



General Announcement

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Company Information

Main Market Company
New Announcement

Submitting Investment Bank/Advisor (if applicable)

Submitting Secretarial Firm (if applicable)

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

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

Description *:-
(Note : Please enter the announcement description in this field and the announcement details in the Announcement Details/Table Section or attach the full announcement details as an attachment)
Quill Capita Trust - Corporate presentation slides dated 31 October 2012
Announcement Details/Table Section :-
(This field is for the details of the announcement, if applicable)

Corporate presentation slides dated 31 October 2012 are enclosed for reference.

Attachment(s):- (please attach the attachments here)
[QCT Corporate Presentation 3Q2012 \(311012\).pdf](#)

3rd QUARTER 2012 FINANCIAL RESULTS



31 October 2012



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Important Notice

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

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

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

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

Financial Results





Summary of Profit & Loss

(RM'000)	(Unaudited) 3Q 2012
Total Gross Revenue	17,150
Total Operating Expenses	(3,150)
Net Property Income	14,000
Interest Income	174
Net Investment Income	14,174
Interest and Other Expenses	(4,872)
Income Before Taxation	9,302
Net Income	9,302



Year-To-Date EPU up by 1.0%

(RM'000)	(Unaudited) YTD 3Q 2011	(Unaudited) YTD 3Q 2012	Variance
Gross Revenue	52,757	52,358	-0.8%
NPI ¹	41,926	41,193	-1.7%
Net Income ²	26,250	26,542	1.1%*
EPU ³	6.73 sen	6.80 sen	1.0%*

The NPI is lower by 1.7% mainly due lower revenue as a result of the expiry of some of our leases and higher property operating expenses due to more repair cost incurred. The Manager is actively marketing the space.

1 NPI refers to Net Property Income

2 Net Income (excluding unrealised income)

3 EPU refers to Realised Earnings Per Unit

* The difference between the variance (%) of Net Income and EPU is due to rounding



Total Assets – RM841.69 million

NAV per unit – RM1.2965

	(Audited)	(Unaudited)	(Unaudited)	(Unaudited)
	as at	as at	as at	as at
	31 Dec 11 (RM'000)	31 Mar 12 (RM'000)	30 June 12 (RM'000)	30 Sept 12 (RM'000)
Non Current Assets	815,511	816,946	814,817	814,834
Current Assets	38,310	27,237	38,746	26,859
Total Assets	853,821	844,183	853,563	841,693
Current Liabilities	37,571	26,888	36,206	138,821
Non Current Liabilities	311,135	310,760	311,807	197,074
Net Assets	505,115	506,535	505,550	505,798
No of Units	390,131	390,131	390,131	390,131
NAV per Unit (RM)	1.2947	1.2984	1.2956	1.2965



Stable Financial Indicators

	Audited	Unaudited	Unaudited	Unaudited
	as at	as at	as at	as at
	31 Dec 11 (RM'000)	31 Mar 12 (RM'000)	30 Jun 12 (RM'000)	30 Sept 12 (RM'000)
Total Debts	305,013	303,875	305,165	304,181
Gearing Ratio (x)¹	0.36x	0.36x	0.36x	0.36x
Net Debt as % of EBITDA (x) ²	5.77x	6.24x	5.90x	6.01x
Interest Coverage (x) ³	3.64x	3.49x	3.66x	3.72x
Average Term to Maturity	3.16	2.91	2.66	2.80
Average Cost of Debt (p.a.)	4.44%	4.32%	4.32%	4.32%

