











# Ascott Residence Trust FY 2013 Financial Results





#### **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.



## **L** Content



- Overview of Ascott Residence Trust
- Results Highlights
- Portfolio Performance
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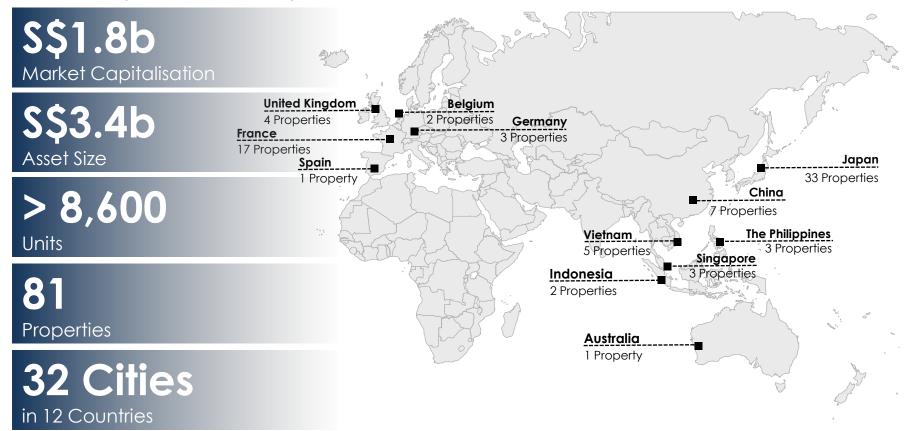
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## Overview of Ascott Residence Trust



#### Leading serviced residence real estate investment trust globally

Ascott Residence Trust (Ascott REIT) is the premier serviced residence real estate investment trust with quality assets in key gateway cities. Its Sponsor, The Ascott Limited, is the largest serviced apartment owner-operator in the world.



Figures as at 31 December 2013.







## Key Highlights of 4Q 2013 & FY 2013



#### Financial Performance (year-on-year)

- Unitholders' Distribution
  - 4Q 2013: ↑ 15% to \$\$26.3m
  - FY 2013: ↑ 15% to \$\$114.8m
- Distribution per Unit
  - 4Q 2013: ↓ 34% to 1.33 cents¹
  - FY 2013: ↓ 4% to 8.40 cents<sup>2</sup>
- Revaluation of the Group's portfolio
  - 4Q 2013: S\$74.1m
  - FY 2013: S\$139.5m
- Net asset value per unit up from \$\$1.35 to \$\$1.37
- Gearing level at 34.0% improved from 40.1%



<sup>1.</sup> Excluding the effects from the rights issue, DPU for 4Q 2013 would be 1.96 cents.

<sup>2.</sup> Excluding the effects from the rights issue, DPU for FY 2013 would be 9.03 cents.



### 4Q 2013 vs 4Q 2012 Performance Highlights



	4Q 2013	4Q 2012	% Change
Revenue (\$\$'m)	83.9	75.9	11% 👚
Gross Profit (\$\$'m)	41.6	38.5	8% 👚
Unitholders' Distribution (\$\$'m)	26.3	22.8	15% 👚
Distribution Per Unit (S cents)	1.33	2.00	-34% 👢
Revenue Per Available Unit (S\$/day) – serviced residences	129	139	-7% 👢

- Revenue increased mainly due to additional contribution of \$\\$8.3 million from the properties acquired in November 2012<sup>1</sup> and on 28 June 2013<sup>2</sup> and stronger performance from Belgium and France, partially offset by lower contribution from the properties in Philippines and Japan (arising from depreciation of JPY).
- Excluding the effects from the rights issue, DPU for 4Q 2013 would be 1.96 cents.
- RevPAU decreased mainly due to weaker performance from Philippines and Japan (arising from depreciation of JPY) and lower ADR from the newly acquired China properties.

- 1. Madison Hamburg.
- 2. Somerset Heping Shenyang, Citadines Biyun Shanghai, Citadines Xinghai Suzhou and a portfolio of 11 rental housing properties in Japan.





