#### MRCB-QUILL REIT CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE PERIOD ENDED 31 MARCH 2018 (UNAUDITED)

|   | INDIVIDUAL QUARTER                  |                                 | CUMULATIVE QUARTERS                 |                                     |  |
|---|-------------------------------------|---------------------------------|-------------------------------------|-------------------------------------|--|
|   | Current Year                        | Preceding Year<br>Corresponding | Current Year                        | Preceding Year<br>Corresponding     |  |
|   | Quarter 31.03.2018                  | Quarter<br>31.03.2017           | To Date<br>31.03.2018               | To Date<br>31.03.2017               |  |
|   | RM                                  | RM                              | RM                                  | RM                                  |  |
| Total income  |                                     |                                 |                                     |                                     |  |
| Gross revenue<br>-Realised gross revenue  | 44,044,733                          | 45,561,780                      | 44,044,733                          | 45,561,780                          |  |
| -Unrealised rental income (unbilled lease income receivable) (a)                        | 248,530                             | 1,008,845                       | 248,530                             | 1,008,845                           |  |
|   | 44,293,263                          | 46,570,625                      | 44,293,263                          | 46,570,625                          |  |
| Property operating expenses   | (9,757,353)                         | (9,435,959)                     | (9,757,353)                         | (9,435,959)                         |  |
| Net property income   | 34,535,910                          | 37,134,666                      | 34,535,910                          | 37,134,666                          |  |
| Interest income   | 729,327                             | 452,060                         | 729,327                             | 452,060                             |  |
| Change in fair value of investment properties<br>-Unbilled lease income receivable (a)  | (248,530)                           | (1,008,845)                     | (248,530)                           | (1,008,845)                         |  |
| -Onomed lease moome receivable (a)  | 35,016,707                          | 36,577,881                      | 35,016,707                          | 36,577,881                          |  |
| Total expenditure   | 55,010,707                          | 30,377,001                      | 33,010,707                          | 50,577,001                          |  |
| Manager's fees  | (3,333,623)                         | (3,379,939)                     | (3,333,623)                         | (3,379,939)                         |  |
| Trustee's fee   | (171,704)                           | (171,180)                       | (171,704)                           | (171,180)                           |  |
| Finance costs   | (9,692,311)                         | (9,725,601)                     | (9,692,311)                         | (9,725,601)                         |  |
| Valuation fees  | (113,412)                           | (38,739)                        | (113,412)                           | (38,739)                            |  |
| Auditors' remuneration  | (37,200)<br>(6,045)                 | (33,000)<br>(5,976)             | (37,200)                            | (33,000)<br>(5,976)                 |  |
| Tax agent's fee<br>Administrative expenses  | (653,121)                           | (58,916)                        | (6,045)<br>(653,121)                | (58,916)                            |  |
| Administrative expenses   | (14,007,416)                        | (13,413,351)                    | (14,007,416)                        | (13,413,351)                        |  |
| Income before taxation  | 21,009,291                          | 23,164,530                      | 21,009,291                          | 23,164,530                          |  |
| Income tax expense  |                                     |                                 |                                     |                                     |  |
| Income net of taxation  | 21,009,291                          | 23,164,530                      | 21,009,291                          | 23,164,530                          |  |
| <b>Other comprehensive income</b><br>Gain on remeasurement of financial derivatives (b) | 256 052                             | 292.026                         | 256 052                             | 282.026                             |  |
| Total comprehensive income for the financial year                                       | <u>356,952</u><br><b>21,366,243</b> | 282,036<br>23,446,566           | <u>356,952</u><br><b>21,366,243</b> | <u>282,036</u><br><b>23,446,566</b> |  |
|   |                                     | <u> </u>                        |                                     |                                     |  |
| Net income for the year is made up as follows:  |                                     |                                 |                                     |                                     |  |
| Realised  | 21,009,291                          | 23,164,530                      | 21,009,291                          | 23,164,530                          |  |
| Unrealised  | -                                   | -                               | -                                   | -                                   |  |
|   |                                     |                                 |                                     |                                     |  |
| EARNINGS PER UNIT (c)<br>- after manager's fees (sen)                                   | 1.97                                | 2.17                            | 1.97                                | 2.17                                |  |
| <ul> <li>before manager's fees (sen)</li> </ul>   | 2.28                                | 2.17                            | 2.28                                | 2.49                                |  |
|   | 2.20                                | 2.19                            | 2.20                                | 2.17                                |  |
| EARNINGS PER UNIT (REALISED) (d)  |                                     |                                 |                                     |                                     |  |
| - after manager's fees (sen)  | 1.97                                | 2.17                            | 1.97                                | 2.17                                |  |
| - before manager's fees (sen)   | 2.28                                | 2.49                            | 2.28                                | 2.49                                |  |
|   |                                     |                                 |                                     |                                     |  |
| Income net of taxation  | 21,009,291                          | 23,164,530                      | 21,009,291                          | 23,164,530                          |  |
| Distribution adjustments (e)  | 1,388,000                           |                                 | 1,388,000                           |                                     |  |
| Distributable income  | 22,397,291                          | 23,164,530                      | 22,397,291                          | 23,164,530                          |  |
|   |                                     |                                 |                                     |                                     |  |
| <b>DISTRIBUTABLE INCOME PER UNIT</b> (f)  | 2.10                                | 2.17                            | 2.10                                | 2.17                                |  |
| DISTRIBUTABLE INCOMETER UNIT (I)  | 2.10                                | 2.17                            | 2.10                                | 2.17                                |  |

(a) Recognition of unrealised rental income-unbilled lease income receivable pursuant to requirements of MFRS 117 Leases, to recognize income from operating lease on a straight-line basis, including contractual increase rates over the fixed tenure of the agreement.

