

**ASCOTT**  
RESIDENCE  
TRUST

A Member of CapitaLand

# Ascott Residence Trust

## A Leading Global Serviced Residence REIT

### SGX-CS Singapore Corporate Day

13 June 2018



# Important Notice

The value of units in Ascott Residence Trust (“Ascott REIT”) (the “Units”) and the income derived from them may fall as well as rise. The Units are not obligations of, deposits in, or guaranteed by Ascott Residence Trust Management Limited, the Manager of Ascott REIT (the “Manager”) or any of its affiliates. An investment in the Units is subject to investment risks, including the possible loss of the principal amount invested. The past performance of Ascott REIT is not necessarily indicative of its future performance.

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, cost of capital and capital availability, competition from similar developments, shifts in expected levels of property rental income, 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. Prospective investors and Unitholders are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of the Manager on future events.

Unitholders of Ascott REIT (the “Unitholders”) have no right to request the Manager to redeem their units in Ascott REIT while the units in Ascott REIT are listed. It is intended that Unitholders may only deal in their Units through trading on Singapore Exchange Securities Trading Limited (the “SGX-ST”). Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

- Overview Of Ascott REIT
- Ascott REIT Value Creation
- Key Highlights For 1Q 2018
- Portfolio Performance
- Conclusion
- Appendix

# Overview of Ascott REIT

Citadines

Citadines on Bourke Melbourne



# A Leading Global Serviced Residence REIT

Diversified And Defensive Portfolio Of Quality Assets Located In Major Gateway Cities



**11,430** units

**37** cities

**14** countries

**Most geographically diversified REIT listed on the SGX-ST**

**Market Capitalisation**

**S\$2.4b<sup>1</sup>**



**Total Assets**

**S\$5.2b**



**Total Shareholder  
Return Since IPO**

**~200%<sup>2</sup>**



Notes:

Figures above as at 31 March 2018, unless otherwise indicated

1. Source: Bloomberg as at 31 May 2018.

2. Consists all distributions and capital appreciation of Ascott Reit's unit price from IPO to 31 May 2018.



# Diversified Geographical Footprint Across 37 Cities in 14 Countries



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## United States of America

- o DoubleTree by Hilton Hotel New York – Times Square South
- o Element New York Times Square West
- o Sheraton Tribeca New York Hotel

## United Kingdom

- o Citadines Barbican London
- o Citadines Holborn-Covent Garden London
- o Citadines South Kensington London
- o Citadines Trafalgar Square London

## China

- o Ascott Guangzhou
- o Citadines Xinghai Suzhou
- o Citadines Zhuankou Wuhan
- o Somerset Grand Central Dalian
- o Somerset Heping Shenyang
- o Somerset Olympic Tower Property Tianjin
- o Somerset Xuhui Shanghai

## Japan

- o Citadines Central Shinjuku Tokyo
- o Citadines Shinjuku Tokyo
- o Somerset Azabu East Tokyo
- o Citadines Karasuma-Gojo Kyoto
- o Actus Hakata V-Tower
- o Big Palace Kita 14jo
- o Gravis Court Kakomachi
- o Gravis Court Kokutaji
- o Gravis Court Nishiharaekimae
- o Infini Garden
- o Roppongi Residences Tokyo
- o S-Residence Hommachi Marks
- o S-Residence Tanimachi 9 chome
- o S-Residence Midoribashi Serio
- o S-Residence Fukushima Luxe

## Spain

- o Citadines Ramblas Barcelona

## France

- o Citadines Austerlitz Paris
- o Citadines Didot Montparnasse Paris
- o Citadines Les Halles Paris
- o Citadines Maine Montparnasse Paris
- o Citadines Montmartre Paris
- o Citadines Place d'Italie Paris
- o Citadines République Paris
- o Citadines Tour Eiffel Paris
- o Citadines Trocadéro Paris
- o La Clef Louvre Paris
- o Citadines Croisette Cannes
- o Citadines City Centre Grenoble
- o Citadines City Centre Lille
- o Citadines Presqu'île Lyon
- o Citadines Castellane Marseille
- o Citadines Prado Chanoit Marseille
- o Citadines Antigone Montpellier

## Vietnam

- o Somerset Grand Hanoi
- o Somerset Hoa Binh Hanoi
- o Somerset West Lake Hanoi
- o Somerset Chancellor Court Ho Chi Minh City
- o Somerset Ho Chi Minh City

## Singapore

- o Ascott Orchard
- o Ascott Raffles Place
- o Citadines Mount Sophia
- o Somerset Liang Court

## Belgium

- o Citadines Sainte-Catherine Brussels
- o Citadines Toison d'Or Brussels

## Germany

- o Citadines Arnulfpark Munich
- o Citadines City Centre Frankfurt
- o Citadines Kurfürstendamm Berlin
- o Citadines Michel Hamburg
- o Madison Hamburg

## Philippines

- o Ascott Makati
- o Somerset Millenium Makati

## Malaysia

- o Somerset Ampang Kuala Lumpur

## Indonesia

- o Ascott Jakarta
- o Somerset Grand Citra Jakarta

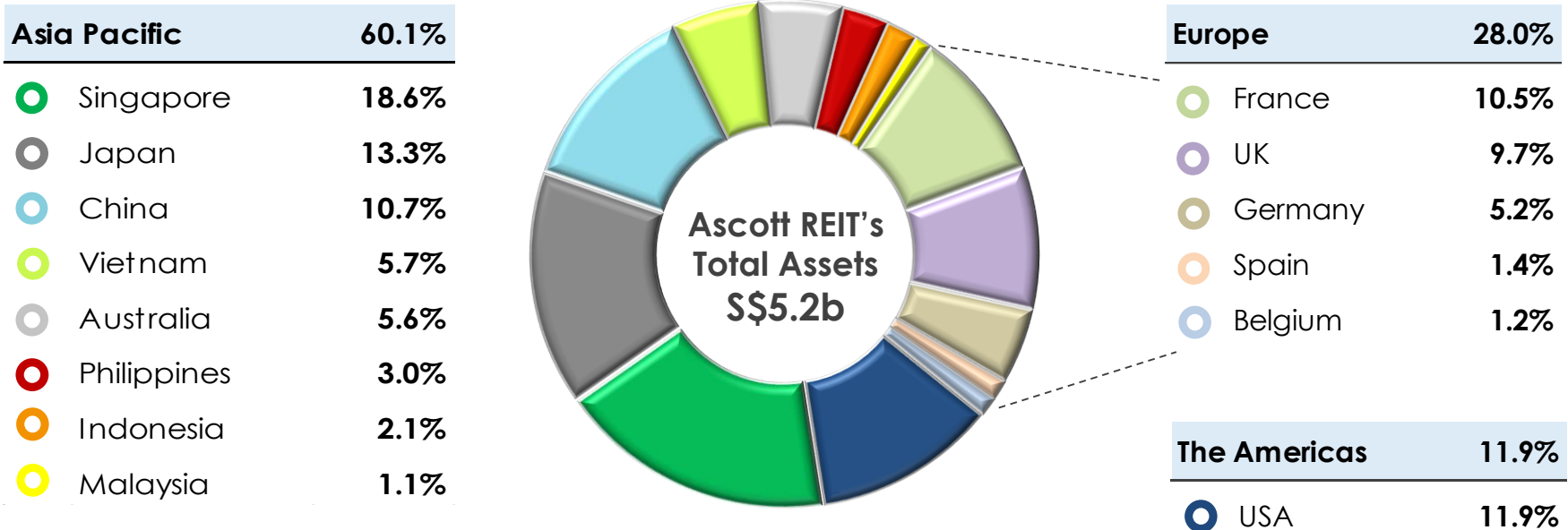
## Australia

- o Citadines On Bourke Melbourne
- o Citadines St Georges Terrace Perth
- o Quest Campbelltown
- o Quest Mascot
- o Quest Sydney Olympic Park



# Stable Performance Driven by A Balanced and Diversified Portfolio

Breakdown of total assets by geography  
As at 31 March 2018





# Balanced Portfolio Underpinned By Stable And Growth Income

	Stable Income		Growth Income
	Properties under Master Lease	Properties under Management Contracts with Minimum Income Guarantee	Properties on Management Contracts
Description	Master Lessees pay fixed rental per annum <sup>1</sup> to Ascott REIT	Properties on management contracts that enjoy minimum guaranteed income	No fixed or guaranteed rental but Ascott / third party operator manages Ascott REIT's properties for a fee
Percentage of Gross Profit <sup>2</sup>	39%	11%	50%

