# QUILL CAPITA TRUST CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2014 (UNAUDITED)

	INDIVIDUA	AL QUARTER	CUMULATIVE	QUARTERS
	Current Year	Preceding Year Corresponding	Current Year	Preceding Year Corresponding
	Quarter 31.12.2014	Quarter 31.12.2013	To Date 31.12.2014	To Date 31.12.2013
	RM	RM	RM	RM
TOTAL INCOME				
Gross revenue	18,183,268	17,308,457	70,249,414	68,937,001
Property operating expenses  Net property income	(4,769,441) 13,413,827	(4,243,562)	(16,924,236) 53,325,178	(15,744,392) 53,192,609
Interest income	97,880	144,673	724,223	783,331
Surplus on revaluation of investment properties	6,120,279	2,107,591	6,120,279	2,107,591
• •	19,631,986	15,317,159	60,169,680	56,083,531
TOTAL EXPENDITURE				
Manager's fee	(1,330,629)	(1,310,696)	(5,389,038)	(5,331,990)
Trustee's fee	(64,977)	(65,102)	(257,451)	(258,121)
Finance costs	(3,452,932)	(3,334,009)	(14,053,911)	(13,665,545)
Valuation fees	(47,502)	(32,500)	(190,000)	(190,000)
Auditors' remuneration	(30,863)	(31,343)	(123,500)	(139,980)
Tax agent's fee	(3,421)	(54,613) 220,568	81,600	(120,000)
Administrative expenses	(75,768)	(4,607,695)	45,642 (19,886,658)	266,502 (19,439,134)
	(3,000,092)	(4,007,093)	(15,880,038)	(19,439,134)
INCOME BEFORE TAX	14,625,894	10,709,464	40,283,022	36,644,397
Income tax expense	-	-	-	-
NET INCOME FOR THE PERIOD	14,625,894	10,709,464	40,283,022	36,644,397
OTHER COMPREHENSIVE INCOME				
Gain on remeasurement of financial derivatives (a)	149,635	533,169	201,009	682,760
Adjustment of remeasurement of matured derivatives				(23,196)
OTHER COMPREHENSIVE INCOME FOR THE YEAR, NET OF TAX	149,635	533,169	201,009	659,564
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	14,775,529	11,242,633	40,484,031	37,303,961
Net income for the period is made up as follows:				
Realised	8,505,615	8,601,873	34,162,743	34,536,806
Unrealised	6,120,279	2,107,591	6,120,279	2,107,591
EARNINGS PER UNIT (b)				
- after manager's fees (sen)	3.75	2.75	10.33	9.39
- before manager's fees (sen)	4.09	3.08	11.71	10.76
EARNINGS PER UNIT (REALISED) (c)				
- after manager's fees (sen)	2.18	2.20	8.76	8.85
- before manager's fees (sen)	2.52	2.54	10.14	10.22
INCOME DISTRIBUTION				
-Interim income distribution	-	-	(15,995,371)	(15,995,371)
-Proposed final distribution of income	(7,764,329)	(7,779,644)	(16,697,607)	(16,697,607)
	(7,764,329)	(7,779,644)	(32,692,978)	(32,692,978)
Income distribution per unit				
Gross (sen)				
-Interim distribution of income	_	_	4.10 (d)	4.10
-Proposed final distribution of income	1.99	1.99	4.28 (e)	4.28
Total distribution	1.99	1.99	8.38	8.38

- (a) This relates to the gain on the remeasurement of the fair values of interest rate swaps ("IRSs"). (please refer Note B15)
- (b) Earnings Per Unit is computed based on Net Income for the period divided by 390,131,000 units in circulation during the quarter.
- (c) Earnings Per Unit (Realised) is computed based on Realised Net Income for the period divided by 390,131,000 units in circulation during the quarter.
- (d) Interim gross distribution of 4.10 sen per unit being the distribution of income for the period 1 January 2014 to 30 June 2014 was paid on 29 August 2014.
- (e) Proposed final gross distribution of 4.28 sen per unit relates to the distribution of income for the period 1 July 2014 to 31 December 2014, will be payable on 27 February 2015 to all unitholders as at book closure date on 6 February 2015. Pls refer to Note B17 for details of the distribution.

The Condensed Consolidated Statement Of Comprehensive Income should be read in conjunction with the audited financial statements for the year ended 31 December 2013 and the accompanying explanatory notes attached to the financial statements.

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## QUILL CAPITA TRUST CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2014 (UNAUDITED)

	AS AT END OF CURRENT QUARTER	AS AT PRECEDING FINANCIAL YEAR END
	31.12.2014 UNAUDITED RM	31.12.2013 AUDITED RM
NON-CURRENT ASSETS	17 276	0.492
Plant and equipment Investment properties	17,376 837,700,000	9,482 825,560,000
Derivative assets (i)	1,224,193	1,023,184
	838,941,569	826,592,666
CURRENT ASSETS		
Trade and other receivables	6,142,148	2,612,114
Deposits with licensed financial institution	14,863,008	24,738,926
Cash and cash equivalents	8,425,988	6,176,487
	29,431,144	33,527,527
CURRENT LIABILITIES		
Trade and other payables	12,241,188	11,650,980
Security deposits	2,263,561	5,365,479
	14,504,749	17,016,459
NET CURRENT ASSETS	14,926,395	16,511,068
NON-CURRENT LIABILITIES		
Borrowings	305,113,452	304,887,413
Security deposits	7,503,503	4,756,365
	312,616,955	309,643,778
NET ASSETS	541,251,009	533,459,956
Represented by:		
UNITHOLDERS' FUND		
Unitholders' capital	411,712,067	411,712,067
Undistributed and Non-distributable income	129,538,942	121,747,889
	541,251,009	533,459,956
NET ASSET VALUE PER UNIT (before proposed final income distribution)	1.3874	1.3674
NET ASSET VALUE PER UNIT (after proposed final income distribution)	1.3446	1.3246
NUMBER OF UNITS IN CIRCULATION	390,131,000	390,131,000

<sup>(</sup>i) These relate to the fair values of the IRSs (Note B15).

