



Presentation on Far East Hospitality Trust

February 2024

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Contents

- Overview
- Financial Highlights
- Portfolio Performance
- Tenant Mix Revitalisation
- Accolades & Corporate Governance Highlights
- Outlook



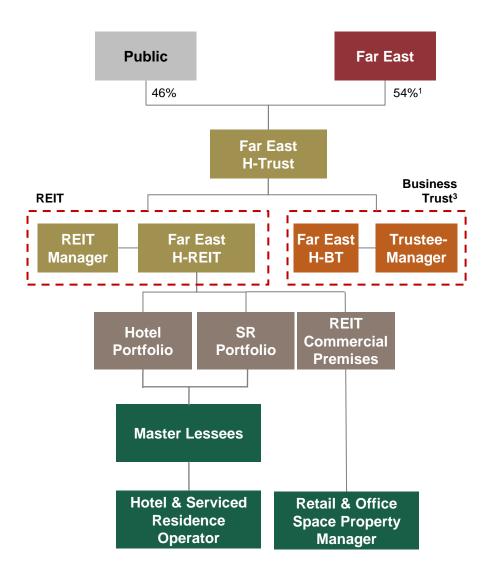
Overview of Far East Hospitality Trust





Overview of Far East H-Trust

Issuer	Far East Hospitality Trust (A constituent of FTSE EPRA Nareit Global
	Developed Index since September 2021)
Sponsor	Far East Organization group of companies
REIT Manager	FEO Hospitality Asset Management Pte. Ltd.
Portfolio	12 properties valued at approximately S\$2.51 billion ^{1,2}
Portiono	9 hotel properties ("Hotels") and 3 serviced residences ("SR" or "Serviced Residences")
Hotel and SR Operator	Far East Hospitality Management (S) Pte. Ltd.
Retail & Office Space Property Manager	Jones Lang LaSalle Property Consultants Pte. Ltd.
Master Lessees	Sponsor companies, part of the Far East Organization group of companies



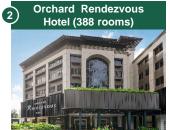


- As at 31 December 2023.
- The independent valuations of the properties were carried out by Savills Valuation And Professional Services (S) Pte Ltd or CBRE Pte. Ltd.
- Dormant at Listing Date and master lessee of last resort.

Proxy to Singapore's Hospitality Sector

Diversified portfolio of upscale and upper midscale hotels and serviced residences















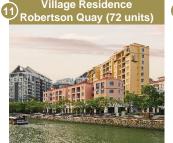


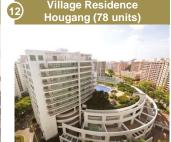
















Attractive Master Lease Structure with Downside Protection

Master Lease Structure

Tenure	 20 years with the option to renew for an additional 20 years 		
Composition of Master	 Fixed Rent = Total of \$\$63.5m per annum (\$\$57.0m for Hotels and \$\$6.5m for Serviced Residences) Variable Rent = (33% x GOR¹) + 		
Lease Rental	 (30%³ x GOP²) - Fixed Rent Downside protection with upside potential 		
Furniture, fixtures and equipment reserve	• 2.5% of GOR ¹		
Master Lessees	 Sponsor companies, part of the Far East Organization group of companies 		

Breakdown of Revenue (FY 2023)

S\$106.8m

3\$100.0III	
15%	S\$16.2m Rental Revenue from Commercial Premises
25%	S\$27.1m Variable Rent from Master Leases (Hotels & Serviced Residences)
60%	S\$63.5m Fixed Rent from Master Leases (Hotels & Serviced Residences)



- I GOR refers to the Gross Operating Revenue of the Property.
- 2 GOP refers to the Gross Operating Profit of the Property.
- Average for the whole portfolio; actual percentage for each property ranges between 23% and 37% for Hotels, and between 38% and 40% for Serviced Residences.

Enhancing the Portfolio for Greater Returns



1 Development



 Acquisition of Rendezvous Hotel Singapore

IPO Aug 2012

Aug 2013 Sep 2014

Joint venture stake in

(Village Hotel Sentosa,

development of 3

hotels on Sentosa

The Outpost and The Barracks)

Acquisition of Oasia Hotel Downtown

> Apr 2018 Mar 2022

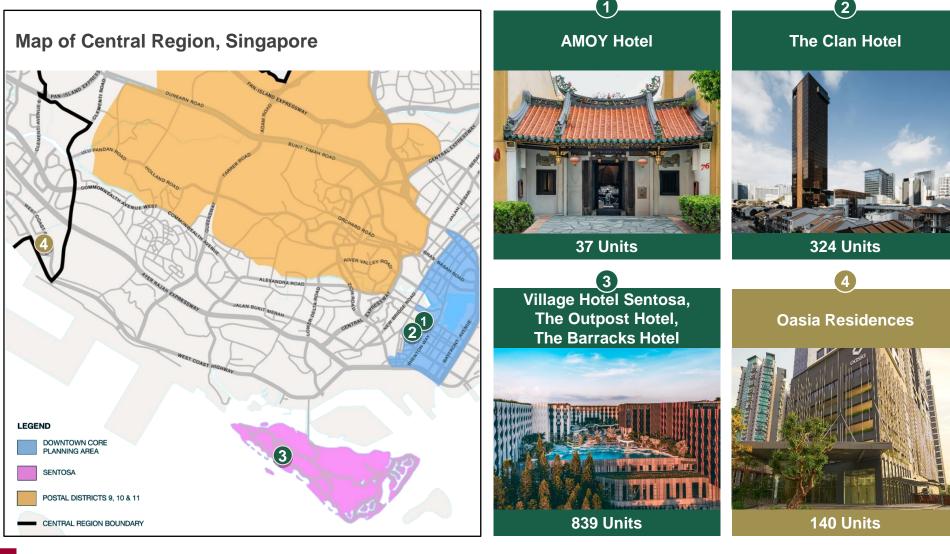
> > Asset recycling through the Divestment of Central Square

