



Annual General Meetings FY 2013

25 April 2014



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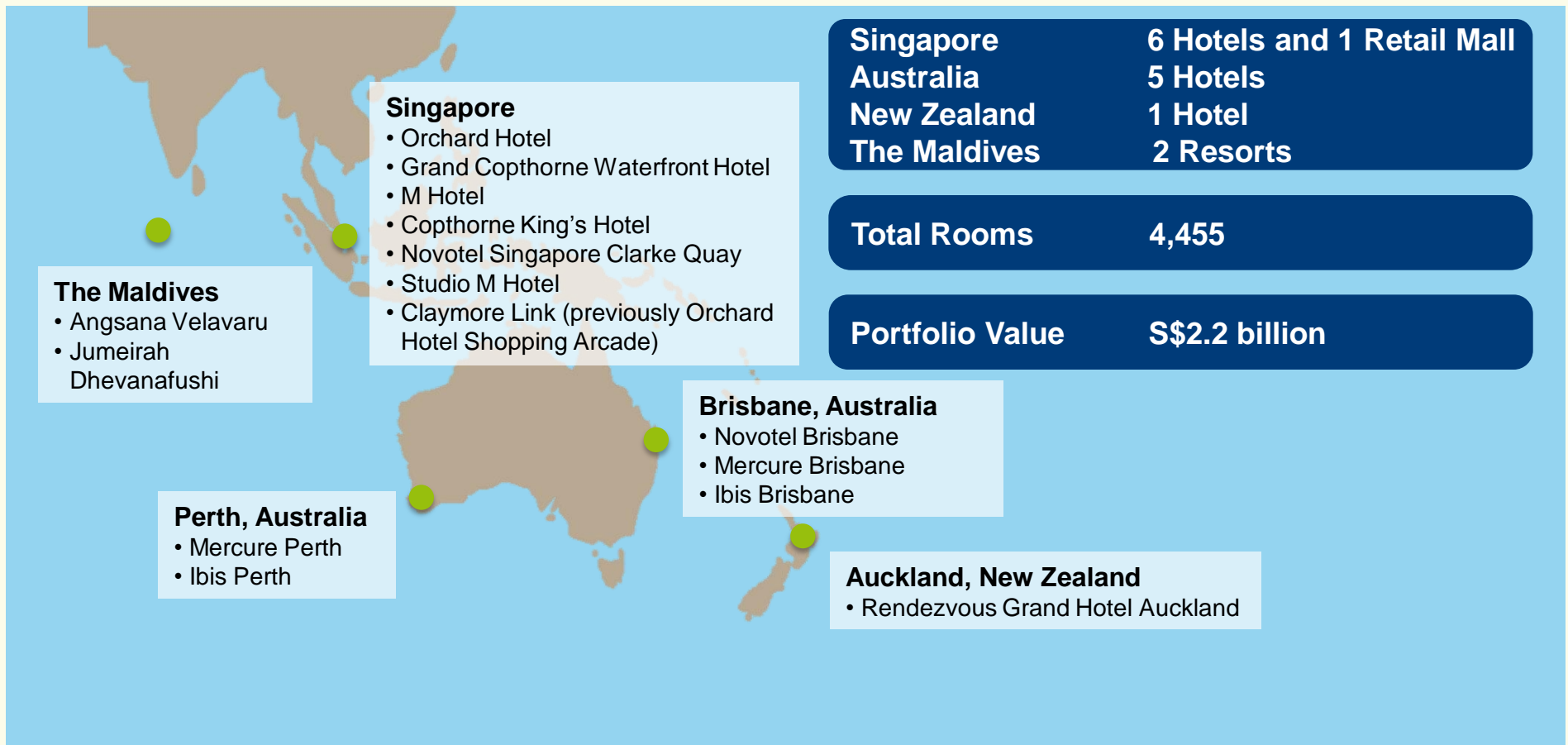


Overview of CDL Hospitality Trusts



Quality Assets Spanning Asia Pacific

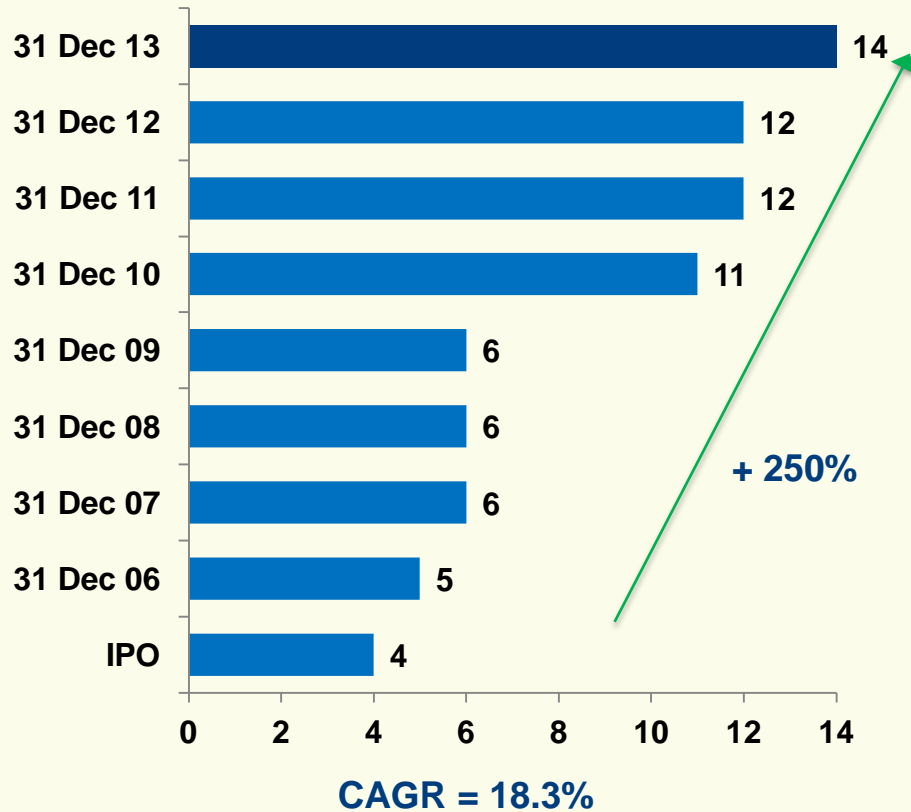
- One of Asia's leading hospitality trusts with strategically located quality assets



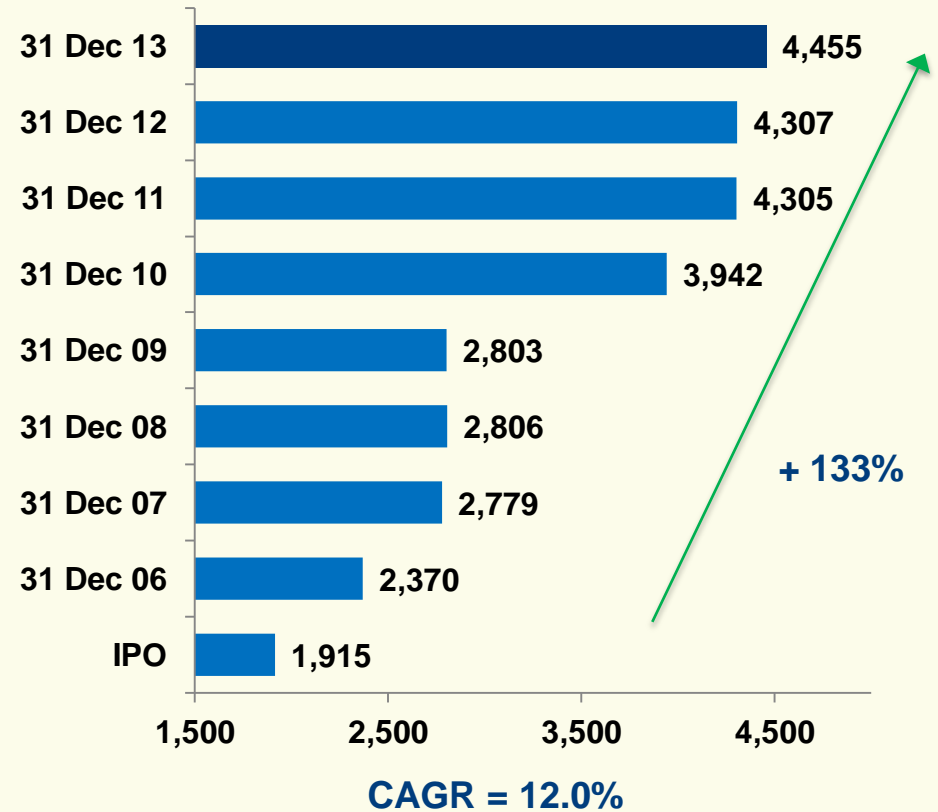
Growing Portfolio

- Since IPO, CDLHT's hotel portfolio has grown from 4 to 14 properties
- Room count has increased from 1,915 to 4,455 with a total of 148 rooms added in 2013