**50%**

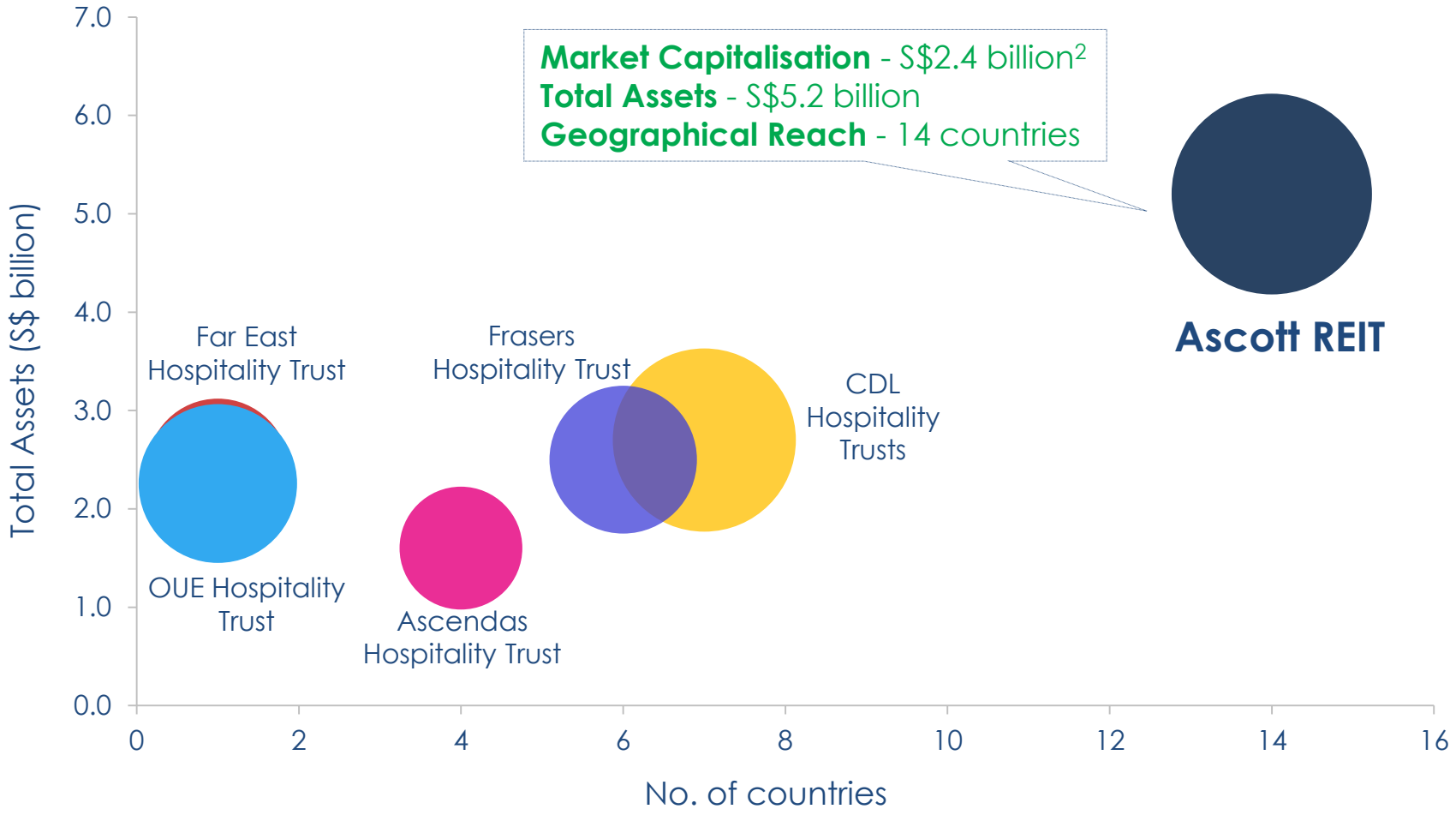
Notes:

- The rental payments under the master leases are generally fixed for a period of time. However, the master leases provide for annual rental revisions and/or pegged to indices representing construction costs, inflation or commercial rental prices according to market practice. Accordingly, the rental revisions may be adjusted upwards or downwards depending on the above factors.
- Based on 1Q 2018 gross profit.





# Ascott REIT Is The Most Geographically Diversified REIT And The Largest Hospitality S-REIT By Asset Size And Market Capitalisation<sup>1</sup>



**Notes:**

Figures above as at 31 May 2018, based on latest company filings.

1. Size of bubbles of other hospitality S-REITs denotes market capitalisation extracted from Bloomberg as at 31 May 2018.
2. Market capitalisation of Ascott REIT is based on unit closing price of S\$1.10 on 31 May 2018.

# What Are Serviced Residences?

## *“Home away from home”*

- Fully furnished apartments catered for both short and extended stays
- Kitchen facilities with separate living and dining area





# What Are Serviced Residences?

	Hotels	Serviced Residences
Lease Structure & Terms	<ul style="list-style-type: none"> <li>Short-term accommodation</li> </ul>	<ul style="list-style-type: none"> <li>Variable lease terms</li> </ul>
Revenue	<ul style="list-style-type: none"> <li>Revenue from rooms and other sources e.g. F&amp;B, ancillary, etc.</li> </ul>	<ul style="list-style-type: none"> <li>Revenue predominantly from rooms</li> </ul>
Cost Structure	<ul style="list-style-type: none"> <li>Higher staff-to-room ratio</li> <li>Full range of hospitality services</li> </ul>	<ul style="list-style-type: none"> <li>Lower staff-to-room ratio</li> <li>Limited services provided</li> </ul>
Seasonality	<ul style="list-style-type: none"> <li>Predominantly seasonal nature of tourism industry</li> </ul>	<ul style="list-style-type: none"> <li>Predominantly driven by long-term macroeconomic factors such as GDP growth and FDI inflows</li> </ul>

# Awards and Accolades

## Clinched Highly Coveted Accolades

### Asia Pacific Best of the Breeds REITs Awards 2017

- Best Hospitality REIT - Platinum



### Singapore Governance and Transparency Index 2017

- Ranked **6** out of the 42 Trusts

### World Travel Awards 2017

- Leading Serviced Apartments' in respective countries
  - Citadines Michel Hamburg
  - Citadines Sainte-Catherine Brussels
  - Citadines Shinjuku Tokyo
  - Somerset Grand Hanoi



### Business Traveller Asia-Pacific Awards 2017

- Best Serviced Residence in Asia Pacific
  - Ascott Raffles Place Singapore

### Travel Weekly Asia Readers' Choice Awards 2017

- Best Serviced Residence Property
  - Ascott Orchard Singapore



### TripAdvisor Awards

- Travellers' Choice Award 2017
  - Ascott Raffles Place Singapore
  - La Clef Louvre Paris
  - Citadines Karasuma-Gojo Kyoto
  - Somerset Grand Hanoi
  - Somerset Ho Chi Minh City
- Certificate of Excellence Award 2017
  - 37 properties<sup>1</sup>

Note:

1. For the full list of the awards, please refer to <https://www.the-ascott.com/en/ascottlimited/awards.html>.

# Ascott REIT Value Creation



Citadines City Centre Frankfurt

# Ascott REIT's Value Creation



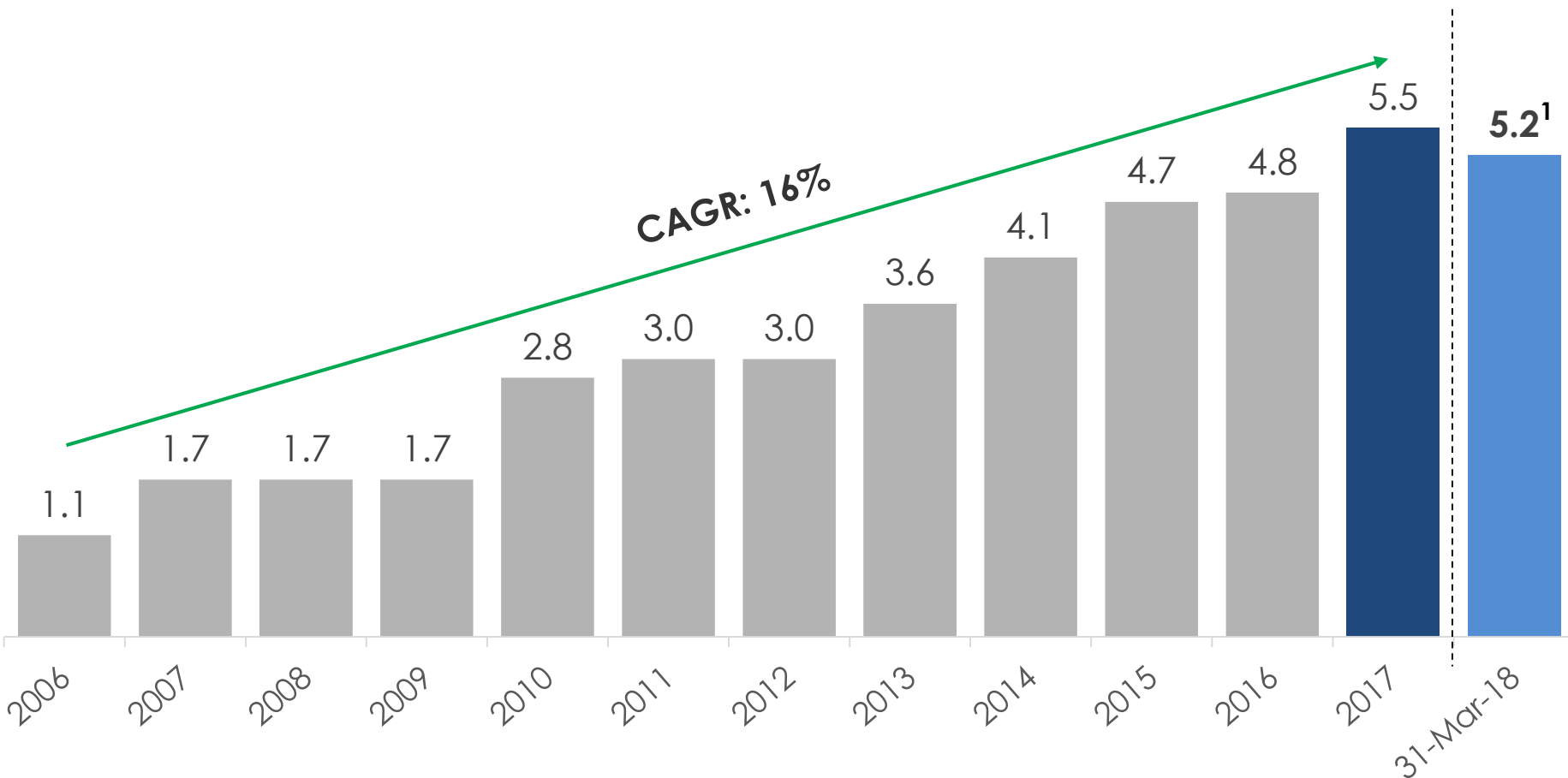


# 1

# Growth By Acquisition

Ascott REIT's Total Assets Has Increased Fivefold Since Its Listing In 2006

Total Assets  
(\$ billion)



