



ahtrust
ascendas hospitality trust

2Q FY2015/16
Financial Results Presentation
28 October 2015

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

Disclaimer

This presentation shall be read in conjunction with A-HTRUST's Unaudited Financial Results for the Second Quarter ended 30 September 2015 ("2Q FY2015/16"), a copy of which is available on www.sgx.com or www.a-htrust.com.

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.



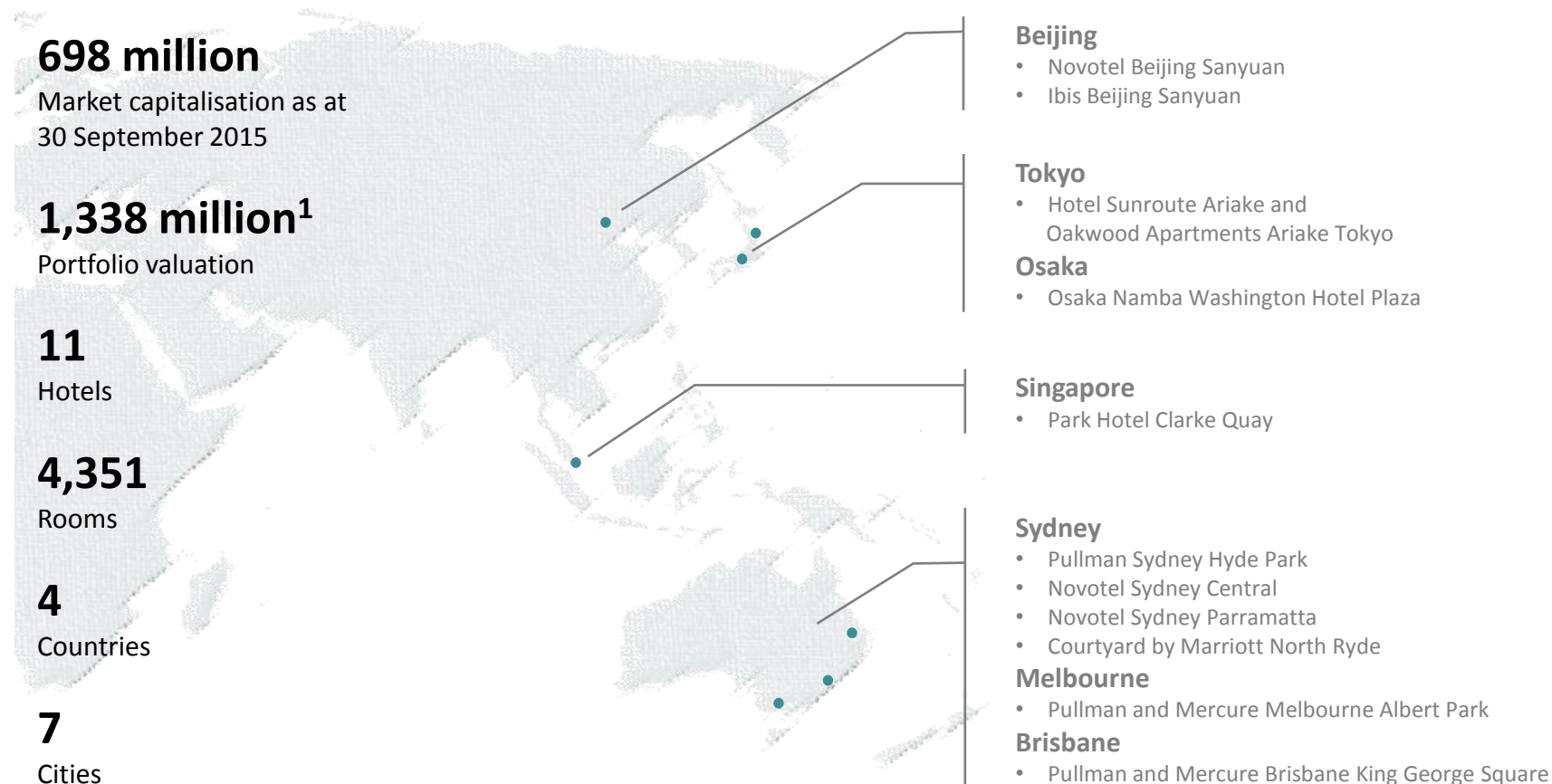


Contents

- 1** Key Highlights
- 2** Financial Review
- 3** Portfolio Performance
- 4** Capital Management
- 5** Looking Ahead

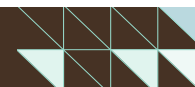
Overview of Ascendas Hospitality Trust

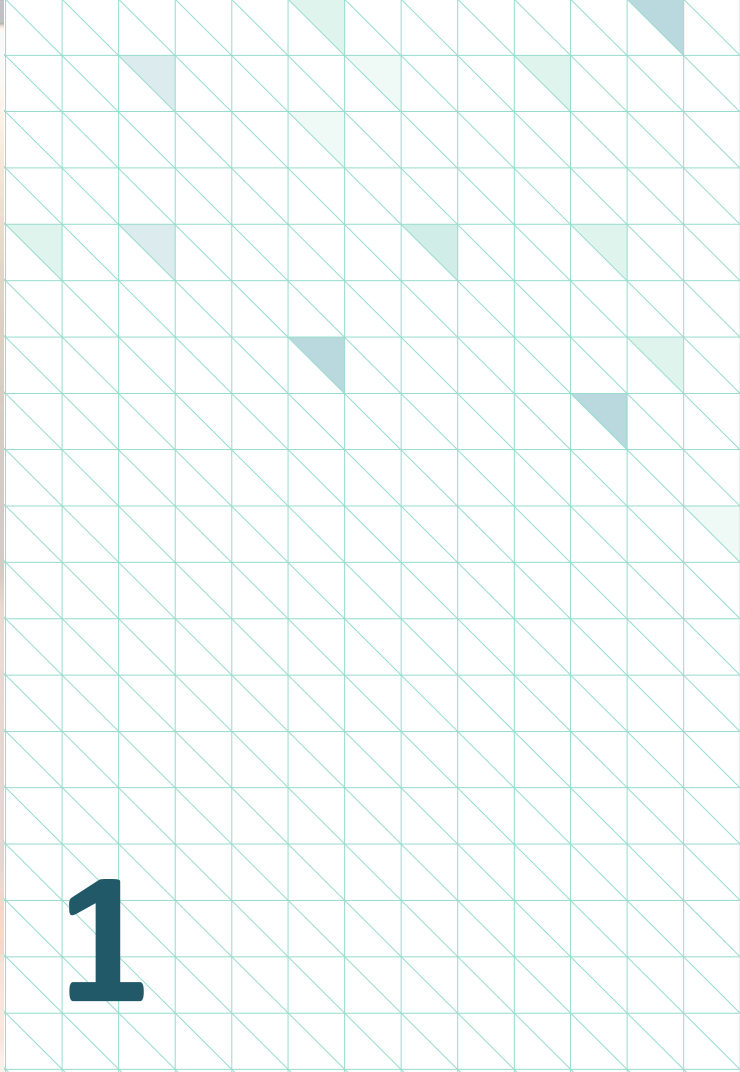
A hospitality trust with a focus on pan-Asian region



Note:

1. As at 31 March 2015 and excluded valuation of Pullman Cairns International which was divested in June 2015





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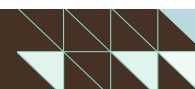
Key Highlights