- (b) This relates to the gain on the remeasurement of the fair values of interest rate swaps ("IRSs"). (please refer Note B15)
- (c) Earnings Per Unit is computed based on the Net Income for the quarter/period divided by 1,068,000,000 units in circulation during the quarter/period.
- (d) Earnings Per Unit (Realised) is computed based on the Net Income for the quarter/period divided by 1,068,000,000 units in circulation during the quarter/period.
- (e) Distribution adjustment comprise:

|   | INDIVIDUA             | L QUARTER                       | CUMULATIV             | E QUARTERS                      |
|---|-----------------------|---------------------------------|-----------------------|---------------------------------|
|   | Current Year          | Preceding Year<br>Corresponding | Current Year          | Preceding Year<br>Corresponding |
|   | Quarter<br>31.03.2018 | Quarter<br>31.03.2017           | To Date<br>31.03.2018 | To Date<br>31.03.2017           |
|   | RM                    | RM                              | RM                    | RM                              |
| Manager's management fee payable in units | 1,388,000             | -                               | 1,388,000             | -                               |
|   | 1,388,000             |                                 | 1,388,000             | -                               |

(f) Distributable income per unit for the current quarter/period is computed based on the units in circulation of 1,068,000,000.

The Condensed Consolidated Statement Of Comprehensive Income should be read in conjunction with the audited financial statements for the year ended 31 December 2017 and the accompanying explanatory notes attached to the financial statements.

#### MRCB-QUILL REIT CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 31 MARCH 2018 (UNAUDITED)

|  | AS AT END OF<br>CURRENT<br>QUARTER | AS AT<br>PRECEDING<br>FINANCIAL<br>YEAR END |
|--|------------------------------------|---|
|  | 31.03.2018<br>UNAUDITED<br>RM      | 31.12.2017<br>AUDITED<br>RM                 |
| NON-CURRENT ASSETS   |                                    |   |
| Plant and equipment  | 155,150                            | 172,433                                     |
| Investment properties  | 2,174,751,916                      | 2,159,459,119                               |
| Investment properties-accrued rental income                            | 4,926,857                          | 19,740,881                                  |
| Lease receivables  | 1,819,966<br>2,181,653,889         | 2,014,930<br>2,181,387,363                  |
| CURRENT ASSETS   |                                    |   |
| Trade and other receivables  | 9,971,601                          | 5,232,685                                   |
| Lease receivables  | 750,181                            | 730,820                                     |
| Deposits with licensed financial institution                           | 47,351,129                         | 72,403,166                                  |
| Cash and cash equivalents  | 5,156,711<br>63,229,622            | <u>3,638,160</u><br>82,004,831              |
|  |                                    | 02,001,001                                  |
| Non-current asset held for sale  | 25,000,000                         | 25,000,000                                  |
|  | 88,229,622                         | 107,004,831                                 |
| TOTAL ASSETS   | 2,269,883,511                      | 2,288,392,194                               |
| NON-CURRENT LIABILITIES  |                                    |   |
| Borrowings   | 737,259,379                        | 736,584,405                                 |
| Derivative liabilities (i)   | 308,779                            | 665,731                                     |
| Security deposits  | 17,452,048                         | 16,194,911                                  |
| Other payables   | 221,866                            | 221,866                                     |
|  | 755,242,072                        | 753,666,913                                 |
| CURRENT LIABILITIES  |                                    |   |
| Trade and other payables   | 24,981,628                         | 20,304,048                                  |
| Borrowings   | 116,917,763                        | 116,868,449                                 |
| Security deposits  | 11,080,035                         | 12,828,214                                  |
|  | 152,979,426                        | 150,000,711                                 |
| TOTAL LIABILITIES  | 908,221,498                        | 903,667,624                                 |
| NET ASSETS VALUE ("NAV")   | 1,361,662,013                      | 1,384,724,570                               |
| UNITHOLDERS' FUNDS   |                                    |   |
| Unitholders' funds attributable to unitholders of MQREIT               |                                    |   |
| Unitholders' capital   | 1,231,914,544                      | 1,231,914,544                               |
| Undistributed and non-distributable income<br>Total unitholders' funds | 129,747,469<br>1,361,662,013       | 152,810,026<br>1,384,724,570                |
|  | 1,501,002,015                      | 1,384,724,570                               |
| NUMBER OF UNITS IN CIRCULATION   | 1,068,000,000                      | 1,068,000,000                               |
| NET ASSET VALUE PER UNIT   |                                    |   |
| - before income distribution   | 1.2750                             | 1.2966                                      |
| - after income distribution (ii)                                       | 1.2553                             | 1.2550                                      |
|  |                                    |   |

(i) These relate to the fair values of the IRSs (Note B15).