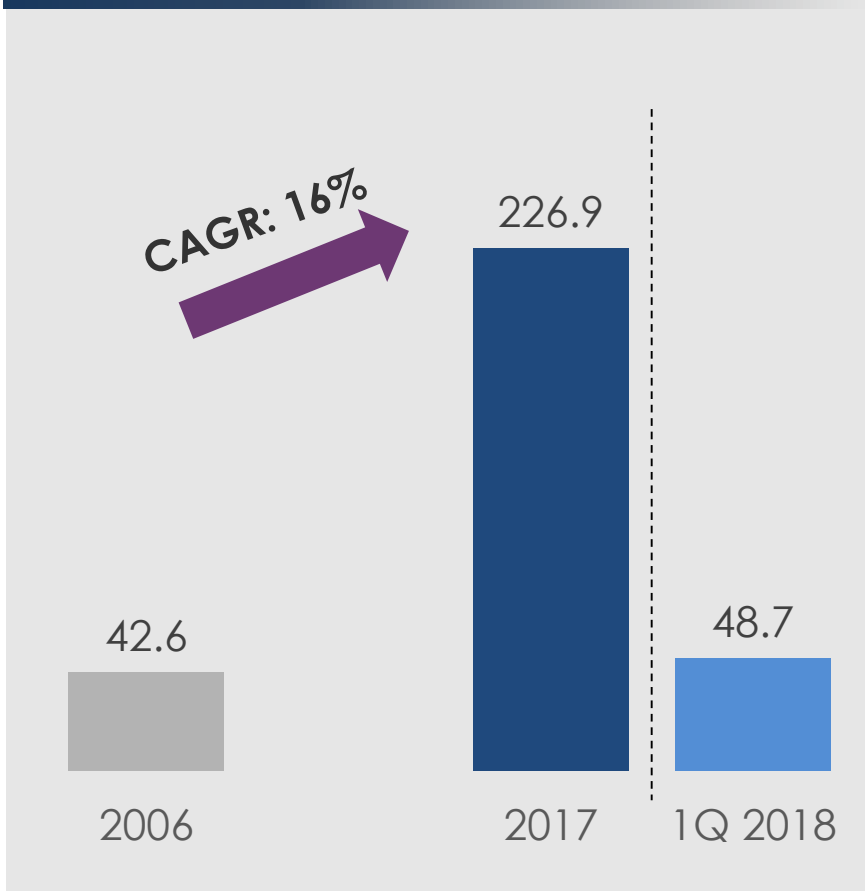
Note:

1. The decrease in total assets is due to the divestment of Citadines Biyun Shanghai and Citadines Gaoxin Xi'an on 5 January 2018.

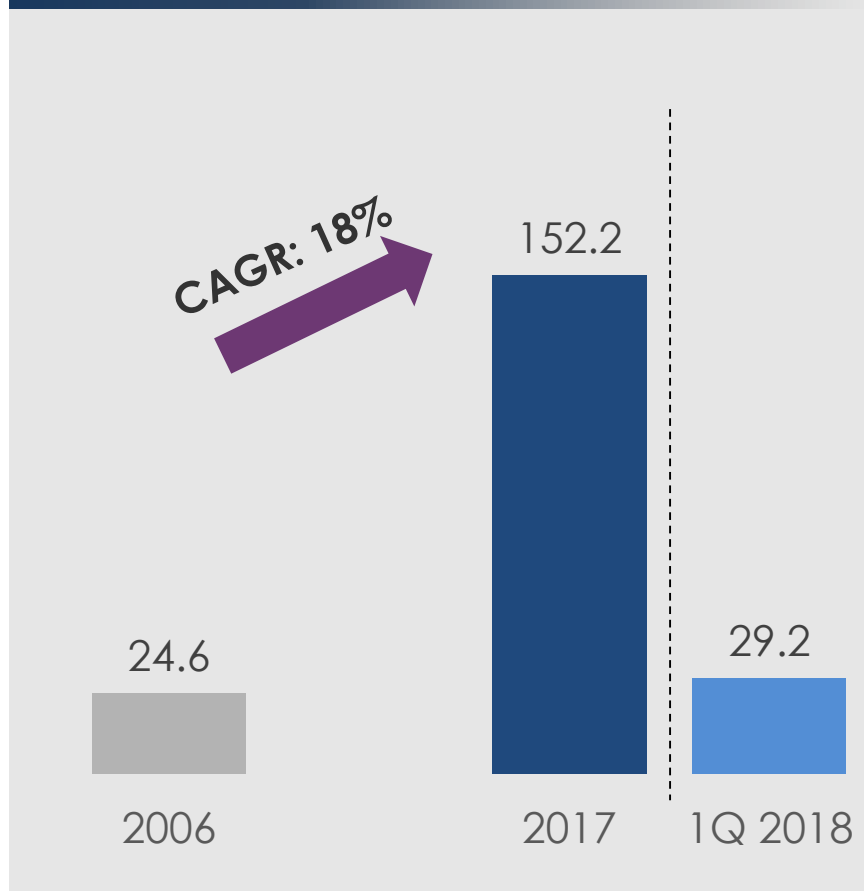
# 1 Growth By Acquisition

Robust Growth In Gross Profit And Unitholders' Distribution Delivered Since IPO in 2006

Gross profit  
(S\$ million)



Unitholders' Distribution  
(S\$ million)

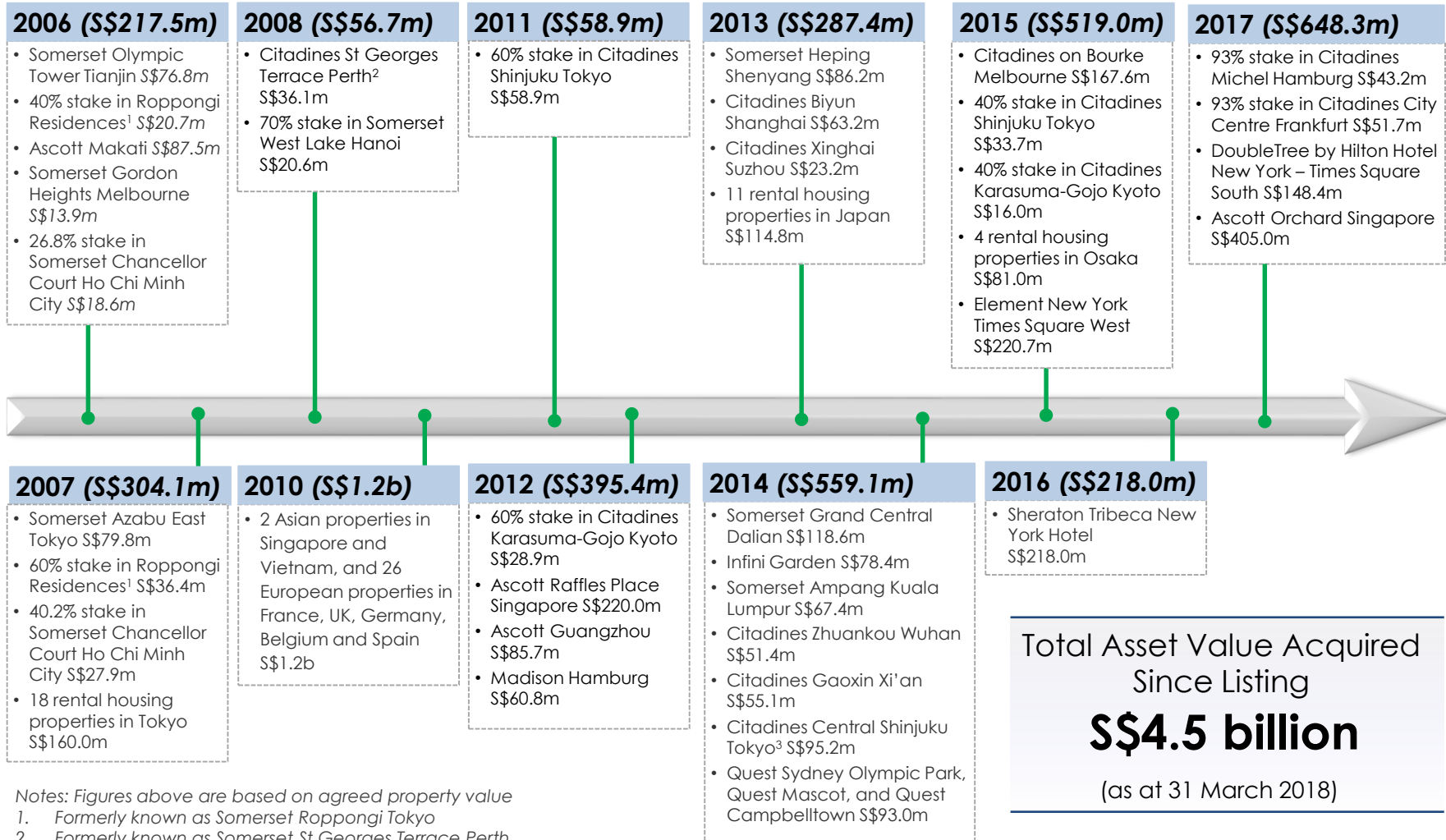






# 1 Growth By Acquisition

## Ascott REIT's Strong Acquisition Track Record Since Listing



Notes: Figures above are based on agreed property value

1. Formerly known as Somerset Roppongi Tokyo
2. Formerly known as Somerset St Georges Terrace Perth
3. Formerly known as Best Western Shinjuku Astina Hotel



