



ahtrust
ascendas hospitality trust

3rd Annual General Meeting

2 July 2015

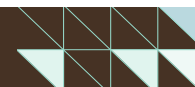
SYDNEY • MELBOURNE • BRISBANE • BEIJING • TOKYO • OSAKA • SINGAPORE

Disclaimer

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 and foreign exchange rate trends, cost of capital and capital availability, competition from similar developments, shifts in expected levels of average daily room rates and occupancy, 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. Investors are cautioned not to place undue reliance on these forward looking statements, which are based on the Managers' current view of future events.

The Australian Dollar, Chinese Renminbi, Japanese Yen and Singapore Dollar are defined herein as "AUD", "RMB", JPY" and "SGD" or "S\$", respectively.

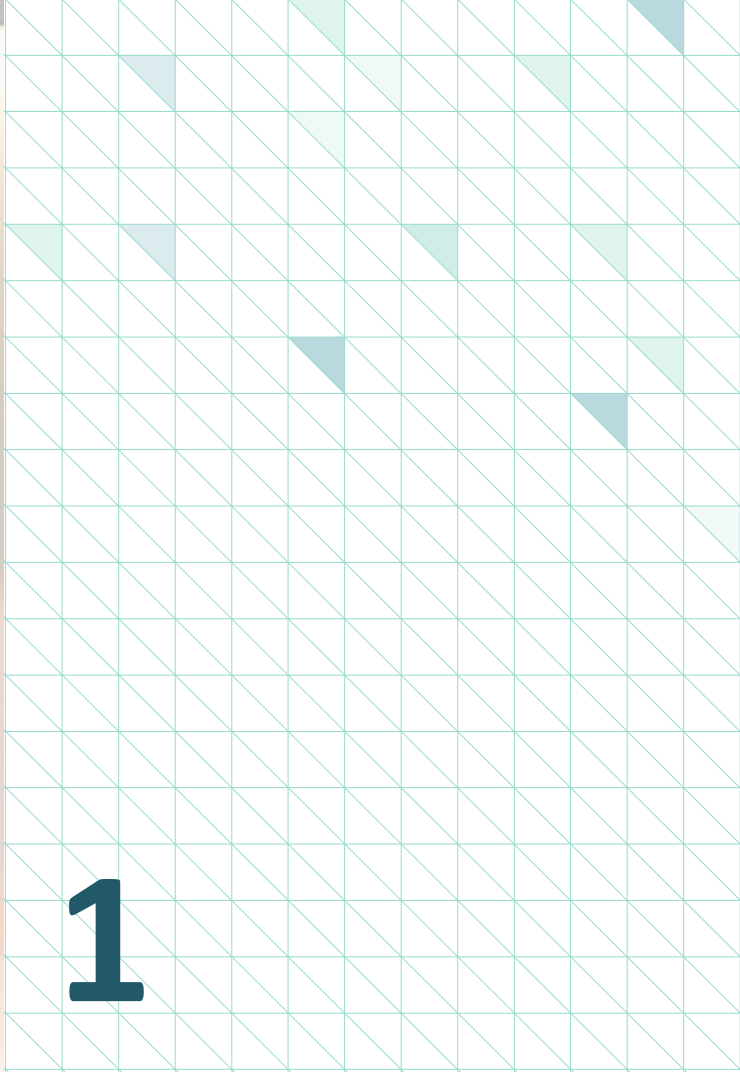
Any discrepancies in the figures included herein between the individual amounts and total thereof are due to rounding.





Contents

- 1** Overview of A-HTRUST
- 2** Year in Review
- 3** Strategy
- 4** Moving Ahead