The Condensed Consolidated Statement of Financial Position should be read in conjunction with the audited financial statements for the year ended 31 December 2013 and the accompanying explanatory notes attached to the financial statements.

QUILL CAPITA TRUST CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN NET ASSET VALUE FOR THE YEAR ENDED 31 DECEMBER 2014 (UNAUDITED)

		Distributable	Non-Di	Non-Distributable	Total	
	Unitholders' Capital	Undistributed Income Realised	Undistributed Income Unrealised	Net Fair Value (Loss) / Gain On Derivatives Unrealised	Undistributed and Non- Distributable Income	Unitholders' Funds
	RM	RM	RM	RM	RM	RM
As at 1 January 2014	411,712,067	25,599,301	95,125,404	1,023,184	121,747,889	533,459,956
Total Comprehensive Income for the period		34,162,743	6,120,279	201,009	40,484,031	40,484,031
	411,712,067	59,762,044	101,245,683	1,224,193	162,231,920	573,943,987
Unitholders' transactions: Distribution to unitholders	,	(32,692,978)	*	,	(32,692,978)	(32,692,978)
As at 31 December 2014	411,712,067	27,069,066	101,245,683	1,224,193	129,538,942	541,251,009
As at 1 January 2013	411,712,067	23,391,562	94,889,632	(1,144,288)	117,136,906	528,848,973
Total Comprehensive Income for the period	ı	34,536,806	2,107,591	659,564	37,303,961	37,303,961
Adjustment of remeasurement of matured derivatives	ı	363,911	(1,871,819)	1,507,908	•	1
•	411,712,067	58,292,279	95,125,404	1,023,184	154,440,867	566,152,934
Unitholders' transactions: Distribution to unitholders	•	(32,692,978)	•	•	(32,692,978)	(32,692,978)
As at 31 December 2013	411,712,067	25,599,301	95,125,404	1,023,184	121,747,889	533,459,956

The Condensed Consolidated Statement of Changes in Net Asset Value should be read in conjunction with the audited financial statements for the year ended 31 December 2013 and the accompanying explanatory notes attached to the financial statemets.

## QUILL CAPITA TRUST CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2014 (UNAUDITED)

	CURRENT YEAR TO DATE 31.12.2014 RM	PRECEDING YEAR TO DATE 31.12.2013 RM
OPERATING ACTIVITIES		
Income before tax	40,283,022	36,644,397
Adjustments for:		
Finance costs	14,053,911	13,665,545
Net fair value gain on investment properties	(6,120,279)	(2,107,591)
Depreciation	8,806	7,716
Interest income	(724,223)	(783,331)
Operating cash flows before changes in working capital	47,501,237	47,426,736
Receivables	(3,257,689)	5,702,800
Payables	110,744	(4,492,530)
Cash flows from operations	44,354,292	48,637,006
Income tax paid	<del>_</del>	
Net cash flows generated from operating activities	44,354,292	48,637,006
INVESTING ACTIVITIES		
Additions to investment properties	(6,019,721)	(2,952,409)
Purchase of plant & equipment	(16,700)	· · · · · · · · · · · · · · · · · · ·
Interest income	733,190	785,523
Net cash flow (used in) / generated from investing activities	(5,303,231)	(2,166,886)
FINANCING ACTIVITIES		
Distribution to unitholders	(32,692,978)	(32,692,978)
Finance costs paid	(13,984,500)	(13,313,956)
Proceeds from borrowings	15,000,000	117,000,000
Repayment of borrowings	(15,000,000)	(117,000,000)
Cash flows used in financing activities	(46,677,478)	(46,006,934)
NET DECREASE IN CASH AND CASH EQUIVALENTS	(7,626,417)	463,186
CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD	30,915,413	30,452,227
CASH AND CASH EQUIVALENTS AT END OF PERIOD	23,288,996	30,915,413
Cash and cash equivalents at end of period comprises:		
Deposits with licensed financial institutions	14,863,008	24,738,926
Cash on hand and at banks	8,425,988	6,176,487
	23,288,996	30,915,413

The Condensed Consolidated Statement of Cash Flows should be read in conjunction with the audited financial statements for the year ended 31 December 2013 and the accompanying explanatory notes to the financial statements.

## QUILL CAPITA TRUST ("QCT") EXPLANATORY NOTES FOR NINE MONTH ENDED 31 DECEMBER 2014

#### A1 BASIS OF PREPARATION

The financial statements have been prepared under the historical cost convention except for investment properties and derivative financial instruments which are stated at fair value and presented in Ringgit Malaysia (RM).

The financial statements comply with the Malaysian Financial Reporting Standards ("MFRS") 134 "Interim Financial Reporting", provisions of the Trust Deed and the Securities Commission's Guidelines on Real Estate Investment Trusts and should be read in conjunction with QCT's audited financial statements for the financial year ended 31 December 2013 and the accompanying explanatory notes attached to these unaudited condensed consolidated financial statements.

