



General Announcement

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Company Information

Main Market Company

New Announcement

Submitting Investment Bank/Advisor (if applicable)

Submitting Secretarial Firm (if applicable)

* Company name	QUILL CAPITA TRUST
* Stock name	QCAPITA
* Stock code	5123
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Type * Announcement

Subject *: OTHERS

(Note : INFORMATION ENTERED IN THE DESCRIPTION FIELD WILL BE DISPLAYED AS THE TITLE OF THE ANNOUNCEMENT IN BURSA MALAYSIA'S WEBSITE)

Description *:-

(Note : Please enter the announcement description in this field and the announcement details in the Announcement Details/Table Section or attach the full announcement details as an attachment)

Quill Capita Trust - 3rd Annual General Meeting Presentation Slides

Announcement Details/Table Section :-

(This field is for the details of the announcement, if applicable)

3rd Annual General Meeting presentation slides dated 12 March 2015 are attached for reference.

Attachment(s):- (please attach the attachments here)

[Corporation Presentation - 3rd AGM.pdf](#)



Quill Capita Trust

3rd Annual General Meeting Presentation

12 March 2015, 11:00 a.m.

Important Notice

This presentation is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for units in QCT. The past performance of QCT is not necessarily indicative of the future performance of QCT.

This presentation may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitations) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from similar developments, shifts in expected levels of property rental income and occupancy, changes in operating expenses including employee wages, benefits and training, property expenses and governmental and public policy changes. You are cautioned not to place undue reliance on these forward-looking statements which are based on the manager's current view of future events.

The value of units in QCT (Units'') and the income derived from them may fall as well as rise. Units are not obligations of, deposits in, or guaranteed by, the manager or any of its affiliates. An investment in Units is subject to investment risks, including the possible loss of the principal amount invested. Investors have no right to request the manager to redeem their Units while the Units are listed. It is intended that unitholders may only deal in their Units through trading on the Main Board of Bursa Malaysia Securities Berhad. Listing of the Units on the Bursa Securities does not guarantee a liquid market for the Units.

The information in this Announcement must not be published outside Malaysia.

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Financial Highlights

- Financial Year Ended 31 December 2014



Quill Building 5 - IBM

Stable 4Q 2014 EPU

(RM'000)	(Audited) 4Q 2013	(Unaudited) 4Q 2014	Variance
Gross Revenue	17,308	18,183	+5.1%
Net Property Income	13,065	13,414	+2.7%
Net Income ¹	8,602	8,506	-1.1%
EPU ²	2.20 sen	2.18 sen	-1.1%

1 Net Income refers to realised income after taxation (exclude gain from re-measurement of derivatives and revaluation surplus)

2 EPU refers to Realised Earnings Per Unit

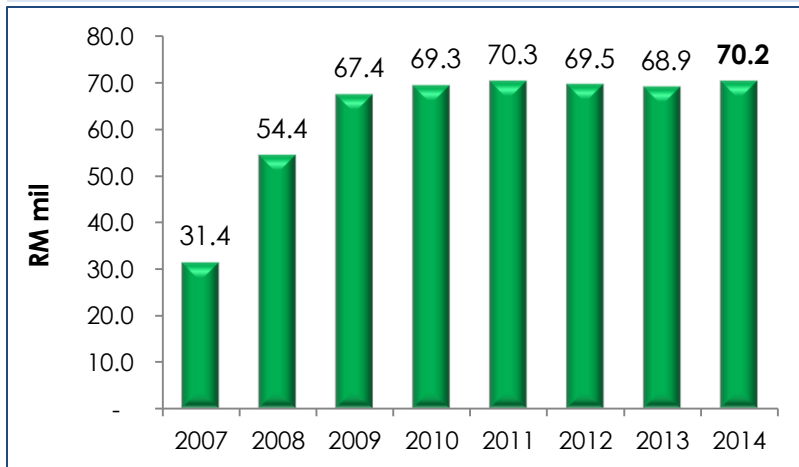
Maintains FY 2014 DPU of 8.38 sen

(RM'000)	(Audited) FY 2013	(Unaudited) FY 2014	Variance
Gross Revenue	68,937	70,249	+1.9%
Net Property Income	53,193	53,325	+0.3%
Total Income for Distribution ¹	34,537	34,163	-1.1%
EPU ²	8.85 sen	8.76 sen	-1.1%
DPU ³	8.38 sen	8.38 sen	0%