Potential future portfolio with acquisitions in

- 1. Pipeline of ROFR Sponsor properties
- Suitable third-party properties



Examples of Sponsor ROFR Properties





Financial Highlights





Executive Summary for 2H 2023 – Performance vs LY

	2H 2023 S\$'000	2H 2022 S\$'000	Variance %
Gross Revenue	54,767	42,581	28.6
Hotels	40,964	30,011	36.5
Serviced Residences ("SR")	5,693	5,024	13.3
Commercial Premises	8,110	7,546	7.5
Net Property Income	49,771	39,874	24.8
Income Available for Distribution ¹	39,996	30,200	32.4

- Gross Revenue for 2H 2023 increased 28.6% year-on-year to S\$54.8 million, led by the steady recovery in the Hotel segment which registered a 36.5% increase in revenue from S\$30.0 million to S\$41.0 million.
- Net Property Income grew 24.8% year-on-year to S\$49.8 million.
- Income Available for Distribution rose 32.4% year-on-year to S\$40.0 million.



²H 2023 includes the release of S\$2.3 million of taxable income available for distribution to Stapled Securityholders that was not distributed in 1H 2023.

Executive Summary for 2H 2023 – Performance vs LY

	2H 2023 S\$'000	2H 2022 S\$'000	Variance %
Distribution to Stapled Securityholders comprises:	43,510	34,443	26.3
- from taxable income	39,299	29,665	32.5
- from tax-exempt income	-	597	(100.0)
- from other gains	4,211	4,181	0.7
Distribution per Stapled Security ("DPS") (cents)	2.17	1.73	25.4

- Distribution to Stapled Securityholders for 2H 2023 increased 26.3% to S\$43.5 million on the back of higher net property income contribution.
- The higher distribution translates to a growth of 25.4% in DPS to 2.17 cents for 2H 2023, up from 1.73 cents for the preceding period.



Executive Summary for FY 2023 – Performance vs LY

	FY 2023 S\$'000	FY 2022 S\$'000	Variance %
Gross Revenue	106,805	83,579	27.8
Hotels	79,562	58,511	36.0
Serviced Residences ("SR")	11,087	10,272	7.9
Commercial Premises	16,156	14,796	9.2
Net Property Income	98,741	77,329	27.7
Income Available for Distribution	75,060	58,986	27.3

- Gross revenue for FY 2023 rose 27.8% year-on-year to S\$106.8 million, led by the rebound of Hotel revenue which increased 36.0% from S\$58.5 million to S\$79.6 million.
- Excluding the effect of the divestment of Central Square in FY 2022, gross revenue would have grown 30.0% year-on-year. Similarly, both the SR and Commercial Premises segment would have grown 17.2% and 13.7% respectively.
- The Net Property Income and Income Available for Distribution showed strong growth of 27.7% and 27.3% respectively.



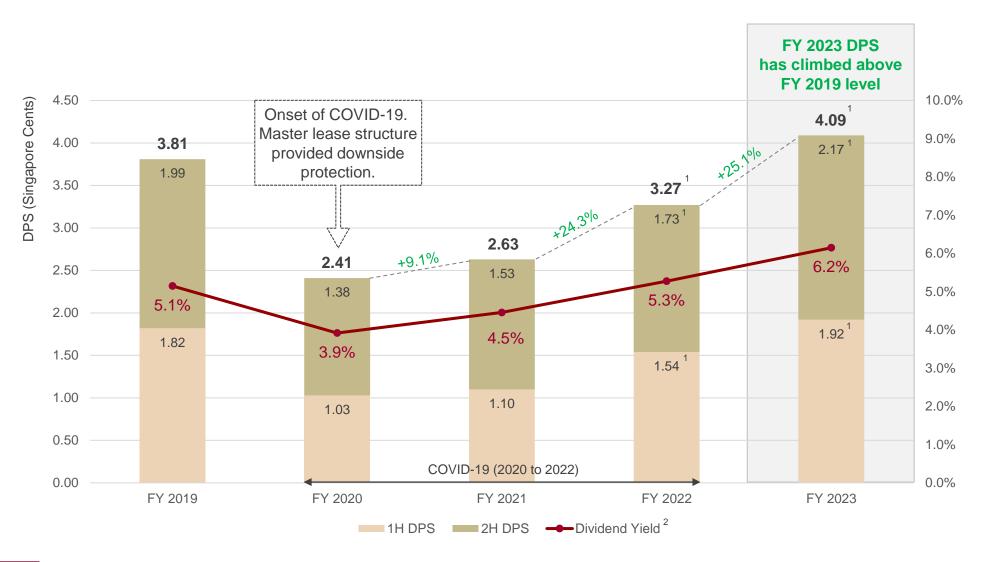
Executive Summary for FY 2023 – Performance vs LY

