

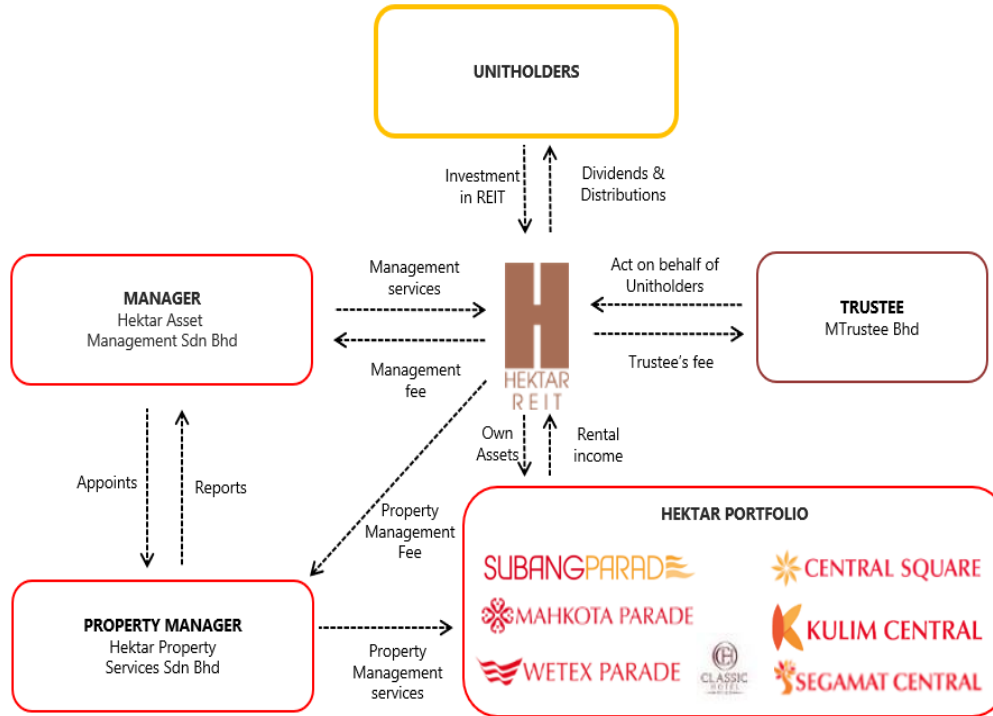


HEKTAR REAL ESTATE INVESTMENT TRUST

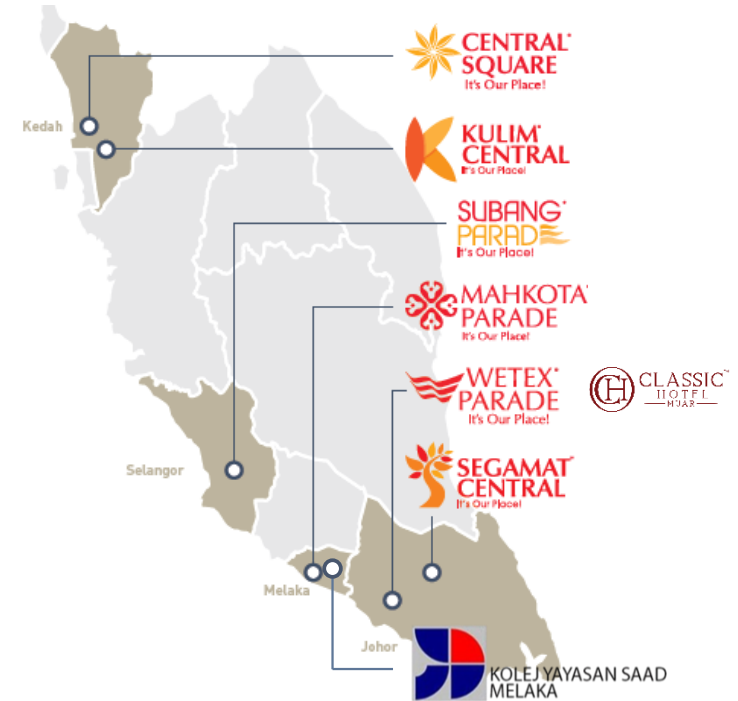
1Q25 Results Presentation

28 May 2025

ORGANISATION



GEOGRAPHICALLY WELL-DIVERSIFIED



DISCLAIMER: The material that follows is a presentation of general background information about the activities of Hektar REIT (including Hektar REIT's 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 Hektar REIT and does not purport to be complete. You should conduct your own investigation and analysis of Hektar REIT and other data contained in this Presentation. It is not intended to be relied upon as advice for investment or invitation to invest in Hektar REIT or an evaluation of Hektar REIT. 