#### A2 BASIS OF CONSOLIDATION

The consolidated financial statements include the financial statements of QCT and its special purpose entities ("SPEs"). The SPEs were established for the specific purpose of raising financing on behalf of QCT. A SPE is consolidated if, based on an evaluation of the substance of its relationship with QCT and the SPE's risks and rewards, QCT concludes that it controls the SPE. SPEs controlled by QCT were established under terms that impose strict limitations on the decision-making powers of the SPE's management resulting in QCT receiving all of the benefits related to the SPE's operations and net assets.

#### A3 CHANGES IN ACCOUNTING POLICIES

The significant accounting policies adopted in the interim financial report are consistent with those adopted in the financial statements for the year ended 31 December 2013 except for the adoption of the following standards which are effective for annual periods beginning on and after 1 January 2014:

Amendments to MFRS 132: Offsetting Financial Assets and Financial Liabilities

Amendments to MFRS 10, MFRS 12 and MFRS 127: Investment Entities

Amendments to MFRS 136: Recoverable Amount Disclosures for Non-Financial Assets

Amendments to MFRS 139: Novation of Derivatives and Continuation of Hedge Accounting

IC Interpretation 21 Levies

Upon adoption of the above standards and interpretations, there were no material impact on the financial statements in the period of initial application.

## A4 AUDIT REPORT OF PRECEDING FINANCIAL YEAR ENDED 31 DECEMBER 2013

The audit report of the financial statements for the preceding year ended 31 December 2013 was unqualified.

## A5 SEASONALITY OR CYCLICALITY OF OPERATIONS

The business operations of QCT may be affected by seasonal or cyclical factors, including but not limited to changes in rental demand and supply of properties which depend on market conditions, economic cycle, financial performance of its tenants, availability of credit facilities and interest rate environment.

#### A6 UNUSUAL ITEMS DUE TO THEIR NATURE, SIZE OR INCIDENCE

During the current quarter under review, there were no unusual items due to their nature, size or incidence that affects the assets, liabilities, equity, net income or cash flows of QCT.

## A7 CHANGES IN ESTIMATES OF AMOUNTS REPORTED

There were no changes in the estimates of amounts reported during the current quarter.

## A8 CHANGES IN DEBT AND EQUITY

Except as disclosed in note B14, there were no repurchase, resale and repayment of debt and equity instruments for the current quarter.

#### A9 INCOME DISTRIBUTION POLICY

In line with the Trust Deed dated 9 October 2006, effective from financial year 2009, QCT intends to distribute at least 90% (or any other lower percentage at the discretion of the Manager) of its distributable income at least semi-annually, or at such other intervals as the Manager may determine.

#### A10 SEGMENT REPORTING

No segment information is prepared as QCT's activities are predominantly in one industry segment and situated predominantly in Malaysia.

#### A11 VALUATION OF INVESTMENT PROPERTIES

The investment properties are valued by independent registered valuers and the differences between the valuations and the book values of the respective properties are charged or credited to profit or loss in the statement of comprehensive income.

For the quarter and financial year ended 31 December 2014, the investment properties were valued based on valuation performed by independent registered valuers, DTZ Nawawi Tie Leung Property Consultants Sdn. Bhd., on 31 December 2014. A surplus of RM6,120,279 was credited to the statement of comprehensive income.

## A12 SIGNIFICANT EVENTS DURING THE QUARTER ENDED 31 DECEMBER 2014

(a) As announced to Bursa on 8 October 2014, the Trustee, acting solely in the capacity as trustee for and on behalf of QCT, and MSP had, via a supplemental letter dated 8 October 2014, mutually agreed to extend the Conditional Period by a period of 3 months, thereby amending the last day of the Conditional Period from 9 October 2014 to 9 January 2015 ("Extended Conditional Period"), to fulfil all the Conditions Precedent in the SPA.

For the purpose of clarification, the period for fulfilment of the condition precedent in clause 4.1(h) of the SPA, which is set out in Section 2.3(v)(h) of the announcement dated 10 April 2014 (ie. the Trustee having received the proceeds from the Proposed Placement or from the underwriting of the Units in relation to the Proposed Placement), shall not be automatically extended by a further period of 3 months after the expiry of the Extended Conditional Period.

- **(b)** As announced to Bursa on 13 October 2014, the SC has, via its letter dated 10 October 2014, approved the following shareholding structure of QCM:
  - (i) the transfer by CRPL of its 40% equity interest in QCM to MRCB;
  - (ii) the transfer by CCSB of its 20% equity interest in QCM to GJSB;
  - (iii) the transfer by CCSB of its 9% equity interest in QCM to QRHSB; and
  - (iv) the transfer by CCSB of its 1% equity interest in QCM to MRCB.

## A12 SIGNIFICANT EVENTS DURING THE QUARTER ENDED 31 DECEMBER 2014 (CONT'D)

- (c) An announcement has been made to Bursa on 15 October 2014, that the SC had, via its letter dated 14 October 2014, which was received on 15 October 2014, approved the following:
  - (i) the increase in approved fund size of QCT by up to 309,869,000 new Units from 390,131,000 Units to a maximum of 700,000,000 Units for the following purposes:
    - a) Proposed acquisition of a parcel of freehold land together with the deck structure and a commercial development erected thereon known as Platinum Sentral to be partly satisfied by 206,250,000 Consideration Units;
    - b) Proposed placement of between 55,000,000 new Units and 85,000,000 new Units to partly finance the cash portion for the Proposed Acquisition; and
    - c) Proposed authority to allot and issue up to 20,387,000 new Units for the purpose of the payment of Management Fee to QCM in the form of Units.
  - (ii) the listing of and quotation for the new Units on the Main Market of Bursa Securities;
  - (iii) valuation of the Property to be acquired by QCT valued at RM740,000,000;
  - (iv) exemption from Paragraph 3.04 (b) of the REIT Guidelines in relation to the requirement of a management company being a subsidiary of companies as prescribed under the said paragraph; and
  - (v) exemption from Paragraph 14.04(a)(i), (ii) and (iii) of the REIT Guidelines in relation to obtaining unitholders' approval on the precise terms and conditions of an issue of units.