### FY 2013 vs FY 2012 Performance Highlights



	FY 2013	FY 2012	% Change
Revenue (S\$'m)	316.6	303.8	4% 👚
Gross Profit (S\$'m)	161.2	159.1	1% 👚
Unitholders' Distribution (\$\$'m)	114.8	99.7	15% 👚
Distribution Per Unit (S cents)	8.40	8.76	-4% 👢
Revenue Per Available Unit (S\$/day) – serviced residences	132	145	-9% 👢

- Revenue increased mainly due to additional contribution of \$\\$34.5 million from the properties acquired in 2012<sup>1</sup> and on 28 June 2013<sup>2</sup>, partially offset by decrease in revenue of \$\\$16.0 million from the divestment of properties<sup>3</sup> in April 2012 and September 2012 and lower revenue of \$\\$5.7 million from the existing properties.
- Excluding the effects from the rights issue, DPU for FY 2013 would be 9.03 cents.
- RevPAU decreased mainly due to the divestment of Somerset Grand Cairnhill Singapore which had a relatively higher ADR, the three newly acquired properties in China<sup>2</sup> which had a lower ADR and weaker performance from Philippines and Japan (arising from depreciation of JPY against SGD).
- 1. Citadines Kyoto, Ascott Raffles Place Singapore, Ascott Guangzhou and Madison Hamburg.
- 2. Somerset Heping Shenyang, Citadines Biyun Shanghai, Citadines Xinghai Suzhou and a portfolio of 11 rental housing properties in Japan.



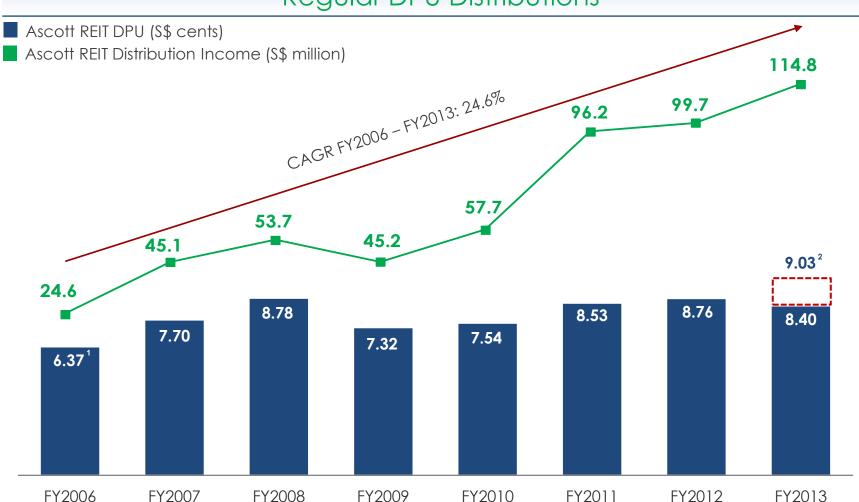




#### **Distribution Trend**



#### Regular DPU Distributions



<sup>&</sup>lt;sup>1</sup> FY2006 DPU annualized as Ascott REIT was established on 19 Jan 2006 but its acquisition of real properties was completed on 1 March 2006. Hence actual income recorded relates only to the 10 month period from 1 March 2006 to 31 Dec 2006.

<sup>&</sup>lt;sup>2</sup> Excluding the effects from the rights issue, DPU for FY 2013 would be 9.03 cents.





Distribution Period	1 July 2013 to 31 December 2013
Distribution Rate	3.698 cents per Unit
Last Day of Trading on "cum" Basis	24 January 2014, 5pm
Ex-Date	27 January 2014, 9am
Book Closure Date	29 January 2014
Distribution Payment Date	27 February 2014





### **Property Valuation**



- Independent valuation conducted by Jones Lang LaSalle and DTZ Debenham
   Tie Leung Limited
- Surplus from revaluation of the Group's portfolio
  - 4Q 2013: \$\$74.1 million
    - Higher valuation from United Kingdom, China, France, Philippines and Indonesia.
  - FY 2013: \$\$139.5 million
    - Higher valuation from China, France, United Kingdom and Japan.

















