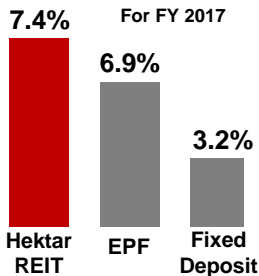




Hektar REIT is Malaysia's first retail-focused REIT with the objectives of providing its unitholders a defensible income distribution and increasing the long term value of the REIT. The REIT's cornerstone investor is Frasers Centrepoint Trust, part of the Fraser & Neave Group, headquartered in Singapore. Hektar REIT is managed by Hektar Asset Management Sdn. Bhd. and was formed with a vision to own world-class shopping centres in Malaysia, based on international best practices. The REIT's strategy is to focus on retail assets in underserved markets across Malaysia, to create lifestyle places where people love to shop, dine and play.

## High Yield

Hektar REIT offers a **7.4% yield** based on FY2017 dividend



### Unit Price

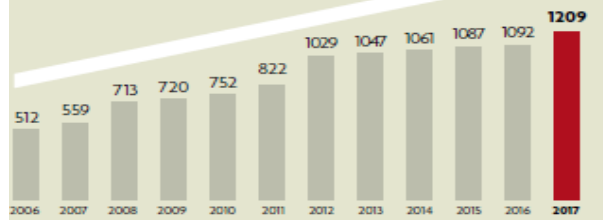
IPO	RM 1.05
31 December 17	RM 1.30
NAV	RM 1.40

Sources: Bloomberg. Hektar REIT yield based on closing price of RM1.30 as at 31 December 2017 and FY17 DPU of 9.60 sen.

## VALUE CREATION

Steady track record of **value creation** since IPO (RM million).

**CAGR\* of 8.1%**



\* 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 mainly **neighbourhood-focused** shopping centres throughout Malaysia.

### Market Catchment<sup>1</sup>

**3.0 million** residents

### Number of Tenancies<sup>2</sup>

**520**

### Net Lettable Area

**2.0 million** sq ft

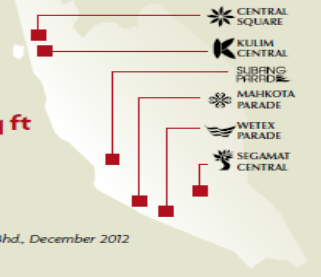
### Visitor Traffic

**29.4 million**

<sup>1</sup> Source: Spectrum Research Asia Sdn. Bhd., December 2012 (Independent Research).

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

\* As at 31 December 2017

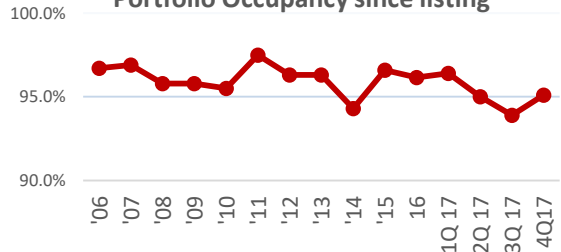


Portfolio Occupancy (Dec 2017)  
**95.1%**

## Stable Portfolio

**Average 95% occupancy** since 2006

### Portfolio Occupancy since listing



\* Figures as at 31 December each year



State	Selangor	Melaka	Johor	Kedah	Kedah	Johor
Title	Freehold	Leasehold*	Freehold	Freehold	Freehold	Leasehold**
Primary Trade Area <sup>1</sup>	1,834,000	382,200	201,600	406,870	181,195	n/a
NLA – Retail (sq ft)	513,251	519,542	159,056	311,230	299,613	210,730
Tenancies	122	113	76	66	78	65
Occupancy (%) <sup>2</sup>	90.9	96.1	100.0	95.3	98.2	94.7
Visitor Traffic FY2017 (million) <sup>3</sup>	9.9	9.1	4.4	3.8	2.2	n/a
Purchase Price (RM million)	280.0	232.0	117.5	83.3	98.0	106.1
Valuation (RM million)*	426.0	321.0	135.5	96.0	110.0	106.1
Gross Revenue FY2017 (RM million)	46.7	40.2	13.5	10.3	11.3	3.6
Net Property Income (NPI) FY2017 (RM million)	29.8	21.8	8.2	5.5	6.2	2.2

<sup>1</sup> Spectrum Research Asia Sdn. Bhd., December 2012 (Independent Research).

<sup>2</sup> As at 31 December 2017.