The approval of the SC is subject to the following conditions:

- (i) In relation to the Proposed Acquisition and Proposed Placement:
  - (1) the SC be informed of the date of listing of the new Units on the Main Market of Bursa Securities; and
  - (2) the issuance and the listing of the new Units on the Main Market of Bursa Securities must be completed within 6 months from the date of SC's approval. The approval would be deemed lapsed if QCM fails to do so within the stipulated time frame.
- (ii) In relation to the Proposed Authority, the SC is to be informed on the following with regard to each issuance of QCT units:
  - (1) the actual number of new Units to be issued and listed as part payment of Management Fees; and
  - (2) the basis of arriving at such number of new Units.
- (d) As announced on 21 October 2014, the Securities Commission Malaysia had vide its letter dated 20 October 2014 authorised the CP/MTN Programmes with a combined aggregate nominal value of up to RM450.0 million.

Hong Leong Investment Bank Berhad ("HLIB") has been appointed as the Principal Adviser, Lead Arranger and Lead Manager for the CP/MTN Programmes.

Murud Capital Sdn Bhd ("MCSB") (Formerly known as Gandalf Capital Sdn Bhd) as the issuer, is a special purpose company wholly owned and established by QCT to raise financing on behalf of QCT.

The CP/MTN Programmes shall be secured by a list of securities, inter-alia, a third party first ranking legal charge over a freehold land held under GRN 46222, Lot 73 Section 0070, Town and District of Kuala Lumpur, Federal Territory of Kuala Lumpur together with five (5) blocks of four (4) to seven (7) storey commercial building consisting of office-cum retail space, a multi-purpose hall together with two (2) levels of car park erected thereon ("**Property**").

The proceeds raised from the issuance of the Senior CP/MTN and the Junior CP/MTN shall be utilised by MCSB, amongst others, to advance to QCT to part finance the acquisition of the Property, to finance its investment activities, and to refinance its existing/future borrowings.

## A13 SIGNIFICANT EVENTS SUBSEQUENT TO THE QUARTER ENDED 31 DECEMBER 2014 (CONT'D)

As announced on 8 January 2015, the Trustee, acting solely in the capacity as trustee for and on behalf of QCT, and MSP had, via a second supplemental letter dated 8 January 2015, mutually agreed to further extend the Conditional Period by a period of 3 months, thereby amending the last day of the Extended Conditional Period from 9 January 2015 to 9 April 2015 ("Further Extended Conditional Period"), to fulfil all the Conditions Precedent in the SPA.

For the purpose of clarification, the period for fulfilment of the condition precedent in clause 4.1(h) of the SPA, which is set out in Section 2.3(v)(h) of the announcement dated 10 April 2014 (i.e. the Trustee having received the proceeds from the Proposed Placement or from the underwriting of the Units in relation to the Proposed Placement), shall not be automatically extended by a further period of 3 months after the expiry of the Further Extended Conditional Period.

#### **A14 CHANGES IN CONTINGENT LIABILITIES**

There are no contingent liabilities to be disclosed.

#### **A15 CAPITAL COMMITMENTS**

The amount of capital commitment not provided for in the condensed consolidated financial statements as at 31 December 2014 are as follows:

As at 31 December 2014 RM

Approved and contracted for : Investment properties

2,319,729

#### **B1 REVIEW OF PERFORMANCE**

#### **Quarter and year todate results**

QCT recorded total revenue of RM18.18 million and property operating expenses of RM4.77 million respectively for the current quarter ended 31 December 2014. Realised income of RM8.51 million was achieved. Finance costs of RM3.45 million and manager's fee of RM1.33 million were incurred during the quarter.

As compared with the preceding year corresponding quarter ("4Q 2013"), the revenue was about 5.1% higher mainly due to rental rate increases and higher recoveries of some properties. Property operating expenses were higher by 12.4% due to higher repair and maintenance costs. Not withstanding the higher property operating expenses, the net property income increased by 2.7%. Finance costs were higher by 3.6% during the current quarter mainly due to write back of over-accrued annual credit facility fee in 4Q 2013. Interest income was lower by 32.3% mainly due to lower cash balance in the current quarter after repayment of RM15 million CPs on 5 September 2014. Administrative expenses were higher mainly due to write back of fees and expenses in 4Q 2013. The realised income of RM8.51 million was 1.1% lower than 4Q 2013 mainly due to lower interest income, higher finance costs and administrative expenses in the current quarter.