2Q FY2015/16 Financial Highlights

	2Q FY2015/16			1H FY2015/16		
Gross Revenue	S\$54.5m	6.1% y-o-y	▼	S\$107.3m	4.5% y-o-y	▼
Net Property Income	S\$22.6m	2.9% y-o-y	▼	S\$44.0m	1.9% y-o-y	▼
Income available for distribution	S\$16.3m	15.1% y-o-y	▲	S\$31.3m	12.4% y-o-y	▲
Adjusted Income available for distribution ¹	S\$15.5m	9.6% y-o-y	▲	S\$29.7m	6.8% y-o-y	▲
Distribution per Stapled Security ("DPS")	1.38 cents	8.7% y-o-y	▲	2.66 cents	6.0% y-o-y	▲

Note:

1. After retaining 5% of distributable income for working capital purposes. There was no retention in FY2014/15



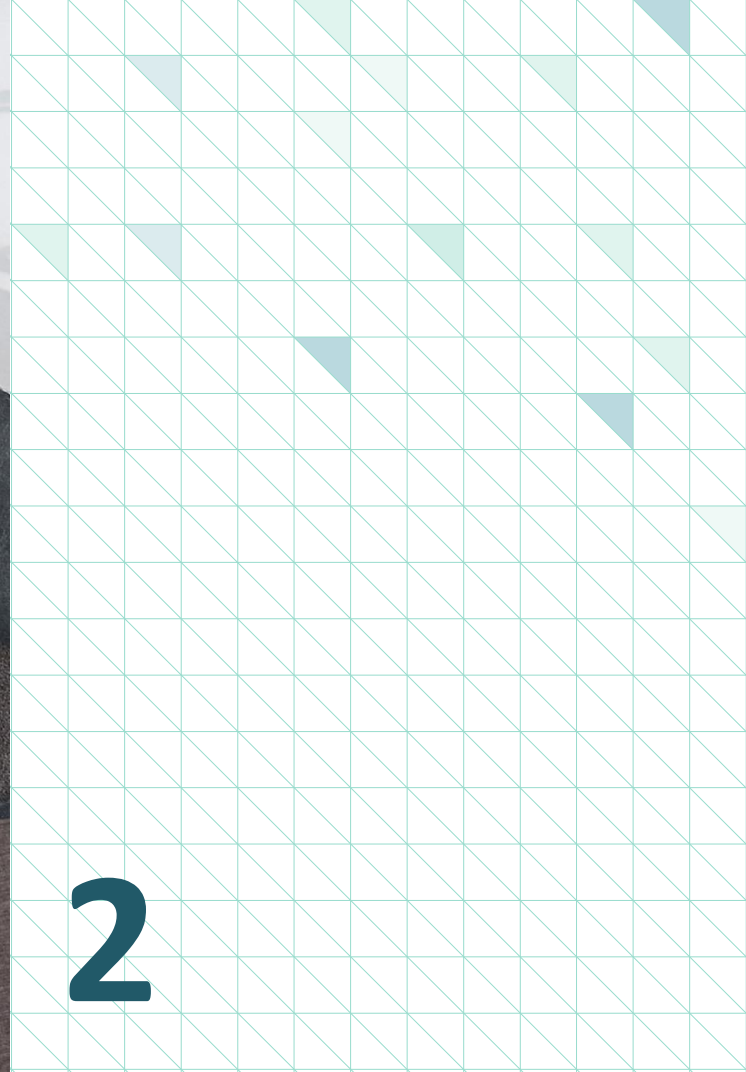
2Q FY2015/16 Portfolio Highlights

	AOR ¹		ADR ¹		RevPAR ¹				
Australia ²	83.4%	0.9pp y-o-y	▼	AUD 170	4.9% y-o-y	▲	AUD 142	4.4% y-o-y	▲
China	86.9%	2.6pp y-o-y	▼	RMB 412	3.3% y-o-y	▲	RMB 358	0.3% y-o-y	▲
Japan	<ul style="list-style-type: none"> Applies to Oakwood Apartments only Mainly driven by increased ADR 					JPY 9,861	21.7% y-o-y	▲	
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. Excludes Pullman Cairns International which was divested in June 2015





2

Financial Review

Results Summary – 2Q FY2015/16

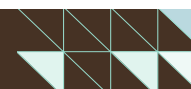
S\$' million	2 nd Quarter		Change
	FY2014/15	FY2015/16	
Gross Revenue	58.1	54.5	(6.1%)
Net Property Income	23.3	22.6	(2.9%)
NPI Margin	40.1	41.5	1.4pp
Income available for distribution	14.1	16.3	15.1%
- Operation	14.1	15.7	10.9%
- Proceeds from Divestment	-	0.6	-
Adjusted Income available for distribution ¹	14.1	15.5	9.6%
DPS (cents)	1.27	1.38	8.7%

- Overall improvement in the performance of the portfolio by S\$2.0m
- Offset by weaker AUD and JPY against SGD

- Absence of costs of S\$2.1m related to unwinding of AUDSGD cross currency swap (“AUDSGD CCS”)
- Loss of distribution from sale of Pullman Cairns International partially offset by distribution of the sale proceeds

Note:.

1. After retaining 5% of distributable income for working capital purposes. There was no retention in 2Q FY2014/15



Results Summary – 1H FY2015/16

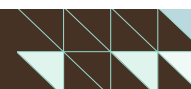
S\$' million	1 st Half		Change
	FY2014/15	FY2015/16	
Gross Revenue	112.3	107.3	(4.5%)
Net Property Income	44.9	44.0	(1.9%)
NPI Margin	40.0	41.0	1.0pp
Income available for distribution	27.8	31.3	12.4%
- Operation	27.8	30.7	10.2%
- Proceeds from Divestment	-	0.6	-
Adjusted Income available for distribution ¹	27.8	29.7	6.8%
DPS (cents)	2.51	2.66	6.0%

- Overall improvement in the performance of the portfolio by S\$5.2m
- Offset by weaker AUD and JPY against SGD

