



4Q/FY 2013 Results Presentation

12 February 2014

Agenda

	Page
Results Highlights	3
Portfolio Performance	7
Capital Management	22
Asset Enhancement Initiatives	24
Market Comparison & Portfolio Outlook	29
Outlook & Prospects	34
Appendix	37



Results Highlights



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Executive Summary - Performance

	Actual 4Q 2013 \$	Forecast 4Q 2013 \$	Variance %	Actual FY 2013 \$	Forecast FY 2013 \$	Variance %
Gross Revenue (\$'000)	33,564	34,611	-3.0	122,478	130,504	-6.2
NPI (\$'000)	30,463	31,213	-2.4	111,878	118,006	-5.2
Income Available for Distribution (\$'000)	25,072	25,645	-2.2	94,599	97,666	-3.1
DPS (cents)	1.42	1.45	-2.1	5.64	5.82	-3.1

- **Gross revenue was 3.0% below Forecast for 4Q 2013 as industry challenges remained. Rental from Serviced Residences and Excluded Commercial Premises exceeded Forecast and helped to mitigate the shortfall in Master Lease Rental derived from Hotels.**
- **FY 2013 Income Available for Distribution fell short of Forecast by 3.1%.**



Financial Results From 1 October to 31 December 2013

	4Q 13 Actual	4Q 13 Forecast	Variance 4Q	Variance 4Q
	S\$'000	S\$'000	S\$'000	%
Master lease rental	28,051	29,516	(1,465)	(5.0)
Retail and office revenue	5,513	5,095	418	8.2
Gross revenue	33,564	34,611	(1,047)	(3.0)
Property tax	(1,999)	(2,079)	80	3.8
Property insurance	(18)	(46)	28	60.9
MCST contribution	(14)	(12)	(2)	(16.7)
Retail and office expenses	(927)	(1,157)	230	19.9
Property manager fees	(124)	(104)	(20)	(19.2)
Other property expenses	(19)	-	(19)	N.M.
Property expenses	(3,101)	(3,398)	297	8.7
Net property income	30,463	31,213	(750)	(2.4)
REIT Manager's fees	(3,109)	(3,068)	(41)	(1.3)
Trustee's fees	(78)	(121)	43	35.5
Other trust expenses	(119)	(296)	177	59.8
REIT level expenses	(3,306)	(3,485)	179	5.1
Total finance costs	(4,278)	(4,857)	579	11.9
Net income before tax and fair value changes	22,879	22,871	8	0.0
Fair value change in interest rate swap	1,240	-	1,240	N.M.
Fair value change in investment properties	45,861	5,807	40,054	689.8
Total return for the period before income tax	69,980	28,678	41,302	144.0



Statement of Distribution to Stapled Securityholders

	Actual	Forecast	Variance	Variance
	S\$'000	S\$'000	S\$'000	%
Total return for the period before income tax	69,980	28,678	41,302	144.0
Income tax expense	-	-	-	-
Total return for the period after income tax	69,980	28,678	41,302	144.0
Add/(less) non tax deductible/(chargeable) items :				
REIT Manager's fees paid/payable in stapled securities	2,487	2,454	33	1.3
Amortisation of debt upfront cost	205	199	6	3.0
Trustee's fees	78	121	(43)	(35.5)
Other Adjustment	(4)	-	(4)	N.M.
Amortisation of realised interest rate swap cost	(573)	-	(573)	N.M.
Fair value change in investment properties	(45,861)	(5,807)	(40,054)	(689.8)
Fair value change in interest rate swap	(1,240)	-	(1,240)	N.M.
Net tax adjustment	(44,908)	(3,033)	(41,875)	(1,380.6)
Income available for distribution	25,072	25,645	(573)	(2.2)



Details of Distribution

For Period From 1 October to 31 December 2013

Distribution per Stapled Security	1.42 cents
Ex-Date	18 February 2014
Books Closure Date	20 February 2014
Distribution Payment Date	28 March 2014



Portfolio Performance



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Portfolio Performance – Key Highlights for 4Q and FY 2013

Hotels

- Hotel occupancy of 86.0% exceeded 4Q 2013 forecast by 1.4 pp; lower than expected room rates caused RevPAR to be below forecast by 7.4%.
- In FY 2013, the hospitality industry was impacted by:
 - Price competition
 - Subdued business travel spending due to uncertain macro-economy
 - Slower leisure traffic from some regional markets, as a result of the depreciation of their currencies.
- Despite the challenging operating environment, FY 2013 RevPAR dipped marginally by 2.2% year-on-year. The shortfall against Forecast was 9.2% however.

Serviced Residences

- Average occupancy remained high.
- Revenue per available unit (“RevPAU”) exceeded Forecast for 4Q 2013 and FY 2013 by 1.3% and 0.8% respectively.
- Year-on-year, FY 2013 RevPAU grew 10.9%.

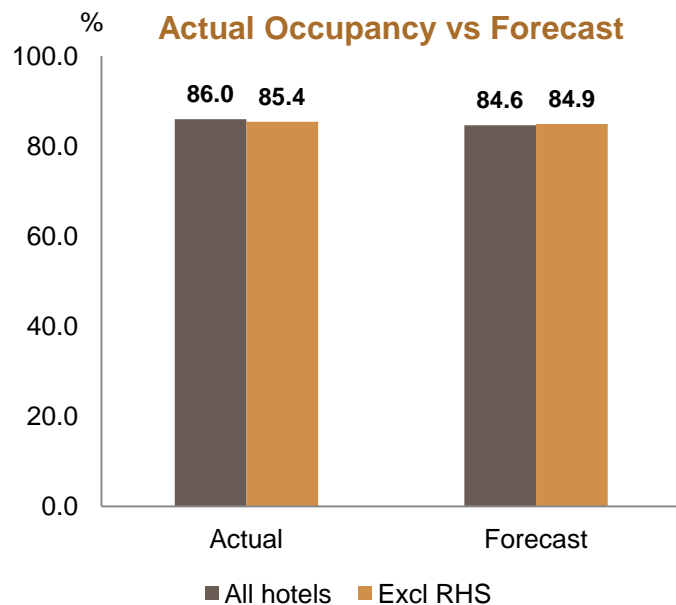
Excluded Commercial Premises

- Retail and office spaces exceeded Forecast by 8.2% and 5.9% in 4Q 2013 and FY 2013 respectively.

