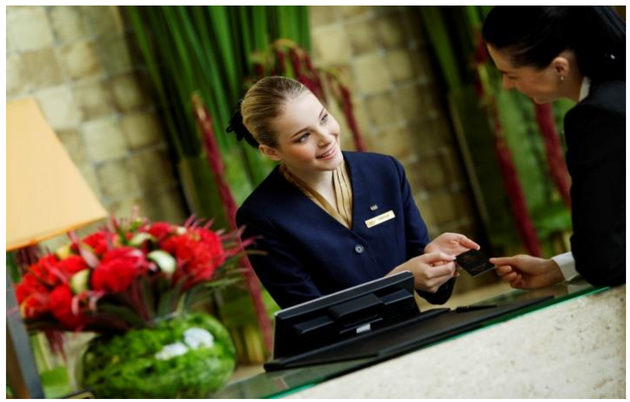
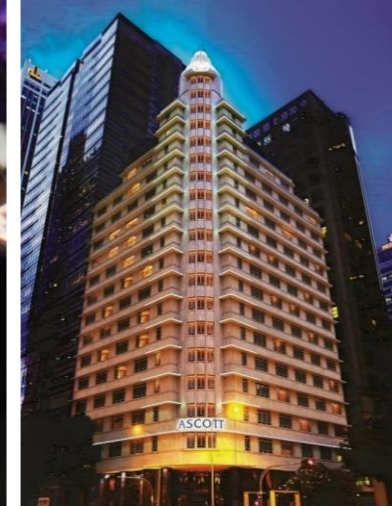





ASCOTT
RESIDENCE
TRUST
A Member of CapitaLand

Ascott Residence Trust
A Leading Global Serviced Residence REIT

3Q 2017 Financial Results

24 October 2017

Important Notice

The value of units in Ascott Residence Trust ("**Ascott REIT**") (the "**Units**") and the income derived from them may fall as well as rise. The Units are not obligations of, deposits in, or guaranteed by Ascott Residence Trust Management Limited, the Manager of Ascott REIT (the "**Manager**") or any of its affiliates. An investment in the Units is subject to investment risks, including the possible loss of the principal amount invested. The past performance of Ascott REIT is not necessarily indicative of its future performance.

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 limitation) 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, changes in operating expenses, including employee wages, benefits and training, property expenses and governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. Prospective investors and Unitholders are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of the Manager on future events.

Unitholders of Ascott REIT (the "**Unitholders**") have no right to request the Manager to redeem their units in Ascott REIT while the units in Ascott REIT are listed. It is intended that Unitholders may only deal in their Units through trading on Singapore Exchange Securities Trading Limited (the "**SGX-ST**"). Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

Content

Overview of Ascott REIT

A Leading Global Serviced Residence REIT

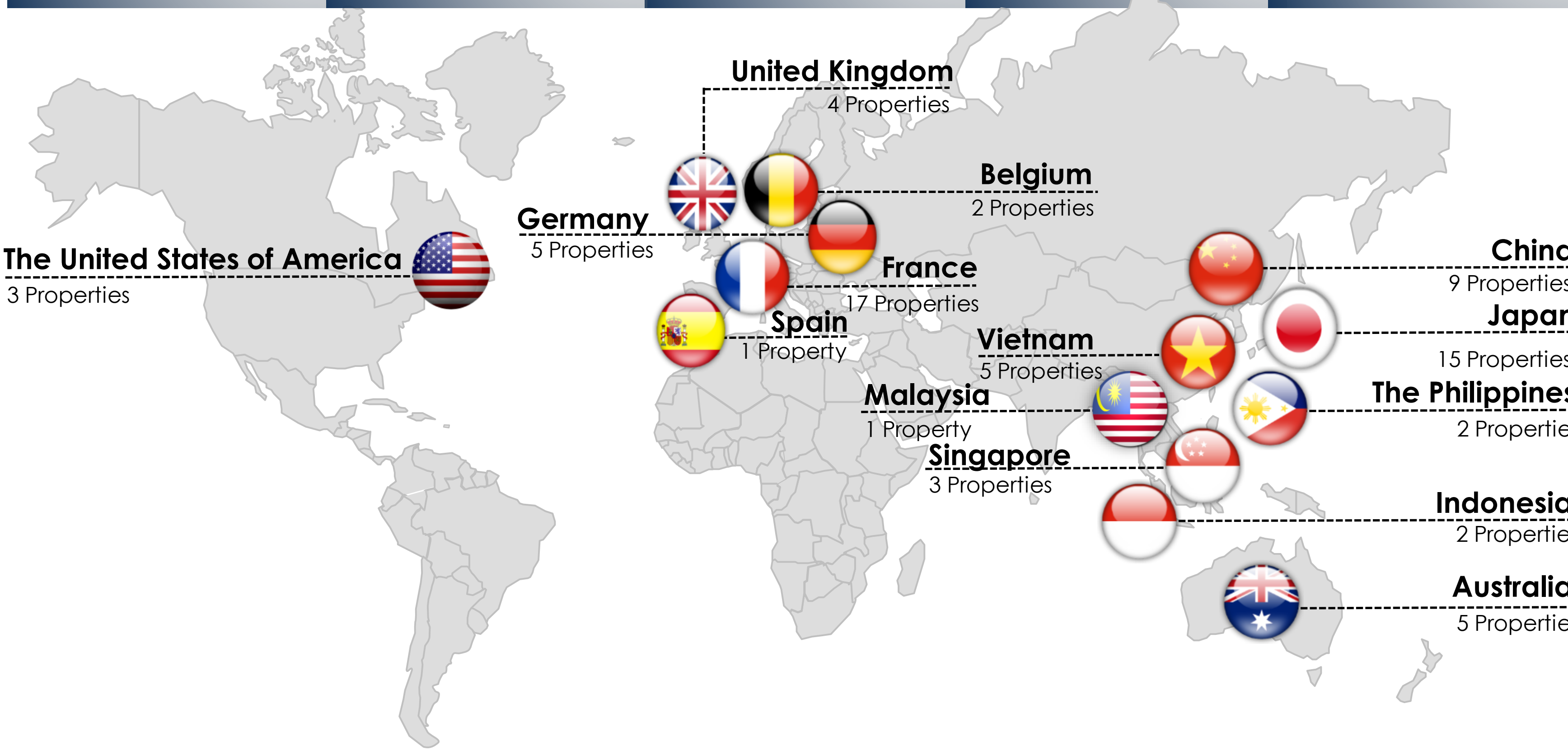
S$2.6b[1] Market Capitalisation

S$5.1b[2] Total Assets

11,640 Apartment Units

74 Properties

38 Cities in 14 Countries



Notes:

Figures above as at 30 September 2017

1. *Market capitalisation as at 23 October 2017, based on Ascott REIT unit closing price of S$1.23.*
2. *Including Ascott Orchard Singapore, total assets would be approximately S$5.5b*

Key Highlights of 3Q 2017

Ascott Raffles Place Singapore

Key Highlights of 3Q 2017

Healthy and stable operational performance underpinned by value enhancing acquisitions and proactive asset management

▲ 2% Y-o-Y	▲ 3% Y-o-Y	▲ 1% Y-o-Y
Revenue	Gross Profit	REVPAU

Completed the acquisition of DoubleTree by Hilton Hotel New York – Times Square South

- **A prime freehold property strategically located in Midtown Manhattan**
  - Started contributing to the portfolio from 16 August 2017 and ~2.4% to the 3Q 2017 gross profit
  - Build scale and strengthen footing in the resilient hospitality sector of New York City
  - Enjoy consistently high occupancy
  - Recognised a net revaluation gain of S$0.5m in 3Q 2017

Key Highlights of 3Q 2017

Enhancing value and quality through asset enhancement initiatives

- **Citadines Barbican London**
  - Refurbished 129 units with ADR uplift of ~10%
  - Additional rental revenue with the newly created area that is leased to Sourced Market, a food & beverage retailer specialising in artisanal produce
- **Citadines Mount Sophia Singapore** – Rejuvenated the lobby and breakfast lounge

Citadines Barbican London – Sourced Market

Citadines Mount Sophia Singapore – Lobby

Key Highlights of 3Q 2017

Unlocking value through portfolio reconstitution

- Divestment of Citadines Biyun Shanghai and Citadines Gaoxin Xi'an
  - Recognised a net revaluation gain of S$51.6m in 3Q 2017
  - Divestment on track to complete in 4Q 2017
- Additional gain of S$2.9m arising from tax savings from the divestment of the 18 rental housing properties in Tokyo
  - Total divestment gain amounted to S$20.1m[1]

Note:
1. Consists of S$17.2m recognised in 2Q 2017 and S$2.9m recognised in 3Q 2017.

Key Highlights of 3Q 2017

Completion of the acquisition of Ascott Orchard Singapore on 10 Oct 2017

- Start contributing from 4Q 2017 onwards
- Gross profit uplift by >5%[1]

Leasehold Tenure	~96 years remaining, expiring on 11 May 2113
Number of Rooms	220
Purchase Consideration	S$405.0m
Term of Master Lease	Min 5 years and renewable for another 5 years
Master Lease Rent Structure	The aggregate of (a) a fixed lease rental component of S$13,162,500 pa and (b) a variable lease rental component of 85% of the net operating income

Note:
1. *Computed using only the fixed lease rental component of S$13,162,500 pa less owner's costs (eg: property tax and property insurance) and the 3Q 2017 gross profit of S$58.8m, excluding the variable lease rental component of 85% of the net operating income.*

Key Highlights of 3Q 2017

Disciplined and Prudent Capital Management

- Gearing remained low at **31.9%**[1] as at 30 September 2017
- Effective borrowing rate sustained at **2.4% per annum**
- Approximately **87%** of total borrowings is at fixed interest rates to hedge against the rising interest rate environment
- After taking into account the foreign exchange hedges, the impact of foreign exchange fluctuation on gross profit is largely mitigated at **-0.3%**
- **~41%** of the total assets denominated in foreign currencies has been hedged
- Fitch Ratings assigns a first-time long-term Issuer Default Rating of '**BBB**' with stable outlook, reaffirming the strong business risk profile that is underpinned by the resilience of its globally diversified portfolio across economic cycles

Note:
1. *Upon completion of the acquisition of Ascott Orchard Singapore and divestment of Citadines Biyun Shanghai and Citadines Gaoxin Xi'an, gearing would be ~36%.*

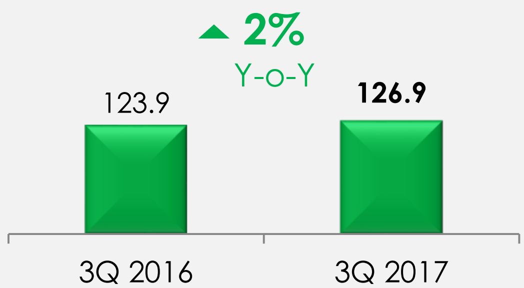
Financial Highlights

Ascott Raffles Place Singapore

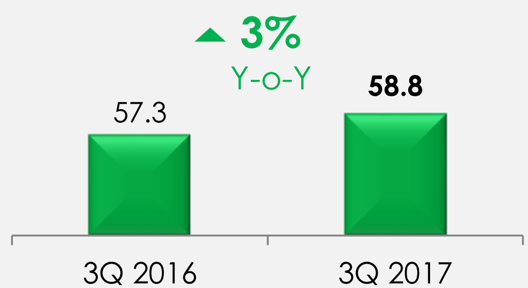
Financial Highlights for 3Q 2017

3Q 2017 vs 3Q 2016 Financial Performance

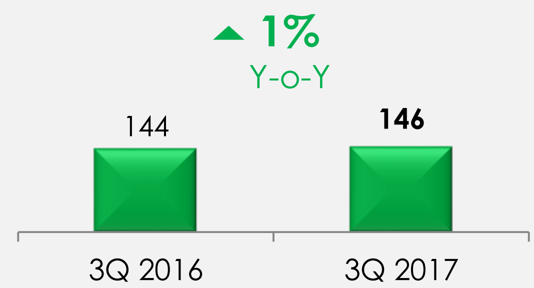
Revenue (S$m)