(ii) Net Asset Value assuming 100% of realised net income for the current quarter of RM21,009,291 is provided for income distribution.

The Condensed Consolidated Statement of Financial Position should be read in conjunction with the audited financial statements for the year ended 31 December 2017 and the accompanying explanatory notes attached to the financial statements.

#### MRCB-QUILL REIT CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN NET ASSET VALUE FOR THE PERIOD ENDED 31 MARCH 2018 (UNAUDITED)

|   |                         | ← Distribu                          | utable ———                            | Non-Distributable   | Total  |                       |
|---|-------------------------|-------------------------------------|---------------------------------------|---|--|-----------------------|
|   | Unitholders'<br>Capital | Undistributed<br>Income<br>Realised | Undistributed<br>Income<br>Unrealised | Net Fair Value<br>(Loss) / Gain On<br>Derivatives<br>Unrealised | Undistributed and<br>Non-Distributable<br>Income | Unitholders'<br>Funds |
|   | RM                      | RM                                  | RM                                    | RM  | RM   | RM                    |
| As at 1 January 2018                              | 1,231,914,544           | 60,034,963                          | 93,440,794                            | (665,731)   | 152,810,026                                      | 1,384,724,570         |
| Issuance of new units expenses                    | -                       | -                                   | -                                     | -   | -  | -                     |
| Total Comprehensive Income for the financial year |                         | 21,009,291                          | -                                     | 356,952   | 21,366,243                                       | 21,366,243            |
|   | 1,231,914,544           | 81,044,254                          | 93,440,794                            | (308,779)   | 174,176,269                                      | 1,406,090,813         |
| Unitholders' transactions:                        |                         |                                     |                                       |   |  |                       |
| Distribution to unitholders                       | -                       | (44,428,800)                        | -                                     | -   | (44,428,800)                                     | (44,428,800)          |
| As at 31 March 2018                               | 1,231,914,544           | 36,615,454                          | 93,440,794                            | (308,779)   | 129,747,469                                      | 1,361,662,013         |
| As at 1 January 2017                              | 1,231,939,861           | 17,204,848                          | 111,537,137                           | (983,219)   | 127,758,766                                      | 1,359,698,627         |
| Issuance of new units expenses                    | (317)                   | -                                   | -                                     | -   | -  | (317)                 |
| Total Comprehensive Income for the financial year | -                       | 23,164,530                          | -                                     | 282,036   | 23,446,566                                       | 23,446,566            |
|   | 1,231,939,544           | 40,369,378                          | 111,537,137                           | (701,183)   | 151,205,332                                      | 1,383,144,876         |
| Unitholders' transactions:                        |                         |                                     |                                       |   |  |                       |
| Distribution to unitholders                       | -                       | -                                   | -                                     | -   | -  | -                     |
| As at 31 March 2017                               | 1,231,939,544           | 40,369,378                          | 111,537,137                           | (701,183)   | 151,205,332                                      | 1,383,144,876         |
|   |                         |                                     | , ,                                   |   |  |                       |

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 2017 and the accompanying explanatory notes attached to the financial statements.

# MRCB-QUILL REIT CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE PERIOD ENDED 31 MARCH 2018 (UNAUDITED)

|  | CURRENT YEAR<br>TO DATE<br>31.03.2018<br>RM | PRECEDING YEAR<br>TO DATE<br>31.03.2017<br>RM |
|--|---|---|
| OPERATING ACTIVITIES                                   |   |   |
| Income before tax                                      | 21,009,291                                  | 23,164,530                                    |
| Adjustments for:                                       |   |   |
| Finance costs  | 9,692,311                                   | 9,725,601                                     |
| Depreciation   | 17,283                                      | 16,581  |
| Interest income  | (729,327)                                   | (452,060)                                     |
| Operating cash flows before changes in working capital | 29,989,558                                  | 32,454,652                                    |
| Receivables  | (4,495,392)                                 | 8,600,549                                     |
| Payables   | 8,120,643                                   | (12,131,481)                                  |
| Cash flows from operations<br>Income tax paid          | 33,614,809                                  | 28,923,720                                    |
| Net cash flows generated from operating activities     | 33,614,809                                  | 28,923,720                                    |
| INVESTING ACTIVITIES                                   |   |   |
| Additions to investment properties                     | (478,773)                                   | -   |
| Purchase of plant & equipment                          | -   | (2,979)                                       |
| Interest received                                      | 926,229                                     | 465,119                                       |
| Net cash flow generated from investing activities      | 447,456                                     | 462,140                                       |
| FINANCING ACTIVITIES                                   |   |   |
| Distribution to unitholders                            | (44,428,800)                                | (27,447,312)                                  |
| Finance costs paid                                     | (13,166,951)                                | (11,254,306)                                  |
| Proceeds from borrowings                               | -   | 191,000,000                                   |
| Repayment of borrowings                                | -   | (190,000,000)                                 |
| Expenses paid on issuance of new units                 |   | (317)   |
| Cash flows used in financing activities                | (57,595,751)                                | (37,701,935)                                  |
| NET INCREASE IN CASH AND CASH EQUIVALENTS              | (23,533,486)                                | (8,316,075)                                   |
| CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD       | 76,041,326                                  | 54,051,281                                    |
| CASH AND CASH EQUIVALENTS AT END OF PERIOD             | 52,507,840                                  | 45,735,206                                    |
| Cash and cash equivalents at end of period comprises:  |   |   |
|  |   | _   |
| Deposits with licensed financial institutions          | 47,351,129                                  | 39,396,025                                    |
| Cash on hand and at banks                              | 5,156,711                                   | 6,339,181                                     |
|  | 52,507,840                                  | 45,735,206                                    |