Number of Hotels



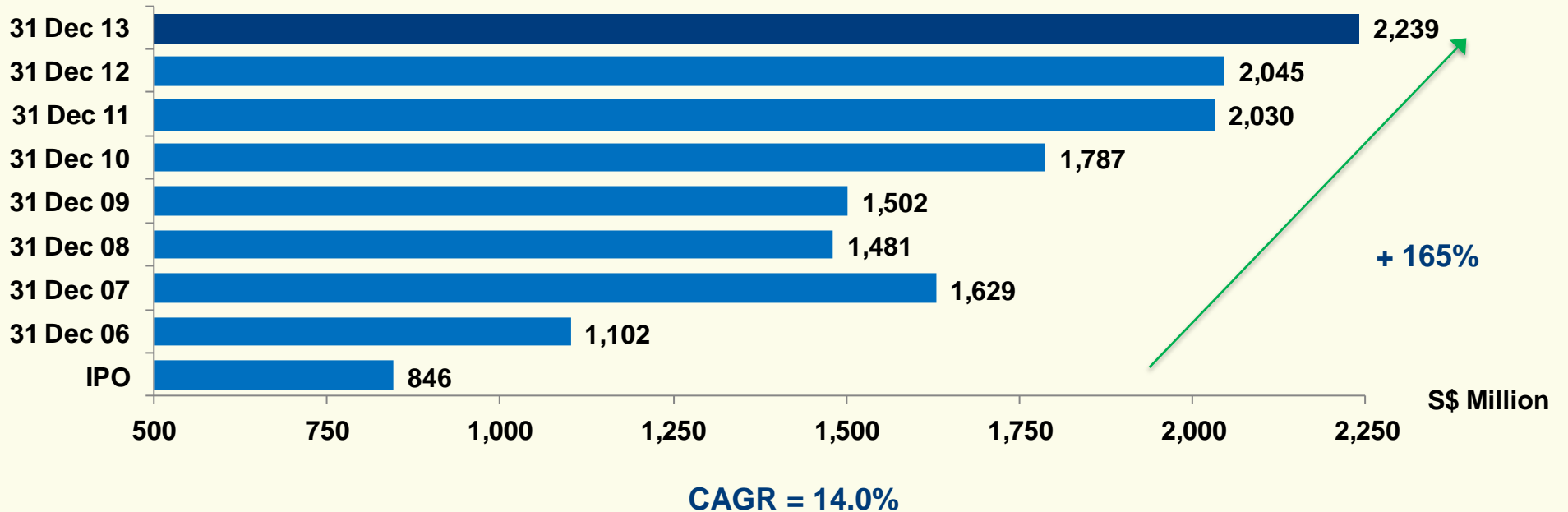
Number of Rooms



Growing Portfolio

- In 2013, the portfolio size was augmented by the acquisitions of two Maldives assets:
 - Angsana Velavaru (Jan 2013) and Jumeirah Dhevanafushi (Dec 2013)
- Since IPO, the portfolio value ⁽¹⁾ has increased from S\$0.8 billion to S\$2.2 billion

H-REIT Group's Portfolio Value



(1) All properties, excluding Jumeirah Dhevanafushi, were valued as at 31 December 2013. Jumeirah Dhevanafushi, which was acquired in December 2013, was valued as at 29 November 2013.

Portfolio Composition

Breakdown of H-REIT Group's Portfolio Value ⁽¹⁾ by Geography and Property

Overseas Portfolio 22.9%

Australia 10.5%

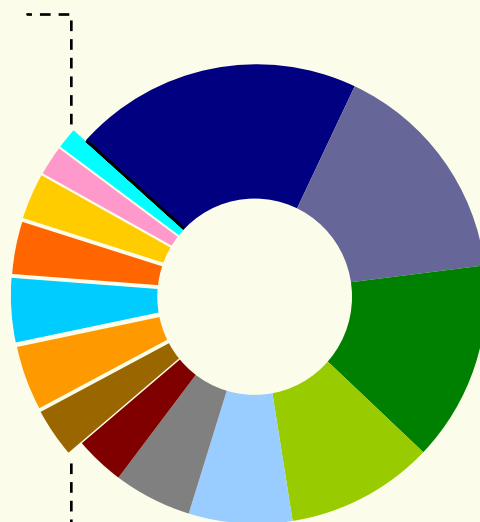
■ Novotel Brisbane	3.7%
■ Mercure & Ibis Brisbane	3.2%
■ Mercure Perth	2.1%
■ Ibis Perth	1.5%

New Zealand 4.5%

■ Rendezvous Grand Hotel Auckland	4.5%
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The Maldives 7.9%

■ Angsana Velavaru	4.5%
■ Jumeirah Dhevanafushi	3.4%



Portfolio Value
S\$ 2.2 billion

Singapore Portfolio 77.1%

Singapore 77.1%

■ Orchard Hotel	20.3%
■ Grand Copthorne Waterfront Hotel	16.0%
■ Novotel Singapore Clarke Quay	14.1%
■ M Hotel	10.4%
■ Studio M Hotel	7.3%
■ Copthorne King's Hotel	5.5%
■ Claymore Link (formerly Orchard Hotel Shopping Arcade)	3.5%

(1) All properties, excluding Jumeirah Dhevanafushi, were valued as at 31 December 2013. Jumeirah Dhevanafushi, which was acquired in December 2013, was valued as at 29 November 2013.



FY 2013 Year in Review



Financial Highlights

- Achieved gross revenue of S\$148.8 million for FY 2013, in line with revenues a year earlier
- This was despite:
 - Singapore market experiencing an increase of 3,357 ⁽¹⁾ new hotel rooms, a growth of 6.5%, and tighter corporate travel budgets
 - A weaker AUD affecting CDLHT's Australia Hotels' fixed rent contribution
 - Tenants progressively moved out in Q4 for a 12-month AEI for Claymore Link which commenced in Dec 2013
- Angsana Velavaru contributed positively to portfolio revenue and profit

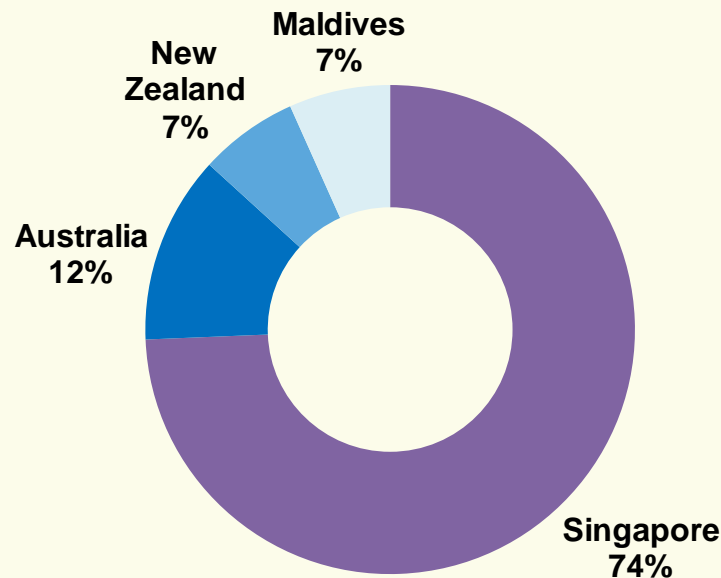
	FY 2013	FY 2012	Variance
Gross Revenue (S\$'000)	148,782	149,535	-0.5%
Net Property Income (S\$'000)	137,389	139,293	-1.4%
Income Available for Distribution (S\$'000)	118,554	121,658	-2.6%
Income Distributed (S\$'000)	106,699	109,492	-2.6%
Income Distributed per Unit (Singapore cents)	10.97	11.32	-3.1%