As compared with the immediate preceding quarter ("3Q 2014"), revenue of RM18.18 million was higher by 3.7% mainly due to higher rental income of some properties. Property operating expenses were higher by 18.4% due to higher repair and maintenance costs incurred by some of the properties. The higher revenue net of higher property operating expenses resulted in lower net property income by 0.7%. Interest income was lower by 55.6% mainly due to lower cash balance resulting from the repayment of the RM15 million CPs on 5 September 2014. Finance costs were lower by 4.2% mainly due to lower interest costs resulting from the repayment of RM15 million CPs (Note B14(a)). Administrative expenses were higher mainly due to the write back of over-accrued professional fees in relation to business development activities in 3Q 2014. The realised income of the current quarter was lower by 4.8% mainly due to lower net property income, lower interest income and higher administrative expenses.

As compared with the last financial year ended 31 December 2013 ("FY 2013"), revenue of RM70.25 million achieved during the financial year ended 31 December 2014 ("FY 2014") was higher by 1.9% mainly due to rental rate increases of some properties and higher recoveries. Property operating expenses were higher by 7.5% mainly due to higher repair and maintenance costs. The higher revenue net of increase in property operating expenses resulted in marginal increase in net property income by 0.3%. Interest income were lower by 7.6% mainly due to higher interest income earned from earnest deposit in FY 2013. Finance costs were higher by 2.9% due to interest resulting from the RM15 million CPs (Note B14(a)) drawndown in March 2014, and charging of the related transaction costs to the profit & loss in FY 2014 as the CPs were repaid in September 2014. The finance costs of FY 2013 were also lower due to one-off write back of credit facility costs. The credit balance in tax agent fee was mainly due to write back of over-accrued fee. The credit balance in administrative expenses were lower mainly due to the higher write back of fee and expenses in FY 2013. The realised income of RM34.16 million was lower by 1.1% mainly due to lower net property income, lower interest income, higher finance costs and administrative expenses.

The performance of QCT for the year ended 31 December 2014 is in line with the investment objective of QCT.

## **B2** INVESTMENT OBJECTIVES AND STRATEGIES

The investment objective of QCT is to acquire and invest in commercial properties primarily in Malaysia with a view to provide long-term growth and sustainable distribution of income to unitholders to achieve long-term growth in the net asset value per unit. There has been no change in the investment objective of QCT since the date of QCT's Annual Report for 2013.

The Manager will continue to focus on its portfolio management and acquisition growth strategy, active asset management strategy and capital management strategy to achieve the objective of QCT. There has been no change in the strategies employed by the Manager since the date of QCT's Annual Report for 2013 as they remain relevant in the current market conditions.

## B3 REVIEW OF THE MARKETS IN WHICH QCT INVESTS IN DURING THE PERIOD AND GENERAL ASSESSMENT OF THE FUTURE PROSPECTS OF THESE MARKETS

#### Review of office market - Klang Valley

Kuala Lumpur's office property market remained resilient in 2014 despite weakening market conditions. Average occupancy rate in the fourth quarter of 2014 remains soft at 83%, similar to the previous quarter and it is generally perceived as a tenants' market. Nevertheless, average rental rate was observed to increase to RM6.40 psf from around RM6.15 psf in the previous quarter. This is due to higher occupancy rate in a numbers of buildings, as well as increment of rates after refurbishment exercises.

(Sources: Property Market Overview 2014 - by DTZ Nawawi Tie Leung Property Consultants Sdn Bhd)

#### Review of retail market - Klang Valley

Despite weakening consumers' confidence, average occupancy rate of malls in Kuala Lumpur city centre has remained unaffected in the short term, coming in at a high 91.0% in 4Q 2014. This was driven by the completion of a new mall and strong take-up of a refurbished mall in the city centre. As at 4Q 2014, the retail stock in Kuala Lumpur increases to 24.4 million sq ft. Out of the city centre, malls register an average occupancy rate of 87.3% and comprise a total stock of 27.4 million sq ft. The retail market is expected to become more challenging with the soon completion of several major malls in both urban and suburban areas, which will add a total of more than 7 million sq ft of retail space.

(Sources: Property Market Overview 2014 - by DTZ Nawawi Tie Leung Property Consultants Sdn Bhd)

#### Review of retail market - Penang

According to the National Property Information Centre (NAPIC), retail stock in Penang stood at 17.4 million sq ft as of 2Q 2014. George Town holds the most numbers of malls of 20, providing 28% (4.9 million sq ft) of the overall stock, followed by Bukit Mertajam in Mainland that houses 17% or 3.0 million sq ft of the existing stock. The overall occupancy rate of shopping centres in Penang has been maintained at the 70% mark since 2009 despite the addition of major malls, such as Gurney Paragon and Aeon Mall Bukit Mertajam. In terms of future supply, the upcoming retail space is mostly located in Seberang Perai on the Mainland as this is the area where new residential developments have been mushrooming, spurred by the completion of the Sultan Abdul Halim Muadzam Shah Bridge or Penang Second Bridge.

(Sources: Property Market Overview 2014 - by DTZ Nawawi Tie Leung Property Consultants Sdn Bhd)

#### **B4 PROSPECTS**

Despite challenging market conditions, the office market in the Klang Valley will continue to be resilient with the steady demand for commercial space in Klang Valley. The Manager will continue to explore acquisition opportunities as well as to focus on active asset management and capital and portfolio management initiatives.

Based on the lease expiry profile, 31% of the total net lettable area is due for renewal in 2014. As at 31 December 2014, 97% of these leases have been renewed while 3% has not been renewed. The Manager has started discussion with tenants due for renewals for year 2015 with the intention to lock in the tenancy ahead of its expiry and are actively marketing and leasing the available vacant space to further increase the portfolio occupancy rate.

#### **B5** REVENUE RECOGNITION

Revenue is recognised to the extent that it is probable that the economic benefits will flow to QCT and the revenue can be reliably measured.

