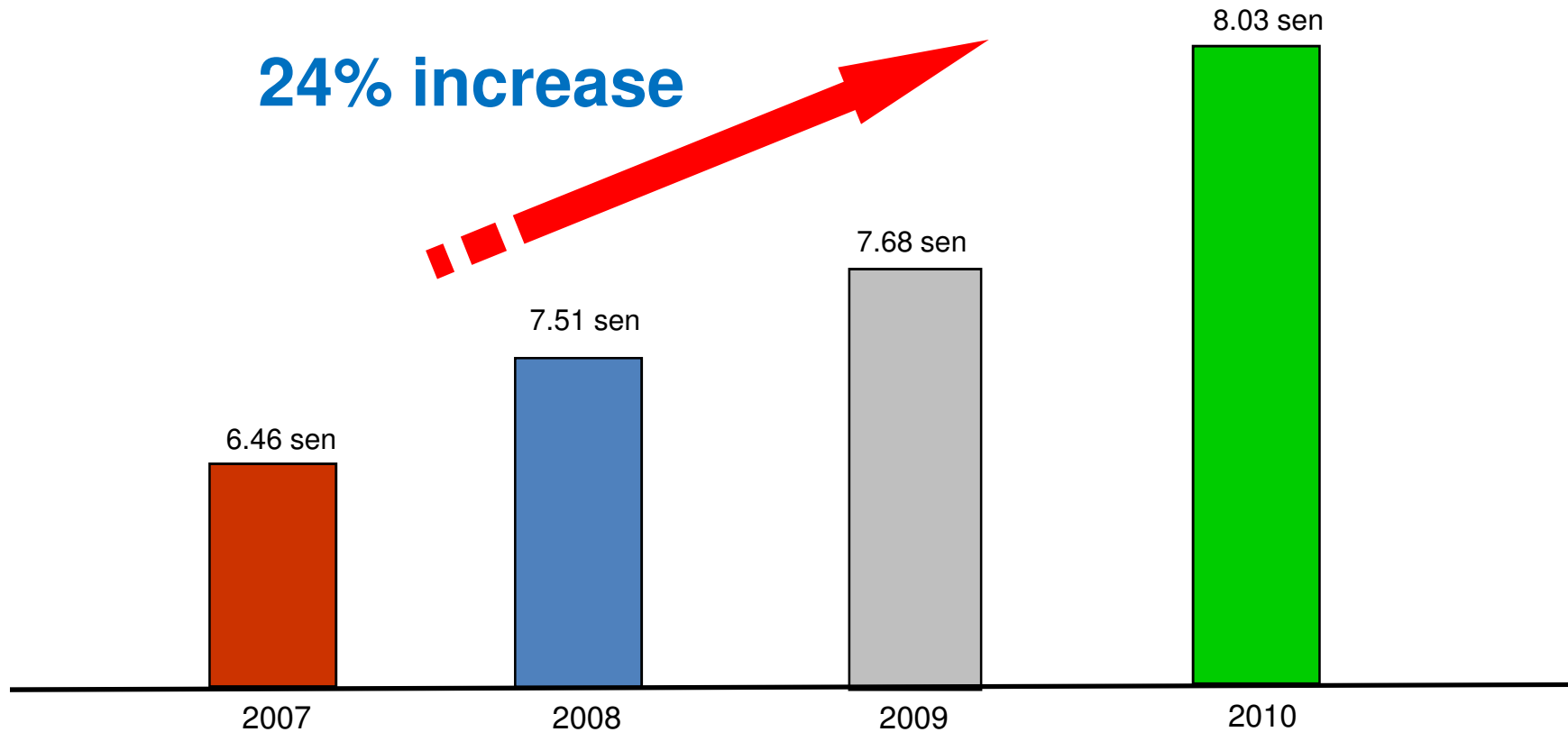
## DPU - Actual 1H2010 and Proposed 2H2010

|            | Actual DPU<br>1H2010 <sup>(a)</sup><br>(sen) | Proposed Final DPU<br>2H2010<br>(sen) | Total DPU for 2010<br>(sen) |
|------------|----------------------------------------------|---------------------------------------|-----------------------------|
| <b>DPU</b> | <b>3.85</b>                                  | <b>4.18</b>                           | <b>8.03</b>                 |

(a) An interim DPU of 3.85 sen being distributable income for the period 1 January 2010 to 30 June 2010 was paid on 30 August 2010.

**Final DPU of 4.18 sen** being distributable income for the period 1 July 2010 to 31 December 2010 will be payable on or about **28 February 2011**.

## QCT DPU Growth by 24% Since Listing



# Financial Highlights – FY 2010



# Summary of Profit & Loss

| (RM'000)                                        | (Unaudited)<br>4Q 2010 | (Unaudited)<br>Full Year ended<br>31 December<br>2010 |
|-------------------------------------------------|------------------------|-------------------------------------------------------|
| <b>Total Gross Revenue</b>                      | <b>17,372</b>          | <b>69,299</b>                                         |
| Total Operating Expenses                        | (3,481)                | (15,729)                                              |
| <b>Net Property Income</b>                      | <b>13,891</b>          | <b>53,570</b>                                         |
| Interest Income                                 | 148                    | 490                                                   |
| Gain/(Loss) from re-measurement of derivatives  | -                      | 577                                                   |
| Surplus on revaluation of investment properties | 21,068                 | 21,068                                                |
| <b>Net Investment Income</b>                    | <b>35,107</b>          | <b>75,705</b>                                         |
| Interest and Other Expenses                     | (5,916)                | (21,485)                                              |
| <b>Income Before Taxation</b>                   | <b>29,191</b>          | <b>54,220</b>                                         |
| Taxation                                        | (0)                    | (0)                                                   |
| <b>Income After Taxation</b>                    | <b>29,191</b>          | <b>54,220</b>                                         |