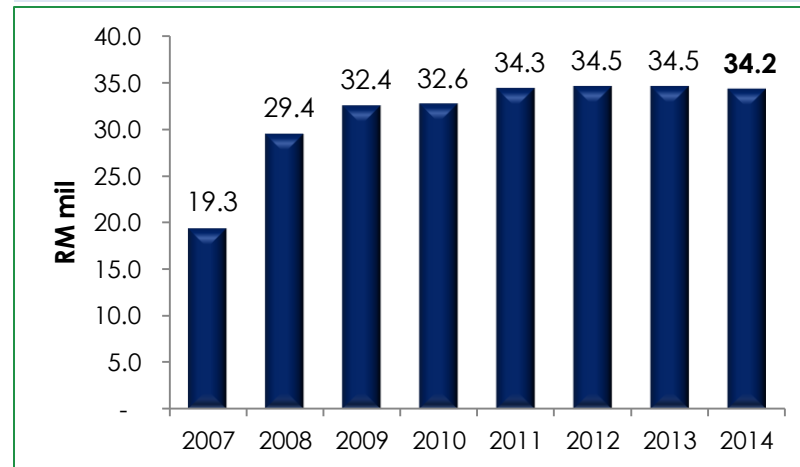
- 1 Total Income for Distributions refers to realised income after taxation (exclude gain from re-measurement of derivatives and revaluation surplus)
- 2 EPU refers to Realised Earnings Per Unit
- 3 DPU refers to Distribution Per Unit. DPU of 8.38 sen is 94.7% of realised EPU of 8.85 sen for FY 2013 and DPU of 8.38 sen is 95.7% of realised EPU of 8.76 sen for FY 2014

Delivering Solid Financial Performance Over The Years

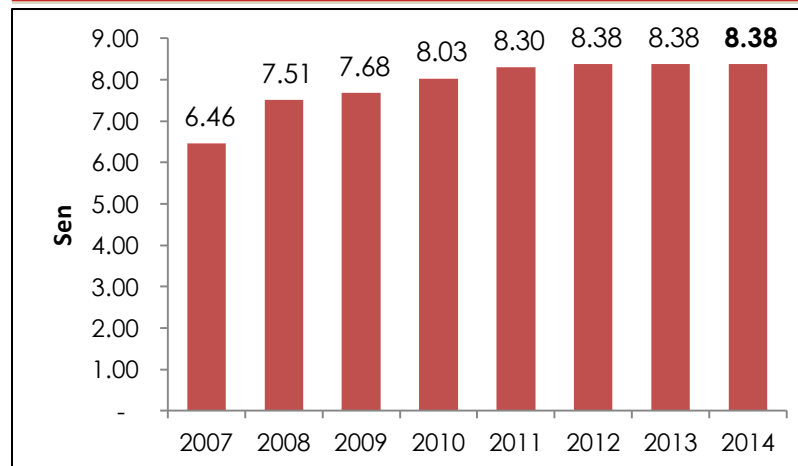
Gross Revenue CAGR⁽¹⁾: 12%



Distributable Income CAGR⁽¹⁾: 7%



Distribution per Unit CAGR⁽¹⁾: 3%



Note:
(1) CAGR – Compound Annual Growth Rate

Total Assets – RM868.37 million

NAV per unit – RM1.3446

	(Audited)	(Audited)
	as at 31 Dec 13 (RM'000)	as at 31 Dec 14 (RM'000)
Non Current Assets	826,592	838,942
Current Assets	33,528	29,431
Total Assets	860,120	868,373
Current Liabilities	17,016	14,505
Non Current Liabilities	309,644	312,617
Net Assets	533,460	541,251
No of Units	390,131	390,131
NAV per Unit (RM) <i>(after proposed final distribution)</i>	1.3246	1.3446

Stable Financial Indicators

	(Audited)	(Audited)
	as at 31 Dec 13	as at 31 Dec 14
Total Debts (RM'000)	304,887	305,113
Gearing Ratio ¹	0.35x	0.35x
Net Debt / EBITDA ²	5.68x	4.66x
Interest Coverage ³	3.64x	4.49x
Average Term to Maturity (year) ⁴	3.61	2.45
Average Cost of Debt (p.a) ⁵	4.3%	4.4%

