The logo for Acrophyte Hospitality Trust is located in the top right corner. It features the word "ACROPHYTE" in a large, bold, black serif font, with "HOSPITALITY TRUST" in a smaller, black sans-serif font directly below it. The text is centered within a square area filled with a pattern of small, light-colored dots that fade out towards the corners.

**ACROPHYTE**  
HOSPITALITY TRUST

# Acrophyte Hospitality Trust FY2024 FINANCIAL RESULTS

27 February 2025



# IMPORTANT NOTICE

This presentation is for information purposes only and does not constitute or form part of an offer, invitation or solicitation of any offer to purchase or subscribe for any securities of Acrophyte Hospitality Trust in Singapore under the Securities and Futures Act, Chapter 289 of Singapore or any other jurisdiction nor should it or any part of it form the basis of, or be relied upon in connection with, any contract or commitment whatsoever. The value of stapled securities in Acrophyte Hospitality Trust (“**Stapled Securities**”) and the income derived from them may fall as well as rise. The Stapled Securities are not obligations of, deposits in, or guaranteed by the Acrophyte Hospitality Trust Management Pte. Ltd., as manager (the “**Acrophyte REIT Manager**”) of Acrophyte Hospitality Property Trust and Acrophyte Hospitality Business Trust Management Pte. Ltd., as trustee-manager (the “**Acrophyte BT Trustee-Manager**”) of Acrophyte Hospitality Management Trust, DBS Trustee Limited (as trustee of Acrophyte Hospitality Property Trust) or any of their respective affiliates. The past performance of Acrophyte Hospitality Trust is not indicative of the future performance of Acrophyte Hospitality Trust, the Acrophyte REIT Manager and the Acrophyte BT Trustee-Manager.

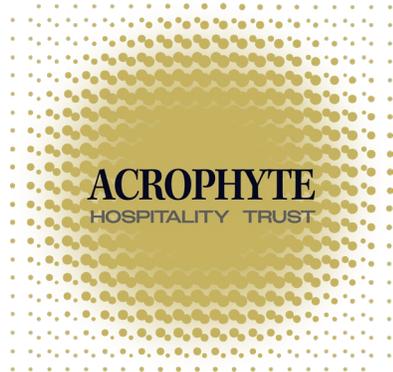
This presentation may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. These forward-looking statements speak only as at the date of the presentation. No assurance can be given that future events will occur, that projections will be achieved, or that assumptions are correct. Representative examples of these factors include (without limitation) general industry, hospitality outlook and economic conditions, interest rate trends, cost of capital and capital availability, competition from similar developments, shifts in expected levels of occupancy, ADR and RevPAR, changes in operating expenses, government and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business.

Investors are cautioned not to place undue reliance on these forward-looking statements, which are based on current view of management of future events. Predictions, projections or forecasts of the economy or economic trends of the markets are not necessarily indicative of the future or likely performance of Acrophyte Hospitality Trust. The forecast financial performance of Acrophyte Hospitality Trust is not guaranteed.

The value of the Stapled Securities and the income derived from them, if any, may fall or rise. The Stapled Securities are not obligations of, deposits in, or guaranteed by the Acrophyte REIT Manager, Acrophyte BT Trustee-Manager, DBS Trustee Limited or any of their respective affiliates. An investment in the Stapled Securities is subject to investment risks, including the possible loss of the principal amount invested.

Holders of Stapled Securities (“**Stapled Securityholders**”) have no right to request that the Acrophyte REIT Manager or Acrophyte BT Trustee-Manager redeem or purchase their Stapled Securities while the Stapled Securities are listed. It is intended that the Stapled Securityholders may only deal in their Stapled Securities through trading on Singapore Exchange Securities Trading Limited (the “**SGX-ST**”). Listing of the Stapled Securities does not guarantee a liquid market for the Stapled Securities.

Any forwarding, distribution or reproduction of this Presentation electronically or otherwise, in whole or in part, to any other person is unauthorised. Failure to comply with this paragraph may result in a violation of applicable laws of other jurisdictions. If this Presentation has been received in error, it must be deleted immediately.



