



Acquisition of student accommodation portfolio in the UK

23 December 2019
Singapore Press Holdings Limited

Key highlights of acquisition

£448 million¹ acquisition doubles SPH's student accommodation portfolio to S\$1.4 billion

- Total portfolio of **7,726 beds** across **18 cities** in UK and Germany
- Building a UK Purpose-Built Student Accommodation ("**PBSA**") portfolio with a sizeable platform

Quality portfolio of new assets in prime student locations

- Adds **2,383 beds** from **5 operational assets** with **1,662 beds** and **2 development assets** with **721 beds** to be operational by Academic Year 2020/21
- Portfolio has an average age of **2.6 years** across the 5 operational assets and achieved more than **100% economic occupancy²** since Academic Year 2016/17
- Development assets carry a **fixed monthly coupon payment** during development stage, followed by **rental guarantee** and **income support** during first 3 years of operation
- **84%** of acquired beds are in Russell Group cities, home to UK's top universities

Boosts recurring income with defensive cash-yielding assets

- UK PBSA portfolio contributed S\$15.0 million recurring income for FY19



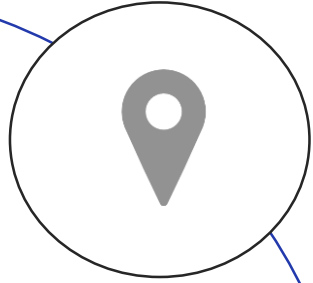
¹ Equivalent on an indicative exchange rate of £1: S\$1.8

² Economic occupancy = Total to S\$807m based rental income received / projected gross rental income (being 100% rooms let for 51 weeks at full advertised weekly rates)

Student Castle portfolio

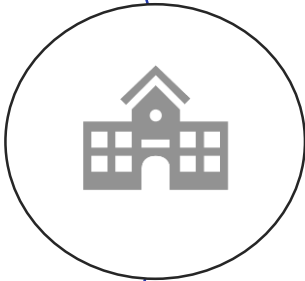
Date	City	Asset	Lease Tenure	No. of beds	Occupancy Rate	Student to bed ratio
Dec 2019	Bath	Student Castle Bath	Freehold	183	100%	2.6
	Cambridge	Student Castle Cambridge	Freehold	212	100%	1.3
	Durham	Student Castle Durham	Freehold	473	100%	2.1
	Edinburgh	Student Castle Edinburgh	Freehold	146	100%	2.6
	York	Student Castle York	Freehold	648	100%	2.0
Operational for Academic Year 20/21	Brighton	Student Castle Brighton	Freehold	206	N.A.	3.8
	Oxford	Student Castle Oxford	Freehold	515	N.A.	1.4

PBSA strategy



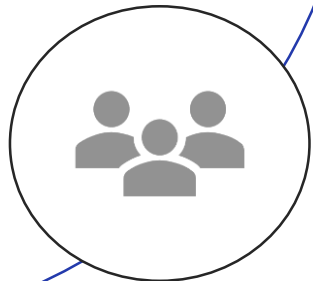
Where do we buy?

- Focus on cities with highly-ranked universities, including those within the Russell Group
- Cities that face undersupply based on Student-to-PBSA bed ratio



What do we buy?

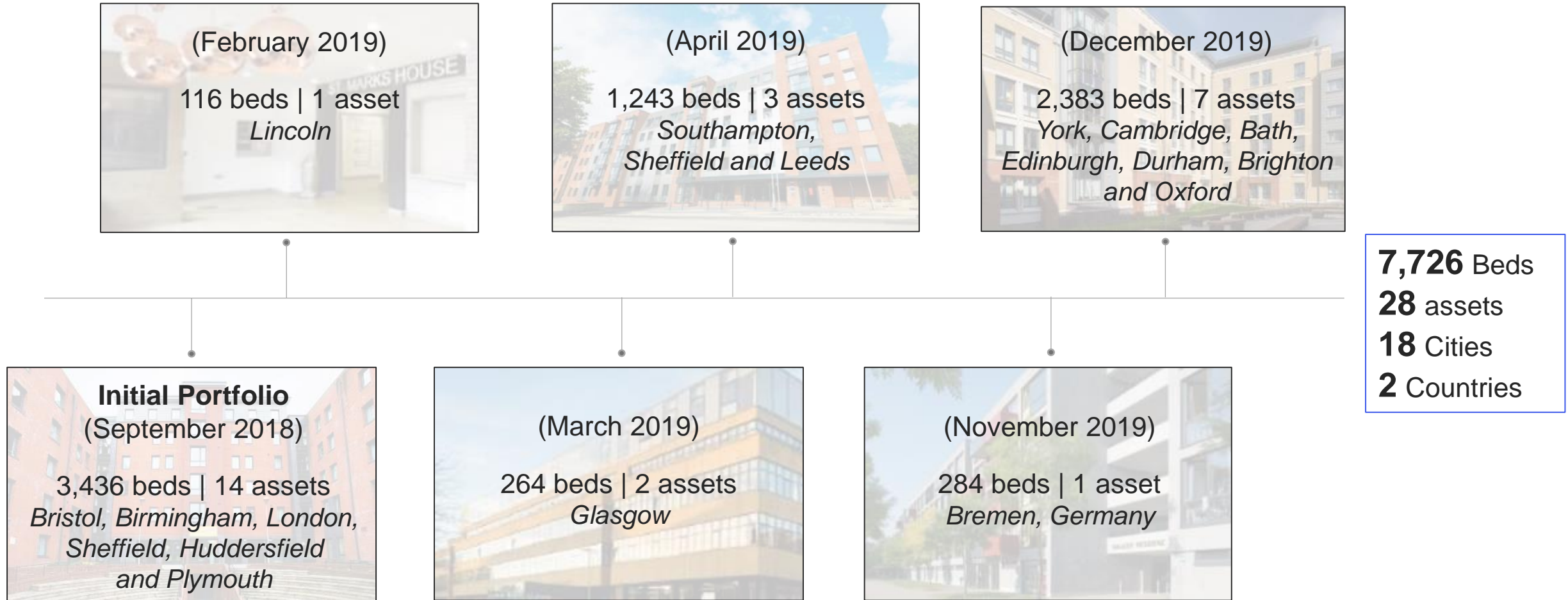
- Yield-accretive
- Newer operational assets, development opportunities
- Modern and efficiently designed to maximise returns



How do we operate?

- Hospitality-centric, coupled with student community development
- Competitive pricing
- Disciplined and cost-effective asset enhancement

Acquisitions to date



Annexe

Student Castle portfolio

Student Castle Bath



Student Castle Cambridge



Student Castle portfolio

Student Castle Durham



Student Castle portfolio

Student Castle Edinburgh



Student Castle York



Student Castle portfolio

Student Castle Brighton (operational in AY20/21)



Student Castle Oxford (operational in AY20/21)