2

# Active Asset Management Through Capital Recycling

Properties With A Total Divestment Value Of **S\$1.3 billion** Have Been Recycled And Re-deployed Into Higher Yielding Assets Since 2010

## 2010 (S\$335.7m)

- Ascott Beijing S\$301.8m
- Country Woods Jakarta S\$33.9m



Ascott Beijing

Country Woods Jakarta

The proceeds from the 2012 divestments were deployed to fund the yield accretive acquisitions of

- Ascott Raffles Place Singapore
- Ascott Guangzhou

## 2014 (S\$140.0m)

- Fortune Garden Apartments<sup>1</sup>



Fortune Garden Apartments<sup>1</sup>

## 2015 (S\$60.3m)

- 6 Rental Housing Properties in Japan S\$53.1m
- Salcedo Residence S\$7.2m



Salcedo Residences

Ascott REIT Divested

- 18 Rental Housing Properties in Japan
- Citadines Biyun Shanghai
- Citadines Gaoxin Xi'an

The proceeds from the 2010 divestments were used to partly fund the yield accretive acquisitions of

- Citadines Mount Sophia Property Singapore,
- Somerset Hoa Binh Hanoi
- 26 European properties in France, UK, Germany, Belgium and Spain

## 2012 (S\$374.6m)

- Somerset Gordon Heights Melbourne S\$15.6m
- Somerset Grand Cairnhill Singapore S\$359.0m



Somerset Gordon Heights Melbourne

Somerset Grand Cairnhill Singapore

Ascott REIT has completed the strata sale of 81 apartment units as at July 2017.

Ascott REIT Divested

- Six Rental Housing Properties In Japan
- Salcedo Residences in Philippines

## 2017 (S\$351.6m)

- 18 Rental Housing Properties in Japan S\$153.6m
- Citadines Biyun Shanghai & Citadines Gaoxin Xi'an S\$198.0m



Citadines Biyun Shanghai

Citadines Gaoxin Xi'an

Aggregate net divestment gain of **S\$304.4m** during the period FY 2010 – FY 2017

Note: Figures above are based on agreed sale price.

1. Formerly known as Somerset Grand Fortune Garden Property Beijing

# Augmenting Value Through Asset Enhancement Initiatives

Robust ADR Uplift At Refurbished Properties Completed In 2017

## Somerset Ho Chi Minh City

▲ **23%**  
Y-o-Y



## Somerset Millennium Makati

▲ **14%**  
Y-o-Y



## Citadines Barbican London

▲ **10%**  
Y-o-Y



# Augmenting Value Through Asset Enhancement Initiatives

**Citadines Barbican London**  
Additional rental revenue  
from Sourced Market, a F&B  
retailer



**Citadines Mount Sophia Singapore**  
Rejuvenated Lobby and Breakfast Lounge



2

# Active Asset Management – Ongoing AEs<sup>1</sup>

<b>Sheraton Tribeca New York Hotel</b> The United States of America	<b>Description</b>	Phase I: Renovation of public areas Phase II: Renovation of guestrooms and toilets
	<b>Period of renovation</b>	Target to complete in 2Q 2018
<b>Ascott Makati (Phase II)</b> The Philippines	<b>Description</b>	Renovation of 183 apartment units
	<b>Period of renovation</b>	Target to complete in 2Q 2018
<b>Somerset Grand Hanoi</b> Vietnam	<b>Description</b>	Renovation of apartment units, toilets and public area
	<b>Period of renovation</b>	Completed phase I in Dec 2017, phase II to commence in 2Q 2018
<b>Somerset Grand Citra Jakarta (Phase 1)</b> Indonesia	<b>Description</b>	Renovation of 44 apartment units
	<b>Period of renovation</b>	1Q 2018 – 1Q 2019

Note:

Status as at 31 March 2018.

1. Excluding properties under Master Lease agreement



# 3 Capital And Risk Management

## Disciplined And Prudent Approach Towards Capital And Risk Management

Gearing remained low at  
**36.1%**



Effective borrowing rate maintained at  
**2.3%** per annum

**4.0** years  
Weighted average debt to  
maturity



Interest cover  
**4.0X**

**'BBB'** (outlook stable)  
Long-term rating by Fitch



**~86%**  
Total debts on fixed rates to hedge  
against rising interest rates



NAV Per Unit  
**S\$1.22**

Adjusted NAV Per Unit<sup>1</sup>  
**S\$1.21**

Notes:  
Figures above as at 31 March 2018, unless otherwise indicated.  
1. Excluding the distributable income to Unitholders.

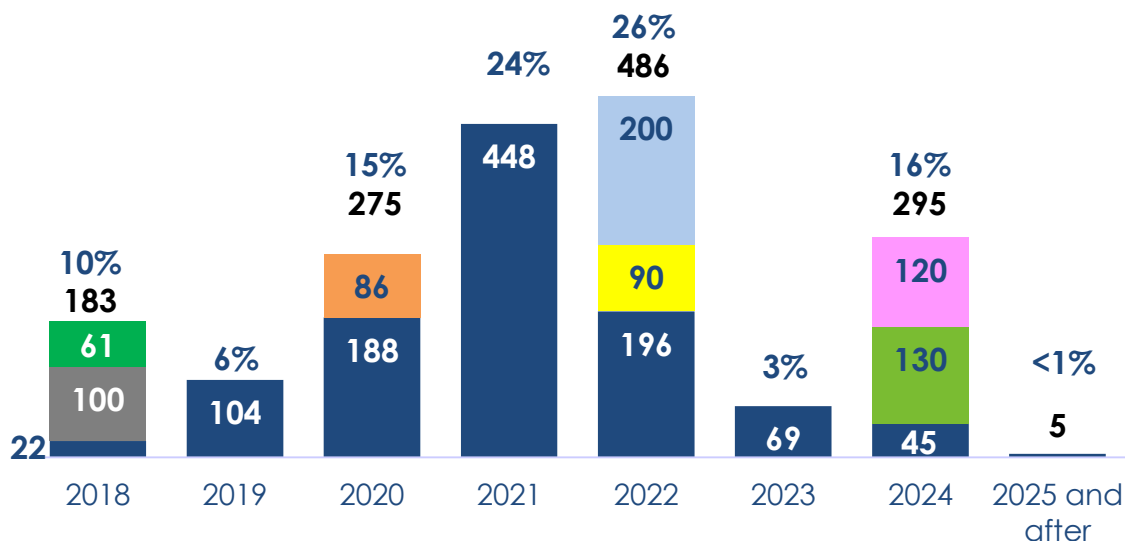
# 3 Continues to diversify funding sources and spread out debt maturity over the long-term

Well-spread debt maturity; have commenced discussions to refinance the remaining **10%** of loan facilities due in 2018

## Debt Maturity Profile

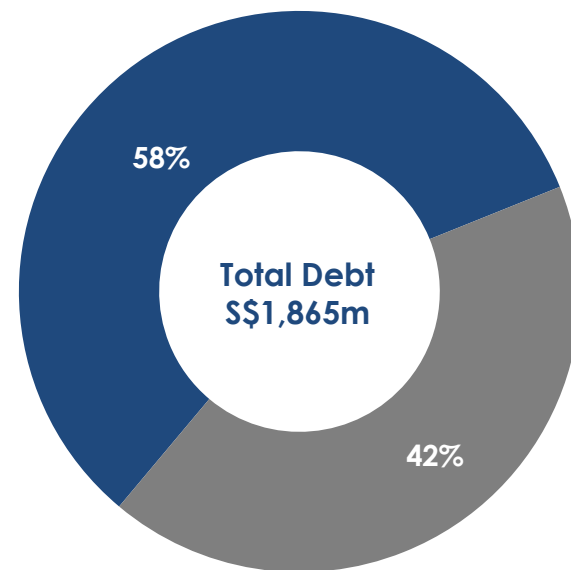
As at 31 March 2018

S\$'m



## By Debt Type

As at 31 March 2018



- Bank loans
- 2.01% p.a. fixed rate JPY5b MTN
- 4.30% p.a. fixed rate S\$100m MTN
- 1.65% p.a. fixed rate JPY7b MTN
- 4.21% p.a. fixed rate S\$200m MTN<sup>1</sup>
- 1.17% p.a. fixed rate JPY7.3b MTN
- 2.75% p.a. fixed rate EUR80m MTN
- 4.00% p.a. fixed rate S\$120m MTN<sup>2</sup>

- Bank Loans
- Medium Term Notes ("MTN")

### Notes:

1. S\$ proceeds from the notes have been swapped into Euros at a fixed interest rate of 1.82% p.a. over the same tenure
2. S\$ proceeds from the notes have been swapped into Euros at a fixed interest rate of 2.15% p.a. over the same tenure