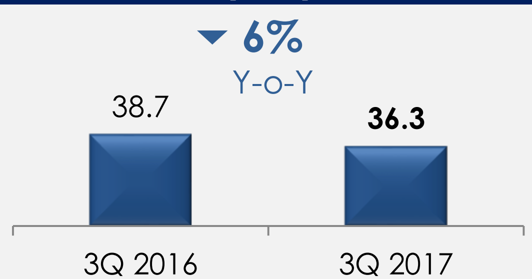
Gross Profit (S$m)



Revenue Per Available Unit (S$)

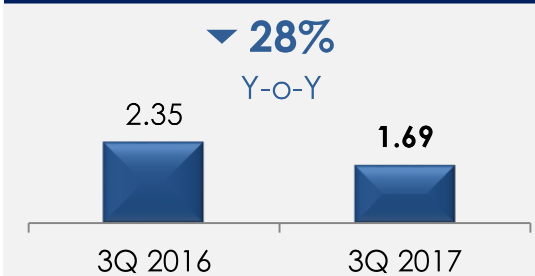


Unitholders' Distribution (S$m)



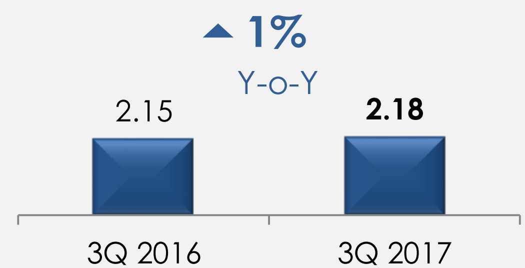
- Mainly due to one-off realised foreign exchange gain of S$3.3m in 3Q 2016 arising from the repayment of foreign currency bank loans

Distribution Per Unit (S cents)



- Mainly due to one-off realised exchange gain in 3Q 2016 and Rights Issue[1] completed in April 2017

Adjusted Distribution Per Unit (S cents)



- DPU adjusted for one-off realised exchange gain in 3Q 2016 and Rights Issue[1]

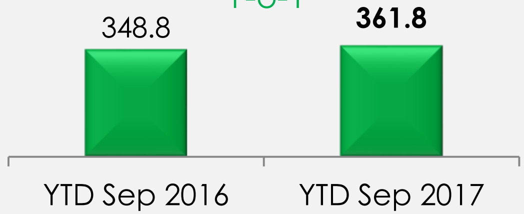
Note:
1. *On 11 April 2017, 481,688,010 units were issued to raise gross proceeds of S$442.7m to partially fund the acquisitions of two serviced residence in Germany, Citadines Michel Hamburg and Citadines City Centre Frankfurt, and Ascott Orchard Singapore.*

Financial Highlights for YTD Sep 2017

YTD Sep 2017 vs YTD Sep 2016 Financial Performance

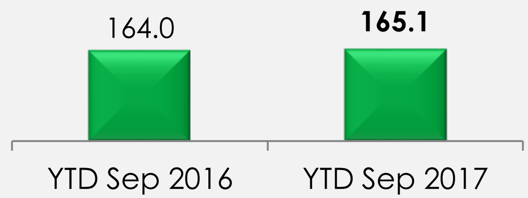
Revenue (S$m)

▲ 4% Y-o-Y



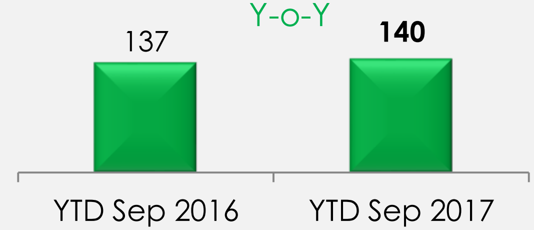
Gross Profit (S$m)

▲ 1% Y-o-Y



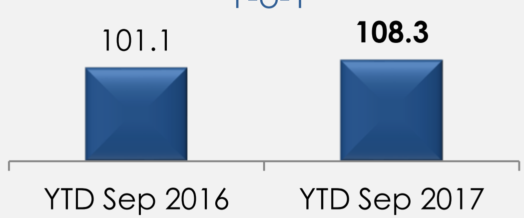
Revenue Per Available Unit (S$)

▲ 2% Y-o-Y



Unitholders' Distribution (S$m)

▲ 7% Y-o-Y



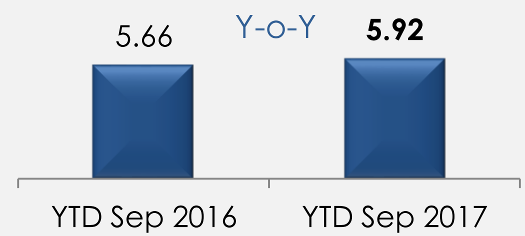
Distribution Per Unit (S cents)

▼ 19% Y-o-Y

- Mainly due to Rights Issue[1] completed in April 2017

Adjusted Distribution Per Unit (S cents)

▲ 5% Y-o-Y



- DPU adjusted for Rights Issue[1], equity placement[2] and one-off realised exchange gains[3]

Notes:

1. *On 11 April 2017, 481,688,010 units were issued to raise gross proceeds of S$442.7m to partially fund the acquisitions of two serviced residence in Germany, Citadines Michel Hamburg and Citadines City Centre Frankfurt, and Ascott Orchard Singapore.*
2. *On 23 March 2016, 94,787,000 new units were issued on SGX-ST in relation to the equity placement exercise. The gross proceeds of S$100.0 million were used to fund the acquisition of Sheraton Tribeca New York Hotel as completed on 29 April 2016. Accordingly, the YTD Sep 2017 DPU was adjusted to exclude the contribution from the 2016 Acquisition for 1Q 2017.*
3. *Realised exchange gains in YTD Sep 2016 and YTD Sep 2017 arising from repayment of foreign currency bank loans of S$9.8m and S$11.9m respectively.*

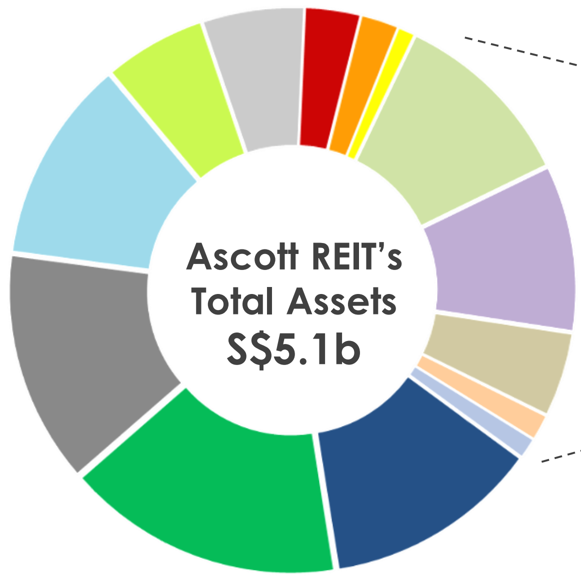
Portfolio Performance

Ascott Raffles Place Singapore

Portfolio diversified across property and economic cycles

Breakdown of total assets by geography
As at 30 September 2017

Asia Pacific	59.6%
China	16.1%
Japan	13.5%
Singapore	11.8%
Vietnam	5.9%
Australia	5.9%
Philippines	3.2%
Indonesia	2.2%
Malaysia	1.0%



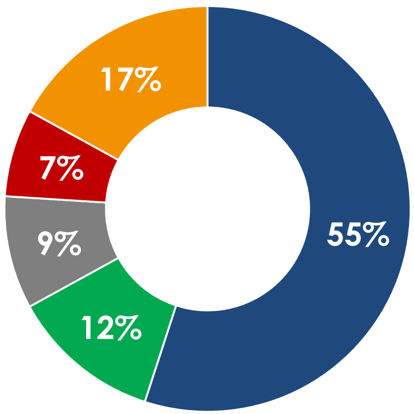
Europe	27.9%
France	10.7%
UK	9.6%
Germany	4.9%
Spain	1.5%
Belgium	1.2%

The Americas	12.5%
USA	12.5%

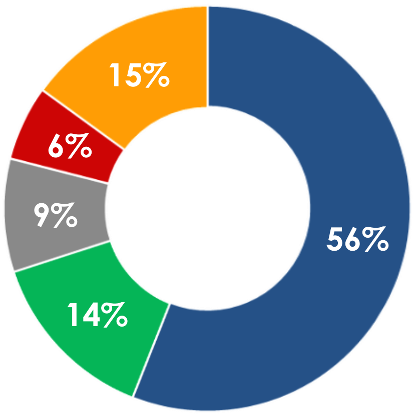
Average length of stay remains high, providing income stability

Breakdown of apartment rental income[1] by length of stay

YTD June 2017



YTD September 2017



- 1 week or less
- Less than 1 month
- 1 to 6 months
- 6 to 12 months
- More than 12 months

Average length of stay was approximately 3 months[2] in YTD June 2017

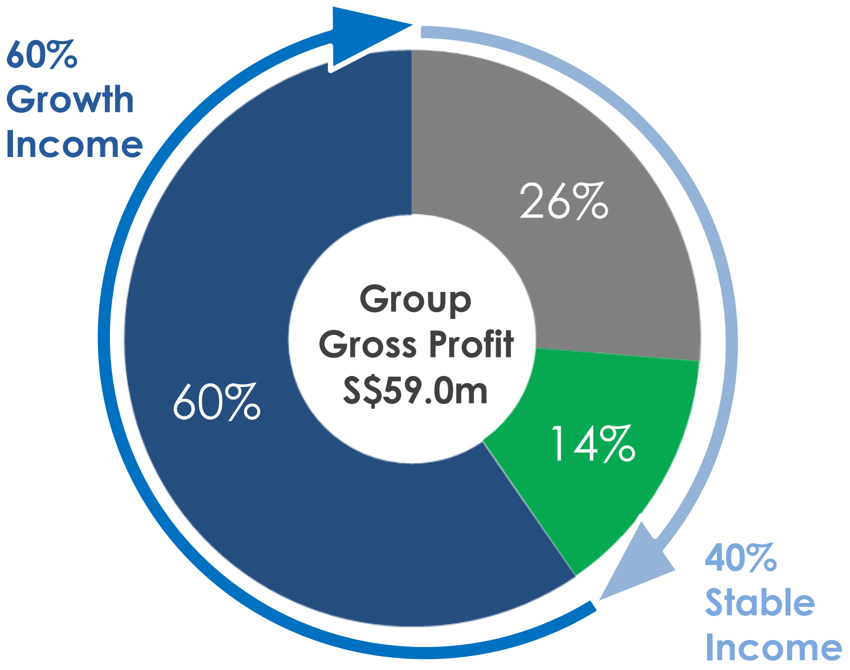
Average length of stay was approximately 3 months[2] in YTD September 2017

Notes:
1. *Information for properties on master leases are not included.*
2. *Excluding the 18 rental housing properties in Japan that were divested on 26 April 2017.*