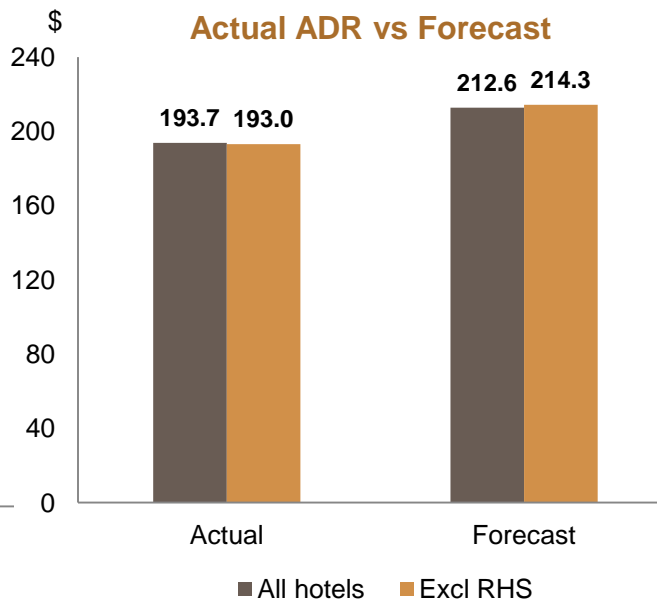


Portfolio Performance 4Q 2013 - Hotels

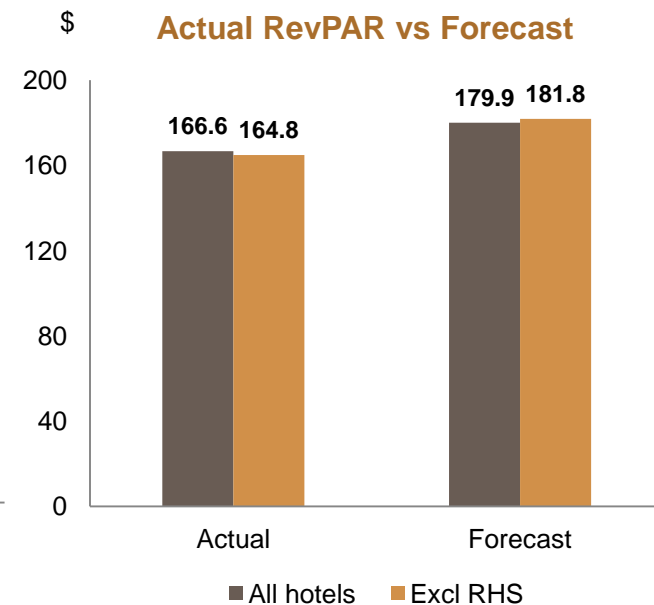
Actual Occupancy vs Forecast



Actual ADR vs Forecast



Actual RevPAR vs Forecast

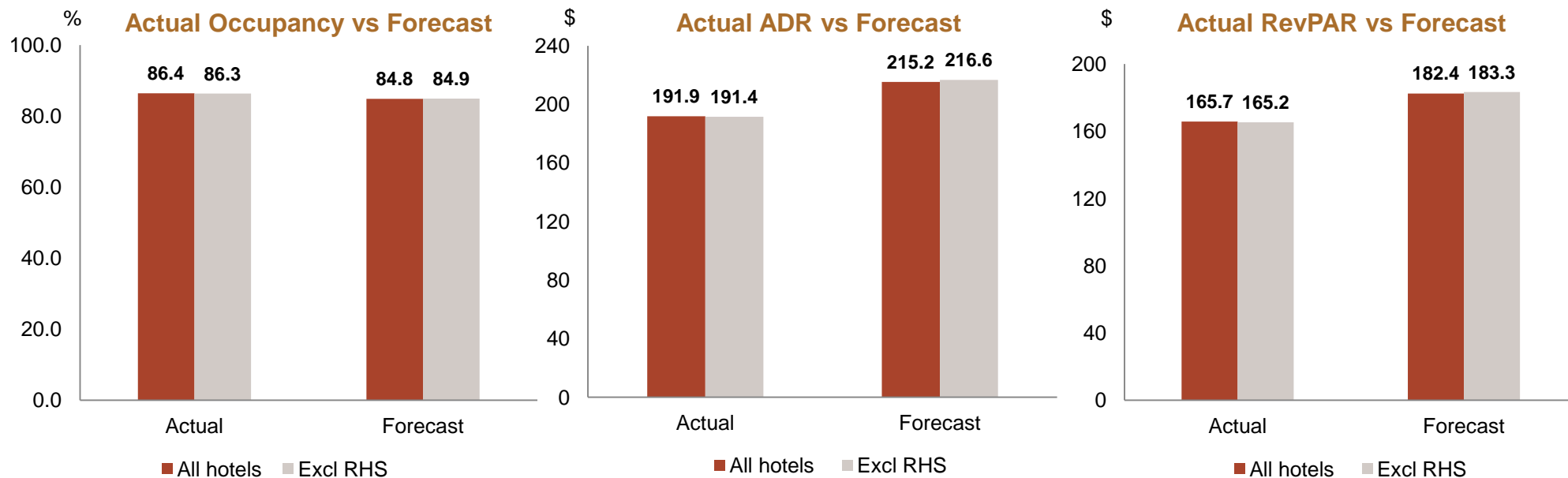


	All Hotels			Hotels (Excluding RHS)		
	Actual	Forecast	Variance	Actual	Forecast	Variance
Occupancy (%)	86.0	84.6	+1.4 pp	85.4	84.9	+0.5 pp
ADR (\$)	193.7	212.6	-8.9%	193.0	214.3	-9.9%
RevPAR (\$)	166.6	179.9	-7.4%	164.8	181.8	-9.4%

* Rendezvous Hotel Singapore and Rendezvous Gallery (collectively "Rendezvous Property") was acquired on August 1, 2013. For a same store comparison, the statistics shown in the table illustrate the hotel portfolio's performance with and without Rendezvous Hotel Singapore ("RHS").



Portfolio Performance FY 2013 - Hotels

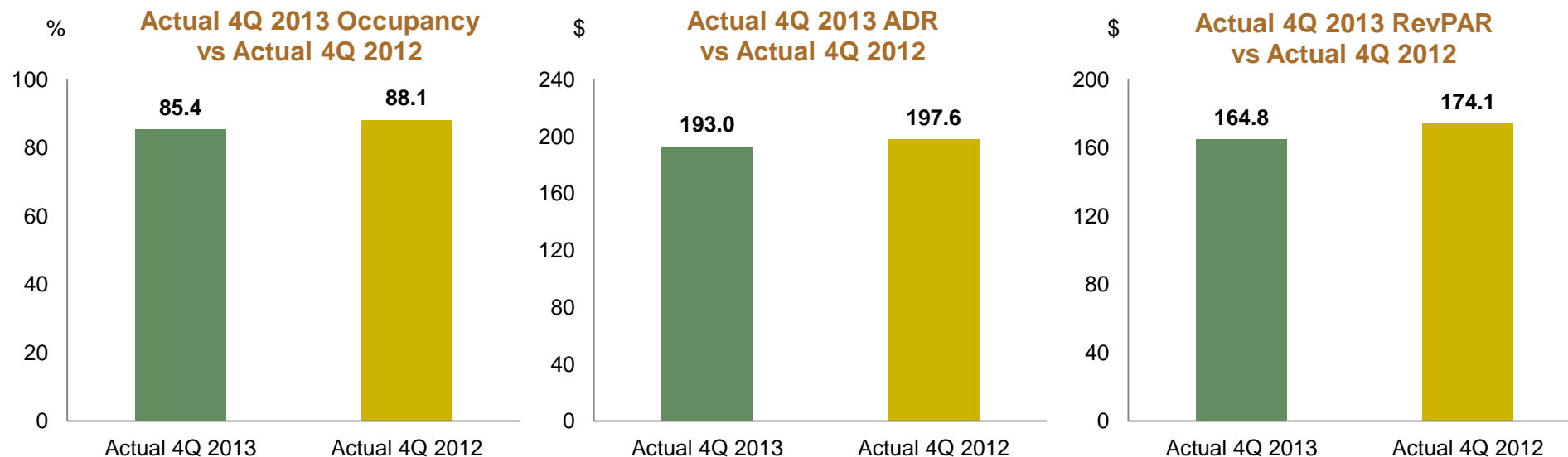


	All Hotels			Hotels (Excluding RHS)		
	Actual	Forecast	Variance	Actual	Forecast	Variance
Occupancy (%)	86.4	84.8	+1.6 pp	86.3	84.9	+1.4 pp
ADR (\$)	191.9	215.2	-10.8%	191.4	216.6	-11.4%
RevPAR (\$)	165.7	182.4	-9.2%	165.2	183.3	-9.9%

* The Rendezvous Property was acquired on August 1, 2013. For a same store comparison, the statistics shown in the table illustrate the hotel portfolio's performance with and without RHS.



Portfolio Performance 4Q 2013 vs 4Q 2012 - Hotels

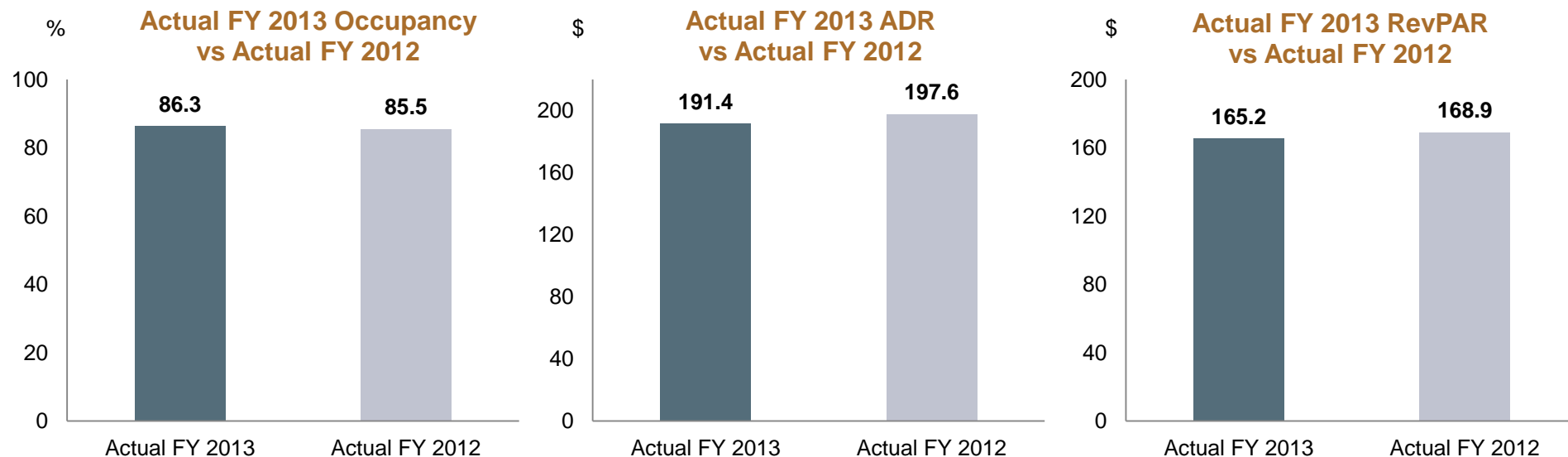


	Excluding RHS		
	4Q 2013	4Q 2012	Variance
Occupancy (%)	85.4	88.1	-2.7 pp
ADR (\$)	193.0	197.6	-2.3%
RevPAR (\$)	164.8	174.1	-5.3%

* The Rendezvous Property was acquired on August 1, 2013. For a same store year-on-year comparison, the statistics shown in the table above exclude RHS.