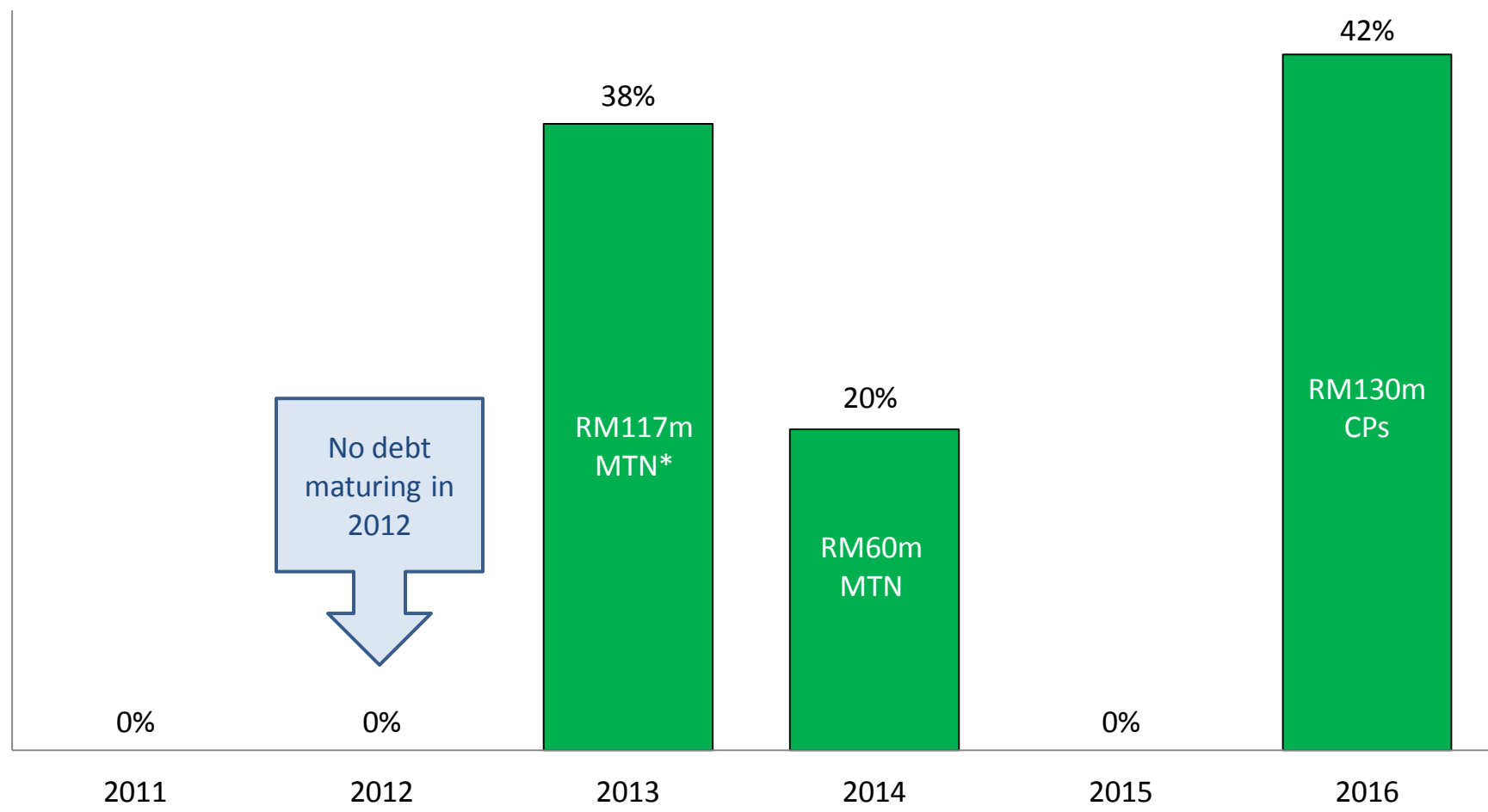
Notes:

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



Debt Profile

% of Debt

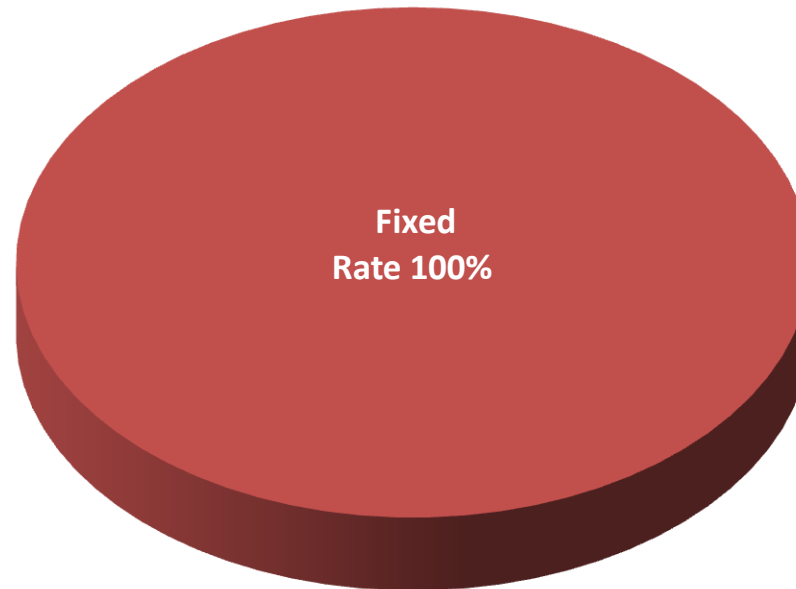


Note:

* The Manager has commenced the refinancing exercise for the borrowings due in September 2013.



Low Interest Rate Risk - 100% Fixed Interest Rate as at 30 September 2012



Portfolio Update



Portfolio of Quality Assets

Quill Building 1
- DHL 1



Quill Building 4
- DHL 2



Quill Building 2
- HSBC