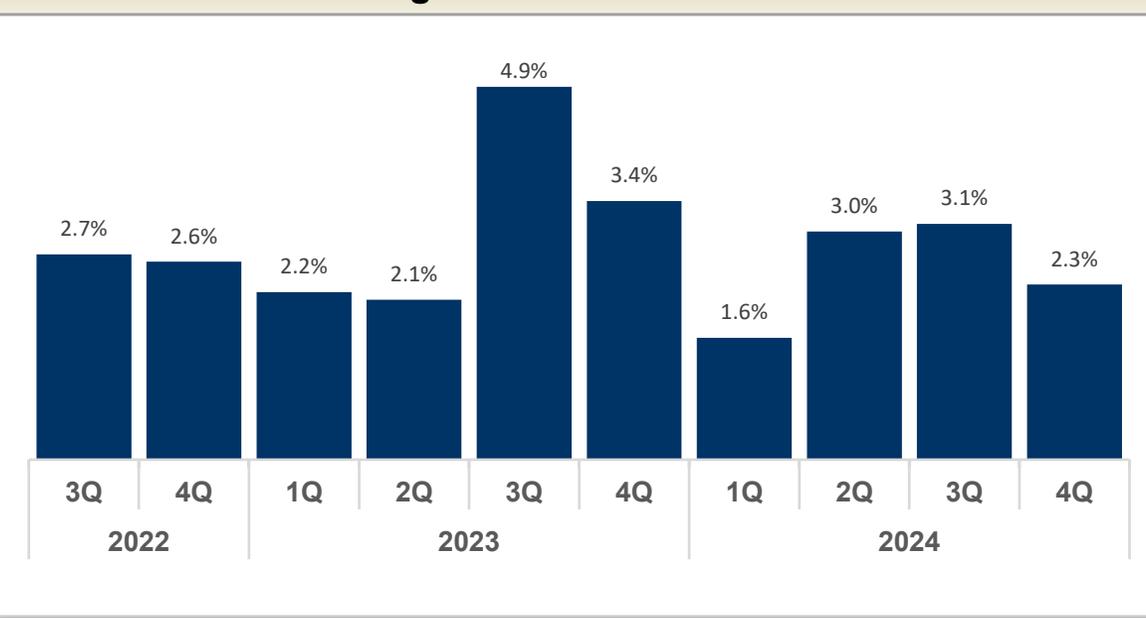
# U.S. MARKET UPDATE



# U.S. ECONOMY REMAINS HEALTHY AND STABLE

## Steady economic growth despite stubborn inflation

### U.S. Real GDP % Change



### U.S. Unemployment Rate (Seasonally Adjusted)



- GDP growth slowed in the 4Q 2024 to close at 2.3%, driven by a decline in inventories due to the anticipated tariffs under the new Trump administration. Nevertheless, robust consumer spending continued to drive overall economic growth. Full year 2024 GDP growth was at 2.8%.
- The U.S. job market remained strong, with unemployment rate holding steady at 4.1% in December 2024.
- Inflation rose to 3.0% as of January 2025, causing the Federal Reserve to pause any further rate cuts. In 2024, the Fed had cut the prime rates three consecutive times, lowering rates to a range of 4.25%-4.50%.

