

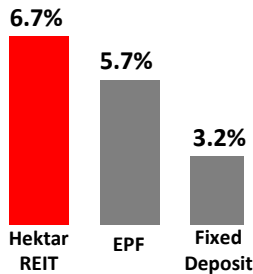


Hektar REIT is Malaysia's first retail-focused REIT with the objectives of providing its unitholders a defensible income distribution and increasing the long term value of the REIT. The REIT's cornerstone investor is Frasers Centrepoint Trust, part of the Fraser & Neave Group, headquartered in Singapore. Hektar REIT is managed by Hektar Asset Management Sdn. Bhd. 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.**

## High Yield

Hektar REIT offers a **6.7% yield** based on FY2016 dividend



DPU Trend since IPO

**At least maintain or increase y-o-y**

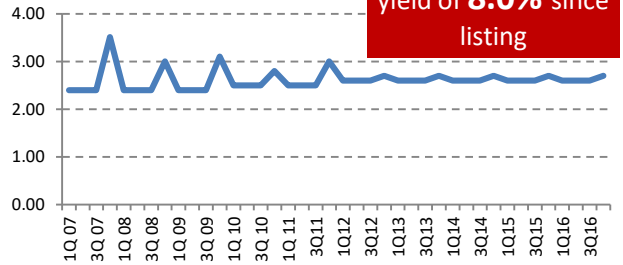
Unit Price

2 January 16 RM 1.52  
30 December 16 RM 1.56

Capital Gain FY16 2.6%

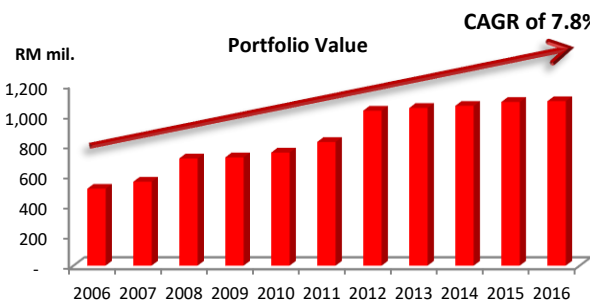
Sources: Bloomberg. Hektar REIT yield based on closing price of RM1.56 on 30 December 2016 and FY16 DPU of 10.50 sen.

## Undisrupted Quarterly Distribution



## Value Creation

Steady track record of **value creation** since IPO.



Figures as at 31 December each year, except for 2006, which was recorded as at 4 December 2006 (IPO).

## Quality Assets

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

SUBANG PARADE MAHKOTA PARADE WETEX PARADE CENTRAL SQUARE LANDMARK CENTRAL

Net Lettable Area  
**1.8 million sq ft**

Market Catchment<sup>1</sup>  
**3.0 million residents**

Number of Tenancies<sup>2</sup>  
**450**

Visitor Traffic  
**30.1 million**

As at 31 December 2016.