Quill Building 3
- BMW



Quill Building 5
- IBM



Part of Plaza
Mon't Kiara



Wisma Technip



Quill Building 10
- HSBC (S13)



Quill Building 8
- DHL (XPJ)



TESCO Building Penang



**10 Properties worth
RM814.8 million with NLA
of 1,289,751 sq ft**

**Excluding car park area*

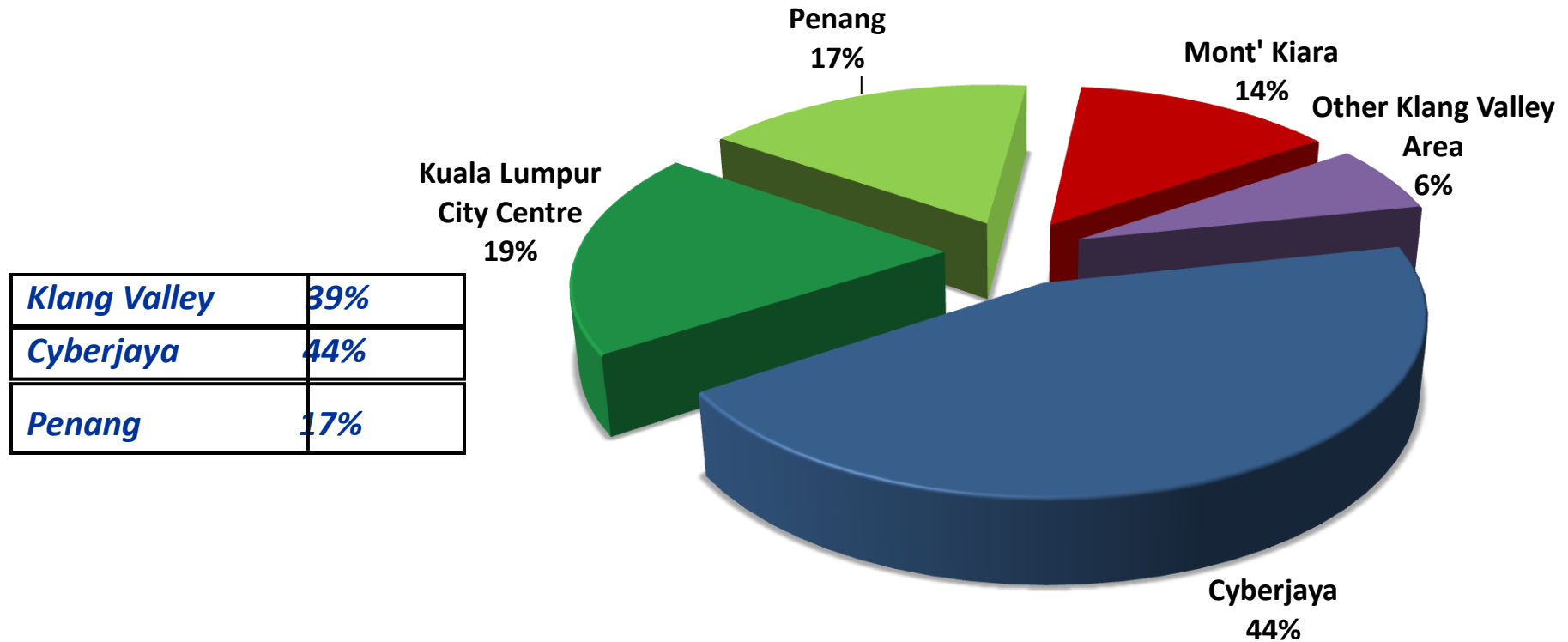
Note: The current market value of the respective buildings were valued by Henry Butcher Malaysia Sdn Bhd on 31 December 2011.