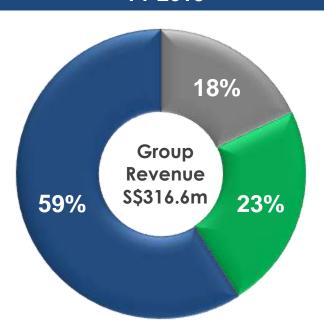
## **Portfolio Highlights**

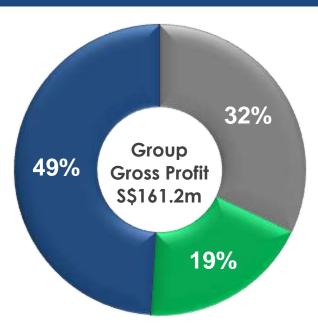


#### Revenue and Gross Profit (by Category)

## Revenue FY 2013







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







**32%** of Group's gross profit for FY 2013 is contributed by Master Leases

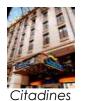








Citadines Suites Louvre Paris



Prestige Les

Halles Paris

Citadines Croisette Cannes



Citadines Arnulfpark Munich



Ascott Raffles Place Singapore

#### Revenue ('mil)

#### Gross Profit ('mil)

			<b>\</b>			
	4Q 2013	4Q 2012		4Q 2013	4Q 2012	
France (EUR) 17 Properties	5.8	5.7	1	5.3	5.2	1
<b>Germany (EUR)</b> 3 Properties <sup>1</sup>	1.3	0.9	1	1.3	0.9	1
Singapore (SGD) Ascott Raffles Place Singapore	2.1	2.2	1	1.7	1.8	1
<b>Japan (JPY)</b> 5 Properties <sup>2</sup>	54.4	-	1	31.1	-	1

Revenue and gross profit increased mainly due to higher indexation and pre-determined increase in lease income for the France properties, full quarter's contribution from Madison Hamburg<sup>1</sup> and the full quarter's contribution from the five properties<sup>2</sup> in Japan. This was offset by the operating performance of Ascott Raffles Place Singapore which was affected by ongoing refurbishment.

- 1. Madison Hamburg was acquired in November 2012.
- 2. Five rental housing properties were acquired in June 2013.







Citadines Suites Louvre Paris



Citadines Cita Prestige Les Cra Halles Paris Ca



Citadines Croisette Cannes



Munich

Citadines Madison Arnulfpark Hamburg



Ascott Raffles Place Singapore

#### Revenue ('mil)

#### Gross Profit ('mil)

	FY 2013	FY 2012		FY 2013	FY 2012		
France (EUR) 17 Properties	23.1	22.3	1	21.2	20.7	1	
<b>Germany (EUR)</b> 3 Properties <sup>1</sup>	5.6	2.4	1	5.1	2.4	1	
<b>Philippines (PHP)</b> Salcedo Residences <sup>2</sup>	-	16.2	-	-	13.2	-	
Singapore (SGD) Ascott Raffles Place Singapore	9.0	2.3	1	7.3	1.9	1	
<b>Japan (JPY)</b> 5 Properties <sup>3</sup>	110.0	-	1	77.9	-	1	

Revenue and gross profit increased mainly due to the full year contribution from Madison Hamburg<sup>1</sup>, Ascott Raffles Place Singapore and the newly acquired rental housing properties in Japan<sup>3</sup>.



<sup>1.</sup> Madison Hamburg was acquired in November 2012.

<sup>2.</sup> Somerset Salcedo Property Makati was converted from master lease to management contract, and renamed to Salcedo Residences in July 2012.

<sup>3.</sup> Five rental housing properties were acquired in June 2013.



## Management Contracts with Minimum Guaranteed Income



19% of Group's gross profit for FY 2013 is contributed by Management Contracts with Minimum Guaranteed Income







## Management Contracts with Minimum Guaranteed Income (4Q 2013 vs 4Q 2012)



	Revenue ('mil)		(	Gross Profit ('mil)			RevPAU		
	4Q 2013	4Q 2012		4Q 2013	4Q 2012		4Q 2013	4Q 2012	
Belgium (EUR)	2.2	1.6		0.4	0.3	1	60	50	1
Spain (EUR)	0.8	0.9	ļ	0.3	0.3	_	42	62	1
United Kingdom (GBP)	6.8	6.6		3.0	2.6	1	118	114	<b>1</b>
Vietnam (VND) <sup>1</sup>	18.4	17.3	1	11.7	10.1	1	1,297	1,405	1



<sup>1.</sup> Revenue and Gross Profit figures for VND are stated in billions. RevPAU figures are stated in thousands.



## Management Contracts with Minimum Guaranteed Income (FY 2013 vs FY 2012)



	Revenue ('mil) Gr		Gross Pro	ofit ('mil)	Rev	PAU	
	FY 2013	FY 2012		FY 2013	FY 2012	FY 2013	FY 2012
Belgium (EUR)	7.1	6.6		1.3	1.5	53	51
Spain (EUR)	4.1	4.3	Ļ	1.9	2.0	62	74 👢
United Kingdom (GBP)	26.0	24.5		11.2	11.1	114	107
Vietnam (VND) <sup>1</sup>	71.7	66.7		46.6	39.6	1,295	1,377



<sup>1.</sup> Revenue and Gross Profit figures for VND are stated in billions. RevPAU figures are stated in thousands.