Portfolio Performance FY 2013 vs FY 2012 - Hotels

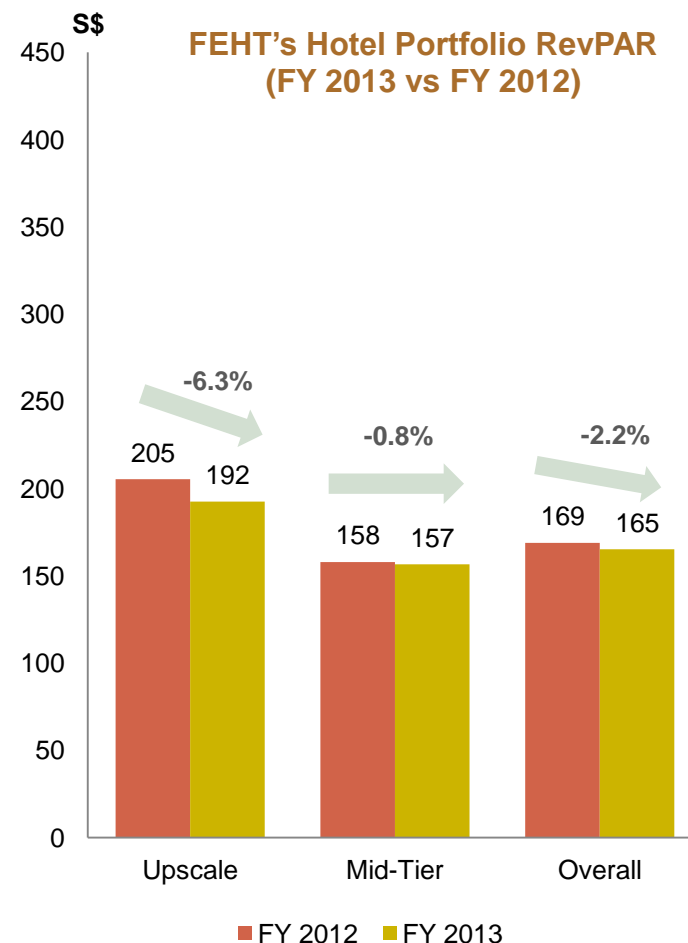
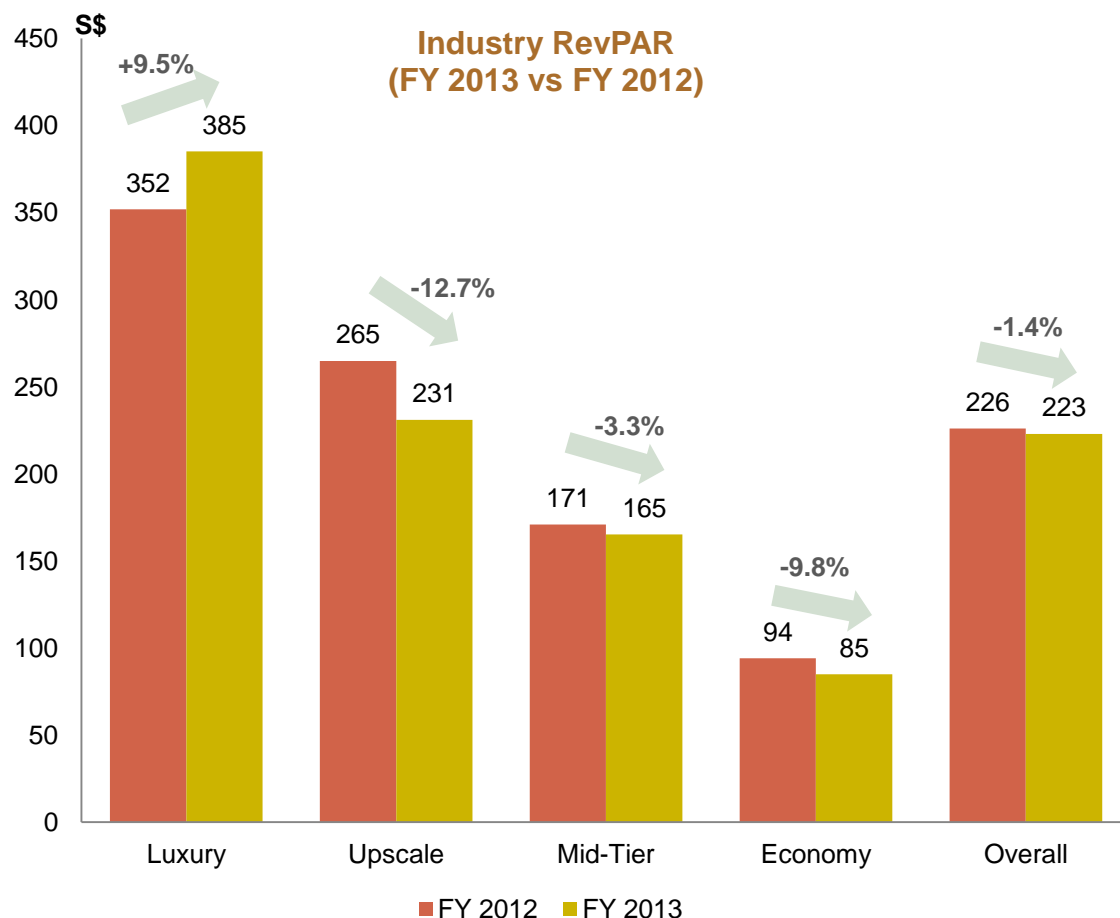


	Excluding RHS		
	FY 2013	FY 2012	Variance
Occupancy (%)	86.3	85.5	+0.8 pp
ADR (\$)	191.4	197.6	-3.1%
RevPAR (\$)	165.2	168.9	-2.2%

* The Rendezvous Property was acquired on August 1, 2013. For a same store year-on-year comparison, the statistics shown in the table above exclude RHS.



Industry & Portfolio RevPAR Comparison (FY 2013 vs FY 2012)



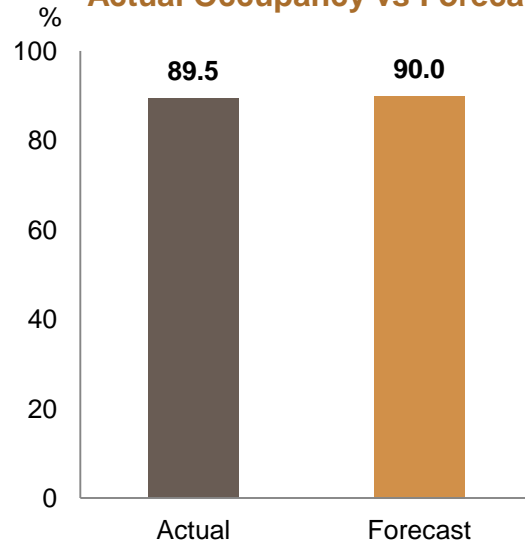
* The Rendezvous Property was acquired on August 1, 2013. For a same store year-on-year comparison, the statistics above exclude RHS.

- **Far East H-Trust's mid-tier and upscale hotels showed more resilience as compared to the industry**