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 REIT'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 REIT 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. The past performance of Hektar REIT is not necessarily indicative of the future performance of Hektar REIT.

Table of Contents

- 01** Financial & Portfolio Highlights
- 02** Portfolio Performance
- 03** Portfolio Updates
- 04** 2025 Key Initiatives



Financial Highlights



Financial & Operational Summary

Financial Performance (1Q2025) vs Previous Year (1Q2024)

Gross Revenue	RM30.9 million (+8.4% Y-o-Y)
Net Property Income	RM15.0million (+4.4% Y-o-Y)
Realised Net Income	RM4.2 million (-18.2% Y-o-Y)
Debt Maturity Profile	90.5% of Debt maturing from 2028 onwards
Effective Cost of Debt	4.96% (FY2024: 5.03%)
Gearing	42.1% (FY2024: 41.7%)

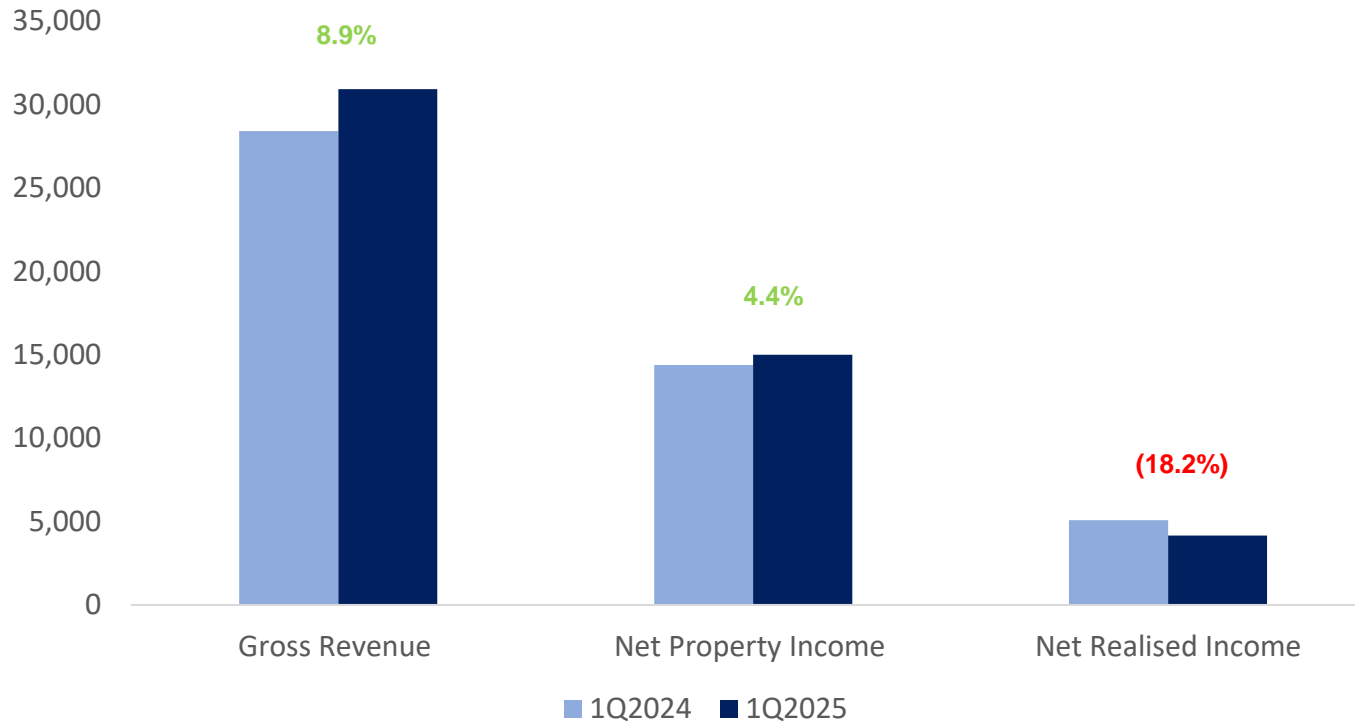
Operational Performance as at 31 March 2025