Notes:

1. Gearing ratio refers to Gross Debt over Total Assets.
2. EBITDA refers to Earnings before Interest Taxation Depreciation and Amortization
3. Interest coverage refers to year to date (YTD) EBITDA / YTD Interest Expense
4. Average Term to Maturity means weighted average time lapse to maturity
5. Average Cost of Debt is calculated based on YTD Interest Expense / Average Weighted Borrowing

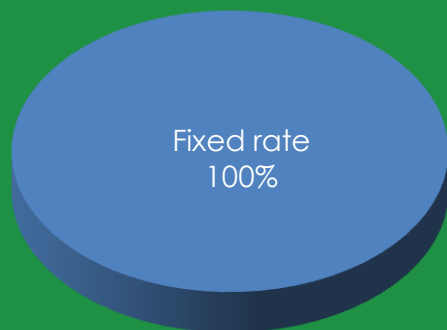
Prudent Capital Management



Prudent Capital Management

- ✓ No refinancing for 2014
- ✓ Next refinancing due in September 2016
- ✓ Average debt to maturity : 2.45 years

100% of borrowings on
fixed rate



Total average borrowings :
RM307m

Average cost of debt

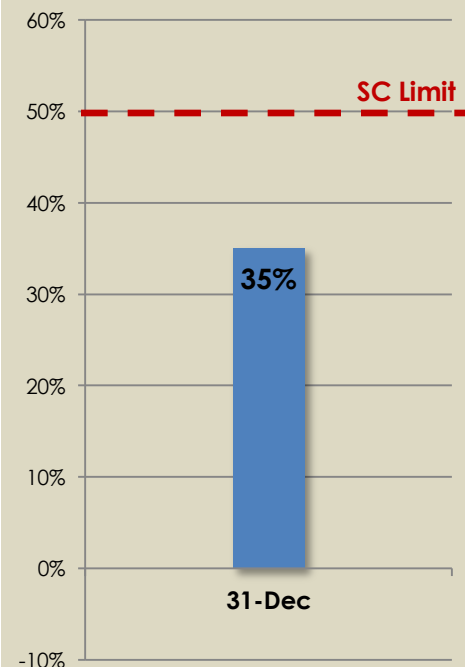
4.4%

Gearing level

35%

Gearing level well
below SC limit of 50%

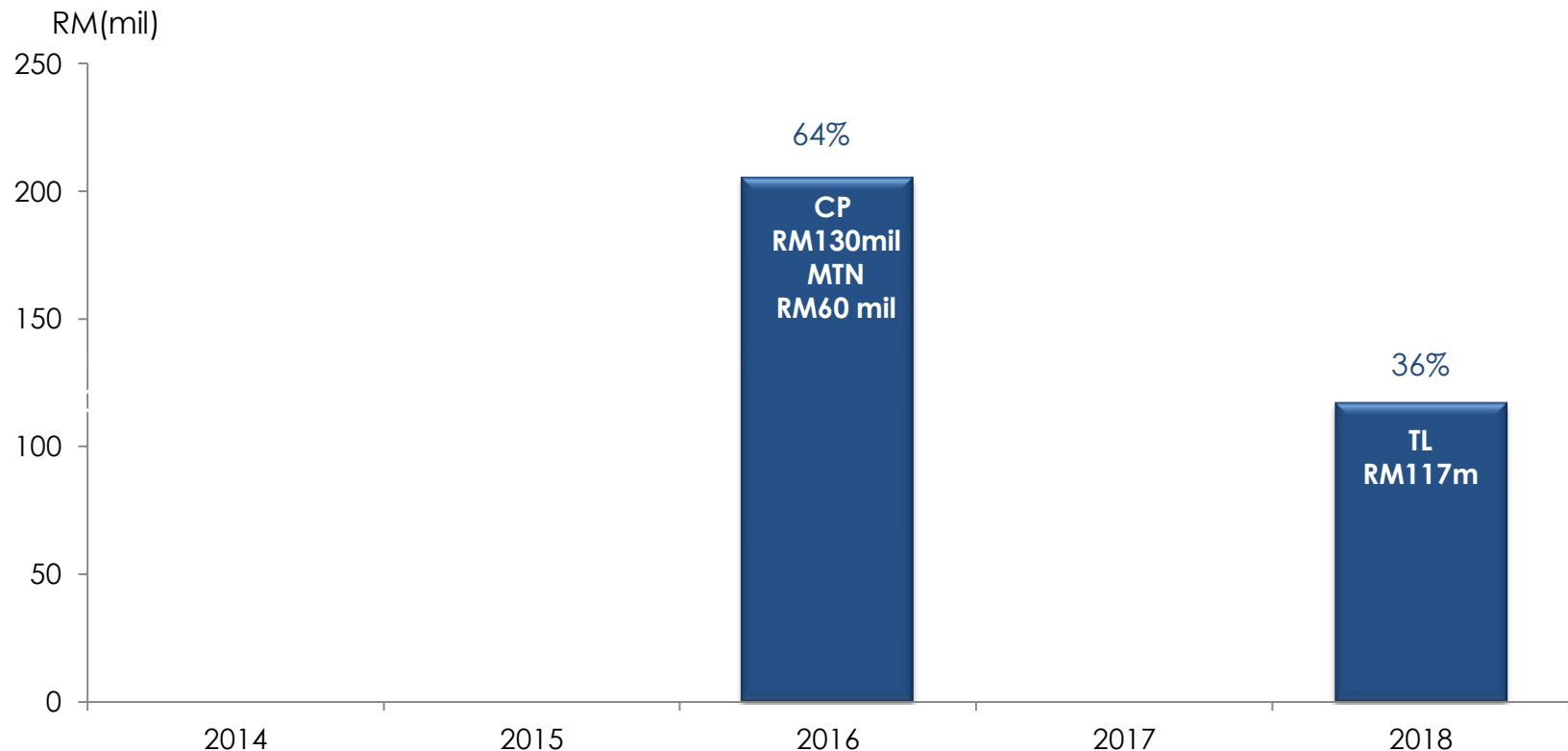
Gearing Ratio



Well Spread Debt Maturity Profile

Next Refinancing Due in September 2016

Average debt to maturity : 2.45 years



Notes:

1. MTN - Medium Term Notes
2. CP - Commercial Papers
3. TL - Term Loan

QCT Portfolio Update



Quill Building 3 - BMW

QCT Portfolio Update

Valuation as at 31 Dec 2014: **RM837.7 mil**
Portfolio Occupancy Rate as at 31 Dec 2014 : **91%**



Quill Building 1
- DHL 1



Quill Building 4
- DHL 2



Quill Building 2
- HSBC



Quill Building 3
- BMW



Quill Building 5
- IBM



Quill Building 8
- DHL (XPJ)



Part of Plaza
Mon't Kiara