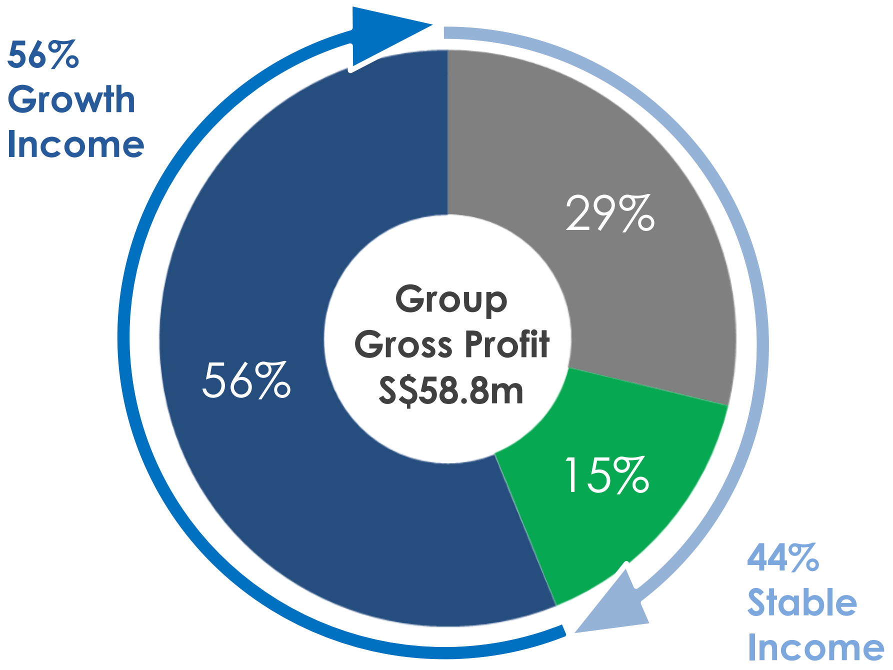
Portfolio underpinned by growth and stable income

Gross profit contribution by contract type

2Q 2017



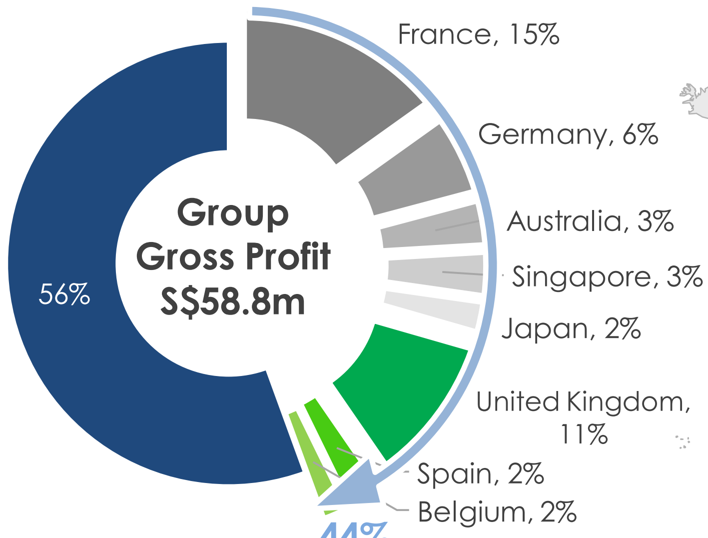
3Q 2017



- Master Leases
- Management Contracts with Minimum Guaranteed Income
- Management Contracts

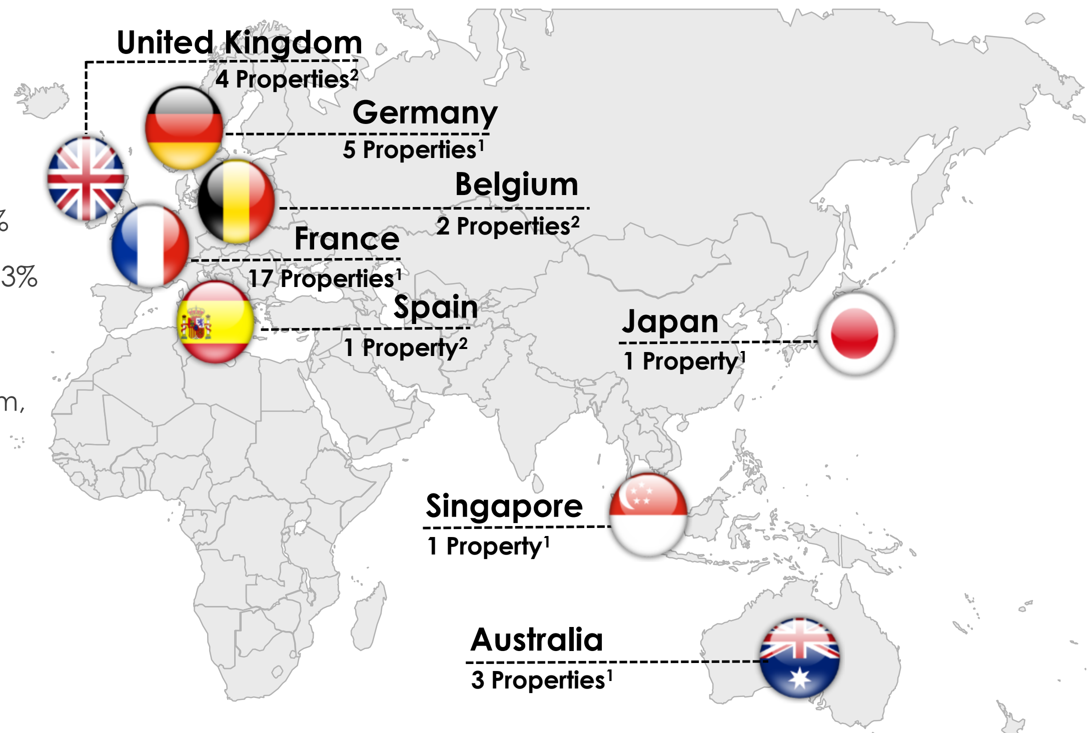
44% of Group Gross Profit in 3Q 2017 contributed by stable income

Gross profit contribution by contract type in 3Q 2017



- Master Leases
- Management Contracts with Minimum Guaranteed Income
- Management Contracts

Properties under master leases and management contracts with minimum guaranteed income



34 out of 74 properties enjoy income visibility derived from master leases and minimum guaranteed income contracts with remaining weighted average tenure of approximately 3.6 years

Notes:

1. *Properties under master leases. 5 master leases that are due in 2017 are currently undergoing negotiation and will be renewed in 4Q 2017.*
2. *Properties under management contracts with minimum guaranteed income.*

Master Leases (3Q 2017 vs 3Q 2016)

La Clef Louvre Paris

Citadines Les Halles Paris

Citadines Croisette Cannes

Citadines Arnulfpark Munich

Ascott Raffles Place Singapore

Quest Sydney Olympic Park

Revenue and gross profit for Germany increased by 60% and 50% respectively due to the acquisitions of Citadines Michel Hamburg and Citadines City Centre Frankfurt on 2 May 2017

	Revenue ('mil)			Gross Profit ('mil)		
	3Q 2017	**3Q 2016**	Δ%	**3Q 2017**	**3Q 2016**	Δ%
Australia (AUD) 3 Properties	1.8	1.8	-	1.7	1.7	-
France (EUR) 17 Properties	5.8	5.7	2	5.3	5.3	-
Germany (EUR) 5 Properties	2.4	1.5	*60*	2.1	1.4	*50*
Japan (JPY) 1 Property	133.3	133.3	-	104.8	104.5	-
Singapore (SGD) 1 Property	2.1	2.0	5	1.9	1.8	6
Total (SGD) 27 Properties	**18.7**	**16.4**	***14***	**16.9**	**14.9**	***13***

Management Contracts with Minimum Guaranteed Income (3Q 2017 vs 3Q 2016)

Citadines Toison d'Or Brussels

Citadines Ramblas Barcelona

Citadines Trafalgar Square London

	Revenue ('mil)			Gross Profit ('mil)			RevPAU		
	3Q 2017	3Q 2016	Δ%	3Q 2017	3Q 2016	Δ%	3Q 2017	3Q 2016	Δ%
Belgium (EUR) 2 Properties	2.2	1.5	*47*	0.7	0.4	*75*	66	46	*43*
Spain (EUR) 1 Property	1.7	1.4	*21*	0.9	0.7	*29*	121	112	*8*
United Kingdom (GBP) 4 Properties	7.8	7.4	*5*	3.7	3.8	*(3)*	132	126	*5*
Total (SGD) 7 Properties	**19.7**	**18.0**	***9***	**8.9**	**8.6**	***4***	**189**	**172**	***10***

Country Performance for Properties Under Management Contracts with Minimum Guaranteed Income

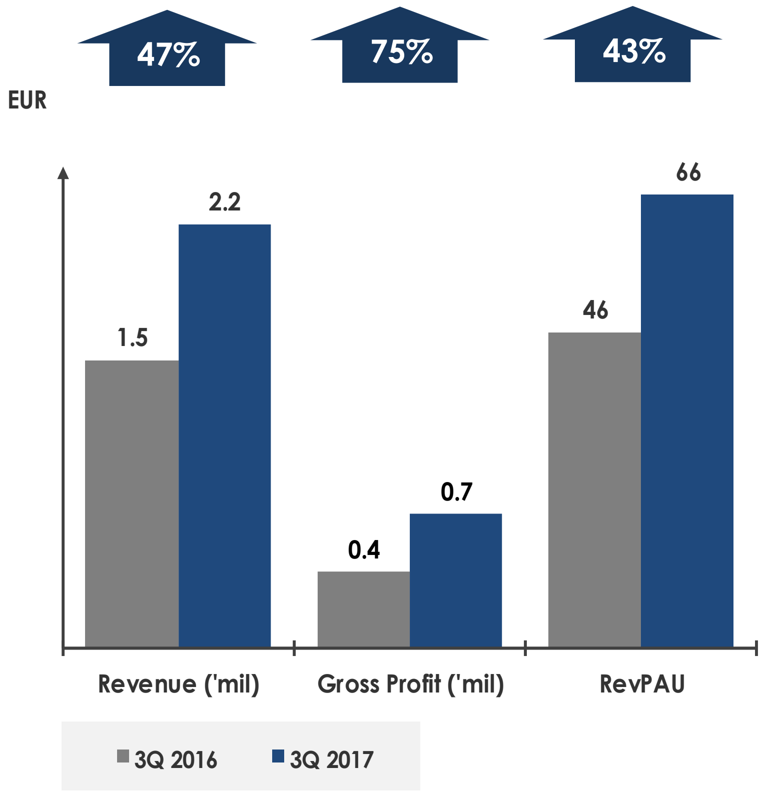
Belgium

Contributes 2% to the Portfolio's Gross Profit

Citadines Sainte-Catherine Brussels

Citadines Toison d'Or Brussels

Rebounded to pre-terrorist attack level



Key Market Performance Highlights

- Revenue and gross profit increased due to weaker demand in 3Q 2016 post-terrorist attacks in March 2016
- Market recovery from spate of terrorist attacks in 2016, as demand continues to pick up strongly in 2017[1]
- Real GDP growth forecast of 1.6% for 2017 and 2018[1]
- International tourist arrivals expected to grow by 6.1% Y-o-Y to a total of 7.4 million arrivals in 2017[1]

Note:

1. *Sources: STR, Global Hotel Review (August 2017); International Monetary Fund (October 2017); World Travel & Tourism Council, Economic Impact (2017)*

