

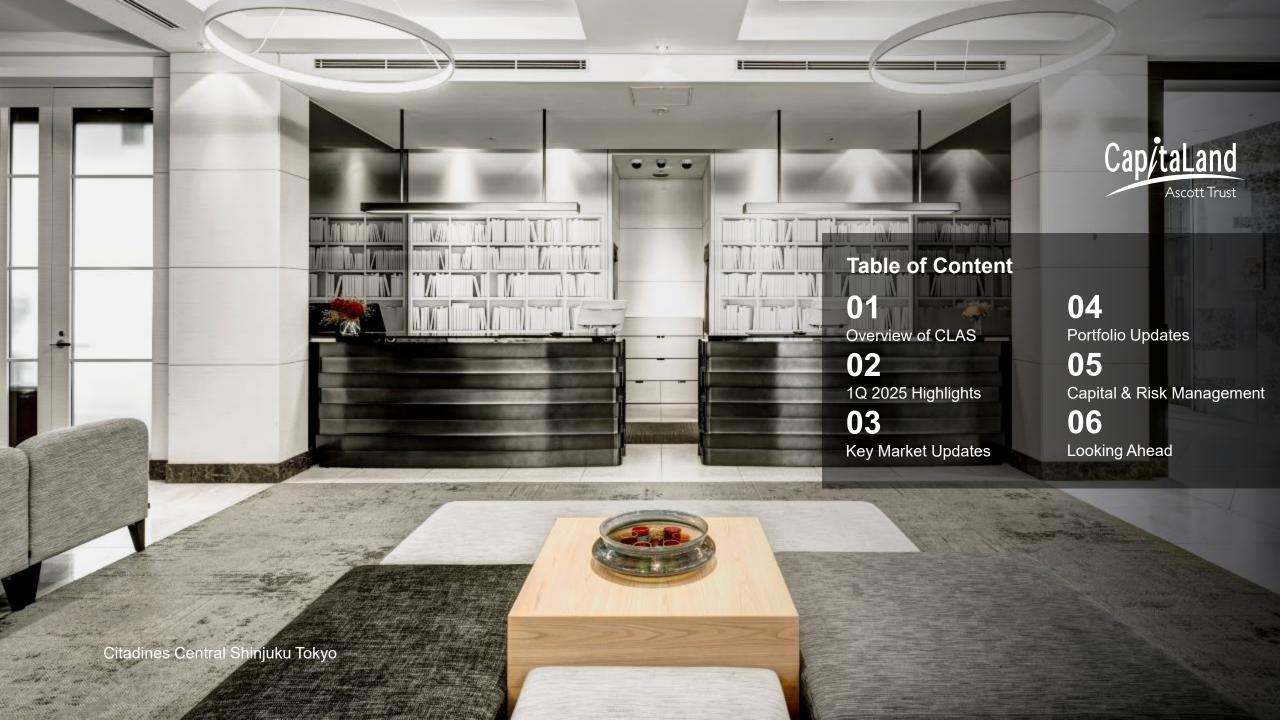
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# **Largest Lodging Trust in Asia Pacific**