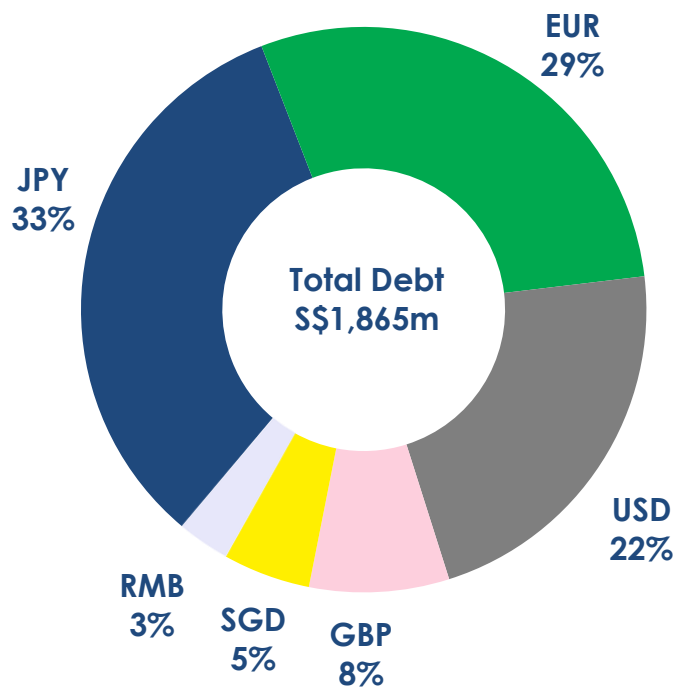


# 3

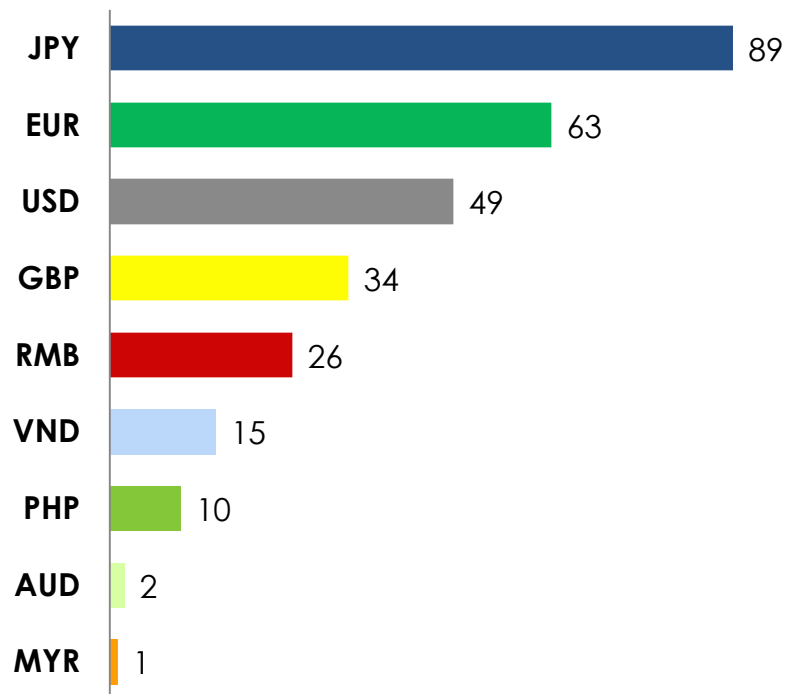
# Foreign Currency Risk Management

Ascott REIT adopts a natural hedging strategy to the extent possible;  
~46% of the total assets denominated in foreign currency has been hedged

Debt By Currency (%)  
As at 31 March 2018



Balance Sheet Hedging (%)  
As at 31 March 2018







3

# Foreign Currency Risk Management

Overall exchange rate fluctuations have been largely mitigated with impact to gross profit at **0.4%**

Currency	Gross Profit 1Q 2018 (%)	Exchange Rate Movement From 31 Dec 2017 to 31 Mar 2018 (%)
EUR	26.9	1.4
JPY	13.8	(0.1)
SGD	13.3	-
VND	11.9	(3.3)
AUD	10.3	2.1
RMB	9.9	1.5
GBP	7.7	1.8
PHP	2.9	(3.2)
USD	2.5	(1.6)
MYR	0.8	2.1
<b>Total</b>	<b>100.0</b>	<b>0.4</b>

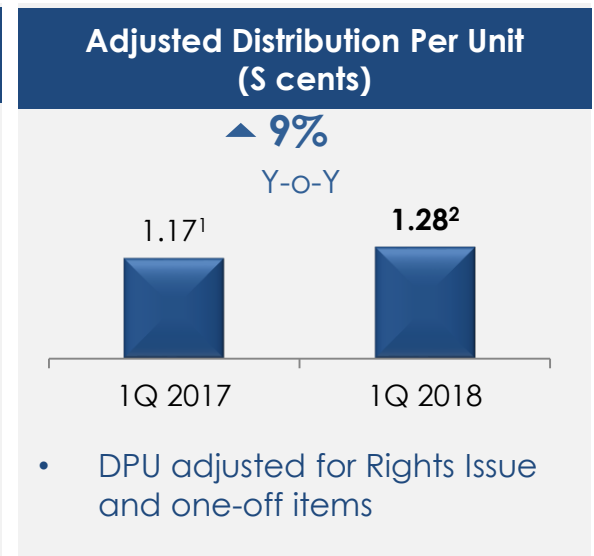
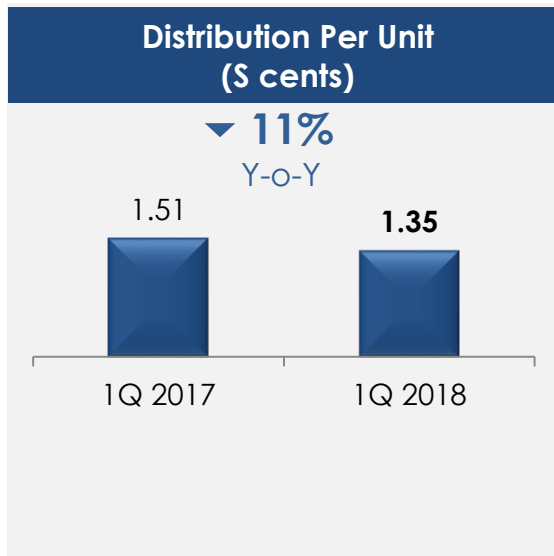
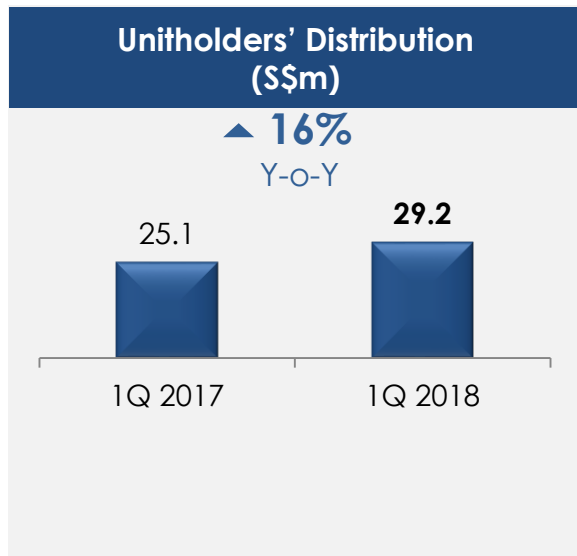
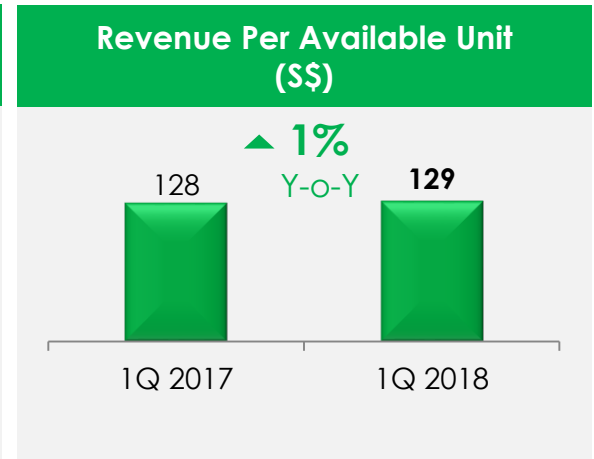
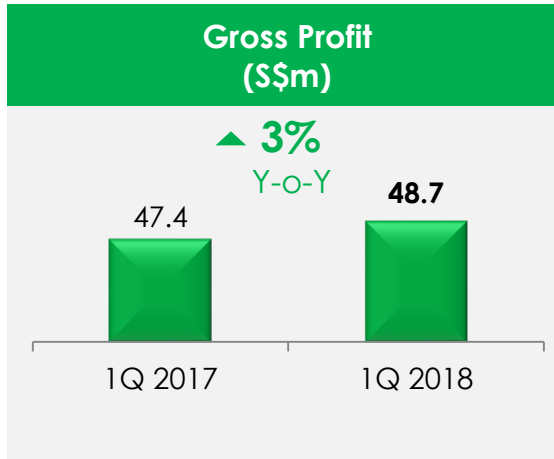
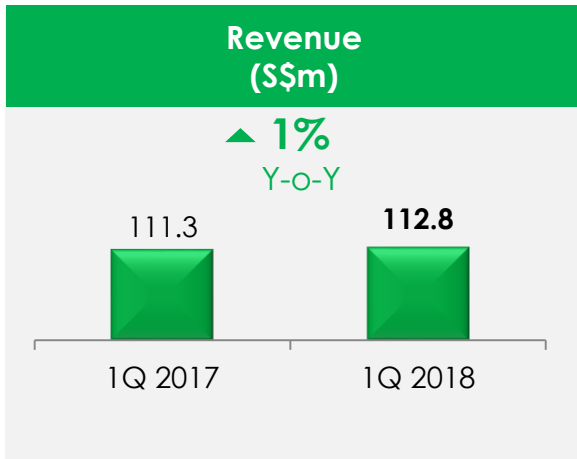
**~44%** of the distributable income derived in EUR, GBP, JPY and USD had been hedged. We will continue to monitor the foreign exchange movement and hedge our exposure.

# Key Highlights of 1Q 2018



# Key Highlights of 1Q 2018

Gross Profit and Unitholders' Distribution grew **3%** and **16%** y-o-y respectively



Notes:

- DPU has been restated for the Rights Issue, through which 481,688,010 units were issued on 11 April 2017.
- Excluding the one-off realised exchange gain of S\$1.6m.