Performance by Geographical Segments

- Singapore Hotels remained the largest revenue contributor at 74%
- Maldives provided a new revenue source, through the acquisition of Angsana Velavaru, which enhanced portfolio earnings by S\$10.0 million

Breakdown of Gross Revenue by Geography

Gross Revenue = S\$148.8 Million



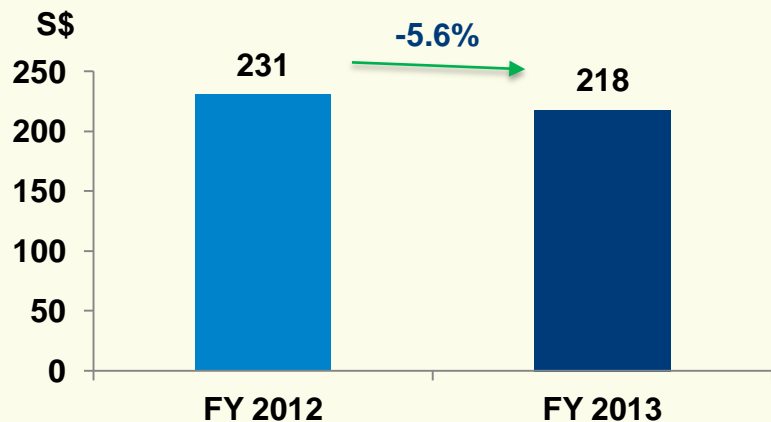
Y-o-Y Gross Revenue Performance (S\$ '000)

	FY 2013	FY 2012	Variance
Singapore	110,618	120,740	- 8.4%
Australia	18,480	19,432	- 4.9%
New Zealand	9,723	9,363	3.8%
Maldives	9,961	-	N.M.
Total	148,782	149,535	- 0.5%

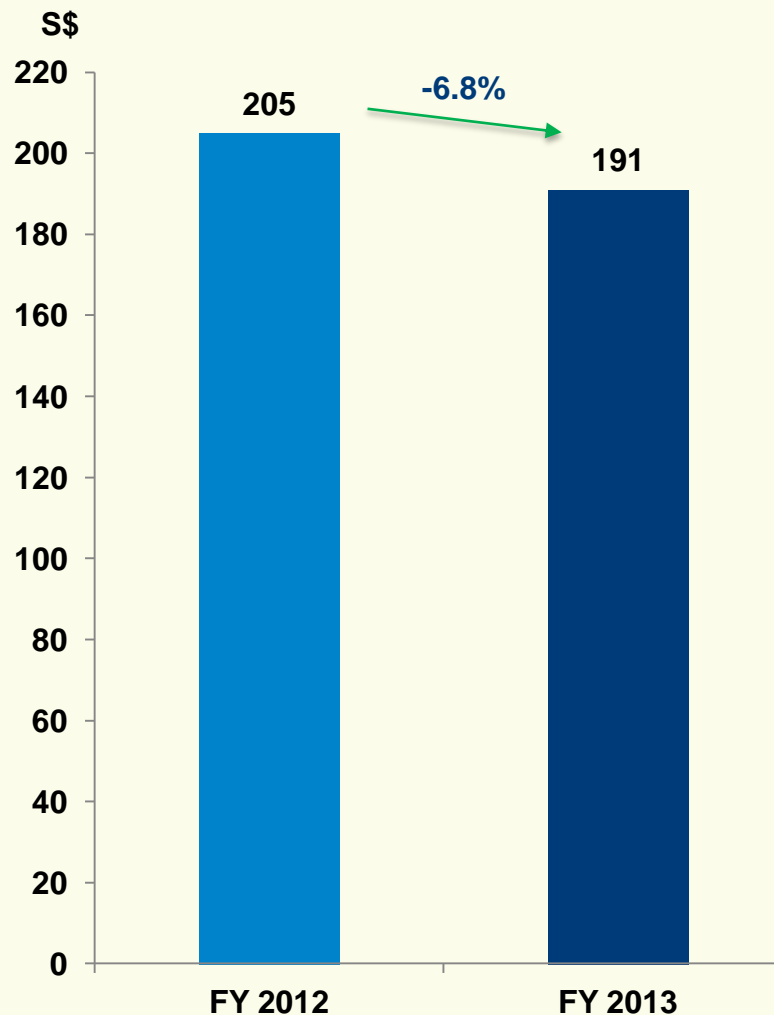
N.M. denotes not meaningful

CDLHT's Singapore Hotels Performance

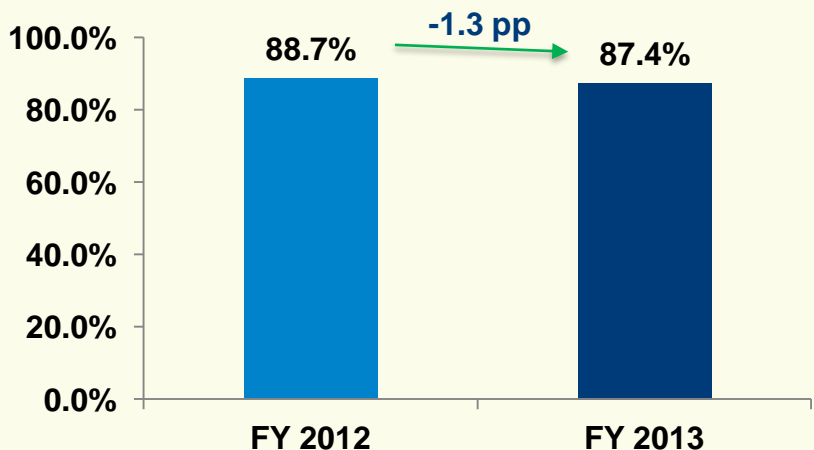
Average Daily Rate



Revenue Per Available Room (RevPAR)