Constituent of FTSE EPRA Nareit Global Developed Index

S\$8.9b

**Total Assets** 

>19,000¹

102<sup>1</sup>

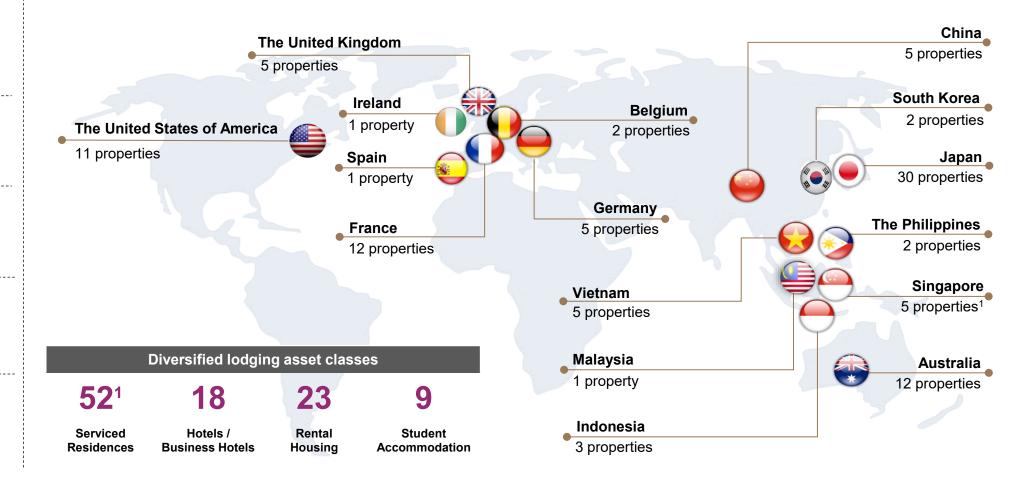
**Properties** 

46

Cities in 16 countries

\$\$3.3b

Market Capitalisation



Notes: Above as at/for period ended 31 Mar 2025

<sup>1.</sup> Including Somerset Liang Court Singapore which is currently under development

# **CapitaLand Ascott Trust's Positioning**

Diversified and well-balanced portfolio to deliver sustainable returns

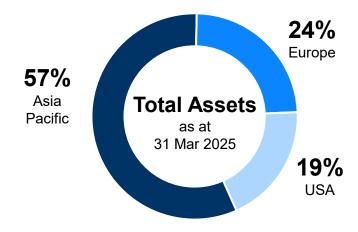
Global in presence, anchored in Asia Pacific

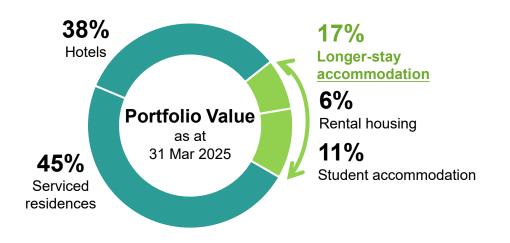
### **Geographical Allocation**

# Predominantly in Asia Pacific Remainder in Europe/USA

- Largest lodging trust in Asia Pacific
- Diversified across 16 countries, Asia Pacific remains core
- Presence in large domestic markets and key gateway cities







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## 1Q 2025 Gross Profit Rose 4% Y-o-Y

Increase due to portfolio reconstitution initiatives and stronger operating performance

- 1Q 2025 gross profit rose 4% year-on-year (y-o-y)
- Gross profit from new properties in 1Q 2025 has replaced the gross profit lost from divestments in 2024
  - Swift redeployment of divestment proceeds minimised the impact on CLAS' income
- On a same-store basis, excluding acquisitions and divestments between 1Q 2024 and 1Q 2025<sup>1</sup>, gross profit was 1% higher y-o-y
- Stronger performance from properties renovated in 2024 contributed to the growth in 1Q 2025

#### Note:

 Acquisitions include: Teriha Ocean Stage (in Jan 2024), lyf Funan Singapore (in Dec 2024), ibis Styles Tokyo Ginza and Chisun Budget Kanazawa Ekimae (in Jan 2025); Divestments include: Courtyard by Marriott Sydney-North Ryde (in Jan 2024), Citadines Mount Sophia Singapore, Hotel WBF Kitasemba East, Hotel WBF Kitasemba West and Hotel WBF Honmachi (in Mar 2024), Novotel Sydney Parramatta (in Sep 2024), Citadines Karasuma-Gojo Kyoto and Infini Garden (in Oct 2024)



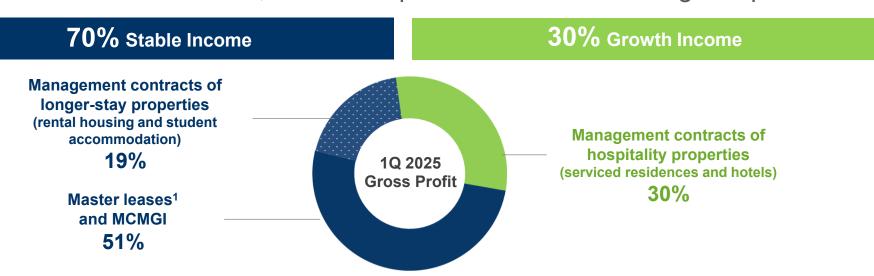
Stable Income			Growth Income
28 <sup>1</sup> Master Leases	<b>12</b> MCMGI <sup>2</sup>	31 Management Contracts for longer-stay properties	30 Management Contracts for hotels and serviced residences