# U.S. LODGING MARKET OUTLOOK REMAINS STABLE

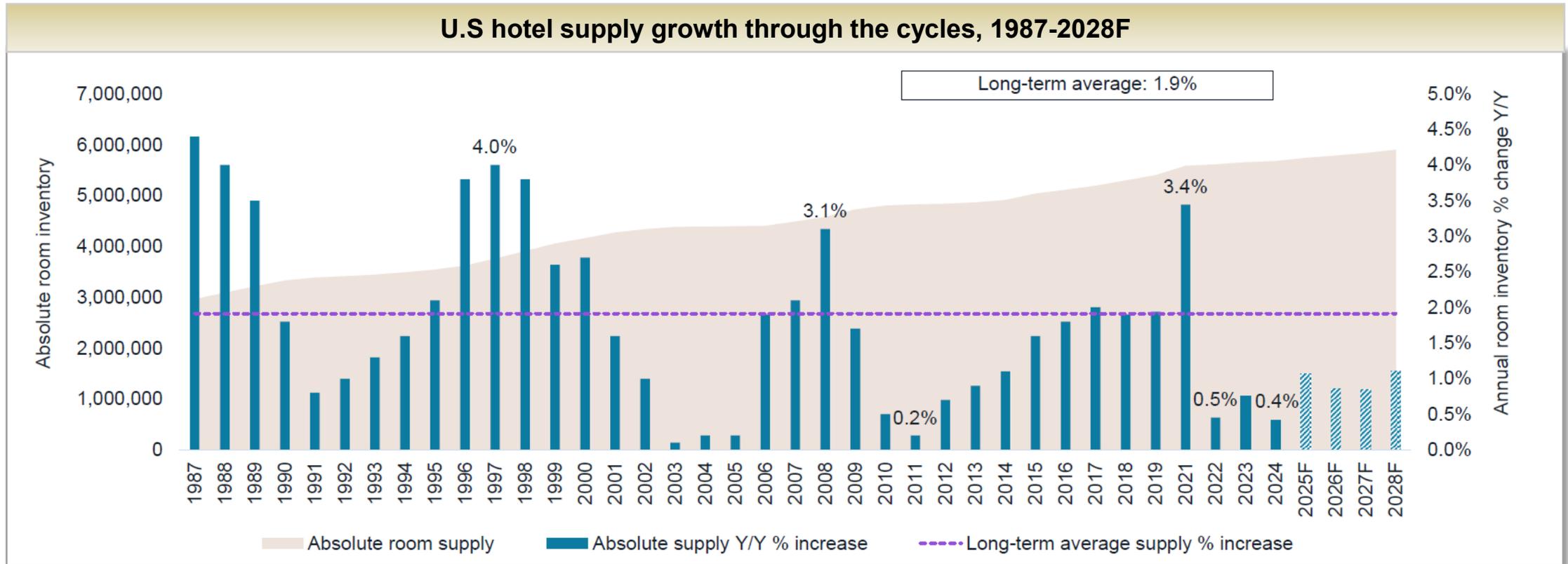
## Moderate RevPAR growth forecast for 2025-2026

	2019	2020	2021	2022	2023	2024	2025F	2026F
Occupancy	65.9%	44.0%	57.6%	62.7%	63.0%	63.0%	63.1%	63.1%
ADR	\$131	\$103	\$125	\$149	\$155	\$158	\$161	\$164
ADR Y-o-Y Change		-21%	+21%	+19%	+4%	+2%	+2%	+2%
RevPAR	\$87	\$45	\$72	\$93	\$98	\$100	\$102	\$104
RevPAR Y-o-Y Change		-48%	+60%	+29%	+5%	+2%	+2%	+2%

- The U.S. lodging market has normalized, and outlook remains positive. As the U.S. lodging industry is entering the stabilized phase, year-on-year growth is expected to taper.
- Lodging demand grew at a slower pace than GDP due to the strong U.S. dollar, which has spurred outbound travel.
- U.S. hotel occupancy is expected to flatten as hotel demand and supply rise slightly, while strong business investment and the recovery in business, group, and inbound foreign travel will drive modest ADR increases.

# U.S. HOTEL CONSTRUCTION PIPELINE

## Muted supply growth supports lodging fundamentals over longer-term



- Hotel supply is expected to grow just 1.1% in 2025, below long-term average, due to elevated financing and construction costs.
- With lower-than-average supply growth, hotels should be able to maintain and improve pricing power.

# U.S. HOTEL INVESTMENT VOLUME



- Transaction volume in 2023 and 2024 fell due to fewer hotel transactions amid the elevated cost of debt.
- U.S. hotel investment volume is forecasted to increase 20-30% in 2025, driven by loan maturities.