The Condensed Consolidated Statement of Cash Flows should be read in conjunction with the audited financial statements for the year ended 31 December 2017 and the accompanying explanatory notes to the financial statements.

# MRCB-QUILL REIT EXPLANATORY NOTES FOR PERIOD ENDED 31 MARCH 2018

#### 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 MRCB-Quill Reit's ("MQREIT") audited financial statements for the financial year ended 31 December 2017 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 MQREIT and its special purpose entities ("SPEs"). The SPEs were established for the specific purpose of raising financing on behalf of MQREIT. A SPE is consolidated if, based on an evaluation of the substance of its relationship with MQREIT and the SPE's risks and rewards, MQREIT concludes that it controls the SPE. SPEs controlled by MQREIT were established under terms that impose strict limitations on the decision-making powers of the SPE's management resulting in MQREIT 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 2017.

## A4 AUDIT REPORT OF PRECEDING FINANCIAL YEAR ENDED 31 DECEMBER 2017

The audit report of the financial statements for the preceding year ended 31 December 2017 was unqualified.

#### A5 SEASONALITY OR CYCLICALITY OF OPERATIONS

The business operations of MQREIT were not materially affected by seasonal or cyclical factors during the current quarter. Seasonal or cyclical factors include but are 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 MQREIT.

#### 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 the above and 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, MQREIT 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 MQREIT'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 the profit or loss in the statement of comprehensive income.

For the quarter ended 31 March 2018, there was no revaluation of investment properties.

#### A12 SIGNIFICANT EVENTS DURING THE QUARTER ENDED 31 MARCH 2018

As announced on 8 January 2018, MTB, acting solely in the capacity as trustee for and on behalf of MQREIT, has entered into a sale and purchase agreement on 8 January 2018 ("SPA") with Transmark Corporation Sdn Bhd ("TCSB" or "the Purchaser") for the proposed disposal of a single storey detached warehouse annexed with a 3-storey office building, a refuse chamber and two guard houses located at No. 8, Jalan Pemaju U1/15, Hicom Glenmarie Industrial Park, Section U1, 40150 Shah Alam, Selangor erected on a parcel of freehold land held under H. S. (D) 267028, PT 1955 in the Town of Bandar Glenmarie, District of Petaling, State of Selangor ("QB8" or "Property"), for a cash consideration of RM28 million ("Disposal Price"). ("Proposed Disposal")

The Proposed Disposal will not have any effect on the total units of MQREIT in issue and substantial unitholders' unitholding in MQREIT, as the Disposal Price will be satisfied entirely in cash.

There will be no material impact on the NAV of MQREIT upon the completion of the Proposed Disposal.

# A13 SIGNIFICANT EVENTS SUBSEQUENT TO THE QUARTER ENDED 31 MARCH 2018

#### (a) Issuance of new Units for the purpose of the payment of management fee to the management company of MQREIT

On 4 April 2018, announcement was made to Bursa Malaysia on the issuance of 3,783,000 new units in MRCB-Quill REIT ("MQREIT") for the purpose of the payment of management fee to MRCB Quill Management Sdn Bhd, the management company of MQREIT, based on 5-day volume weighted average market price of RM1.0506 per Unit.

As announced on 5 April 2018, the Board of Directors of the Manager concluded that the issuance has been completed with the listing of 3,783,000 new Units of the Main Market of Bursa Malaysia Securities Berhad on the same day.

With the listing of the said new Units, the enlarged fund size of MQREIT is 1,071,783,000 Units.

## (b) Disposal of Quill Building 8 DHL (XPJ) to Transmark Corporation Sdn Bhd

As announced on 12 April 2018, the Board of Directors of MRCB Quill Management Sdn Bhd, the management company of MQREIT, is pleased to announce that the Proposed Disposal has been completed on 12 April 2018 in accordance to the terms and conditions of the SPA executed on 8 January 2018.

# 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 March 2018 are as follows:

As at 31 March 2018 RM

Approved and contracted for : Investment properties

3,673,430

# **B1 REVIEW OF PERFORMANCE**

#### Quarter Results (1Q 2018 vs 1Q 2017)

MQREIT recorded gross revenue of RM44.3 million in 1Q 2018, a decrease of RM2.3 million or 4.9% compare to 1Q 2017. The decrease was mainly due to lower revenue generated from Platinum Sentral and Menara Shell.

Property operating expenses for 1Q 2018 were RM9.8 million, an increase of RM0.3 million or 3.4% compared to 1Q 2017, mainly due to slightly higher routine operating expenses incurred for some properties.