Average Occupancy Rate





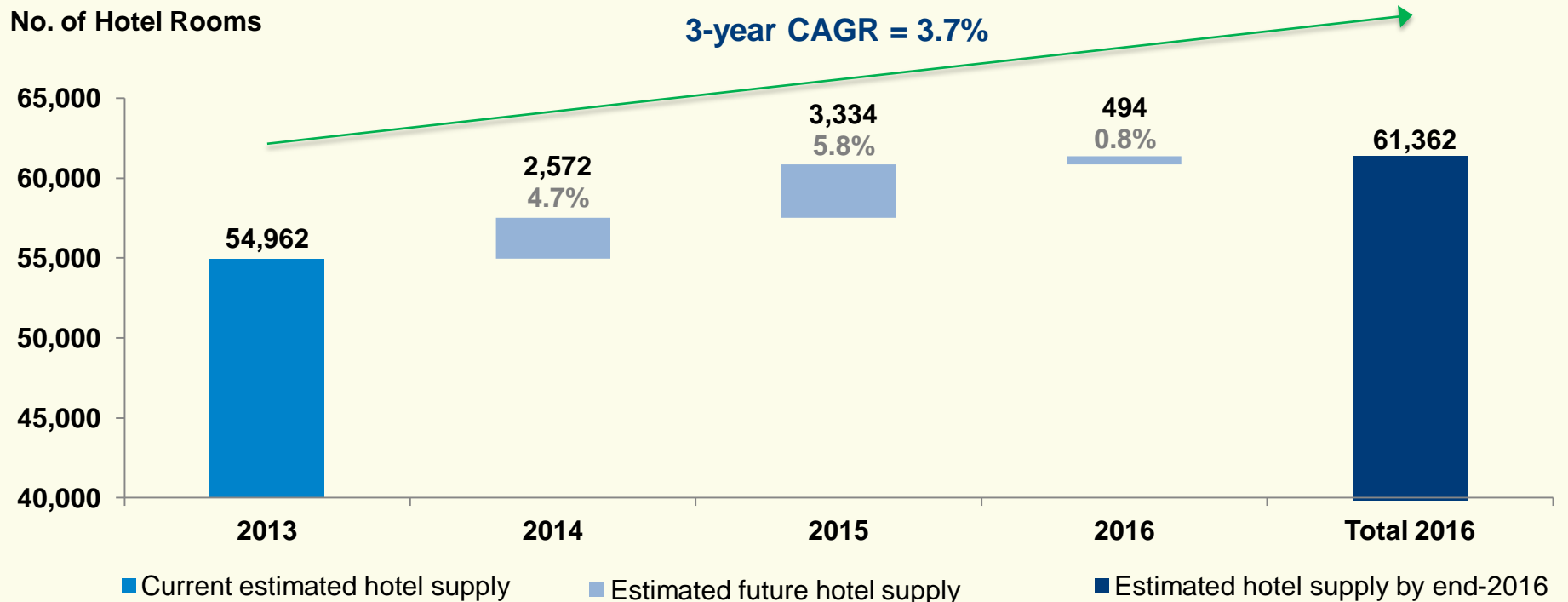
Outlook for Singapore Tourism Market



Hotel Room Supply in Singapore (1)

- Supporting the growth in tourism infrastructure is an estimated increase of 2,500 rooms in 2014
- Supply is expected to grow at a CAGR of 3.7% for the next 3 years

Current and Expected Hotel Room Supply in Singapore

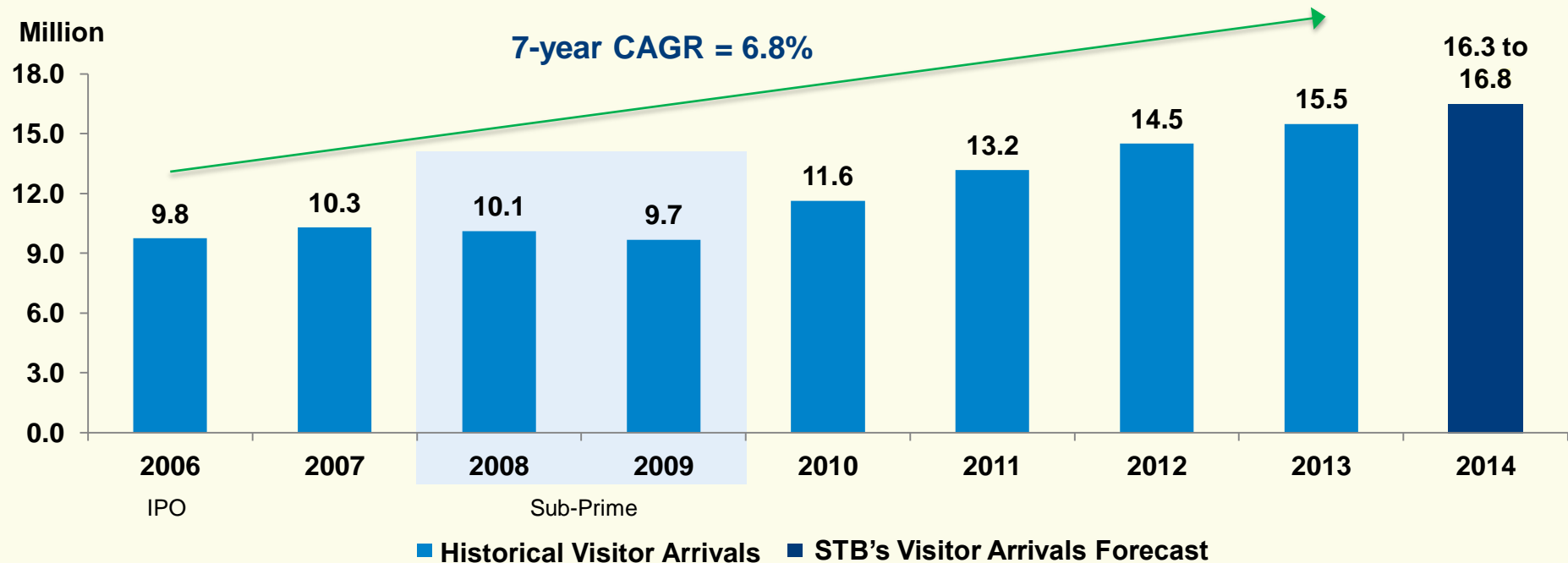


(1) New supply of rooms is a summation of new rooms in the pipeline
 Sources: Singapore Tourism Board, JLL (as at Mar 2014) and CDLHT research

STB Forecasts Growth in Visitor Arrivals

- FY 2013 visitor arrivals grew 6.9% y-o-y
- STB’s estimate for visitor arrivals in 2014 is between 16.3 million to 16.8 million, implying a 5% to 8% growth from 2013 ⁽¹⁾

Historical and Forecasted Visitor Arrivals in Singapore ⁽²⁾



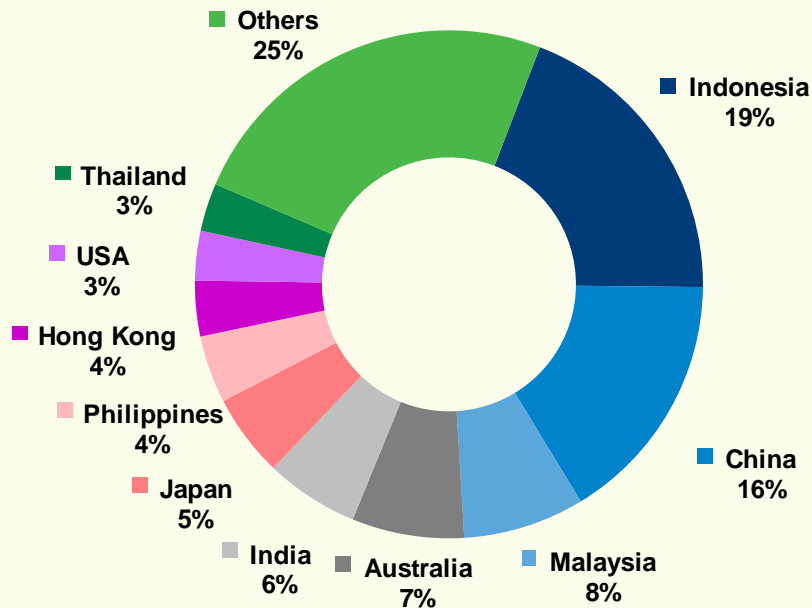
(1) Ministry of Trade and Industry Singapore, “Speech by Mr S Iswaran, Second Minister for Trade and Industry, during the Committee of Supply Debate under Head V”, 6 March 2014