# Key Highlights of 1Q 2018

## Stable Operating Performance

- Master Leases and MCMGI<sup>1</sup>: Revenue and gross profit grew **24%** and **25%** respectively mainly due to the assets acquired in FY 2017 and stronger performance in Belgium and UK
- **Belgium** and **UK** continued to register robust RevPAU growth of **20%** and **7%** respectively y-o-y
- Management Contracts: Lower revenue and gross profit mainly due to divestment and foreign exchange impact
- Ongoing renovations at **Ascott Makati** and **Sheraton Tribeca** affected 1Q 2018 performance
- Stable and resilient return underpinned by **50% growth income** and **50% stable income**
- Diversified portfolio of quality assets with **60%** of total assets in **Asia Pacific**, **28%** in **Europe** and **12%** in **The United States**
- Average length of stay maintained at **~3 months**; Weighted average tenure remained stable at **~5.2 years**
- Adjusted DPU<sup>2</sup> increased **9%** y-o-y

Notes:

1. MCMGI: Management contracts with minimum guaranteed income
2. Adjusted for rights issue and one-off items.



# Key Highlights of 1Q 2018

## Prudent Capital & Risk Management

- Gearing maintained at a healthy level of **36.1%** as at 31 March 2018
- Lowered effective borrowing rate to **2.3% per annum**, due to refinancing at lower interest rates
- Remaining **~10%** of total borrowings to be refinanced in 2018, have commenced discussions to refinance the loan facilities due in 2018
- **~86%** of total borrowings at fixed interest rates to hedge against rising interest rate
- **~46%** of the total assets denominated in foreign currencies has been hedged
- Impact of foreign exchange fluctuation on gross profit was positive at **0.4%**

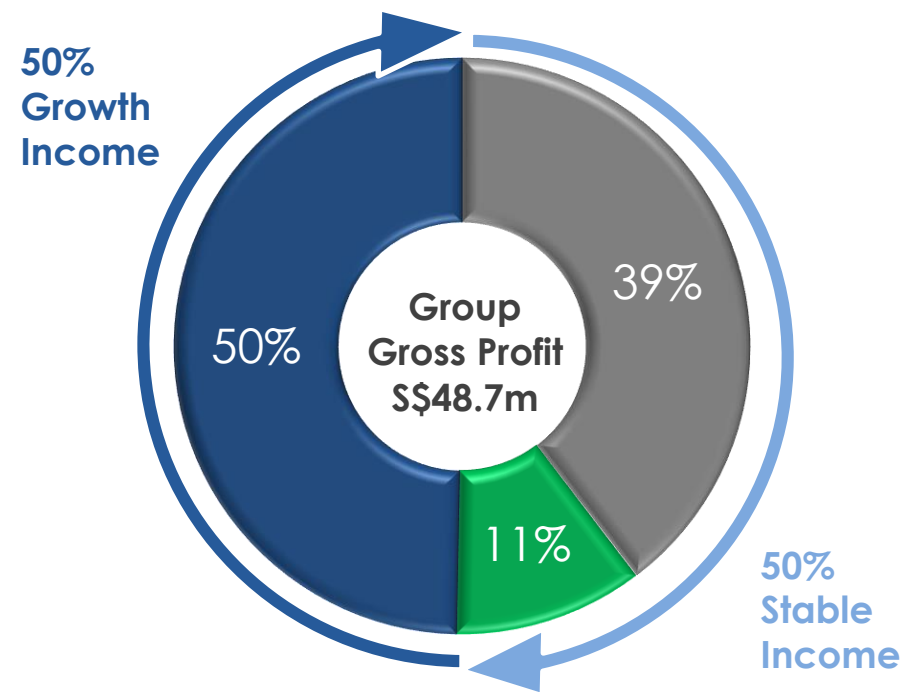
# Portfolio Performance



# Portfolio underpinned by growth and stable income

## Gross profit contribution by contract type

1Q 2018



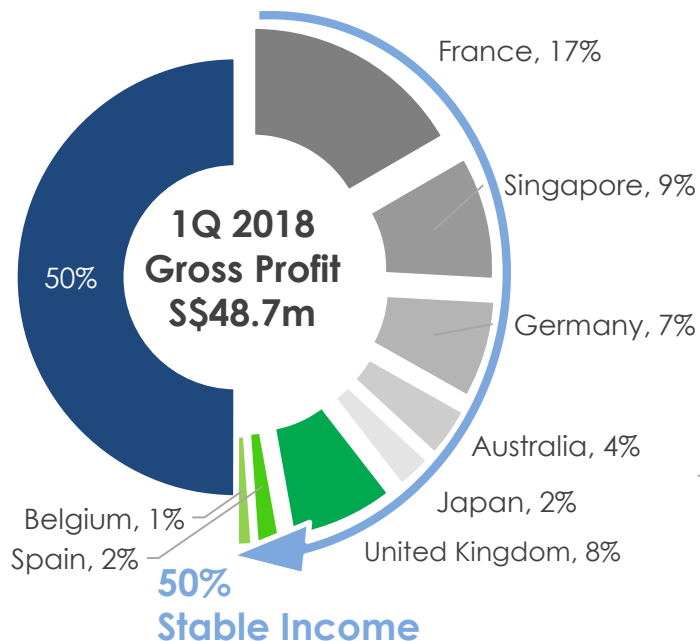
- Master Leases
- Management Contracts with Minimum Guaranteed Income
- Management Contracts



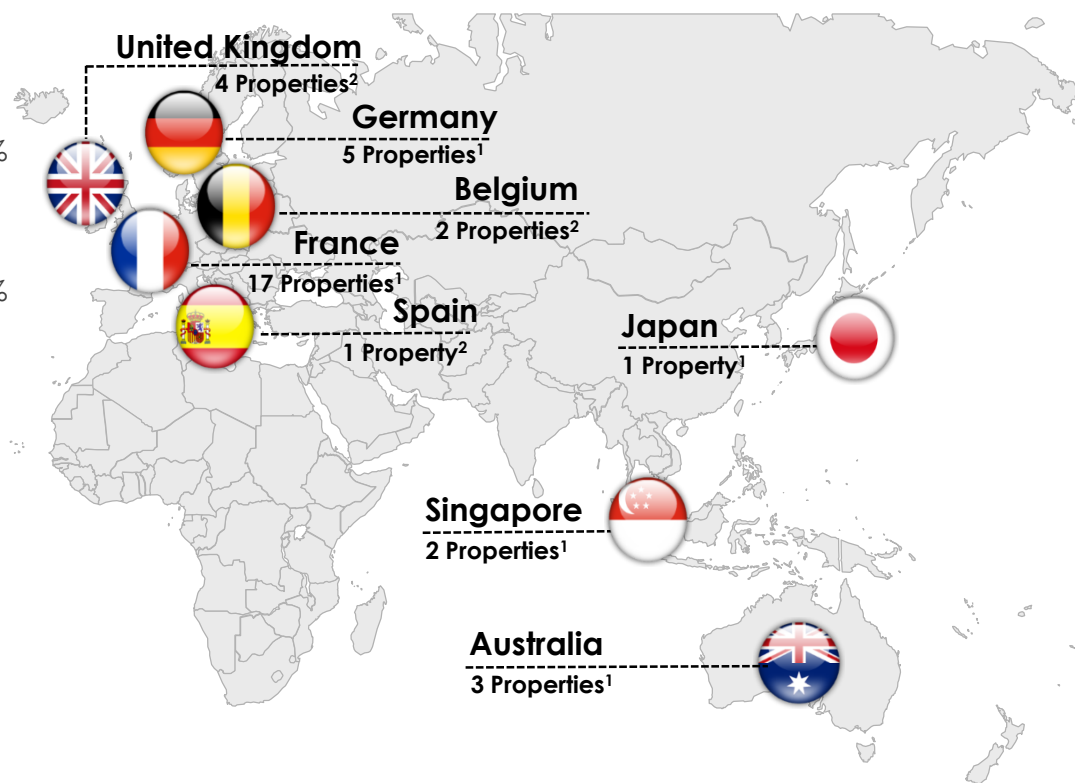
# 50% of Gross Profit in 1Q 2018 contributed by stable income

35 out of 73 properties enjoy income visibility derived from master leases and minimum guaranteed income contracts with weighted average tenure extended to ~5.2 years

## Gross profit contribution by contract type in 1Q 2018



## Properties under master leases and management contracts with minimum guaranteed income



- Master Leases
- Management Contracts with Minimum Guaranteed Income
- Management Contracts

Notes:

1. Properties under master leases.
2. Properties under management contracts with minimum guaranteed income.





# Master Leases (1Q 2018 vs 1Q 2017)



La Clef  
Louvre Paris



Citadines  
Les Halles Paris



Citadines  
Croisette  
Cannes



Citadines  
Arnulfpark  
Munich



Ascott  
Raffles Place  
Singapore



Quest Sydney  
Olympic Park

Revenue and gross profit grew **33%** and **32%** y-o-y respectively mainly due to inorganic growth

	Revenue ('mil)			Gross Profit ('mil)		
	1Q 2018	1Q 2017	% Change	1Q 2018	1Q 2017	% Change
<b>Australia (AUD)<sup>1</sup></b> 3 Properties	1.9	1.8	6	1.7	1.7	-
<b>France (EUR)<sup>2</sup></b> 17 Properties	5.5	5.8	(5)	5.0	5.3	(6)
<b>Germany (EUR)<sup>3</sup></b> 5 Properties	2.4	1.3	85	2.2	1.2	83
<b>Japan (JPY)</b> 1 Property	133.3	133.3	-	106.5	105.1	1
<b>Singapore (SGD)<sup>4</sup></b> 2 Properties	5.3	1.9	179	4.5	1.8	150
<b>Total (SGD)</b> <b>28 Properties</b>	<b>21.6</b>	<b>16.3</b>	<b>33</b>	<b>19.3</b>	<b>14.6</b>	<b>32</b>

Notes:

1. Compared to last year, revenue increased due to annual rent increment.
2. Both revenue and gross profit decreased due to reversal of over recovery of prior year's costs and lower rent upon renewal of master leases for four properties from 1 January 2018.
3. Against last year, both revenue and gross profit increased due to the acquisition of Citadines Michel Hamburg and Citadines City Centre Frankfurt.
4. As compared to last year, revenue and gross profit increased due to the acquisition of Ascott Orchard and better performance from Ascott Raffles Place.