Portfolio Committed Occupancy:	85.6% (FY2024: 84.0%)
Visitor Traffic:	5.6 million (+1.4% Y-o-Y)
Rent Reversions:	+4.4% (FY2024: +5.7%)
Expiry Profile:	36.0% of NLA expiring in 2025



Performance Summary 1Q25

1Q25: Jan- Mar 2025



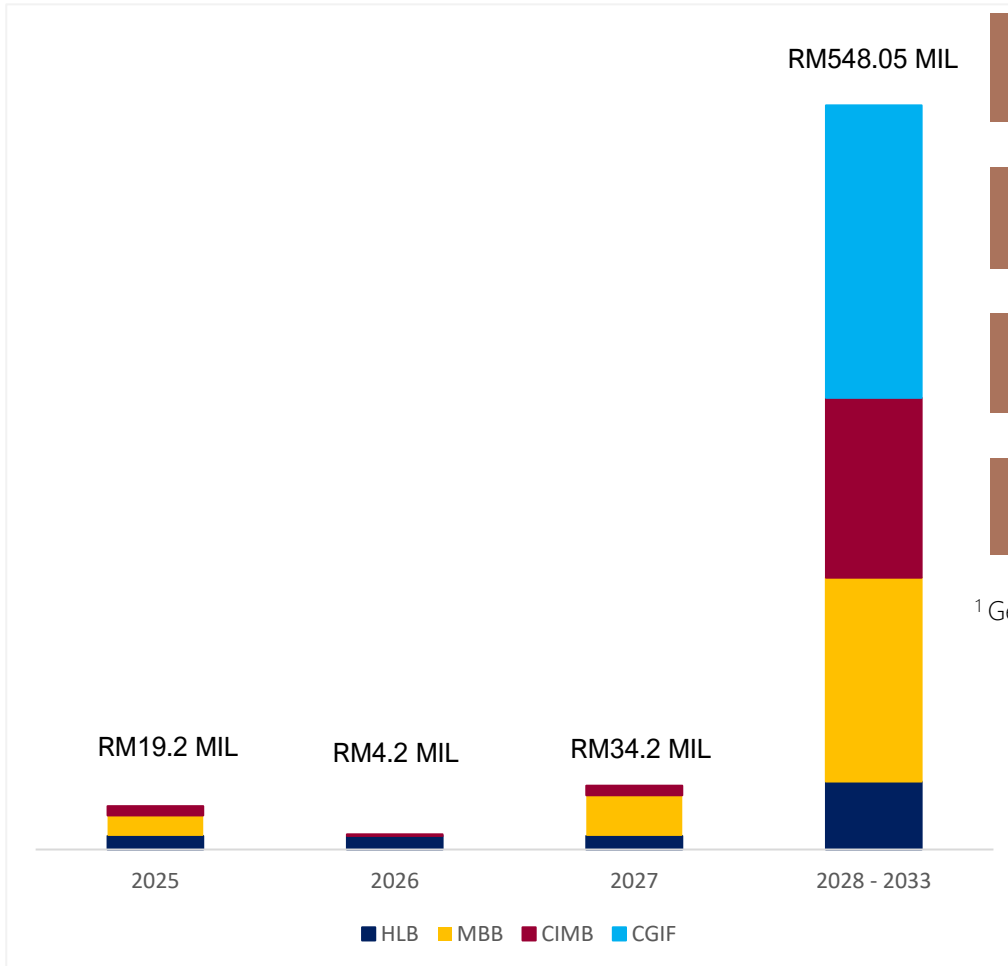
- The net property income increased by 4.4% due to higher revenue recorded in the current quarter driven by income recognition from the newly acquired education asset of KYS college in Q32024.
- Lower net realised income recorded due to higher expenses in the current quarter and higher income recorded in prior year from the placement of funds.