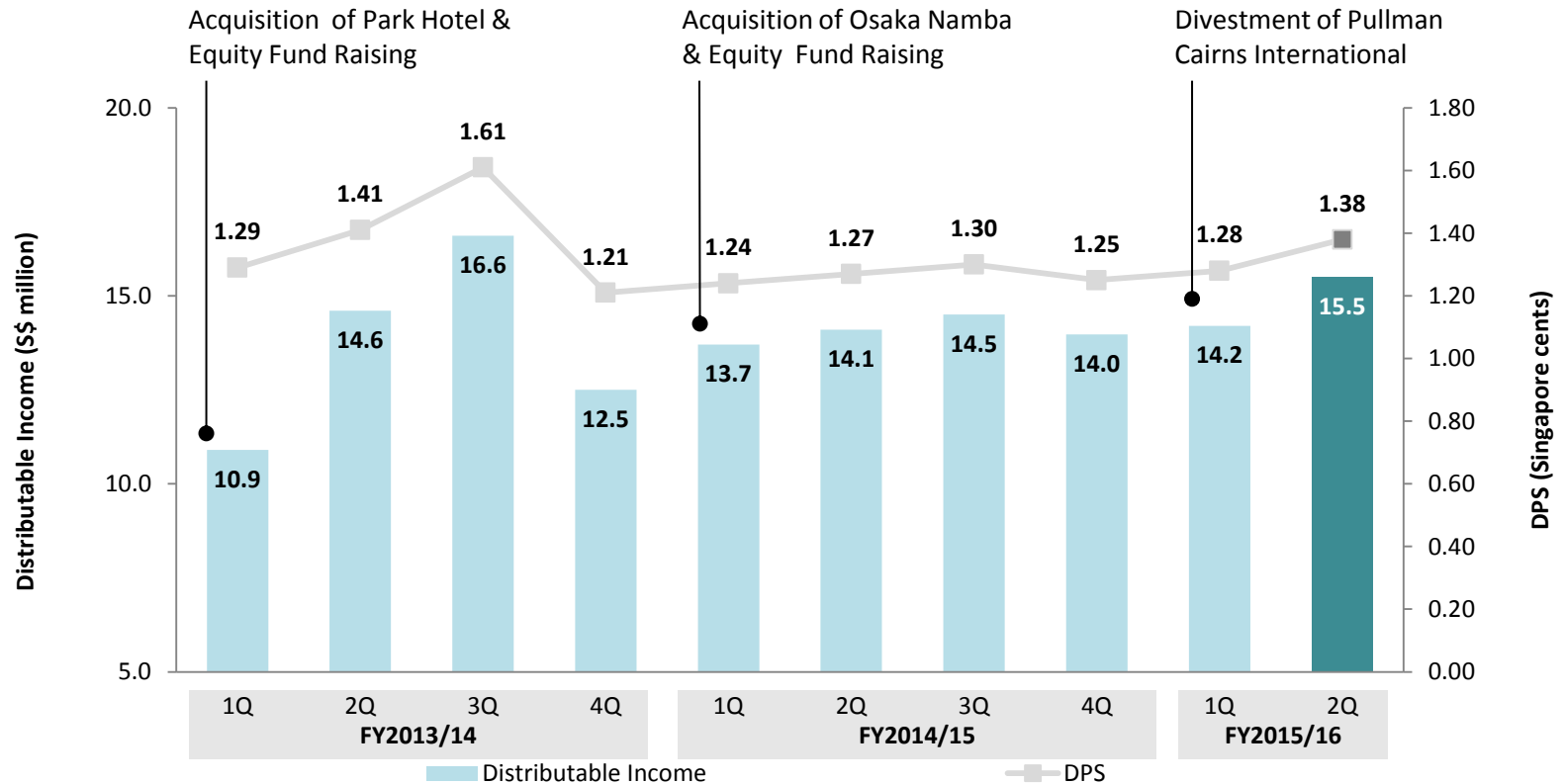
- Absence of costs of S\$3.9m related to unwinding of AUDSGD CCS

Note:.

1. After retaining 5% of distributable income for working capital purposes. There was no retention in 1H FY2014/15



Distribution History



Distribution Details

Distribution for the period 1 April 2015 to 30 September 2015: **2.66** Singapore cents per stapled security

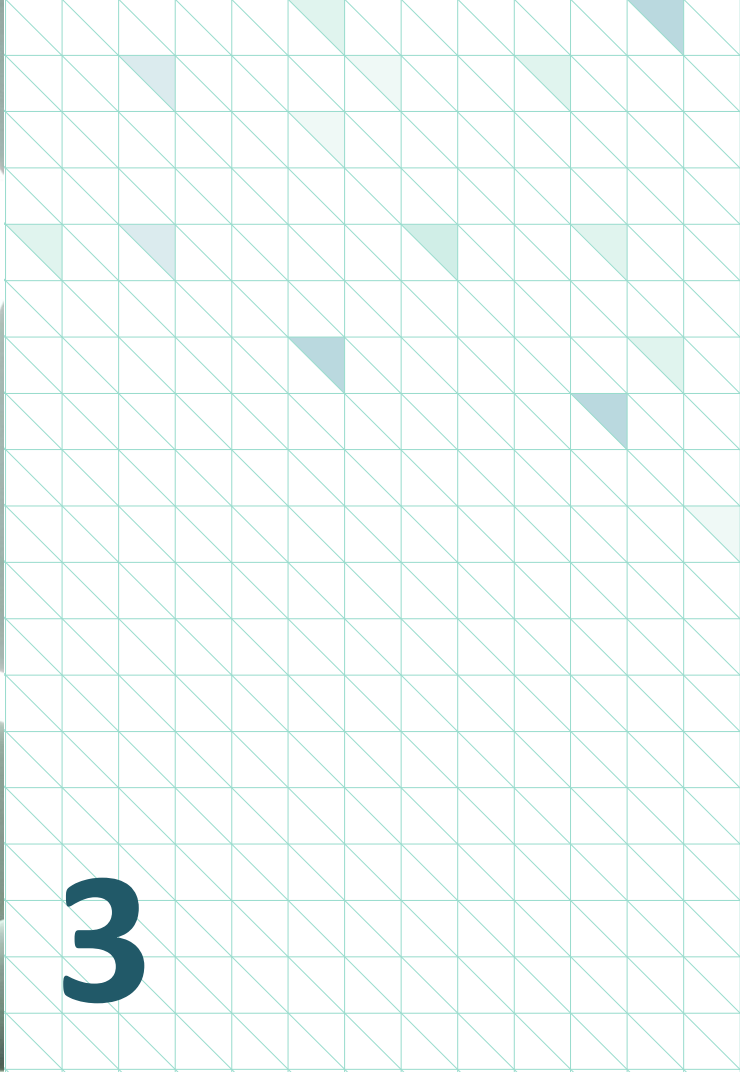
28 Oct 2015	Notice of Books Closure Date
3 Nov 2015, 9.00 am	Ex-Distribution Date
5 Nov 2015, 5.00 pm	Books Closure Date
4 Dec 2015	Date of Distribution