# Management Contracts with Minimum Guaranteed Income (1Q 2018 vs 1Q 2017)



Citadines Toison d'Or Brussels



Citadines Ramblas Barcelona



Citadines Trafalgar Square London

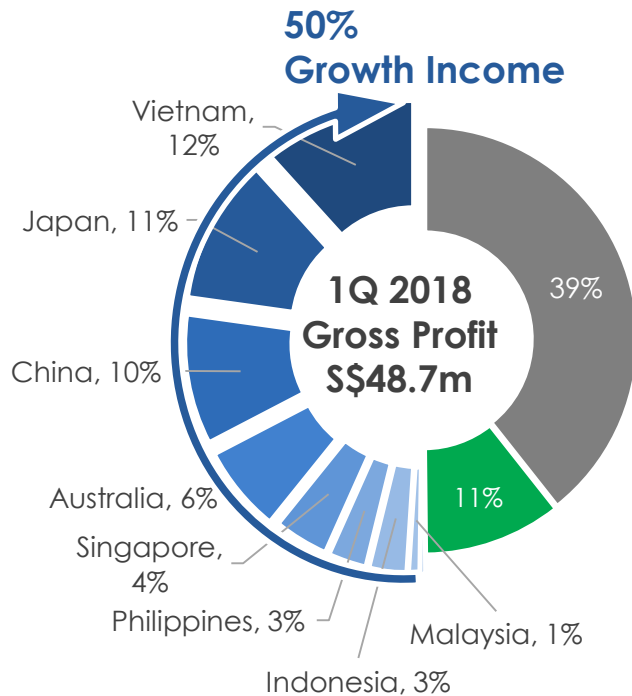
Revenue and RevPAU grew **14%** y-o-y and Gross Profit increased **4%** y-o-y due to turnaround of Belgium performance and organic growth




	Revenue ('mil)			Gross Profit ('mil)			RevPAU		
	1Q 2018	1Q 2017	% Change	1Q 2018	1Q 2017	% Change	1Q 2018	1Q 2017	% Change
<b>Belgium (EUR)</b> 2 Properties	2.0	1.7	18	0.3	0.5	(40)	60	50	20
<b>Spain (EUR)</b> 1 Property	1.1	1.1	-	0.5	0.5	-	78	78	-
<b>United Kingdom (GBP)</b> 4 Properties	6.0	5.5	9	2.0	2.0	-	102	95	7
<b>Total (SGD)</b> 7 Properties	<b>15.9</b>	<b>13.9</b>	<b>14</b>	<b>5.2</b>	<b>5.0</b>	<b>4</b>	<b>151</b>	<b>133</b>	<b>14</b>

# 50% of Gross Profit in 1Q 2018 contributed by growth income

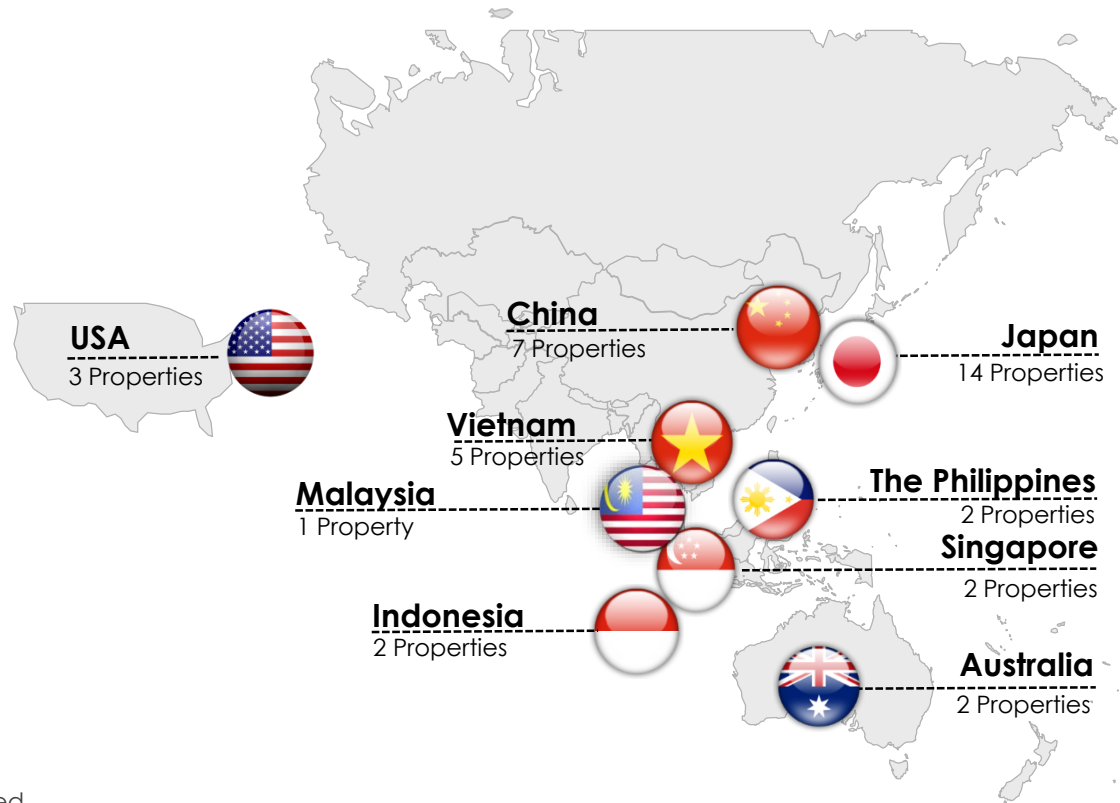
38 out of 73 properties enjoy upside growth potential derived from management contracts

## Gross profit contribution by contract type in 1Q 2018



-  Master Leases
-  Management Contracts with Minimum Guaranteed Income
-  Management Contracts

## Properties under management contracts





# Management Contracts

## (1Q 2018 vs 1Q 2017)

On a same store basis, excluding foreign exchange fluctuations, revenue and gross profit would have decline **2%** and **5%** y-o-y respectively

	Revenue ('mil)			Gross Profit ('mil)			RevPAU		
	1Q 2018	1Q 2017	% Change	1Q 2018	1Q 2017	% Change	1Q 2018	1Q 2017	% Change
<b>Australia (AUD)</b>	7.0	7.0	-	3.1	3.0	3	153	155	(1)
<b>China (RMB)</b>	63.1	71.5	(12)	23.4	22.4	4	449	387	16
<b>Indonesia (USD)</b>	3.0	2.9	3	1.0	1.0	-	79	76	4
<b>Japan (JPY)<sup>1</sup></b>	911.5	1,106.5	(18)	449.2	604.8	(26)	10,396	11,130	(7)
<b>Malaysia (MYR)</b>	3.8	4.1	(7)	1.2	1.2	-	207	220	(6)
<b>Philippines (PHP)</b>	199.5	225.1	(11)	54.3	70.9	(23)	4,049	4,626	(13)
<b>Singapore (SGD)</b>	5.2	5.7	(9)	2.0	2.2	(9)	165	178	(7)
<b>United States (USD)</b>	13.8	11.5	20	(0.1)	0.1	N.M.	147	161	(9)
<b>Vietnam (VND)<sup>2</sup></b>	173.2	178.1	(3)	99.0	101.3	(2)	1,614	1,669	(3)
<b>Total (SGD)</b>	<b>75.3</b>	<b>81.1</b>	<b>(7)</b>	<b>24.2</b>	<b>27.8</b>	<b>(13)</b>	<b>125</b>	<b>127</b>	<b>(2)</b>

Notes:

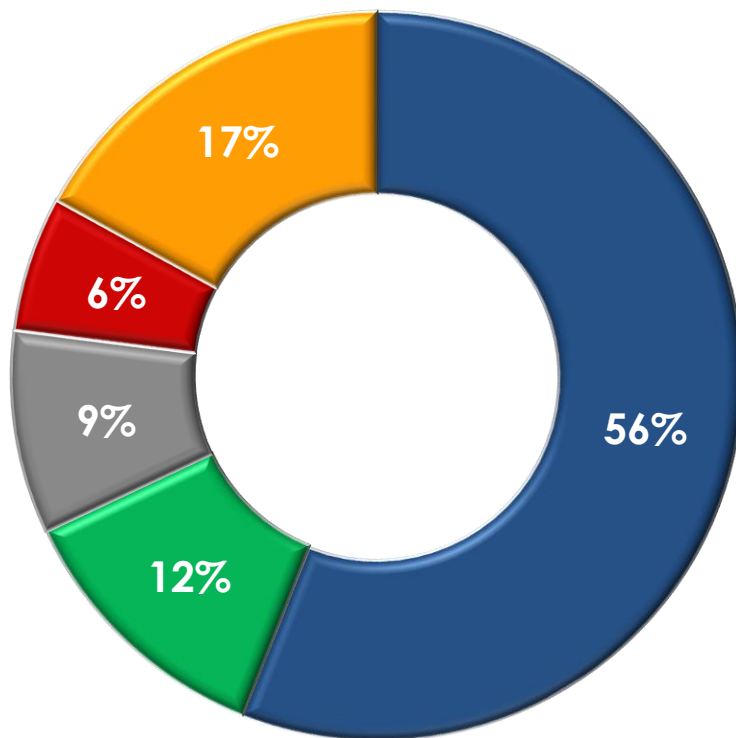
1. RevPAU for Japan refers to serviced residences and excludes rental housing
2. Revenue and gross profit figures for VND are stated in billions. RevPAU figures are stated in thousands



# Average length of stay remains high, providing income stability

## Breakdown Of Apartment Rental Income By Length Of Stay

1Q 2018



Average length of stay was ~3 months<sup>1, 2</sup>, which provides income stability

- 1 week or less
- Less than 1 month
- 1 to 6 months
- 6 to 12 months
- More than 12 months

Notes:

- Based on rental income. Excluding properties on master leases.
- Excluding Citadines Biyun Shanghai and Citadines Gaoxin Xi'an which were divested on 5 January 2018.