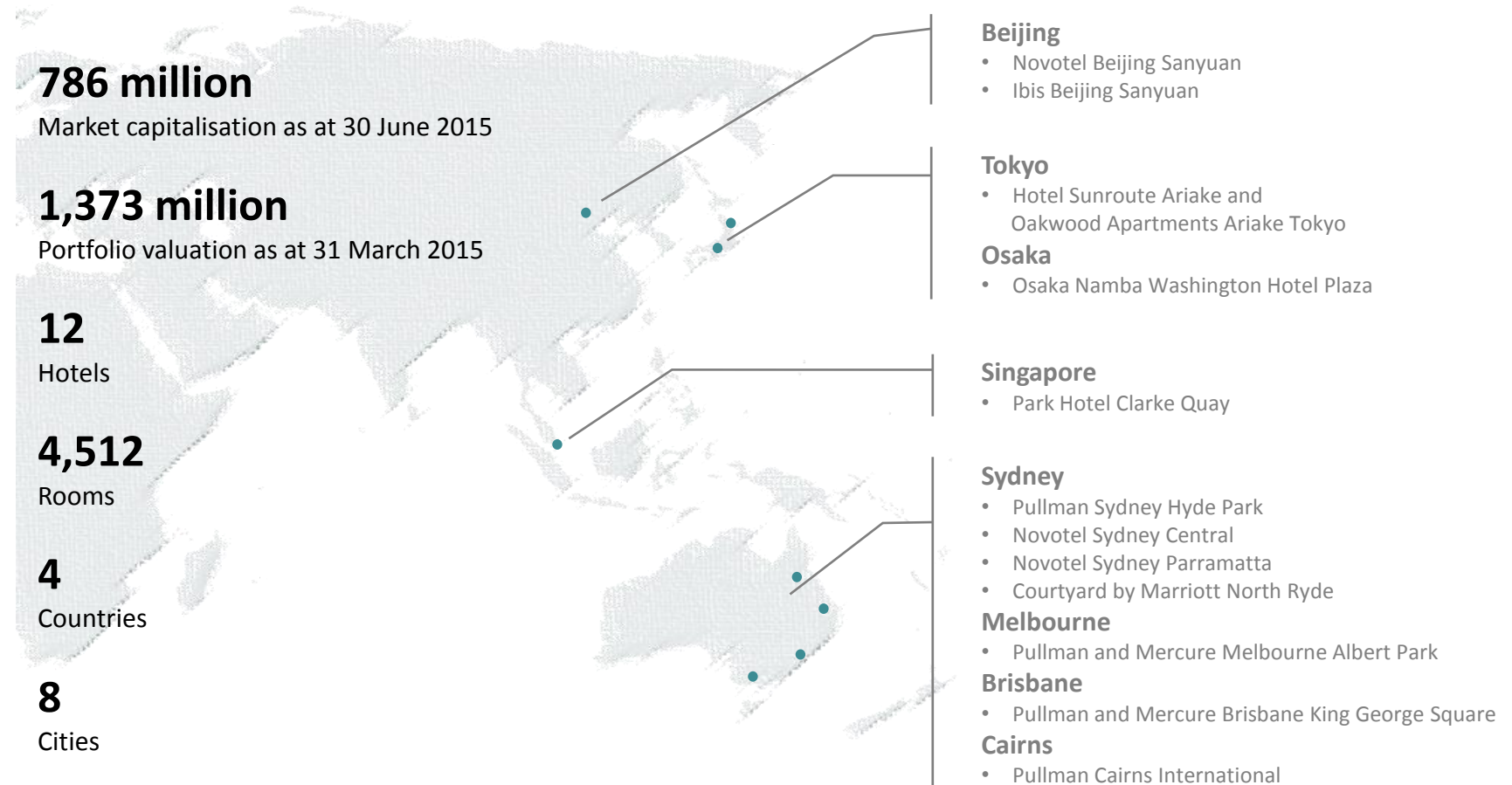


1

Overview of A-HTRUST

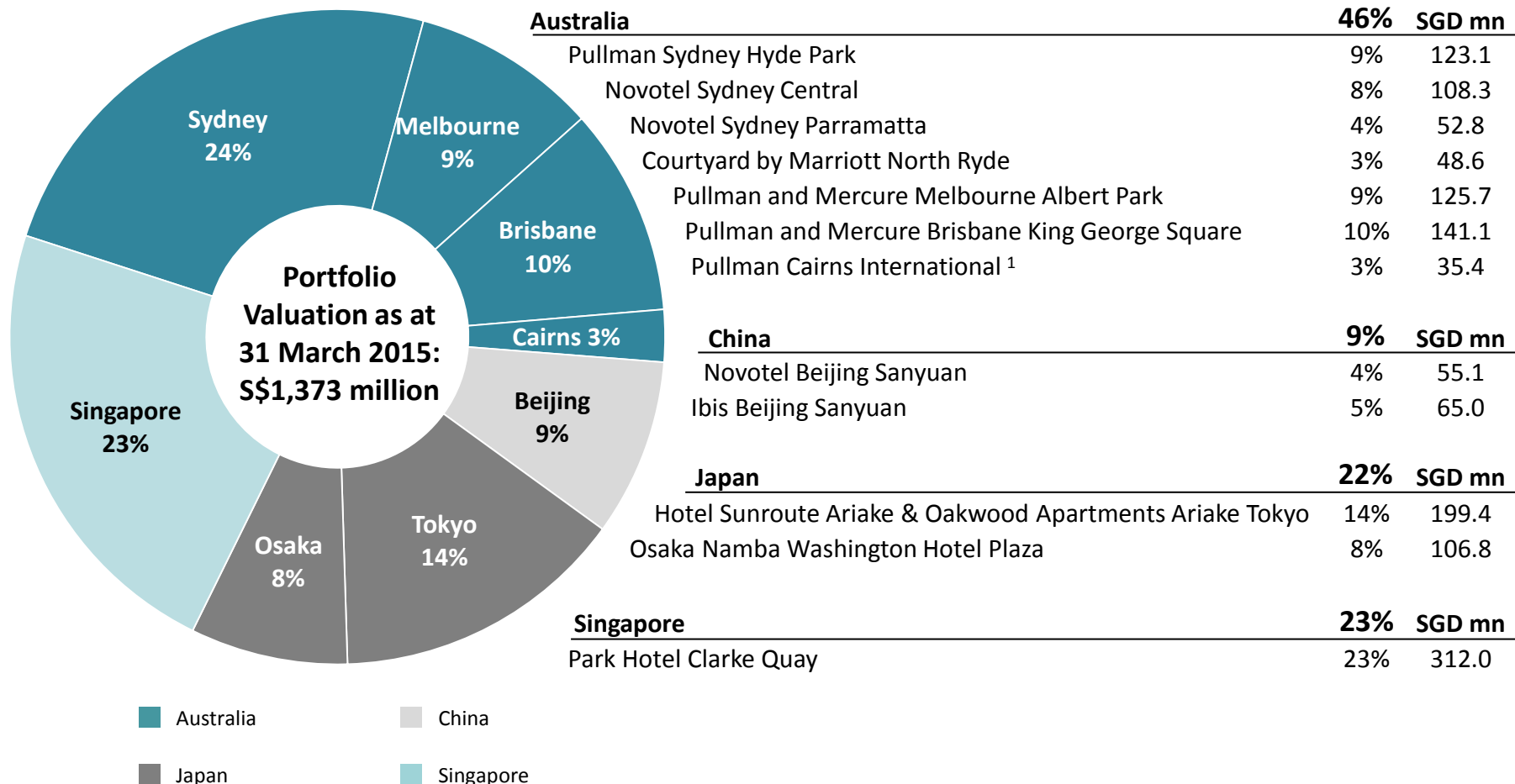
Overview of Ascendas Hospitality Trust

A hospitality trust with a focus on pan-Asian region



Valuation Breakdown by Cities and Hotels

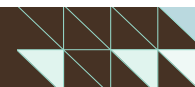
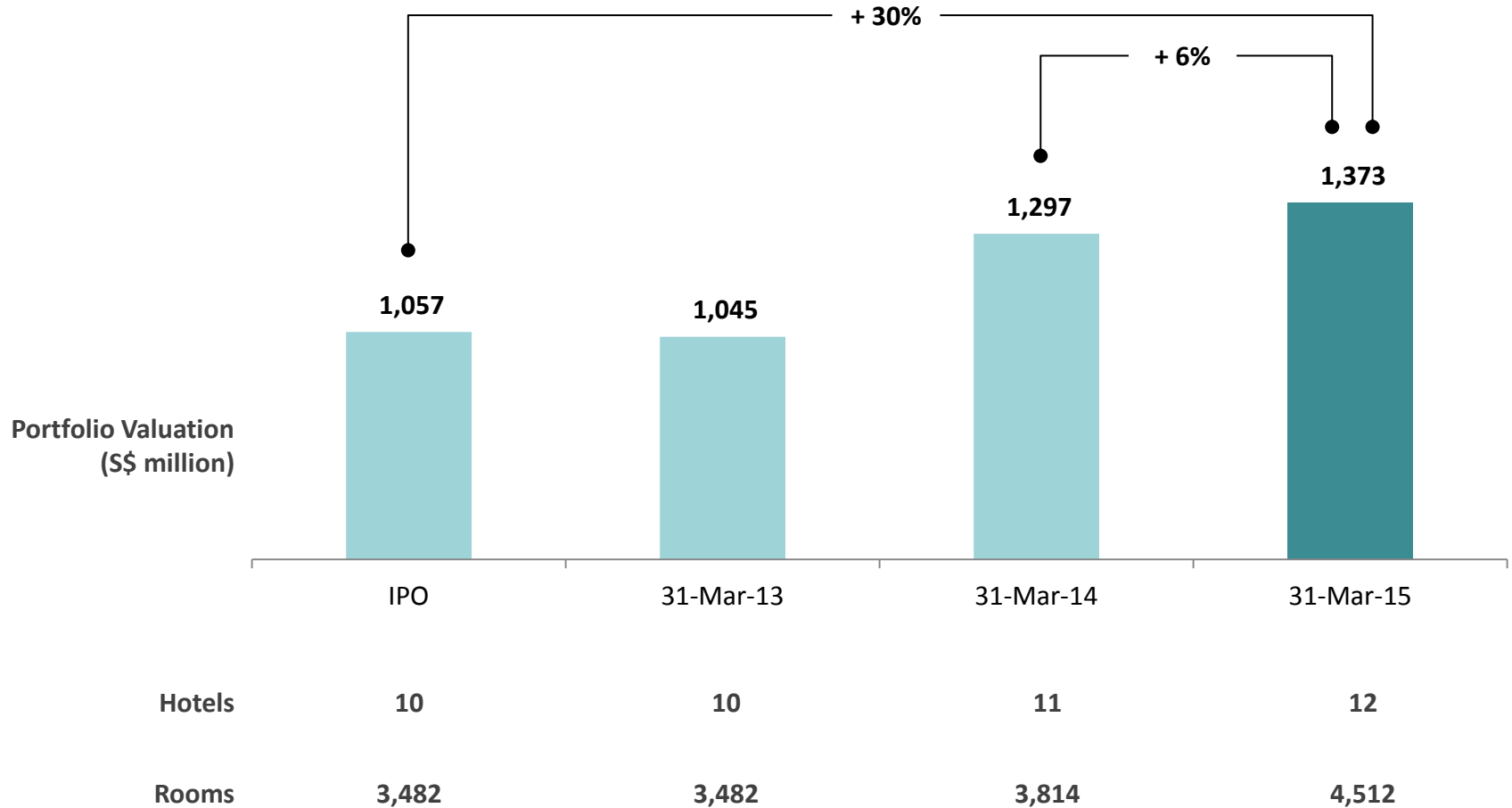
✦ Well-diversified portfolio as Australia portfolio falls below 50% of aggregate portfolio value



Note:

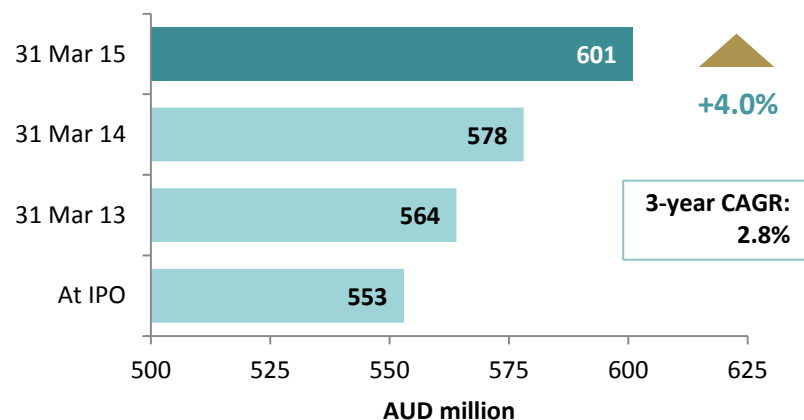
1. Refers to A-HTRUST's 50% ownership of Pullman Cairns International

Portfolio grown by 30% since IPO

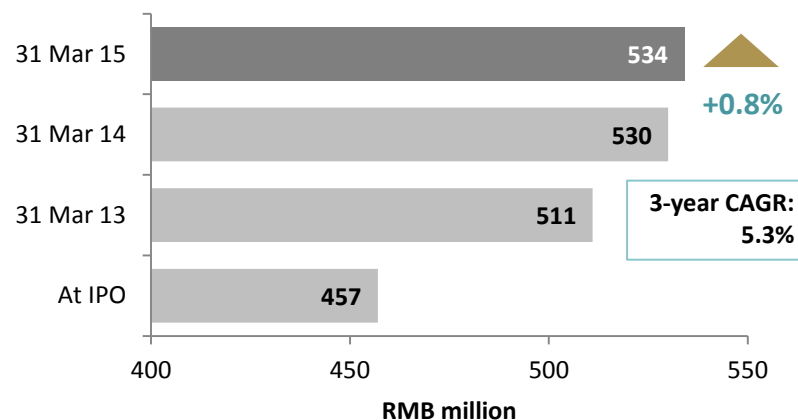


Portfolio Continued to Grow

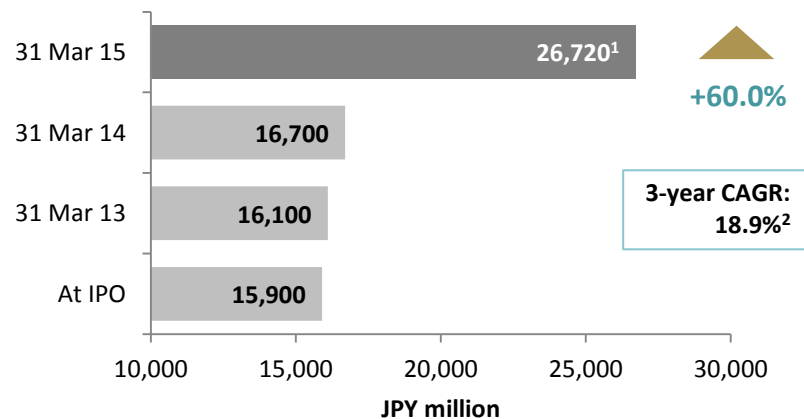
Australia



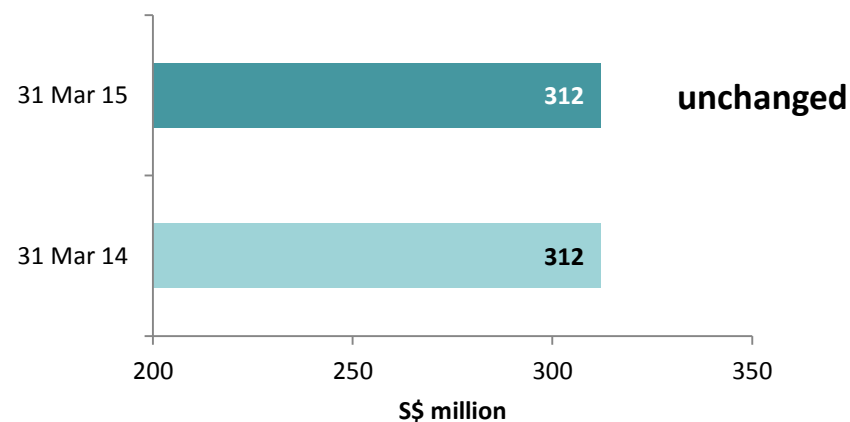
China



Japan



Singapore

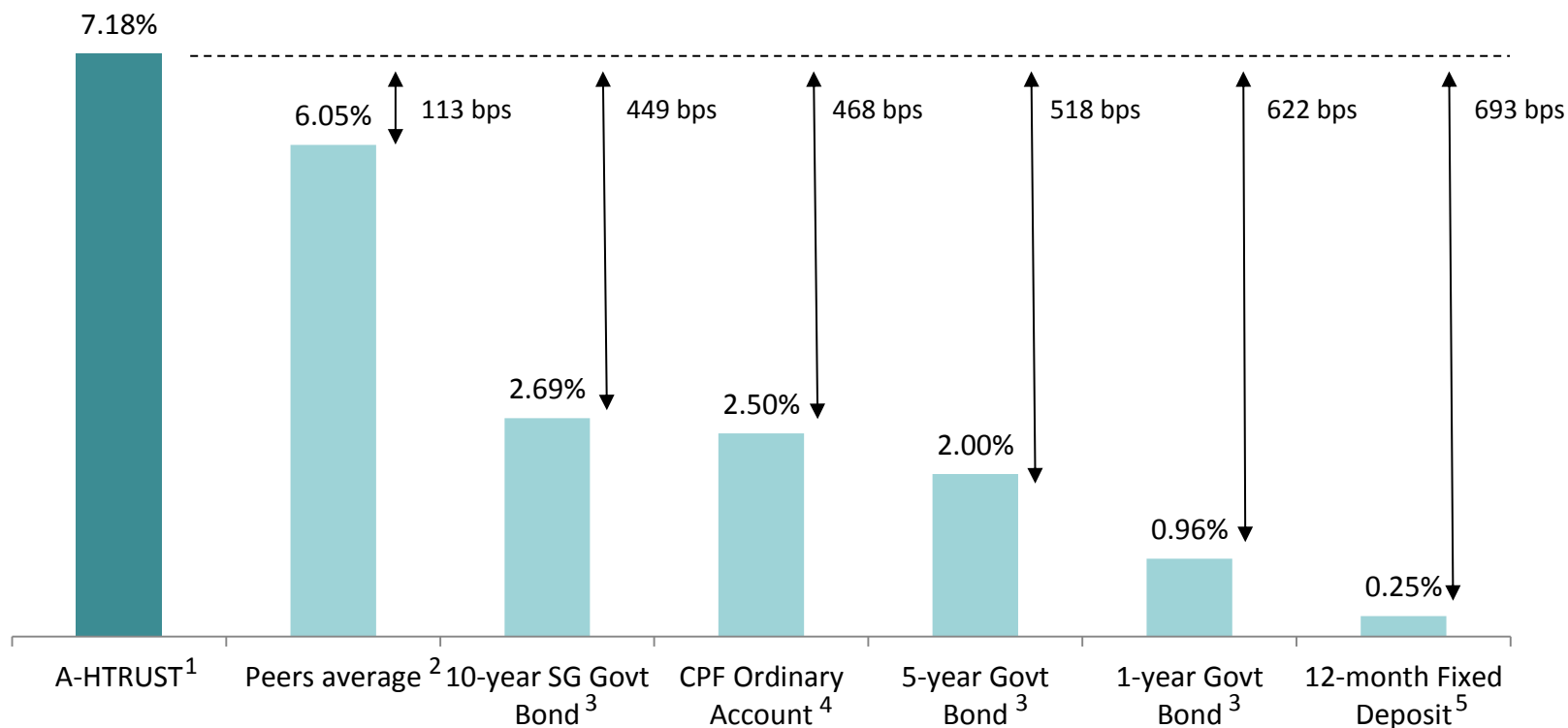


Notes:

1. Valuation of Hotel Sunroute Ariake was JPY17,400 million as at 31 March 2015
2. Excluding valuation of Osaka Namba, 3-year CAGR for Japan portfolio is 3.1%

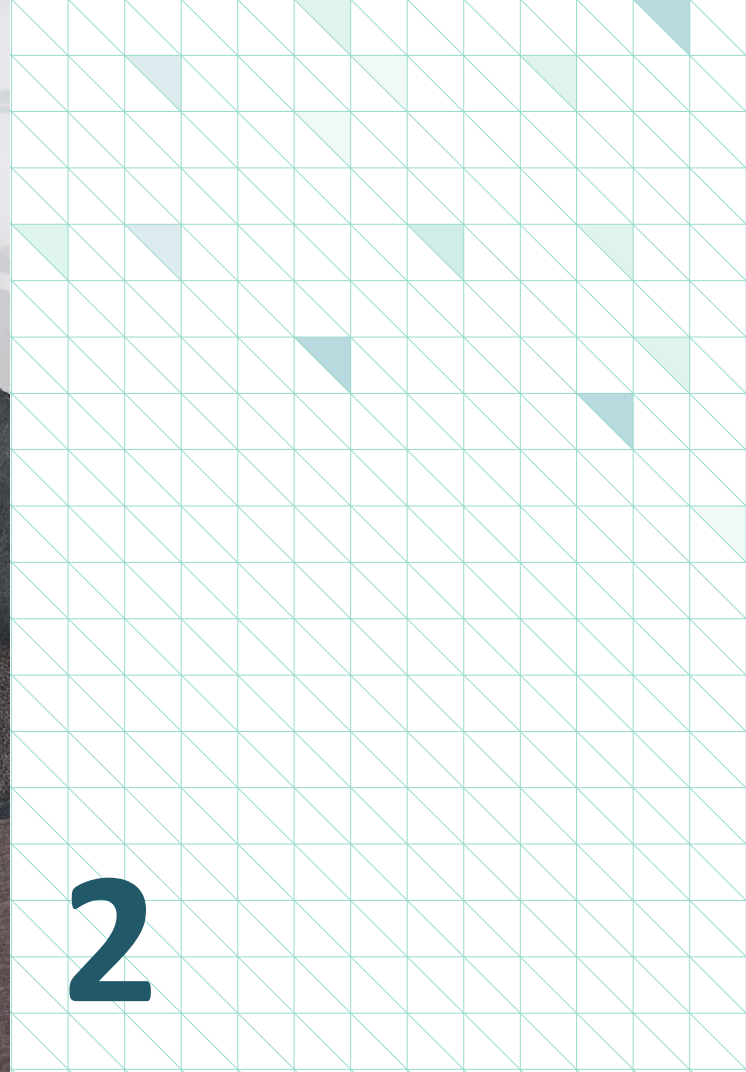


Competitive Yield Spread



Note:

1. Based on DPS of 5.06 cents for FY2014/15 and closing price of stapled security as at 30 June 2015
2. Based on annualised DPS of peers for quarter ended 31 March 2015 and closing prices as at 30 June 2015
3. Based on prices as at 30 June 2015. Source: website of Singapore Government Securities (www.sgs.gov.sg)
4. Based on interest paid for ordinary account of 2.5% per annum from 1 July 2015 to 30 September 2015 as stipulated in CPF website. Source: website of CPF (www.cpf.gov.sg)
5. Average of the fixed deposit per annum rates offered by the three local banks for deposits less than S\$1.0 million. Source: website of the respective banks

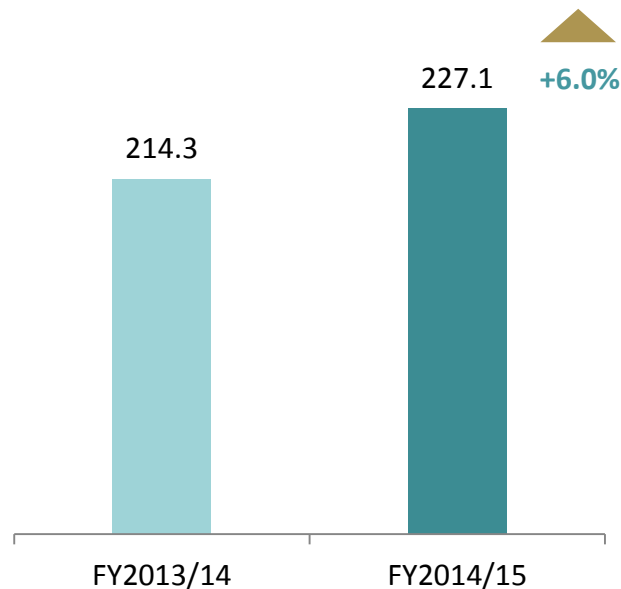


2

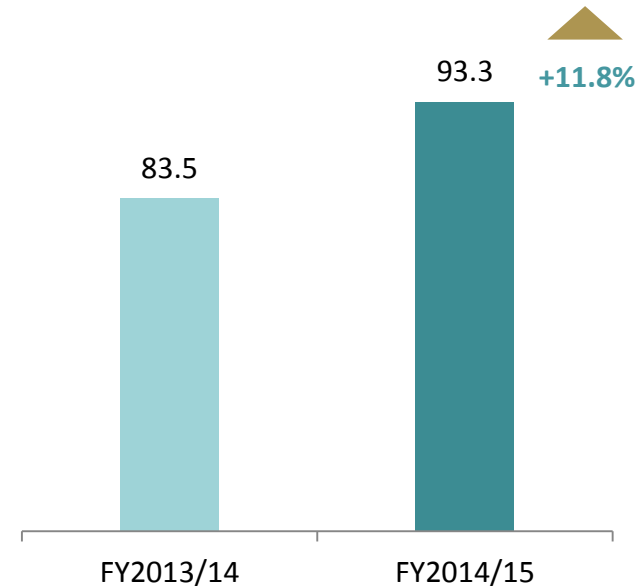
Year in Review

FY2014/15 Financial Highlights

Gross Revenue
(\$ million)



Net Property Income
(\$ million)

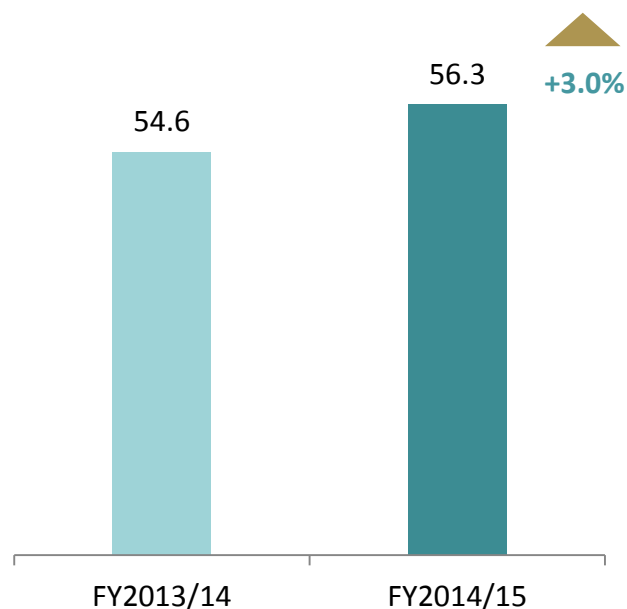


- Contribution from Osaka Namba Washington Hotel Plaza and full year contribution from Park Hotel Clarke Quay
- Strong performance from the Australia portfolio
- Oakwood Apartments Tokyo continue to benefit from change of operator
- Partially offset by weakening of AUD and JPY against SGD

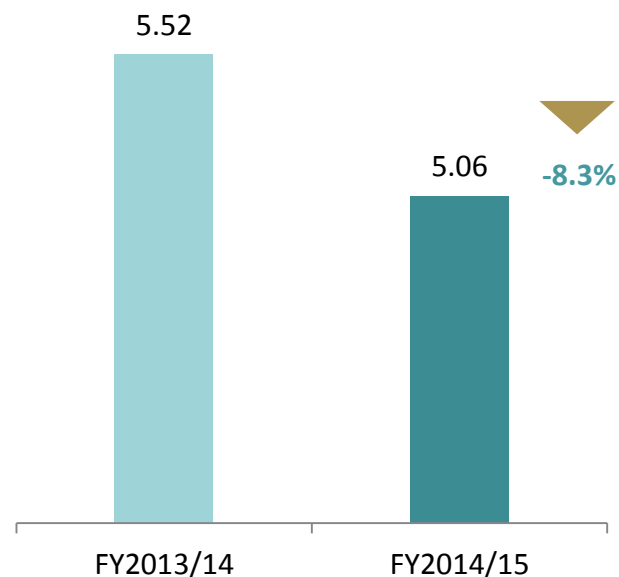


FY2014/15 Financial Highlights

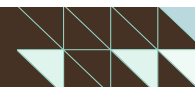
Distributable Income
(S\$ million)



Distribution per Stapled Security
(cents)



- Increase in distributable income as a result of increase in net property income
- Partially offset by:
 - Costs in relation to the unwinding of AUD/SGD cross currency swap
 - Higher finance costs incurred due to natural hedge of local borrowings at asset level

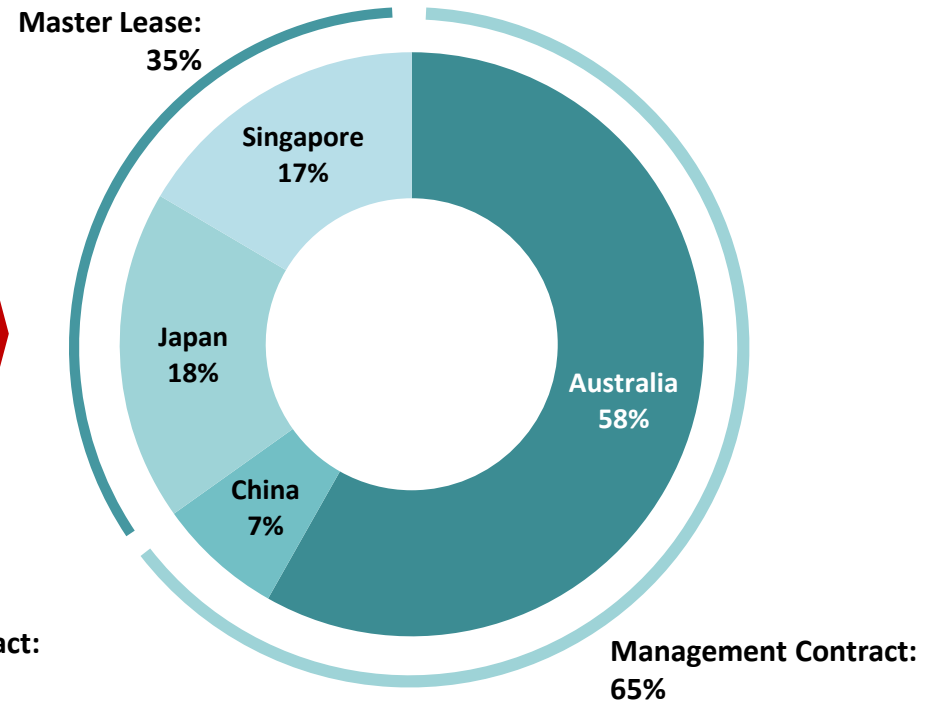
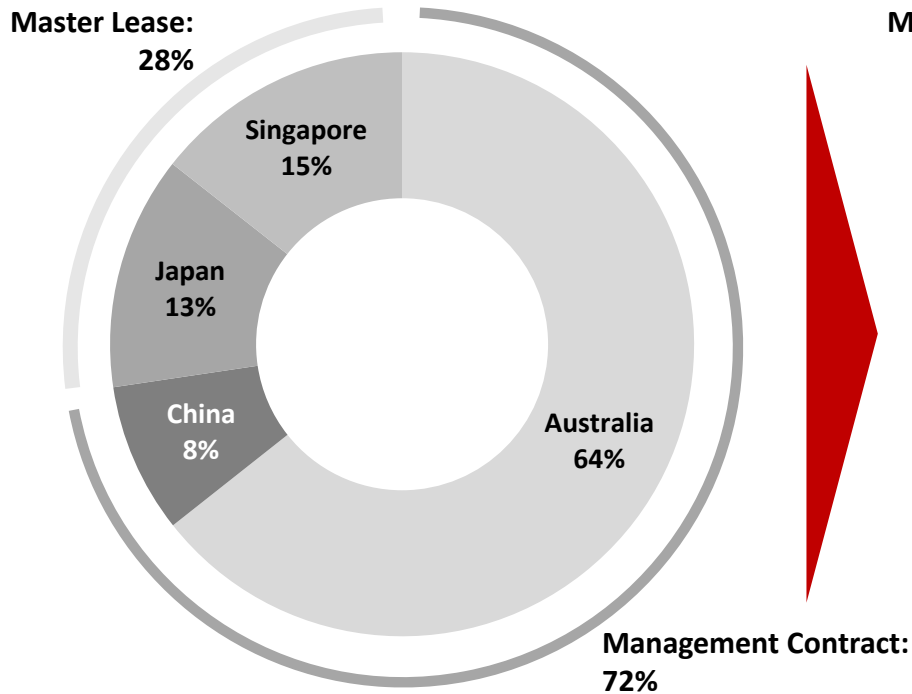


Increased Income Stability

- ✦ Master lease arrangement of Osaka Namba increased income stability

FY2013/14 Net Property Income

FY2014/15 Net Property Income



FY2014/15 Portfolio Highlights

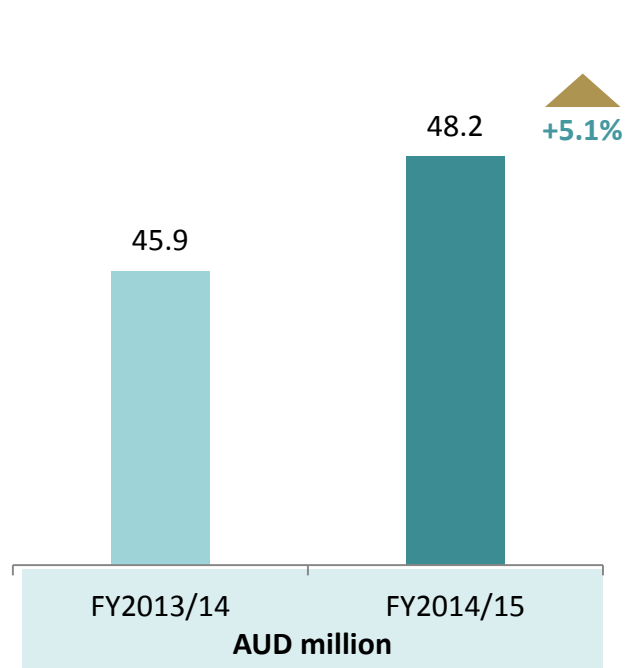
		AOR ¹		ADR ¹		RevPAR ¹	
Management Contract	Australia	84.0%	3.0pp y-o-y growth	AUD 173	3.0% y-o-y growth	AUD 145	5.1% y-o-y growth
	China	81.9%	1.6pp y-o-y growth	RMB 402	0.2% y-o-y growth	RMB 330	2.2% y-o-y growth
Master Lease	Japan ²	<ul style="list-style-type: none"> Operational statistic applies to Oakwood Apartments Ariake Tokyo only 				JPY 8,021	57.7% y-o-y growth
	Singapore	<ul style="list-style-type: none"> Steady rental income contribution from Park Hotel Clarke Quay 					