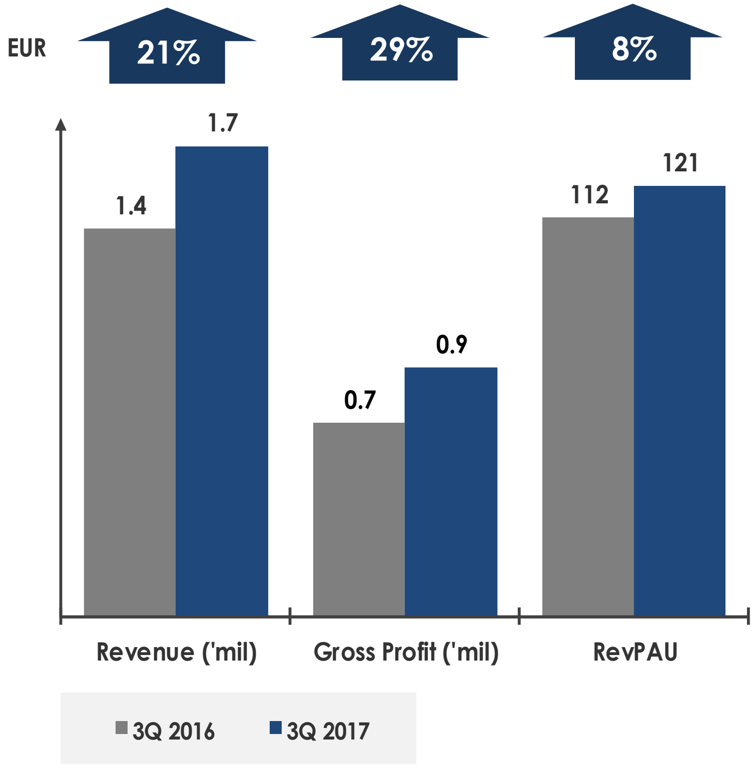
Country Performance for Properties Under Management Contracts with Minimum Guaranteed Income

Spain

Contributes 2% to the Portfolio's Gross Profit

Citadines Ramblas Barcelona

Maintaining growth momentum



Key Market Performance Highlights

- Revenue and gross profit increased due to higher leisure demand and retail income
- Real GDP growth forecast of 3.1% for 2017, moderating to 2.5% in 2018[1]
- Supply is expected to taper as the Barcelona government's ban on new hotels takes full effect in 2019, thus easing out competition[1]

Note:
1. Sources: International Monetary Fund (October 2017); PwC, European Hotels Forecast for 2017 and 2018 (2017); The Telegraph (January 2017)

Country Performance for Properties Under Management Contracts with Minimum Guaranteed Income

United Kingdom

Contributes 11% to the Portfolio's Gross Profit

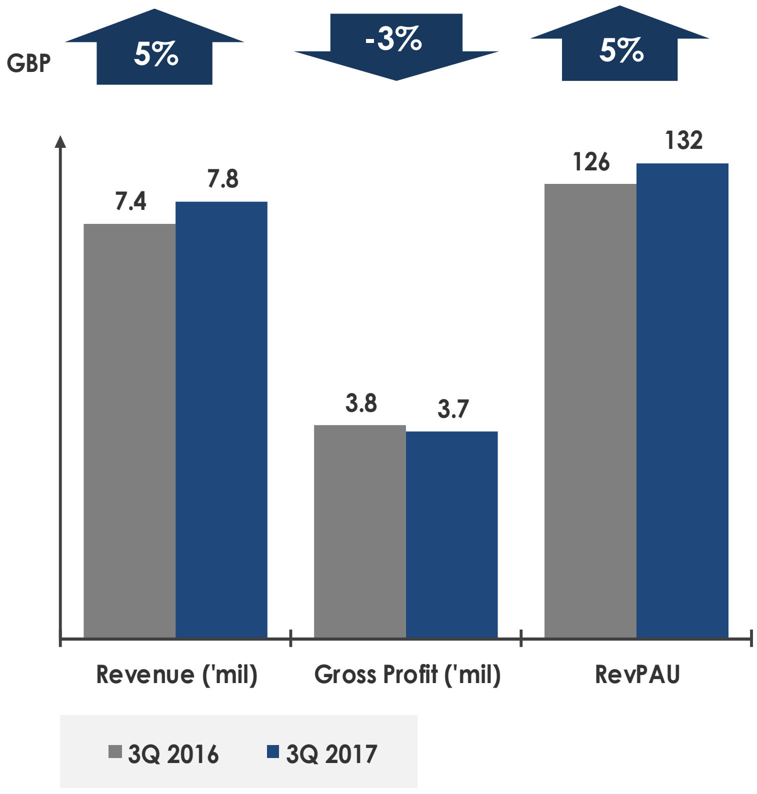
Healthy growth despite security threats

Citadines Trafalgar Square London

Citadines Holborn-Covent Garden London

Citadines Barbican London

Citadines South Kensington London



Key Market Performance Highlights

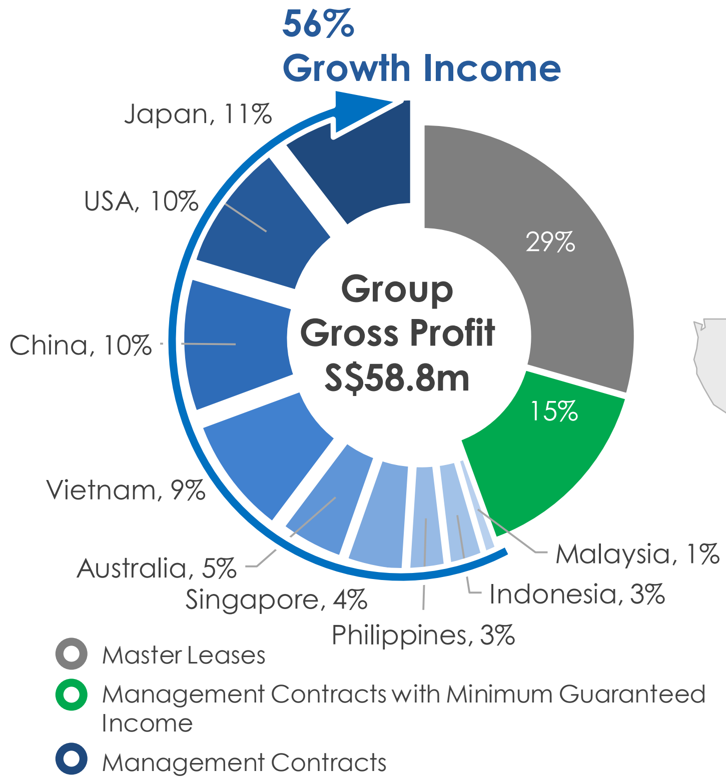
- Revenue increased due to higher leisure demand partly driven by the weak pound
- Gross profit decreased due to higher property tax and marketing expenses
- Real GDP growth forecast of 1.7% in 2017, moderating to 1.5% in 2018[1]
- Visitor arrivals for January to July 2017 grew 8% Y-o-Y, setting a new record of more than 4 million visits in a single month[1]
- Continued and sustained growth of supply in London with 7,500 new hotel rooms in 1H 2017, and an expected 7,000 new hotel rooms in 2018 may cause the occupancy rates to be under pressure[1]

Note:

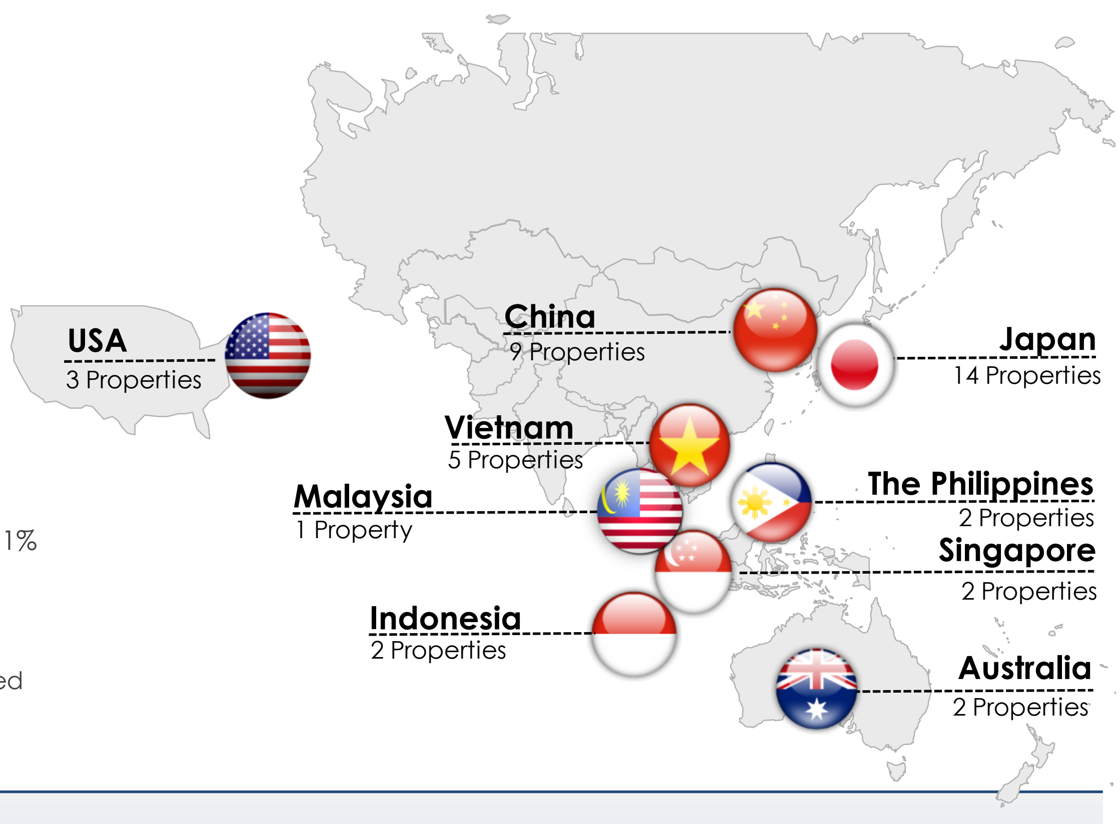
1. *Sources: International Monetary Fund (October 2017); Visit Britain, 2017 inbound tourism performance (July 2017); The Telegraph (August 2017); PwC, UK Hotels Forecast 2018 (September 2017)*

56% of Group Gross Profit in 3Q 2017 contributed by growth income

Gross profit contribution by contract type in 3Q 2017



Properties under management contracts



40 out of 74 properties enjoy upside growth potential derived from management contracts

Management Contracts (3Q 2017 vs 3Q 2016)

	Revenue ('mil)			Gross Profit ('mil)			RevPAU		
	3Q 2017	3Q 2016	Δ%	3Q 2017	3Q 2016	Δ%	3Q 2017	3Q 2016	Δ%
Australia (AUD)	6.6	6.6	-	2.7	2.7	-	141	143	(1)
China (RMB)	78.1	76.2	2	30.2	23.7	27	420	404	4
Indonesia (USD)	3.2	3.4	(6)	1.2	1.4	(14)	82	88	(7)
Japan (JPY)[1]	968.5	1,169.2	(17)	504.4	646.2	(22)	11,145	12,018	(7)
Malaysia (MYR)	4.7	4.9	(4)	1.9	1.8	6	249	259	(4)
Philippines (PHP)	207.6	168.7	23	61.6	43.4	42	3,927	3,347	17
Singapore (SGD)	5.9	6.6	(11)	2.6	3.0	(13)	183	203	(10)
United States of America (USD)	18.7	17.7	6	4.3	4.1	5	224	242	(7)
Vietnam (VND)[2]	175.9	162.9	8	92.3	87.8	5	1,612	1,498	8
Total (SGD)	**88.5**	**89.5**	**(1)**	**33.0**	**33.8**	**(2)**	**138**	**139**	**(1)**

Notes:
1. *RevPAU for Japan refers to serviced residences and excludes rental housing*
2. *Revenue and gross profit figures for VND are stated in billions. RevPAU figures are stated in thousands*