(2) Singapore Tourism Board

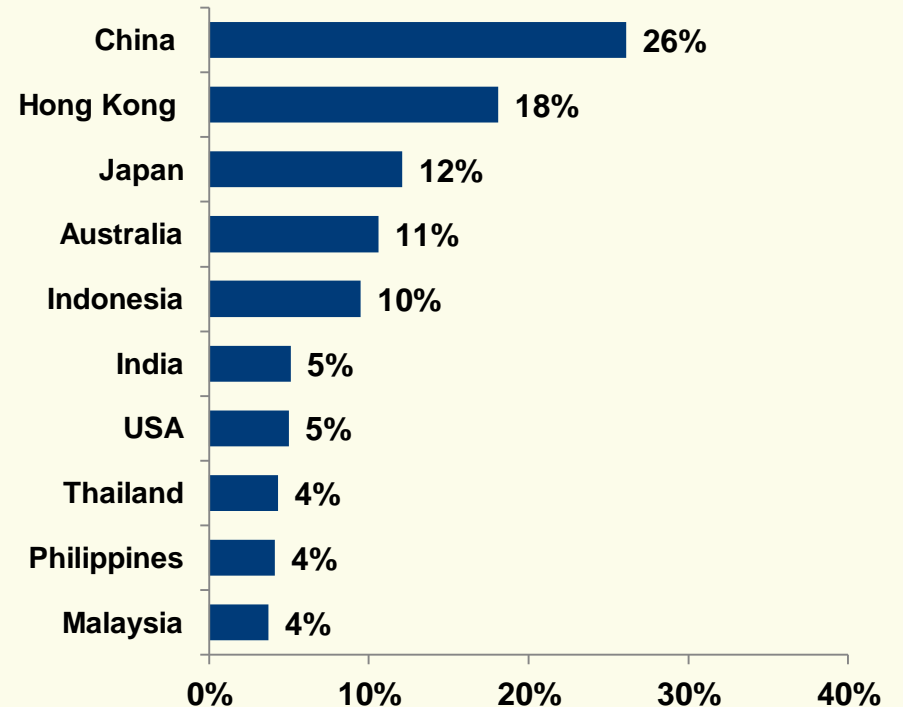
Source of Visitor Arrivals

- Indonesia, China and Malaysia make up the top three source markets
- Top ten source markets each registered positive growth for the first nine months of 2013

Geographical Mix of Visitor Arrivals YTD Sep 2013



Y-o-Y Change for Top Ten Source Markets YTD Sep 2013



Singapore: A Global MICE Destination



Images courtesy of Marina Bay Sands and Singapore Tourism Board

Date	Biennial Events	Attendance (Approx)
11 – 16 February	Singapore Airshow	45,000 ⁽¹⁾
8 – 11 April	Food & Hotel Asia 2014	40,000 ⁽²⁾
2 – 4 June	WasteMET Asia 2014	19,000 ⁽³⁾
Date	Annual Events	Attendance (Approx)
17 – 20 June	CommunicAsia 2014	51,000 ⁽⁴⁾
21 – 22 June	World Club 10s Rugby	15,000 ⁽⁵⁾
19 – 21 September	Formula One Grand Prix	260,000 ⁽⁶⁾
17 – 26 October	Women’s Tennis Association Championships (NEW)	100,000 ⁽⁷⁾

Source: (1) <http://www.singaporeairshow.com/pdf/SingaporeAirshow2014Factsheet.pdf>
 (2) <http://www.foodnhotelasia.com/index.php/2013/04/hotelasia2014-returns-to-serve-booming-asian-hospitality-industry/>
 (3) <http://www.wastemetasia.sg/about-wastemet-asia>
 (4) <http://www.communicasia.com/index.php/media-centre/communicasia-press-releases/communicasia2013-enterpriseit2013-and-broadcastasia2013-concluded-a-week-of-fulfilling-business-exchange-2/>
 (5) <http://news.asiaone.com/news/sports/brumbies-lock-spore-date>
 (6) <http://www.singaporegp.sg/media/news.php?id=139>
 (7) <http://live.channelnewsasia.com/news/specialreports/parliament/videos/tennis-wta-championships/669438.html>

Infrastructure: World Class Attractions and Facilities

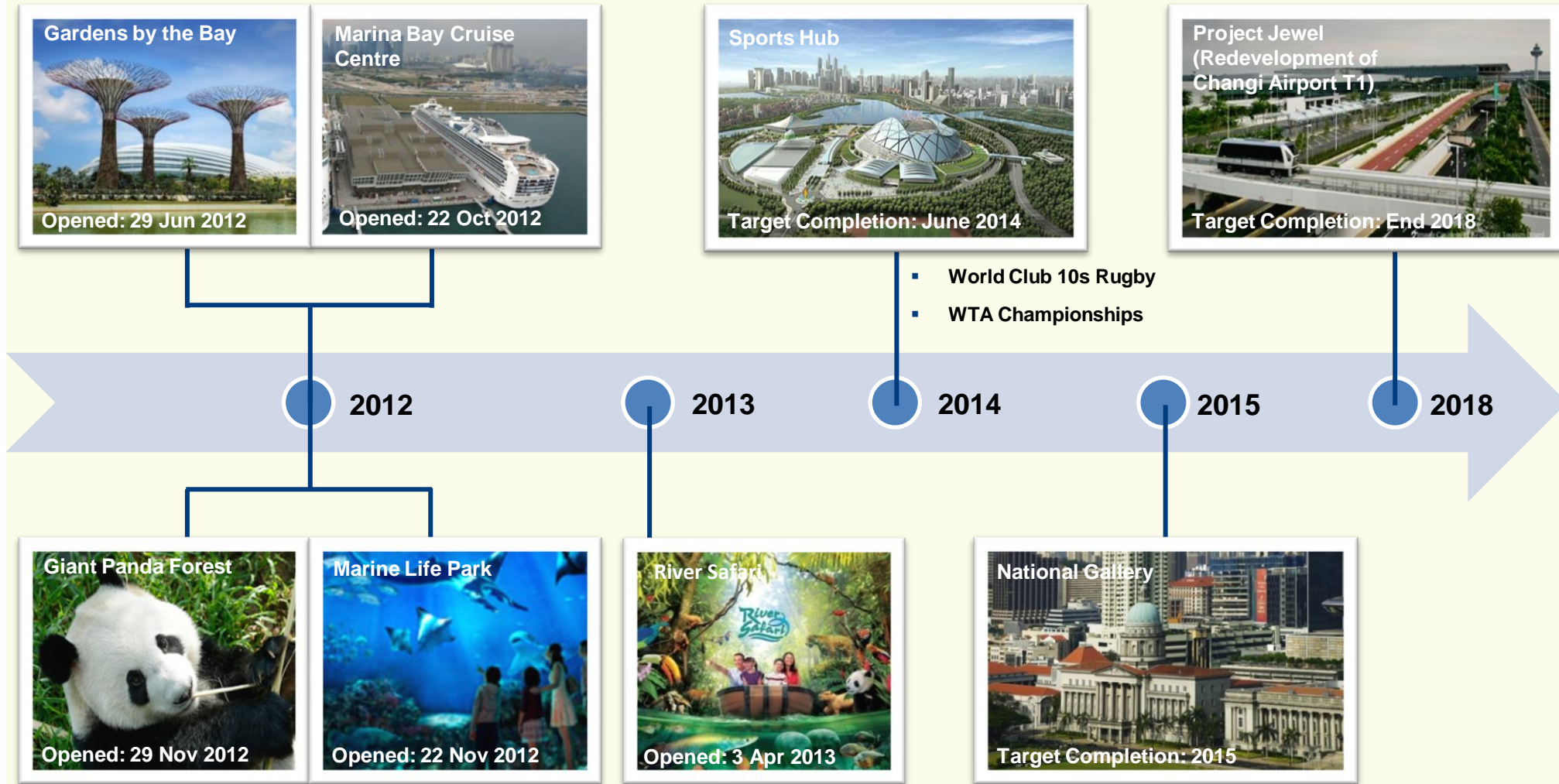


Photo Credit for Singapore Sports Hub: <http://www.flickr.com/photos/34817104@N00/2203167529/> via <http://compfight.com> <http://creativecommons.org/licenses/by-nd/2.0/>