# PORTFOLIO PERFORMANCE

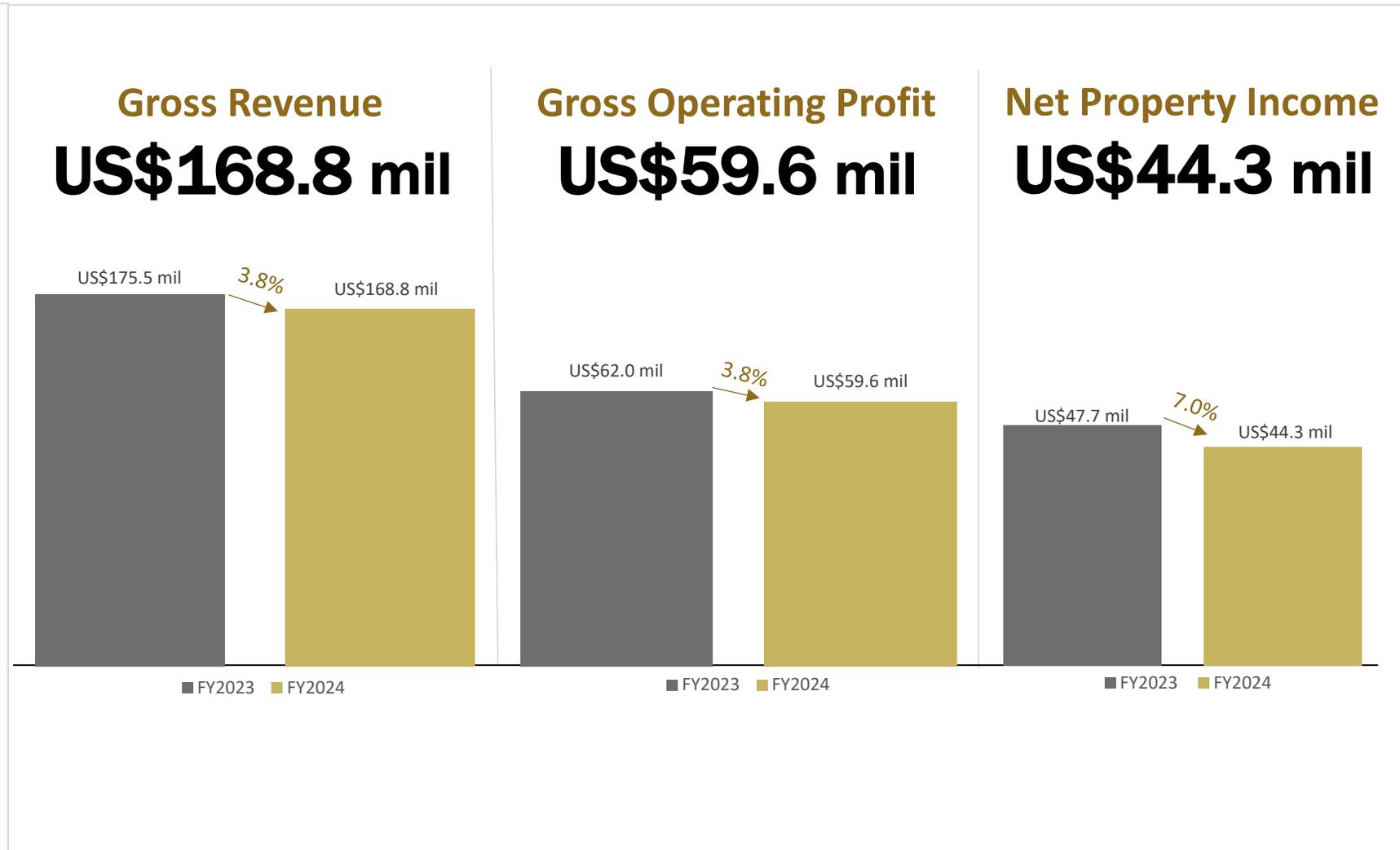


Hyatt Place Tampa Busch Gardens

# FY2024 KEY PERFORMANCE INDICATORS

Disposition of 3 hotels and dislocation from AEI projects at 6 hotels cloud Y-O-Y comparisons

	<b>33</b> Hotels	↓ 8.3% y-o-y
	<b>68.7%</b> Occupancy	↓ 0.6 pp y-o-y
	<b>US\$140</b> ADR	↑ 1.4% y-o-y
	<b>US\$96</b> RevPAR	0% y-o-y
	<b>35.3%</b> GOP Margin	0 pp y-o-y