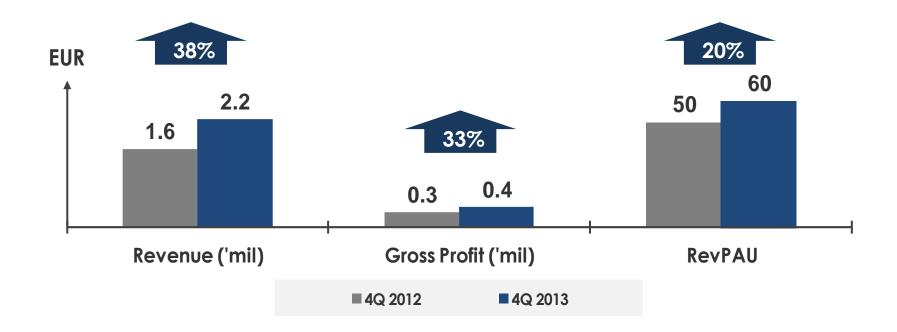


Citadines Sainte-Catherine Brussels



Citadines Toison d'Or Brussels





Revenue, gross profit and RevPAU increased mainly due to higher rental rates from the refurbished apartments at Citadines Sainte-Catherine Brussels and a top-up by the property manager for Citadines Toison d'Or Brussels of EUR 0.2 million. The ongoing refurbishment of Citadines Toison d'Or Brussels is expected to be completed in 1Q 2014.

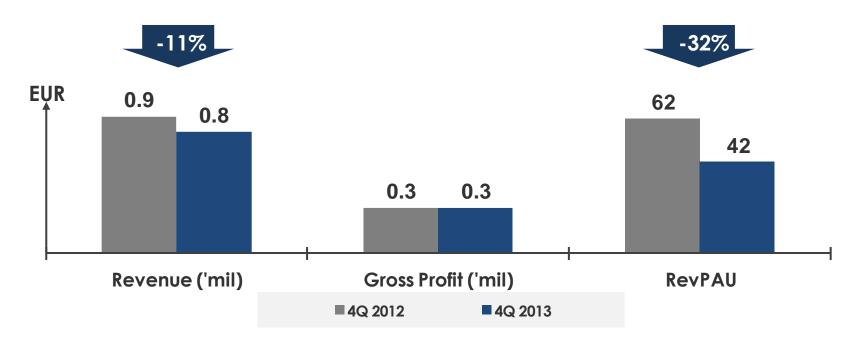






ASCOTT RESIDENCE TRUST

Citadines Ramblas Barcelona



Revenue and RevPAU decreased due to the ongoing refurbishment of Citadines Ramblas Barcelona, expected to be completed in 1Q 2014.

Revenue and gross profit included a top-up by the property manager of EUR 0.2 million.







Citadines Barbican London



Citadines Prestige Holborn-Covent Garden Kensington London Square London London



Citadines Prestige South



Citadines Prestige Trafalgar



Revenue and RevPAU increased mainly due to strong performance from the rebranded Citadines Prestige Trafalgar Square. Gross profit increased due to higher revenue, coupled with lower marketing expense.

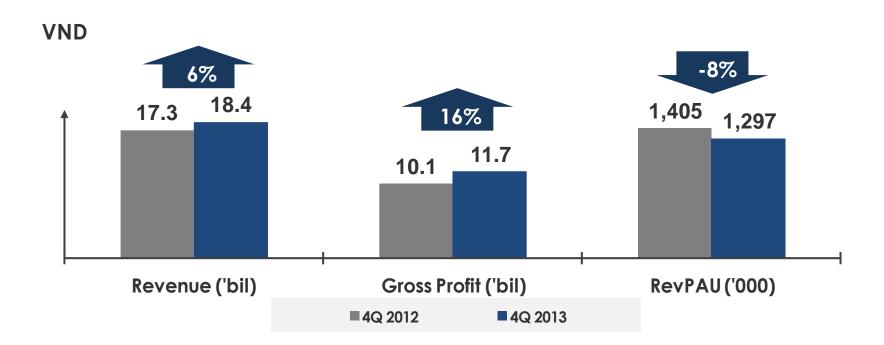








Somerset West Lake Hanoi



Revenue and gross profit increased mainly due to higher yield protection amount.





### **Management Contracts**



**49%** of Group's gross profit for FY 2013 is contributed by Management Contracts





## Management Contracts (4Q 2013 vs 4Q 2012)



	Revenue ('mil) Gross Profit ('mil)		ofit ('mil)	RevPAU		
	4Q 2013	4Q 2012	4Q 2013	4Q 2012	4Q 2013	4Q 2012
Australia (AUD)	0.7	1.3	0.2	0.5	91	159 👢
China (RMB)	61.5	37.9	20.3	13.3	494	611
Indonesia (USD)	3.1	3.0	0.9	1.0	82	78
Japan (JPY) <sup>1</sup>	703.6	520.6	401.1	299.2	10,439	9,367
Philippines (PHP)	235.3	268.1	72.8	88.8	4,068	4,914
Singapore (SGD)	7.2	7.4	2.9	3.6	220	226 👢
Vietnam (VND)²	150.5	159.2	80.7	88.8	1,576	1,621 👢

<sup>1.</sup> RevPAU for Japan refers to serviced residences and excludes rental housing.