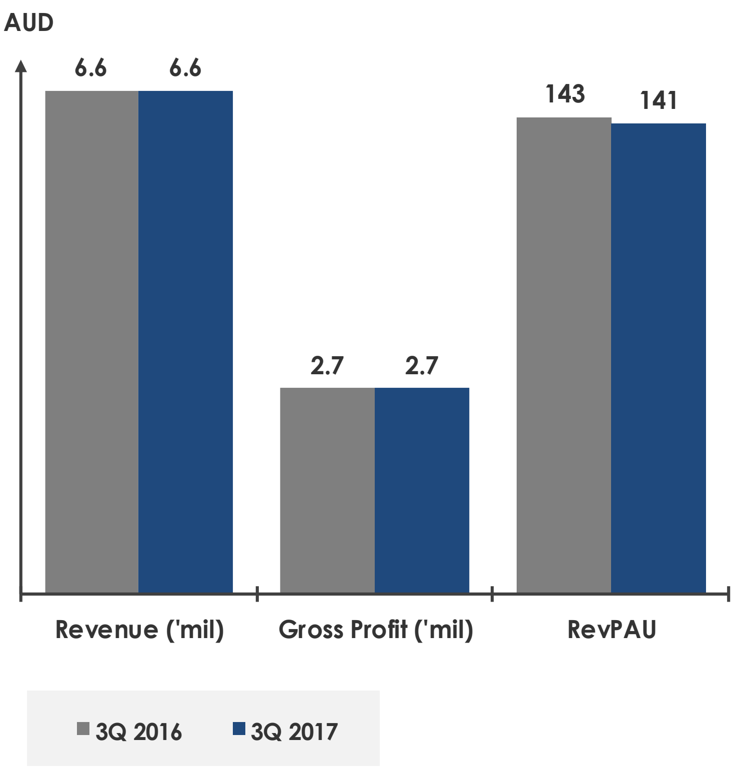
Australia

Contributes 5% to the Portfolio's Gross Profit

Citadines on Bourke Melbourne

Citadines St Georges Terrace Perth

Performance remained stable



Key Market Performance Highlights

- Steady performance of the Australian properties
- Real GDP growth forecast of 2.2% in 2017, increasing to 2.9% in 2018[1]
- Visitor arrivals for YTD July 2017 increased 8.1% Y-o-Y[1]
- Market outlook for Melbourne is positive with both occupancy and rates remaining high and stable in 2H 2017[1]
- In Perth, slight decline in RevPAU partly due to the curtailment of resource investment activity and increases in room supply[1]

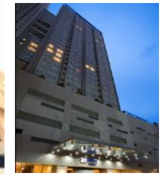
Note:
1. *Sources: International Monetary Fund (October 2017); Tourism Australia (July 2017); Savills, APAC Hotel Sentiment Survey – 2H 2017 (2017); The Hotel Conversation (March 2017)*

China

Contributes 10% to the Portfolio's Gross Profit

Stronger operating performance


Somerset Xu Hui Shanghai


Ascott Guangzhou

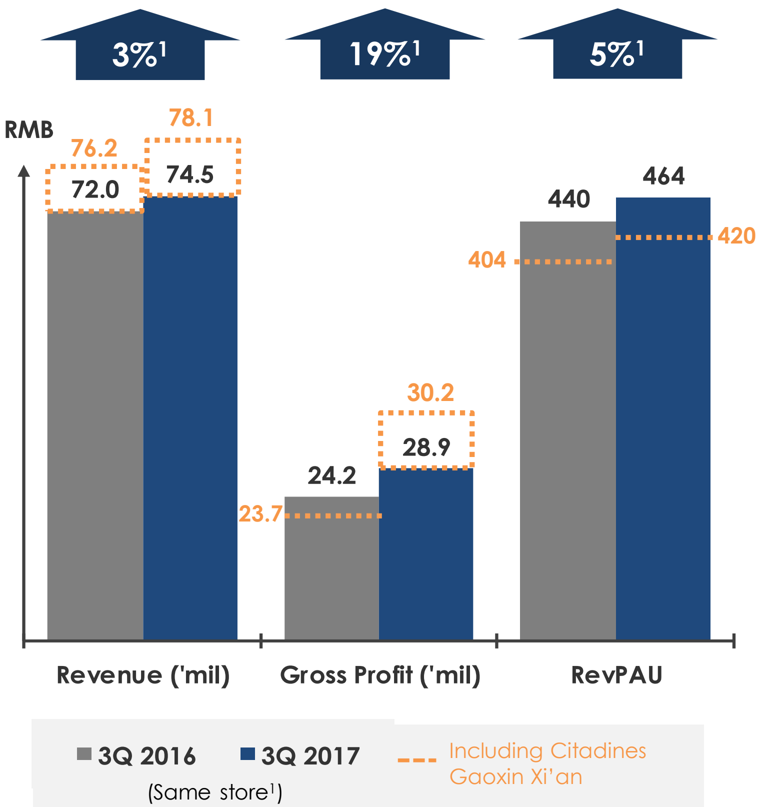

Citadines Xinghai Suzhou


Somerset Olympic Tower Property Tianjin


Somerset Grand Central Dalian


Citadines Zhuankou Wuhan


Somerset Heping Shenyang



Key Market Performance Highlights

- Revenue increased due to higher revenue from the refurbished apartments at Somerset Xu Hui Shanghai and stronger operating performance
- Citadines Biyun Shanghai will cease to operate from December 2017
- Gross profit increased due to higher revenue and reversal of expenses that are no longer required
- Real GDP growth forecast of 6.8% for 2017 and 6.5% for 2018[2]
- Non-financial utilised FDI from January to June 2017 increased 6.6% Y-o-Y[2]

Notes:

1. Excluding Citadines Gaoxin Xi'an which ceased operations in September 2017. Divestments of Citadines Gaoxin Xi'an and Citadines Biyun Shanghai were announced on 3 July 2017 and on track to complete in 4Q 2017.
2. Sources: International Monetary Fund: World Economic Outlook (October 2017); EU-China FDI Monitor (September 2017)

Country Performance for Properties Under Management Contracts

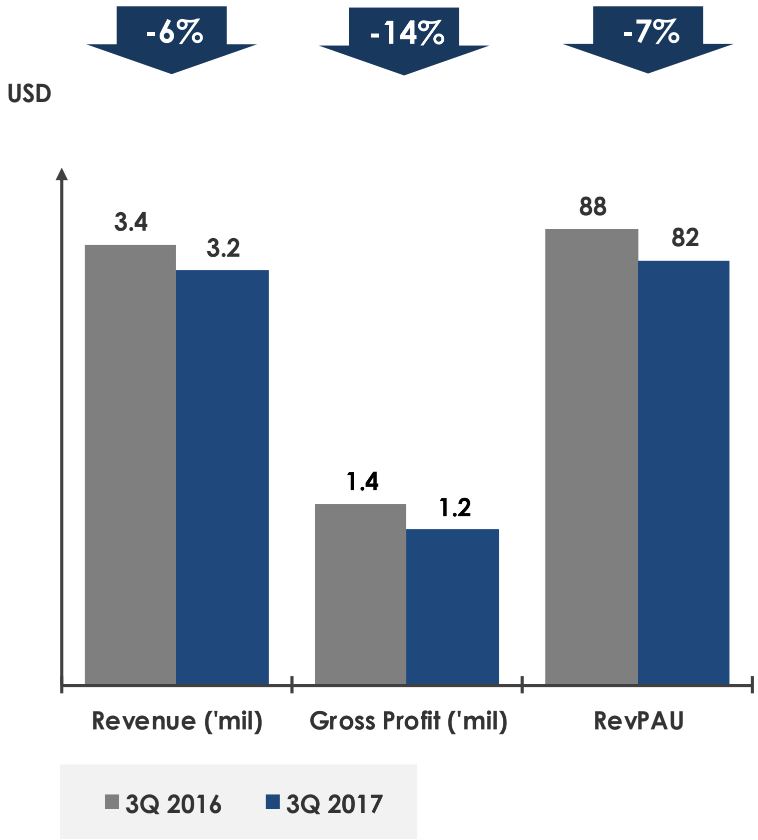
Indonesia

Contributes 3% to the Portfolio's Gross Profit

Somerset Grand Citra Jakarta

Ascott Jakarta

Performance affected by weaker corporate demand



Key Market Performance Highlights

- Revenue and gross profit decreased due to weaker corporate demand
- Despite the decline in revenue, the properties' performance exceeded the hotel industry in general
- Serviced residences market in Jakarta has seen decline in occupancies and ADR due to reduced high yield demand and lesser long stay guests
- Real GDP growth forecast of 5.2% in 2017 and 5.3% in 2018[1]

Note:
1. Source: International Monetary Fund (October 2017)

Japan

Contributes 11% to the Portfolio's Gross Profit

Performance affected by keen competition

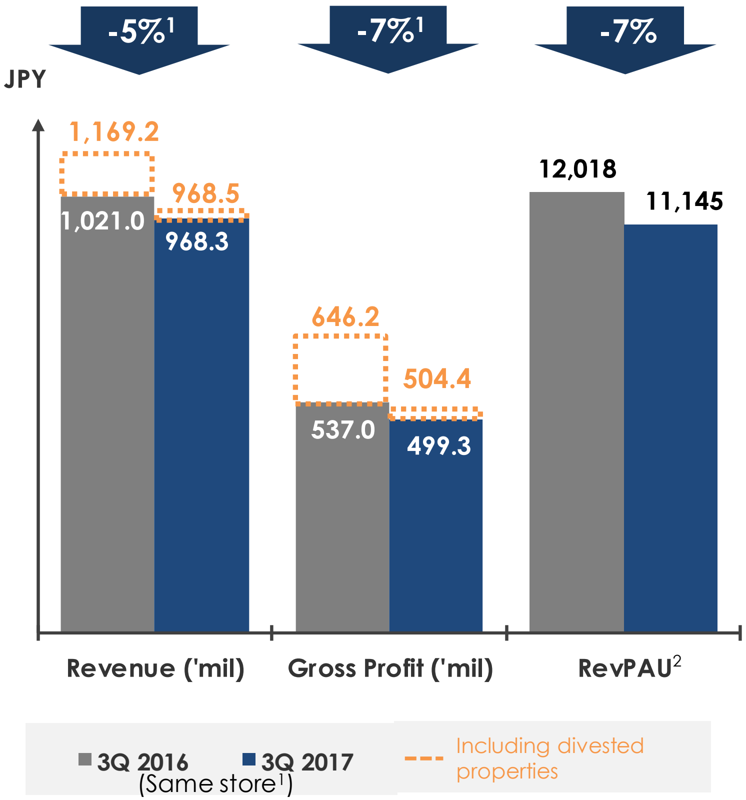
Citadines Central Shinjuku Tokyo

Citadines Shinjuku Tokyo

Citadines Karasuma-Gojo Kyoto

Somerset Azabu East Tokyo

10 rental housing properties in Japan



Key Market Performance Highlights

- Excluding the divested properties, revenue decreased due to lower ADR achieved arising from keen competition and new supply
- Real GDP growth forecast of 1.5% for 2017, decreasing to 0.7% in 2018[3]
- Total foreign direct investment inflow from January to June 2017 decreased 64% Y-o-Y[3]
- Heightened supply of 65,000 rooms over the next 3 years in the 8 major cities, an increase of 26% from 2016[3]
- Competition also arises from Airbnb which reported 3.7 million users in 2016, around 15% of inbound tourists
- Strong inbound tourism, but 60% of visitors are repeaters and many visit the regional cities instead of the key cities[3]

Notes:

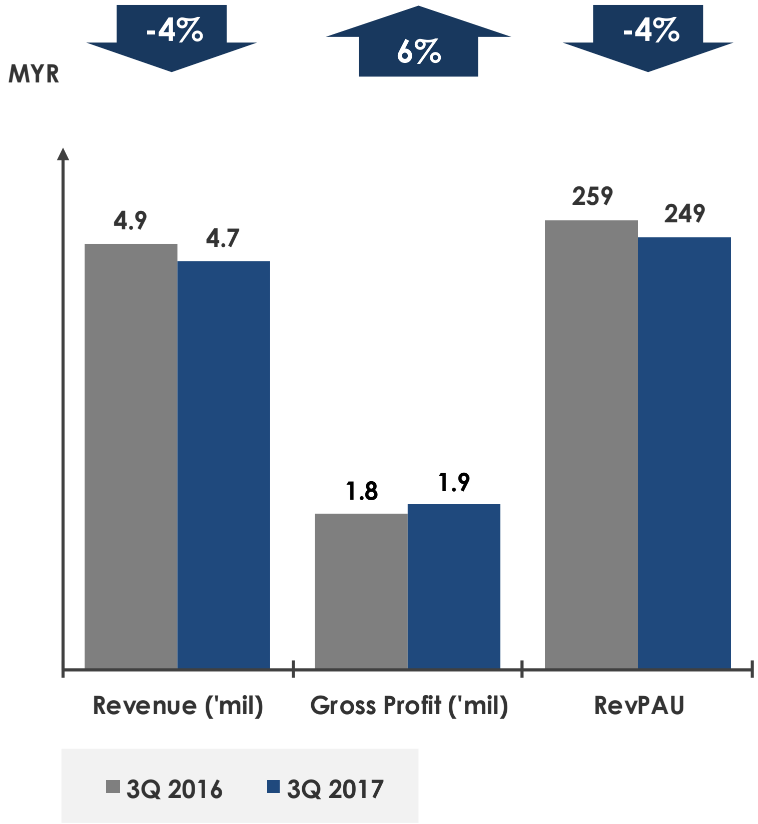
1. *Excluding the 18 rental housing properties in Tokyo, which were divested on 26 April 2017*
2. *RevPAU relates to serviced residences and excludes rental housing properties*
3. *Sources: International Monetary Fund (October 2017); Japan External Trade Organisation (June 2017); CBRE; Savills Asia*

Malaysia

Contributes 1% to the Portfolio's Gross Profit

Somerset Ampang Kuala Lumpur

Improved gross profit due to cost-saving measures



Key Market Performance Highlights

- Revenue decreased due to weaker market demand
- Gross profit increased mainly due to lower staff costs, partially offset by lower revenue
- Real GDP growth forecast of 5.4% in 2017, declining to 4.8% for 2018[1]
- 25,537 new hotel rooms in the pipeline for 2017 to 2021, with most of them opening in Kuala Lumpur[1]
- Corporate demand will likely to be in a wait-and-see mode until after the next Malaysia's general elections, which is currently expected to take place around March 2018

Note:
1. Sources: International Monetary Fund (October 2017); HVS (May 2017)

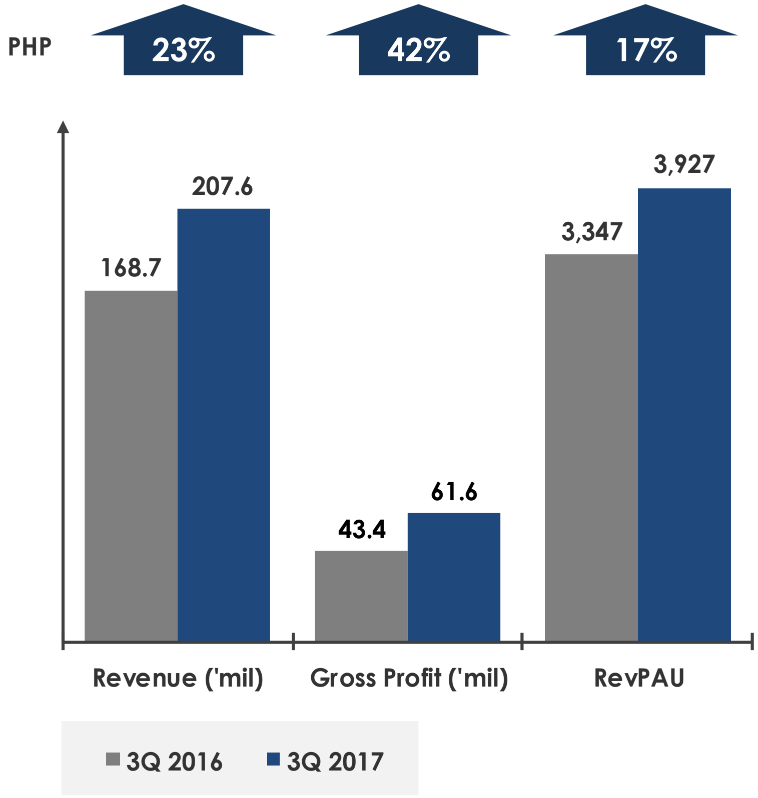
Philippines

Contributes 3% to the Portfolio's Gross Profit

Somerset Millennium Makati

Ascott Makati

Stronger performance post-renovation



Key Market Performance Highlights

- Revenue increased due to Ascott Makati and Somerset Millennium Makati undergoing renovations in 3Q 2016
- Gross profit increased due to higher revenue, partially offset by higher depreciation expense (arising from the renovation of the properties)
- Real GDP growth forecast of 6.6% in 2017 and 6.7% in 2018[1]
- 37 hotel projects and 10,713 rooms in the pipeline for 2017, signaling a robust growth in the hospitality sector[1]
- Visitor arrivals from January to June 2017 increased 12.7% Y-o-Y[1]

Note:

1. *Sources: International Monetary Fund (October 2017); The Philippines Star Global, Business (July 2017); Manila Bulletin (August, 2017)*

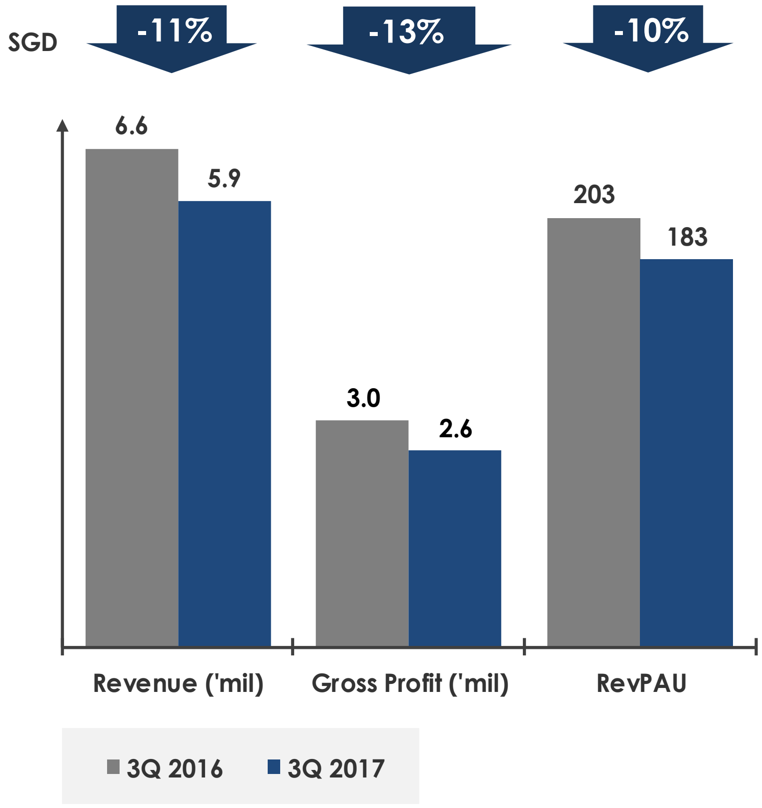
Singapore

Contributes 4% to the Portfolio's Gross Profit

Somerset Liang Court Property Singapore

Citadines Mount Sophia Property Singapore

Subdued corporate demand amidst new supply in 2017



Key Market Performance Highlights

- Revenue decreased due to weaker corporate demand and affected by a long stay project group with lower ADR
- Gross profit decreased due to lower revenue, partially offset by lower depreciation expense
- Focus on seeking diversification in corporate segments to achieve better performance
- Real GDP growth forecast of 2.5% for 2017, increasing to 2.6% for 2018[1]
- MAS has also vowed to invest SGD225m by the end of 2020 to put Singapore ahead as a Fintech hub in Asia. The MICE sector is set to benefit from the STB's active support for business events[1]
- New supply is expected to taper significantly in 2018 and outlook remains positive in the long-term[1]

Note:
1. Sources: International Monetary Fund (October 2017); JLL, Singapore (September 2017)

United States

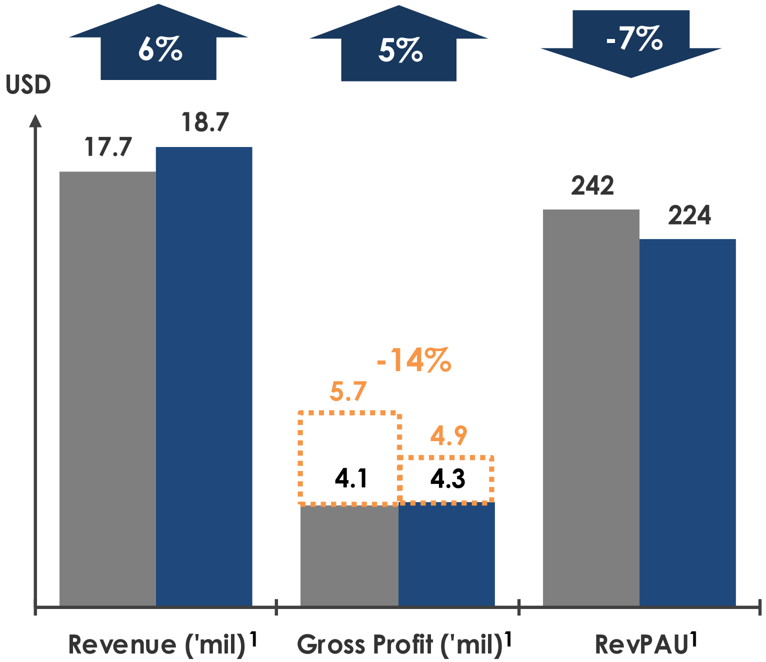
Contributes 10% to the Portfolio's Gross Profit

DoubleTree by Hilton Hotel New York – Times Square South

Sheraton Tribeca New York Hotel

Element New York Times Square West

Growth from acquisition



Key Market Performance Highlights

- Revenue and gross profit increased due to the completion of DoubleTree by Hilton Hotel New York – Times Square South acquisition on 16 August 2017
- Excluding straight-line recognition of operating lease expense, the decline in gross profit is mainly due to higher property tax expense and lower revenue
- Decrease in RevPau due to lower RevPau of DoubleTree by Hilton Hotel New York – Times Square South
- Real GDP growth forecast of 2.2% in 2017 and 2.3% in 2018[2]
- ADR in Manhattan may be affected by new supply and keen competition, nevertheless, occupancy is expected to remain steady with stable demand[2]

Notes:

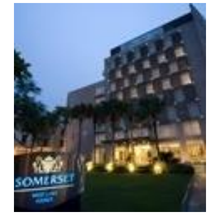
1. *On a same store basis and excluding straight line recognition of operating lease expense, revenue and gross profit would decrease by USD1.5m and USD1.8m respectively due to keen competition and new supply. RevPau would decrease by 8% as compared to 3Q 2016.*
2. *Sources: International Monetary Fund (October 2017); New York City Department of City Planning, NYC Hotel Market Analysis (2017)*