	FY 2023 S\$'000	FY 2022 S\$'000	Variance %
Distribution to Stapled Securityholders comprises:	81,911	65,024	26.0
- from taxable income	73,700	58,260	26.5
- from tax-exempt income	-	597	(100.0)
- from other gains	8,211	6,167	33.1
Distribution per Stapled Security ("DPS") (cents)	4.09	3.27	25.1

- Distribution to Stapled Securityholders for FY 2023 grew 26.0% to S\$81.9 million on the back of higher net property income and distribution of other gains from the divestment of Central Square.
- The higher distribution translates to a DPS of 4.09 cents for FY 2023, compared to 3.27 cents for the preceding period, representing a 25.1% increase.



Progressive Recovery in DPS





DPS includes other gains distribution relating to the divestment of Central Square completed on 24 March 2022. The REIT Manager has committed to distributing approximately \$\$8.0 million per year over a three-year period.

Dividend yield is calculated based on the actual DPS divided by the closing price of the last trading day of each respective year.

Portfolio Valuation

Fair value gain¹ in investment properties of S\$59.2 million in FY2023

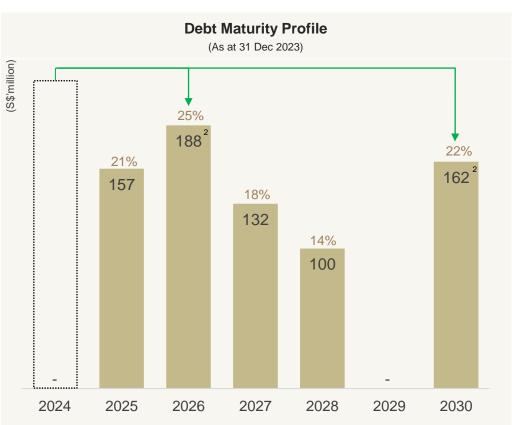




Healthy Balance Sheet with Prudent Capital Management

One of the lowest geared S-REITs at 31.3% aggregate leverage





¹ Interest coverage ratio is computed based on EBITDA over interest expense as per the definition in the loan covenants. This would be 3.5x based on the definition prescribed by Appendix 6 of the Code on Collective Investment Schemes.

Early refinancing was completed in March 2023 for S\$125.0 million sustainability-linked facilities comprising term loan of S\$100.0 million and revolving credit facility of S\$25.0 million ahead of its maturity in March 2024. In December 2023, a term loan of S\$125.0 million was refinanced, S\$62.5 million with an existing lender and S\$62.5 million with a new lender respectively.

Prudent Interest Rate Management

Interest Rate Sensitivity

- 42.6% of borrowings are on fixed rates.
- A 50 bps increase in interest rate on variable rate debt is expected to have a pro forma impact of S\$2.1 million decline in distribution.

Support to cushion effects of higher interest rates

 On 27 March 2023, the REIT Manager received an additional incentive fee of S\$18.0 million from the divestment of Central Square which can be used to cushion the impact from possible higher interest expenses.

For illustration

Increase in Interest Rates	Impact on Distribution (S\$'m)	Support from Incentive Fee (S\$'m)	Utilisation of Incentive Fee(%)
0.50%	2.1	2.1	11.7%
1.00%	4.2	4.2	23.3%