Wisma Technip



Quill Building 10
- Section 13



TESCO Building
Penang

QCT

10 Properties
RM837.7 mil

NLA of
1,289,751 sq ft

*Excluding car park
area

Note: The current market value of the respective buildings were valued by DTZ Nawawi Tie Leung Property Consultants Sdn Bhd on 31 December 2014. The portfolio occupancy rate for QCT was 91% as at 31 December 2014.

Quill Capita Trust Presentation*March 2015*

QCT Portfolio Update

Market Valuations As at 31 December 2014

Name of Properties	Net Book Value as at 31 Dec 2014 ^(a) (prior to Proposed Revaluation) (RM'000)	Market Valuation at as 31 Dec 2014 ^(b) (RM'000)	Surplus / (Deficit) incorporated into fund (RM'000)	% increase / (decrease)
Quill Building 1- DHL1 & Quill Building 4- DHL 2	125,000	125,700	700	0.56
Quill Building 2- HSBC	119,030	119,100	70	0.06
Quill Building 3- BMW	73,076	74,400	1,324	1.81
Wisma Technip	166,944	169,000	2,056	1.23
Part of Plaza Mont' Kiara	110,000	111,700	1,700	1.55
Quill Building 5 – IBM	45,200	45,200	-	-
Quill Building 8 – DHL (XPJ)	26,330	26,400	70	0.27
Quill Building 10 – HSBC Section 13	26,500	26,500	-	-
Tesco Building, Penang	139,500	139,700	200	0.14
Total	831,580	837,700	6,120	0.74

(a) The Net Book Value of investment properties as at 31 December 2014 (prior to the Proposed Revaluation) comprise of the brought forward net book value as at 31 December 2013 together with asset enhancement related costs incurred during the year.