These have resulted in lower net property income by RM2.6 million or 7% in 1Q 2018 compared to 1Q 2017.

Manager's fees incurred for 1Q 2018 were RM3.3million, marginally lower by 1.4% compared to 1Q 2017, this was in line with the lower net property income and total asset value. Finance costs incurred for 1Q 2018 of RM9.7 million were 0.3% lower than 1Q 2017, mainly due to lower amortisation of transaction costs incurred. Higher administrative expenses incurred in 1Q 2018 by RM0.6 million were mainly attributed to the costs incurred for the proposed disposal of QB8-DHL (XPJ).

As a result of all the above, the income before taxation for the current quarter under review of RM21.0 million was lower by RM2.2 million or 9.3% compared to 1Q 2017. Distributable income for the quarter under review was RM22.4 million or 2.10 sen per unit, consisting of income after taxation of RM21.0 million and adjustment on Manager's fees payable in units amounting to RM1.4 million.

#### Financial Year-to-date Results (YTD 2018 vs YTD 2017)

Review of financial year-to-date results is the same as above.

#### Current Quarter vs Immediate Preceding Quarter (1Q 2018 vs 4Q 2017)

As compared with the immediate preceding quarter ("4Q 2017"), gross revenue in 1Q 2018 of RM44.3 million was lower by 3.8% and property operating expenses of RM9.76 million were reduced by 2.7% respectively, resulted in lower net property income by 4.1%. Finance costs were lower in 1Q 2018 due to lesser number of days in 1Q 2018 as compared to 4Q 2017. Higher administrative expenses incurred in 1Q 2018 of RM0.7 million in relation to the proposed disposal of QB8-DHL (XPJ). Overall, realised net income after taxation of RM21.0 million is marginally lower by 1.9% compared to 4Q 2017.

The performance of MQREIT for the period ended 31 March 2018 is in line with the investment objectives of MQREIT.

# **B2** INVESTMENT OBJECTIVES AND STRATEGIES

The investment objective of MQREIT 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 MQREIT since the date of the Annual Report for 2017.

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 MQREIT. There has been no change in the strategies employed by the Manager since the date of the Annual Report for 2017 as they remain relevant in the current market conditions.

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

# Review of office market - Klang Valley

Klang Valley cumulative supply of office space currently stands at 105.1 million square feet with an expected completion of 4.13 million square feet of office space by 2018. In 2017, average prime rental in Kuala Lumpur was RM7 per square foot. This has remained relatively unchanged since 2015. Demand for office space in prime and well connected areas remained strong, in particular buildings in good condition and accredited with MSC and green building status.

(Source : 2018 Asia Pacific Real Estate Market Outlook - Malaysia by CH William Talhar & Wong Sdn Bhd)

# Review of retail market - Klang Valley

Kuala Lumpur retail market occupancy rate remained stable at 88.8% whilst occupancy rate for the Outside Kuala Lumpur retail market stood at 83.3%. Up to 2018, there are 5 retail developments in the pipeline amounting to 2.67 million square feet with majority of the incoming retail centres being neighbourhood malls. The retail market is expected to continue its modest recovery in 2018. Existing retail spaces in Klang Valley will stay resilient in terms of occupancy and rental rates led by prime malls and neighbourhood malls in close proximity to crowd gathering points and public transportation.

(Source : 2018 Asia Pacific Real Estate Market Outlook - Malaysia by CH William Talhar & Wong Sdn Bhd)

## Review of retail market - Penang

The overall occupancy rate for retail complexes in Penang stood at 71% as at 1H 2017, with Penang Island and Seberang Perai recording occupancy rates of 76% and 63% respectively. Gross rentals of retails lots for the ground floor of selected prime retail complexes in Penang Island commanded higher rental rates than Seberang Perai, of up to RM45 per square feet per month. Existing supply as at 1H 2017 was 18.8 million square feet with 59% located in Penang Island. Future supply of approximately 8 million square feet is expected and comprises mostly retail complexes within integrated developments.

(Source : 2018 Asia Pacific Real Estate Market Outlook - Malaysia by CH William Talhar & Wong Sdn Bhd)

# **B4 PROSPECTS**

In 2018, 28% of MQREIT's total net lettable area are due for renewal. 16% of these leases were due in 1Q 2018. We have successfully renewed approximately 81% of these leases due in 1Q 2018.

The Klang Valley office market is expected to remain challenging. For 2018, we will focus on asset management and leasing strategies that are centred on tenant retention to overcome the challenging operating environment.

# **B5 REVENUE RECOGNITION**

Revenue is recognised to the extent that it is probable that the economic benefits will flow to MQREIT 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 MQREIT for the financial year 2018.

#### (b) Profit guarantee

MQREIT 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 MQREIT 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 disposals of investments in unquoted securities / properties during the current quarter.

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

There were no purchases or disposals of investments in quoted securities during the current quarter.

# **B10 STATUS OF CORPORATE PROPOSALS**

There were no corporate proposals during the current quarter.

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

There were no issuance of new units during the current quarter.