# FY 2010 DPU Up 4.56% Year-on-Year

| (RM'000)                                    | (Audited)<br>FY 2009 | (Unaudited)<br>FY 2010 | Variance |
|---------------------------------------------|----------------------|------------------------|----------|
| Gross Revenue                               | 67,380               | 69,299                 | +2.85%   |
| NPI <sup>1</sup>                            | 52,038               | 53,570                 | +2.94 %  |
| Total Income for Distributions <sup>2</sup> | 32,415               | 32,574                 | +0.49 %  |
| EPU <sup>3</sup>                            | 8.31 sen             | 8.35 sen               | +0.48 %  |
| DPU <sup>4</sup>                            | 7.68sen              | 8.03sen                | +4.56 %  |

1 NPI refers to Net Property Income

2 Total Income for Distributions refers to realised income after taxation (exclude gain from re-measurement of derivatives and revaluation surplus)

3 EPU refers to Earning Per Unit

4 DPU refers to Distribution Per Unit. DPU of 7.68 sen is 92.4% of realised EPU of 8.31 sen for FY09 and 8.03 sen is 96.0% of realised EPU of 8.35 sen for FY 2010.

# Total Assets – RM842.969 million

## NAV per unit – RM1.2764

|                          | (Unaudited)           | (Unaudited)           | (Unaudited)           | (Unaudited)           |
|--------------------------|-----------------------|-----------------------|-----------------------|-----------------------|
|                          | as at                 | as at                 | as at                 | as at                 |
|                          | 31 Mar 10<br>(RM'000) | 30 Jun 10<br>(RM'000) | 30 Sep 10<br>(RM'000) | 31 Dec 10<br>(RM'000) |
| Non Current Assets       | 788,394               | 788,689               | 788,597               | 810,174               |
| Current Assets           | 22,670                | 29,507                | 23,921                | 33,383                |
| <b>Total Assets</b>      | <b>811,064</b>        | <b>818,196</b>        | <b>812,518</b>        | <b>843,557</b>        |
| Current Liabilities      | 133,104               | 148,500               | 143,191               | 144,460               |
| Non Current Liabilities  | 206,652               | 193,658               | 193,289               | 201,119               |
| Net Assets               | 471,308               | 476,038               | 476,038               | 497,978               |
| No of Units              | 390,131               | 390,131               | 390,131               | 390,131               |
| <b>NAV per Unit (RM)</b> | <b>1.2081</b>         | <b>1.2202</b>         | <b>1.2202</b>         | <b>1.2764</b>         |

# Market Valuation as at 31 December 2010

| Name of Properties                               | Net Book Value as at 31 Dec 2010 <sup>(a)</sup><br>(prior to Proposed Revaluation)<br>(RM'000) | Market Valuation at as 31 Dec 2010 <sup>(b)</sup><br>(RM'000) | Surplus / (Deficit) incorporated into fund<br>(RM'000) | % increase / (decrease) |
|--------------------------------------------------|------------------------------------------------------------------------------------------------|---------------------------------------------------------------|--------------------------------------------------------|-------------------------|
| Quill Building 1- DHL1 & Quill Building 4- DHL 2 | RM121,000                                                                                      | RM122,000                                                     | RM1,000                                                | 0.83%                   |
| Quill Building 2- HSBC                           | RM114,350                                                                                      | RM118,000                                                     | RM3,650                                                | 3.19%                   |
| Quill Building 3- BMW                            | RM 70,003                                                                                      | RM 72,000                                                     | RM1,997                                                | 2.85%                   |
| Wisma Technip                                    | RM146,529                                                                                      | RM154,000                                                     | RM7,471                                                | 5.10%                   |
| Part of Plaza Mont' Kiara                        | RM106,000                                                                                      | RM110,000                                                     | RM4,000                                                | 3.77%                   |
| Quill Building 5 – IBM                           | RM42,700                                                                                       | RM44,000                                                      | RM1,300                                                | 3.04%                   |
| Quill Building 8 – DHL (XPJ)                     | RM27,500                                                                                       | RM25,000                                                      | (RM2,500)                                              | (9.09%)                 |
| Quill Building 10 – HSBC Section 13              | RM25,850                                                                                       | RM26,500                                                      | RM650                                                  | 2.51%                   |
| Tesco Building, Penang                           | RM134,500                                                                                      | RM138,000                                                     | RM3,500                                                | 2.60%                   |
| <b>Total</b>                                     | <b>RM788,432</b>                                                                               | <b>RM809,500</b>                                              | <b>RM 21,068</b>                                       | <b>2.67%</b>            |

(a) The Net Book Value of investment properties as at 31 December 2010 (prior to the Proposed Revaluation) comprise of the brought forward net book value as at 31 December 2009 together with asset enhancement related costs incurred during the year.

(b) The Properties were valued by CH Williams Talhar & Wong, an independent firm of professional valuer, registered with the Board of Valuers, Appraisers & Estate Agents Malaysia.