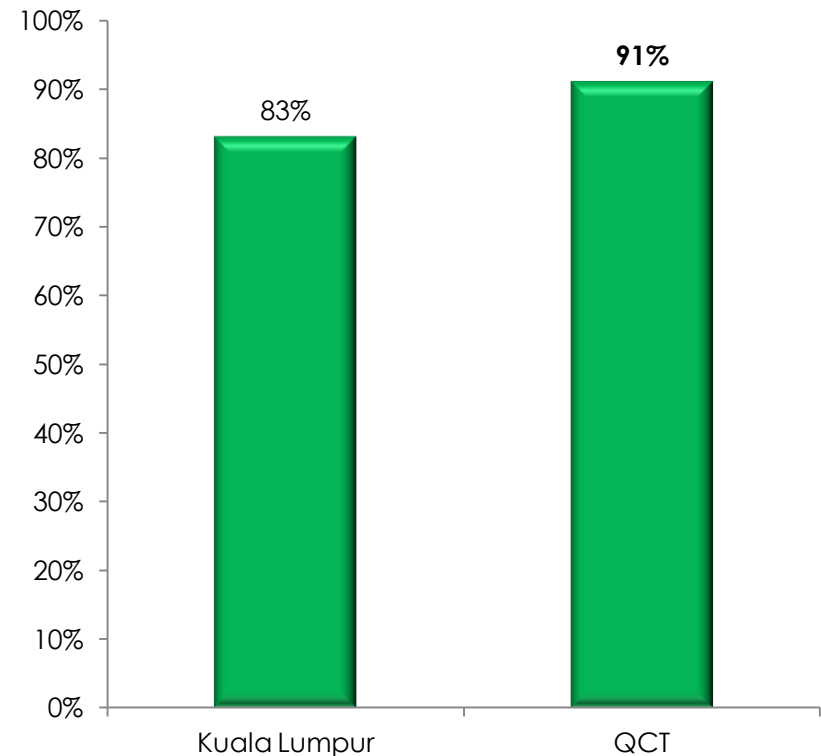
(b) The Properties were valued by DTZ Nawawi Tie Leung Property Consultants Sdn Bhd, an independent firm of professional valuer, registered with the Board of Valuers, Appraisers & Estate Agents Malaysia.

QCT Portfolio Update

Resilient Performance of QCT Portfolio with 91% Average Occupancy Rate

Proactive Asset Management:

- ✓ Proactive tenant engagement for renewals
- ✓ Renewal ahead of lease expiry dates
- ✓ Spread out of tenancy expiry
- ✓ Regular communication with key strategic tenants
- ✓ Improve and maintain the quality of the properties