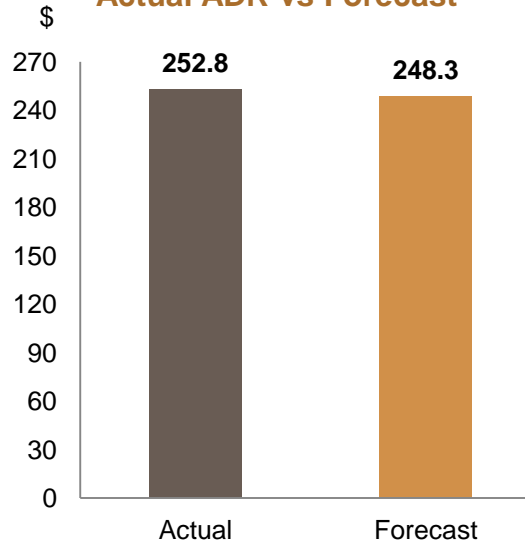


Portfolio Performance 4Q 2013 – Serviced Residences

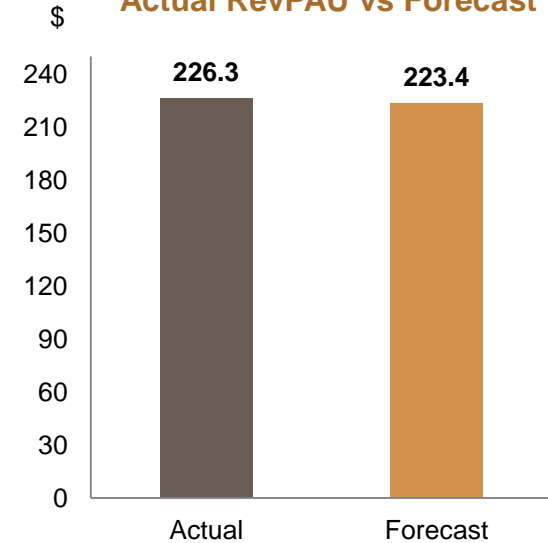
Actual Occupancy vs Forecast



Actual ADR vs Forecast



Actual RevPAU vs Forecast

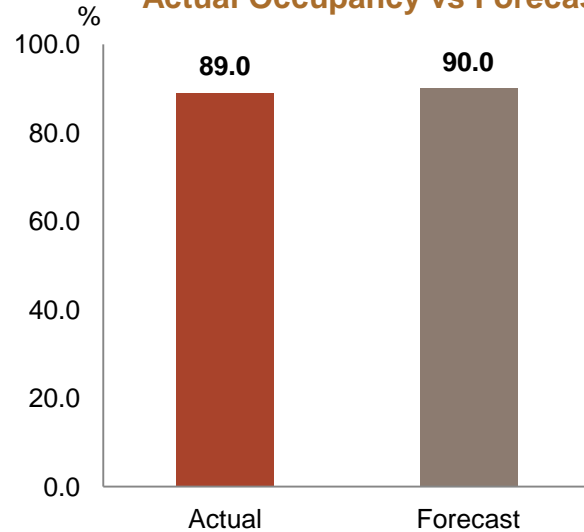


	Actual	Forecast	Variance
Occupancy (%)	89.5	90.0	-0.5 pp
ADR (\$)	252.8	248.3	+1.8%
RevPAU (\$)	226.3	223.4	+1.3%

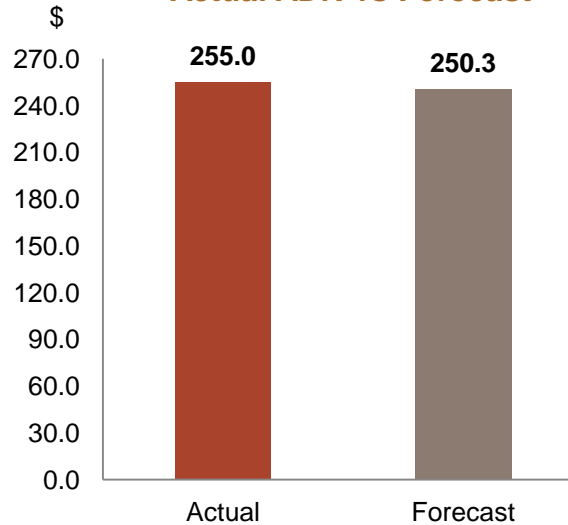


Portfolio Performance FY 2013 – Serviced Residences

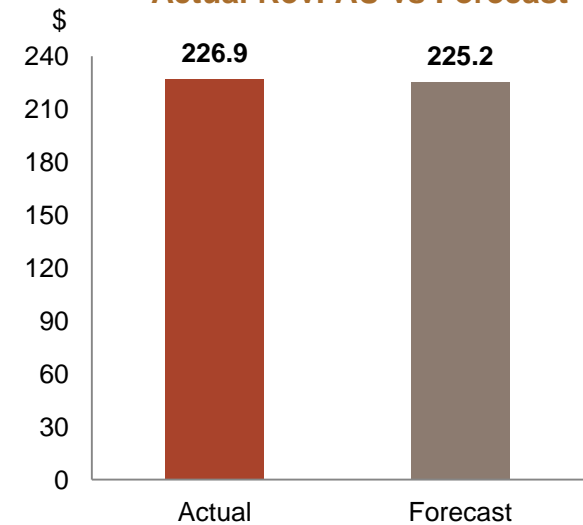
Actual Occupancy vs Forecast



Actual ADR vs Forecast



Actual RevPAU vs Forecast

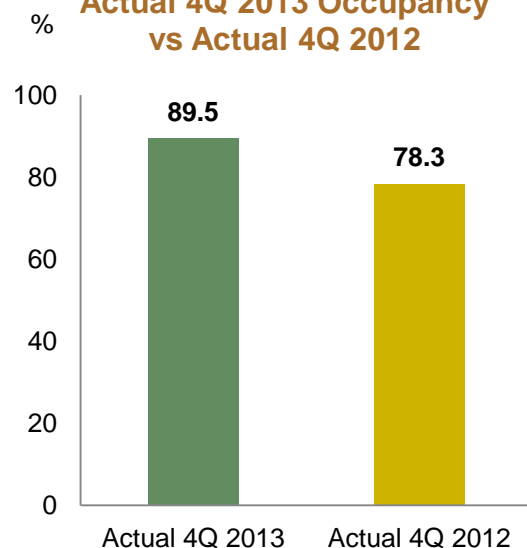


	Actual	Forecast	Variance
Occupancy (%)	89.0	90.0	-1.0 pp
ADR (\$)	255.0	250.3	+1.8%
RevPAU (\$)	226.9	225.2	+0.8%

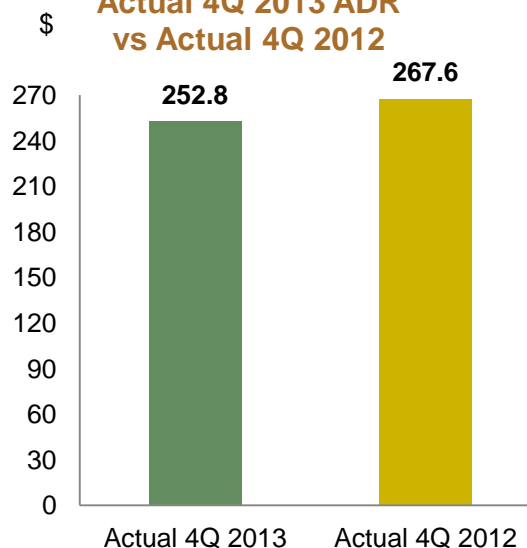


Portfolio Performance 4Q 2013 vs 4Q 2012 – Serviced Residences

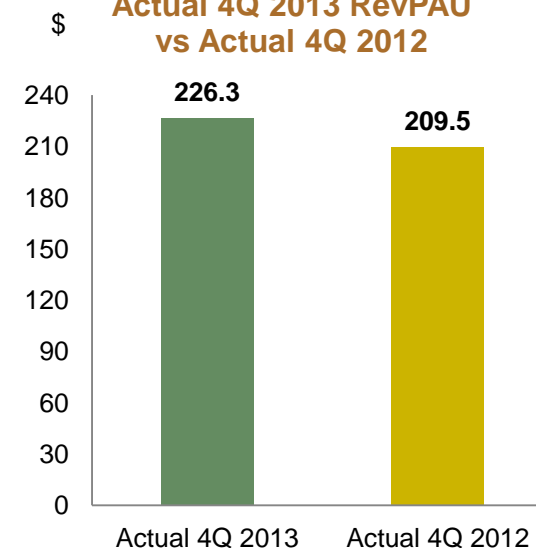
**Actual 4Q 2013 Occupancy
vs Actual 4Q 2012**



**Actual 4Q 2013 ADR
vs Actual 4Q 2012**



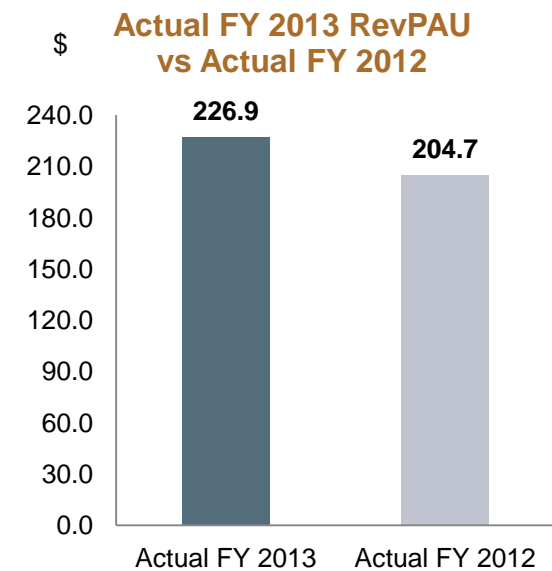
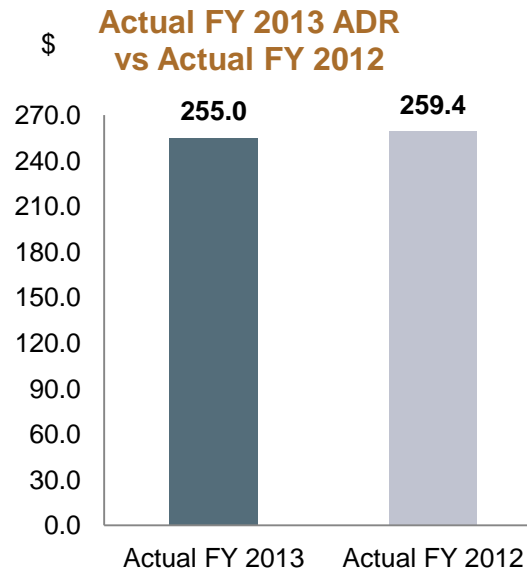
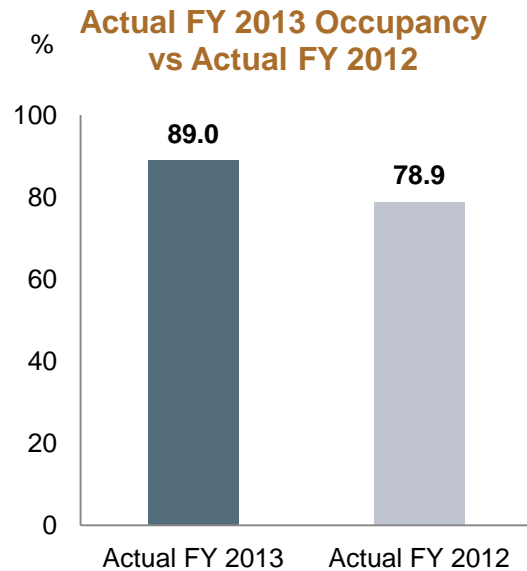
**Actual 4Q 2013 RevPAU
vs Actual 4Q 2012**