#### **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 the interest of the unitholders.

# B13 COMPOSITION OF INVESTMENT PORTFOLIO AS AT 31 MARCH 2018

As at 31 March 2018, MQREIT's portfolio comprises of eleven buildings as follows:

|    | Investment properties     | Cost of Investment | Market Value / Net Carrying amount as at 31 March 2018 | Market value /Net<br>Carrying amount as<br>% of NAV |
|----|---------------------------|--------------------|--|---|
|    |                           | RM                 | RM   |   |
|    | Commercial buildings      |                    |  |   |
| 1  | QB1 - DHL 1 & QB4 - DHL 2 | 109,100,000        | 130,000,000  | 9.55%   |
| 2  | QB2 - HSBC                | 107,500,000        | 122,000,000  | 8.96%   |
| 3  | QB3 - BMW                 | 59,400,000         | 79,478,773   | 5.84%   |
| 4  | Wisma Technip             | 125,000,000        | 173,800,000  | 12.76%  |
| 5  | Part of Plaza Mont' Kiara | 90,000,000         | 117,400,000  | 8.62%   |
| 6  | QB5 - IBM                 | 43,000,000         | 44,000,000   | 3.23%   |
| 7  | Tesco Building Penang     | 132,000,000        | 140,000,000  | 10.28%  |
| 8  | Platinum Sentral          | 740,000,000        | 725,000,000  | 53.24%  |
| 9  | Menara Shell              | 640,000,000        | 648,000,000  | 47.59%  |
|    | Industrial building       |                    |  |   |
| 10 | QB8 - DHL (XPJ)           | 28,800,000         | 25,000,000   | 1.84%   |
|    |                           | 2,074,800,000      | 2,204,678,773  |   |
|    |                           |                    |  |   |

Capital expenditure of RM478,773 were incurred during the quarter. The NAV as at 31 March 2018 is RM1,361,662,013.

# **B14 BORROWINGS AND DEBT SECURITIES**

|   | As at end of period<br>ended 31 March 2018 |
|---|--|
|   | RM   |
| <u>CURRENT LIABILITIES:</u><br>(a) Fixed Rate Term Loan Facility of up to RM150 million ("RM150 million Term Loan") | 116,917,763                                |
| NON-CURRENT LIABILITIES:  | RM   |
| (b) Senior CP / MTN Programme of up to RM290 million  | 275,639,932                                |
| (b) Fixed Rate Subordinated Term Loan Facility of up to RM250 million   | 109,726,454                                |
| (c) CPs/MTNs Programme of up to RM3 billion   | 351,892,993                                |
|   | 737,259,379                                |

# **CURRENT LIABILITIES:**

| (a) | Fixed Rate Term Loan Facility of up to RM150 million ("RM150 million Term Loan") | RM          |
|-----|--|-------------|
|     | Term Loan draw down  | 117,000,000 |
|     | Transaction cost c/f   | (131,551)   |
|     |  | 116,868,449 |
|     | Amortisation of transaction costs during the period                              | 49,314      |
|     |  | 116,917,763 |

On 18 July 2013, MQREIT through its SPE, Trusmadi Capital Sdn. Bhd. ("Trusmadi") 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 4.60% was draw down 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 + 1.40% per annum.

The transaction costs relating to the programme are amortised over the tenure of the programme and are charged to profit or loss.

The RM150 million Programme are secured borrowings and there was no draw down of the facility during the quarter.

# B14 BORROWINGS AND DEBT SECURITIES (cont'd)

#### **NON-CURRENT LIABILITIES:**

(b) Senior CP / MTN Programme of up to RM290 million ("Senior CP / MTN Programme") and Fixed-Rate Subordinated Term Loan Facility of up to RM250 million ("Fixed Rate Subordinated Term Loan")

| (i) <u>Senior CP / MTN Programme</u>                | RM          |
|---|-------------|
| Face value of CPs issued / rollover                 | 279,000,000 |
| Discount  | (2,844,959) |
| Cash proceeds                                       | 276,155,041 |
| Accretion of interest expenses                      | 31,263      |
|   | 276,186,304 |
| Transaction costs c/f                               | (617,505)   |
| Amortisation of transaction costs during the period | 71,133      |
|   | 275,639,932 |
| (ii) Fixed Rate Subordinated Term Loan              | RM          |
| Term Loan draw down                                 | 110,000,000 |
| Transaction costs on term loan                      | (309,240)   |
|   | 109,690,760 |
| Amortisation of transaction costs during the period | 35,694      |
|   | 109,726,454 |

On 13 March 2015, MQREIT through its SPE, Murud Capital Sdn Bhd ("Murud") established a RM290 million Senior CP/MTN Programme for 5 years.

On 30 March 2015, RM279 million nominal values of Senior CPs were issued at an interest rate of 4.13% per annum. On 30 September 2015, a Fixed Rate Subordinated Term Loan of RM110 million were established at the interest rate of 4.90% per annum.

On 21 April 2015, MQREIT entered into two interest rate swap arrangements, swapping floating rate for fixed rate for a notional amount of RM139.5 million respectively, in relation to the RM279 million Senior CPs issued by Murud. MQREIT will pay a fixed rate of 3.82% p.a. to the Bank whist the Bank will pay a floating rate to MQREIT. These interest rate swap arrangements commenced on 21 April 2015 and will mature on 30 March 2020.