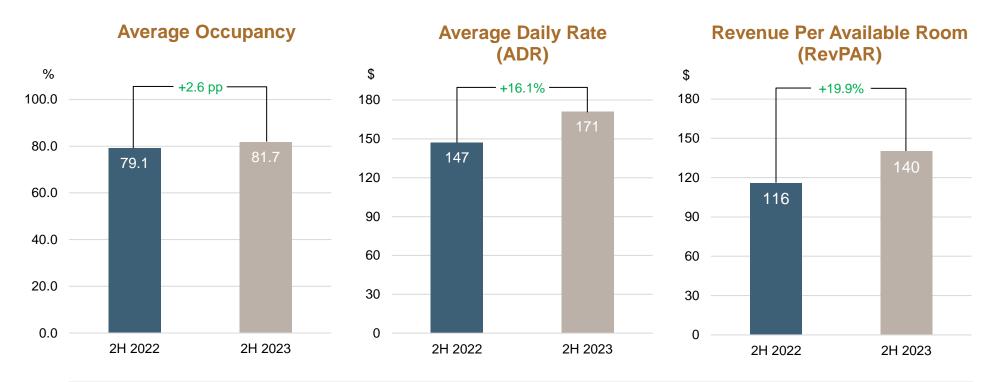
Portfolio Performance







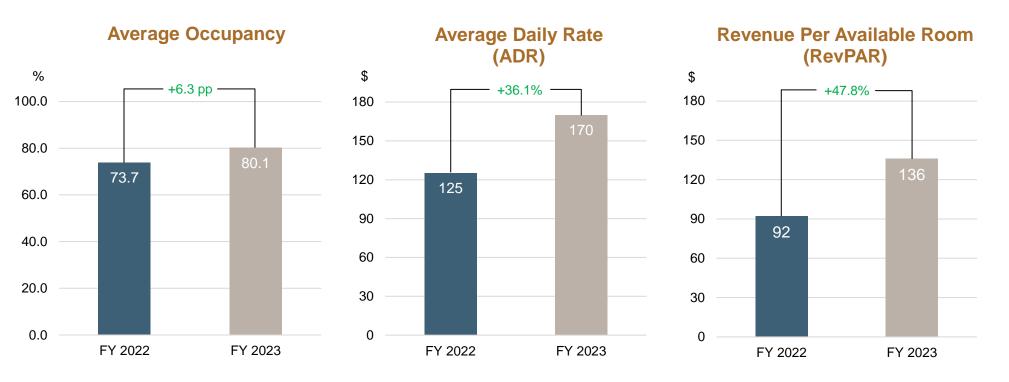
Portfolio Performance 2H 2023 – Hotels



- Occupancy rose 2.6 pp year-on-year to 81.7%.
- ADR increased by 16.1% year-on-year to S\$171, with good demand from corporate groups and further recovery in leisure bookings.
- Consequently, RevPAR increased 19.9% year-on-year at S\$140.



Portfolio Performance FY 2023 – Hotels

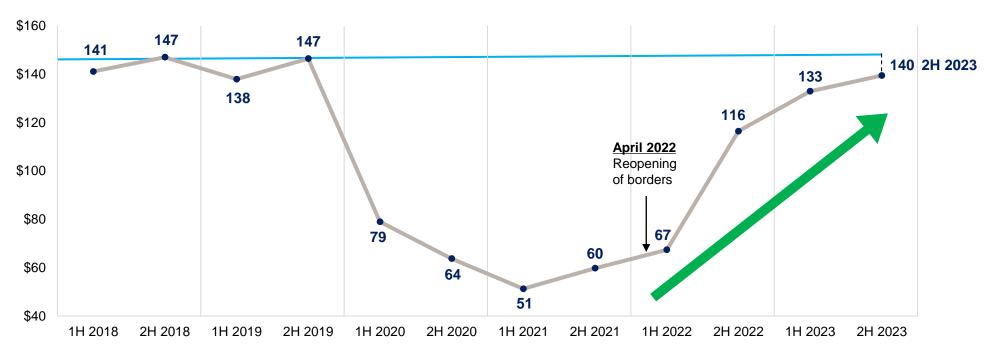


- Occupancy grew 6.3 pp year-on-year to 80.1%, even as some hotels in the portfolio were in the process of ramping up after exiting from the government contracts in March and October 2023.
- Rising international visitor arrivals into Singapore enabled the hotels to lift ADR more significantly by 36.1% year-on-year to S\$170.
- Consequently, RevPAR increased 47.8% year-on-year to S\$136.



5-Year Portfolio Performance - Hotels

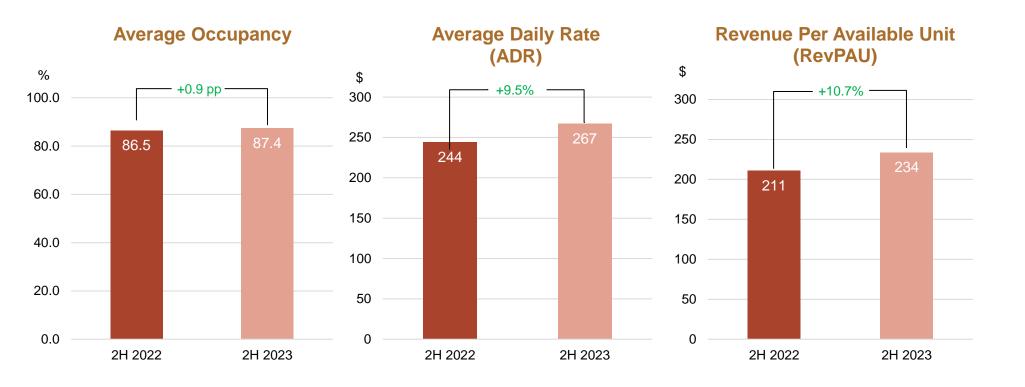




- Since the reopening of borders in April 2022, the Hotel portfolio has experienced an overall growth in RevPAR from S\$67 to S\$140.
- The remaining hotel of the portfolio contracted to the Government expired on 31 December 2023.
- The Hotel portfolio's RevPAR for 2H 2023 has recovered to approximately 95% of pre-pandemic levels of 2H 2019.