Notes: Above count as at 31 Mar 2025, excludes Somerset Liang Court Singapore which is currently under development

- 1. Includes Eslead College Gate Kindaimae which is a student accommodation property under master lease
- Management contracts with minimum guaranteed income (MCMGI)

## 1Q 2025 Gross Profit Rose 4% Y-o-Y

Resilience from stable income sources, which comprised 70% of 1Q 2025 gross profit



**▲** 5%

in gross profit from master leases<sup>1</sup>

mainly due to the acquisition of lyf Funan Singapore; same-store<sup>2</sup> gross profit was 5% lower y-o-y due to lower variable rent and higher expenses

**▲ 12%** 

in gross profit from MCMGI

mainly due to stronger performance in UK and Belgium **▲** 5%

in gross profit from management contracts of longer-stay properties;

on a same-store basis<sup>2</sup>, it was 10% higher y-o-y mainly due to stronger performance of the student accommodation portfolio

**¥** 4%

in gross profit from management contracts of hospitality properties

mainly due to divestments; same-store<sup>2</sup> gross profit was 4% lower y-o-y as higher revenue was offset by higher expenses **4%** 

portfolio RevPAU<sup>3</sup>

mainly due to higher average occupancy of 77% (1Q 2024: 73%)

#### Notes:

- 1. Includes Eslead College Gate Kindaimae which is a student accommodation property under master lease
- 2. Computation excludes acquisitions and divestments between 1Q 2024 and 1Q 2025
- 8. Portfolio RevPAU relates to properties under management contracts and MCMGI, excludes master leases, rental housing and student accommodation



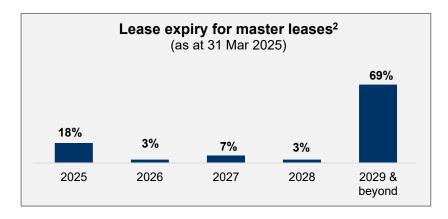
# **1Q 2025 Performance Summary**

### Most key markets registered growth y-o-y

			Y-o-Y % Change in RevPAU	
		1Q 2025 RevPAU	Actual	Excluding acquisitions and/or divestments <sup>1</sup>
Australia	AUD	175	4%	13%
Japan	JPY	14,264	(11%)	17%
Singapore	S\$	183	1%	(3%)
United Kingdom	GBP	139	12%	
USA	USD	160	11%	

		1Q 2025 Revenue	Y-o-Y % Change in Revenue
France (all master leases)	EUR	5.6 mil	2%

### Well-staggered master lease expiry



 In 2025, the two master leases in Japan and Australia are expiring in 2H

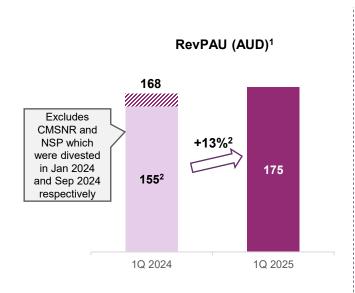
Notes: RevPAU relates to properties under management contracts and MCMGI, excludes master leases, rental housing and student accommodation

Computation excludes acquisitions and divestments between 1Q 2024 and 1Q 2025

<sup>2.</sup> Percentage of gross rental income for master leases expiring at respective years over the total gross rental income for all master leases

### Healthy RevPAU growth in 1Q 2025; outlook remains positive

10% of total assets: 2 SRs and 4 hotels under management contracts;1 hotel under MCMGI; 5 SRs under master leases



### <u>Management Contracts and MCMGI –</u> SRs & Hotels

- 1Q 2025 RevPAU for properties under management contracts and MCMGI increased 4% y-o-y to AUD 175; on a samestore basis<sup>2</sup>, 1Q 2025 RevPAU was 13% higher y-o-y
- Despite the absence of concerts by highprofile artistes such as Taylor Swift this year, RevPAU increased due to higher leisure demand and group bookings during the 2025 Australian Open

 CLAS' properties cater predominantly to domestic guests, and the outlook for 2Q 2025 continues to be positive, with uplift expected from sporting events and Katy Perry concerts