<sup>2.</sup> Revenue and gross profit figures for VND are stated in billions. RevPAU figures are stated in thousands.

## Management Contracts (FY 2013 vs FY 2012)



	Revenue ('mil) Gross Profit ('mil)			Rev	PAU	
	FY 2013	FY 2012	FY 2013	FY 2012	FY 2013	FY 2012
Australia (AUD)	4.1	5.8	1.5	2.5	129	154
China (RMB)	194.4	116.7	63.1	43.8	522	616
Indonesia (USD)	12.3	12.2	3.7	4.2	81	80 👚
Japan (JPY) <sup>1</sup>	2,381.0	870.8	1,275.0	931.5	9,422	8,408
Philippines (PHP)	1,018.5	1,078.9	360.2	409.1	4,680	5,421 👢
Singapore (SGD)	28.1	45.1	12.6	24.5	218	238 👢
Vietnam (VND)²	603.7	625.7	338.2	351.5	1,581	1,625 👢

<sup>1.</sup> RevPAU for Japan refers to serviced residences and excludes rental housing.



<sup>2.</sup> Revenue and gross profit figures for VND are stated in billions. RevPAU figures are stated in thousands.





Somerset St Georges Terrace Perth





Revenue, gross profit and RevPAU decreased mainly due to the refurbishment of Somerset St Georges Terrace Perth, which has been completed in January 2014.







Citadines Xinghai Suzhou



Somerset Olympic Tower Property Tianjin



Ascott Guangzhou



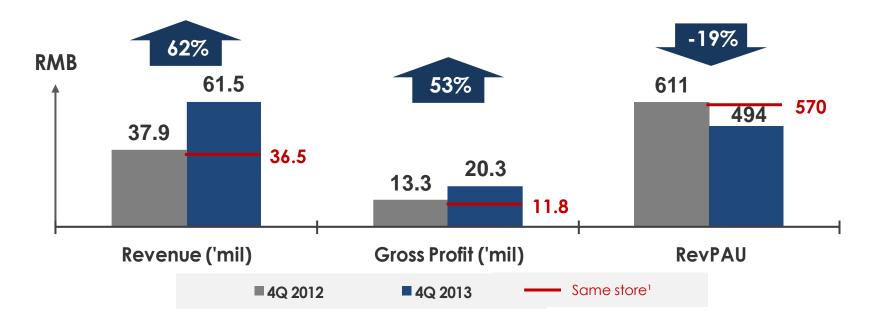
Somerset Heping Shenyang



Citadines Biyun Shanghai



Somerset Xu Hui Shanghai



Revenue and gross profit increased mainly due to contribution from the three properties<sup>2</sup> acquired on 28 June 2013. Gross profit increased by a lower extent as a result of higher depreciation expense. RevPAU decreased due to the newly acquired properties which had a lower ADR. Excluding the contribution from the acquisitions, both revenue and gross profit decreased due to the ongoing strata sale of units at Somerset Grand Fortune Garden Property Beijing.

- 1. Excludes Somerset Heping Shenyang, Citadines Biyun Shanghai, and Citadines Xinghai Suzhou.
- 2. Somerset Heping Shenyang, Citadines Biyun Shanghai and Citadines Xinghai Suzhou.



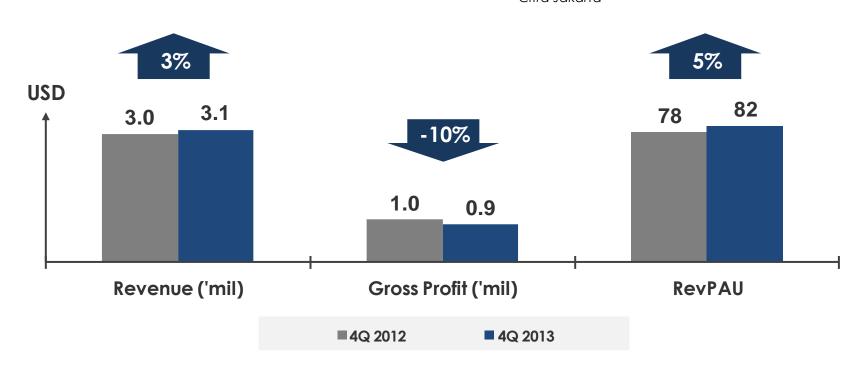






Ascott Jakarta Somerset Grand Citra Jakarta





Revenue and RevPAU increased due to better performance at Somerset Grand Citra Jakarta boosted by the opening of a new shopping mall. Gross profit decreased mainly due to one-off provision for post employment benefits. The ongoing renovation is expected to be completed by 1Q 2014.