October 2015						
S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

November 2015						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

December 2015						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		





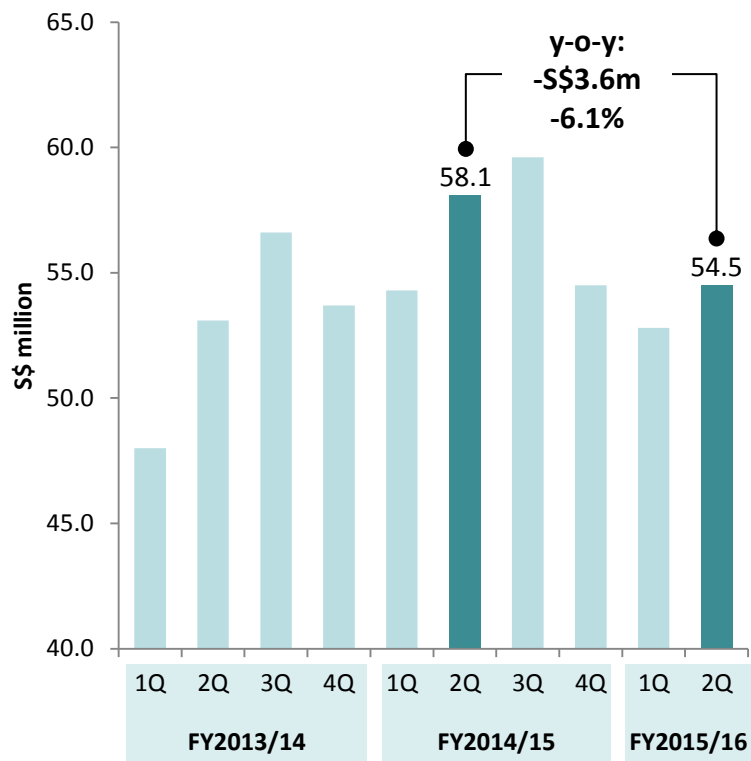
3

Portfolio Performance

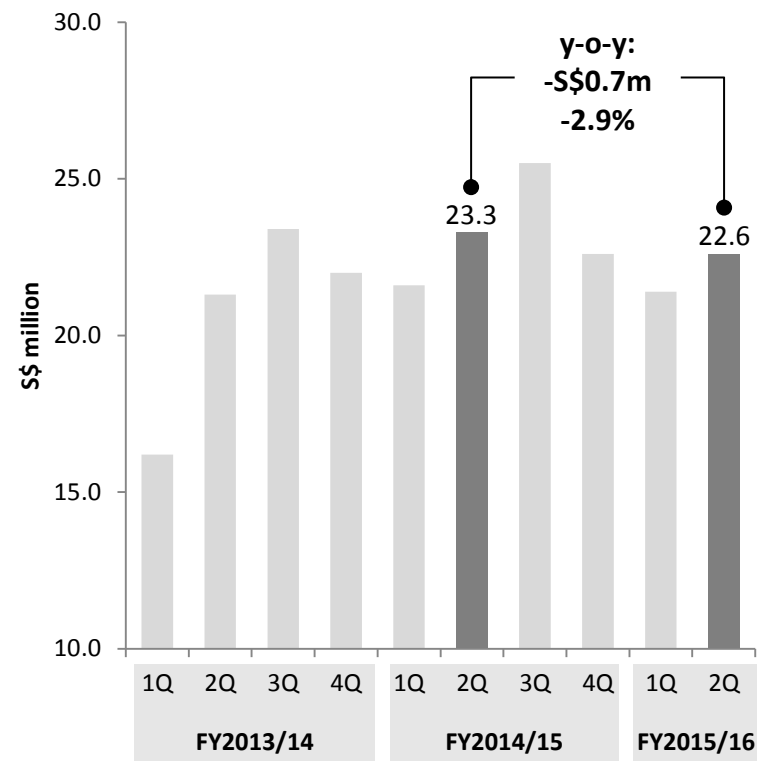
2Q FY2015/16 – Forex Impact on Revenue and NPI

- ✦ Overall improvement in portfolio performance moderated by depreciation of AUD and JPY against SGD

Gross Revenue



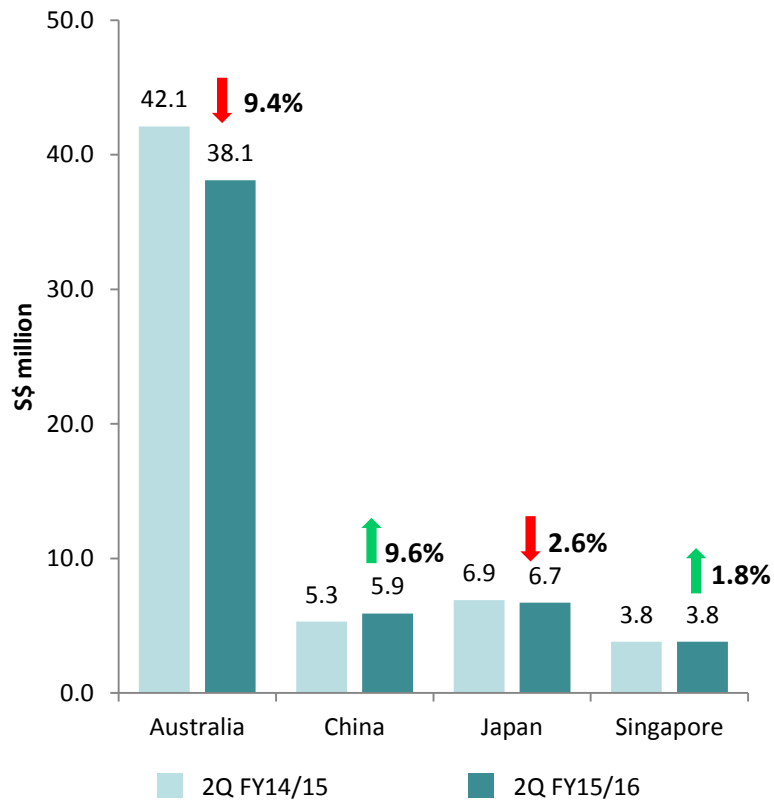
Net Property Income



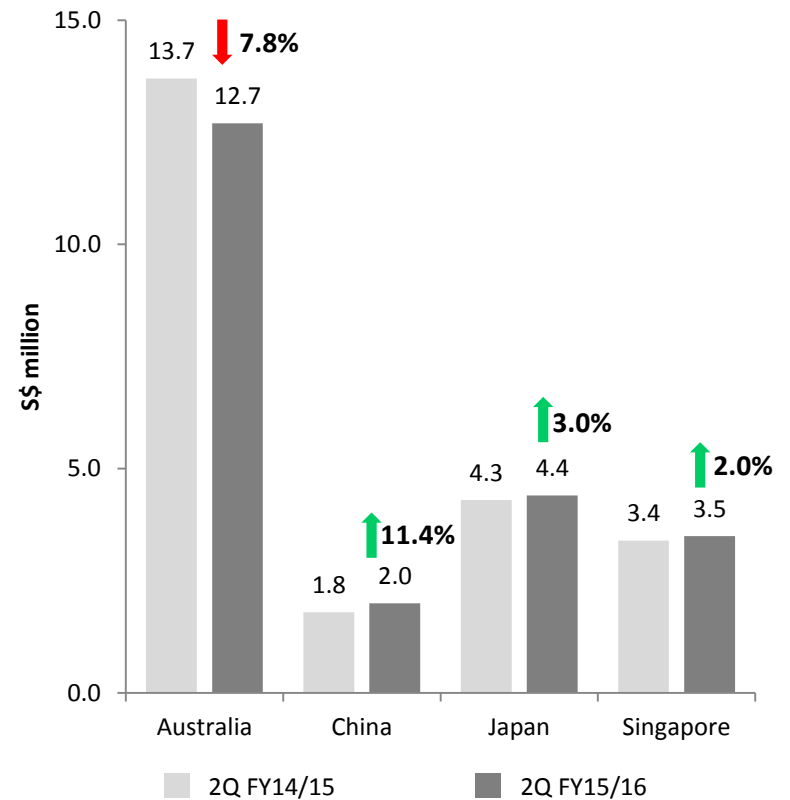
Performance by Country

- ✦ Financial performance for Australia and Japan portfolio were moderated due to continued depreciation of AUD and JPY against SGD