<sup>1</sup> Spectrum Research Asia Survey, Dec 2012 <sup>2</sup> NLA Tenants



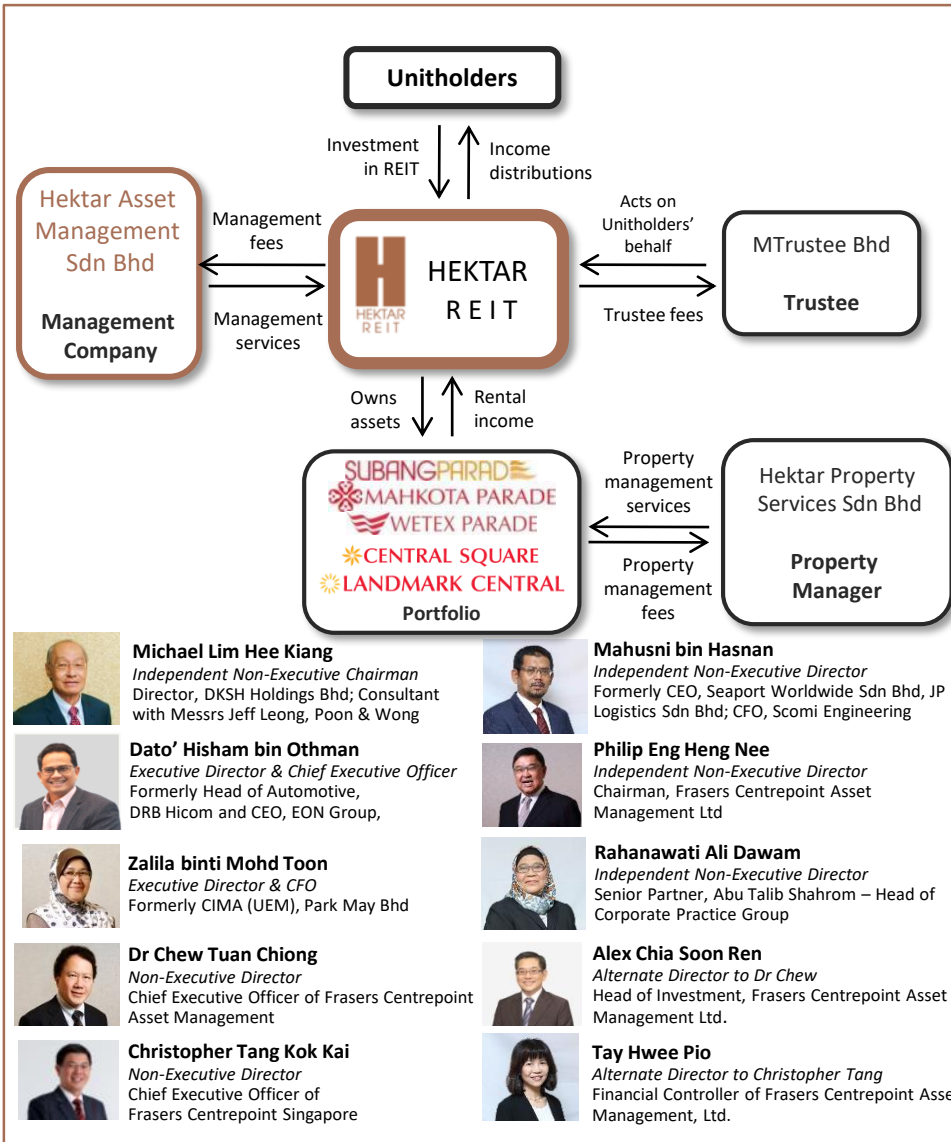
State	Selangor	Melaka	Johor	Kedah	Kedah
Title	Freehold	Leasehold (2101)	Freehold	Freehold	Freehold
Primary Trade Area <sup>1</sup>	1,834,000	382,200	201,600	406,870	181,195
NLA, Retail (sf)	507,150	519,542	159,056	311,230	281,388
Tenancies	122	115	76	70	67
Occupancy <sup>2</sup>	93.0%	96.4%	100.0%	96.6%	98.9%
Visitor Traffic FY2016	9.2 million	9.4 million	4.6 million	3.9 million	3.0 million
Purchase Price (RM)	280.0 million	232.0 million	117.5 million	83.0 million	98.0 million
Valuation (RM) <sup>2</sup>	427.2 million	322.4 million	135.2 million	95.7 million	112.0 million
Gross Revenue FY2016 (RM)	49.0 million	40.2 million	13.6 million	10.3 million	11.5 million
Net Property Income (NPI) FY2016 (RM)	31.5 million	22.2 million	8.1 million	5.8 million	6.7 million

<sup>1</sup> Spectrum Research Asia Survey (Independent Research, December 2012), measured based on 20-minutes drive radius.

<sup>2</sup> NLA lots only.

<sup>3</sup> As at 31 December 2016.

# Hektar Real Estate Investment Trust



**Michael Lim Hee Kiang**  
Independent Non-Executive Chairman  
Director, DKSH Holdings Bhd; Consultant  
with Messrs Jeff Leong, Poon & Wong



**Mahusni bin Hasnan**  
Independent Non-Executive Director  
Formerly CEO, Seaport Worldwide Sdn Bhd, JP  
Logistics Sdn Bhd; CFO, Scomi Engineering



**Dato' Hisham bin Othman**  
Executive Director & Chief Executive Officer  
Formerly Head of Automotive,  
DRB Hicom and CEO, EON Group,



**Philip Eng Heng Nee**  
Independent Non-Executive Director  
Chairman, Frasers Centrepoint Asset  
Management Ltd



**Zalila binti Mohd Toon**  
Executive Director & CFO  
Formerly CIMA (UEM), Park May Bhd



**Rahanawati Ali Dawam**  
Independent Non-Executive Director  
Senior Partner, Abu Talib Shahrom – Head of  
Corporate Practice Group



**Dr Chew Tuan Chiong**  
Non-Executive Director  
Chief Executive Officer of Frasers Centrepoint  
Asset Management



**Alex Chia Soon Ren**  
Alternate Director to Dr Chew  
Head of Investment, Frasers Centrepoint Asset  
Management Ltd.



**Christopher Tang Kok Kai**  
Non-Executive Director  
Chief Executive Officer of  
Frasers Centrepoint Singapore



**Tay Hwee Pio**  
Alternate Director to Christopher Tang  
Financial Controller of Frasers Centrepoint Asset  
Management, Ltd.

## Our Portfolio



## Diversified Portfolio

### Award Winning Assets

ICSC Asia  
Shopping  
Centre  
Awards 2008,  
2009 & 2010



### Stock Information

	FY2016
Bursa Malaysia	Main Market
Short Name	HEKTAR
Stock Code	5121
Bloomberg	HEKT MK
52-Week Range (RM)	1.48 – 1.70

### Contact HEKTAR

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### 2016 Year in Review

"2016 marked the 10<sup>th</sup> anniversary of Hektar REIT as a public listed real estate investment trust on Bursa Malaysia. Hektar REIT has shown a decade of stability, providing unitholders with solid performance and undisrupted quarterly income distributions."

Micheal Lim Hee Kiang, Independent Non-Executive Chairman

[Read the full Letter to Unitholders Online](#)

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