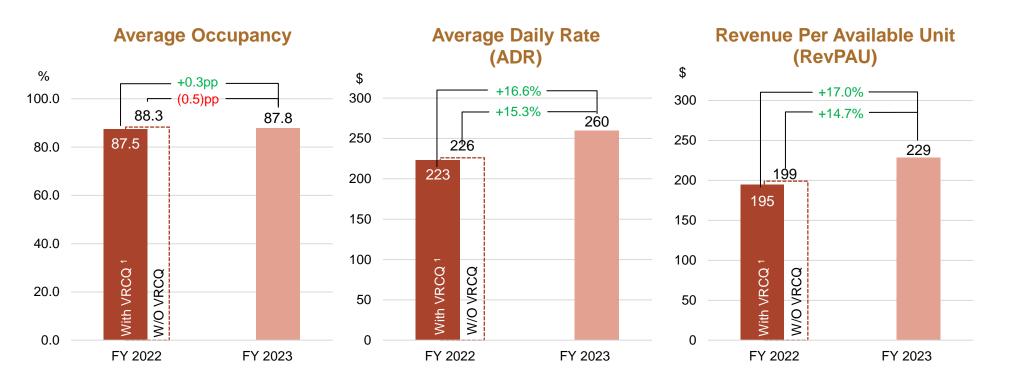
Portfolio Performance 2H 2023 – Serviced Residences



- The SRs continued to benefit from higher ADR across its portfolio, such as the rebranded Adina Serviced Apartments Singapore Orchard.
- Average occupancy of the SRs increased 0.9pp year-on-year to 87.4% and ADR grew 9.5% to S\$267. As a result, RevPAU was 10.7% higher at S\$234.



Portfolio Performance FY 2023 – Serviced Residences



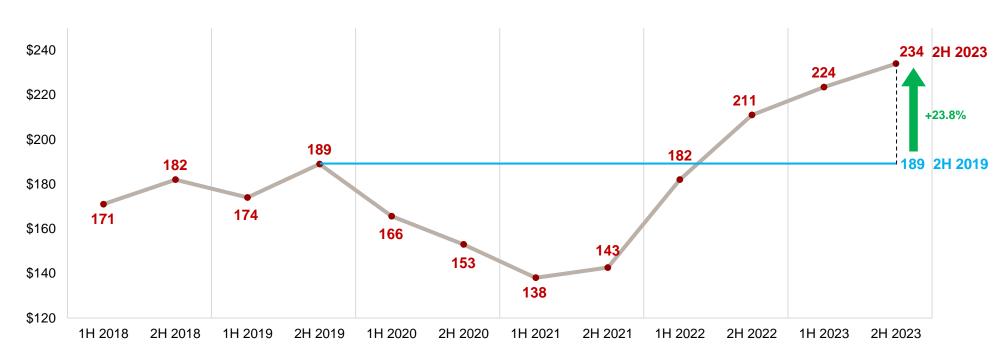
- The SRs continued to demonstrate strong performance with new bookings secured at higher rates.
- On a same-store basis, average occupancy of the SRs decreased 0.5pp year-on-year to 87.8% while ADR grew 15.3% to S\$260 as demand strengthened. As a result, RevPAU was 14.7% higher at S\$229.



Includes contribution from Village Residence Clark Quay ("VRCQ") from 1 January 2022 to divestment completion on 24 March 2022.

5-Year Portfolio Performance – Serviced Residences

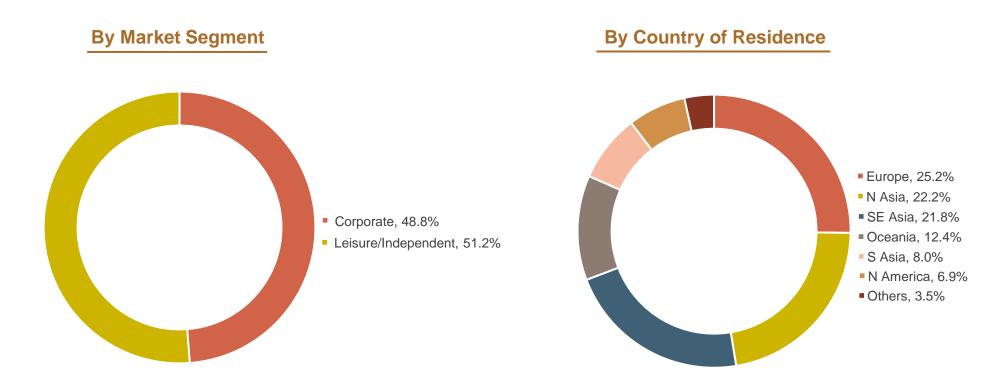




 The SR portfolio's RevPAU for 2H 2023 maintained its strong performance, well above pre-pandemic levels of 2018 and 2019.