	4Q 2013	4Q 2012	Variance
Occupancy (%)	89.5	78.3	+11.2%
ADR (\$)	252.8	267.6	-5.5%
RevPAU (\$)	226.3	209.5	+8.0%



Portfolio Performance FY 2013 vs FY 2012 – Serviced Residences

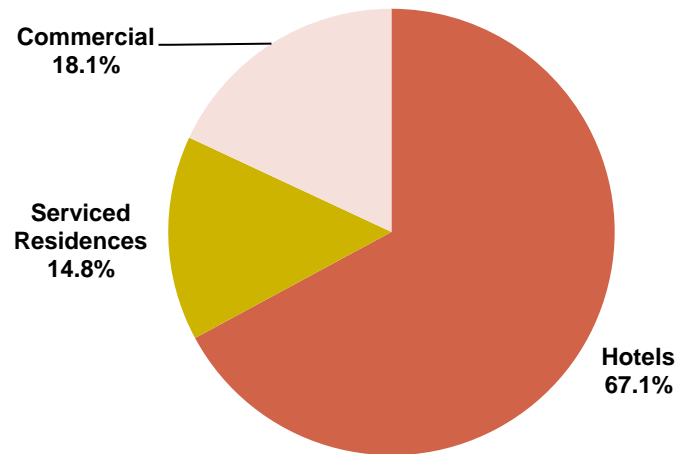


	FY 2013	FY 2012	Variance
Occupancy (%)	89.0	78.9	+10.1%
ADR (\$)	255.0	259.4	-1.7%
RevPAU (\$)	226.9	204.7	+10.9%

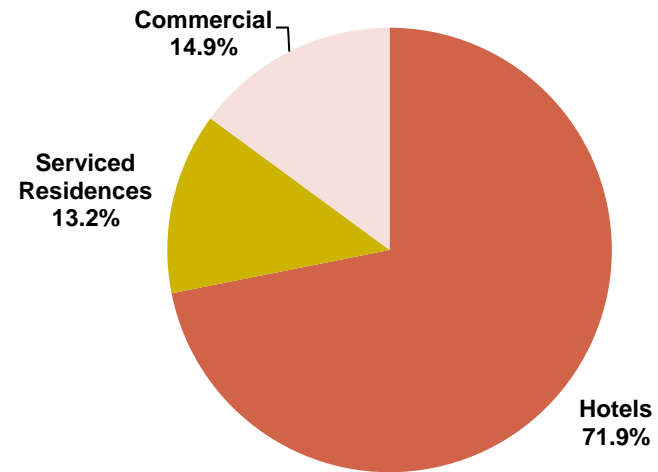


Breakdown of Gross Revenue – Total Portfolio

Actual 4Q 2013



Actual 4Q 2012

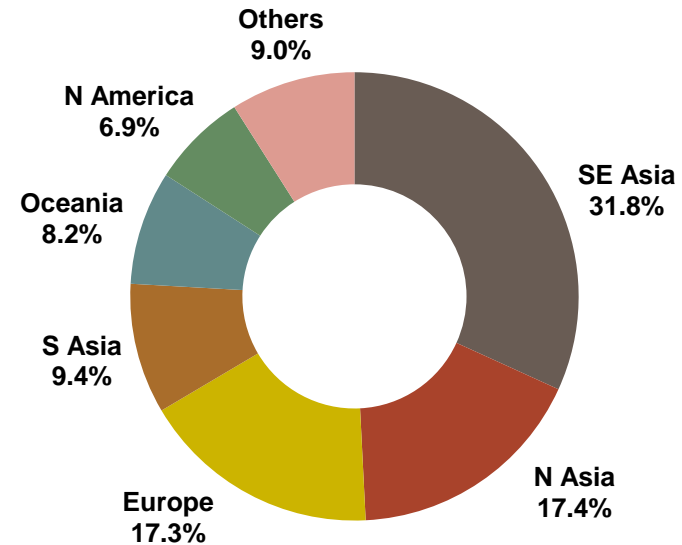


Market Segmentation 4Q 2013 - Hotels

Revenue by Segment



Guest Profile

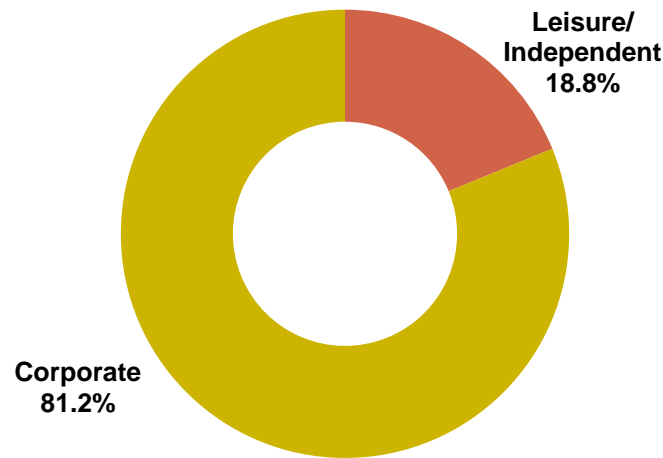


- Marketing initiatives to drive bookings via Far East's website in 4Q 2013 resulted in a year-on-year increase in revenue from the leisure segment, in line with seasonal travel patterns.
- Malaysia and Indonesia continued to post declines in revenue in 4Q 2013 due to softness in regional currencies. For FY 2013, Japan, Philippines and India showed largest growth year-on-year.

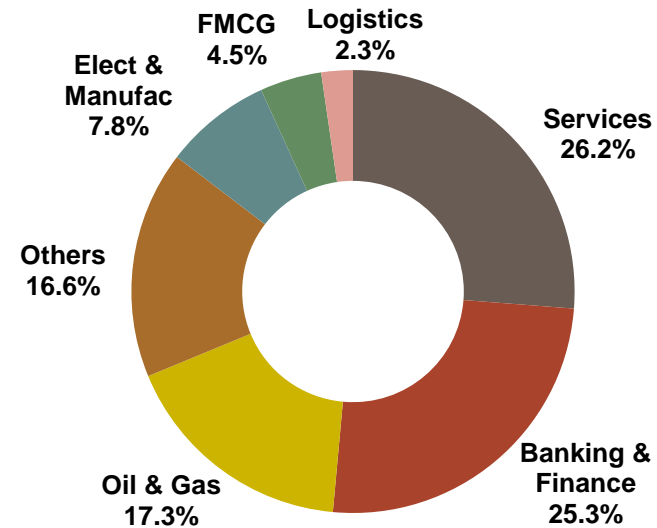


Market Segmentation 4Q 2013 – Serviced Residences

Revenue by Segment



Guest Profile



- The Corporate segment registered a 2.6pp increase compared to 3Q 2013
- Guest profile by industry remained relatively unchanged for the Serviced Residences



Portfolio Valuation

	Valuation as at 31 Dec 2012 (\$'000)	Valuation as at 31 Dec 2013 (\$'000)
Hotels		
Village Hotel Albert Court (VHAC)	126,000	128,000
Village Hotel Changi (VHC)	257,000	255,000
The Elizabeth Hotel (TEH)	193,000	193,000
Village Hotel Bugis (VHB)	227,000	230,000
Oasia Hotel (OHS)	322,000	330,000
Orchard Parade Hotel (OPH)	419,000	428,000
The Quincy (TQH)	84,000	86,000
Rendezvous Hotel Singapore (RHS)	- *	277,000
	1,628,000	1,927,000
Serviced Residences		
Village Residence Clarke Quay (VRCQ)	186,800	202,200
Village Residence Hougang (VRH)	65,800	67,300
Regency House (RH)	164,000	163,500
Village Residence Robertson Quay (VRRQ)	113,800	114,700
	530,400	547,700
Total Portfolio	2,158,400	2,474,700