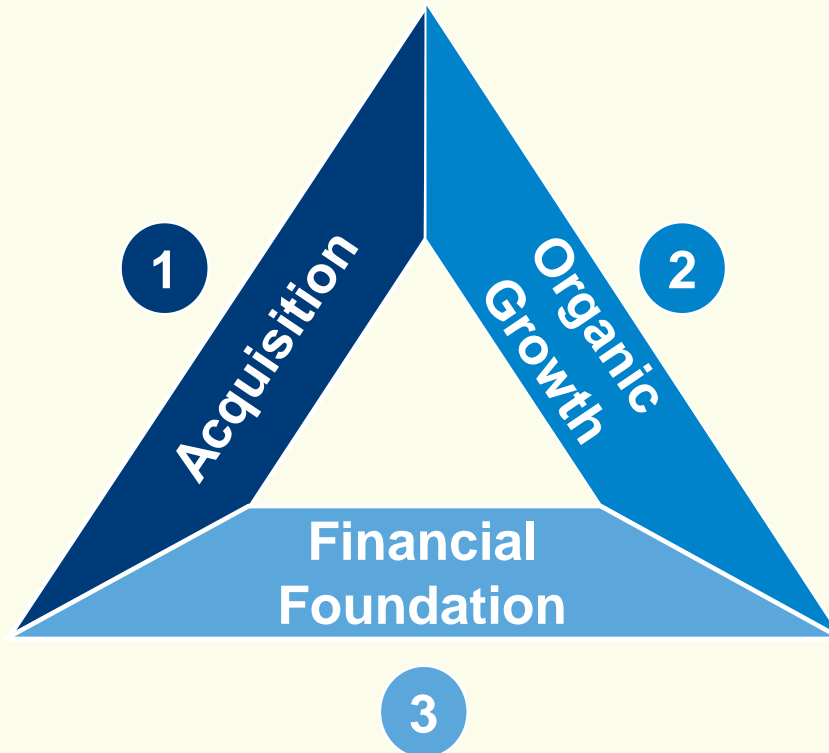
Other images courtesy of Singapore Tourism Board, Wildlife Reserves Singapore, Marina Bay Cruise Centre Singapore, Resorts World Sentosa, National Gallery and www.sg



Management Strategy



Management Strategy to Enhance Unitholders' Value



Growing unitholders' value via acquisition and organic growth while keeping a firm financial foundation

1 Acquisition Growth Strategy

- Pursue yield-accretive, quality assets with investment rigour and discipline
- Tap on potential pipeline from M&C / CDL
- Tap on global network for third party assets

2 Asset Management Strategy

- Work closely with master lessees and/or hotel managers to implement active revenue and cost management
- Implement asset enhancement initiatives to optimise asset potential

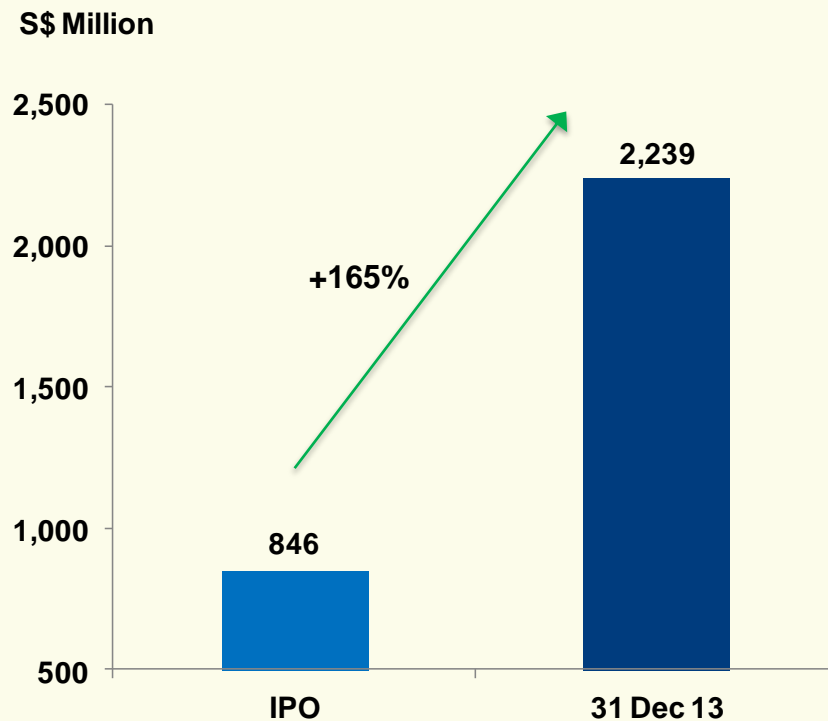
3 Capital and Risk Management Strategy

- Maintain a healthy balance sheet
- Enhance financial flexibility by maintaining diversified sources of funding

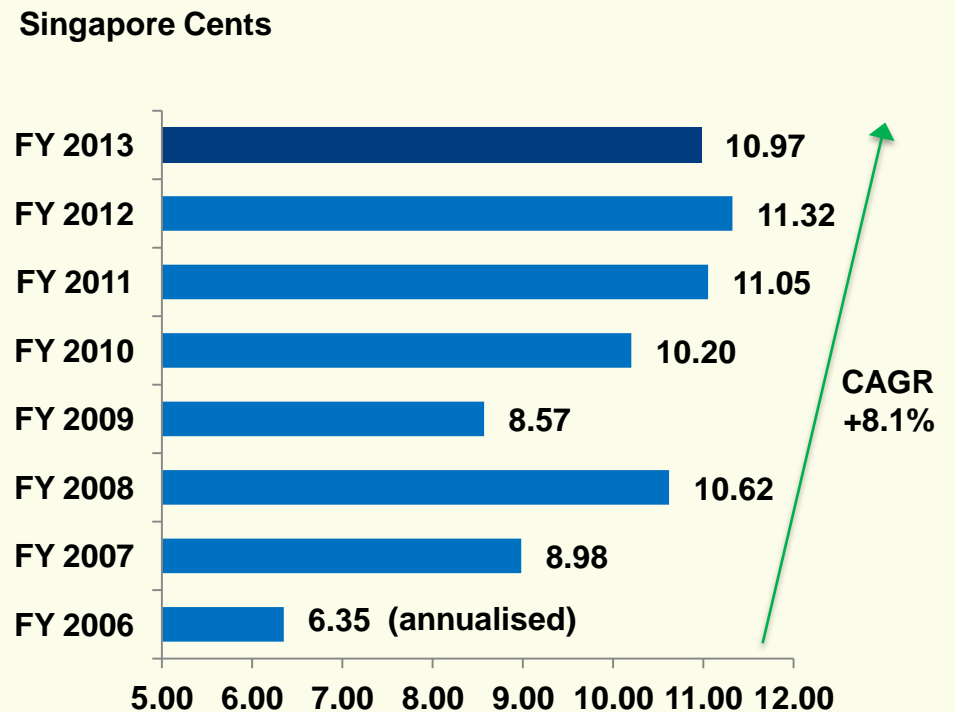
Portfolio Value and DPU Growth

- Portfolio value has grown by 165%, from S\$0.8 billion to S\$2.2 billion
- DPU CAGR of 8.1% for FY 2006 – FY 2013

H-REIT Group's Portfolio Value



Distribution Per Unit (DPU)





Management Strategy

Acquisition Growth Strategy



Acquisition of Two Maldives Assets

- Completed two acquisitions in FY 2013:
 - 113-villa Angsana Velavaru in January 2013 for US\$71.0 million ⁽¹⁾, or S\$86.8 million
 - 35-villa Jumeirah Dhevanafushi in December 2013 for US\$59.6 million ⁽²⁾, or S\$75.6 million



(1) The total acquisition cost (including transaction expenses) was US\$72.4 million

(2) The total acquisition cost (including transaction expenses) was US\$60.8 million

Well-Posed to Benefit from the Buoyant Maldives Market

- Unique opportunities to participate in one of the highest RevPAR markets in the world
- Supported by the trend of more affluent Asians travelling abroad, anchored by continued Chinese outbound travel

RevPAR (US\$) of Top 3 Markets Globally

Market	2013	2012	Variance
Maldives	486	413	17.6%
Paris	258	246	5.1%
New York	219	210	4.1%