# Prudent Financial Indicators

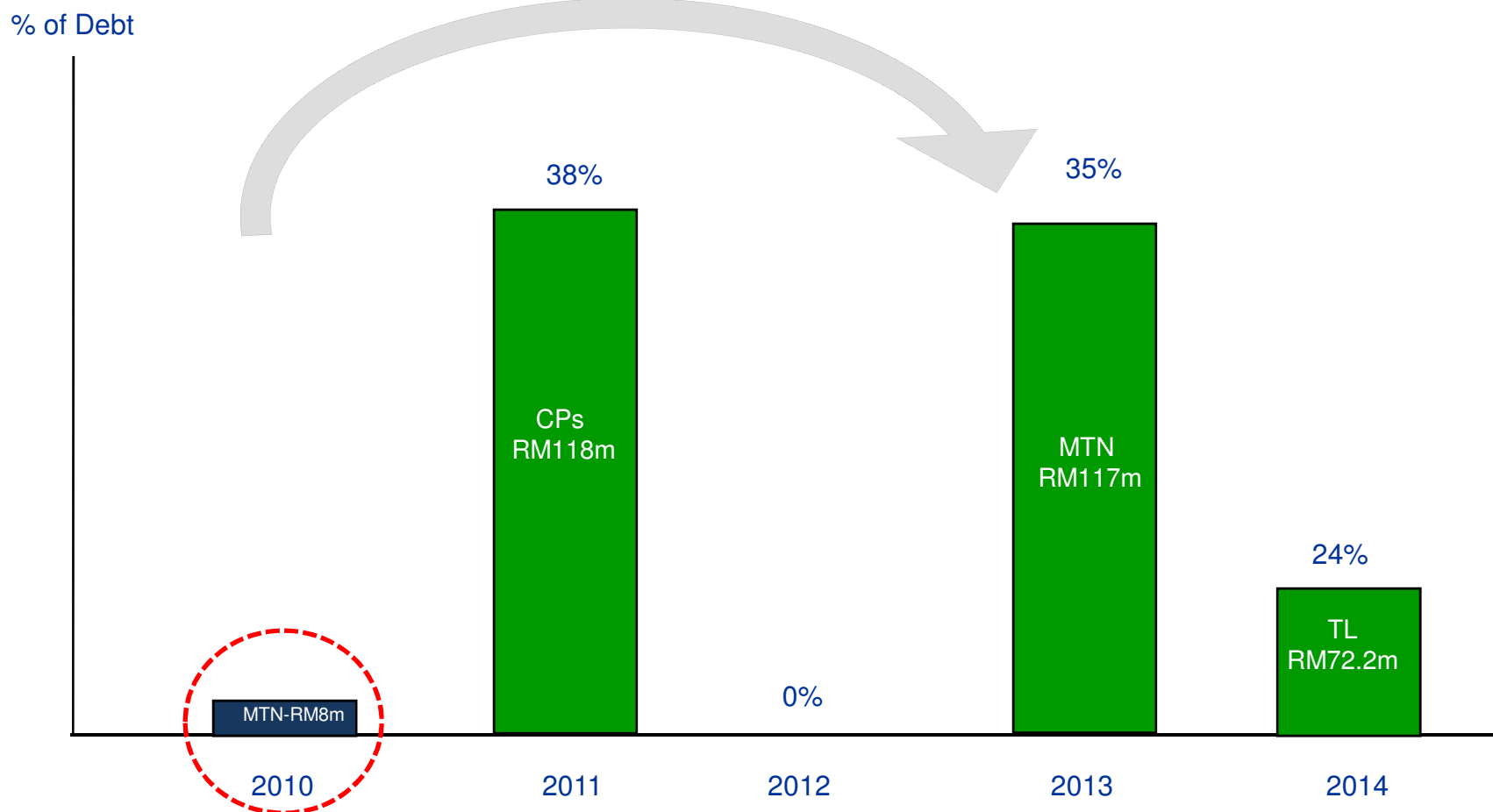
|                                                | (Unaudited)           | (Unaudited)           | (Unaudited)           | (Unaudited)           |
|------------------------------------------------|-----------------------|-----------------------|-----------------------|-----------------------|
|                                                | as at                 | as at                 | as at                 | as at                 |
|                                                | 31 Mar 10<br>(RM'000) | 30 Jun 10<br>(RM'000) | 30 Sep 10<br>(RM'000) | 31 Dec 10<br>(RM'000) |
| <b>Total Debts</b>                             | <b>305,449</b>        | <b>303,958</b>        | <b>304,987</b>        | <b>304,116</b>        |
| <b>Gearing Ratio (x)<sup>1</sup></b>           | <b>0.38x</b>          | <b>0.37x</b>          | <b>0.38x</b>          | <b>0.36x</b>          |
| Net Debt as % of EBITDA (x) <sup>2</sup>       | 6.68x                 | 6.37x                 | 6.21x                 | 6.15x                 |
| <b>Interest Coverage (x) <sup>3</sup></b>      | <b>3.28x</b>          | <b>3.39x</b>          | <b>3.46x</b>          | <b>3.44x</b>          |
| Average Term to Maturity <sup>4</sup>          | 2.97                  | 2.72                  | 2.47                  | 2.29                  |
| <b>Average Cost of Debt (p.a) <sup>5</sup></b> | <b>4.45%</b>          | <b>4.45%</b>          | <b>4.45%</b>          | <b>4.45%</b>          |