*Rendezvous Hotel was acquired on 1 August 2013 at a purchase price of \$264.3 million

Note: Based on the carrying value and valuation of the investment properties as at 31 Dec 2013, a fair value gain of \$45.9 million was recognised in the Statement of Total Return of Far East H-REIT



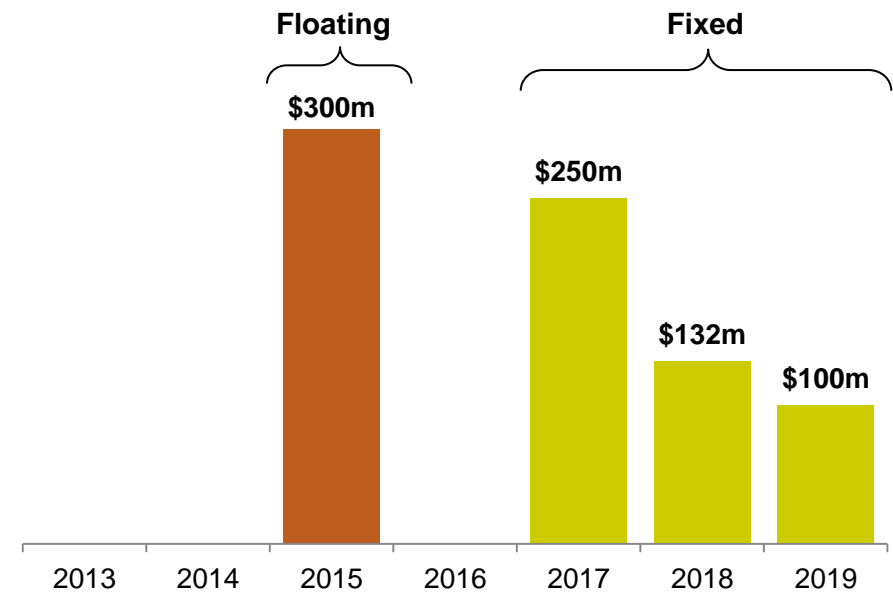
Capital Management



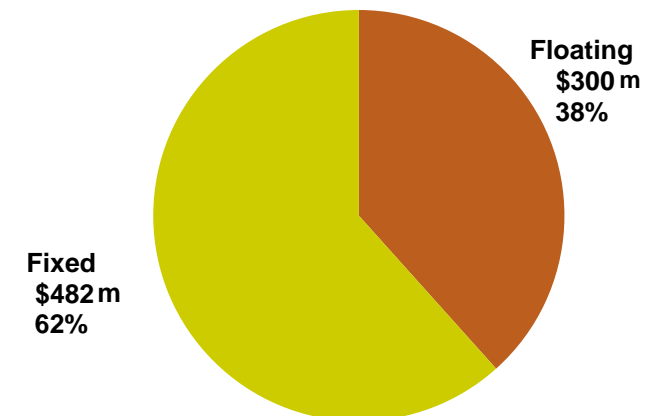
Capital Management

Total debt	\$782m
Revolving facility	\$75 m
Gearing ratio	30.9%
Unencumbered asset as % total asset	100%
Proportion of fixed rate	62%
Weighted average debt maturity	3.3 years
Average cost of debt	2.2%

Debt Maturity Profile



Interest Rate Profile



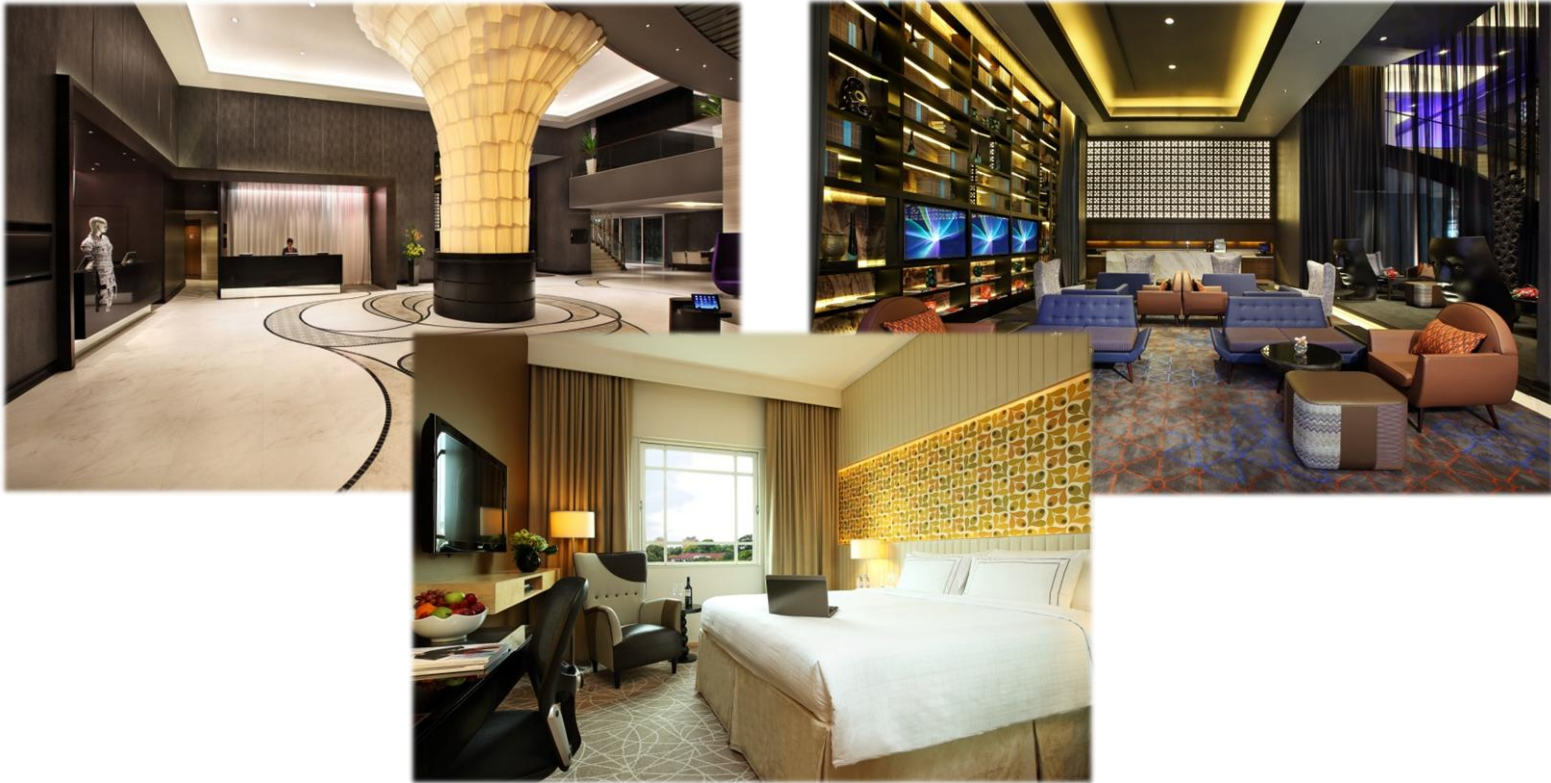
Asset Enhancement Initiatives



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Asset Enhancement Initiatives – Completed in Jan 2014

Rendezvous Hotel Singapore



The property has undergone soft refurbishment of its reception lobby, lobby bar and club rooms to reposition it as an art-inspired hotel.

Asset Enhancement Initiatives – Planned Refurbishments

Village Hotel Albert Court

Before



After

Planned upgrade of 135 Superior and Deluxe Rooms and all corridors.

Expected completion in 3Q 2014.



Asset Enhancement Initiatives – Planned Refurbishments

Regency House

Before



After

Planned upgrade of 41 Studio Apartments and breakfast lounge.

Expected completion in 2Q 2014.



Asset Enhancement Initiatives – Planned Refurbishments

Village Hotel Changi

Before



After

The hotel is undergoing soft refurbishment of 303 rooms (Painting of walls, change of flooring and drapes, refurbish couch and desk).

Expected completion in 4Q 2014.