Somerset Azabu East Tokyo



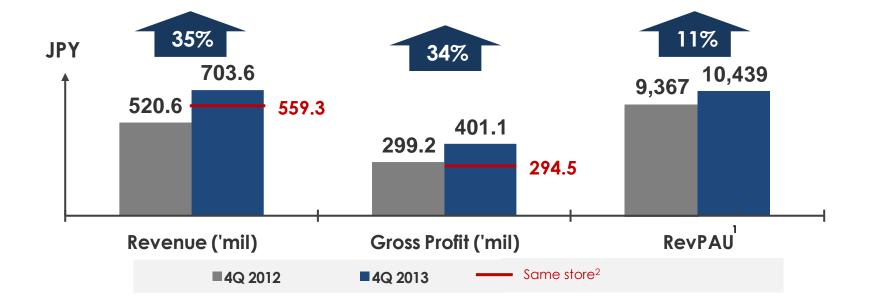
Citadines Shinjuku Tokyo



Citadines Karasuma-Gojo Kyoto



25 rental housing properties in Japan



Revenue and gross profit increased mainly due to the contribution from the six rental housing properties acquired on 28 June 2013. Excluding the contribution from the acquisitions, revenue increased due to stronger demand from the corporate and leisure sectors while gross profit increased due to higher revenue and lower depreciation expense.

- 1. RevPAU for serviced residence properties only.
- 2. Excludes the six rental housing properties acquired on 28 June 2013.









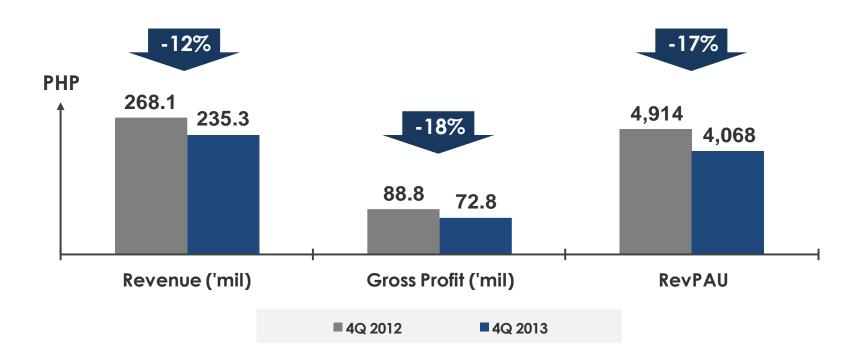


Somerset Millennium Makati



Salcedo Residences





Revenue and RevPAU decreased mainly due to refurbishment of Ascott Makati during the quarter. Gross profit decreased mainly due to lower revenue, partially offset by lower operation and maintenance expense. The refurbishment was completed in December 2013.





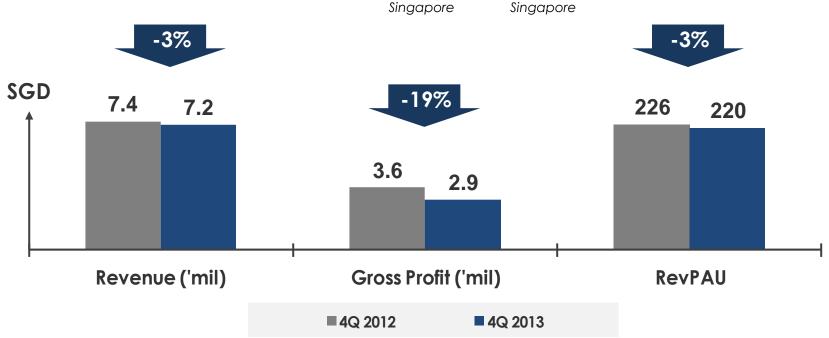


Somerset Liang Court Property Singapore



Citadines
Mount Sophia
Property
Singapore





The decrease in revenue, gross profit and RevPAU was due mainly to lower corporate accommodation budgets. Gross profit decreased by a larger extent due to higher GST expense in 4Q 2013 which was non-refundable.