Gross Revenue



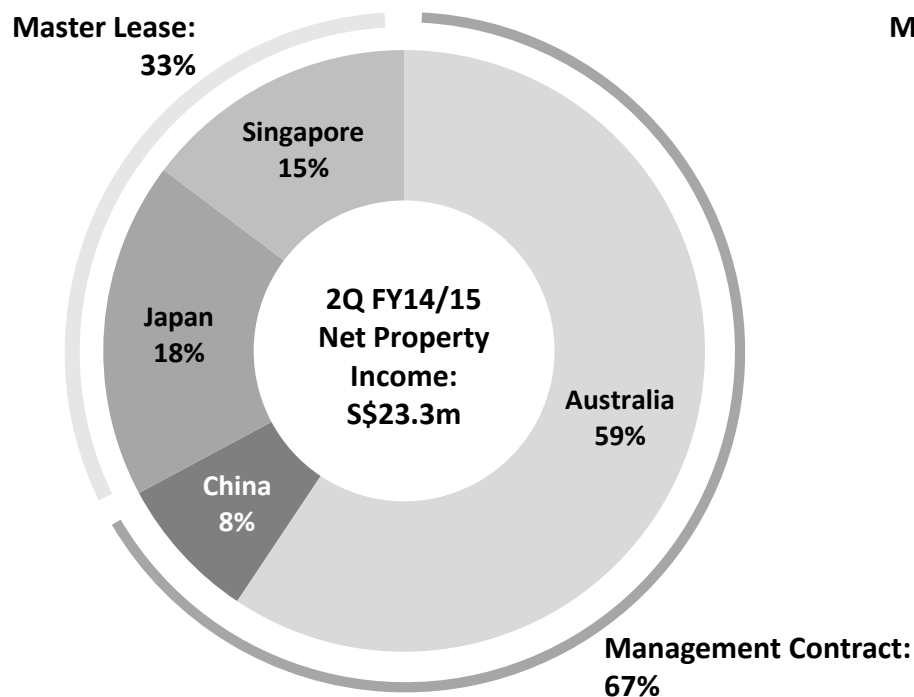
Net Property Income



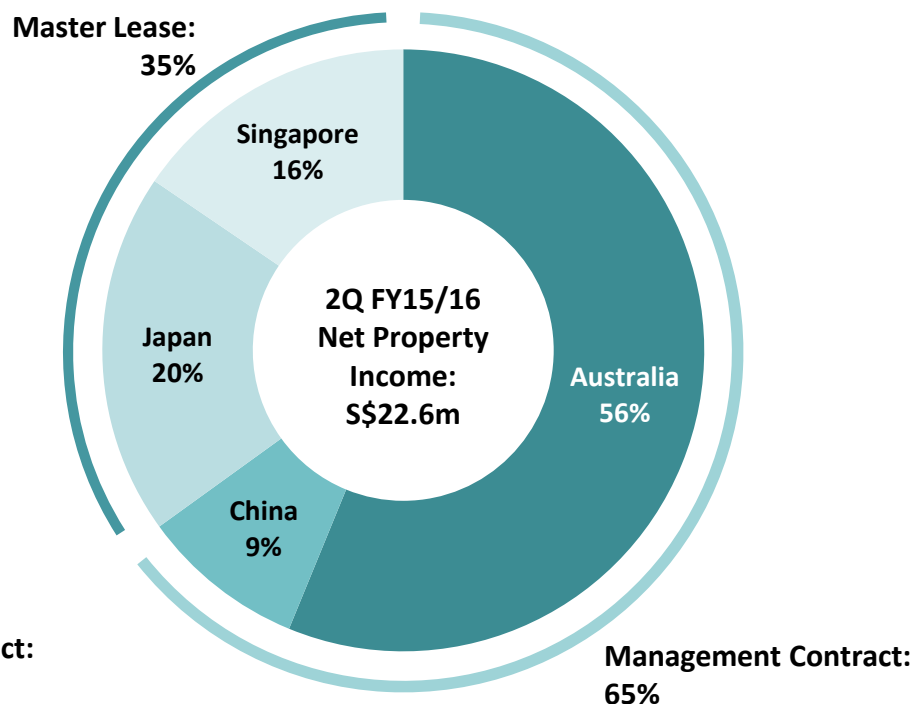
NPI Breakdown by Country and Contract Type

- ✦ Well diversified portfolio with good mix of master lease arrangements and management contracts

2Q FY14/15 Net Property Income



2Q FY15/16 Net Property Income

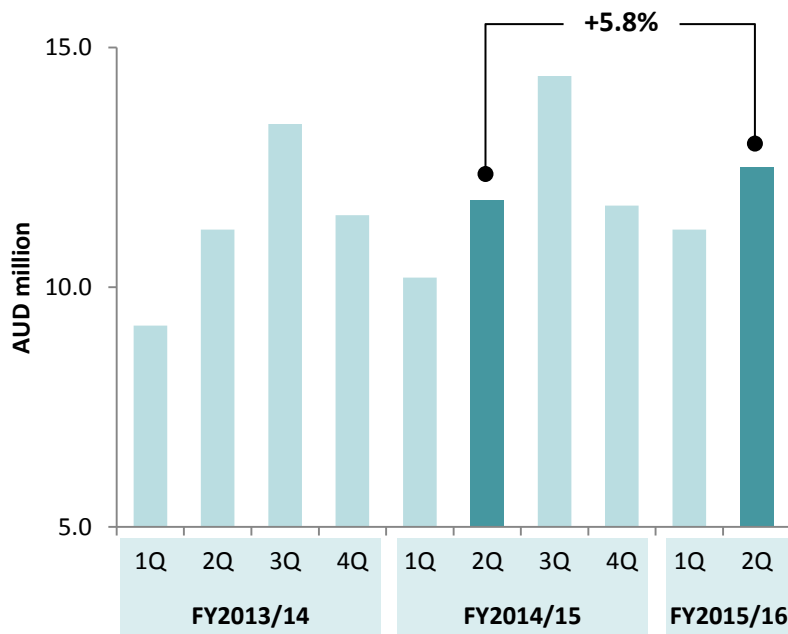


Australia Portfolio Performs

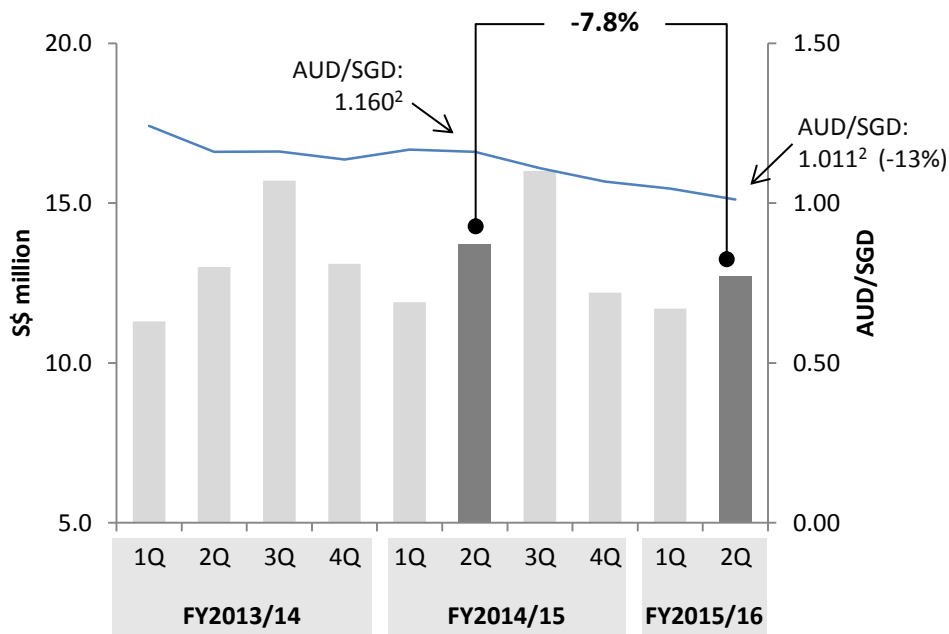
AUD	2 nd Quarter		Change
	FY14/15	FY15/16	
AOR	84.3%	83.4%	↓ 0.9pp
ADR	162	170	↑ 4.9%
RevPAR	136	142	↑ 4.4%

- Overall improvement in Australia portfolio led by:
 - Strong demand at Sydney and Melbourne hotels
 - Courtyard by Marriott North Ryde benefitted from closure of competing hotel
 - Full occupancy at Pullman Sydney Hyde Park office space
- Offset by weaker AUD against SGD

Net Property Income in AUD



Net Property Income in S\$



Note:

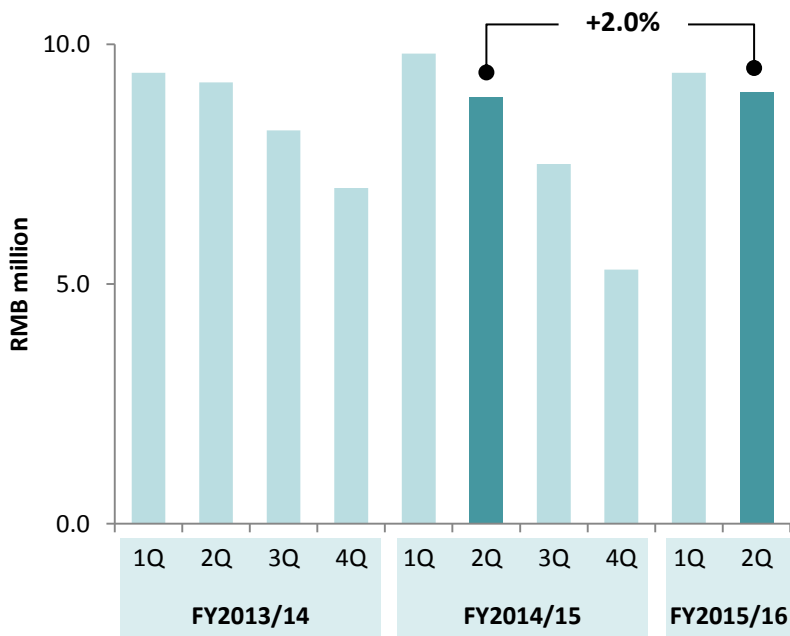
2. Based on average rate used for the respective quarter

China Portfolio Resilient

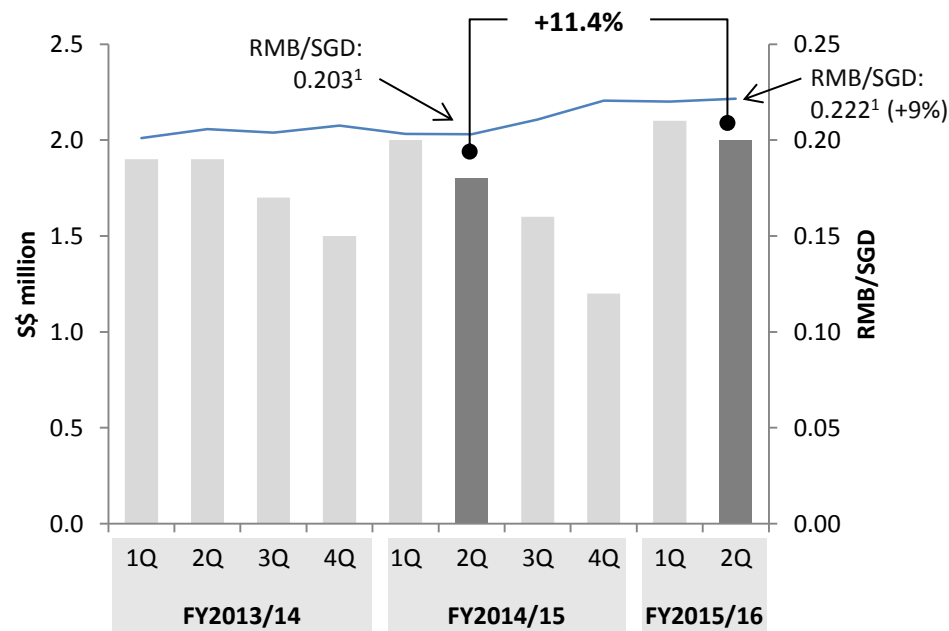
RMB	2 nd Quarter		Change
	FY14/15	FY15/16	
AOR	89.5%	86.9%	↓ 2.6pp
ADR	399	412	↑ 3.3%
RevPAR	357	358	↑ 0.3%

- Beijing hotels showed resilience despite increased competition and slowing corporate demand
- Benefitted from cost control measures
- Results further buoyed by stronger RMB against SGD

Net Property Income in RMB



Net Property Income in S\$



Note:

1. Based on average rate used for the respective quarter

Japan Portfolio Posts Another Good Quarter

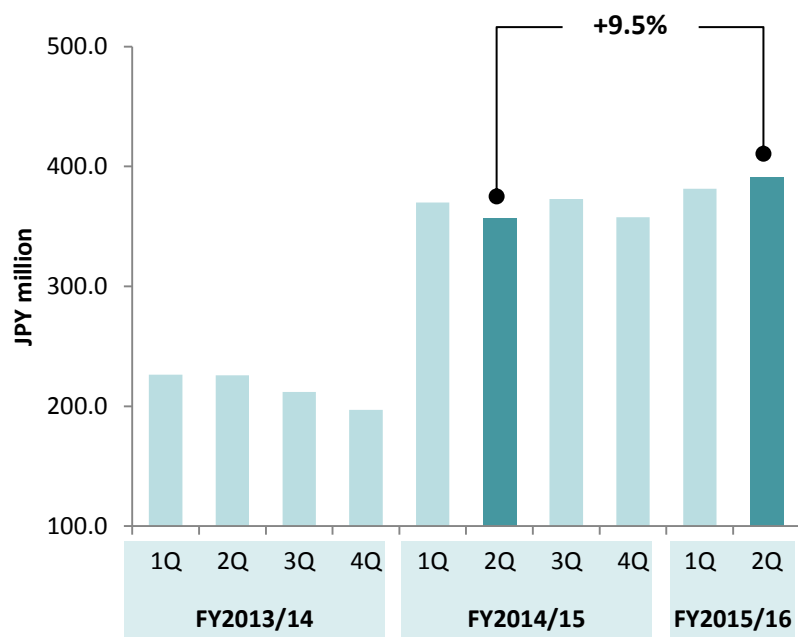
JPY	2 nd Quarter		Change
	FY14/15	FY15/16	
RevPAR¹	8,102	9,861	↑ 21.7%

Note:

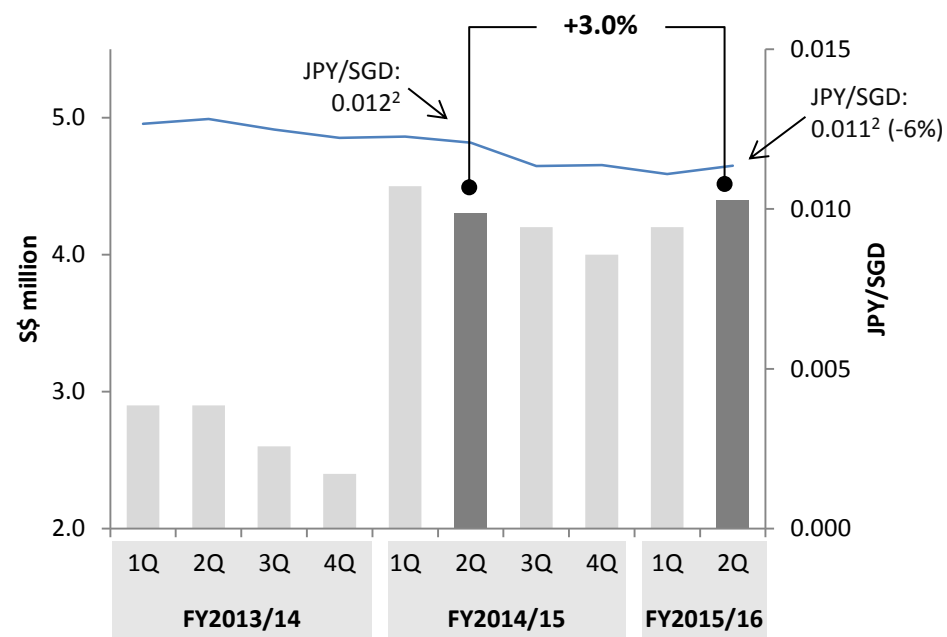
1. Applies to Oakwood Apartments only

- Oakwood Apartments continued to show improvement
- Certain expenses incurred in relation to acquisition of Osaka Namba Washington Hotel Plaza last year did not recur
- Offset by weaker JPY against SGD