# PORTFOLIO CHANGES

## Disposition of 3 assets and AEI projects in 6 assets in 2024

### Disposed Hotels



#### **Hyatt House Shelton**

*Disposed on 7 October 2024  
for US\$19.7 million*



#### **Hyatt House Philadelphia Plymouth Meeting**

*Disposed on 16 July 2024  
for US\$11.3 million*



#### **Hyatt Place Pittsburgh Airport**

*Disposed on 25 March 2024  
for US\$7.7 million*

### Asset Enhancement Initiatives



**Hyatt Place Tampa Busch Gardens**



**Hyatt Place Lakeland Center**



**Hyatt Place Mystic**



**Hyatt Place Secaucus**



**Hyatt Place Omaha**



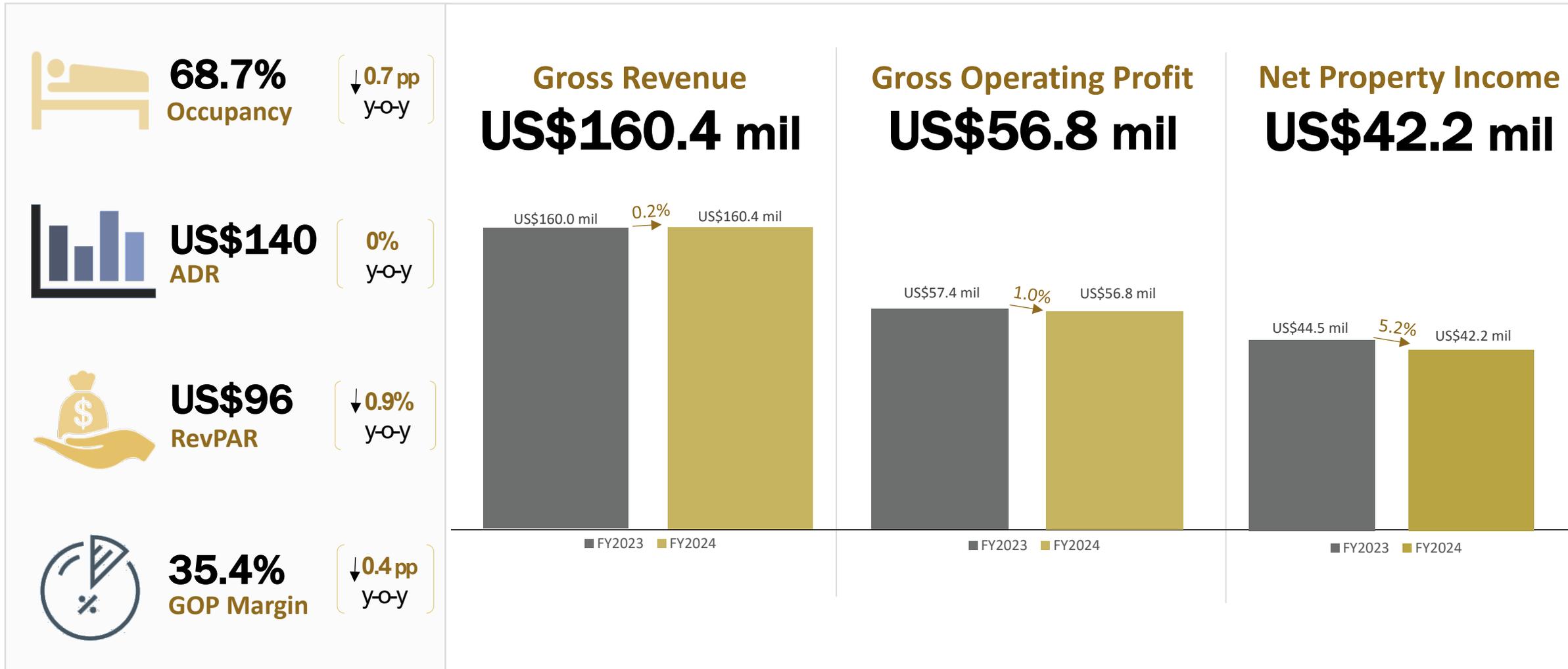
**Hyatt Place Rancho Cordova**

2H 2024

1H 2024

# FY2024 KEY PERFORMANCE INDICATORS (ADJUSTED – SAME STORE BASIS)

AEI projects at six higher-performing hotels impacted operational performance



# PORTFOLIO VALUATION AS AT 31 DECEMBER 2024

Valuation uplift of 2.2% for 33 hotels on same-store<sup>1</sup> basis

	As at 31 Dec 2023	As at 31 Dec 2024	Y-o-y change
Hyatt Portfolio (29 hotels)	US\$575.2 mil	US\$583.0 mil	+1.4%
Marriott Portfolio (3 hotels)	US\$105.6 mil	US\$111.9 mil	+6.0%
Hilton Hotel (1 hotel)	US\$31.5 mil	US\$33.1 mil	+5.1%
Disposed Hotels (3 hotels)	US\$39.1 mil	-	-
Portfolio Value	US\$751.4 mil	US\$728.0 mil	(3.1%)
<b>Portfolio Value (33 hotels)</b>	<b>US\$712.3 mil<sup>1</sup></b>	<b>US\$728.0 mil</b>	<b>+2.2%</b>

<sup>1</sup> Excluding three disposed hotels in 2024

# FY2024 FINANCIAL PERFORMANCE

Lower Distribution per Stapled Security primarily due to higher interest rates

Portfolio Overview	As at 31 Dec 2023	As at 31 Dec 2024	Change
No. of hotels	36	33	-8.3%
No. of rooms	4,700	4,315	-8.2%
	FY2023	FY2024	Change
Portfolio Indicators			
ADR (US\$)	138	140	+1.4%
Occupancy (%)	69.3	68.7	-0.6pp
RevPAR (US\$)	96	96	0%
Rooms Available	1,736,535	1,651,194	-4.9%