# Conclusion





# Ascott REIT Investment Proposition

1



Largest hospitality REIT in Singapore  
- Total asset of **S\$5.2b**  
- Market capitalisation of **S\$2.4b**

2

Well-balanced portfolio with **50%<sup>1</sup>** of gross profit contributed by growth income and **50%<sup>1</sup>** by stable income



3



Stable & resilient returns through a portfolio of quality & geographically diversified assets in strategic locations  
- **73** properties across **37** cities and **14** countries

4



Flexible Business Model  
- Enhances demand and value with the ability to cater to both short and extended stays

5

Strong sponsor support  
- Extensive global footprint  
- Proven track record of serviced residence management  
- A suite of well established brands





# Conclusion

Focused and committed on delivering stable and resilient returns to Unitholders through the depository of diversified and quality assets, together with the extended-stay business model and its master leases and management contracts with minimum guaranteed income

1

## Growth Through Yield Accretive Acquisitions

- Remains on the lookout for suitable opportunities for accretive opportunities in key gateway cities

2

## Proactive Asset Management

- Closely monitor and evaluate the assets to identify opportunities to unlock values of the properties that have reached their optimal stage
- Continues to enhance value of properties through AEI for certain properties in Vietnam, Philippines and United Kingdom which uplifted the ADR

3

## Disciplined and Prudent Capital Management

- Maintained effective borrowing rate at a healthy level with **~86%** of the Group's borrowings on fixed interest rates
- Ensure no major refinancing required in any specific period and stay vigilant to changes in macro and credit environment that may impact Ascott REIT's financing plans



# Appendix



# Strong Sponsor – The Ascott Limited

A wholly-owned subsidiary of CapitaLand Limited



One of the leading international serviced residence owner-operators with extensive presence

>30 year track record, pioneered Pan-Asia's first international-class serviced residence property in 1984

Sponsor – c.44% CapitaLand ownership in Ascott REIT

Award-winning brands with worldwide recognition

Note:  
1. Exclude the number of properties under the Synergy corporate housing portfolio

# Ascott's Brands



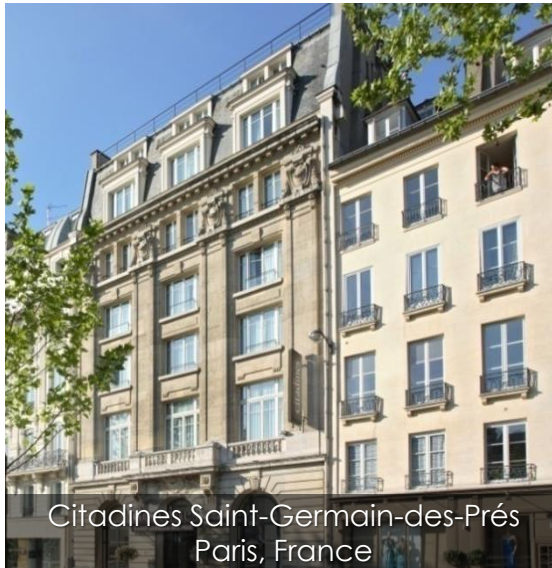
citadines  
APART' HOTEL



Ascott Orchard Singapore

## Ascott

Exclusive city living homes with discreet services for business travellers in key gateway cities.



Citadines Saint-Germain-des-Prés  
Paris, France

## Citadines

Ideal home in the city with flexible services for individuals on the go.



Somerset Wusheng Wuhan, China

## Somerset

Stylish apartments offering the comforts and familiarity of home for executives.

# Ascott's Brands



Quest West Perth, Australia

**Quest**  
Spacious serviced apartment style hotel rooms perfect for short and long stays, located across Australia, New Zealand and Fiji.



La Clef Tour Eiffel Paris, France

**The Crest Collection**  
Luxurious city living with discreet services for business travellers.



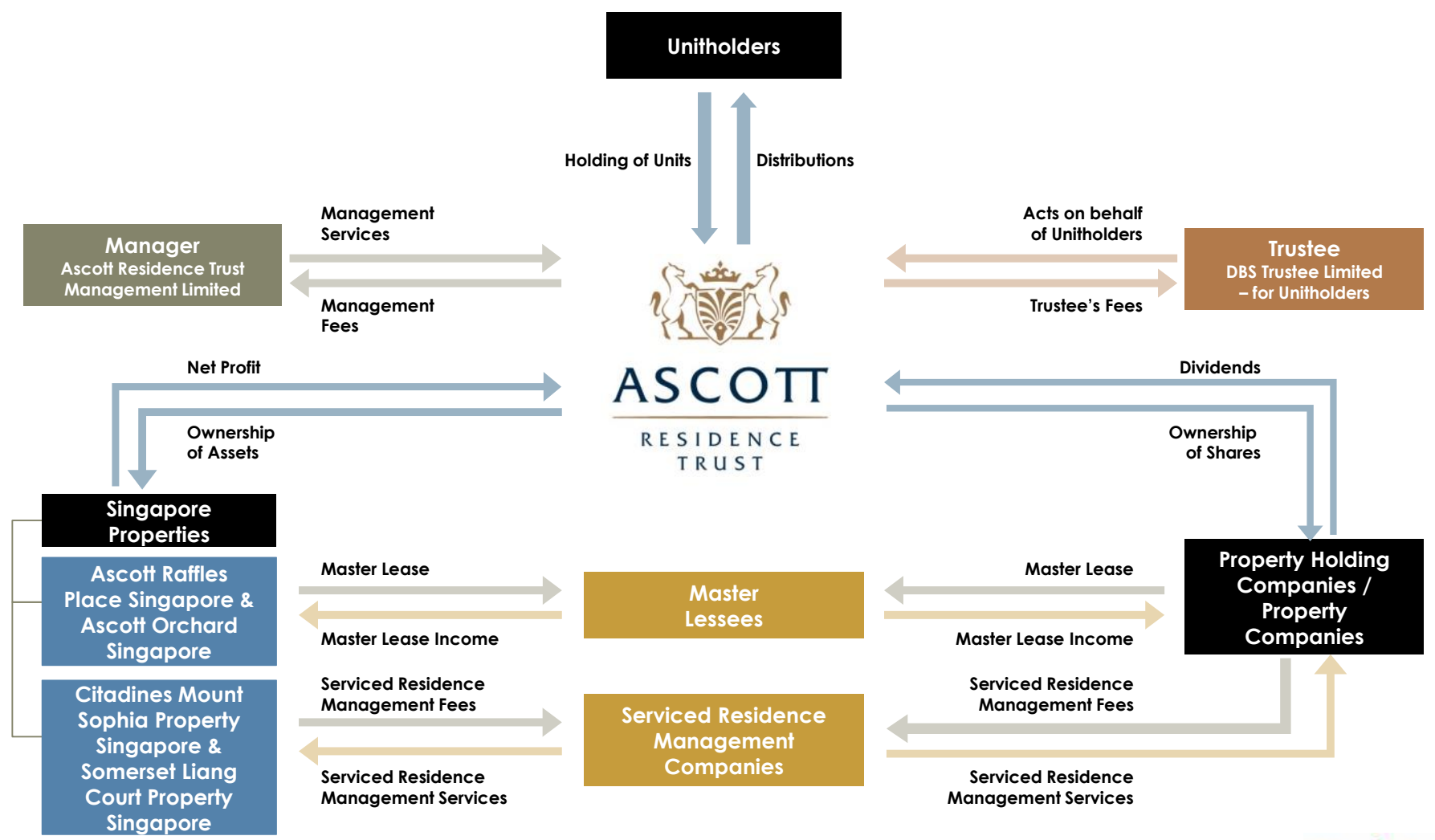
Artist's impression

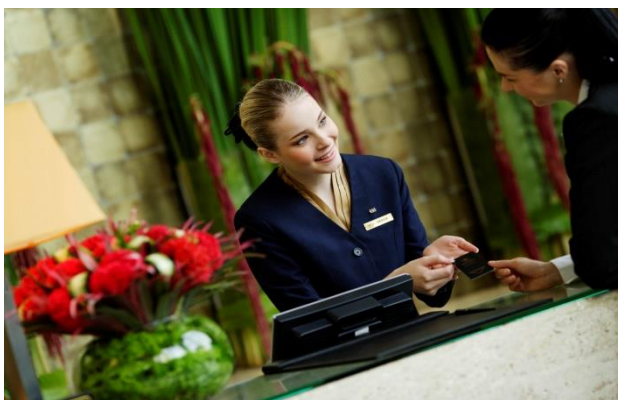
lyf Funan, Singapore

**lyf**  
A new way of living and collaborating as a community, connecting guests with fellow travellers and change-makers.

# Overview of Ascott REIT

## Trust Structure





**ASCOTT**  
RESIDENCE  
TRUST

A Member of CapitaLand

Thank You