The transaction costs relating to the programme are amortised over the tenure of the programmes and are charged to profit or loss. The RM290 million Senior CP and RM110 million Subordinated Term Loan are secured borrowings and there were no draw down of the facility during the quarter.

# (c) Commercial Papers Programme ("CP Programme") and Medium Term Notes Programme ("MTN Programme") with aggregate combined limit of RM3.0 billion in nominal value ("RM3 billion Programme")

| i) RM144 million in nominal value of CP and RM20 million in nominal value of MTN | RM          |
|--|-------------|
| Face value of CPs / MTNs issued  | 164,000,000 |
| Discount   | (2,986,994) |
| Cash proceeds  | 161,013,006 |
| Accretion of interest expenses   | 1,641,205   |
|  | 162,654,211 |
| Transaction costs b/f  | (366,828)   |
| Amortisation of transaction costs during the period                              | 23,390      |
|  | 162,310,773 |

# B14 BORROWINGS AND DEBT SECURITIES (cont'd)

# NON-CURRENT LIABILITIES (cont'd):

# (c) Commercial Papers Programme ("CP Programme") and Medium Term Notes Programme ("MTN Programme") with aggregate combined limit of RM3.0 billion in nominal value ("RM3 billion Programme") (cont'd):

| (ii) <u>RM61 million in nominal value of CP and RM130 million in nominal value of MTN</u> | RM          |
|---|-------------|
| Face value of CPs / MTNs issued   | 191,000,000 |
| Discount  | (1,353,030) |
| Cash proceeds   | 189,646,970 |
| Accretion of interest expenses  | 191,189     |
|   | 189,838,159 |
| Transaction costs on CP/MTN issued during the period                                      | (272,264)   |
| Amortisation of transaction costs during the period                                       | 16,325      |
|   | 189,582,220 |
| Total:  | 351,892,993 |

On 30 November 2016, MQREIT through its SPE, Kinabalu Capital Sdn Bhd ("Kinabalu") established a RM3.0 billion in nominal value of CP/MTN programme. The CP Programme shall have a legal tenure of seven (7) years from the date of the first issue of the CP sunder the CP Programme, whereas the MTN Programme shall have a legal tenure of twenty (20) years from the date of the first issue of the first issue of MTNs under the MTN Programme.

# (i) <u>RM144 million in nominal value of CP and RM20 million in nominal value of MTN (Issue 1")</u>

On 22 December 2016, RM144 million nominal value of CPs and RM20 million in nominal value of MTNs out of the respective programme were issued at the interest rate of 4.13% p.a. and 4.30% p.a. respectively. The proceeds raised from the issuance were utilised to part-finance the acquisition of Menara Shell together with a 5-storey podium and a 4-storey basement car park.

The transaction costs relating to the programme are amortised over the tenure of the programme and are charged to profit or loss. The RM144 million CP and RM20 million MTN are secured borrowings.

## (ii) RM61 million in nominal value of CPs and RM130 million in nominal value of MTNs (Issue 2")

On 6 March 2017, RM61 million in nominal value of CPs and RM130 million nominal value of MTNs from the CP and MTN Programme were issued at the interest rate of 4.14% p.a. and 4.40% p.a. respectively.

The transaction costs relating to the programme are amortised over the tenure of the programme and are charged to profit or loss. The RM61 million CP and RM130 million MTN are secured borrowings.

There were no draw down of the facility during the quarter.

# **B15 DERIVATIVE FINANCIAL INSTRUMENTS**

As part of the active interest rate management strategy of MQREIT, the following Interest Rate Swap ("IRS") arrangements have been entered into:

- (i) On 21 April 2015, an IRS arrangement swapping floating rate for fixed rate for a notional amount of RM139.5 million ("IRS No. 7") was entered into in relation to the RM279 million CPs issued by Murud. Pursuant to IRS No. 7, MQREIT will pay a fixed rate of 3.82% p.a. to the Bank whilst the Bank will pay a floating rate to MQREIT. IRS No. 7 commenced on 21 April 2015 and will mature on 30 March 2020.
- (ii) On 21 April 2015, an IRS arrangement swapping floating rate for fixed rate for a notional amount of RM139.5 million ("IRS No. 8") was entered into in relation to the RM279 million CPs issued by Murud. Pursuant to IRS No. 8, MQREIT will pay a fixed rate of 3.82% p.a. to the Bank whilst the Bank will pay a floating rate to MQREIT. IRS No. 7 commenced on 21 April 2015 and will mature on 30 March 2020.

The differences between the floating rate and the fixed rate of the respective IRSs are settled between MQREIT and the Bank on quarterly basis for IRS No. 7 and IRS No. 8 respectively, 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 IRS arrangements are the estimated amount that would be received or paid to terminate the IRS arrangements as at the reporting date, taking into account interest rate market conditions. The fair values are obtained based on quotes provided by the financial institutions.

MQREIT was eligible to apply hedge accounting for its IRS arrangements, hence the changes in fair values of the IRS arrangements were recognised in other comprehensive income.

