



Hektar REIT is Malaysia's first retail-focused REIT with the objectives of providing its unitholders a defensible income distribution and increasing the long term value of the REIT. The REIT's cornerstone investor is Frasers Centrepoint Trust, part of the Fraser & Neave Group, headquartered in Singapore. Hektar REIT is managed by Hektar Asset Management Sdn. Bhd., a part of the Hektar Group. The Hektar Group was formed with a vision to develop world-class shopping centres for Malaysian consumers, based on international best practices.

**Creating The Places Where People Love to Shop.**

## Income Stability

Portfolio Occupancy  
(FY 2010)

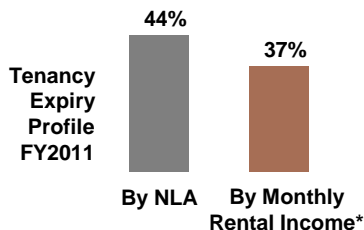
**95.5%**

Property Value  
(RM)

**752 million**

FY = Financial Year

Hektar's portfolio has ~318 tenancies. FY'11 tenancy expiries account for ~37% of monthly rental income



\*Based on monthly rental income for December 2010

## Quality Assets

Hektar's Portfolio consists of quality **neighbourhood-focused** shopping centres throughout Malaysia

SUBANG PARADE

MAHKOTA PARADE

WETEX PARADE

Net Lettable Area

**1.1 million**  
sq ft

Market Catchment<sup>1</sup>

**1.3 million**  
residents

Number of Tenancies<sup>2</sup>

**318**

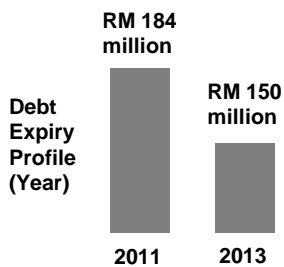
Visitor Traffic

**20.2 million**

As at 31 December 2010. <sup>1</sup> MRP Surveys (2007-8) <sup>2</sup> NLA Tenants

## Secure Financing

Hektar's financing is fixed-term tenure annual floating rate debt in 2 tranches



Weighted Average Cost of Debt

**3.71%\***

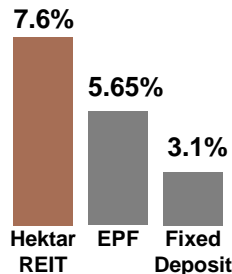
Gearing Ratio

**43%**

\* As at 31 December 2010

## High Yield

Hektar REIT offers a **7.6% yield** based on FY2010 dividend



FY 2010 Dividend Per Unit  
**10.30 sen**

Net Asset Value  
**RM1.32**

Sources: Bloomberg. Hektar REIT yield based on closing price of RM1.35 on 31 December 2010 and FY10 DPU of 10.30 sen.

## Selected Financial Data

**Financial Period Ended**  
(Unaudited) In RM '000

	FY2010	FY2009	Change
Revenue	90,873	87,712	+3.6%
Direct Cost & Property Expenses	(35,530)	(34,688)	+2.4%
Net Property Income (NPI)	55,343	53,024	+4.4%
Interest Expense	(10,149)	(11,945)	-15.0%
Net Income	39,184	37,136	+5.5%
Earnings Per Unit (EPU) (sen)	12.24	11.61	+5.5%
Dividend Per Unit (DPU) (sen)	10.30	10.30	0.0%

**Balance Sheet**

(Unaudited) In RM '000

	FY2010
Total Assets	782,439
Total Liabilities	360,977
Total Borrowings	334,000
Gearing Ratio	42.7%
No. of Units in Circulation ( '000 Units)	320,001
Net Asset Value (NAV), RM Per Unit	1.32

**Stock Information**

	FY2010
Bursa Malaysia	Main Market
Short Name	HEKTAR
Stock Code	5121
Bloomberg	HEKTMK
52-Week Range (RM)	1.13 – 1.35