Revenues from the rental of investment properties, service charges, car park income and utilities recovery are recognised on an accrual basis.

#### **B6 PROFIT FORECAST / PROFIT GUARANTEE VARIANCE**

#### (a) Profit forecast

There has been no profit forecast issued by QCT for the financial year 2014.

#### (b) Profit guarantee

QCT is not involved in any arrangement whereby it provides profit guarantee.

#### **B7 TAXATION**

Under Section 61A of the Income Tax Act 1967, the undistributed income of a REIT are exempted from income tax provided that the REIT distributes 90% or more of its total income for the year. If the REIT is unable to meet the 90% distribution criteria, the entire taxable income of the REIT for the year would be subject to income tax.

As QCT intends to distribute at least 90% of its total income for the year to its unitholders, no provision for tax has been made in the current quarter.

## B8 PROFIT ON SALE OF INVESTMENTS IN UNQUOTED SECURITIES/PROPERTIES

There were no disposal of investments in unquoted securities/properties during the current quarter and period to date.

## B9 PARTICULARS OF PURCHASE OR DISPOSAL OF INVESTMENT IN QUOTED SECURITIES

There were no purchase or disposal of investments in quoted securities during the current quarter and period to date.

## **B10 STATUS OF CORPORATE PROPOSALS**

There were no corporate proposals during the current quarter and there is no further updates to the corporate exercise save as disclosed in Note A12.

#### B11 UTLILISATION OF PROCEEDS RAISED FROM ANY NEW ISSUANCE

There were no issuance of new units during the quarter and period to date.

## **B12** CIRCUMSTANCES WHICH MATERIALLY AFFECT ANY INTEREST OF THE UNITHOLDERS

As at the date of this report, the directors of the Manager are not aware of any circumstances not otherwise disclosed in this report which would materially affect interest of the unitholders.

## **B13** COMPOSITION OF INVESTMENT PORTFOLIO AS AT 31 DECEMBER 2014

As at 31 December 2014, QCT's portfolio comprises of ten buildings as follows:

Investment properties	Cost of Investment	Market Value /Net Carrying amount as at 31 December 2014	Market value /Net Carrying amount as % of NAV
	RM	RM	
Commercial buildings			
1 QB1 -DHL 1 & QB 4-DHL2	109,100,000	125,700,000	23.22%
2 QB 2- HSBC	107,500,000	119,100,000	22.00%
3 QB 3- BMW	59,400,000	74,400,000	13.75%
4 Wisma Technip	125,000,000	169,000,000	31.22%
5 Part of Plaza Mont' Kiara	90,000,000	111,700,000	20.64%
6 QB5- IBM	43,000,000	45,200,000	8.35%
7 QB10-HSBC Section 13	22,740,000	26,500,000	4.90%
8 Tesco Building Penang	132,000,000	139,700,000	25.81%
Industrial building			
9 QB 8 -DHL XPJ	28,800,000	26,400,000	4.88%
	717,540,000	837,700,000	

There were no changes to the total number of buildings held by QCT since the preceding financial year ended 31 December 2013.

Capital expenditure of RM2,225,480 was incurred during the quarter. Maintenance costs were normal expenses incurred for the upkeep of the buildings.

## **B14 BORROWINGS AND DEBT SECURITIES**

Non-current Liabilities:		As at end of current quarter ended 31 December 2014 RM
RM270 million CP/MTN Programme		
Face value of CPs and MTNs issued		205,000,000
Discount		(2,968,419)
Cash proceeds		202,031,581
Interest expense on CPs		2,034,984
1		204,066,565
Transaction costs b/f		(376,089)
Transaction costs on CP issued during the year		(54,995)
Amortisation of transaction costs during the year		198,863
		203,834,344
Redeemed on 5 September 2014		(15,000,000)
		188,834,344
		-
RM150 million Term Loan		
Term Loan drawndown		117,000,000
Transaction cost c/f		(917,498)
		116,082,502
Amortisation of transaction costs during the year		196,606
		116,279,108
	m . 1	205 112 452
	Total:	305,113,452

## **B14 BORROWINGS AND DEBT SECURITIES (CONT'D)**

#### (a) <u>CP/MTN Programme of up to RM270 million ("RM270 million Programme")</u>

On 18 July 2011, QCT through its SPE, Kinabalu Capital Sdn. Bhd. ("Kinabalu"), established a CPs/MTNs programme of up to RM270 million ("RM270 million Programme") for five years.

Todate, CPs/MTNs totalling RM205 million were issued by Kinabalu, details as follows:

- RM12 million nominal values of CPs issued on 5 September 2011. The effective interest rate for the RM12 million CPs is 3.34% p.a. due to the IRS arrangement as disclosed in Note B15.
- . RM60 million of MTNs issued on 5 September 2011 for 3 years, at interest rate of 4.9% p.a..
- RM118 million nominal values of CPs issued on 30 November 2011. The effective interest rate for the RM118 million CP is 3.34% p.a. due to the IRS arrangement as disclosed in Note B15.
- RM15 million nominal values of CPs issued on 3 March 2014 at the interest rate of 3.75% p.a.; and were since repaid on 5 September 2014. The transaction costs relating to the RM15 million CPs amounted to RM54,995 were charged to profit and loss during the year.

The transaction costs relating to the programme are amortised from the dates of issuance of the CPs/MTNs to the maturity of the programme.

The RM270 million Programme are secured borrowings.