Note:

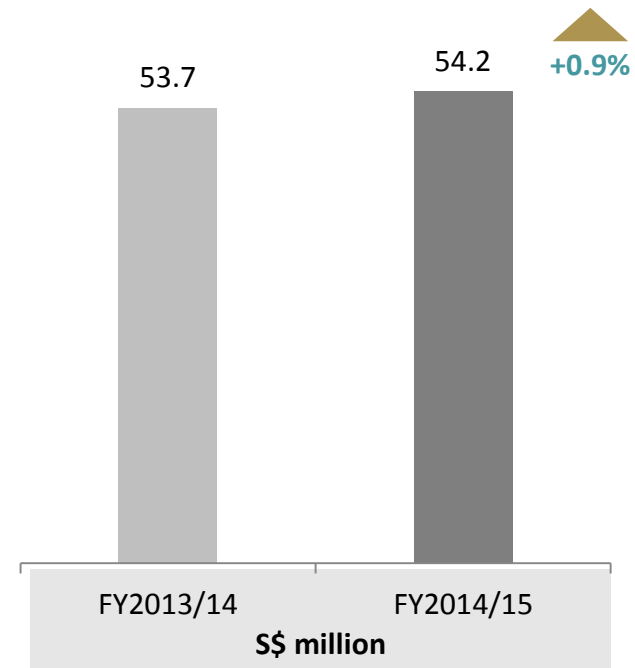
1. AOR: Average Occupancy Rate; ADR: Average Daily Rate; RevPAR: Revenue per Available Room
2. While Japan portfolio is anchored by master lease arrangements, Oakwood Apartments Ariake Tokyo is on management contract arrangement

Australia Portfolio Improved Performance

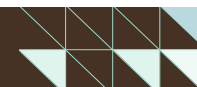
Net Property Income
(AUD million)



Net Property Income
(S\$ million)

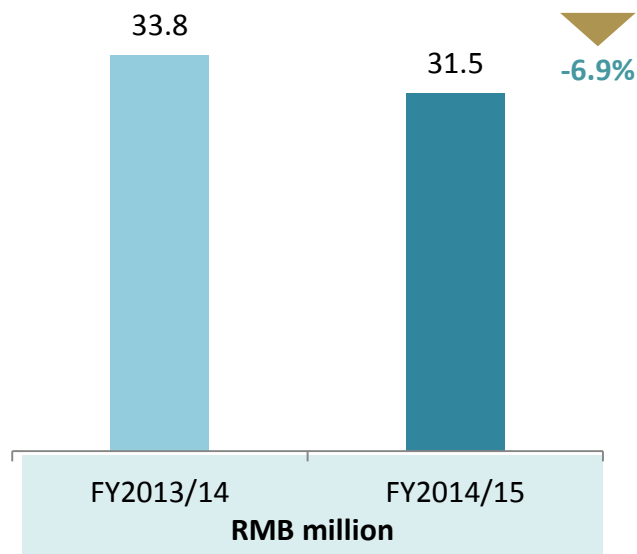


- Average RevPAR in FY2014/15 improved by 5.1%
- Sydney Hotels recorded better performance due to strong demand and conferencing events
- Hotels in Brisbane and Cairns benefitted from G20 Leaders Summit
- Improvement moderated by weakening of AUD against S\$

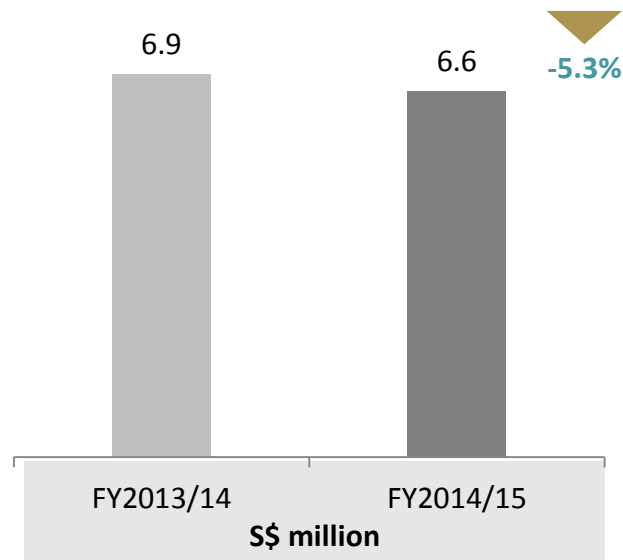


China Portfolio Faced Competition

Net Property Income
(RMB million)



Net Property Income
(S\$ million)

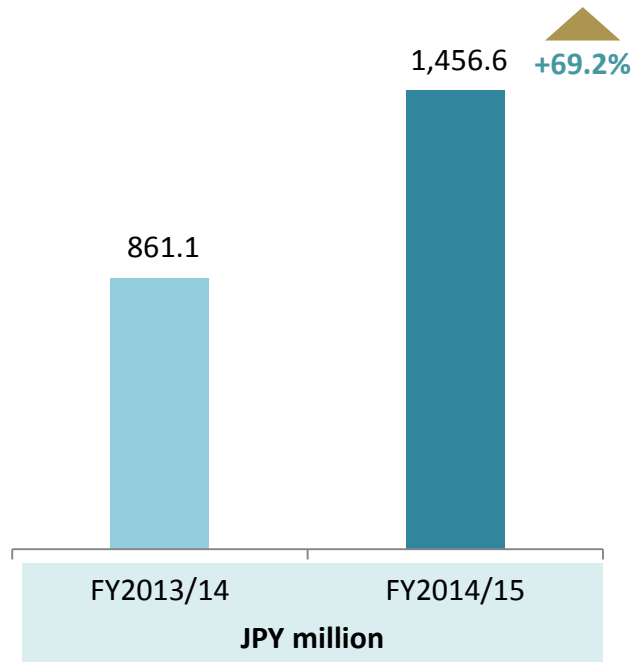


- The government's austerity drive and the increase in hotel supply continued to dampen hotel revenue growth
- International visitors to Beijing fell amid China's slowing growth and currency appreciation
- Despite challenges faced, Beijing hotels demonstrated resilience as average RevPAR in FY2014/15 improved marginally by 2.2%

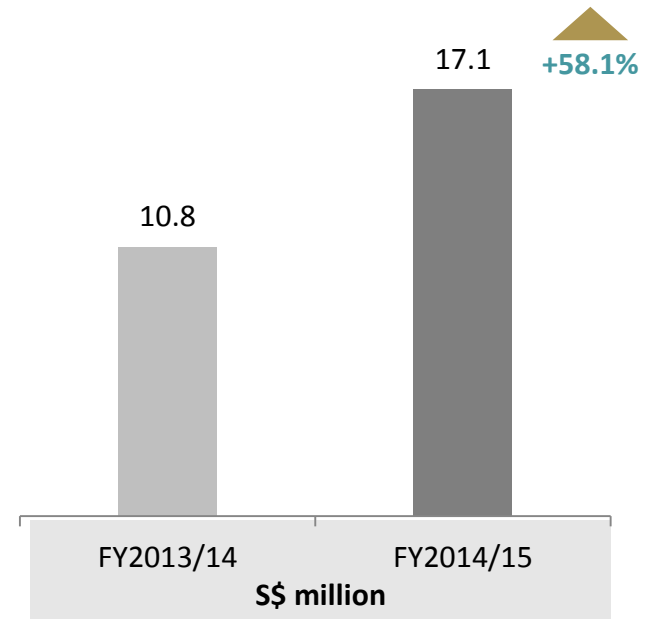


Japan Portfolio Boosted by Acquisition

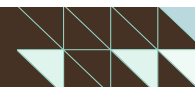
Net Property Income
(JPY million)



Net Property Income
(S\$ million)

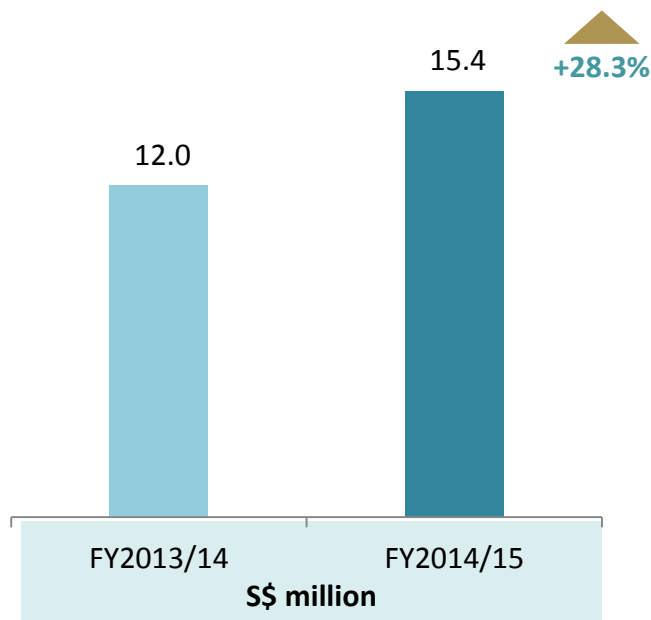


- Japan portfolio boosted by contribution from Osaka Namba
- Japan portfolio primarily anchored by master lease arrangements
- Average RevPAR for Oakwood Apartments Tokyo in FY2014/15 improved by 57.7%
- Improvement moderated by weakening of JPY against S\$



Singapore Portfolio Stable

Net Property Income
(S\$ million)

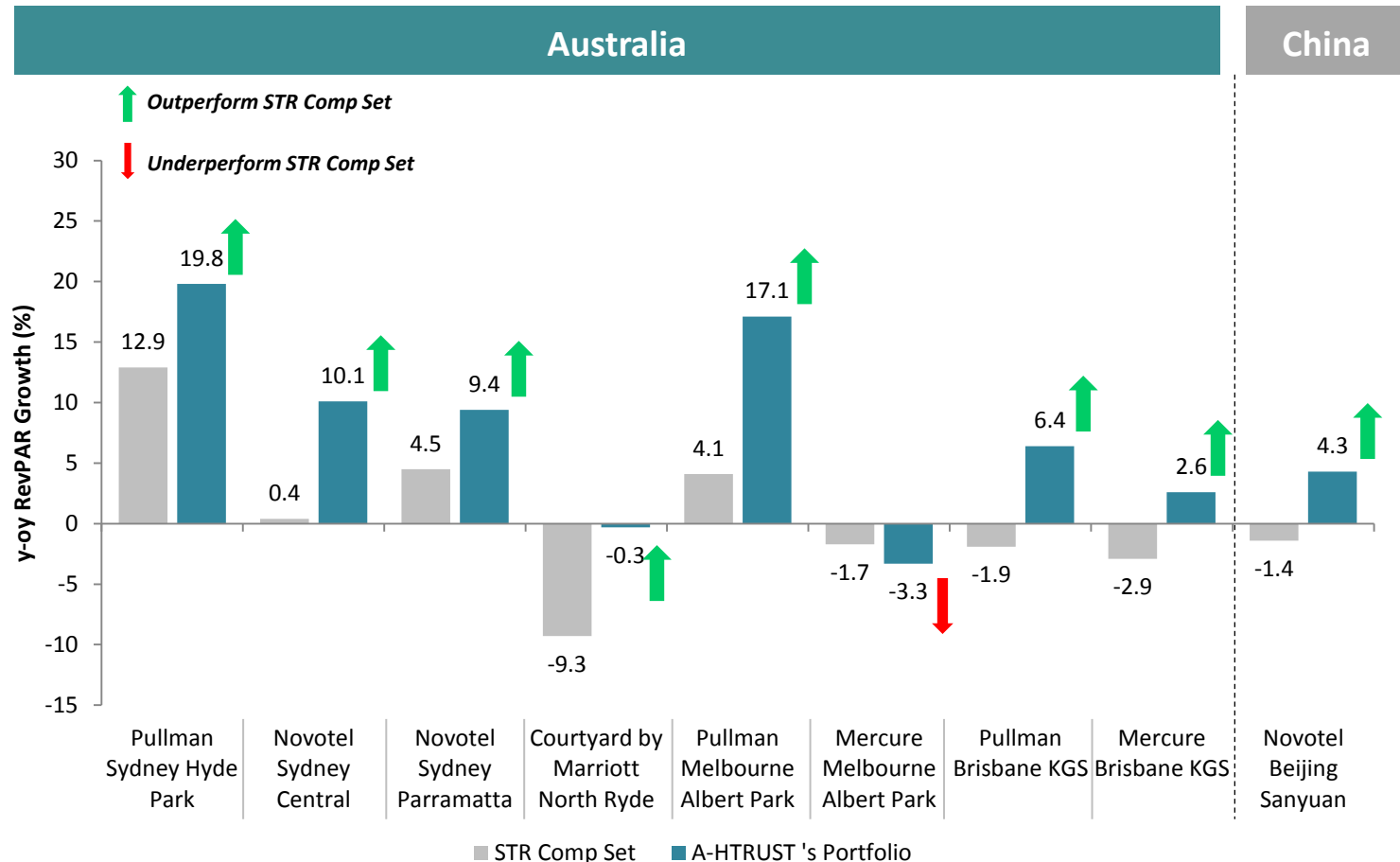


- Net property income derived from Park Hotel Clarke Quay increased due to full year contribution from the hotel in FY2014/15 as compared to approximately three-quarters in FY2013/14
- On an annualised basis, the net property income derived is relatively stable given that a substantial portion of rent is fixed under the master lease arrangement



Strong Performance Underpinned by Quality of Portfolio

- Majority of our hotels outperformed their peers in terms of y-o-y RevPAR growth in calendar 2014, when compared against STR Comp Set¹



Note:

- STR (Smith Travel Research) Global Report tracks a hotel's occupancy, ADR and RevPAR performance against its selected comparable competitors. STR Competitive Set ("STR Comp Set") refers to the average performance of the hotel and its competitors.