## Contact HEKTAR

Investor Relations

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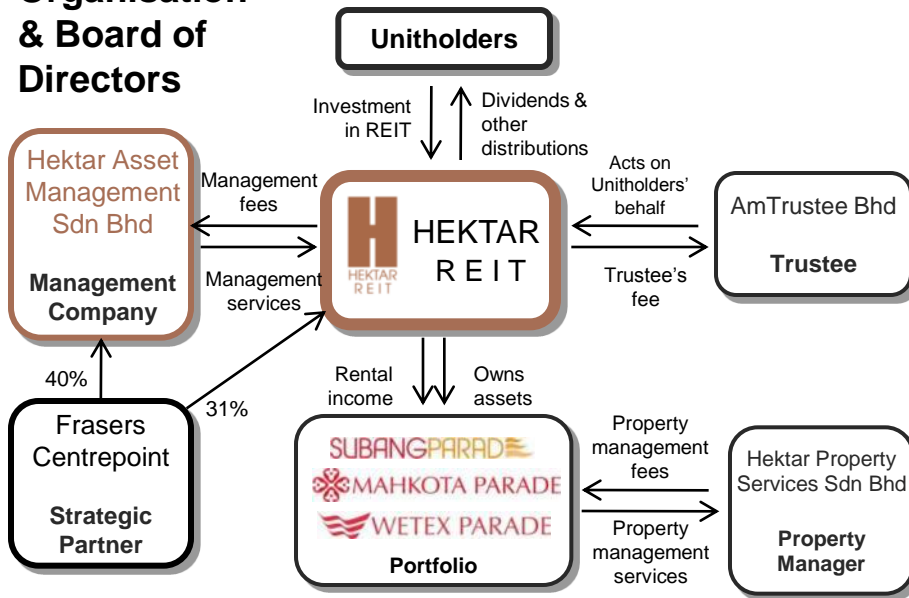
[www.HektarREIT.com](http://www.HektarREIT.com)



# Hektar Real Estate Investment Trust

2010 Year in Review

## Organisation & Board of Directors



"Hektar REIT enters its fifth year as a listed entity, capping a track record of four years of positive results. Our shoppers visit our properties on a daily basis, our retailers are business partners for years and our buildings are expected to last generations. With this perspective, Hektar's management is committed to enhancing the values of these assets over the long term horizon."

Read the full Letter to Unitholders Online

Versi Bahasa Malaysia boleh dibaca di laman web





請在網上閱讀單位信託持有者信件(中文版)

➔ [www.HektarREIT.com](http://www.HektarREIT.com)

## Portfolio



-  **Dato' Jaafar bin Abdul Hamid**  
Chairman & CEO  
Formerly MD, UEM; Chairman, Costain Group Plc (UK)
-  **Zaila binti Mohd Toon**  
Executive Director & CFO  
Formerly CIMA (UEM), Park May Bhd
-  **Dr Chew Tuan Chiong**  
Non-Executive Director  
Chief Executive Officer of Fraser's Centrepoint Asset Management
-  **Christopher Tang Kok Kai**  
Non-Executive Director  
Chief Executive Officer of Fraser's Centrepoint Commercial
-  **Shahril Kassim**  
Non-Executive Director  
Formerly IBM / Mesiniaga Bhd, HeiTech Padu

-  **Dato' Syed Amin Aljefri**  
Independent Non-Executive Director  
Principal, AljefriDean
-  **Dato' Robert Lim**  
Independent Non-Executive Director  
Formerly Partner, Ernst & Young
-  **Philip Eng Heng Nee**  
Independent Non-Executive Director  
Chairman, Fraser's Centrepoint Asset Management Ltd
-  **Jack Lam Juck Ngai**  
Alternate Director to Christopher Tang  
Deputy CEO, Fraser's Centrepoint Asset Management, Ltd.

ICSC Asia Shopping Centre Awards 2008, 2009 & 2010



**SUBANG PARADE**



**MAHKOTA PARADE**



**WETEX PARADE**



	State	Selangor	Melaka	Johor
Land Area (Tenure)		10 acres (Freehold)	13 acres (Leasehold until 2101)	1.2 acres (Freehold)
Description		3 Floors Retail + Basement	3 Floors Retail + Basement	5 Floors Integrated Retail and Hotel Development
Gross Built-Up Area <sup>1</sup>		1,146,456 sq feet	1,008,669 sq feet	281,590 sq feet
Net Lettable Area <sup>1</sup>		476,577 sq feet	461,067 sq feet	162,016 sq feet
Primary Trade Area <sup>2</sup>		833,538 within 15 minutes drive	350,000 within 15 minutes drive	154,000 within 10km radius
Visitor Traffic (2010)		7.5 million	7.2 million	5.5 million
Occupancy <sup>1</sup>		94.8%	96.1%	95.6%

<sup>1</sup> As at 31 December 2010. <sup>2</sup> MIRP (2007/8).

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