### Master Leases - SRs

- 1Q 2025 revenue from master leases was stable y-o-y
- The properties will continue to receive fixed rent with annual indexation, providing stability to CLAS

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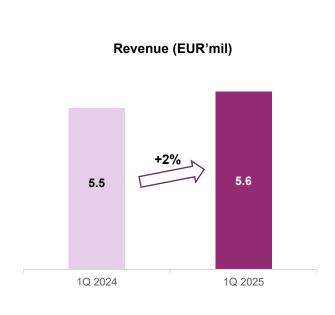
#### Notes:

- 1. Pertains to the hotels and SRs under management contracts and MCMGI only
- 2. Excluding Courtyard by Marriott Sydney-North Ryde (CMSNR) and Novotel Sydney Parramatta (NSP) which were divested in Jan 2024 and Sep 2024 respectively



### Higher revenue following master lease renewals

### 7% of total assets: 12 SRs under master leases

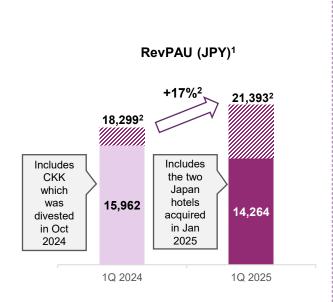


- 1Q 2025 revenue was 2% higher y-o-y due to higher rent received from the 3 master leases that were renewed in Oct 2024, and higher rent from 2 master leases due to rent indexation
- Underlying operating performance of CLAS' France portfolio improved y-o-y following the completion of renovations at Citadines Les Halles Paris and La Clef Tour Eiffel Paris
- Positive outlook for 2Q 2025 on the back of several large-scale events, such as the biennial Paris Air Show in Jun
- Guests at CLAS' France properties are predominantly European, and forward bookings from transient and corporate segments are healthy



International leisure demand continues to be robust; rental housing properties provide stable income

17% of total assets: 2 hotels and 1 student accommodation under master lease;2 SRs, 2 hotels and 23 rental housing under management contracts



### Management Contracts - SRs and hotels

- Acquisition of two freehold limited-service hotels in Tokyo and Kanazawa – ibis Styles Tokyo Ginza and Chisun Budget Kanazawa Ekimae respectively, was completed on 31 Jan 2025
- 1Q 2025 RevPAU was 11% lower y-o-y at JPY 14,264 mainly due to the addition of the Kanazawa property, which has a lower RevPAU
- On a same-store basis, excluding the two new hotels which were acquired in Jan 2025 and Citadines Karasuma-Gojo Kyoto (CKK) which was divested in Oct 2024, 1Q 2025 RevPAU was 17% higher y-o-y at JPY 21,393 due to higher ADR
- International leisure bookings in 1Q 2025 continued to be strong, with majority of the guests from Asia
- Outlook remains robust in 2Q 2025, supported by demand during the cherry blossom season and long weekends

### **Management Contracts – Rental Housing**

 In 1Q 2025, the rental housing portfolio continued to offer stable income with an average occupancy of >95%

## Master Leases – Hotels & Student Accommodation

 Received variable rent in addition to fixed rent at the hotels due to strong operating performance

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 Received fixed rent at the student accommodation property in Osaka

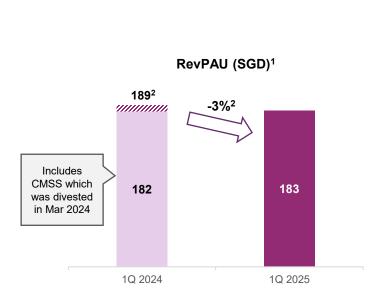
#### Notes:

- . Pertains to the hotels and SRs under management contracts only; excludes rental housing properties
- 2. Excluding CKK which was divested in Oct 2024, and Ibis Styles Tokyo Ginza and Chisun Budget Kanazawa Ekimae which were acquired in Jan 2025

### Absence of high-profile events partially mitigated by The Robertson House and long stays

19% of total assets: 1 SR and 1 hotel under MCMGI; 1 SR under management contract;