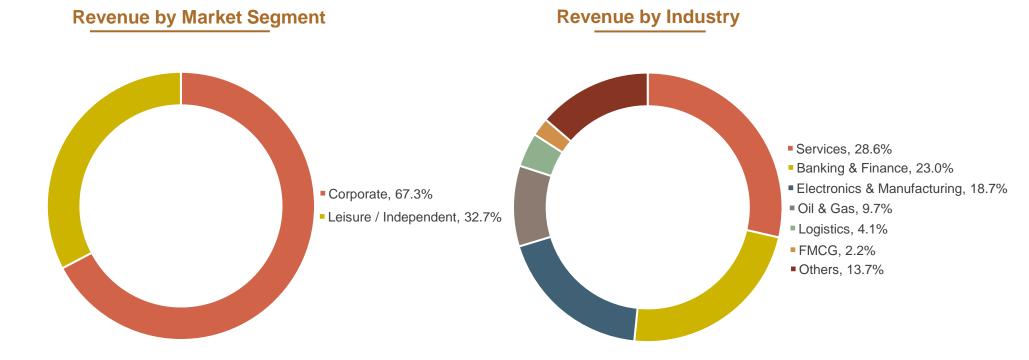
FY 2023 Revenue Contribution – Hotels



- For the year, revenue contribution from the Leisure segment has grown at a much faster pace than the Corporate segment. Contribution by the Leisure segment contributed about 51.2% (vs. 29.7% FY 2022) of the overall revenue.
- Guests from Europe, North Asia and South-East Asia formed the top 3 markets, contributing 69.2% of the overall revenue.



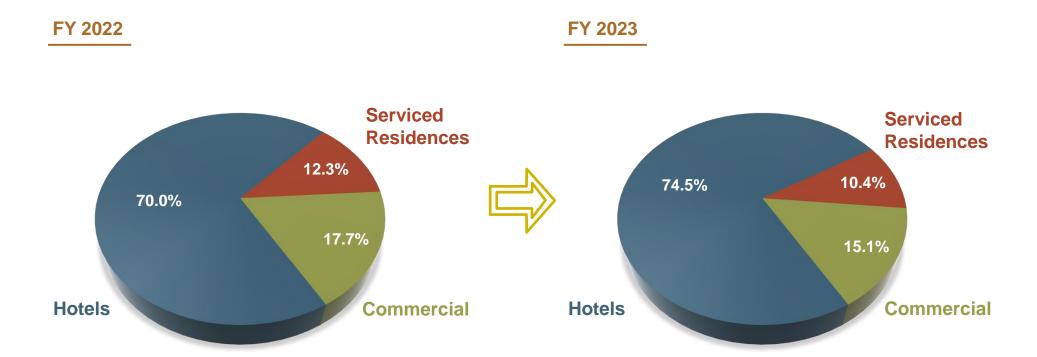
FY 2023 Revenue Contribution – Serviced Residences



- For FY 2023, revenue contribution by the Corporate segment was 67.3% while the Leisure/Independent segment formed the balance of 32.7%.
- Services, Banking & Finance and Electronics & Manufacturing were the top 3 segments, contributing 70.3% of the overall revenue.



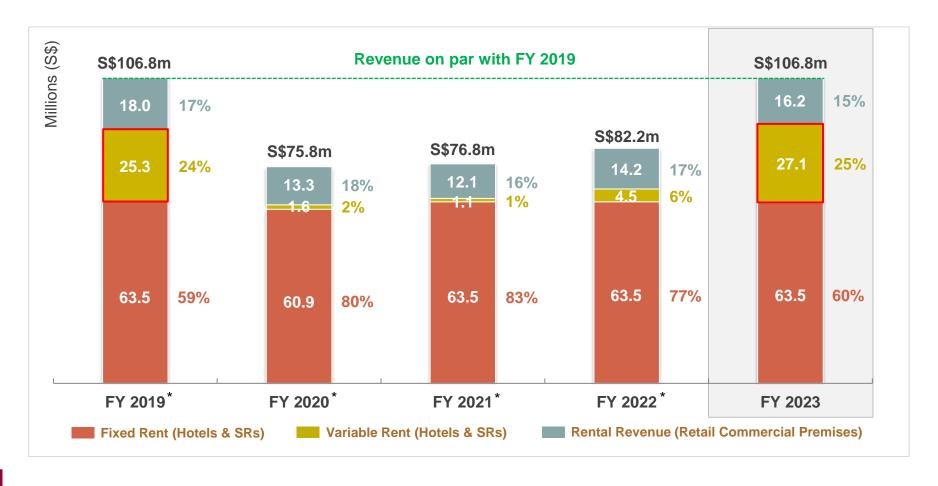
Breakdown of Gross Revenue – Total Portfolio





Gross Revenue Mix

Contribution from variable rent grew ~6.0x over the prior year, contributing 25% or S\$27.1 million of overall revenue, higher than FY 2019





On a same-store-basis, excluding the effects of Central Square which was divested on 24 March 2022.