The details of the outstanding derivatives as at 31 March 2018 are as follows:

|      | Type of Derivatives           | Contract/Notional Value<br>As at 31 March 2018 | Fair values of derivative<br>liabilities as at 31 March 2018 |
|------|-------------------------------|--|--|
|      |                               | RM   | RM   |
|      | Interest Rate Swap ("IRS")    |  |  |
| (i)  | IRS No. 7 - 1 year to 3 years | 139,500,000                                    | 148,749  |
| (ii) | IRS No. 8 - 1 year to 3 years | 139,500,000                                    | 160,030  |
|      |                               | 279,000,000                                    | 308,779  |
|      |                               |  |  |

## **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**

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

A final income distribution of RM44,428,800, or 4.16 sen per unit, being income distribution for the period 1 July 2017 to 31 December 2017, has been made on 28 February 2018.

No income distribution was proposed for the current quarter as MQREIT's distribution of income is paid on a half yearly basis.

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                            | 24% |
|   |     |

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

|  | As at 31 March 2018 | As at 31 December 2017 |
|--|---------------------|------------------------|
| NAV (RM)                               | 1,361,662,013       | 1,384,724,570          |
| Number of units in circulation (units) | 1,068,000,000       | 1,068,000,000          |
| NAV per unit (RM)                      | 1.2553              | 1.2550                 |
| (after provision for distribution)     |                     |                        |
| Market price (RM)                      | 1.01                | 1.25                   |

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 the income distribution made 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 MQREIT 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 MQREIT; and
- (iv) Divestment fee of 0.5% of the disposal value of any asset divested by MQREIT.

Total fees accrued to the Manager (exclusive of 6% GST) for the quarter ended 31 March 2018 are :

|                 | RM        |
|-----------------|-----------|
| Base fee        | 2,283,122 |
| Performance fee | 1,050,501 |
|                 | 3,333,623 |

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

# **B20 TRUSTEE'S FEE**

Trustee's fee is payable to Maybank 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 March 2018 amounted to RM171,704.

## **B21 UNITHOLDINGS BY THE MANAGER**

As at 31 March 2018, the Manager did not hold any units in MQREIT.

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

|   | No. of units | Percentage of total units | Market Value<br>as at 31 March 2018<br>RM |
|---|--------------|---------------------------|---|
| Malaysian Resources Corporation Berhad<br>HLIB Nominee (Tempatan) Sdn. Bhd. for : | 297,917,000  | 27.89%                    | 300,896,170                               |
| -Quill Properties Sdn. Bhd.   | 45,997,000   | 4.31%                     | 46,456,970                                |
| -Quill Land Sdn. Bhd.   | 48,767,000   | 4.57%                     | 49,254,670                                |
| -Quill Estates Sdn. Bhd.  | 22,276,000   | 2.09%                     | 22,498,760                                |
|   | 414,957,000  | 38.85%                    | 419,106,570                               |
|   |              |                           |   |

The Manager's directors' direct unitholding in MQREIT:

|                             | No. of units | Percentage of total units | Market Value as at<br>31 March 2018<br>RM |
|-----------------------------|--------------|---------------------------|---|
| Dato' Dr. Low Moi Ing, J.P  | 50,000       | 0.005%                    | 50,500                                    |
| Dato' Michael Ong Leng Chun | 55,000       | 0.005%                    | 55,550                                    |

The Manager's directors' indirect unitholding in MQREIT:

|                             | No. of units    | Percentage of total units | Market Value as at<br>31 March 2018<br>RM |
|-----------------------------|-----------------|---------------------------|---|
| Dato' Dr. Low Moi Ing, J.P  | 117,040,000 (a) | 10.96%                    | 118,210,400                               |
| Dato' Michael Ong Leng Chun | 117,040,000 (b) | 10.96%                    | 118,210,400                               |

- (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 March 2018 of RM1.01 per unit.

# **B23 UNITHOLDERS CAPITAL**

|                       | No. of units    |                   |  |
|-----------------------|-----------------|-------------------|--|
|                       | Current Quarter | Preceding Quarter |  |
| Approved fund size    | 1,100,000,000   | 1,100,000,000     |  |
| Issued and fully paid | 1,068,000,000   | 1,068,000,000     |  |

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

|   | Current Quarter<br>RM | Cumulative Quarter<br>RM |
|---|-----------------------|--------------------------|
| Interest expenses on CPMTN                  | 6,348,888             | 6,348,888                |
| Interest expenses on term loan              | 2,778,164             | 2,778,164                |
| Interest on interest rate swap arrangements | 257,368               | 257,368                  |
| Amortisation of transaction costs           | 223,697               | 223,697                  |
| Credit facility costs                       | 84,194                | 84,194                   |
| Total finance costs                         | 9,692,311             | 9,692,311                |

# **B25** 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 MQREIT as at 31 March 2018 and of its financial performance and cash flows for the quarter ended on that date and duly authorised for release by the Board of Directors of the Manager on 17 May 2018.

**BY ORDER OF THE BOARD** 

MOHAMED NOOR RAHIM YAHAYA COMPANY SECRETARY (MAICSA No. 0866820) HO NGAN CHUI COMPANY SECRETARY (MAICSA No. 7014785) MRCB Quill Management Sdn Bhd (Company No: 737252-X) (As Manager of MRCB-QUILL REIT) Kuala Lumpur

Date: 17 May 2018