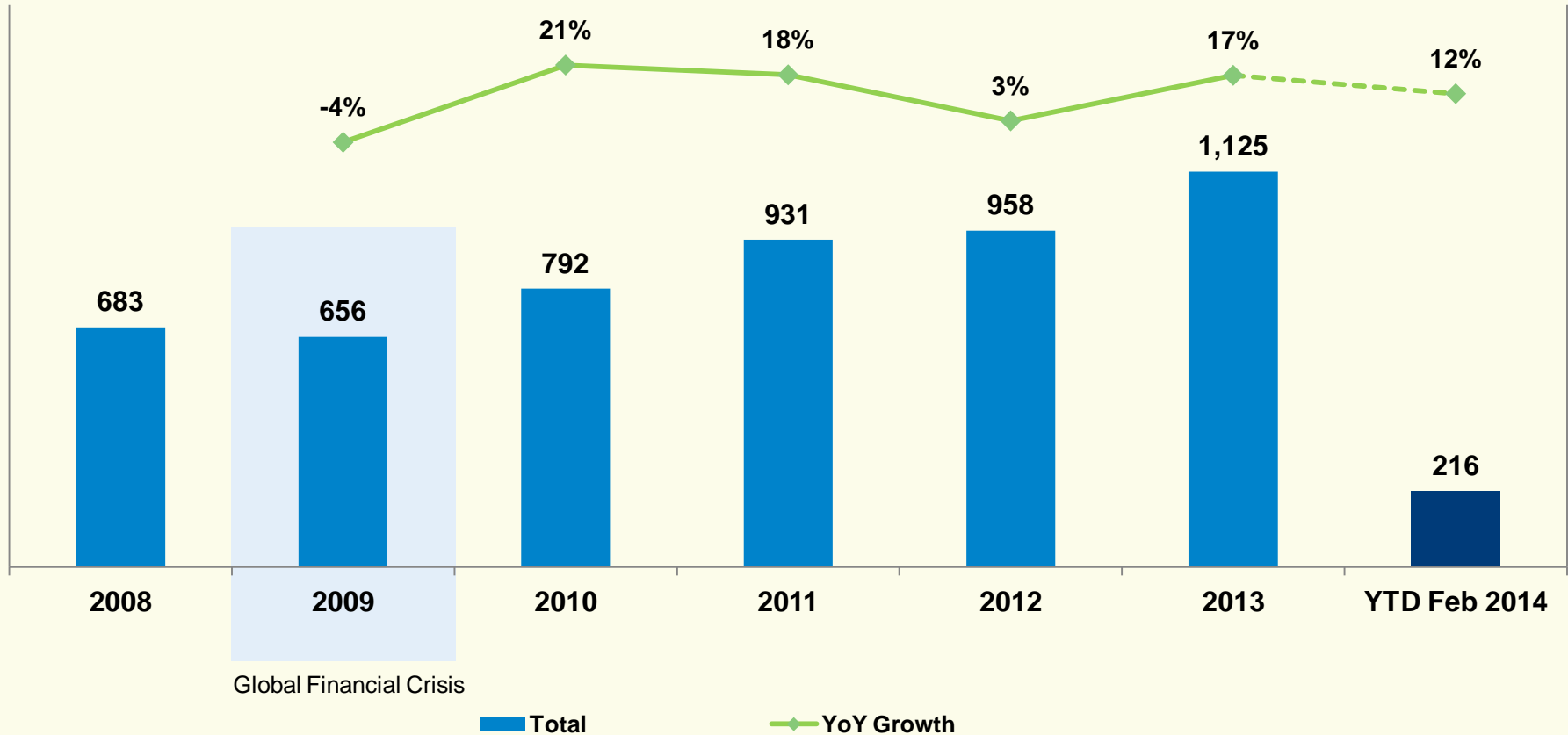


Growing Visitor Arrivals to Maldives

Total Visitor Arrivals to The Maldives

No. of Visitors
(Thousands)

5-year CAGR = 10.5%

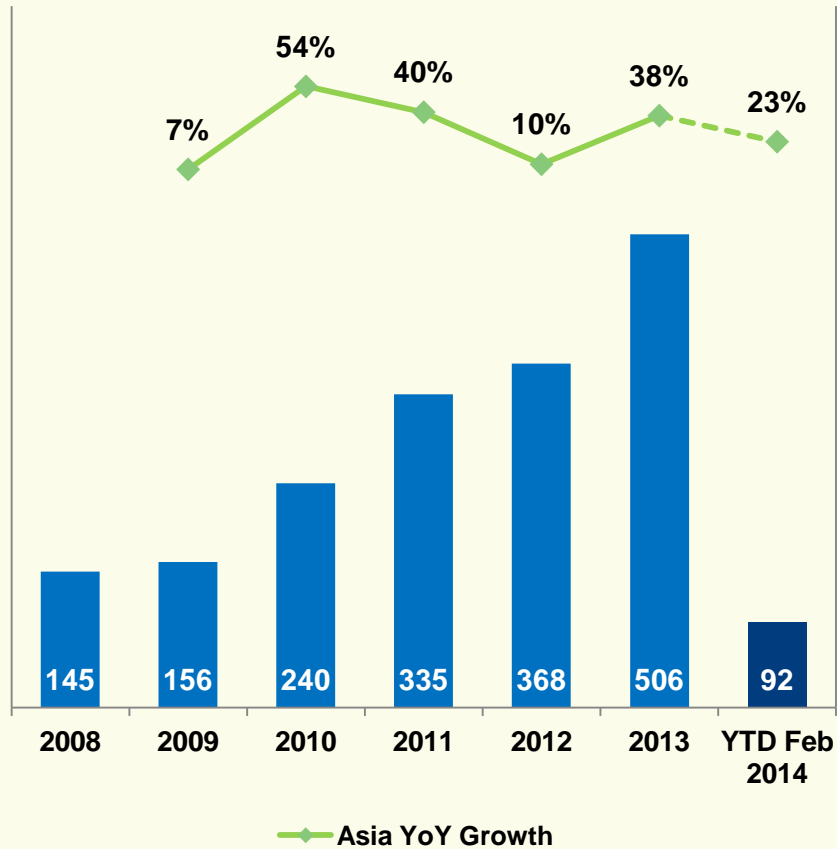


Source: Figures based on data from Statistics Section, Ministry of Tourism, Arts and Culture, Republic of Maldives

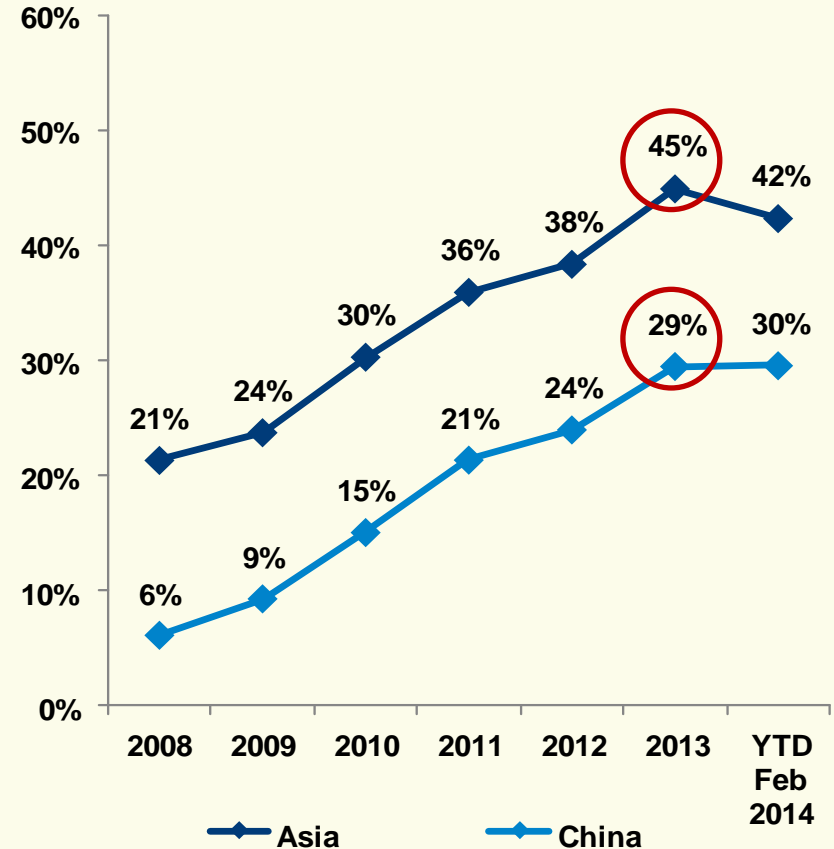
Capitalising on Asian-Chinese Outbound Travel