Vietnam

Contributes 9% to the Portfolio's Gross Profit

Somerset Grand Hanoi

Somerset Hoa Binh Hanoi

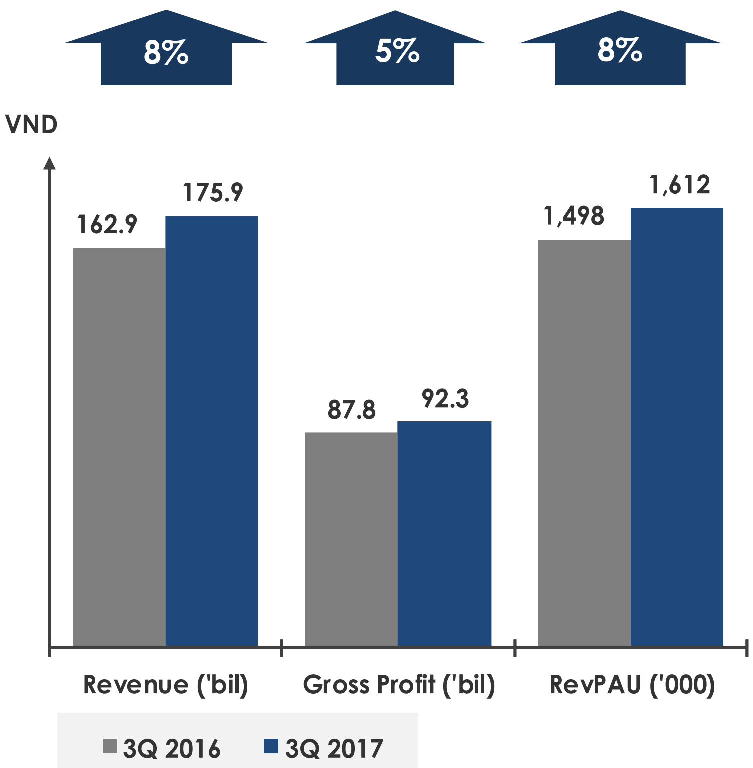


Somerset West Lake Hanoi

Somerset Ho Chi Minh City

Somerset Chancellor Court Ho Chi Minh City

Robust growth momentum



Key Market Performance Highlights

- Revenue and gross profit increased due to stronger performance post-renovation of Somerset Ho Chi Minh City and higher corporate demand
- With softened visa regulations and enhanced air connectivity, tourist arrivals surged 21.1% Y-o-Y in July and 35.1% in August, with the largest record of 1.23 million in August 2017[1]
- GDP growth forecast of 6.3% in 2017 and 2018[1]
- Sustained economic growth as Vietnam becomes one of the top FDI destinations in emerging markets[1]

Note:
1. Sources: TTR Weekly (2017); Trading Economics (2017); International Monetary Fund (October 2017); PwC, Doing Business in Vietnam (July, 2017)

Asset Enhancement Initiatives

Ascott Raffles Place Singapore

Citadines Barbican London – Enhance Guest Experience And Generate Additional Returns from New F&B Tenant

Refurbished 129 apartment units, common areas and brought in Sourced Market


Post Asset Enhancement

Capex incurred	£4.9m
Renovation period	1Q 2016 to 2Q 2017 in phases
ADR uplift	~10%


Sourced Market

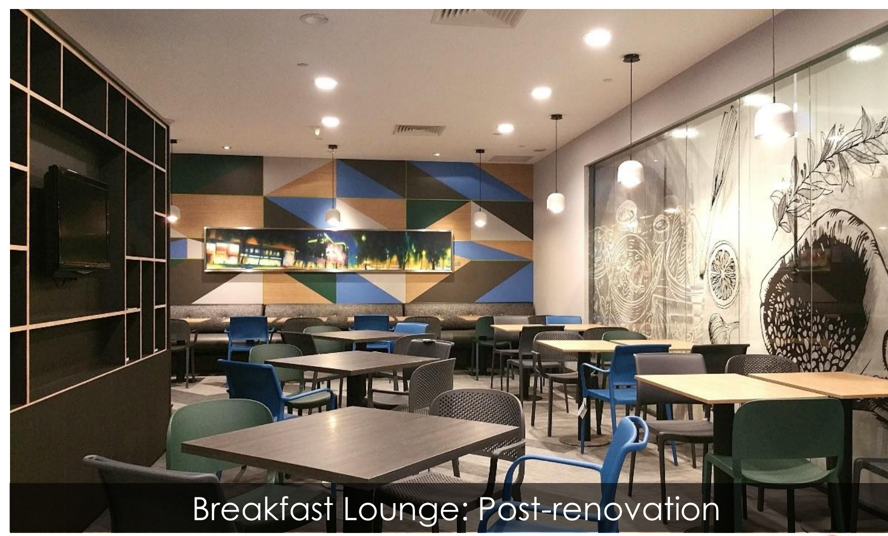
- **Additional rental revenue from the newly created area that was leased out to Sourced Market, a food & beverage retailer specialising in artisanal produce**

Citadines Mount Sophia Singapore – Rejuvenated Lobby And Breakfast Lounge


Lobby: Pre-renovation


Breakfast Lounge: Pre-renovation


Lobby: Post-renovation


Breakfast Lounge: Post-renovation

Proactive Asset Management – Ongoing AEIs[1]

Sheraton Tribeca New York Hotel The United States of America	**Description**	Phase I: Renovation of public areas Phase II: Renovation of guestrooms and toilets
	Period of renovation	July 2017 – Mar 2018
Somerset Grand Hanoi Vietnam	**Description**	Renovation of toilets and FFE replacement
	Period of renovation	July 2017 – Dec 2017
Ascott Makati (Phase 2) The Philippines	**Description**	Phase II: Renovation of 183 apartment units and mechanical & electrical system
	Period of renovation	Phase II: Nov 2017 – May 2018
Somerset Grand Citra Jakata Indonesia	**Description**	Renovation of 84 apartment units and mechanical & electrical system
	Period of renovation	Q1 2018 – Q2 2019

Note:
1. *Excluding properties under Master Lease agreement*

Capital and Risk Management

Ascott Raffles Place Singapore

Key Financial Indicators

Healthy Balance Sheet and Credit Metrics

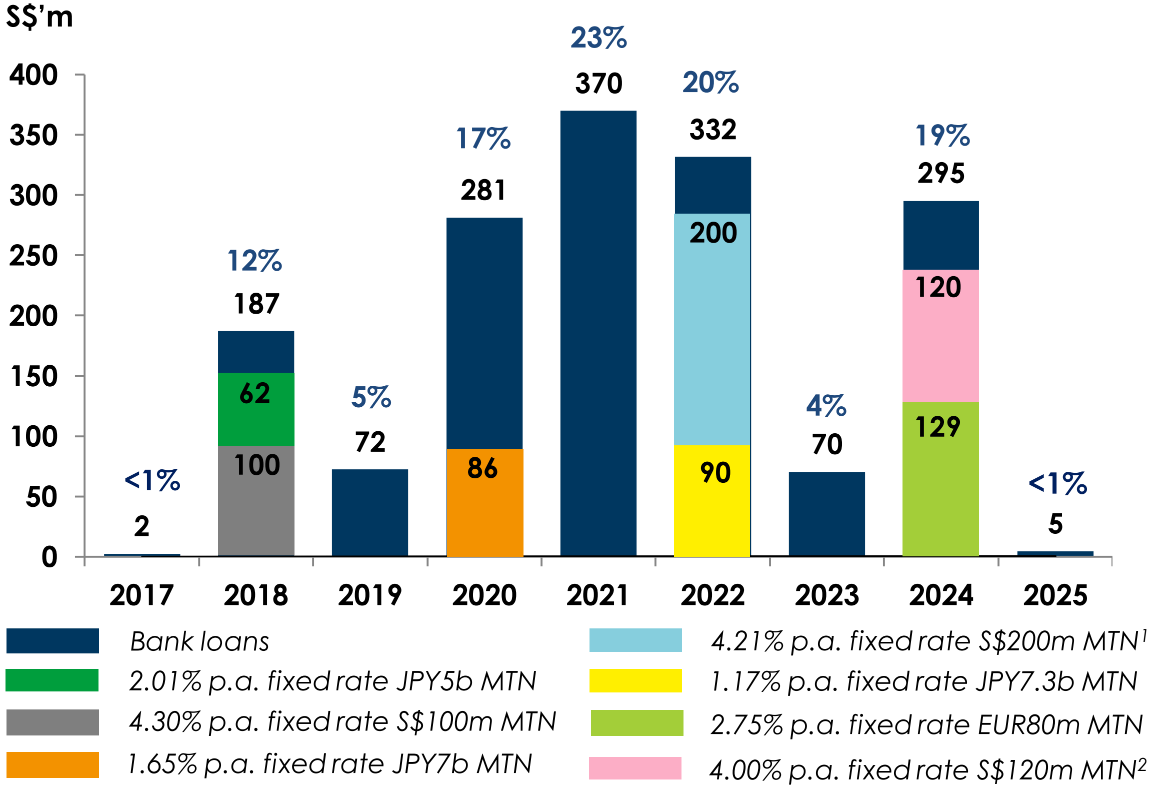
	As at 30 September 2017	As at 30 June 2017
Gearing	**31.9%[1]**	**32.4%**
Interest Cover	**4.6X**	**4.4X**
Effective Borrowing Rate	**2.4%**	**2.4%**
Total Debts on Fixed Rates	**87%**	**85%**
Weighted Avg Debt to Maturity (Years)	**4.6**	**4.8**
NAV/Unit	**S$1.24**	**S$1.23**
Adjusted NAV/Unit (excluding the distributable income to Unitholders)	**S$1.22**	**S$1.19**
Ascott REIT's Issuer Rating	**BBB[2] (outlook stable)** **Baa3[3]**	**Baa3[3]**

Notes:
1. *Upon completion of the acquisition of Ascott Orchard Singapore and divestment of Citadines Biyun Shanghai and Citadines Gaoxin Xi'an, gearing would be ~36%.*
2. *Credit rating by Fitch Ratings.*
3. *Credit rating by Moody's.*

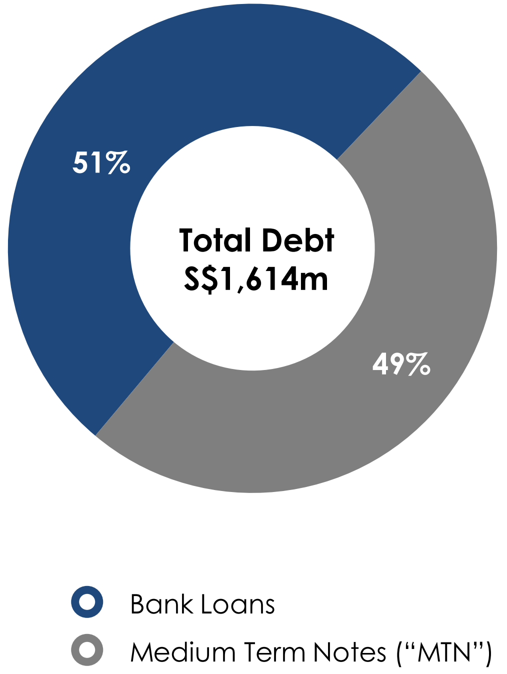
Ascott REIT continues to diversify funding sources and spread out debt maturity over the long-term

Refinancing requirement completed for 2017

Debt Maturity Profile
As at 30 September 2017



By Debt Type
As at 30 September 2017

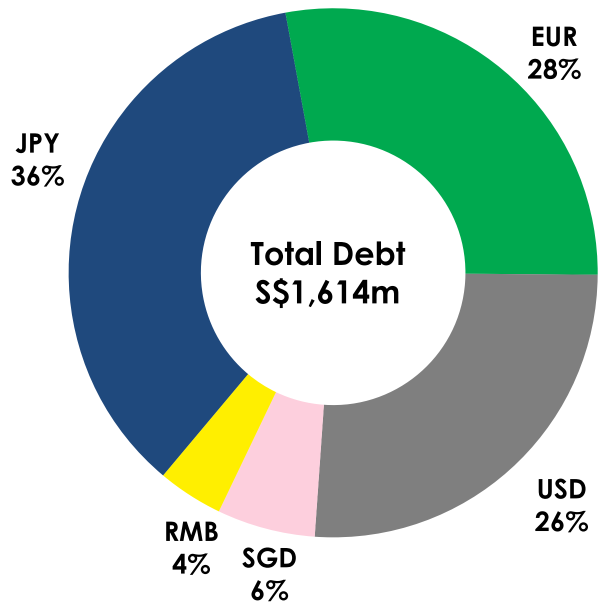


Notes:
1. *S$ proceeds from the notes have been swapped into Euros at a fixed interest rate of 1.82% p.a. over the same tenure*
2. *S$ proceeds from the notes have been swapped into Euros at a fixed interest rate of 2.15% p.a. over the same tenure*