Net Property Income in JPY



Net Property Income in S\$



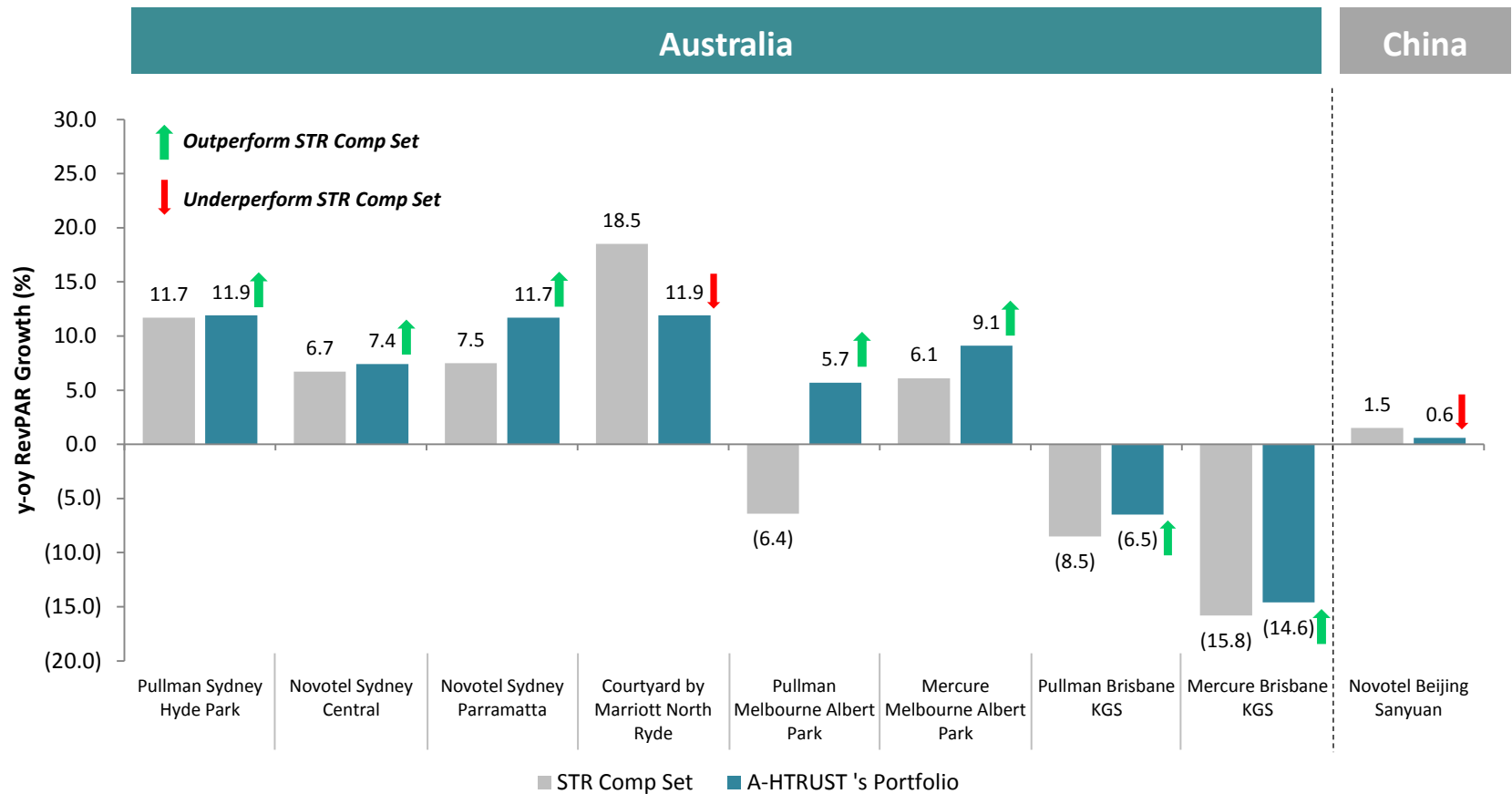
Note:

2. Based on average rate used for the respective quarter



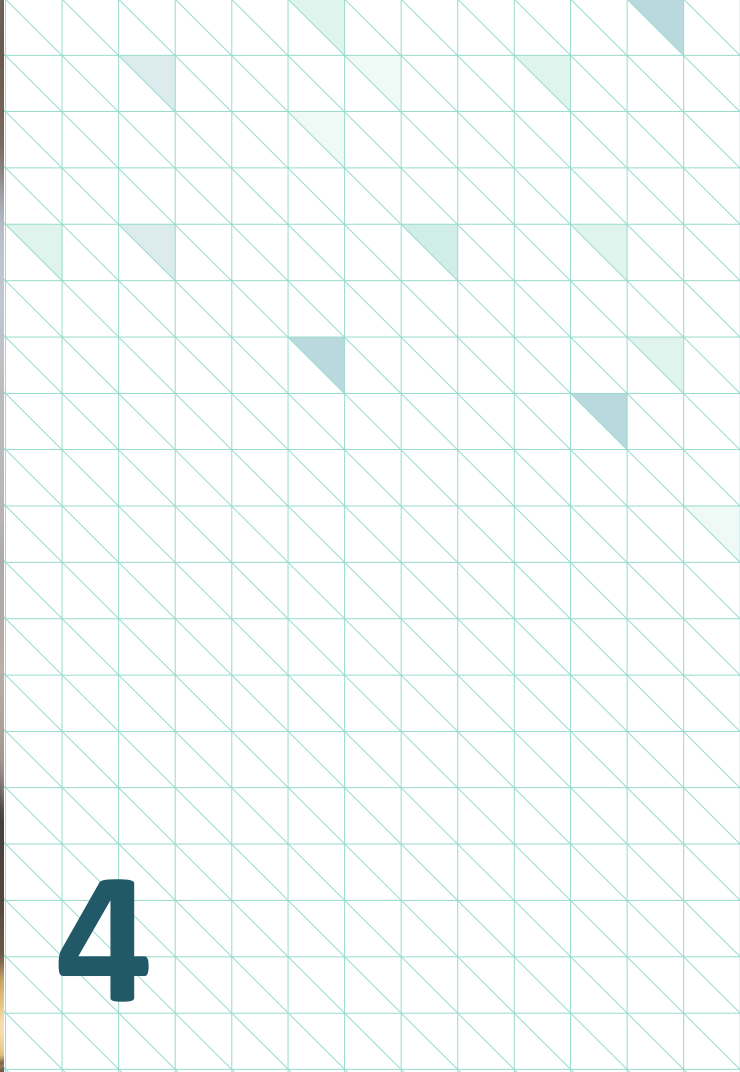
Quality Portfolio

- ✦ Majority of our hotels outperformed their peers in terms of y-o-y RevPAR growth for 2Q FY15/16, when compared against STR Comp Set¹



Note:

1. 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.