Healthy Balance Sheet

✦ Total assets increased to S\$1,459.7 million as at 31 March 2015

	As at 31 March 2015	As at 31 March 2014
Borrowings	S\$543.7 million	S\$485.1 million
Total Assets	S\$1,459.7 million	S\$1,365.9 million
A-HTRUST Gearing ¹	37.2%	35.5%
- A-HREIT Gearing	28.2%	28.4%
- A-HBT Gearing	42.3%	40.0%
Weighted average interest rate	3.2%	3.0%
Weighted average debt to maturity	2.5 years	3.6 years
Net asset value per stapled security	S\$0.74	S\$0.77

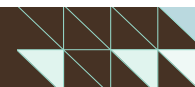
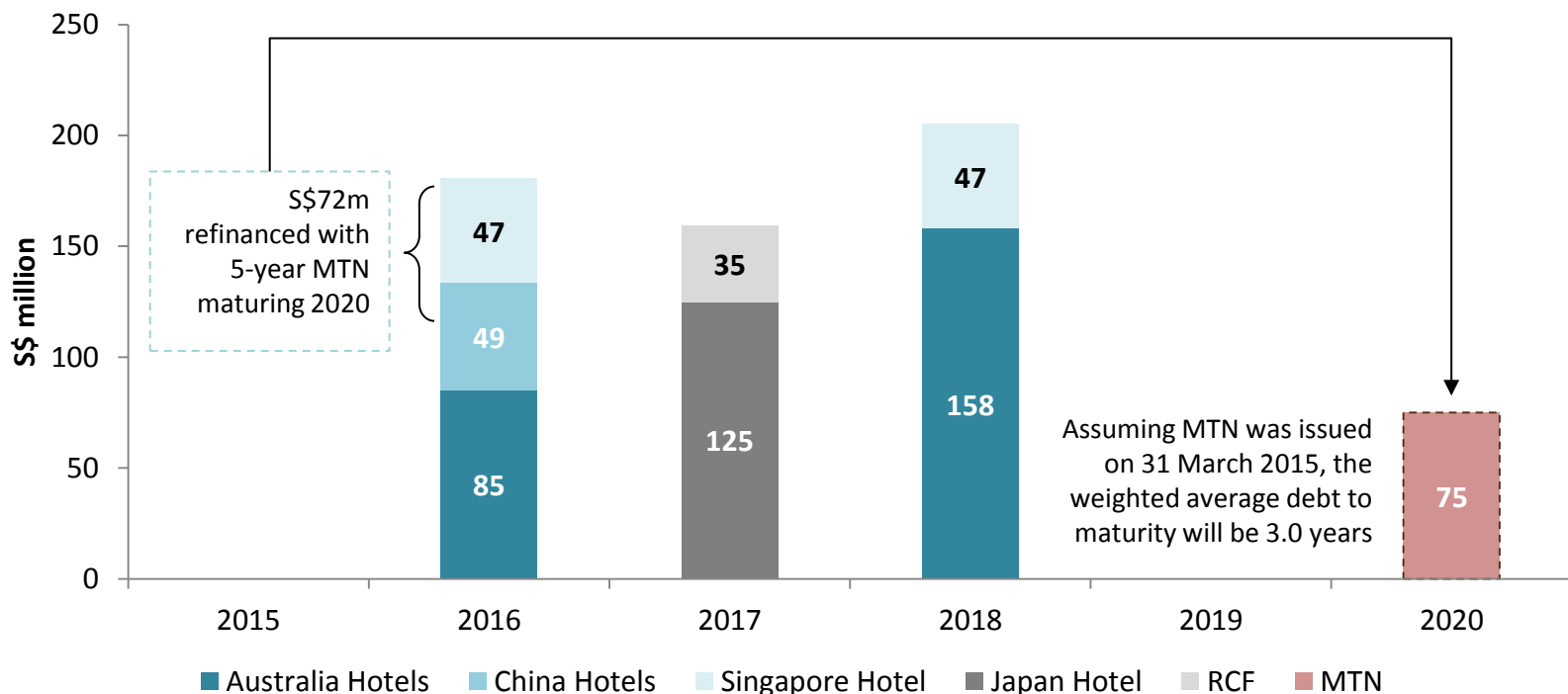
Note:

1. Gearing is computed based on total debt over total assets



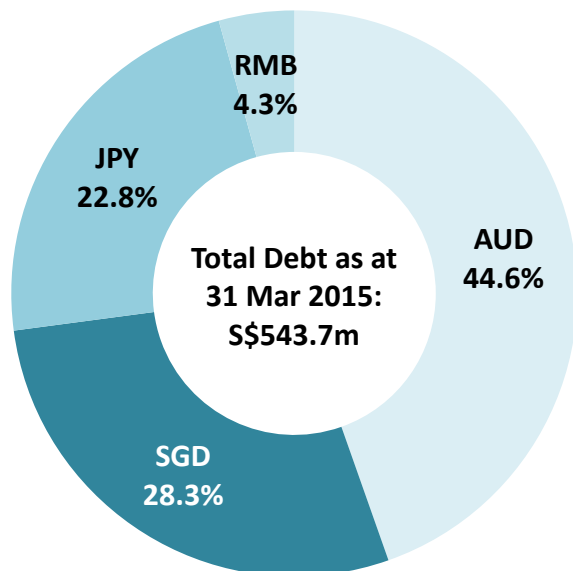
Balanced Debt Profile

- ✘ As at 31 March 2015, weighted average debt to maturity was 2.5 years
- ✘ In April 2015, A-HTRUST issued the first series of notes from its MTN program amounting to S\$75 million with an interest rate of 3.3% per annum on a 5-year tenor
- ✘ The proceeds were substantially used to refinance certain borrowings maturing in June 2016
- ✘ There is no refinancing requirement until July 2016 when loan of S\$23 million matures



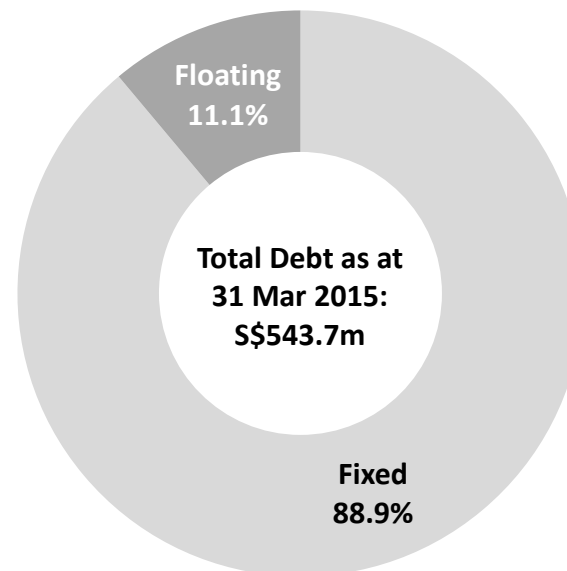
Prudent Capital Management

Debt Currency Profile

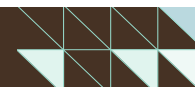


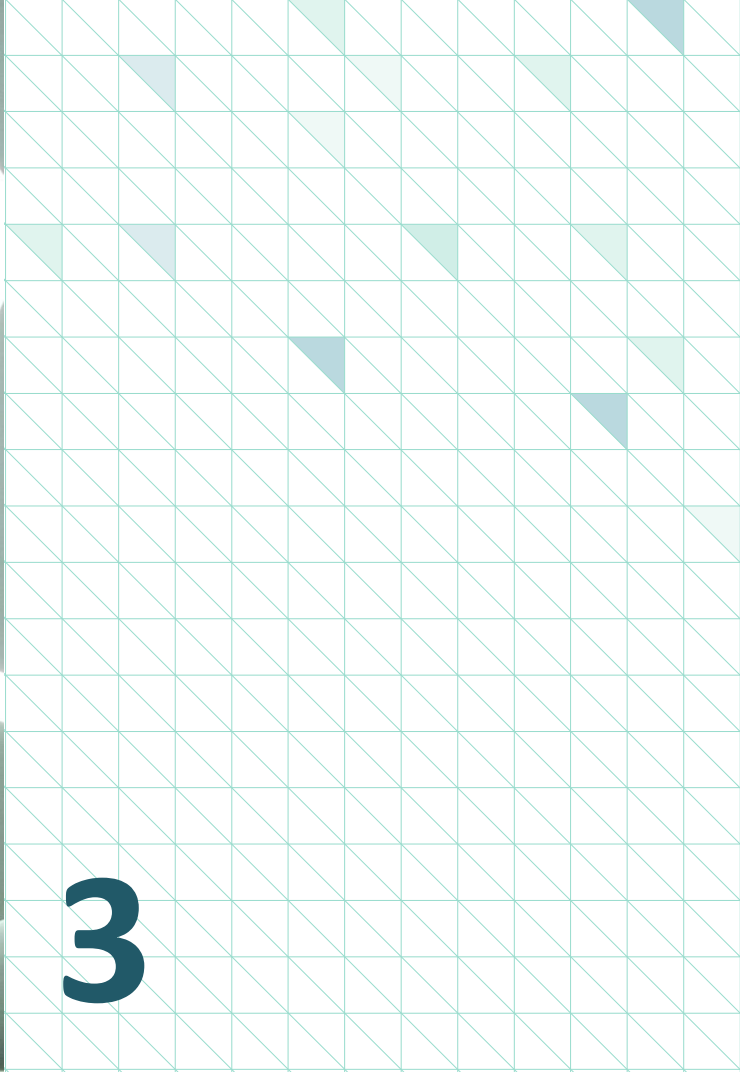
- As at 31 March 2015, more than 95% of total borrowings are matched with the natural currencies of the assets

Interest Rate Profile



- 88.9% of total borrowings are on fixed-rate
- Minimise exposure to interest rate volatility and impact on distribution





3

Strategy

Delivering Sustainable Growth

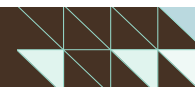
- ✓ Pursue and acquire properties that can improve the overall quality of the portfolio



- ✓ Work towards improving the value of its hotels and enhance growth potential

- ✓ Seek the right development activities which can provide optimal risk-adjusted returns

- ✓ Manage exposures to risks, maintain a prudent level of borrowings and strong balance sheet



Asset Management – Pullman Hyde Park



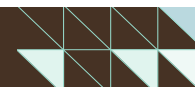
- ✘ In October 2014, the refurbishment of the office space portion of Pullman Hyde Park was completed
- ✘ The refurbished office space offers premium office space in a central location that would attract businesses demanding higher quality office space
- ✘ The office component comprises five floors of quality office space with a total net leaseable area of approximately 4,600 sqm

- ✘ The office space will be fully leased out by July 2015, and average effective rent after refurbishment is approximately 20% higher compared to average effective rent before the refurbishment



Key features of the refurbished facilities:

- ✓ Improved building access and lobby area
- ✓ Created features for wheelchair-bound users