1 hotel under master lease; 1 SR under development



## MCMGI and Management Contracts – SRs and hotel

- 1Q 2025 RevPAU for properties under MCMGI and management contracts increased by 1% y-o-y to S\$183; on a same-store basis²,
   1Q 2025 RevPAU was 3% lower y-o-y
- The decrease in RevPAU was mainly attributed to the absence of high-profile concerts like Taylor Swift and biennial MICE events such as the Singapore Airshow which were held in 1Q 2024, but was mitigated by stronger operating performance of The Robertson House by The Crest Collection post-AEI and long stays at the SRs

### **Master Lease - Hotel**

- CLAS' newly-acquired hotel, lyf Funan Singapore, a prime asset in the heart of Singapore's Civic District, started contributing revenue to CLAS' portfolio from 1 Jan 2025
  - Property reflected stronger RevPAU
     performance relative to its market peers in the quarter

In 2Q 2025, market demand for corporate and relocation stays is expected to be subdued while transient demand is expected to be higher during concert and event periods

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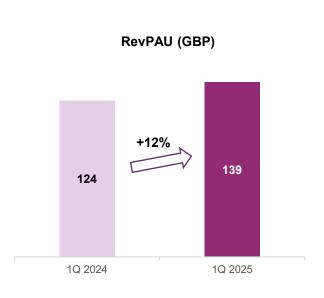
#### Notes

- 1. Pertains to the hotel and SRs under management contracts and MCMGI only
- 2. Excluding Citadines Mount Sophia Singapore (CMSS) which was divested in Mar 2024

# # United Kingdom

RevPAU growth mainly driven by Citadines Holborn-Covent Garden London post-AEI

### 11% of total assets: 4 SRs and 1 hotel under MCMGI

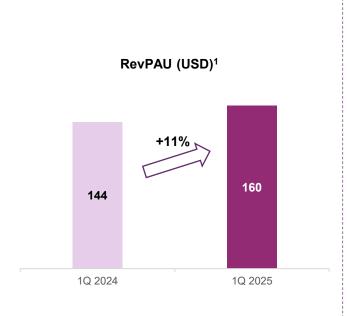


- 1Q 2025 RevPAU increased 12% y-o-y to GBP 139 mainly driven by higher RevPAU at Citadines Holborn-Covent Garden London (CHCGL) post-AEI; room rates at CHCGL are over 20% higher than pre-AEI 1Q 2023
- Higher demand from corporate travellers also contributed to the stronger performance in 1Q 2025
- Going forward, ADR growth is expected to moderate; forward bookings for 2Q 2025 comprise corporate and group bookings, and events such as the London Marathon in Apr are expected to provide an uplift

- RevPAU growth in the coming quarters is expected to be supported by stronger performance at CHCGL
- All properties are under MCMGI; the guaranteed income continues to offer downside protection, while the variable income will allow CLAS to enjoy the upside from increased lodging demand

### Healthy performance at hotels and student accommodation

### 19% of total assets: 3 hotels and 8 student accommodation under management contracts



### **Management Contracts – Hotels**

- 1Q 2025 RevPAU increased 11% y-o-y to USD 160, as CLAS' hotels continued to see strong leisure demand coupled with an increased proportion of corporate bookings; long weekends and major conventions, such as the National Retail Federation show, brought a further boost
- In 2Q 2025, while demand from international leisure travellers may be affected by negative sentiments towards the USA, CLAS' hotels are expected to be less impacted given the higher proportion of domestic guests; corporate travel is expected to remain resilient
- Long holiday weekends and corporate and entertainment events are expected to provide an uplift
- Limited new supply of hotel rooms is also expected to support performance going forward

## <u>Management Contracts – Student Accommodation</u>

- Average leased occupancy of the properties for the current academic year (AY) 2024-2025 is c.90% as of Mar 2025
- Rent growth for AY 2024-2025 is c.4.5% over the previous AY; excluding Wildwood Lubbock which was undergoing light AEI, rent growth is c.6%
- Pre-leasing efforts for the upcoming AY 2025-2026 are ongoing
- Standard at Columbia, which CLAS acquired the remaining 10% stake of in Jun 2024, is c.91% pre-leased for AY 2025-2026

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#### Note

<sup>1.</sup> Pertains to the 3 hotels and excludes the student accommodation properties



## **Proactive Investment & Portfolio Reconstitution**

Building a stronger portfolio, enhancing the quality and performance of CLAS' properties