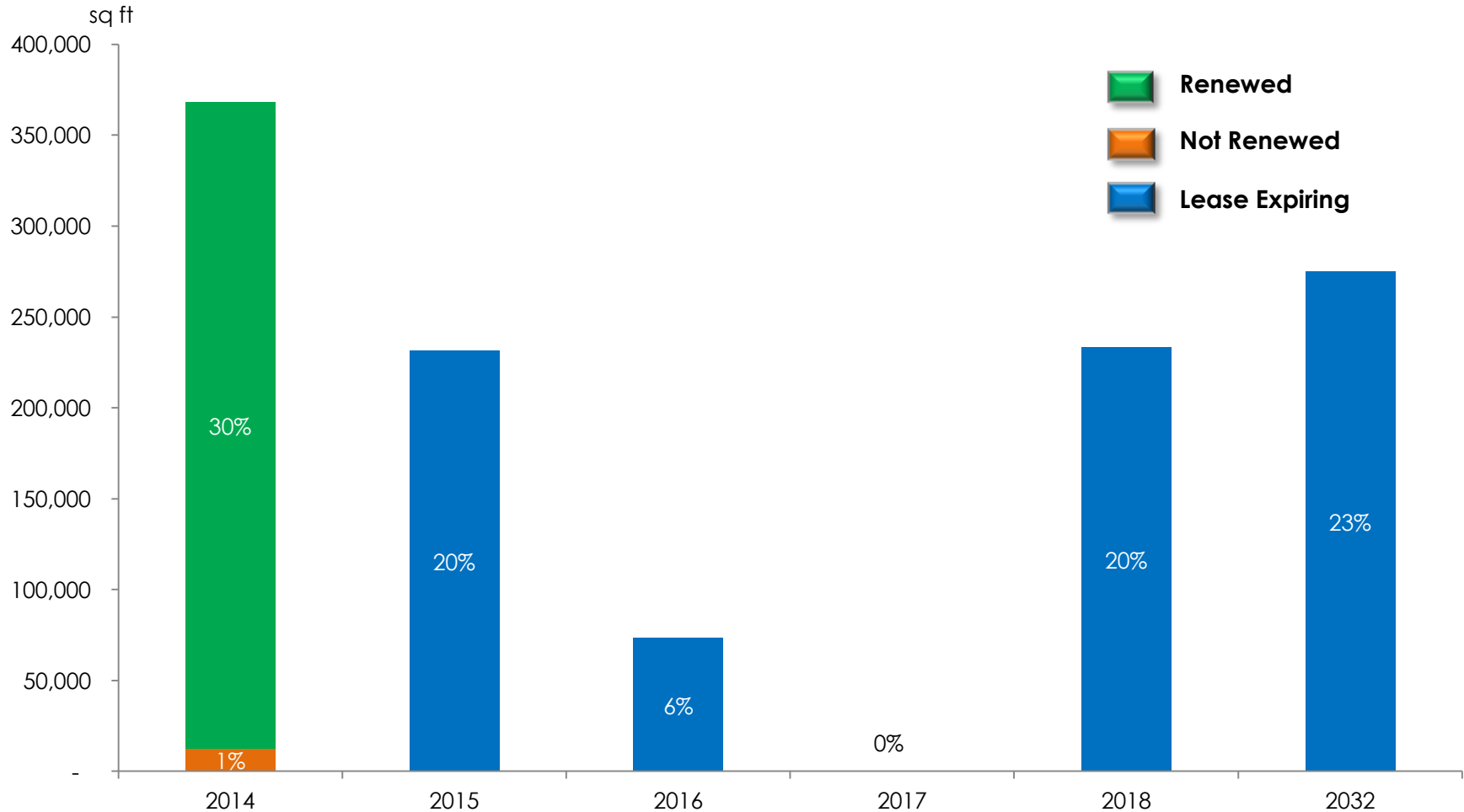


Source:

Property Market Overview 2014 prepared by DTZ Nawawi Tie Leung Property Consultants Sdn Bhd for Quill Capita Management Sdn Bhd

QCT Portfolio Update

Lease Expiry Profile by Occupied NLA – 31 December 2014
Leases Due in 2014 : **97%** renewed



Note:

The balance of the 23% of net lettable area are due for renewal in 2032.