Financial Indicators (US\$m)			
Gross Revenue	175.5	168.8	-3.8%
Gross Operating Profit (GOP)	62.0	59.6	-3.8%
Net Property Income	47.7	44.3	-7.0%
Net Finance Costs	15.8	22.8	+44.1%
Distributable Income <sup>1</sup>	19.8	9.3	-53.4%
<b>Distribution per Stapled Security (US cents)</b>	<b>3.430</b>	<b>1.595</b>	<b>-53.4%</b>

<sup>1</sup>For 2024, US\$1.03 million, or 10% of the total amount available for distribution, was retained for general corporate and working capital purposes.

# CAPITAL MANAGEMENT

## Recent refinancing extends debt maturity and stable net gearing position

	As at 31 Dec 2023	As at 31 Dec 2024
NAV per Stapled Security	<b>US\$0.74</b>	<b>US\$0.73</b>
Cash Balance	<b>US\$20.1 mil</b>	<b>US\$31.6 mil</b>
Total Debt Outstanding	<b>US\$325.0 mil</b>	<b>US\$324.5 mil</b>
Aggregate Leverage Ratio	<b>41.5%</b>	<b>41.6%</b>
Net Gearing	<b>40.0%</b>	<b>39.1%</b>
Interest Coverage Ratio <sup>1,2</sup>	<b>2.7x</b>	<b>1.8x</b>
Weighted Average Debt Maturity	<b>2.5 years</b>	<b>1.5 years</b>
Average Cost of Debt (p.a.)	<b>4.8%</b>	<b>6.7%</b>
% of Debt Hedged to Fixed Rates	<b>74.5%</b>	<b>47.5%</b>

- The US\$95 million loan due in February 2025 has been successfully refinanced and the weighted average debt maturity is now extended to 2.2 years.

<sup>1</sup> In light of the elevated interest rate environment, MAS revised the Code on Collective Investment Schemes, effective from 28 November 2024, the minimum interest coverage ratio of 1.5 times and a single aggregate leverage ratio of 50% to be applied to all REITs.

<sup>2</sup> Note that the computation excluded interest expense on lease liabilities, which is regarded as a component of finance cost under SFRS(I)16 which is an accounting classification and does not have a bearing on debt servicing ability.