Tenant Mix Revitalisation

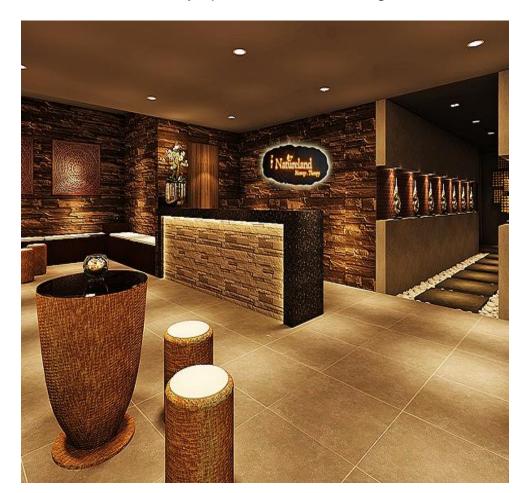




Tenant Mix Revitalisation – Orchard Rendezvous Hotel

Natureland

Provision of ancillary spa services to hotel guests

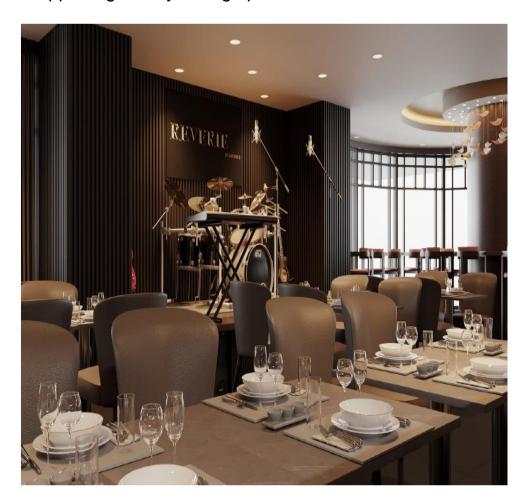






Tenant Mix Revitalisation – Rendezvous Hotel Singapore

ReverieSupporting all-day-dining operations of Hotel



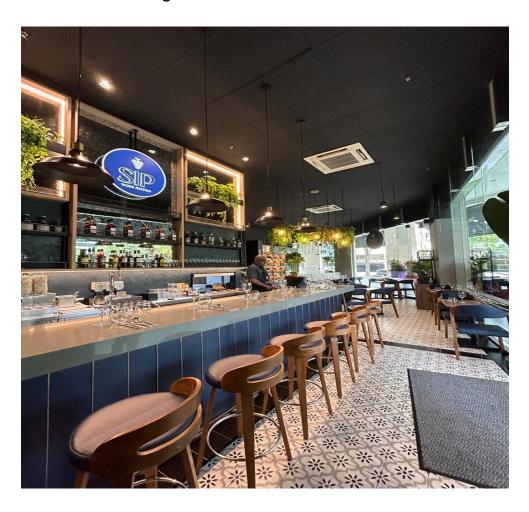




Tenant Mix Revitalisation – Regency House

SIP Wine Bistro

Successful change of use to restaurant and activation of outdoor refreshment areas







Tenant Mix Revitalisation - Village Hotel Changi

AtelierRooftop restaurant providing events collaboration with hotel







Accolades & Corporate Governance Highlights







Accolades and Corporate Governance Highlights

Singapore Governance and Transparency Index 2023 ("SGTI") (REITs and Business Trust)

Ranked 2nd

- In August 2023, FEHT was ranked 2nd out of 43 REITs and Business Trusts in the SGTI.
- Fifth consecutive year being placed amongst the top 10 ranked REITs and Business Trusts in the SGTI.
- SGTI is a collaboration between:





Centre for Governance and Sustainability NUS Business School





Accolades and Corporate Governance Highlights

Securities Investors Association (Singapore) ("SIAS") Investors' Choice Awards 2023



Shareholder Communications Excellence Award

Winner

- FEHT emerged as winner for the Shareholder Communications Excellence Award (REITs & Business Trusts category) at the 2023 SIAS Investor's Choice Awards, recognising the Manager's efforts in transparent disclosure and excellent communication with shareholders.
- This marks FEHT's third Award since listing in 2012.



Singapore Corporate Governance Award

Winner

- FEHT emerged as the winner for the Singapore Corporate Governance Award (REITs & Business Trusts category), recognising the Manager's efforts in adopting good corporate governance, transparency and sustainability practices.
- This marks FEHT's third Award since listing in 2012.



Outlook





Increasing Visitor Arrivals to Singapore



• In the final quarter of 2023, seasonality impact influenced visitor arrivals, resulting in a 10.3% decline quarter-on-quarter to a total of 3.5 million arrivals or 73% of pre-pandemic levels. ALOS continued to normalise to 3.5 days.

Δ

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- For the full year, visitor arrivals reached 13.6 million arrivals or 71% of pre-pandemic levels, in line with Singapore Tourism Board's ("STB") target of 12 million to 14 million arrivals.
- In 2024, STB expects 15 million to 16 million visitor arrivals to Singapore.

Δ



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Source: Singapore Tourism Board

Recovery of Air Passengers Numbers



- As the main conduit for arrivals into Singapore, airlines' passenger capacity is a leading indicator for the recovery in crossborder travel.
- For 4Q 2023, Singapore Airlines ("SIA") Group passenger capacity was restored to about 92% of 4Q 2019.
- SIA expects a full recovery by early 2025.



Source: Singapore Airlines Limited

Upcoming Tourism Developments







Rejuvenation of Sentosa

- SensoryScape, a two-tiered walkway offering a multisensory experience connecting Resorts World Sentosa ("RWS") in the north with Sentosa's beaches in the south is set to open in 1Q 2024.
- Revitalisation of Palawan Beach and its vicinity into a lifestyle and entertainment precinct with new leisure attractions such as KidZania (1Q 2024).
- New masterplan to further transform Sentosa and Brani.

Mandai Wildlife Reserve

- A major wildlife and nature heritage project integrating five zoological parks: the Singapore Zoo, Night Safari, River Wonders, Bird Paradise and Rainforest Wild.
- In May 2023, Bird Paradise made its debut, while Rainforest Wild and additional amenities are scheduled to open over the next two years.