Malaysian Economy

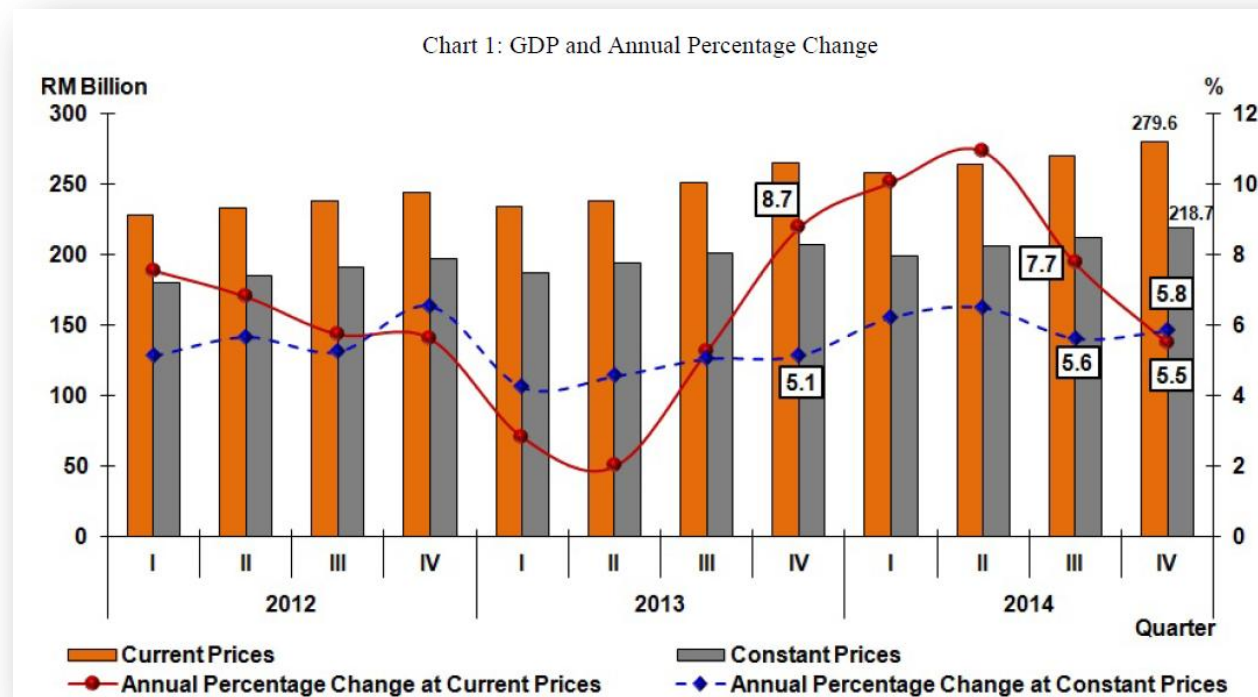


Quill Building 1 – DHL 1

Quill Capita Trust Presentation*March 2015*

Malaysian Economy Remains Resilient

Malaysia economy expanded by 5.8% y-o-y in 4Q 2014.
For the full year of 2014, the economy grew by 6.0%