# Divestments to unlock value

- Divesting properties which have reached the optimal stage of their life cycle
- Redeploying proceeds into more optimal uses, including investing in higher-yielding properties, funding asset enhancement initiatives (AEIs) and paying down debts with higher interest rates



# Accretive Investments in quality properties

- Accretive investments in prime locations within key gateway cities supported by strong demand drivers
- Selectively undertaking development projects with attractive stabilised yields



# Asset Enhancement to uplift performance and valuations

 AEIs from 2024 to 2026 provide CLAS with further capacity for growth

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# Divestments and Acquisitions in 2024 and YTD 2025

Divesting at premium to book, re-investing into quality, higher-yielding properties

#### **Divestments**

### Completed over S\$500 mil in divestments

at up to 55% premium to book

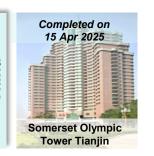












### **Acquisitions**

### Completed accretive acquisitions of c.S\$530 mil

in quality assets at higher yields







# Accretive Acquisition of 2 Japan Hotels in Jan 2025

Redeployed divestment proceeds at higher yields, fully replacing income of 4 divested properties

Acquisition of Ibis Styles Tokyo Ginza and Chisun Budget Kanazawa Ekimae





	ibis Styles Tokyo Ginza (pictured left)	Chisun Budget Kanazawa Ekimae (pictured right)
Location	7 10 9, Ginza, Chuo-Ward, Tokyo, Japan	8-15 Horikawa Shinmachi, Kanazawa City, Japan
Number of units	224	392

4.3%

Blended NOI yield for FY 2024

+1.6%

DPS accretion on a FY 2024 pro forma basis

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- Acquiring two freehold limited-service hotels in Tokyo and Kanazawa in Japan at an acquisition price of JPY 21.0 bil (\$\$178.5 mil<sup>1</sup>)
- Funded by JPY-denominated debt and proceeds from the divestments of the three WBF hotels and Infini Garden in Japan in 2024
- Blended NOI yield of 4.3% compares favourably to the blended exit NOI yield of c.2.0% of the divested properties
- Japan is a key market for CLAS and has performed well
  - Overnight visitors to Tokyo and Kanazawa in 2023 have surpassed pre-Covid levels by 23% and 12% respectively<sup>2</sup>
  - Operated under management contracts, the properties are positioned to enjoy the upside from the continued strong lodging performance expected in both cities

#### Notes

- 1. Based on an exchange rate of JPY 1.00 = S\$0.0085
- 2. Source: Colliers (October 2024) "Investment potential and performance continue to drive interest in Japan's hotel sector".

# Accretive Acquisition of 2 Japan Hotels in Jan 2025

Well-located properties which are supported by leisure and business demand drivers

## Ginza is Tokyo's premium shopping and entertainment district



- The property is located next to Ginza Six and within a short walk to premium shopping belt and cultural destinations, including the Uniqlo global flagship store and Ginza Wako clock tower
- Easy access to Tokyo's subway network as the property is a 6 to 8 min walk to Higashi Ginza Station and Ginza Station

Kanazawa is the capital city of the Ishikawa Prefecture and a popular destination for domestic travellers



- Kanazawa is well known for its historical attractions and cultural icons, traditional landscaped gardens as well as premium seafood offerings
- The city is highly accessible from Tokyo, Osaka and other major cities of Japan via train and the Shinkansen, the country's high-speed rail system
- The property is a 5 min walk to Kanazawa station and 10 min drive to the CBD; it is also situated close to event and sports venues

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Source: Google Maps

it is also situated close to event and sports venues

# **Asset Enhancement & Development Initiatives**

Uplifting the value and profitability of properties in prime locations of key gateway cities

#### **Asset Enhancement Initiatives**

- Completed 6 out of 8 announced AEI projects in FY 2024
- Total capital expenditure of c.S\$250 mil for the 8 AEIs partially funded by master lessee / operator
- CLAS' capital expenditure for the remaining 2 projects is c.S\$130 mil
- Given the uncertain global outlook, CLAS will monitor the macroeconomic situation, lodging demand and renovation costs, and may adjust the AEI schedules as appropriate