Asset Management – Novotel Parramatta Sydney

- ✘ In December 2014, the refurbishment of multi-purpose conference and event spaces in Novotel Sydney Parramatta was completed
- ✘ The hotel has 11 multi-purpose conference and event spaces with a total area of 915 sqm
- ✘ Conferencing revenue for January to March 2015 (after refurbishment) up 85% y-o-y

Key features of the refurbished facilities:

- ✓ Ability to cater for meetings of 5 people up to 550 people
- ✓ Star venue, Lennox Ballroom, is the largest column-free hotel ballroom in the Parramatta region
- ✓ Customised lighting and colour system in the ballroom ceiling that can be personalised to suit individual events



Asset Management – Novotel Sydney Central



- ✘ In December 2014, the management of the car park facility in Novotel Sydney Central was outsourced to Wilson Parking
- ✘ Given that Novotel Sydney Central has 600 car park lots, there is critical mass for outsourcing so as to improve the efficiency in operation
- ✘ This also allows the resources of the hotel operator to be focused on the improvement of the hotel performance
- ✘ Wilson Parking is a market leader in car park operations in Australia, with a wealth of industry experience and expertise



Acquisition / Asset Management – Osaka Namba

- ✘ Completed the acquisition of Osaka Namba Washington Hotel Plaza on 15 April 2015 for JPY8.9 billion
- ✘ The 698-room hotel is centrally located in the Namba area in the heart of Minami, Osaka's most prominent dining, entertainment and shopping district
- ✘ In May 2015, entered into new master lease which will commence in January 2016 and provide uplift of 13% in fixed rent.
- ✘ Rent structure of new master lease will provide downside protection with potential upside
- ✘ Hotel will be operated under "Sunroute" brand from January 2016 and will undergo renovation in early 2016
- ✘ Latest valuation of JPY9.3 billion as at 31 March 2015 represents a premium of 5% to acquisition price



Asset Management – Osaka Namba



 HOTEL SUNROUTE OSAKA NAMBA*

Reception Area Design



Dining Area Design

Guest Room Design



Note: Please note that the above designs are preliminary and are subject to change

** Change of hotel name and branding with effect from 1 January 2016*

Divestment of Pullman Cairns International



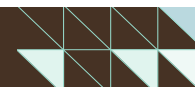
- ✘ In May 2015, A-HTRUST entered into a put and call option deed to divest Pullman Cairns international for AUD75.08 million

Rationale for divestment:

- Only hotel not 100% owned
- Cairns is one of the smaller cities in Australia
- Primarily a tourist destination

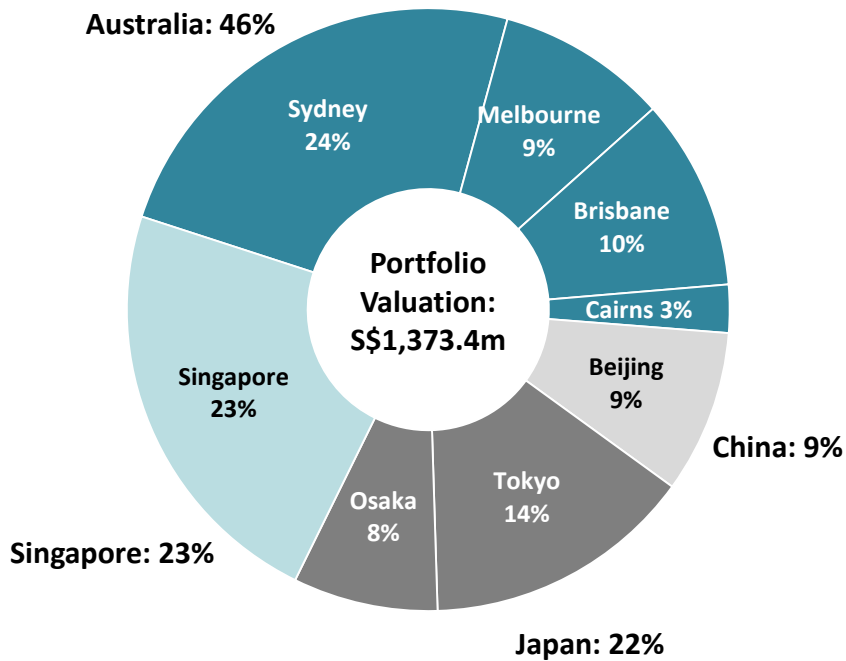
- ✘ The consideration represented a premium of 12% to the latest valuation of AUD67 million as at 31 March 2015

- ✘ Net proceeds to A-HTRUST amounted to AUD20.2 million, to be used for repayment of debts, acquisitions and / or asset enhancements
- ✘ S\$2.0 million from the proceeds to be distributed over FY2015/16
- ✘ Divestment was completed on 29 June 2015



Effects of Divestment

**Breakdown of Valuation
as at 31 March 2015**



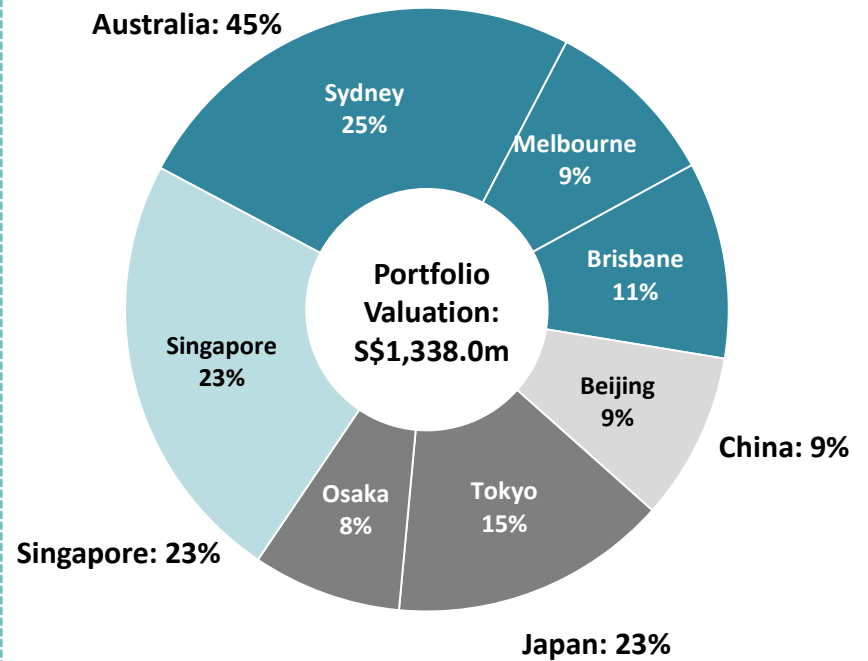
■ Australia

■ China

■ Japan

■ Singapore

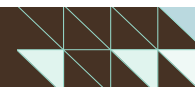
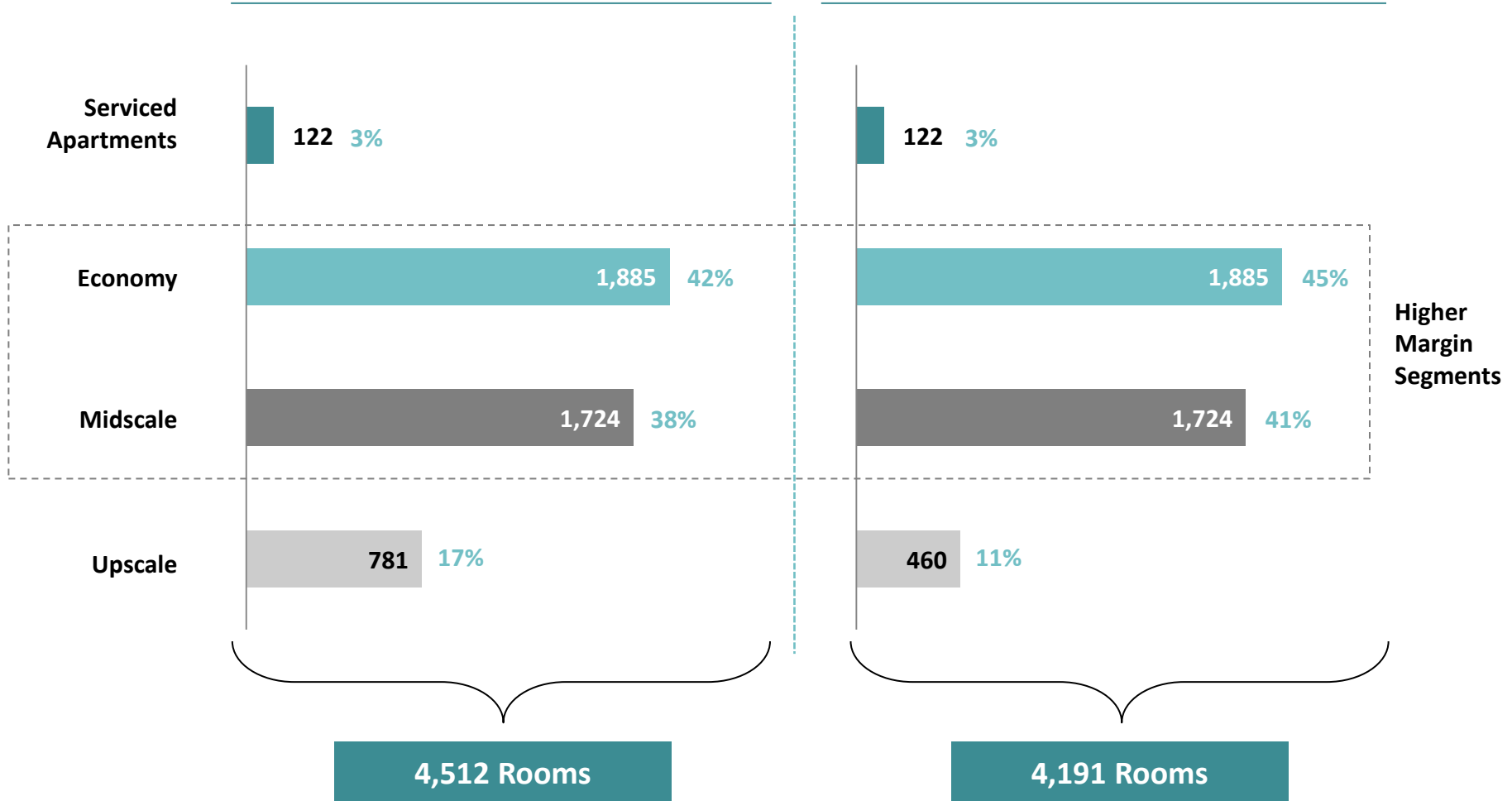
**Breakdown of Valuation
(excluding Pullman Cairns International)**



Effects of Divestment

Breakdown of Room Segments
as at 31 March 2015

Breakdown of Room Segments
(excluding Pullman Cairns International)



Asset Management – Others

- ✦ In addition to the renovation of Osaka Namba in January 2016, 114 Mercure rooms in Pullman and Mercure Brisbane King George Park and 196 rooms in Courtyard by Marriott North Ryde will also be refurbished in FY2015/16
- ✦ This helps to ensure that the rooms are refreshed and remain relevant to travelers



Pullman and Mercure Brisbane King George Square



Courtyard by Marriott North Ryde



A Mercure room in the hotel



A deluxe room in the hotel

Capital and Risk Management

1

Completion of unwinding of AUD/SGD cross currency swap

- ➔ As at 31 March 2015, more than 95% of loans are hedged against the assets in local currencies
- ➔ AUD continued to look weak
- ➔ If the AUD/SGD cross currency swap was left to mature at end June 2015, the loss would have been approximately S\$28 million¹