4

Capital Management

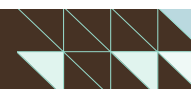
Healthy Balance Sheet

✦ Total assets of S\$1,431.6 million as at 30 September 2015

	As at 30 June 2015	As at 30 September 2015
Borrowings	S\$538.2 million	S\$536.8 million
Total Assets	S\$1,415.1 million	S\$1,431.6 million
A-HTRUST Gearing ¹	38.0%	37.5%
- A-HREIT Gearing	28.8%	28.5%
- A-HBT Gearing	43.2%	42.7%
Weighted average interest rate	3.4%	3.3%
Weighted average debt to maturity	2.8 years	2.5 years
Net asset value per stapled security	S\$0.71	S\$0.72

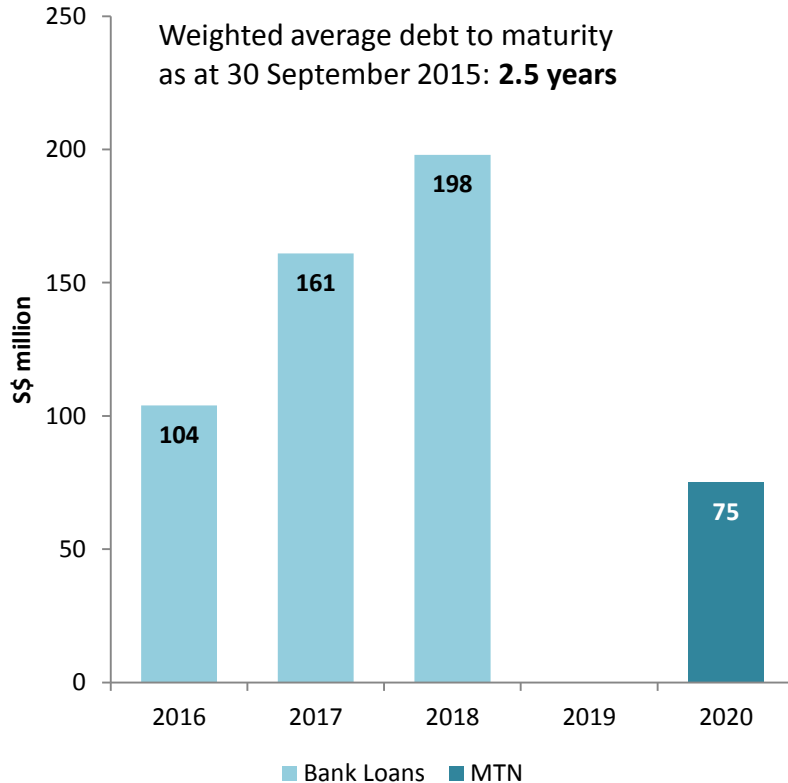
Note:

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



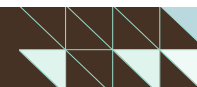
Balanced Debt Profile

Debt Maturity Profile



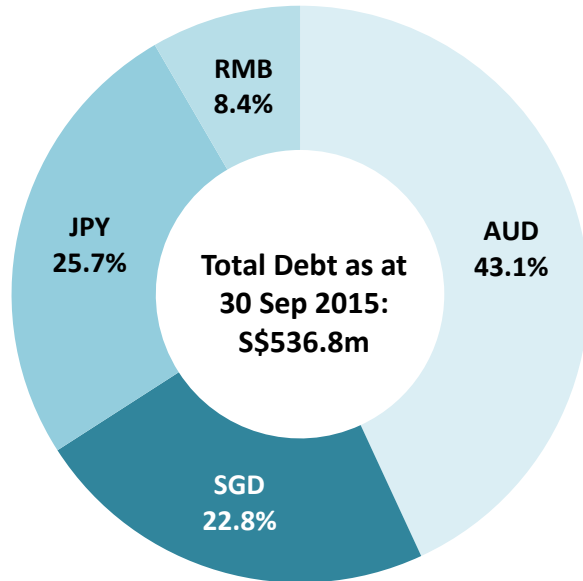
Debt Facilities

- **Term loan facilities:**
3 to 5-year term loan facilities
- **Revolving credit facility (“RCF”):**
3-year S\$60 million RCF
- **Medium term notes (“MTN”):**
S\$1 billion Multicurrency Stapled MTN programme established in October 2014
- **Managers are in advanced negotiations for refinancing of debt maturing in 2016**

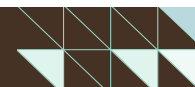
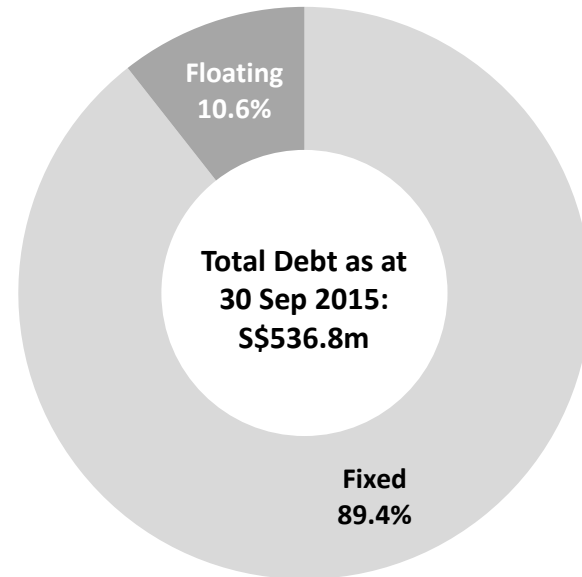


Prudent Capital Management

Debt Currency Profile



Interest Rate Profile

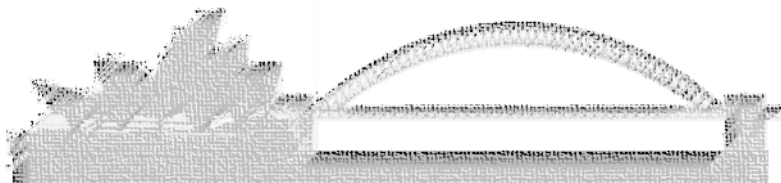




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Looking Ahead

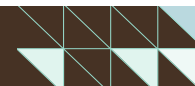
Australia – Sector Remains Healthy



- Australia tourism remained healthy as both international arrivals and domestic travelling recorded growth
- Number of international visitors to Australia was up by 7% y-o-y to 6.6 million for the year ended June 2015¹
- Domestic travelling for year ended June 2015 was up 5% y-o-y reaching 83.2 million overnight trips¹
- However, continual weakening of AUD against SGD will impact A-HTRUST's earnings in SGD terms

Note:

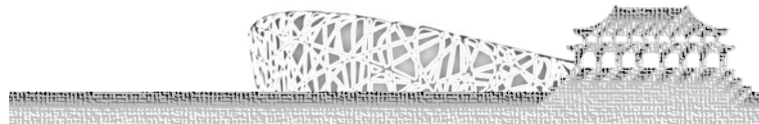
1. Source: Tourism Research Australia



China – Challenging Times Remain



- International visitors to Beijing YTD August 2015 grew by 0.6% y-o-y ¹
- Factors such as austerity drive, slowing economy and supply of hotel rooms may continue to apply pressure to the hotel performances
- Domestic travelling to Beijing is expected to remain robust and support the tourism sector in the city
- Slated development of Universal Studio in Beijing may help to boost the city's tourism sector



Note:

1. Source: Beijing Municipal Commission of Tourism Development
2. Source: Article from news.xinhuanet.com dated 14 September 2015
- “Universal Studios to complete Beijing theme park in 2019”

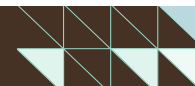
Japan – Near Term Outlook Optimistic



- Inbound arrivals to Japan continue to grow as 12.9 million foreign visitors visited the country up to August 2015 this year, posting a y-o-y growth of 49%
- Key to this was the development of low cost carriers in Japan as well as various government initiatives aimed at improving the Japan tourism sector
- Relatively weak JPY continues to drive inbound and the near term outlook is expected to be positive

Note:

1. Source: Japan National Tourism Organisation



Singapore – Moderating Outlook

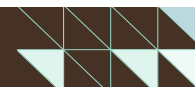


- Although international arrivals to Singapore YTD August were still short by 0.6% compared to the same period last year, the sector saw some reprieve in the recent months
- Inbound continued to improve with y-o-y growth recorded for the months of May, June, July and August 2015¹
- Singapore remains a top MICE destination and continues to attract high profile events
- However, new supply of rooms coming into market may moderate sector in near term



Note:

1. Source: Singapore Tourism Board





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