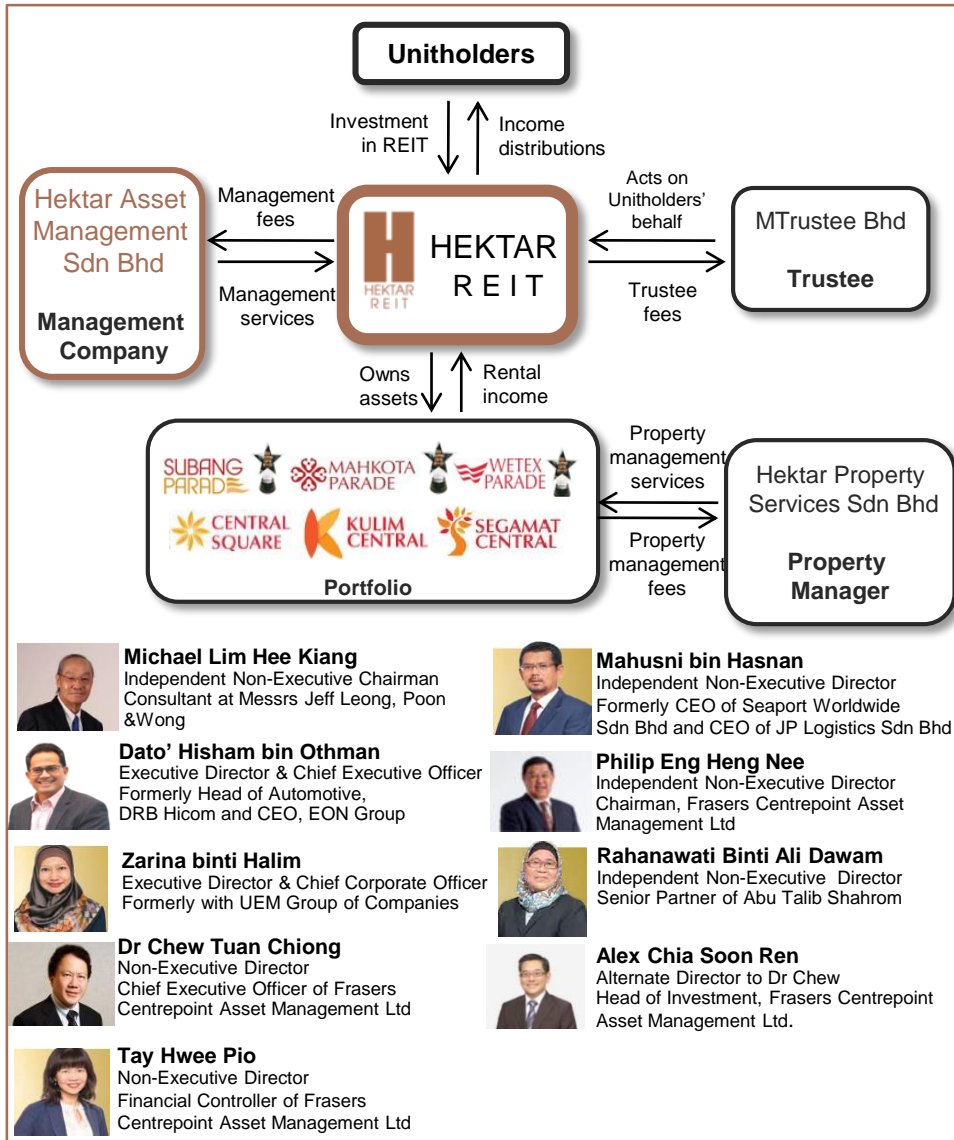
<sup>3</sup> Installation of upgraded footfall system for Kulim Central is underway to capture traffic at new entrances into the shopping centre. Footfall system for Segamat Central was installed only in late December 2017.

\* Valuation for Subang Parade, Mahkota Parade, Wetex Parade, Central Square and Kulim Central were as of 30 September 2017. Valuation for Segamat Central was as of 22 June 2017.

\* Until 2017.

\*\*Until 2016.

# Hektar Real Estate Investment Trust



**Michael Lim Hee Kiang**  
Independent Non-Executive Chairman  
Consultant at Messrs Jeff Leong, Poon & Wong



**Mahusni bin Hasnan**  
Independent Non-Executive Director  
Formerly CEO of Seaport Worldwide Sdn Bhd and CEO of JP Logistics Sdn Bhd



**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



**Zarina binti Halim**  
Executive Director & Chief Corporate Officer  
Formerly with UEM Group of Companies



**Rahanawati Binti Ali Dawam**  
Independent Non-Executive Director  
Senior Partner of Abu Talib Shahrom



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



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



**Tay Hwee Pio**  
Non-Executive Director  
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

	FY2017
Bursa Malaysia	Main Market
Short Name	HEKTAR
Stock Code	5121
Bloomberg	HEKT MK
52-Week Range (RM)	1.16 – 1.63

## Contact HEKTAR

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### 2017 Year in Review

"Hektar REIT continues to maintain its 11-year track record of uninterrupted distribution since the IPO in 2006. As at 31 December 2017, revenue stood at RM125.5 million, an increase compared to the same period in the preceding year. With the commitment of delivering sustainable distribution and continuous growth in total return to unitholders, the Management has succeeded in distributing a total of almost RM411 million between 2006 and 2017, including final distributions for 2017." [Read the full Letter to Unitholders Online](#)

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