EXPIRY PROFILE

2025-2033

DEBT SUMMARY

As at 31 March 2025



Total Debt

RM605.65 million
[FY2024: RM598.3 million]

Effective Cost

4.96%
[FY2024: 5.03%]

Gearing Ratio

42.12%
[FY2024: 41.72%]

Interest Cover

1.55 times
[FY2024: 1.66 times]

¹ Gearing ratio calculated by financing liabilities over Gross Asset Value (GAV).

Income Statement 1Q25

Income Statement 1Q25	As at 31.03.2024 (RM '000)	As at 31.03.2025 (RM '000)	Variance (%)
Revenue	28,406	30,932	8.9%
Direct Cost & Property Expenses	(14,024)	(15,924)	(13.5%)
Net property income (NPI)	14,382	15,008	4.4%
Income from Fund Placement & Others	890	532	(67.3%)
Administrative Expenses	(2,948)	(3,540)	(20.1%)
Reversal Gain / (Impairment loss) on trade receivables	16	(329)	(>100%)
Finance Cost	(7,257)	(7,512)	(3.5%)
Realised income before taxation	5,083	4,158	(18.2%)
Weighted Number of Units	589.84m	709.29m	

Balance Sheet 1Q25

Balance Sheet	As at 31.12.2024 (RM '000)	As at 31.03.2025 (RM '000)
Non-current Assets		
Investment properties	1,386,500	1,386,500
Plant & Equipment	469	438
Capital work in progress	5,144	5,768
	<u>1,392,113</u>	<u>1,392,706</u>
Current Assets		
Trade receivables	4,787	8,035
Other receivables, deposits and prepayments	18,497	25,969
Cash and bank balances	18,626	11,281
	<u>41,910</u>	<u>45,285</u>
TOTAL ASSETS	1,434,023	1,437,992
Non-Current Liabilities		
Tenancy deposits	26,698	29,234
Deferred tax liability	31,554	31,554
Bank borrowings	579,073	586,450
	<u>637,324</u>	<u>647,238</u>
Current Liabilities		
Trade payables	9,033	11,370
Other payables and accruals	23,896	20,445
Tenancy deposits	2,468	2,346
Bank borrowings	19,200	19,200
	<u>54,598</u>	<u>53,361</u>
TOTAL LIABILITIES	691,922	700,599
NET ASSET VALUE	742,101	737,393
Financed by:		
Unitholders' capital	632,445	632,445
Retained earnings-realised	46,817	42,110
Retained earnings-unrealised	62,839	62,838
TOTAL UNITHOLDERS' FUND	742,101	737,393