## (b) Fixed Rate Term Loan Facility Up to RM150 million ("RM150 million Term Loan")

On 18 July 2013, QCT through its SPE, Trusmadi Capital Sdn. Bhd. ("Trusmadi") (formerly known as Boromir Capital Sdn. Bhd.), established a RM150 million fixed rate term loan facility agreement for five years ("RM150 million Term Loan").

On 13 September 2013, Tranche 1 of the facility of RM117 million at interest rate of 4.6% was drawndown to repay the RM117 million MTN outstanding under the RM134 million CP/MTN Programme which matured in September 2013. Tranche 2 will be used for capital expenditure and investments at the interest rate at MGS + 1.4% per annum.

The transaction costs relating to the programme are amortised over the tenure of the programme.

The RM150 million Programme are secured borrowings.

There was no drawdown of the facility during the quarter.

## **B15 DERIVATIVE FINANCIAL INSTRUMENTS**

As part of the active interest rate management strategy of QCT, the following Interest Rate Swap ("IRS") arrangements have been entered into and are still in place as at the reporting date:

- (i) On 21 November 2011, an IRS arrangement swapping floating rate for fixed rate for a notional amount of RM65 million ("IRS No. 5") was entered into in relation to part of the RM130 million CPs issued by Kinabalu. Pursuant to IRS No. 5, QCT will pay a fixed rate of 3.34% p.a. to the Bank whilst the Bank will pay a floating rate to QCT. IRS No. 5 commenced on 30 November 2011 and will mature on 5 September 2016.
- (ii) On 21 November 2011, an IRS arrangement swapping floating rate for fixed rate for a notional amount of RM65 million ("IRS No. 6") was entered into in relation to part of the RM130 million CPs issued by Kinabalu. Pursuant to IRS No. 6, QCT will pay a fixed rate of 3.34% p.a. to the Bank whilst the Bank will pay a floating rate to QCT. IRS No. 6 commenced on 30 November 2011 and will mature on 5 September 2016.

The differences between the floating rate and the fixed rate of the respective IRSs are settled between QCT and the Bank semi-annually and are charged or credited to profit or loss accordingly.

The risk associated with the IRSs above would be credit risk, which is the counterparty risk of the financial institutions with whom the IRSs were contracted. However, the Manager has taken precaution to mitigate this risk by entering the IRSs contracts with reputable licensed financial institutions.

The fair values of the IRSs and the maturity profile as at 31 December 2014 are as follows:

Fair values of derivative assets/(liabilities) as at 31 December 2014 RM

- less than one year - - one to three years 1,224,193
- more than three years - - Total 1,224,193

QCT was eligible to apply hedge accounting for its IRSs with effect from 1 October 2010, and changes in fair values of the IRSs since then were recognised in other comprehensive income. Prior to adoption of hedge accounting, the fair value changes of the IRSs were recognised in the profit or loss.

#### **B16 CHANGES IN MATERIAL LITIGATION**

The Manager is not aware of any pending material litigation as at the date of issuance of this report.

## **B17 INCOME DISTRIBUTION**

QCT intends to distribute at least 90% of its distributable income at least semi-annually, or at such other intervals as the Manager may determine.

An interim income distribution of RM15,995,371 or 4.10 sen per unit, being 95.6% of the realised income for the period 1 January 2014 to 30 June 2014 was made on 29 August 2014.

A final income distribution of RM16,697,607, or 4.28 sen per unit is proposed, being income distribution for the period 1 July 2014 to 31 December 2014. The proposed final income distribution has been approved by the Board and the Trustee on 19 January 2015 and will be payable on 27 February 2015 to all unitholders as at book closure date on 6 February 2015.

The total gross distribution relating to the financial year ended 31 December 2014 amounted to RM32,692,978 or 8.38 sen per unit, being approximately 95.7% of the realised income after taxation of QCT of RM34,162,743 for the financial year ended 31 December 2014.

Distributions are from the following sources:

	01.01.2014 to 31.12.2014	
	RM	
Gross revenue	70,249,414	
Interest income	724,223	
Property operating expenses and	(36,810,894)	
trust expenses		
	34,162,743	
Gross interim distribution of 4.10 sen	(15,995,371)	
Undistributed and non-distributable	(1,469,765)	
Balance for final income distribution	16,697,607	
Final DPU of 4.28 sen, of which	RM	
- taxable distribution	16,379,332	4.20 sen
- tax exempt distribution	318,275	0.08 sen
	16,697,607	4.28 sen
EPU (realised) (after manager's fee )	8.76 sen	
EPU (realised) (before manager's fee )	10.14 sen	

Income distribution to resident individuals, non-resident individuals, resident institutional investors, non-resident institutional investors and non-resident companies are subject to withholding tax as follows:

Resident and non-resident individuals	10%
Resident and non-resident institutional investors	10%
Resident companies (flow through)	0%
Non-resident companies	25%

## B18 CHANGES IN NAV AND MARKET PRICE SINCE THE LAST REPORTING DATE

	As at 31 December 2014	As at 30 September 2014
NAV (RM)	541,251,009	526,475,480
Number of units in circulation (unit)	390,131,000	390,131,000
NAV per unit (RM)	1.3446	1.3266
(after provision for distribution)		
Market price (RM)	1.17	1.16

NAV per unit is arrived at by dividing the NAV with the number of units in circulation as at the date of reporting.

The changes in NAV per unit is mainly due to income distribution made in the last quarter and gain on remeasurement of financial derivatives in the current quarter.

The Manager believes that the movement in market price is due mainly to changes in market sentiment.