Geographical Diversification

By Valuation

10 properties well spread over Cyberjaya, Kuala Lumpur, Selangor and Penang.



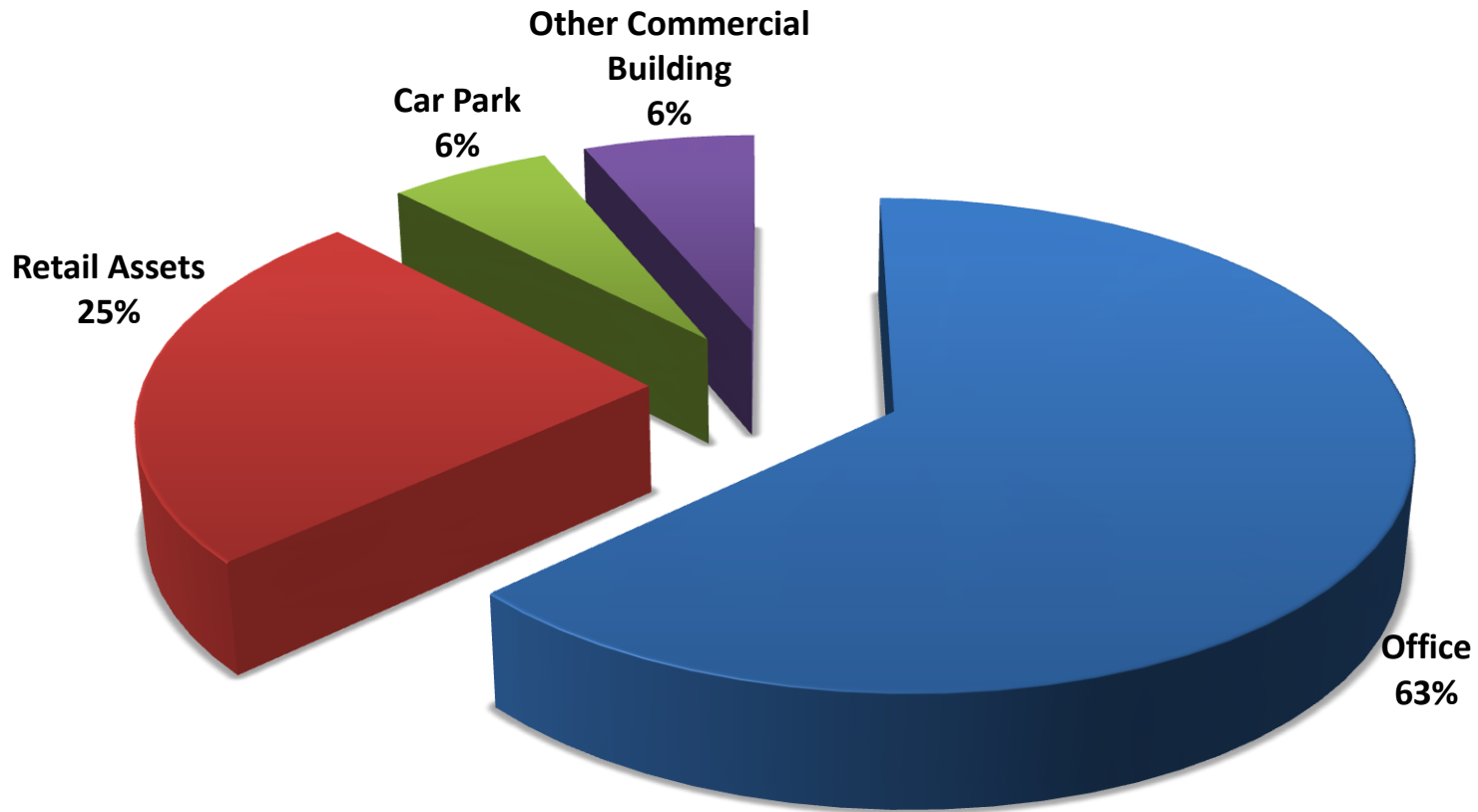
Notes:

(1) Other Klang Valley Area refers to Klang Valley generally excluding KL city centre and Mont' Kiara



Diversified Segmental Contributions

By Valuation

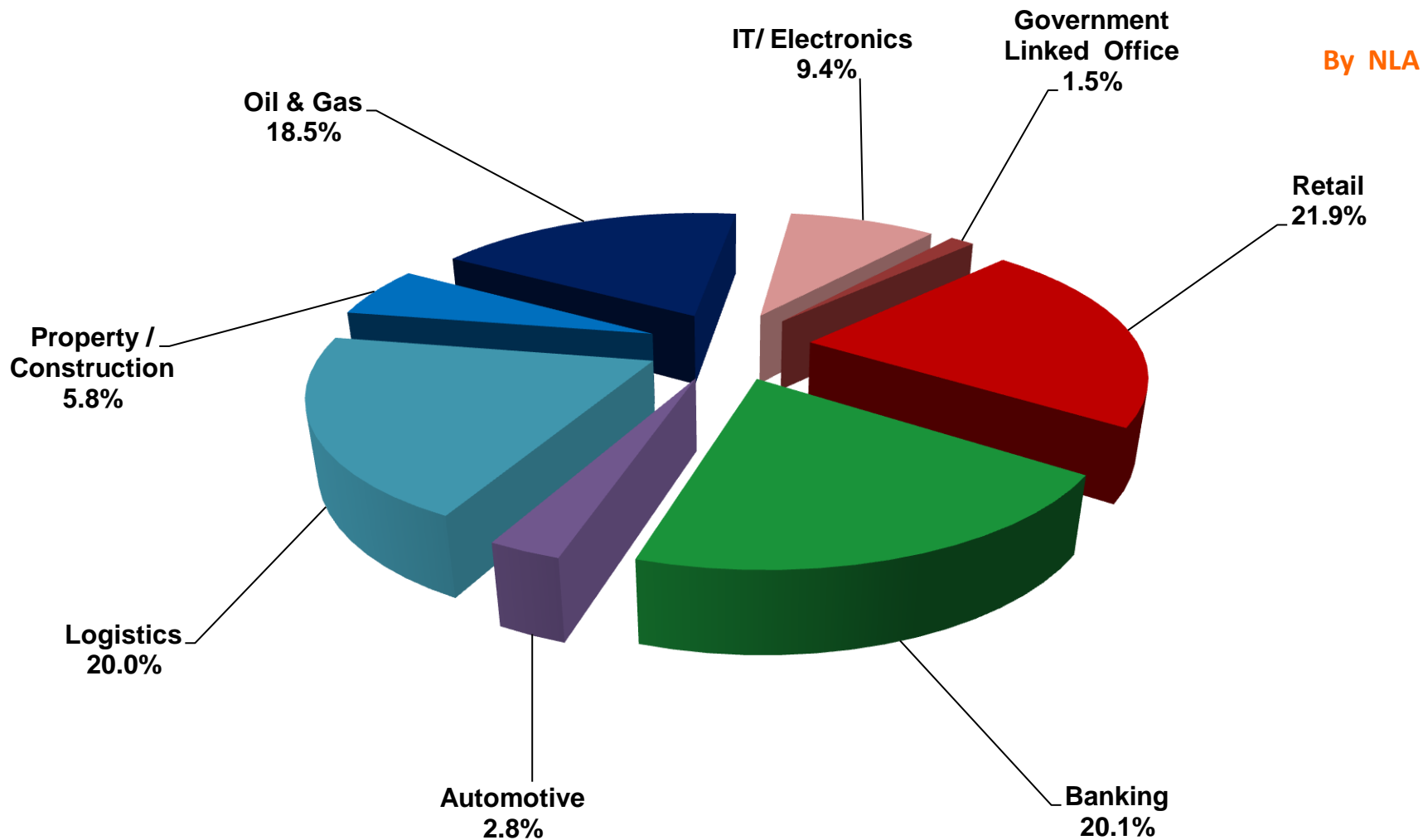


Notes:

- (1) Office comprises Quill Buildings (excluding Quill Building 8-DHL (XPJ) at Glenmarie, Shah Alam) and Wisma Technip
- (2) Retail Assets refers to retail portion of Plaza Mont' Kiara & TESCO Building Penang
- (3) Car Park refers to car parking bays in Plaza Mont' Kiara
- (4) Other commercial building refers to Quill- Building 8- DHL (XPJ) at Glenmarie, Shah Alam
- (5) Based on valuation dated 31 December 2011