Somerset



Somerset Grand Hanoi Hoa Binh Hanoi



Somerset Chancellor Court Ho Chi Minh City



Somerset Ho Chi Minh City



Revenue and RevPAU decreased mainly due to weaker market demand and lower office rental income. Gross profit decreased mainly due to lower revenue, partially offset by lower operation and maintenance expense.







## **Healthy Balance Sheet and Credit Metrics**



#### Key Financial Indicators

	As at 31 Dec 2013	As at 30 Sep 2013	
Gearing	34.0%	41.1%	Improve
Interest Cover	4.0X	4.2X	Stable
Effective Borrowing Rate	3.2%	3.2%	Stable
Weighted Avg Debt to Maturity (Years)	4.2	3.4	Improve
NAV/Unit	\$\$1.37	\$\$1.38	Stable
Ascott Reit's Issuer Rating	Baa3	Baa3	Stable





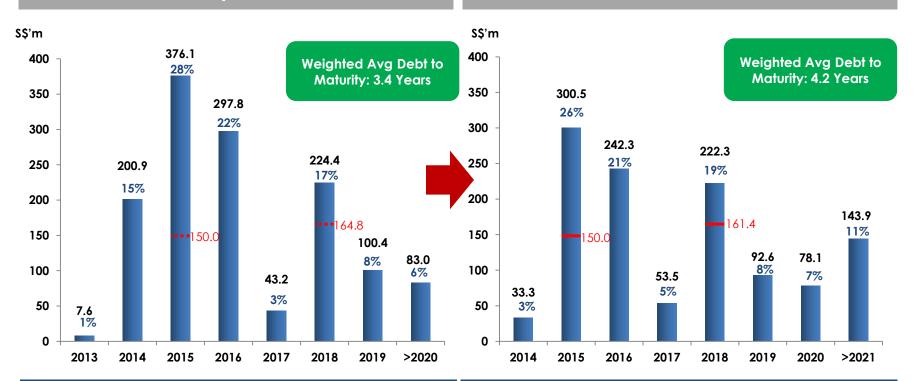
### **Debt Maturity Profile**



#### Proactive Capital Management



#### As at 31 December 2013



As at 30 September 2013, Ascott Reit's Share of Debt = \$\$1,333.4 million As at 31 December 2013, Ascott Reit's Share of Debt = \$\$1,166.5 million

As at 30 September 2013, \$\$314.8m medium term note arising from the \$\$1.0 billion Medium Term Note Programme has been issued.

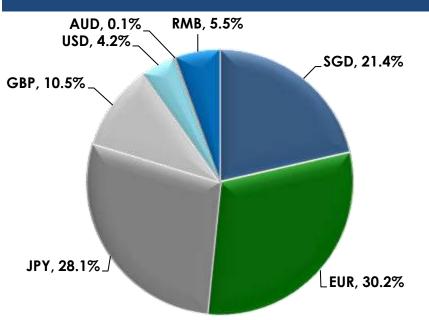
— As at 31 December 2013, S\$311.4m medium term note arising from the S\$1.0 billion Medium Term Note Programme has been issued.



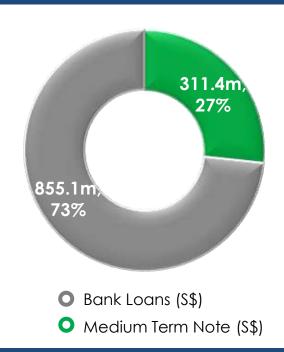




#### Debt by Currency As at 31 December 2013



# Debt Type As at 31 December 2013



Ascott Reit's Share of Debt = \$\$1,166.5 million

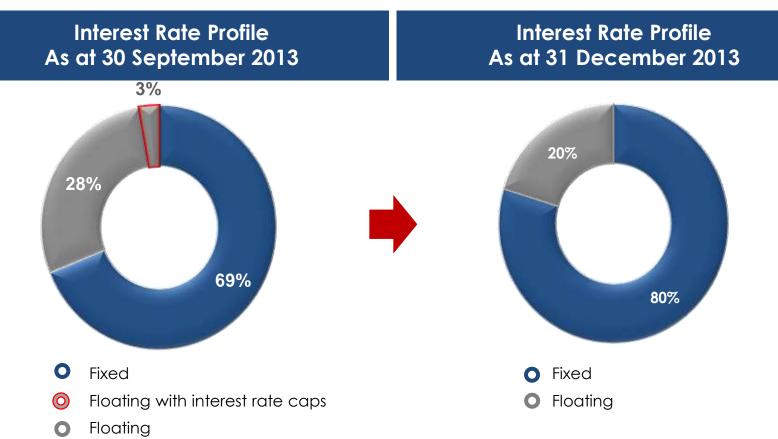




### Interest Rate Profile



#### Proactive Capital Management



80% of the Group's borrowings are on fixed rates.