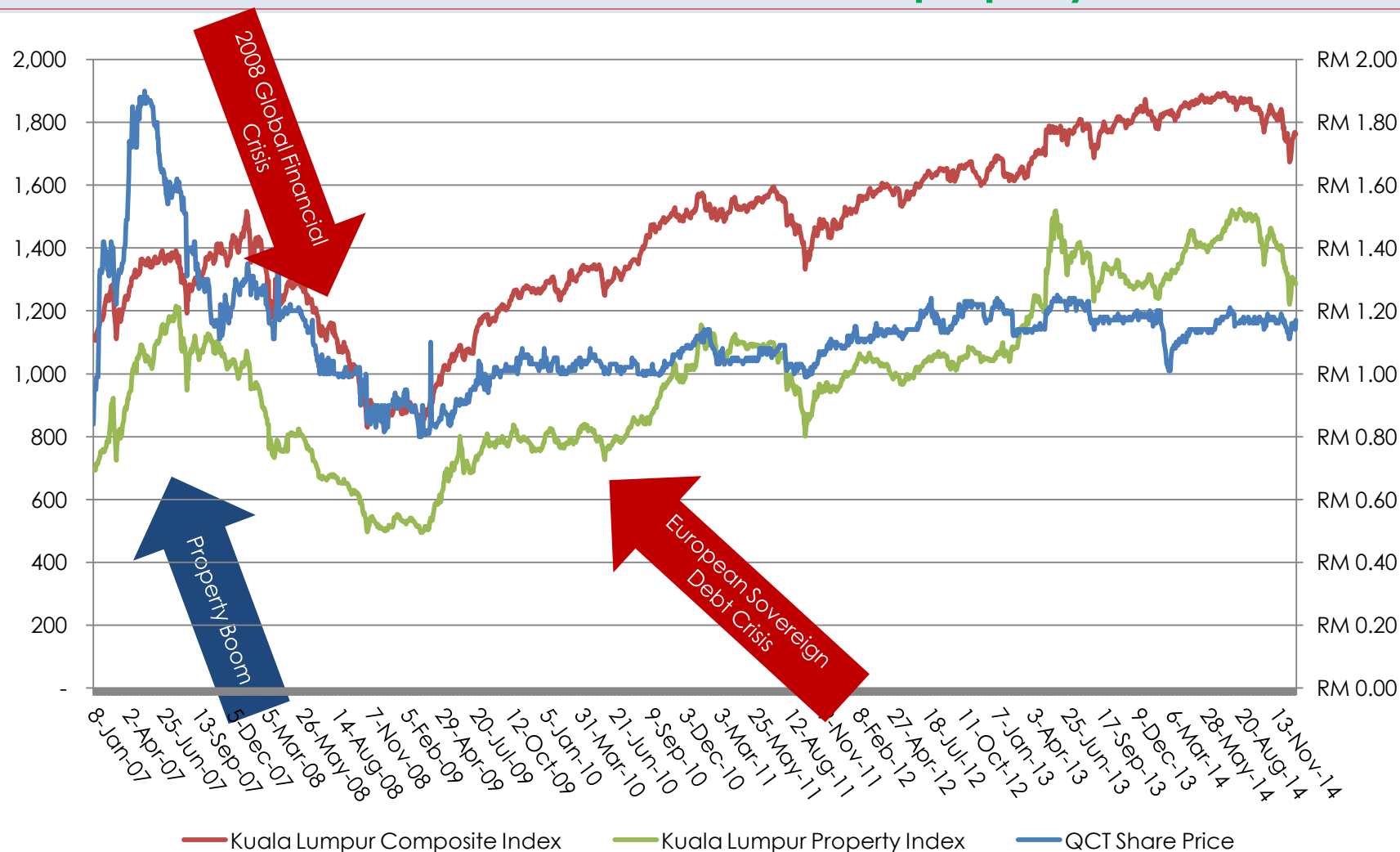


Source : Department of Statistics Malaysia

	2015 target growth
Official forecast	4.5% - 5.5%
Consensus forecast	5.0%

QCT Unit Price Performance

QCT Unit Price vs. KLCI vs. KLPI
Stable Performance in Line with KL property Index



Source: Bloomberg



Office Market Outlook

Tesco Penang

- Kuala Lumpur's office property market remained resilient in 2014 despite weakening market conditions
- Over the next 3 years, continued substantial office supply pipeline of about 12 million sq ft that will enter the Kuala Lumpur market. More than 50% of this supply is expected to be completed in 2015
- Continued pressure on rental rates and occupancy rates
- Proactive measures by landlord to offer attractive incentives to retain existing tenants and attract new ones
- Concerted efforts by the Government via InvestKL to attract MNCs to set up their regional hubs in Kuala Lumpur are expected to help cushion the high level of office supply

Source: DTZ Nawawi Tie Leung Property Consultants Sdn Bhd dated Dec 2014

Corporate Social Responsibility

A nighttime photograph of a modern, multi-story building with a grid-like facade of windows. The building is illuminated with warm lights, and a large Malaysian flag is visible on its lower section. In the foreground, a large, active fountain with multiple water jets is lit up. The scene is set in an urban environment with other buildings and trees visible in the background.

Corporate Social Responsibility

Philanthropy : QCM Supports the Welfare for Needy Children

In December 2014, Quill Capita Management Sdn Bhd ("QCM"), the manager of QCT, donated RM63,000 in cash to **Angels Children's Home**

This contribution was used for renovation works to the shelter's home, as well as rental and utility expenses for a period of 2 years.



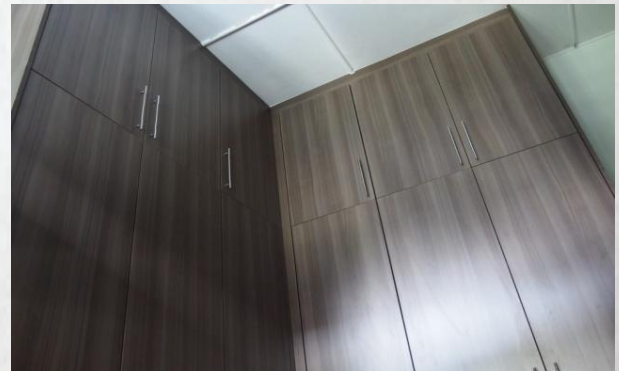
Corporate Social Responsibility

Renovation Works at Angels Children's Home

Before



After



Corporate Social Responsibility

Green Initiatives

Various QCT tenants pledged support and participated in **Earth Hour 2014**, a global campaign to increase the awareness of global warming, by switching off their building facade and non-essential lights for 10 hours

Date

24 March 2013, 8.30 pm
to
25 March 2013, 6.30 am



Conclusion



Year 2015 Prospects – Continuing Strategies

- Proactive asset management strategies to focus on tenant relations and continuous building improvements
- Prudent capital management strategies
- Continue to explore yield accretive acquisition opportunities



SwireCapita
Trust

Thank you

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