Market Comparison and Portfolio Outlook



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Market Environment

- **Singapore Economy**

- Expected GDP growth of 2.5% to 3.5% in 2014
- Recovery in global economy is continuing, although there remain uncertainties, such as the fiscal impasse in the US and Fed's tapering of asset purchases
- External-oriented sectors expected to see modest uplift

- **Singapore Hospitality Market**

- 4Q 2013:

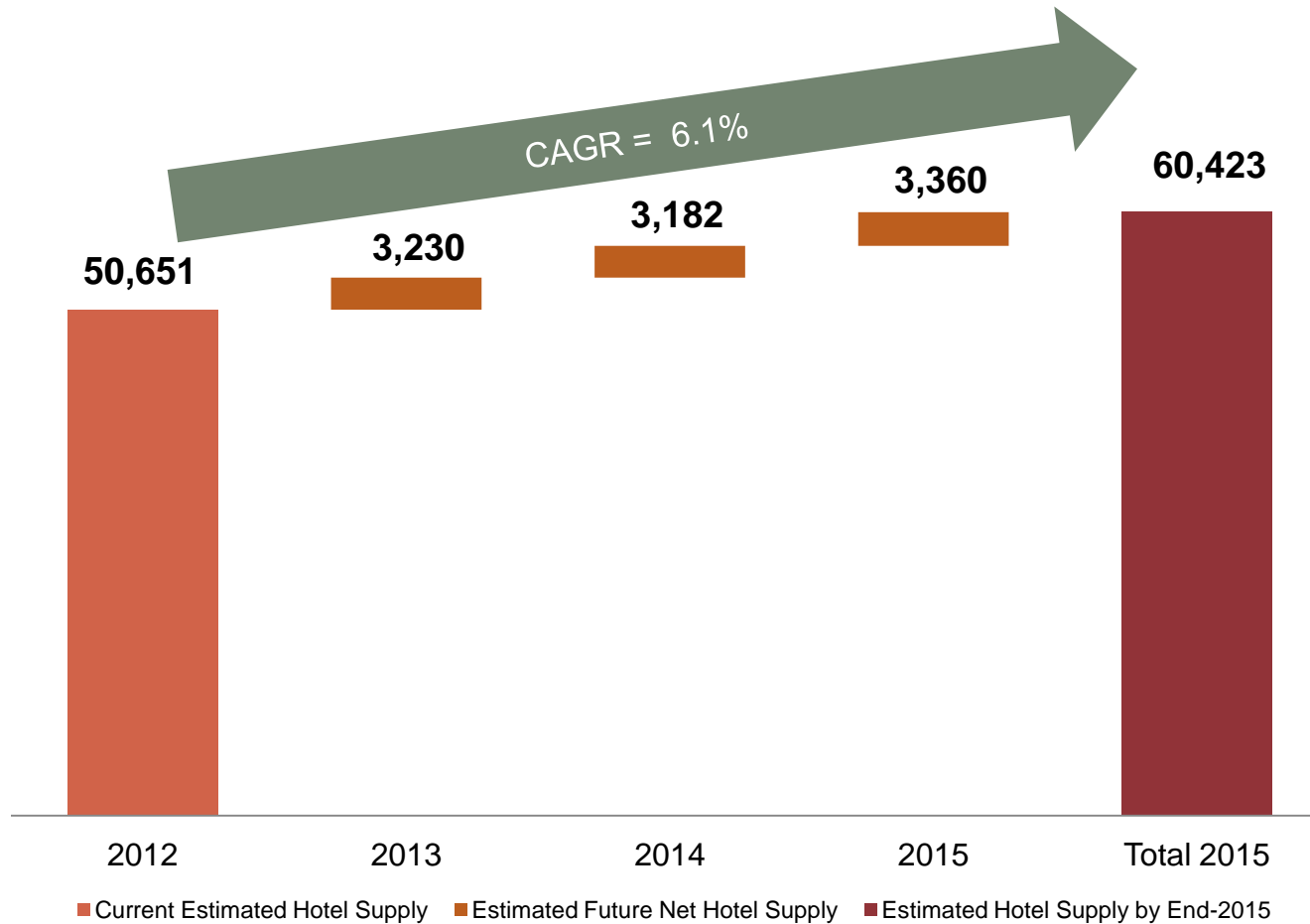
- According to STB, RevPAR across all hotel segments decreased by 0.6% year-on-year
 - RevPAR of Upscale and Mid-tier hotels decreased by 12.0% and 3.3% year-on-year respectively

- FY 2013:

- RevPAR across all hotel segments decreased by 1.4% year-on-year
 - RevPAR of Upscale and Mid-tier hotels decreased by 12.7% and 3.3% year-on-year respectively



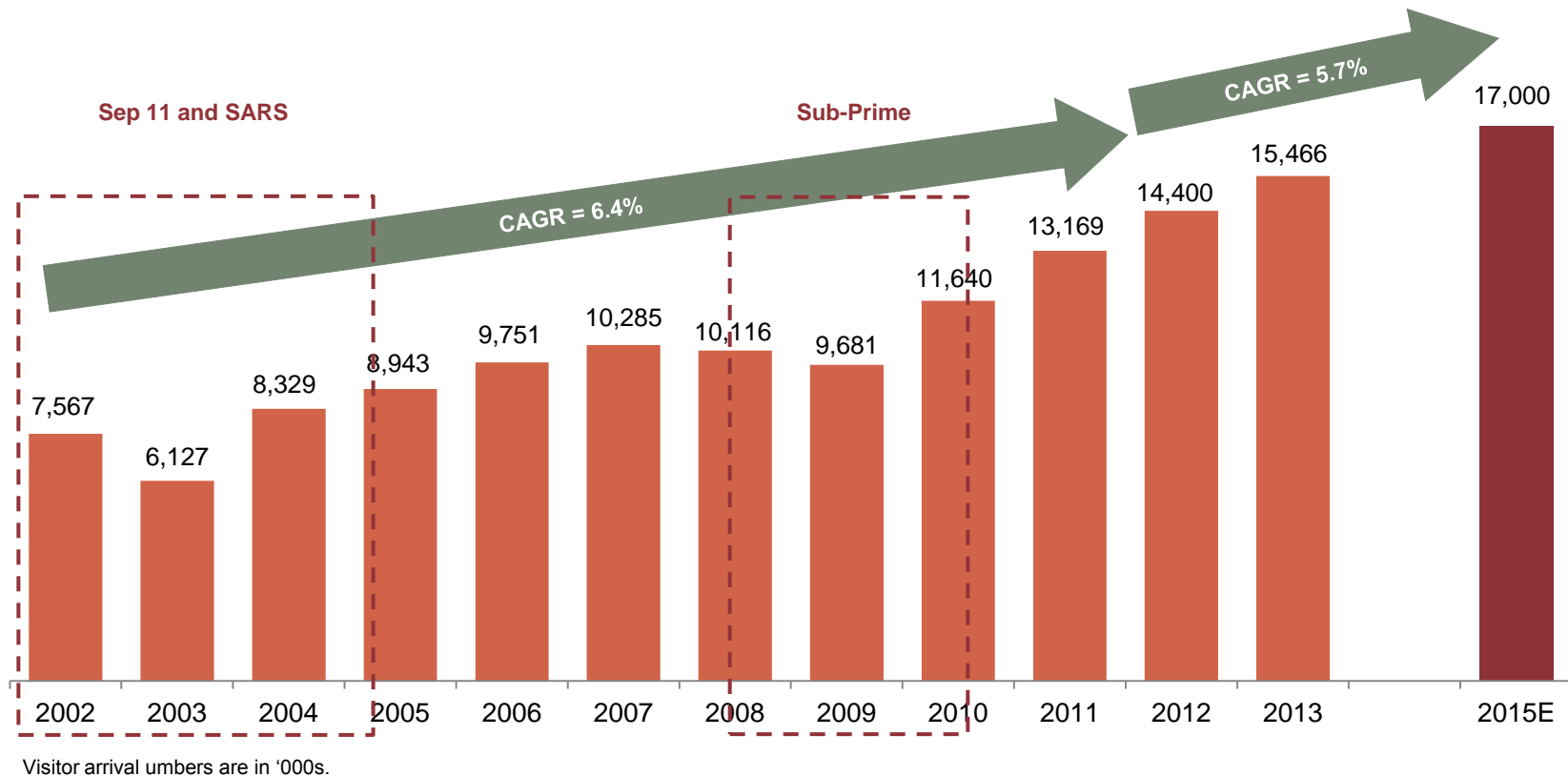
Hotel Room Supply in Singapore



Hotel supply is expected to increase at a CAGR of 6.1% from 2012 to 2015



Historical and Forecast Visitor Arrivals in Singapore



- Visitor arrivals are projected to grow at a CAGR of 5.7% from 2012 to 2015
- For Jan – Dec 2013, visitor arrivals grew by 6.7% as compared to the same period last year

Key Events in 2014

Biennial Events



SINGAPORE AIRSHOW 2014
Asia's Biggest For Aviation's Finest
11 – 16 February 2014 • Changi Exhibition Centre

Food & Hotel Asia Exhibition

8 - 11 April 2014
Tuesday - Friday
Singapore Expo



WasteMET Asia 2014

Asia's International Waste Management &
Environmental Technology Exhibition and Conference

2 - 4 June 2014 | Sands Expo and Convention Center
Marina Bay Sands, Singapore

New and Regular Events

THE HOME FOR
SPORTS AND
ENTERTAINMENT IN
THE REGION



BroadcastAsia2014

The 19th International Digital Multimedia & Entertainment Technology
Exhibition & Conference

17 - 20 June 2014
Marina Bay Sands, Singapore

CommunicAsia2014

The 25th International Communications and Information Technology
Exhibition & Conference

17 - 20 June 2014
Marina Bay Sands, Singapore

F1 2014 FORMULA 1
SINGAPORE GRAND PRIX

19.20.21 SEPT 2014



Championships
Singapore 2014-2018



Outlook & Prospects



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Outlook & Prospects

Visitor arrivals to Singapore grew 6.7% y-o-y to 15.5 million in 2013¹. Growth in visitor arrivals is expected to continue in 2014 with the strengthening of the global economy.