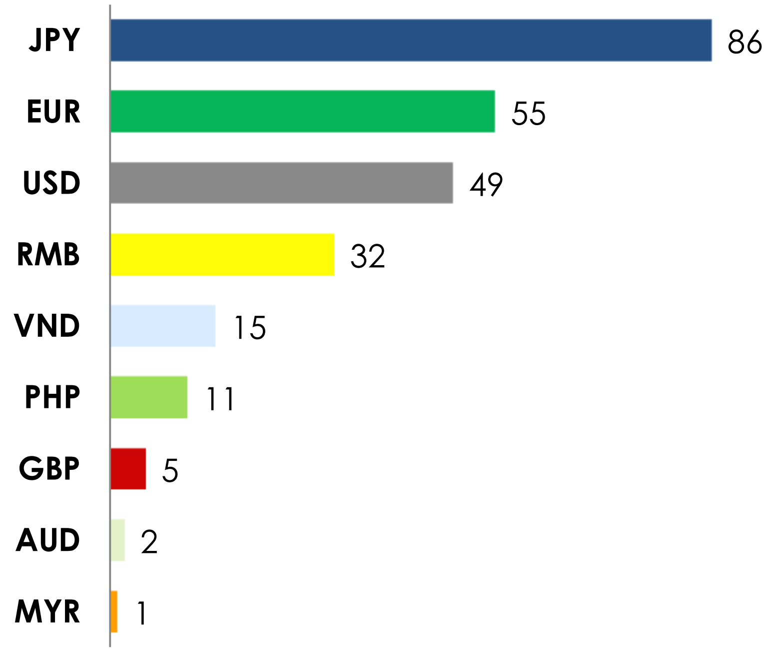
Foreign Currency Risk Management

Ascott REIT adopts a natural hedging strategy to the extent possible

Debt By Currency (%)
As at 30 September 2017



Balance Sheet Hedging (%)
As at 30 September 2017



~41% of the total assets denominated in foreign currency has been hedged.

Foreign Currency Risk Management

Overall exchange rate fluctuations have been largely mitigated with impact to gross profit at -0.3%

Currency	Gross Profit YTD Sep 2017 (%)	Exchange Rate Movement From 31 Dec 2016 to 30 Sep 2017 (%)
EUR	23	1.0
JPY	15	2.3
VND	11	-3.2
USD	10	-2.1
GBP	10	-0.7
RMB	10	-1.3
AUD	9	-0.5
SGD	8	-
PHP	3	-3.0
MYR	1	0.2
Total	100	-0.3

~70% of the distribution income derived in EUR, GBP and JPY has been hedged. On a portfolio basis, ~34% of estimated FY 2017 foreign currency distribution income has been hedged.

Conclusion

Ascott Raffles Place Singapore

Conclusion

1 Growth Through Yield Accretive Acquisitions	▪ Remains on the lookout for suitable opportunities for accretive opportunities in key gateway cities
2 Proactive Asset Management	▪ Closely monitor and evaluate the assets to identify opportunities to unlock values of the properties that have reached their optimal stage ▪ Continues to enhance value of properties through AEI for certain properties in Vietnam, Philippines and United Kingdom which uplifted the ADR
3 Disciplined and Prudent Capital Management	▪ Maintained effective borrowing rate at a healthy level with ~87% of the Group's borrowings on fixed interest rates ▪ Ensure no major refinancing required in any specific period and stay vigilant to changes in macro and credit environment that may impact Ascott REIT's financing plans

Going forward, Ascott REIT will continue to focus on creating stable income and returns to Unitholders through its diversified portfolio and extended-stay business model, together with the master leases and management contracts with minimum guaranteed income.

Outlook

Ascott Raffles Place Singapore

Outlook

On 16 August 2017, Ascott REIT announced the completion of the acquisition of its third property in New York City, DoubleTree by Hilton Hotel New York – Times Square South, a prime freehold property located in Midtown Manhattan. This quality addition would deepen Ascott REIT's foothold in the resilient hospitality market of New York City. On 10 October 2017, Ascott REIT has also announced the completion of the acquisition of Ascott Orchard Singapore, a newly developed quality property located in the prime area of one of Singapore's key shopping districts, Orchard Road. The Group remains on the lookout for accretive opportunities in key gateway cities.

Ascott REIT continuously identifies ways to recycle capital from properties with limited growth potential to assets with higher yield potential. On 3 July 2017, Ascott REIT announced the divestment of Citadines Biyun Shanghai and Citadines Gaoxin Xi'an with the target completion to be in 4Q 2017.

Outlook (cont'd)

In October 2017, the International Monetary Fund (IMF) revised its 2017 global economic growth estimate from 3.2% to 3.6% and predicted the world economy to expand a further 3.7% in 2018. The Group maintains a disciplined and prudent approach on capital management. Approximately 87% of its total borrowings is on fixed interest rates, to hedge against the rising interest rates. Refinancing requirement for 2017 has been completed and the Group has commenced discussions with banks to refinance the debts due in 2018. The Group will continue to monitor its interest rate and exchange rate exposure.

Moving forward, Ascott REIT remains focused on delivering steady and resilient returns to Unitholders through its stable of diversified and quality assets and extended-stay business model, together with the master leases and management contracts with minimum guaranteed income.

Ascott REIT Awards And Accolades

ASCOTT RESIDENCE TRUST
A Member of CapitaLand

- The Asia Pacific Best of the Breeds REITs Awards 2017[1] – Best Hospitality REIT **Platinum**

Asia Pacific
Best of the Breeds
REITs AWARDS™

- Ranked **6** out of the 42 Trusts in the Singapore Governance and Transparency Index 2017[2] – REIT and Business Trust Category

Notes:

1. *The Asia Pacific Best of the Breeds REITs Awards™ 2017 is a coveted award to recognize companies and managers with the highest standards and performance in the Asia Pacific REITs sector at the Annual REITs Asia Pacific 2017 organized by The Pinnacle Group International.*
2. *The Singapore Governance and Transparency Index (SGTI) is a joint initiative of CPA Australia, NUS Business School's Centre for Governance, Institutions and Organisations (CGIO), and Singapore Institute of Directors, supported by The Business Times. It is aimed at assessing companies on their corporate governance disclosure and practices, as well as the timeliness, accessibility and transparency of their financial results announcement.*

CapitaLand

Ascott REIT Awards And Accolades

42 of our properties are proud recipients of World Travel Awards, Business Traveller APAC Awards and TripAdvisor's top accolades

Citadines Sainte-Catherine Brussels

Citadines Michel Hamburg

Somerset Grand Hanoi

La Clef Tour Eiffel, Paris

Citadines Shinjuku Tokyo

5 of our properties won **World Travel Awards™[1] 2017 – Leading Serviced Apartments** for the respective countries

Ascott Raffles Place

Ascott Raffles Place Singapore won **Business Traveller Asia-Pacific Awards[2] 2017 – Best Serviced Residence**

5 of our properties awarded **Travellers' Choice Award[3] 2017**

42 of our properties awarded **Certificate of Excellence Award[4] 2017**

Notes:

1. *The World Travel Awards was set up to recognize and celebrate excellence in all key sectors of the travel, tourism and hospitality industries. It is now recognized globally today as the hallmark of industry excellence.*
2. *The Business Traveller Asia Pacific Awards is awarded out to top performers in the industry who have demonstrated excellence in their respective fields, and is given out annually to businesses in the travel and tourism industry.*
3. *The TripAdvisor Travellers' Choice winners are based on millions of valuable reviews and opinions from travellers around the world.*
4. *The TripAdvisor Certificate of Excellence honours hospitality businesses that deliver consistently great service.*

Appendix

Ascott Raffles Place Singapore

Strong Sponsor – The Ascott Limited

THE ASCOTT LIMITED

A Member of CapitaLand

A wholly-owned subsidiary of CapitaLand Limited

One of the leading international serviced residence owner-operators with extensive presence

>30 year track record, pioneered Pan-Asia's first international-class serviced residence property in 1984

Sponsor – c.44% CapitaLand ownership in Ascott REIT

Award-winning brands with worldwide recognition

Note:

1. Excludes the number of properties under the Synergy corporate housing portfolio.

Master Leases (YTD Sep 2017 vs YTD Sep 2016)

La Clef Louvre Paris

Citadines Les Halles Paris

Citadines Croisette Cannes

Citadines Arnulfpark Munich

Ascott Raffles Place Singapore

Quest Sydney Olympic Park

	Revenue ('mil)			Gross Profit ('mil)		
	YTD Sep 2017	YTD Sep 2016	Δ%	YTD Sep 2017	YTD Sep 2016	Δ%
Australia (AUD) 3 Properties	5.4	5.4	-	5.1	5.1	-
France (EUR) 17 Properties	17.4	17.2	*1*	15.9	15.9	-
Germany (EUR) 5 Properties	5.7	4.4	*30*	5.2	4.1	*27*
Japan (JPY) 1 Property	399.9	399.9	-	314.1	312.2	*1*
Singapore (SGD) 1 Property	5.8	6.0	*(3)*	5.3	5.5	*(4)*
Total (SGD) 27 Properties	**52.1**	**49.5**	***5***	**47.2**	**44.9**	***5***

Management Contracts with Minimum Guaranteed Income (YTD Sep 2017 vs YTD Sep 2016)


Citadines Toison d'Or Brussels


Citadines Ramblas Barcelona


Citadines Trafalgar Square London

	Revenue ('mil)			Gross Profit ('mil)			RevPAU		
	YTD Sep 2017	YTD Sep 2016	Δ%	YTD Sep 2017	YTD Sep 2016	Δ%	YTD Sep 2017	YTD Sep 2016	Δ%
Belgium (EUR) 2 Properties	5.9	4.6	28	1.8	1.0	80	60	48	25
Spain (EUR) 1 Property	4.4	3.8	16	2.3	1.8	28	106	99	7
United Kingdom (GBP) 4 Properties	20.4	19.5	5	9.1	9.2	(1)	117	112	5
Total (SGD) 7 Properties	**51.8**	**50.9**	**2**	**22.1**	**21.9**	**1**	**166**	**164**	**1**

Management Contracts (YTD Sep 2017 vs YTD Sep 2016)

	Revenue ('mil)			Gross Profit ('mil)			RevPAU		
	YTD Sep 2017	YTD Sep 2016	Δ%	YTD Sep 2017	YTD Sep 2016	Δ%	YTD Sep 2017	YTD Sep 2016	Δ%
Australia (AUD)	20.1	20.3	(1)	8.1	8.4	(4)	145	147	(1)
China (RMB)	226.1	227.5	(1)	82.9	67.8	22	407	404	1
Indonesia (USD)	9.0	9.3	(3)	3.2	3.8	(16)	78	80	(3)
Japan (JPY)[1]	3,143.2	3,537.9	(11)	1,675.7	1,979.6	(15)	11,522	12,234	(6)
Malaysia (MYR)	12.7	14.5	(12)	4.2	5.0	(16)	225	256	(12)
Philippines (PHP)	649.1	530.9	22	203.1	156.9	29	4,277	3,573	20
Singapore (SGD)	17.7	19.4	(9)	7.2	8.4	(14)	184	201	(9)
United States of America (USD)	47.3	39.3	20	9.3	10.0	(7)	208	227	(8)
Vietnam (VND)[2]	536.7	471.8	14	294.7	259.3	14	1,663	1,468	13
Total (SGD)	**257.9**	**248.4**	**4**	**95.8**	**97.2**	**(1)**	**135**	**133**	**2**

Notes:
1. *RevPAU for Japan refers to serviced residences and excludes rental housing*
2. *Revenue and gross profit figures for VND are stated in billions. RevPAU figures are stated in thousands*