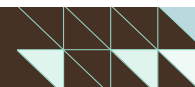
2

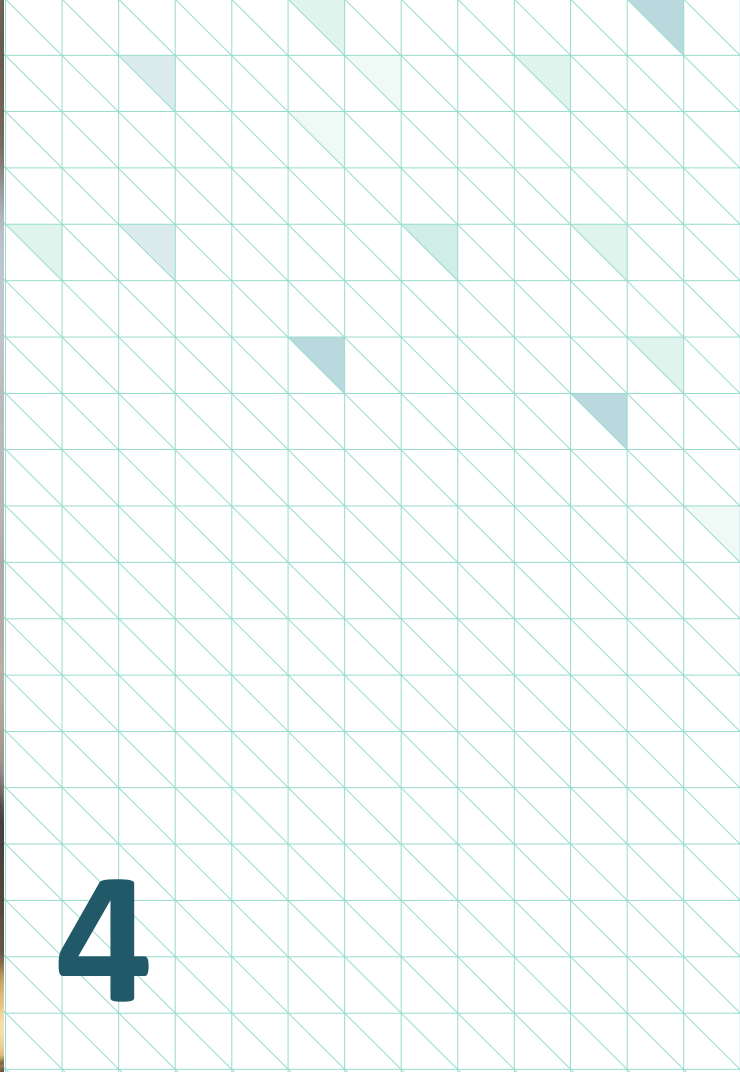
Issuance of notes

- ➔ S\$75 million with an interest rate of 3.3% on a 5-year tenor
- ➔ Fixed rates to minimise exposure to interest rate volatility
- ➔ Extended weighted average debt to maturity
- ➔ Diversified lenders' profile and free up banks' loan capacities for future use

Note:

1. Based on the exchange rate of AUD1.00 : S\$1.03 as at 30 June 2015



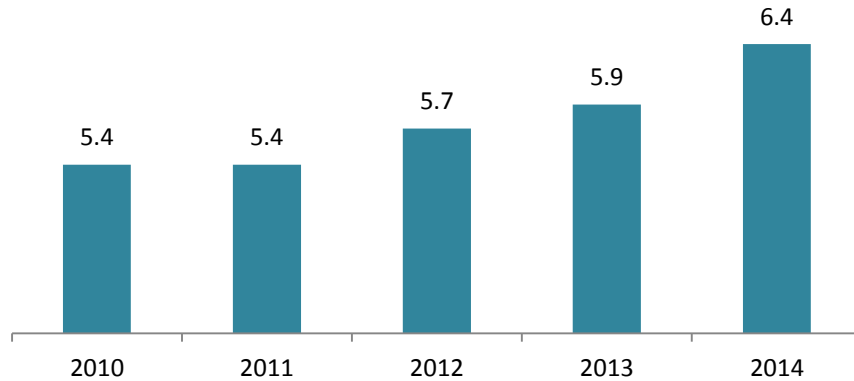


4

Moving Ahead

Australia

International Arrivals to Australia (millions)



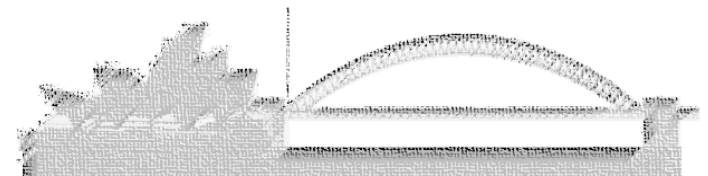
Source: Tourism Research Australia / Jones Lang LaSalle

Australia Hotel Rooms Supply

City	Existing Rooms	Average supply growth rate up to end 2018
Sydney	20,345	3% p.a.
Melbourne	19,304	2% p.a.
Brisbane	8,984	7% p.a.

Source: Jones Lang LaSalle

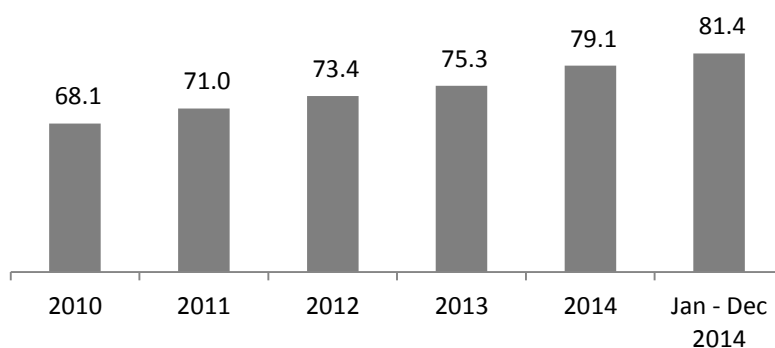
- ✕ International arrivals to Australia grew by 8% to 6.4 million in 2014, compared to 2013
- ✕ There were record arrivals from 14 of Australia's leading 20 markets in 2014, lead by visitors from China which was up 18%
- ✕ The weaker AUD has helped to boost the number of inbound travellers
- ✕ Cities with a larger inventory of rooms such as Sydney and Melbourne are seeing moderate growth in terms of new room supply in the near term



Key Drivers

- 1 Relatively weak AUD drives inbound travellers
- 2 Sydney is a major gateway to Australia as well as Australia's financial center
- 3 Melbourne is a major corporate center and renowned for its extensive calendar of events
- 4 Redevelopment of Barangaroo precinct in Sydney
- 5 Domestic travelling has increased, setting new high in December 2014

Domestic Travelling in Australia¹



- ✓ Domestic overnight trips from Jan – Dec 2014 sets new high at 81.4 million trips, up 7% y-o-y
- ✓ Domestic overnight business trips up 17% y-o-y

Source: Tourism Research Australia

1. figures for 12-month period ending 30 June unless specified

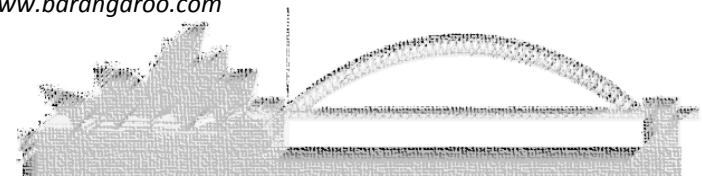
Redevelopment of Barangaroo precinct

- ✓ AUD6 billion project to reinvigorate Sydney's position as a financial services hub in the Asia Pacific



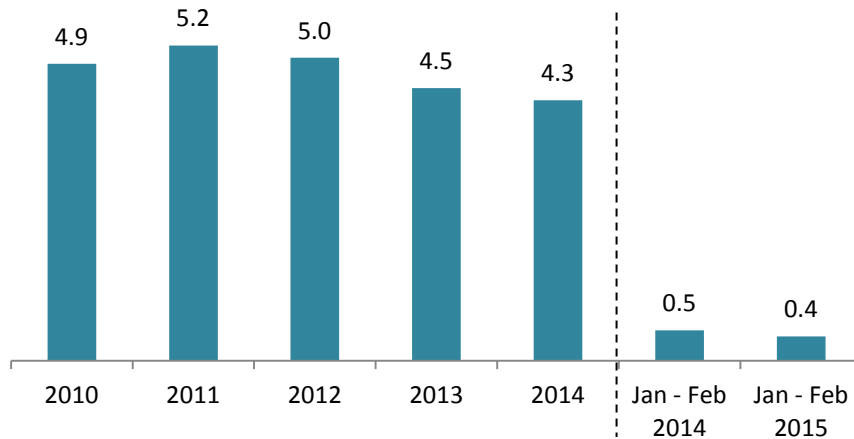
Source: www.barangaroo.com

Image from www.barangaroo.com



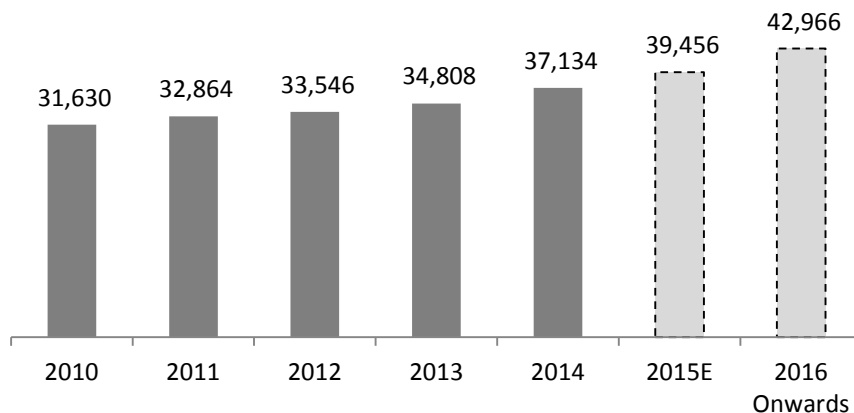
China

International Arrivals to Beijing (millions)



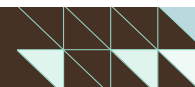
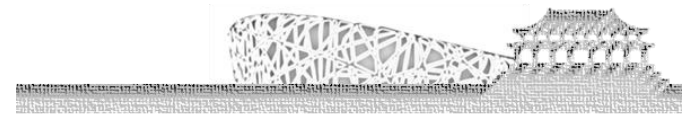
Source: Beijing Tourism Bureau / Jones Lang LaSalle

Beijing Hotel Rooms Supply



Source: Jones Lang LaSalle

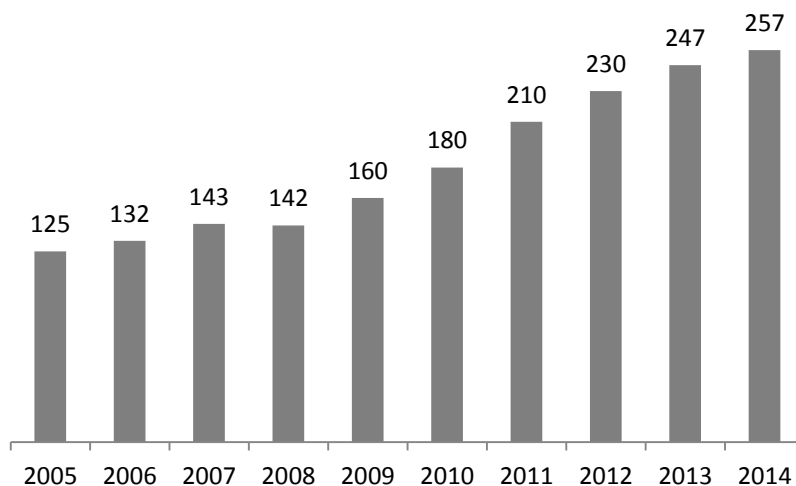
- ✘ International arrivals to Beijing continued to fall with a decline of 5% in 2014, amid uncertainty in economy and appreciation of RMB
- ✘ YTD February 2015, international arrivals were down by 8%
- ✘ More than 2,300 additional hotel rooms is estimated to enter the market in 2015
- ✘ Hotel room supply is expected to grow at average 3.9% per annum from 2014 to 2018
- ✘ The new supply, together with the austerity drive will add downward pressure to hotel market performance



Key Drivers

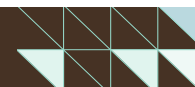
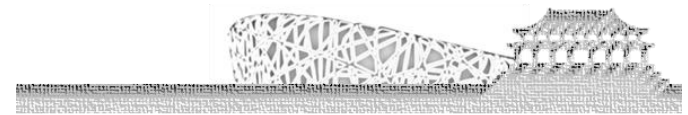
- 1 Beijing is China's capital city where many corporate headquarters are located
- 2 Strategic location of our two hotels near exhibition centers and embassies
- 3 Planned development of new airport and Universal Studio in Beijing
- 4 Hosting of 2015 Beijing World Athletics Championship in August 2015
- 5 Beijing hospitality sector supported by domestic travelling

Domestic Travelling to Beijing (millions)



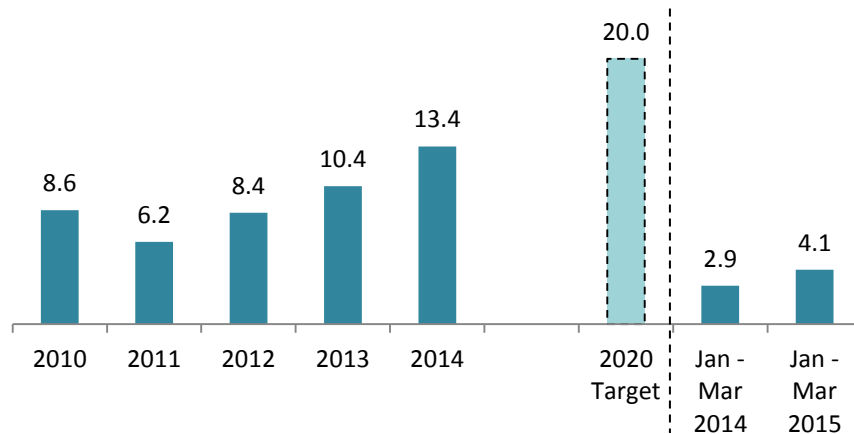
Source: Beijing Tourism Bureau / Jones Lang LaSalle