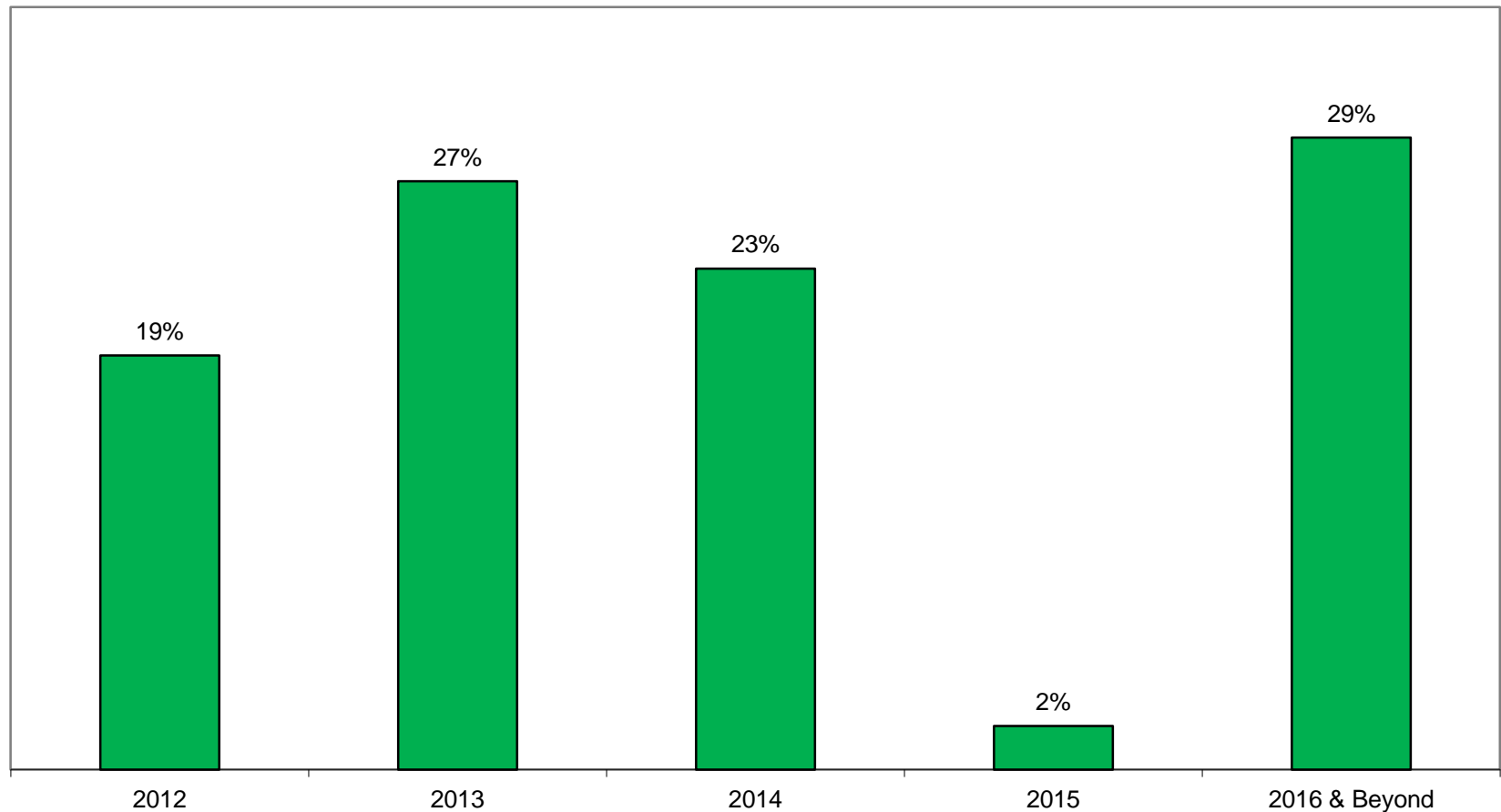
Well Balanced Tenancy Mix





Lease Renewal Profile

Lease Up for Renewal by NLA as at 1 October 2012



The Manager is confident of renewing the majority of the 19% of leases that are due in the fourth quarter of 2012.



Market Update

Review of Office Market - Klang Valley

For 1H2012, cumulative supply of office space and average occupancy in the KL City stands at 47.0 mil sf and 80.5%, respective while 17.5 mil sf of cumulative office space and 76.4% occupancy levels were recorded in the KL City Fringe. The substantial amount of impending office space has yet translate into a significant decline in rental rates with both KL city and KL City Fringe registering increase in 1H2012 to RM5.65psf and RM5.30 psf, respectively (2H2011 : RM5.21 psf and RM5.12 psf).

Review of retail market - Klang Valley

New shopping centres located in the suburbs were completed during 1H2012, adding a further 1.42 million sq ft of retail space to the cumulative existing retail stock that now stands at circa of 44 million sq ft. During the review period, average rental rates of prime and popular shopping centres continued to hold steady with upwards rental adjustments reported in selected malls. The new and incoming supply of neighbourhood malls totaling some 2.7 million sq ft NLA in 2012 alone may lead to a softening in the overall occupancy rate.

(Source : Knight Frank 1H 2012 Real Estate Highlights)

Conclusion





In Summary

QCT achieved a EPU of 2.38 sen

- 3Q 2012 recorded a realised net income of RM9.30 million or an EPU of 2.38 sen.
- Year-to-date realised net income of RM26.54 million is up by 1.1% from the corresponding period in 2011.

Year 2012 Prospects

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



Thank You

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