Notes:

1. Gearing ratio refers to Gross Debt over Total Assets.
2. Net Debt as % of Earnings before Interest Taxation Depreciation and Amortization (EBITDA)
3. Interest coverage refers to year to date (YTD) EBITDA / YTD Interest Expense
4. Average Term to Maturity means weighted average time lapse to maturity
5. Average Cost of Debt is calculated based on YTD Interest Expense / Average Weighted Borrowings



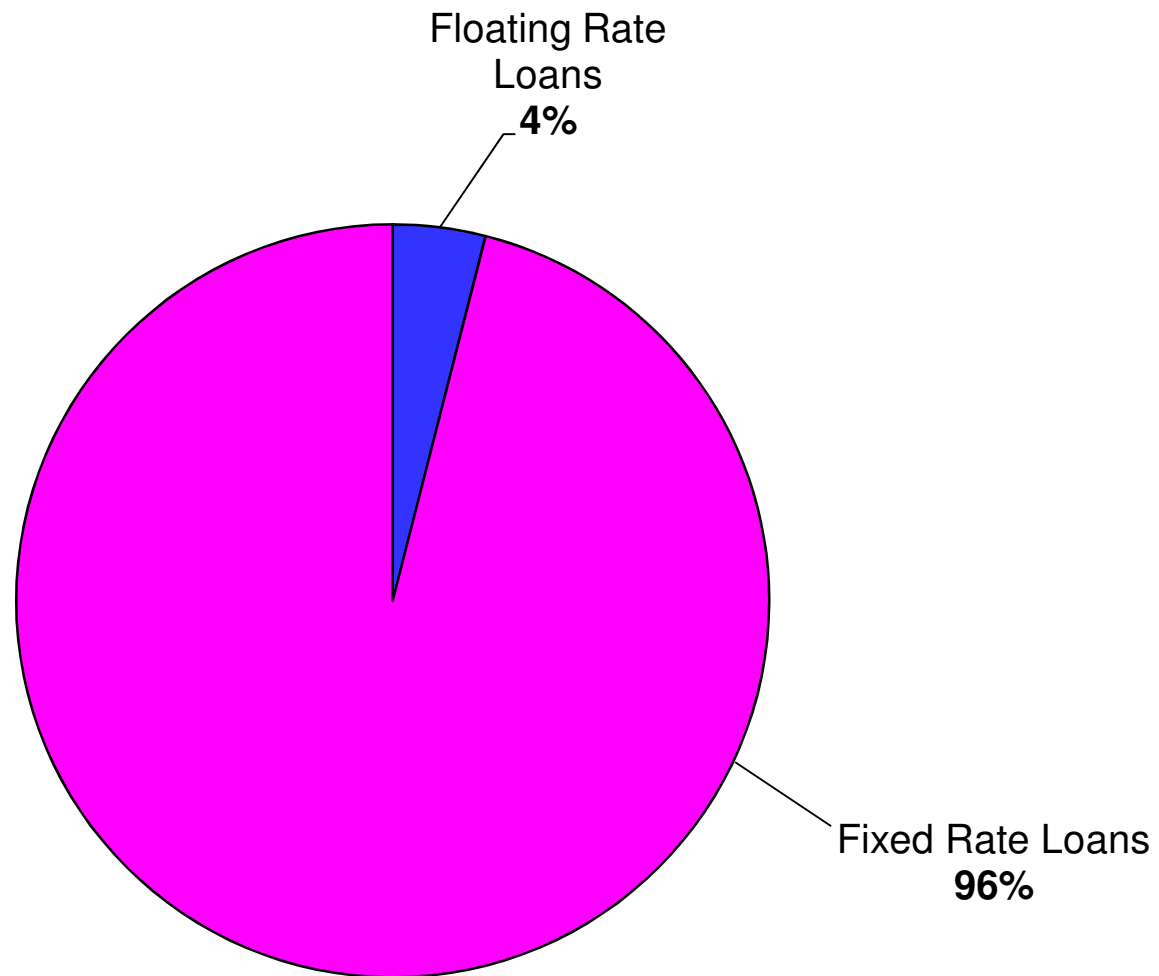
# Successfully Refinance MTN of RM8 million



As at 31 December 2010, total debt of RM307.2 million (principal) comprises of RM118 million Commercial Paper (CPs), RM117 million of Medium Term Notes (MTNs) and RM72.2 million term loan (TL).

## Low Interest Rate Risk

- 96% of the borrowings are on fixed rate



# Portfolio Update



# Portfolio of Quality Assets

Quill Building 1 - DHL 1



Quill Building 4 - DHL 2



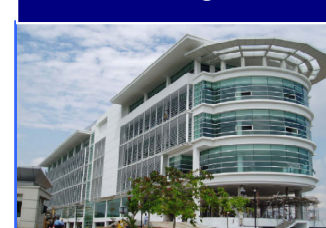
Quill Building 2 - HSBC



Quill Building 3 - BMW



Quill Building 5 - IBM



Part of Plaza Mon't Kiara



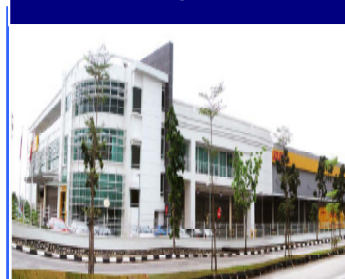
Wisma Technip



Quill Building 10-HSBC (S13)