In the course of 2014, approximately 3,100 new hotel rooms are expected to come on to the Singapore market², a 5.9% increase in total hotel room inventory. The additional room supply is expected to be well absorbed by the rising demand from increased visitors and a stronger events calendar in 2014. This includes the staging of major biennial events such as the Singapore Airshow and the Food and Hotel Asia exhibition, and new tourism infrastructure such as the Singapore Sports Hub that will bring more world-class sporting events to Singapore.

Following the acquisition of the Rendezvous Hotel Singapore on 1 August 2013, Far East H-Trust has embarked on soft refurbishments of the reception area, lobby bar and club rooms to reposition it as an art-inspired hotel, in synchronisation with the character of the precinct. The refurbishments were completed and the hotel was re-launched in January 2014. Far East H-Trust will continue to optimise the value of its existing assets and try to improve their competitiveness by implementing asset enhancement initiatives in a holistic and progressive manner. For 2014, the REIT Manager has planned for renovations at The Elizabeth Hotel, Village Hotel Albert Court, Village Hotel Changi and Regency House.

(1) Singapore Tourism Board, International Visitor Arrivals Statistics, 24 Jan 2014
(2) Far East H-Trust compilation



Thank You

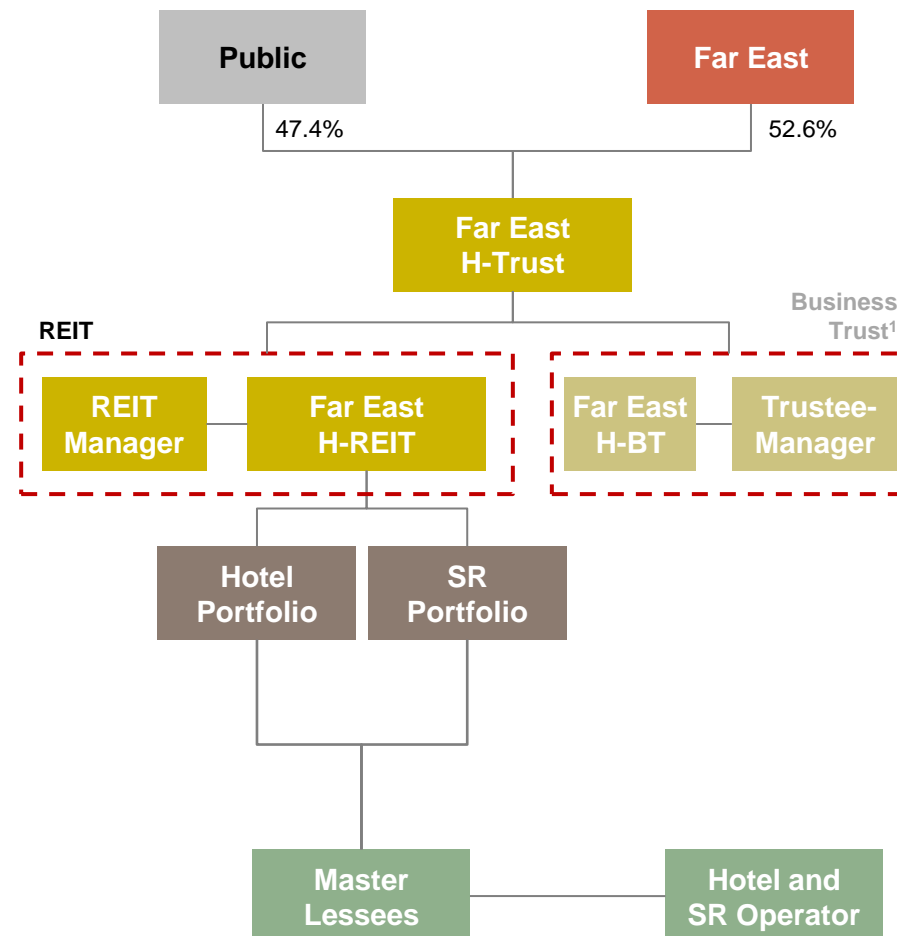


Appendix



Overview of Far East H-Trust

Issuer	Far East Hospitality Trust
Sponsor	Far East Organization group of companies
REIT Manager	FEO Hospitality Asset Management Pte. Ltd.
Investment Mandate	Hospitality and hospitality-related assets in Singapore
Portfolio	12 properties valued at approximately S\$2.47 billion 8 hotel properties ("Hotels") and 4 serviced residences ("SR" or "Serviced Residences")
Hotel and SR Operator	Far East Hospitality Management (S) Pte Ltd
Master Lessees	Sponsor companies, part of the Far East Organization group of companies



¹ Dormant at Listing Date and master lessee of last resort



Far East H-Trust Asset Portfolio Overview

Hotels



	Village Hotel Albert Court	Village Hotel Changi	The Elizabeth Hotel	Village Hotel Bugis	Oasia Hotel	Orchard Parade Hotel	The Quincy Hotel	Rendezvous Hotel & Gallery	Total / Weighted Average
Market Segment	Mid-tier	Mid-tier	Mid-tier	Mid-tier	Mid-tier / Upscale	Mid-tier / Upscale	Upscale	Upscale	NA
Address	180 Albert Street, S'pore 189971	1 Netheravon Road, S'pore 508502	24 Mount Elizabeth, S'pore 228518	290 Victoria Street, S'pore 188061	8 Sinaran Drive, S'pore 307470	1 Tanglin Road, S'pore 247905	22 Mount Elizabeth Road, S'pore 228517	9 Bras Basah Road, S'pore 189559	
Date of Completion	3 Oct 1994	30 Jan 1990 ²	3 May 1993	19 Oct 1988	2 June 2011	20 June 1987 ²	27 Nov 2008	5 June 2000 ²	
# of Rooms	210	380	256	393	428	388	108	298	2,461
Lease Tenure ¹	74 years	64 years	74 years	65 years	91 years	49 years	74 years	70 years	NA
GFA/Strata Area (sq m)	11,426	22,826	11,723	21,676	22,457	34,072	4,810	19,720	
Retail NLA (sq m)	1,002	778	595	1,164	NA	3,694	NA	2,295	9,528
Office NLA (sq m)	NA	NA	NA	NA	NA	2,509	NA	NA	2,509
Master Lessee / Vendor	First Choice Properties Pte Ltd	Far East Organization Centre Pte. Ltd.	Golden Development Private Limited	Golden Landmark Pte Ltd	Transurban Properties Pte. Ltd.	Orchard Parade Holdings Limited	Golden Development Private Limited	Serene Land Pte Ltd	
Valuation (S\$ 'mil) ³	128.0	255.0	193.0	230.0	330.0	428.0	86.0	277.0	1,927.0

¹ As at 31 Dec 2013

² Date of acquisition by Sponsor, as property was not developed by Sponsor

³ As at 31 Dec 2013

Far East H-Trust Asset Portfolio Overview

Serviced Residences

					
	Village Residence Clarke Quay	Village Residence Hougang	Village Residence Robertson Quay	Regency House	Total / Weighted Average
Market Segment	Mid-tier	Mid-tier	Mid-tier	Upscale	NA
Address	20 Havelock Road, S'pore 059765	1 Hougang Street 91, S'pore 538692	30 Robertson Quay, S'pore 238251	121 Penang House, S'pore 238464	
Date of Completion	19 Feb 1998	30 Dec 1999	12 July 1996	24 Oct 2000	
# of Rooms	128	78	72	90	368
Lease Tenure ¹	79 years	80 years	77 years	80 years	NA
GFA/Strata Area (sq m)	17,858	14,635	10,592	10,723	53,808
Retail NLA (sq m)	2,213	NA	1,179	539	3,931
Office NLA (sq m)	Office: 1,474 Serviced Office: 696	NA	NA	2,322	4,492
Master Lessee / Vendor	OPH Riverside Pte Ltd	Serene Land Pte Ltd	Riverland Pte Ltd	Oxley Hill Properties Pte Ltd	
Valuation (S\$ 'mil) ²	202.2	67.3	114.7	163.5	547.7

¹ As at 31 Dec 2013

² As at 31 Dec 2013