# Development of Somerset Liang Court Singapore

- 192-unit serviced residence with hotel licence in the popular riverfront lifestyle and entertainment Clarke Quay precinct
- Expected completion in 2026





















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Notes

Timelines of the asset enhancement initiatives are subject to change Images for The Cavendish London and Sydney Central Hotel are artist's impressions

# **Sustainability Highlights**

In alignment with CapitaLand Investment's 2030 Sustainability Master Plan (SMP)

### Sustainability ratings & accolades

- 'Industry Mover'
   S&P Global Sustainability Yearbook 2025
- Global Listed Sector Leader Hotel GRESB for the 4th consecutive year
- Ranked #1

Singapore Governance and Transparency Index (REITs and Business Trusts) for the 4<sup>th</sup> consecutive year

- Winner of Singapore Corporate Sustainability Award (REITs and Business Trusts)
   SIAS Investors' Choice Awards 2024
- 'Negligible Risk' ESG risk rating Sustainalytics
- · Constituent of

iEdge-UOB APAC Yield Focus Green REIT Index; and iEdge-OCBC Singapore Low Carbon Select 50 Capped Index

### **Performance & reporting** 67% of CLAS' gross floor area green certified as at Jun 2025, up from 49% in 2023 On track to meet 50% target in 2025, and 100% target in 2030 Selected environmental Continue to work towards 2030 reduction targets and Carbon emissions intensity by 72% social targets Energy consumption intensity by 15% in alignment Water consumption intensity by 15% with SMP (using 2019 as a base year) Fostering a positive and proactive safety culture with zero fatality, permanent disability or major injury c.S\$830 mil in sustainable financing to date Sustainable o In 2024, CLAS was the first lodging trust to secure an OCBC finance 1.5°C loan Sustainability CLAS' sustainability report is externally assured in accordance reporting with ISAE 30001

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#### Note

<sup>1.</sup> Limited assurance on the CLAS Sustainability Report, selected Global Reporting Initiative Sustainability Reporting Standards disclosures and sustainability linked bonds' key performance indicators, performed in accordance with International Standard on Assurance Engagement 3000 Assurance Engagements other than Audits or Reviews of Historical Financial Information (ISAE 3000)



# Capital Management

CLAS' discipline and prudence positions it well to weather global uncertainties

### Strong financial and liquidity position

**S\$1.11** 

NAV per Stapled Security

49%

Total assets in foreign currency hedged

**0.1%** (loss)

Impact of foreign exchange after hedges on gross profit for 1Q 2025

39.9%

Gearing<sup>1</sup> (c.S\$1.7 bil debt headroom<sup>2</sup>)

67%

of property value unencumbered

c.**S\$1.43** bil

Total available funds comprising c.S\$560 mil in cash on-hand and c.S\$872 mil in available credit facilities<sup>3</sup>

BBB

(Stable Outlook) Fitch Ratings

Interest cover

3.2X<sup>4</sup>

• 10% decrease in **EBITDA** 

• 100 bp increase in

2.9X

interest rate

2.4X5

2.9%

per annum

Low effective borrowing cost Sensitivity analysis on DPS

Sensitivity analysis on interest cover

• 100 bp increase in interest rate<sup>6</sup>

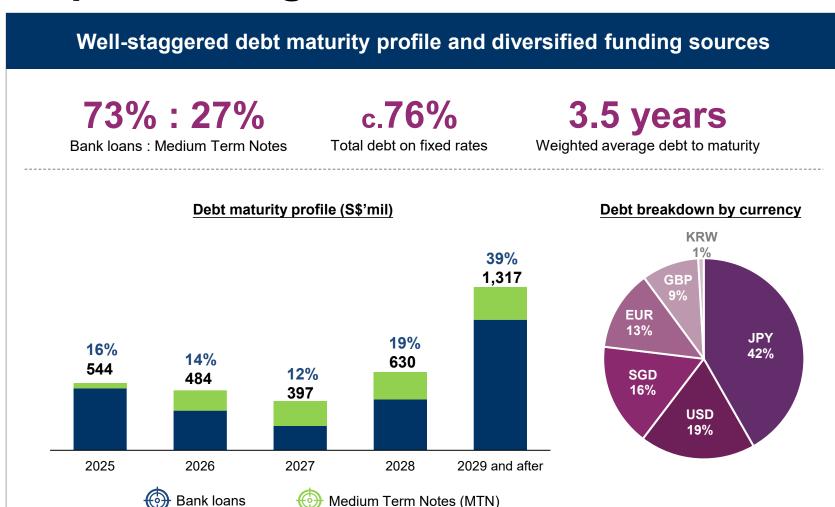
Decrease of 0.28 cents<sup>7</sup>

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Notes: Above as at/for period ended 31 Mar 2025