Quill Building 8-DHL (XPJ)



TESCO Building Penang



**10 Properties worth  
RM809.5 million with  
NLA of 1,288,149 sq ft**  
\*Excluding car park area

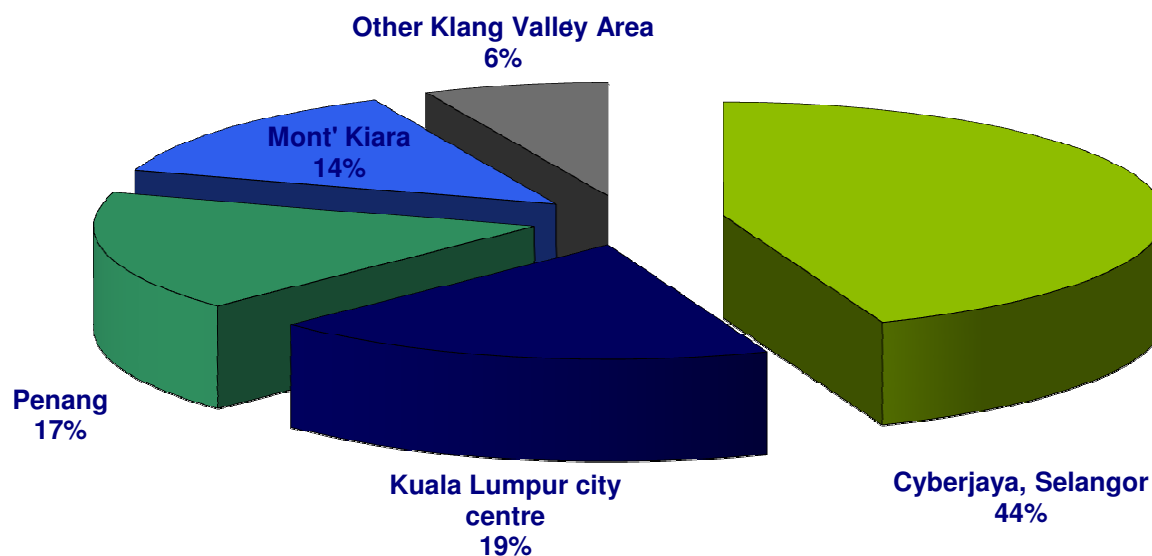
Note: The current market value of the respective buildings were valued by CH Williams Talhar & Wong Sdn Bhd on 31 December 2010.

# Geographical Diversification

By Valuation

10 properties well spread over Cyberjaya, Kuala Lumpur, Selangor and Penang.

|                     |            |
|---------------------|------------|
| <b>Klang Valley</b> | <b>39%</b> |
| <b>Cyberjaya</b>    | <b>44%</b> |
| <b>Penang</b>       | <b>17%</b> |

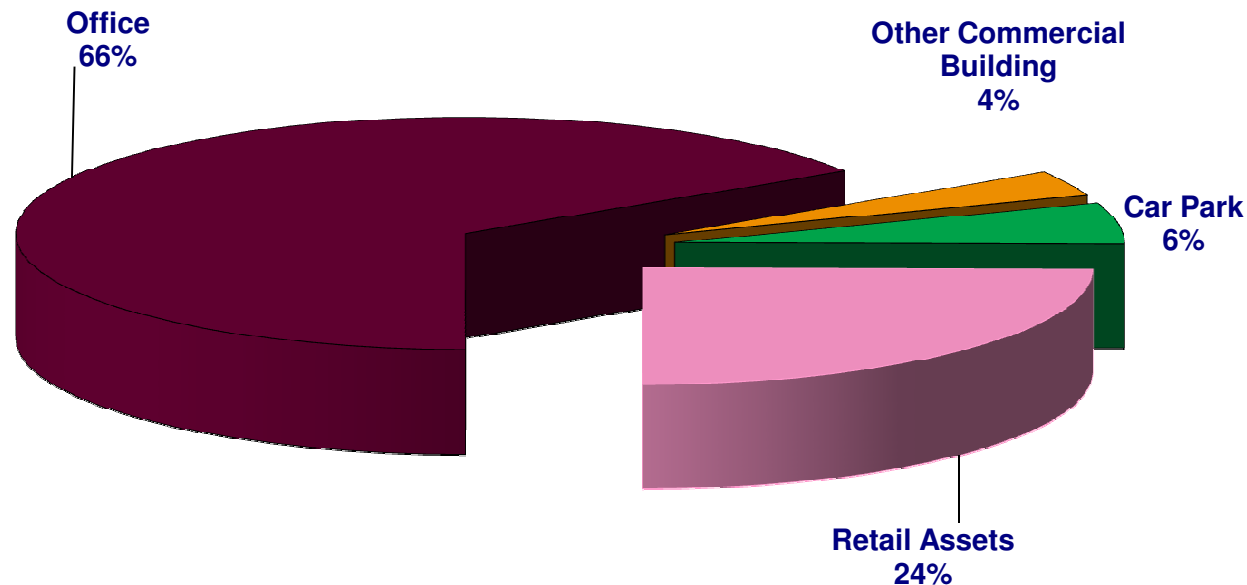


Notes:

(1) Other Klang Valley Area refers to Klang Valley generally excluding KL city centre and Mont' Kiara