Unit Statistics

As at 31 Mar 2025

No. of Unit

709,286,684

Net Asset Value
Per Unit

RM1.0396

Unit Price

RM0.485

Market
Capitalisation

RM344.0 million

Portfolio Performance

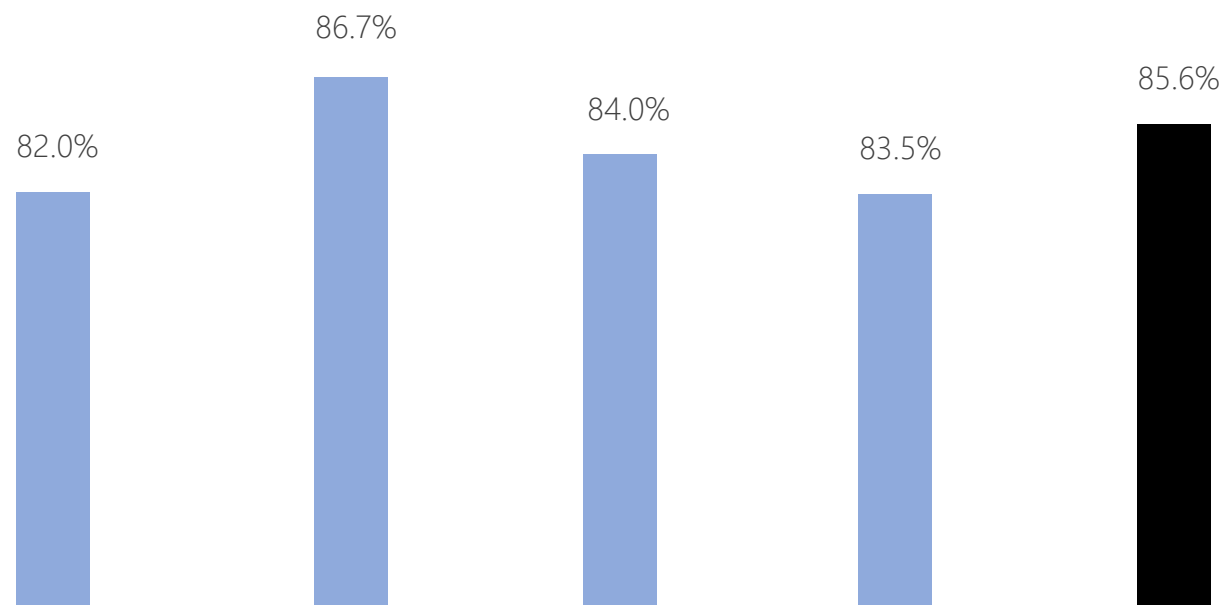
Committed Occupancy at 85.6% ►

Positive Rental Reversion of 4.4% in 1Q2025 ►

Increased Footfall at 5.6 million (▲ 1.4% Y-O-Y) for 1Q2025 ►



- Previous Occupancy
- Actual Occupancy 1Q25
- Committed Occupancy 1Q25



Occupancy	FY22	FY23	FY24	1Q25	CO
Subang Parade	70.3%	74.3%	84.1%	84.1%	85.9%
Mahkota Parade	86.9%	93.8%	98.2%	97.1%	97.1%
Wetex Parade	88.1%	97.6%	96.5%	96.5%	96.5%
Central Square	82.3%	87.1%	71.7%	69.5%	80.6%
Kulim Central	96.4%	96.9%	83.9%	84.4%	84.4%
Segamat Central	73.7%	76.6%	58.4%	58.4%	58.7%
Portfolio Average	82.0%	86.7%	84.0%	83.5%	85.6%

1Q25 rental reversions at **4.4%** against previous rent.

- 24 new/renewed tenancies consisting of **10.0%** of total NLA expiring in 2025 in 1Q2025.
- Positive reversions were observed at all malls, except for Kulim Central due to the anchor tenant reviewing strategy and transitioning of tenancies.

Quarter Ended 31 st March 2025	No. of New Tenancies / Renewals	NLA (sq ft)	% of Total NLA	% Increase / (Decrease) Over Previous Rent Rates
Subang Parade	8	17,017	3.3%	1.3%
Mahkota Parade	6	13,225	2.5%	18.5%
Wetex Parade	4	3,068	1.8%	3.1%
Central Square	1	234	0.1%	6.6%
Kulim Central	2	30,926	10.5%	-11.4%
Segamat Central	3	9,020	4.0%	25.4%
Total/Average	24	73,490	3.6%	4.4%

Tenancies expiry well distributed

- Tenancies expiry is evenly distributed based on normal 3 years tenancy term.
- 734,739 sq. ft or about / **36.0%** of total NLA expiring in 2025 of which 73,490 sq. ft / **10.0%** has been renewed/added as of 31 March 2025.