Expansion of the Integrated Resorts

- Marina Bay Sands ("MBS") announced expansion plans comprising addition of a fourth tower consisting of a hotel and a 15,000-seat entertainment arena for events and large conferences. It is slated for completion in 2028.
- At RWS, two new zones, Minion Land (2024) and Super Nintendo World (2025) will be added to Universal Studios Singapore. The S.E.A aquarium will also be expanded by three times its current size and rebranded as the Singapore Oceanarium in 2024.



In a nutshell

Tourism and Infrastructure

Recovery in visitor arrivals to Singapore

- Increase of flight capacities and upcoming tourism developments (i.e. Rejuvenation of Sentosa, Mandai Wildlife Reserve and Expansion of the integrated resorts).
- Positive policy changes such as the 30-day visa waiver for Chinese travellers to Singapore.
- STB earmarks S\$500 million to bolster Singapore's global standing as a business hub and urban wellness haven.

Continual infrastructure projects for Singapore's global connectivity and relevance

 Changi Airport Terminal 5, Tuas Mega port, the North-South Corridor and the Cross Island MRT line.

Macroeconomic Environment

Global economic growth to drive recovery in travel and hospitality

• The International Monetary Fund has revised higher growth rates for global economies in 2024.

Interest rates are nearing a peak, with expectations for moderation in the second half of 2024

Singapore's continues to appeal as an attractive business hub

 Singapore attracted S\$12.7 billion in fixed asset investments in 2023, above the medium to long-term annual target of between S\$8.0 billion and S\$10.0 billion set by the Economic Development Board.

Strategic Initiatives



Asset management and enhancement initiatives

- Enhancing performance through optimisation and strategic refurbishment
- Unlocking latent value and potential of assets



Investments

- Yield-accretive acquisitions through:
 - Sponsor's pipeline of ROFR properties
 - Suitable third-party properties



Capital and risk management initiatives

- Maintaining a prudent level of borrowings
- Employing an appropriate mix of debt and equity to finance investments



Details of Distribution

For Period from 1 July to 31 December 2023

Distribution per Stapled Security	2.17 cents
Ex-Date	21 February 2024
Book Closure Date	22 February 2024
Distribution Payment Date	21 March 2024



Thank You

For more information please visit https://www.fehtrust.com



Far East H-Trust Asset Portfolio Overview

Hotels



















	THE PERSON NAMED IN					1000		A M W M der	The state of	
	Village Hotel Albert Court	Village Hotel Changi	Vibe Hotel Singapore Orchard	Village Hotel Bugis	Oasia Hotel Novena	Orchard Rendezvous Hotel	The Quincy Hotel	Rendezvous Hotel Singapore	Oasia Hotel Downtown	Total / Weighted Average
Market Segment	Mid-tier	Mid-tier	Mid-tier	Mid-tier	Mid-tier / Upscale	Mid-tier / Upscale	Upscale	Upscale	Upscale	NA
Address	180 Albert Street, S'pore189971	1 Netheravon Road, S'pore 508502	24 Mount Elizabeth, S'pore 228518	390 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	100 Peck Seah St, S'pore 079333	
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	30 Dec 2015	
# of Rooms	210	380	256	393	428	388	108	298	314	2,775
Lease Tenure ¹	64 years	54 years	64 years	55 years	81 years	39 years	64 years	60 years	59 years	NA
GFA/Strata Area (sq m)	11,426	22,826	11,723	21,676	22,457	34,072	4,810	19,720	17,967	166,677
Retail NLA (sq m)	1,003	805	583	1,164	NA	3,778	NA	2,799	NA	10,132
Office NLA (sq m)	NA	NA	NA	NA	NA	2,515	NA	NA	NA	2,515
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.	Far East Orchard Limited	Golden Development Private Limited	Serene Land Pte Ltd	Far East SOHO Pte Ltd	
Valuation (S\$ 'mil)¹	129.8	202.9	181.4	244.5	341.9	423.6	86.4	283.8	267.4	2,161.7

¹ As at 31 December 2023

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

Far East H-Trust Asset Portfolio Overview

Serviced Residences







Village Residence Hougang

Village Residence Robertson Quay

Adina Serviced Apartments Singapore Orchard

Total / Weighted Average

		Robertson Quay	Olligapore Orellara	Weighted Average
Market Segment	Mid-tier	Mid-tier	Upscale	NA
Address	1 Hougang Street 91, S'pore 538692	30 Robertson Quay, S'pore 238251	121 Penang House, S'pore 238464	
Date of Completion	30 Dec 1999	12 July 1996	24 Oct 2000	
# of Rooms	78	72	90	240
Lease Tenure ¹	70 years	67 years	70 years	NA
GFA/Strata Area (sq m)	14,257	10,570	10,723	35,550
Retail NLA (sq m)	NA	1,179	539	1,718
Office NLA (sq m)	NA	NA	2,291	2,291
Master Lessee / Vendor	Serene Land Pte Ltd	Riverland Pte Ltd	Oxley Hill Properties Pte Ltd	
Valuation (S\$ 'mil) ¹	65.3	111.1	171.5	347.9