- ✓ Domestic travelling to Beijing has grown steadily over the past 10 years
- ✓ The Chongqing-Beijing high speed railway which started operating in 2015 will improve connectivity between western China and Beijing
- ✓ Improved affluence may also encourage interstate travelling



Japan

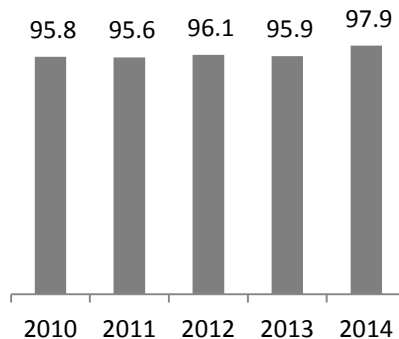
International Arrivals to Japan (millions)



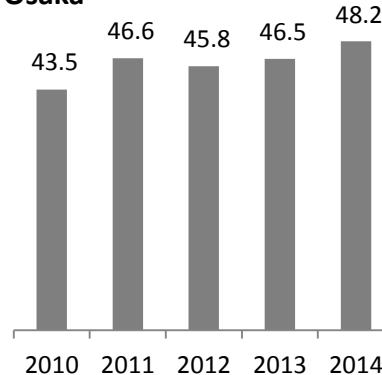
Source: Japan National Tourism Organisation / Jones Lang LaSalle

Tokyo Hotel Rooms Supply ('000)

Tokyo

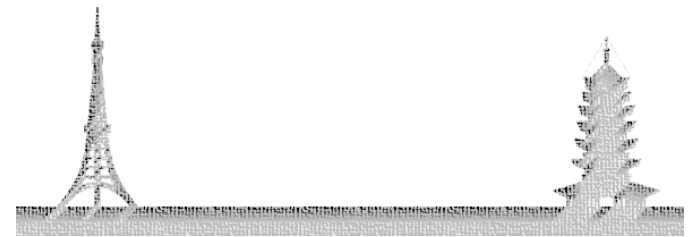


Osaka



Source: Japan Ministry of Health, Labour and Welfare (figures as at 31 March for each year) / Jones Lang LaSalle

- ✘ International arrivals to Japan continued to grow as it increased by 29% in 2014 compared to 2013
- ✘ Weaker JPY along with other government initiatives helped to encourage inbound travelling
- ✘ YTD March 2015, international arrivals were up 44%
- ✘ In Tokyo, about 8,600 rooms (limited service hotels) are expected to open in 2015 and 2016
- ✘ Overall hotel room inventory in Osaka likely to remain constant in near term taking into account closures and renovations



Key Drivers

- 1 Relatively weak JPY drives inbound travellers
- 2 Tokyo is Japan's commercial and business center; Osaka is business center of west Japan
- 3 Tokyo hosting the 2020 Olympic Games
- 4 Positive impact from low cost carriers
- 5 Pro tourism initiatives / projects
- 6 Potential development of two casinos may boost tourism sector in long term

Pro Tourism Initiatives / Projects

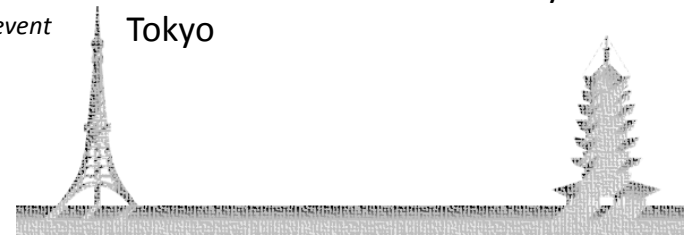
- ✓ Relaxation of visa requirement for inbound from certain countries such as the Philippines, Vietnam and Indonesia
- ✓ Expansion of goods offered under duty free shopping
- ✓ Expansion of Haneda (Tokyo) airport and the development of terminals for low-costs carriers at Narita (Tokyo) and Kansai (Osaka) airports

2020 Olympics Games



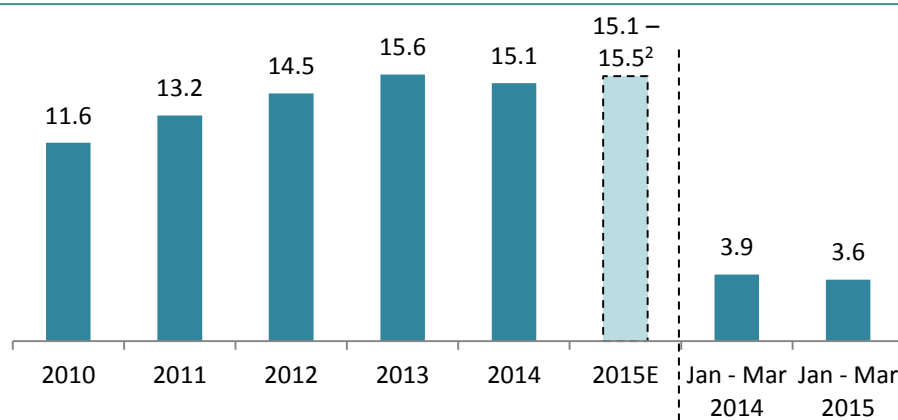
Image from the website of the event

- ✓ Hotel Sunroute Ariake and Oakwood Apartments Tokyo is located near competition venues
- ✓ It is expected that benefits of 2020 Olympics Games to tourism will extend beyond Tokyo



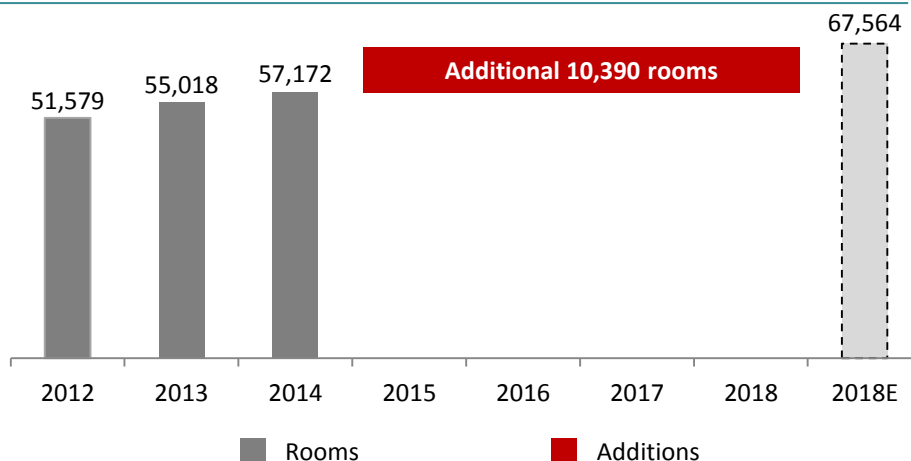
Singapore

International Arrivals to Singapore (millions)¹



Source: (1) Singapore Tourism Board / Jones Lang LaSalle; (2) Transcript of the speech by Mr S Iswaran, Second Minister for Home Affairs and Trade and Industry at Tourism Industry Conference 2015

Singapore Hotel Rooms Supply



Source: Singapore Tourism Board / Jones Lang LaSalle

- ✘ Singapore tourism sector endured a difficult 2014 as total international arrivals dipped 3%, first decline since 2009
- ✘ Decline led by drop in arrivals from China and Indonesia, its two biggest markets
- ✘ Trend looks to continue in 2015 as YTD March 2015 arrivals was down 6% year-on-year
- ✘ Over 10,000 additional hotel rooms entering the market over the next 4 years, this is likely to moderate ADR growth in the short-term
- ✘ Park Hotel Clarke Quay anchored by master lease arrangement



Key Drivers

- 1 Singapore remains a key regional commercial hub
- 2 Singapore is a premium MICE destination
- 3 Rich events calendar
- 4 Proactive government initiatives to boost tourism sector

Rich Events Calendar



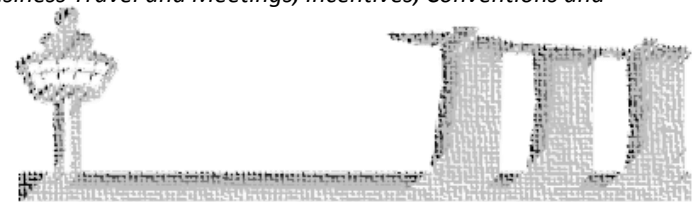
Source of images: Websites of the respective events

Proactive Government Initiatives

- ✓ Joint investment of S\$35 million by STB and Changi Airport Group to market Singapore and Changi Airport globally in key markets over the next two years
- ✓ STB and industry partners to invest \$20 million on a new global marketing campaign for Singapore's Golden Jubilee year
- ✓ STB to increase marketing investment by 35% for the BTMICE¹ sector to generate greater awareness of Singapore as an attractive MICE destination

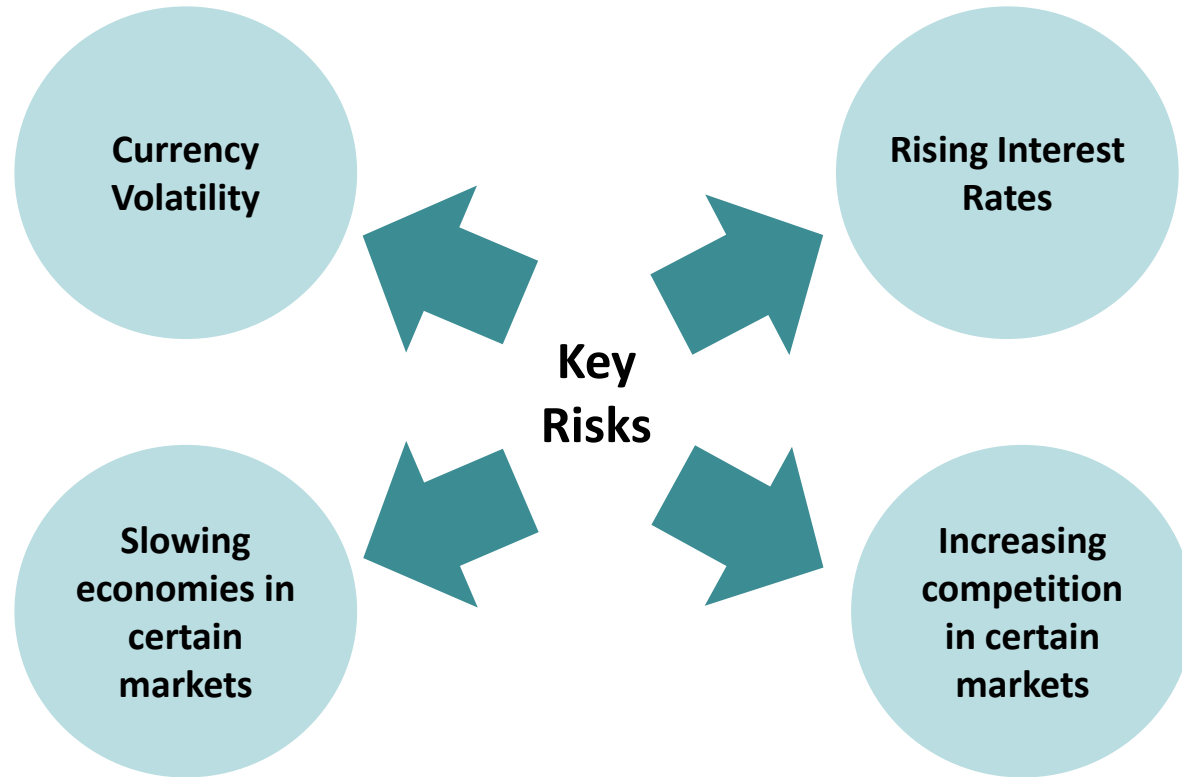
Source: Transcript of the Speech by Mr Lionel Yeo, Chief Executive, Singapore Tourism Board at Tourism Industry Conference 2015

1. BTMICE - Business Travel and Meetings, Incentives, Conventions and Exhibitions



Moving Ahead

✘ FY2015/16 is expected to remain challenging...



... but we also see opportunities and bright sparks that we can harness, and guided by our strategies, we will continue striving for value creation for our Staped Securityholders





Ascendas Hospitality Fund Management Pte. Ltd.
Ascendas Hospitality Trust Management Pte. Ltd.

Managers of A-HTRUST
61 Science Park Road #04-01 The Galen
Singapore Science Park II
Singapore 117525
Tel: +65 6774-1033
Email: info-aht@ascendas.com
www.a-htrust.com

ahtrust
ascendas hospitality trust