#### **B19 MANAGER'S FEE AND SOFT COMMISSION**

Pursuant to the Trust Deed, the Manager is entitled to receive from QCT the following fees:

- (i) Base fee of 0.4% per annum of the gross asset value, payable monthly in arrears;
- (ii) Performance fee of 3% per annum on the net investment income, payable semi-annually in arrears.
- (iii) Acquisition fee of 1% of the acquisition value of any asset, being authorised investments, acquired by QCT; and
- (iv) Divestment fee of 0.5% of the disposal value of any asset divested by QCT.

Total fees accrued to the Manager (inclusive of 6% service tax) for the quarter ended 31 December 2014 are:

	IXIVI
Base fee	900,957
Performance fee	429,672
	1,330,629

There were no other fees paid to the Manager save as disclosed above.

During the quarter, the Manager did not receive any soft commission from its brokers/dealers, by virtue of transaction conducted for QCT.

## **B20 TRUSTEE'S FEE**

Trustee's fee is payable to Maybank Trustees Berhad (Formerly known as Mayban Trustees Berhad) ("Trustee"), which is computed at 0.03% per annum on the first RM2.5 billion gross asset value and 0.02% per annum on the gross asset value in excess of RM2.5 billion, payable monthly in arrears.

Trustee's fee accrued to the Trustee for the quarter ended 31 December 2014 amounted to RM64,977.

### **B21 UNITHOLDINGS BY THE MANAGER**

As at 31 December 2014, the Manager did not hold any units in QCT.

## **B22 UNITHOLDINGS BY PARTIES RELATED TO THE MANAGER**

	No. of units	Percentage of total units	Market Value
			as at 31 December 2014
			RM
HLIB Nominee (Tempatan) Sdn. Bhd. for:			
-Quill Properties Sdn. Bhd.	45,997,000	11.79%	53,816,490
-Quill Land Sdn. Bhd.	48,767,000	12.50%	57,057,390
-Quill Estates Sdn. Bhd.	22,276,000	5.71%	26,062,920
HSBC Nominees (Asing) Sdn. Bhd. for			
CapitaCommercial Trust	117,040,000	30.00%	136,936,800
	234,080,000	60.00%	273,873,600

The Manager's directors' direct unitholding in QCT:

	No. of units	Percentage of total units	Market Value as at 31 December 2014 RM
Dato' Dr. Low Moi Ing, J.P	50,000	0.01%	58,500
Dato' Michael Ong Leng Chun	55,000	0.01%	64,350
Datuk Dr. Mohamed Arif Bin Nun	10,000	0.00%	11,700
Aw Hong Boo (Alternate	50,000	0.01%	58,500
to Dato' Dr. Low Moi Ing, J.P)			

The Manager's directors' indirect unitholding in QCT:

	No. of units	Percentage of total units	Market Value as at 31 December 2014 RM
Dato' Dr. Low Moi Ing, J.P	117,040,000 (a)	30.00%	136,936,800
Dato' Michael Ong Leng Chun	117,040,000 (b)	30.00%	136,936,800

- (a) Deemed interested by virtue of her direct shareholding in Quill Properties Sdn. Bhd., Quill Land Sdn. Bhd., and Quill Estates Sdn. Bhd..
- (b) Deemed interested by virtue of his direct shareholding in Quill Properties Sdn. Bhd., Quill Land Sdn. Bhd., and Quill Estates Sdn. Bhd..

The market value of the units is computed based on the closing price as of 31 December 2014 of RM1.17 per unit.

## **B23 UNITHOLDERS CAPITAL**

	No. of unit	No. of units		
	Current Quarter	Preceding Quarter		
Approved fund size	490,131,000	490,131,000		
	-	_		
Issued and fully paid	390,131,000	390,131,000		

There was no movement in the number of units during the current quarter.

## **B24 FINANCE COSTS INCURRED DURING THE QUARTER AND YEAR TO DATE**

	Current Quarter	Cumulative Quarter
	RM	RM
Interest expenses	3,319,813	13,466,441
Amortisation of transaction costs and credit facility costs	133,119	587,470
Total finance costs	3,452,932	14,053,911

#### **B25 OTHER INCOME AND EXPENSES**

For the current quarter and year to date, the following were credited or charged to the profit or loss in the statement of comprehensive income:

	Current Quarter RM	Cumulative Quarter RM
Depreciation	3,64	4 8,806
Provision for / write off of receivables		- -
Provision for / write off of inventories		- -
Gain/loss on quoted and unquoted investment or properties		- -
Impairment of assets		- -
Foreign exchange gain or loss		- -
Exceptional items		-

## B26 RESPONSIBILITY STATEMENT AND STATEMENT BY THE DIRECTORS OF THE MANAGER

The Manager is responsible for the preparation of the quarterly report.

In the opinion of the directors of the Manager, the quarterly report has been prepared in accordance with MFRS 134: Interim Financial reporting and Paragraph 9.44 of the Main Market Listing Requirements of the Bursa Malaysia Securities Berhad so as to give a true and fair view of the financial position of QCT as at 31 December 2014 and of its financial performance and cash flows for the quarter ended on that date and duly authorised for release by the Board of the Manager on 19 January 2015.

## BY ORDER OF THE BOARD

DATO LEE FONG YONG COMPANY SECRETARY (MAICSA No. 7005956) Quill Capita Management Sdn Bhd (Company No: 737252-X) (As Manager of Quill Capita Trust ) Kuala Lumpur

Date: 19 January 2015