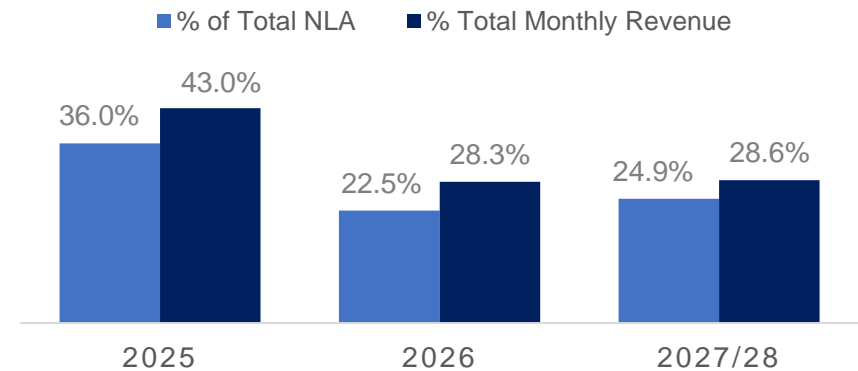
PORTFOLIO TENANCY EXPIRY PROFILE 2025-2027

	Number of Tenancies Expiring	Expiring NLA (Sq. Ft.)
2025	212	734,739
2026	105	458,747
2027/28	82	507,764
Total	399	1,701,250

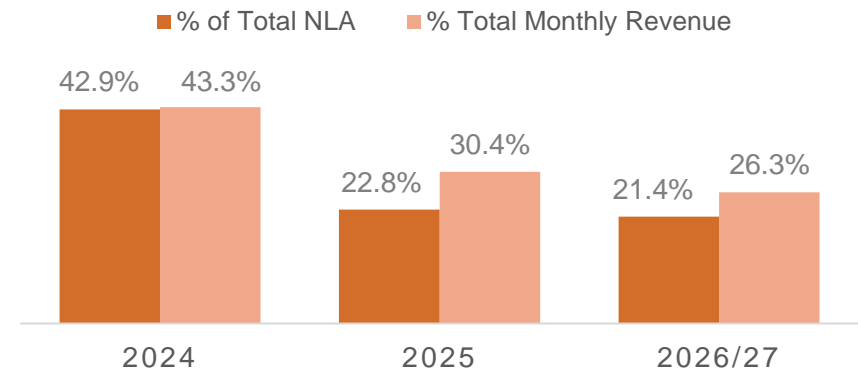
Notes:-

- Based on the total Net Lettable Area (NLA) of 2,041,887 sq. ft. as at 31 March 2025
- Based on monthly rental income for Mar 2025. Figures may not round to 100% due to misc. Items.
- Kolej Yayasan Saad Melaka has been excluded in the calculation above. For reference, it has a remaining 28.5-year lease expiry.

Portfolio Lease Expiry Profile 1Q2025



Portfolio Lease Expiry Profile 1Q2024





Mercato, Kulim Central



Premium Store, Kulim Central



Potato Corner, Kulim Central



Revital Wellness Centre, Segamat Central



Pickle Paradise, Central Square



Lil Ninjas Dojo, Subang Parade



TS Concept Store, Segamat Central



Oh! Some, Mahkota Parade



Fencing Challenge 2025,
Subang Parade



Subang Jaya Half Marathon,
Subang Parade



Love in Smash: Pickleball Experience,
Mahkota Parade



The Kuan's CNY Performance,
Mahkota Parade



New Year Fun Run,
Kulim Central



Toyota Vios Day,
Segamat Central



CNY CSR, Mahkota Parade



Charity Contribution for Underprivileged Kids, Subang Parade



Raya CSR, Mahkota Parade



Manisnya Raya Bersama Kanak-Kanak Asnaf, Central Square



Berbuka Puasa & Duit Raya Giveaway to Orphanage, Classic Hotel

2025 Key Initiatives



Energy Saving Initiatives (Solar Panel)

- Hektar REIT partners with Samaiden (PLC – listed in Bursa) for 20-Year Zero-Capex Solar Initiatives across Portfolio.
- Installation and commissioning by 4Q25.