Asian Visitor Arrivals to The Maldives

No. of Visitors
(Thousands)



Proportion of Asian and Chinese Market



Source: Figures based on data from Statistics Section, Ministry of Tourism, Arts and Culture, Republic of Maldives

Angsana Velavaru

A perfect blend of the tropical lifestyle, Maldivian island experience and the comforts of modern living



Jumeirah Dhevanafushi

A luxury destination amongst the top resorts in the Maldives that was opened only in November 2011



Jumeirah Dhevanafushi

Its spacious beachfront and over-water villas are among the largest in the Maldives





Management Strategy

Asset Management Strategy



Asset Enhancement Initiatives

Orchard Hotel Shopping Arcade (Claymore Link)

- Overhaul of mall's facade and existing amenities, increasing NLA by more than 10,000 sq ft from about 44,000 sq ft ⁽¹⁾, at an estimated cost of S\$25.0 million
- Rebranded as Claymore Link and repositioned as a family-friendly mall
- Incremental rental income expected to be more than S\$2.0 million on an annualised basis, estimated ROI of over 8.0%

Novotel Singapore Clarke Quay

- Grand Ballroom (and adjoining foyer) fully renovated to enhance its competitiveness in the conference and wedding markets

Grand Copthorne Waterfront

- 93 Club rooms were refurbished to provide greater appeal to guests

Mercure & Ibis Brisbane

- Mercure Brisbane completed full rooms refurbishment
- Ibis Brisbane completed lobby renovations

(1) Area does not include the Galleria as it is not part of the mall refurbishment

Asset Enhancement Initiatives

- Cold Storage will serve as anchor tenant, occupying approximately 12,500 sq ft of the basement area
- Expected completion in end 2014

Claymore Link (previously Orchard Hotel Shopping Arcade)



Artist's impressions of renovated mall: Facade (left) and main entrance (right)

Asset Enhancement Initiatives

**Novotel
Singapore
Clarke Quay**



**Renovated
Level 6
Grand
Ballroom**

Asset Enhancement Initiatives

**Grand
Cophthorne
Waterfront**



**Renovated
Club
Rooms**

Asset Enhancement Initiatives

**Mercure
Brisbane**



**Refurbished
Rooms**

Asset Enhancement Initiatives

Ibis Brisbane



Renovated Lobby



Management Strategy

Capital Management Strategy



Healthy Balance Sheet

- Maintained a healthy gearing ratio, with ample debt headroom to capitalise on potential acquisition opportunities

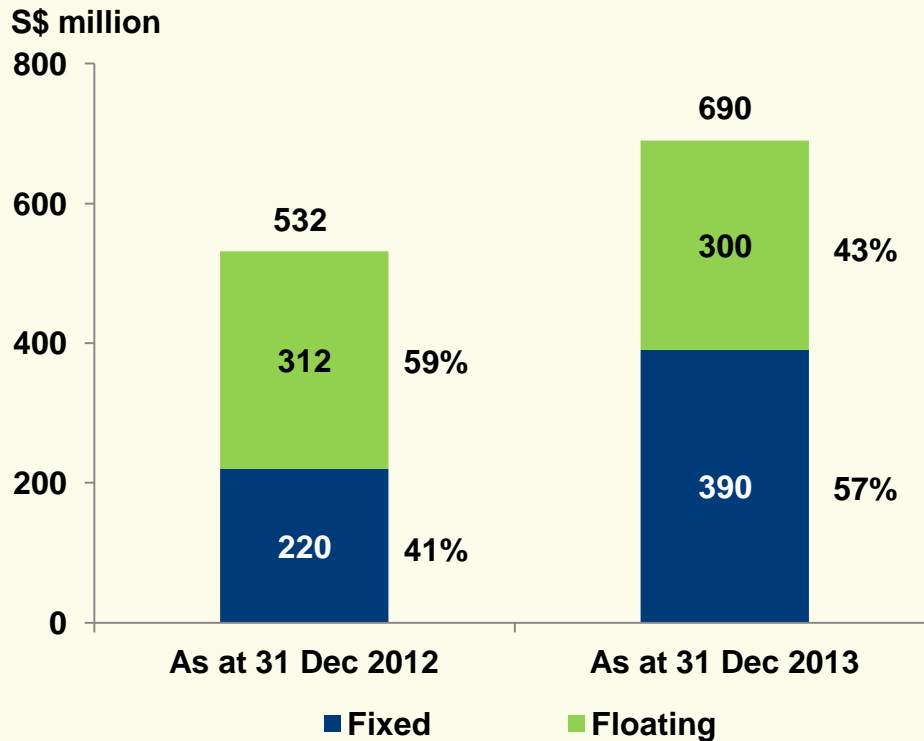
	As at 31 Dec 2013	As at 31 Dec 2012
Net Asset Value per Unit	S\$1.63	S\$1.61
Total Assets (S\$'000)	2,323,068	2,133,958
Borrowings (S\$'000)	690,093 ⁽¹⁾	531,778 ⁽¹⁾
Gearing	29.7%	24.9%
Fitch Issuer Default Rating	BBB-	BBB-
Weighted Average Debt to Maturity	2.6 years	1.8 years

(1) The borrowings are before the deduction of unamortised transaction costs

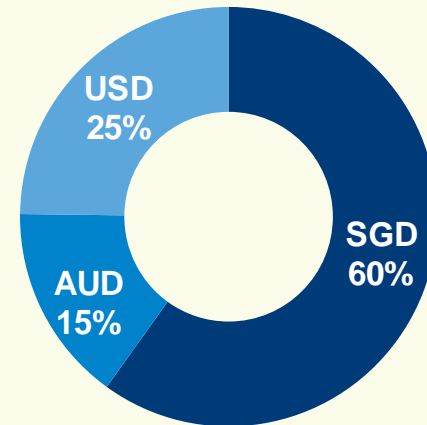
Debt Profile

- Strong operating cash flow has resulted in a high debt service coverage ratio of 8.8 times ⁽¹⁾

Fixed versus Floating Rate Profile ⁽²⁾



Debt Currency Profile ⁽²⁾



(1) Defined as net property income divided by interest paid / payable to banks

(2) USD and AUD borrowings are converted based on the exchange rates of A\$1 = S\$1.1304 and US\$1 = S\$1.2673 as at 31 December 2013

Enhanced Financial Flexibility

- Diversified funding sources in a variety of currencies, tenures and interest rate structures
- Fully unsecured debt

Debt Facilities as of 31 Dec 2013

Medium Term Notes

- Total of S\$273.6 million MTN issued under the S\$1.0 billion multi-currency MTN programme
- Tenure: 3-year and 5-year

Revolving Credit Facility

- S\$200.0 million multi-currency committed RCF, of which S\$60.0 million remains unutilised
- Tenure: 3-year term

Term Loan Facility

- A\$93.2 million (S\$105.4 million) bank facility and US\$75.0 million (S\$95.0 million) loan facility
- Tenure: 3-year term and 5-year term respectively

Acquisition Facility

- S\$300.0 million uncommitted multi-currency bridging facility, of which approximately S\$223.9 million remains unutilised
- Tenure: 1-year term ⁽¹⁾

(1) One-year term from first drawn down date (where the amount is drawn in multiple tranches)



Conclusion



Conclusion

Stable Distribution

- 1 Income distributed for FY 2013 was S\$106.7 million

Strategically Located Assets

- 2 Exposure to prime properties, which are strategically located in key gateway cities or high RevPAR markets

Record High Portfolio Value

- 3 Portfolio value grew to a record high of S\$2.2 billion through acquisitions and valuation gains

Strong Financial Position

- 4 Robust balance sheet presents ample debt headroom for acquisitions

Growth Focused

- 5 Strong focus on growing our investment portfolio through acquisitions and asset management



Thank you

