

**ATRIUM REAL ESTATE INVESTMENT TRUST**  
(Established in Malaysia)  
(Managed by Atrium REIT Managers Sdn Bhd (710526-V))

**NOTES IN RESPECT OF THE QUESTION-AND-ANSWER SESSION AT THE SIXTH ANNUAL GENERAL MEETING OF ATRIUM REAL ESTATE INVESTMENT TRUST (“ATRIUM REIT”) HELD AT INDAH BALLROOM, GROUND FLOOR, FLAMINGO HOTEL, 5, TASIK AMPANG, JALAN HULU KELANG, 68000 AMPANG, SELANGOR DARUL EHSAN, ON THURSDAY, 26 APRIL 2018 AT 10.00 A.M.**

**Agenda No. 1 (Audited Financial Statements)**

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|------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Unitholder<br>(Mr Loke Yoon Hoe)               | Q1: I would like an update from Management on the Asset Enhancement Initiatives (“AEI”) undertaken at Atrium Shah Alam 3 (“ASA 3”).                                                                                               |
|                                                | Q2: Have the issues on electricity supply at ASA 3 been resolved with Tenaga Nasional Berhad?                                                                                                                                     |
| Chief Executive Officer<br>(Mr Chan Kum Chong) | A1: The upgrading works at ASA 3 are near completion and the deadline set for completion in May 2018 will be met.                                                                                                                 |
|                                                | Q2: Yes. The issues on electricity supply at ASA 3 have been resolved. The contractors are utilising electricity supply at ASA 3 to carry out the upgrading works.                                                                |
| Unitholder<br>(Mr Bong Chin Kian)              | Q3: Kindly explain the substantial increase in Trade and Other Receivables and impairment losses.                                                                                                                                 |
|                                                | Q4: There are a few investment properties of Atrium REIT whose tenancy period has either expired or will be expiring in the near future.                                                                                          |
|                                                | Atrium USJ Block B’s tenancy expired on 31 December 2017 while Atrium Shah Alam 2’s tenancy will be expiring on 31 March 2019. Tenancy for Atrium USJ Block C and Atrium Puchong will be expiring on 31 July 2019.                |
|                                                | Are there any new tenants for the respective investment properties?                                                                                                                                                               |
| Chief Executive Officer<br>(Mr Chan Kum Chong) | A3: Management is pursuing the amounts outstanding from the trade receivables and targets to have them collected by end of this year. Management has also contemplated sending a legal suit to collect those amounts outstanding. |

A4: In regards to the tenancies due for expiry, the tenants under the tenancy agreements are required to discuss with Management on the renewal of the tenancy within six months before the expiry of the term.

Tenancies for Atrium USJ Block B and C have been renewed while a replacement tenant for Atrium Puchong has been secured.

Unitholder  
(Mr Loke Yoon Hoe)

Q5: Bank Negara Malaysia has increased the Overnight Policy Rate (“OPR”). Is Atrium REIT paying higher loan interest rates?

Q6: Are there any increases in rental for Atrium REIT’s investment properties?

Chief Financial Officer  
(Mr Mark Lee Hooi Hoong)

A5: Yes. Atrium REIT is paying higher loan interest rates following the increase in OPR.

A6: We have slightly increased the rental rates for several properties.

## **Agenda No. 2**

### **Ordinary Resolution 1 (Authority to Issue and Allot New Units of up to 20% of the approved fund size of Atrium REIT)**

Unitholder  
(Mr Loke Yoon Hoe)

Q7: What is the rationale for the proposed unitholders’ mandate?

Chairman  
(Dato’ Mohamad Khir bin Harun)

A7: The proposed unitholders’ mandate will allow the Manager to raise funds to finance future acquisitions.

Chief Executive Officer  
(Mr Chan Kum Chong)

A7: Management has lost a few prospective property acquisitions while awaiting funds to be made available. In this challenging market, good properties are easily snapped up by other buyers. Hence, we are proposing to the unitholders to grant a mandate to the Manager of Atrium REIT to issue and allot new units to make available such funds for Atrium REIT to acquire prospective properties in the future.

Proxy  
(Mr Chak Teik Chye)

Q8: Why is Management not considering a credit line? Issuance of new units will have a dilutive effect on existing unitholders’ unitholding.

Chief Executive Officer (Mr Chan Kum Chong)	A8: As you may be aware, Atrium REIT has been growing very slowly and Management is hoping to accelerate the growth. It is not easy to obtain bank loans as banks are not favourable in granting loans to a Real Estate Investment Trust ("REIT"). As a REIT, 90% of the REIT's income will be distributed to the unitholders and the balance left is not much.
Proxy (Mr Chak Teik Chye)	Q9: Since many banks may not be favourable in granting loans to a REIT, is Management confident in obtaining a bank loan?
Independent Director (Mr Chan Wan Seong)	A9: Though many banks may not be receptive in granting bank loans to a REIT, there are also banks which understand the operations of a REIT and are willing to grant loans to a REIT.
Executive Director (Ms Wong Sui Ee)	A9: Management is negotiating with a few banks on obtaining a stand-by credit line. There are some banks which are very receptive.  Management will consider financing future acquisitions partly through cash and bank borrowings depending on the size of the property to acquire.  Borrowings may be sought as long as the total borrowings of Atrium REIT do not exceed 50% of the total asset value of the REIT as stipulated under the Securities Commission Malaysia's Guidelines on Listed REIT.
Unitholder (Mr Loke Yoon Hoe)	Q10: Are there ready tenants for the properties acquired?
Independent Director (Mr Chan Wan Seong)	A10: Internal evaluations will be performed before acquiring an investment property. Management will acquire properties with good prospects of getting tenants.