- The ratio of net debt to net assets for CapitaLand Ascott REIT Group and CapitaLand Ascott Business Trust Group is 73.2% and 17.4% respectively; the ratio for CLAS is 64.8%
- Refers to the amount of additional debt before reaching aggregate leverage of 50%
- Balances as at 31 Mar 2025; includes committed credit facilities amounting to c.S\$435 mil
- In accordance with the Monetary Authority of Singapore's revised Code on Collective Investment Schemes dated 28 Nov 2024
- Assuming 100 bp increase in the interest rate of all debt and perpetual securities
- Based on floating rate borrowings as at 31 Mar 2025 and fixed rate borrowings due in 2025
- Based on additional interest expense per annum and number of stapled securities in issue as at 31 Mar 2025

# **Capital Management**



### **Key Updates**

- Decrease in effective borrowing cost from 3.0% p.a. as at 31 Dec 2024 to 2.9% p.a. as at 31 Mar 2025 was mainly due to lower interest rates of floating EUR and GBP loans
- Gearing expected to remain under or at around 40%
- Interest cover healthy at 3.2 times
- In May 2025, CLAS issued
   \$\$260 mil in perpetual securities
   at a coupon rate of 4.2% per annum
   to refinance its \$\$250 mil perpetual
   securities

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Note: Above as at 31 Mar 2025



## **Resilience Amid Macroeconomic Uncertainties**

CLAS' diversification and stable income sources cushion the impact from tariffs

### Tariffs may lead to...



...higher costs



...reduced lodging demand



...interest rate and foreign currency volatility

### Mitigated by...

- CLAS' predominantly long-stay properties have leaner cost structures compared to full-service hospitality properties
- For properties under master leases, operating costs are largely covered by the lessees, and for longer-stay accommodation, utility costs are borne by the tenants
- CLAS' properties have the flexibility to adjust room rates to mitigate inflationary pressures
- Further steps will be taken to manage costs, including deferring non-essential capital expenditure

- Stable income sources comprise 60% 70% of CLAS' gross profit
  - Average length of stay of CLAS' portfolio was c.2 months in FY 2024
  - Longer-stay accommodation are countercyclical and resilient through market cycles
  - Master leases and MCMGI offer downside protection
- Diversified guest mix across corporate, leisure, international and domestic segments
- Properties are primarily in the **mid-tier segment** 
  - Well-positioned to cater to travellers who now seek more affordable options

- High proportion of debt effectively on fixed rates, for a weighted average of c.3.6 years
- Average cost of debt is low at 2.9% p.a. and interest cover is healthy at 3.2 times
- Geographically diversified with 12 foreign currencies, and the strengthening of some currencies balances out the weakening of others
- CLAS adopts a natural hedge by borrowing in the currency of the underlying assets and hedging instruments are used where appropriate

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## Resilience Amid Macroeconomic Uncertainties

CLAS remains committed to delivering stable distributions to Stapled Securityholders



Resilient operating performance

 Notwithstanding the current macroeconomic uncertainties, CLAS' performance is expected to remain resilient given its diversification and base of stable income, which comprises 60% - 70% of CLAS' gross profit



Asset enhancement

- Completed and planned AEIs are expected to uplift CLAS' distribution income
- CLAS currently intends to distribute past undistributed divestment gains to mitigate short-term impact of AEIs
  which are planned to be carried out in 2025 and 2026
- CLAS will monitor the macroeconomic situation, lodging demand and renovation costs, and may adjust the AEI schedules as appropriate



Portfolio reconstitution

 CLAS continues to evaluate opportunities to divest and reinvest proceeds into more optimal uses to deliver higher returns to Stapled Securityholders



Capital management

• CLAS has a **healthy financial and liquidity position**, and will continue to adopt a proactive and disciplined approach in capital management

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