



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

6.7%

Hektar REIT

5.7%

EPF

3.2%

Fixed Deposit

DPU Trend since IPO

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

Unit Price

2 January 16 RM 1.52

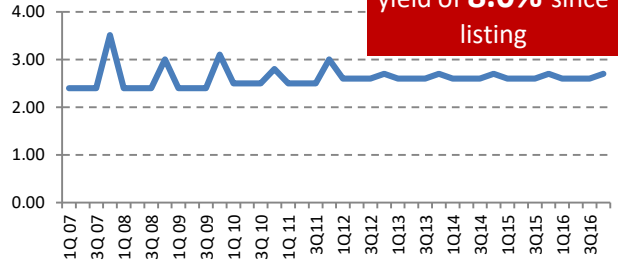
30 December 16 RM 1.56

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

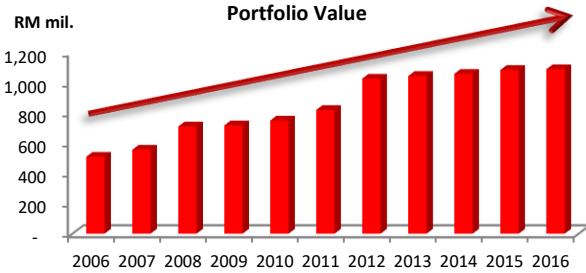
Average distribution yield of **8.0%** since listing



## Value Creation

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

**CAGR of 7.8%**



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



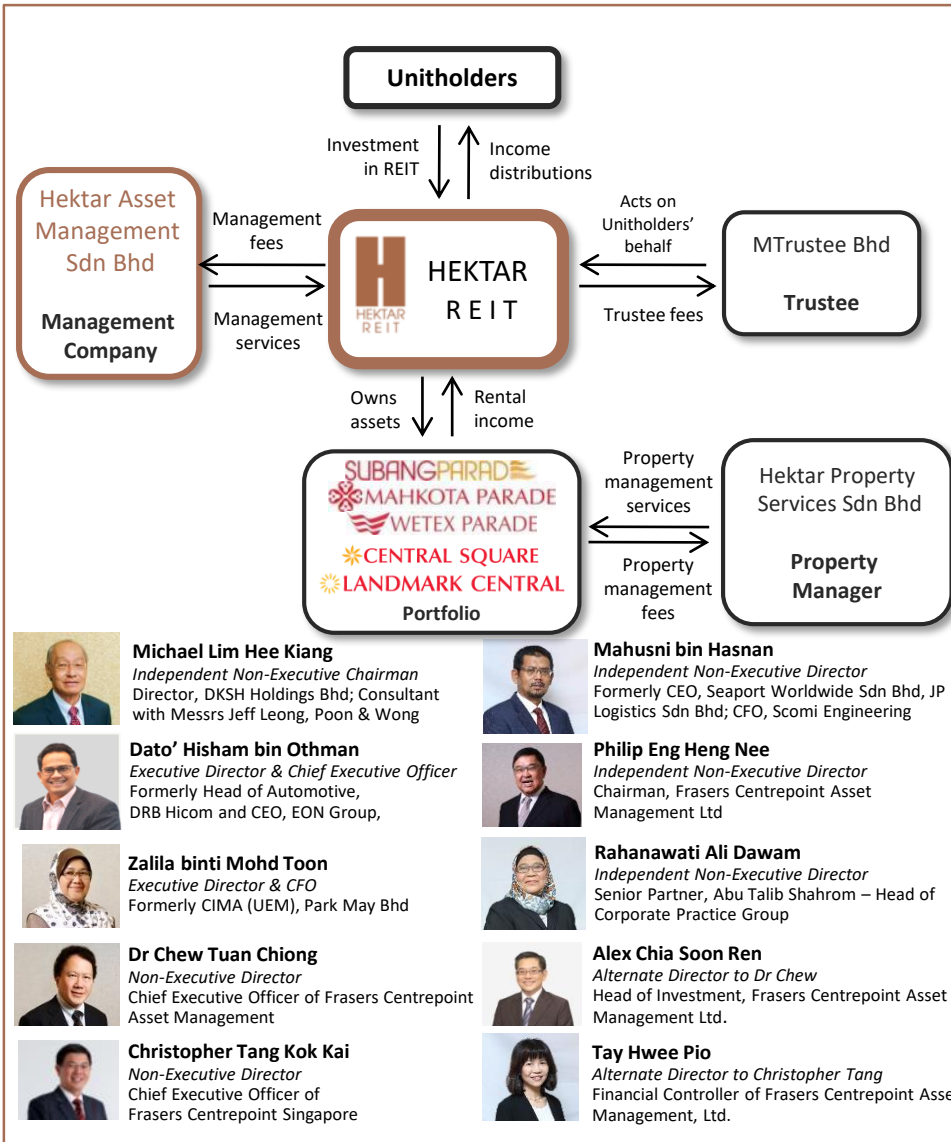
| State                                 | Selangor      | Melaka           | Johor         | Kedah        | Kedah         |
|---------------------------------------|---------------|------------------|---------------|--------------|---------------|
| Title                                 | Freehold      | 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

Investor Relations  
**Hektar Asset Management Sdn Bhd**  
D1-U3-10, Block D1,  
Solaris Dutamas,  
No. 1, Jalan Dutamas 1,  
50480 Kuala Lumpur,  
MALAYSIA

+6 03 6205 5570

+6 03 6205 5571

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

### 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](#)

**DISCLAIMER:** The material that follows above is a presentation of general background information about the activities of the Hektar Group (including Hektar REIT any other affiliates) as at the date of this Presentation. The information contained herein is given in summary form solely to provide an understanding of the business of the Hektar Group and does not purport to be complete. You should conduct your own investigation and analysis of the Hektar Group and other data contained in this Presentation. It is not intended to be relied upon as advice for investment or invitation to invest in the Hektar Group or an evaluation of the Hektar Group. No representation, warranty, express or implied, is made and no reliance should be placed on the accuracy, fairness or completeness of the information contained herein. This presentation may contain forward-looking statements that involves risks and uncertainties. Actual future results may vary materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. You are cautioned not to place undue reliance on these forward-looking statements, which are based on Hektar Group's current view of future events. Whilst we have used our best endeavour and exercised reasonable diligence in collating information from public domain, we have not independently verified the accuracy of such information. Hektar Group and its affiliates or any of its directors, officers and employees shall not accept any responsibility for any errors or omission in this Presentation and shall not be liable for any loss or other consequence of any reliance upon the whole or any part of the contents of this Presentation thereon.