Transaction Details

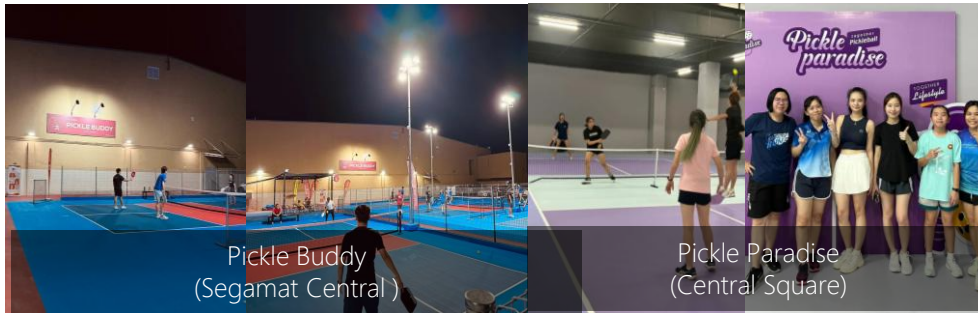
Data	Details
Type of Agreement	Zero Capex Model PPA
Upfront Cost	Zero
Total Solar Capacity	5.0 MW / ~5,013 KwP
Average Operation Savings	RM 2.05 million per annum (8.67% of current utilities bill) Total expected savings of RM 41 mil
Coverage of Assets	<ol style="list-style-type: none"> 1. Subang Parade 2. Mahkota Parade 3. Kulim Central 4. Central Square 5. Segamat Central

Strategic Leasing Initiatives

Leisure / Entertainment, Edutainment, Sport & Fitness

Emphasis on Fitness centres / Yoga / Pilates /Enrichment centres/ Indoor Theme Park /Sports facilities that are ideal for target demography
Creating a catalyst for the community on being a strong crowd pullers for visitor footfall.

New Tenant : Pickle Buddy (Segamat Central) , Pickle Paradise (Central Square)



Specialty Hobbies / Children / Education

Focusing on activating spaces with the right tenant and experience mix, which includes the introduction of a kids' centric nexus in Q32025, transforming key areas into dynamic, family-oriented zones that drive engagement and enhance the overall mall experience.



**Artist's illustration only.*

Food & Beverage

Specialty cafes, pop-up restaurants, full fledge restaurant concepts, chain restaurants, buffet restaurants, healthy F&B options, themed cafes, playground cafes for parents with young children and of course dessert cafes.

New Tenant 2024: The Farm & Chan Rak BBQ (Subang Parade), Chagee (Subang Parade), Paolo Paolo Gelato and CC Roasters (Subang Parade),

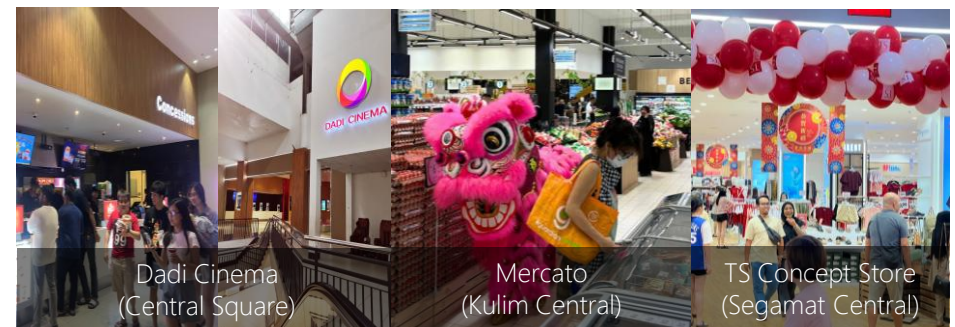


(L to R) Chagee, Chan Rak BBQ , The Farm, Paolo Paolo Gelato x CC Roasters (Subang Parade)

Anchor Tenants Readjustment

Readjusting anchor tenancy by strategically introducing brands that are more in tune with the general interests, values, and lifestyle habits of the local demography, with the goal of creating a more engaging and relevant tenant mix that drives increased foot traffic.

New Anchor Tenant: Dadi Cinema (Central Square), Mercato (Kulim Central), TS Concept Store (Segamat Central)



Dadi Cinema (Central Square)

Mercato (Kulim Central)

TS Concept Store (Segamat Central)



Investor Communications
Hektar Asset Management Sdn Bhd

☎ Tel: +6 03 6205 5570

🌐 Web: www.HektarREIT.com

✉ Email: ir@HektarREIT.com