# Diversified Segmental Contributions

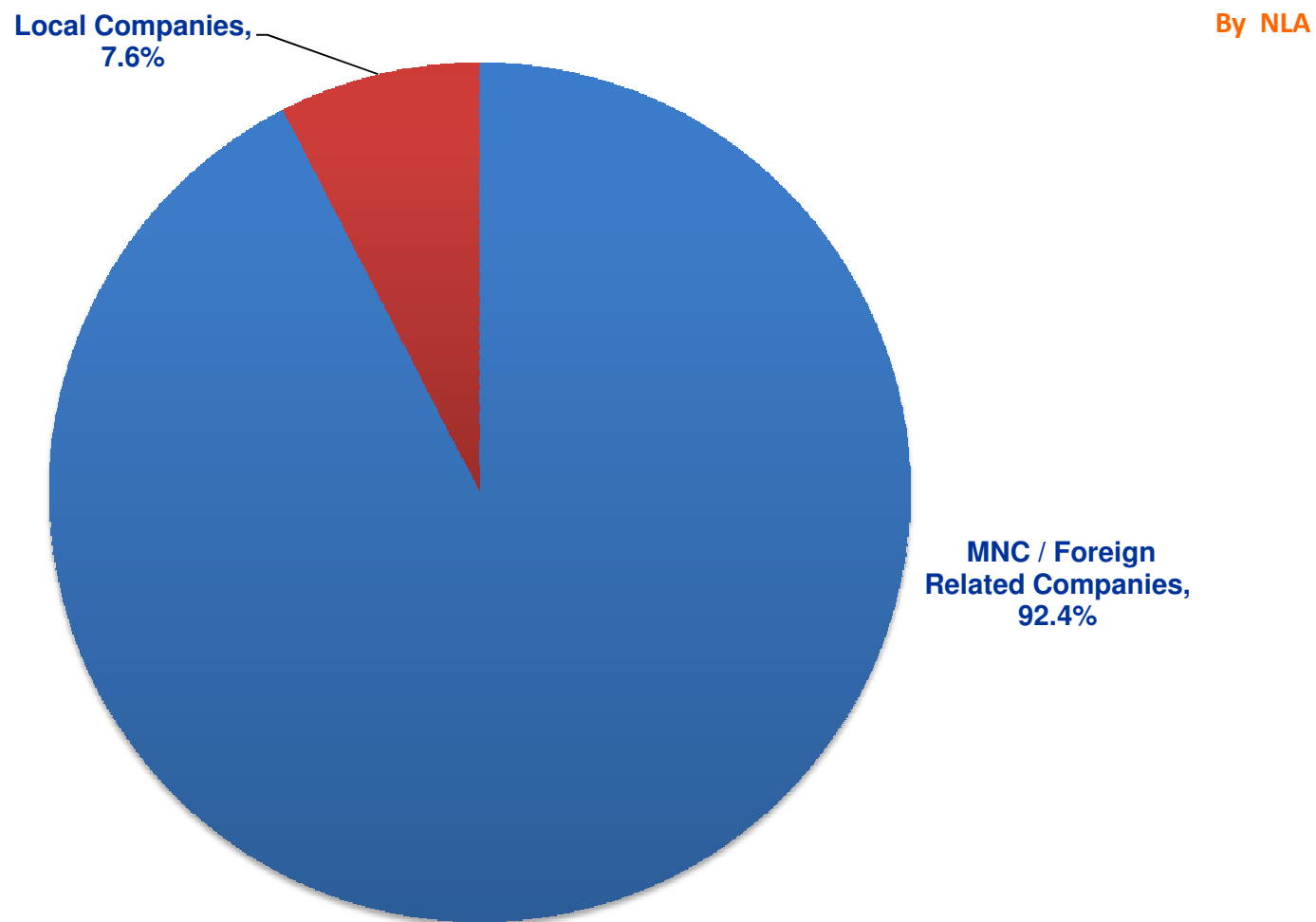
By Valuation



## Notes:

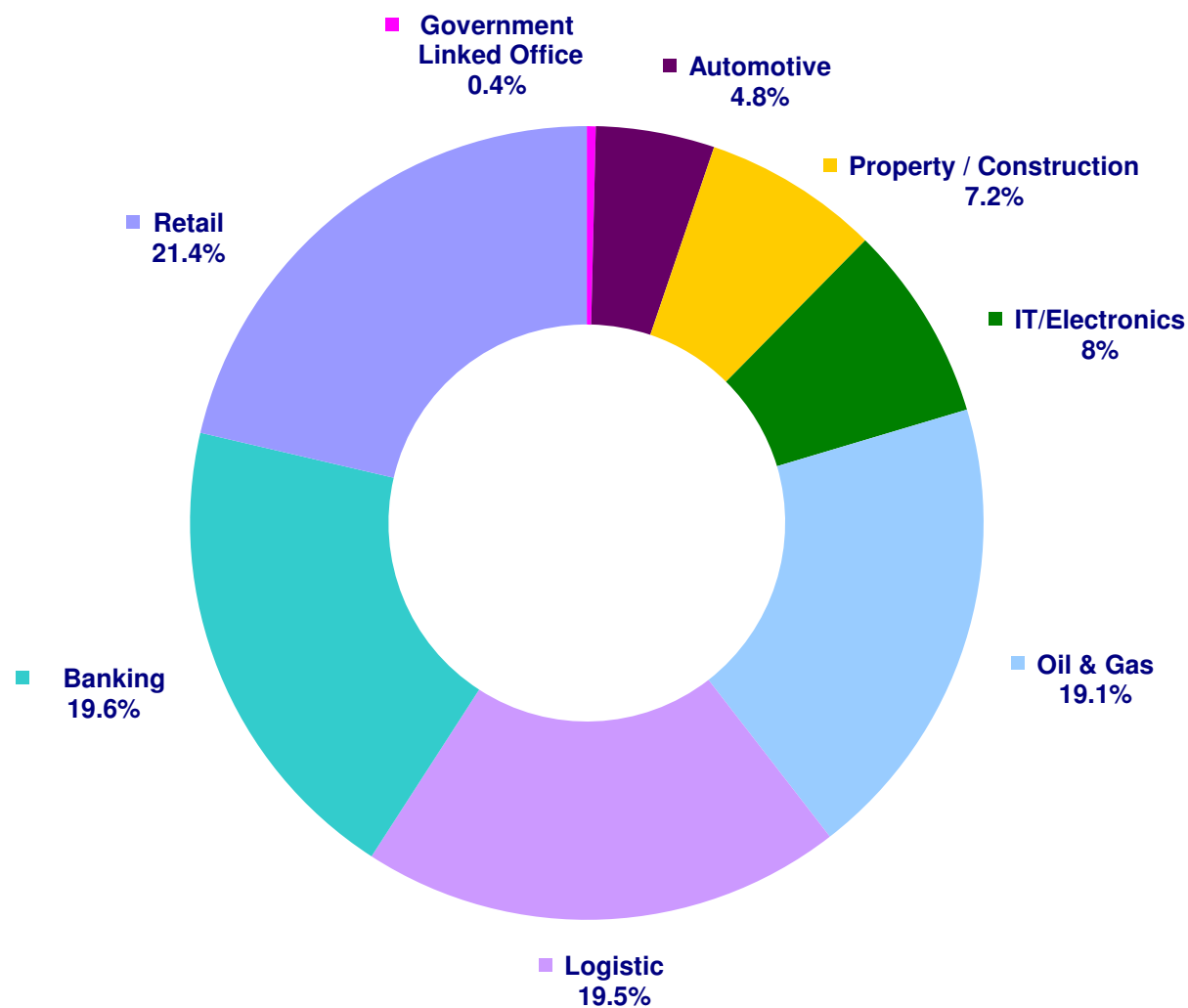
- (1) Office comprises Quill Buildings (excluding Quill Building 8-DHL (XPJ) at Glenmarie, Shah Alam) and Wisma Technip
- (2) Retail Assets refers to retail portion of Plaza Mont' Kiara & TESCO Building Penang
- (3) Car Park refers to car parking bays in Plaza Mont' Kiara
- (4) Other commercial building refers to Quill- Building 8- DHL (XPJ) at Glenmarie, Shah Alam
- (5) Based on valuation dated 31 December 2010