# DISTRIBUTION SCHEDULE

## Distribution Schedule (Semi-annual)

Amount per Stapled Security	0.848 US cents
Ex-Distribution Date	Thursday, 6 March 2025 at 9.00 a.m.
Record Date	Friday, 7 March 2025 at 5.00 p.m.
Distribution Currency Election Notice to CDP	By Friday, 21 March 2025 at 5.30 p.m.
Payment of Distribution	Friday, 28 March 2025

- Distribution **0.848 US cents** per Stapled Security to be paid on **28 March 2025**.
- Stapled Securityholders NOT required to submit W-8Ben or W-9 Forms.

# OTHER HIGHLIGHTS



AC Hotel Marriott Raleigh North Hills

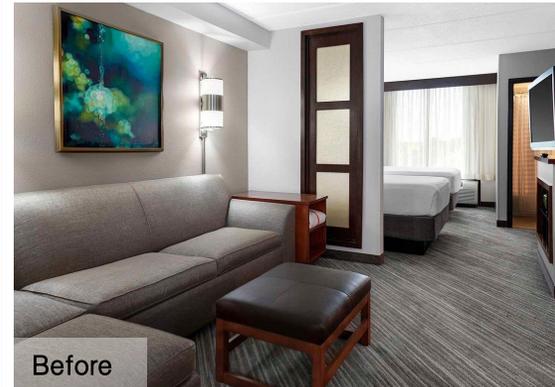
# ASSET ENHANCEMENT INITIATIVES – COMPLETED

Uplifting value and profitability of our higher performing hotels

Hyatt Place Lakeland Center



Hyatt Place Tampa Busch Gardens



- Asset enhancement initiatives (“AEIs”) for Hyatt Place Lakeland Center and Hyatt Place Tampa Busch Gardens were completed in November 2024.

# ASSET ENHANCEMENT INITIATIVES – COMPLETED

Uplifting value and profitability of our higher performing hotels

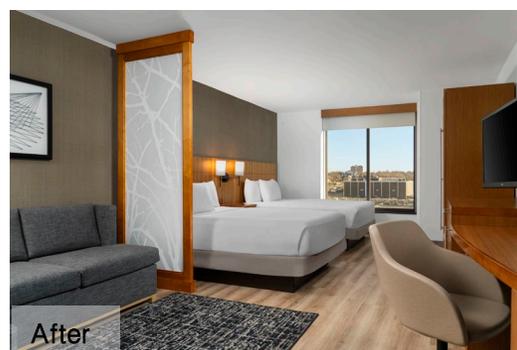
Hyatt Place Mystic



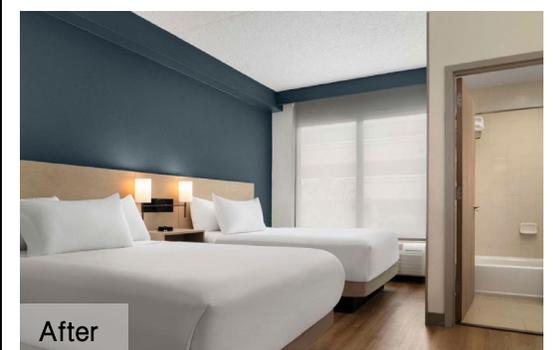
Hyatt Place Rancho Cordova



Hyatt Place Omaha



Hyatt Place Secaucus



- The AEIs for Hyatt Place Mystic, Hyatt Place Rancho Cordova, and Hyatt Place Omaha were completed in the first half of 2024, while the AEI for Hyatt Place Secaucus was completed in the 3Q 2024.

## KEY TAKEAWAYS

- 1 U.S. economy remains resilient and stable
- 2 U.S. hotel market growth has stabilized; business and group travel continue to show improvement
- 3 Disposition of three hotels and dislocation from AEI projects at six hotels during FY2024 interrupted operational performance and clouded Y-o-Y comparisons
- 4 Proactive capital management improved debt profile post refinancing and maintained a stable gearing ratio
- 5 Ongoing asset enhancement initiatives keep the hotels relevant and competitive, thus enhancing long-term profitability and values
- 6 Hands-on asset management and portfolio optimization strategy aim towards building a resilient U.S. hotel portfolio over the long term

# THANK YOU

For enquiries, please contact:  
Investor Relations  
[ir-enquiry@acrophyte.com](mailto:ir-enquiry@acrophyte.com)

**ACROPHYTE**  
HOSPITALITY TRUST