# Good Spread of International and Local Tenants



# Well Balanced Tenancy Mix

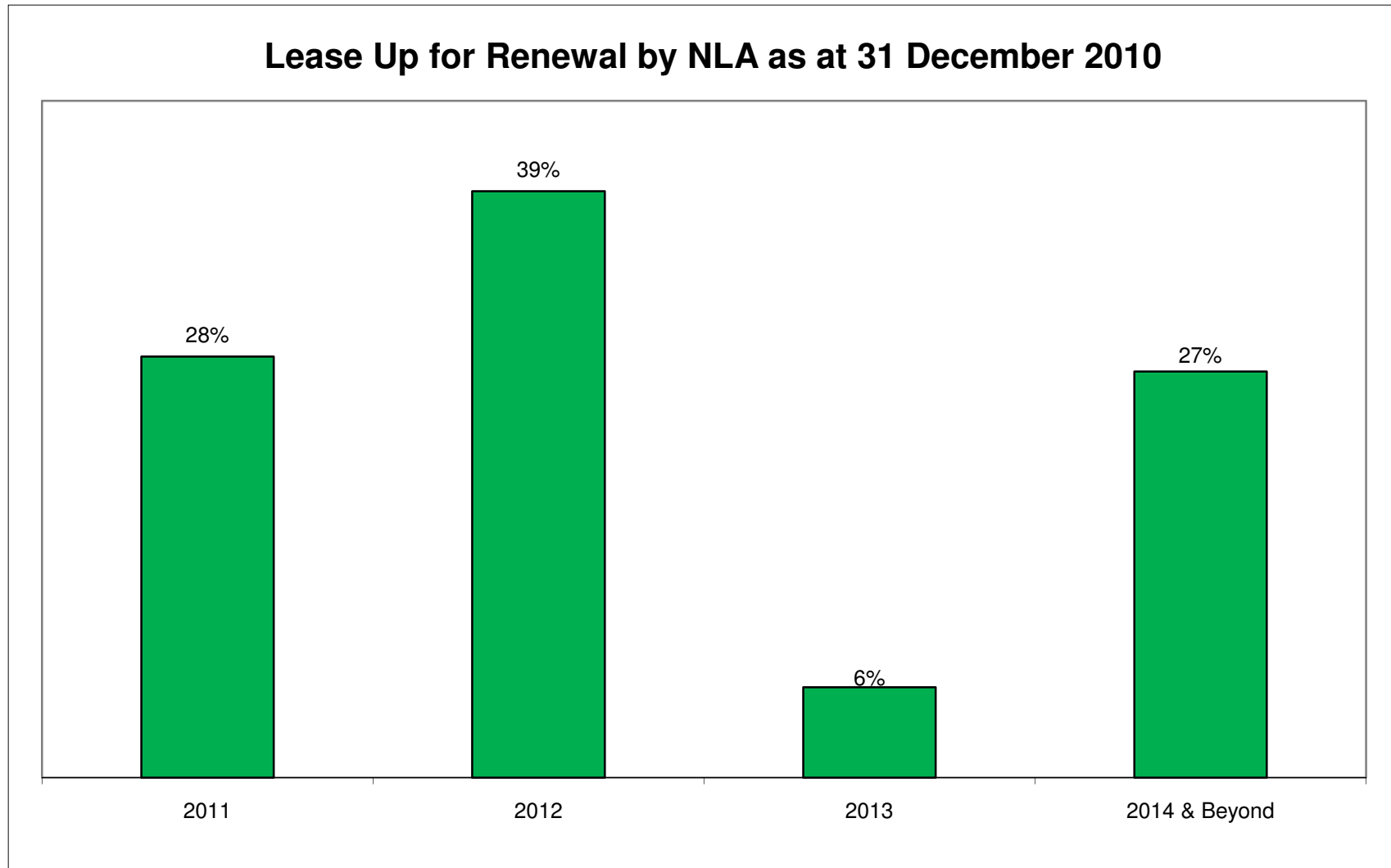
By NLA





## Well spread portfolio lease expiry profile

- All tenancy renewed for 2010



# KLCA & Cyberjaya Office Market Outlook & Penang Retail Market Outlook



# KLCA & Cyberjaya Office Market Outlook

## ❑ Prime office rental expects to remain stable

(extracted from the report prepared by CH Williams Talhar & Wong Sdn Bhd dated 31 Dec 2010)

- The overall occupancy of office space in the Klang Valley in the third quarter 2010 remained at 86% with very minimal movement from end of 2009 which registered at 86.1%. Selected asking rentals in KLCA are currently offering monthly gross rents of around RM5.50 – RM9.50 per sq ft while concluded rentals continue to remain lower by 5% to 10%.
- It is expected that prime office rentals would remain stable over the next 6 to 12 months.
- With signs of market recovery largely attributable to the introduction of various fiscal stimuli and monetary measures as well as initiatives to liberalise the local service sector, rentals were seen to stabilise in first quarter 2010. In the event that demand for office space softens as a result of large influx of office supply or adverse economic condition, the current rentals of properties located within the KLCA area particularly those around KLCC area are likely to be stable due to scarcity of land.

# KLCA & Cyberjaya Office Market Outlook

## ❑ **Cyberjaya office market outlook is expected to improve**

(extracted from the report prepared by CH Williams Talhar & Wong Sdn Bhd dated 31 Dec 2010)

- Existing supply of office space in Cyberjaya / Putrajaya increased by 19.4% since year end of 2009 resulting in a cumulative supply of 5.534 million sq ft in third quarter of 2010. As a result of the increase in office space in Cyberjaya / Putrajaya, occupancy rate during the third quarter of 2010 registered an average of 78.8%, reflecting a reduction of 10.2% from the occupancy reported at end of 2009.
- Despite the dreary response towards the office market, demand reflected during the first three quarters of 2010, the outlook for office sector in Cyberjaya / Putrajaya within the next six to twelve months is expected to improve due to the marginal tight supply of office buildings along with the support from several attractive new commercial developments to spur population and workforce to the area and indirectly induce organization growth within the area.

# Retail Market Outlook

## ❑ **Prospect for retail sector in Penang is expected to be stable**

(extracted from the report prepared by CH Williams Talhar & Wong Sdn Bhd dated Jan 2011)

- The overall occupancy rate of retail complexes in Penang State stood at approximately 67% as at 3<sup>rd</sup> quarter of 2010. However, full occupancies were observed at Giant, Tesco, Tesco Extra, Sunshine Square, Sunshine Farlim and Gama Supermarket as these complexes are mainly occupied by single major retailers.
- As the retail property market in Penang is expected to continue facing testing times in the future, a sustainable national and state economic growth will play an important role in maintaining promising prospects for the retail property market. The campaign for Visit Penang Year 2010 – 2012 which was launched by Penang State Government is a major catalyst for the retail sector by promoting Penang as a preferred tourist destination.
- The short term outlook within the next one year is expected to be stable with some positive upside. Investors of retail accommodation however can expect to face increasing competition for tenants when new space comes into the market in the year 2011.

# Conclusion



# In Summary

## Financial Year Ended 31 Dec 2010

- FY 2010 declared DPU of 8.03 sen, increased by 4.56% from previous year.
- Revaluation gains of RM21.068 million from investment properties.
- Successfully redeemed existing RM8 million MTN due in Dec 2010 with a new RM8 million MTN to expire in Sept 2013.
- Successfully renewed all tenancy due in 2010.

## Year 2011 Prospects - Moving Forward

- Continue to be driven by stable income contribution from existing tenants with continual focus on improvement on buildings and tenant relations
- Continue to explore yield accretive acquisition opportunities.
- Prudent capital management and active asset management strategies

# Thank You

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