### Foreign Exchange Profile



Ascott Reit's Share of Gross Profit YTD Dec 2013			Exchange Rate Movement from Dec 2012 to Dec 2013			
Asia-Pacific	53%	Europe	47%	Currency	Share of Gross Profit	Exchange Rate Movement
Singapore	13%	France	23%	SGD	13%	-
Vietnam	11%	UK	1 /107	EUR	33%	4.6%
viemam	11/0	UK	14%	GBP	14%	-0.2%
Japan	10%	Germany	6%	VND	11%	1.7%
China	8%	Spain	2%	JPY	10%	-12.6%
	304	D a Lavirusa	007	RMB	8%	3.8%
Philippines	7%	Belgium	2%	PHP	7%	-1.2%
Indonesia	3%			USD	3%	2.4%
Australia	1%			AUD	1%	-4.9%
· ·	- / -			Total	100%	0.8%

We have entered into foreign currency forward contracts to hedge ~70% of our FY 2014 distribution income derived in EUR, GBP and JPY.





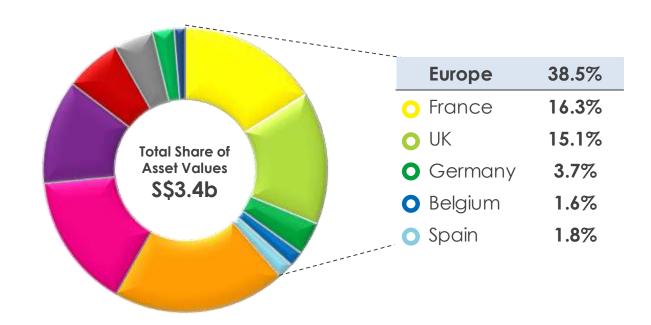


## **Geographical Diversification**



## Ascott Reit's Share of Asset Values 31 December 2013

Asia-Pacif	ic 61.5%
Singapore	19.8%
China	15.4%
Japan	11.9%
Vietnam	6.4%
Philippines	4.4%
Indonesia	2.5%
• Australia	1.1%



Portfolio diversified across economic cycles.



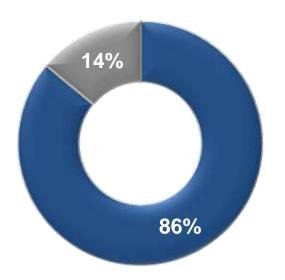


## Apartment Rental Income<sup>1</sup>

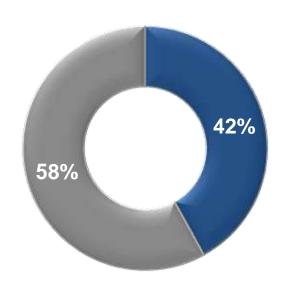


## By Market Segment FY 2013





#### **Europe**



- Corporate Travel
- Leisure

1. Properties on master leases not included.

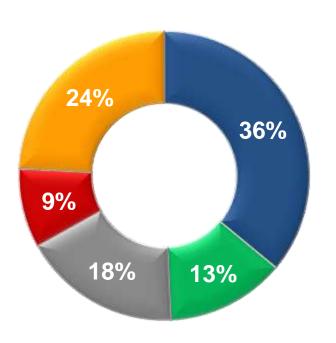




## Apartment Rental Income<sup>1</sup>



## By Length of Stay FY 2013



- 1 week or less 36%
- O Less than 1 month 13%
- 1 to 6 months18%
- 6 to 12 months9%
- O More than 12 months 24%

Average apartment rental income by length of stay is about 5 months.

1. Properties on master leases not included.







### **Outlook and Prospects**



The International Monetary Fund ("IMF") expects the global economy to grow in 2014, underscoring its confidence in the global recovery. In line with IMF's outlook, we expect the performance of Ascott Reit's properties to remain stable.

Following the successful completion of the rights issue on 12 December 2013, Ascott Reit, with a stronger balance sheet, will be able to pursue potential acquisitions in an efficient manner to maximise returns. The Group is actively looking for attractive acquisitions in key gateway cities in China, Japan, Malaysia, Australia and Europe.

The renovation of Somerset St Georges Terrace Perth has been completed in January 2014. The Group will continue to focus on active asset enhancement initiatives to reposition and upgrade the product by reconfiguring layout of public space and rooms to maximise returns for the Group and enhance the experience for the travellers. Ascott Raffles Place Singapore, Citadines Ramblas Barcelona and Citadines Toison d'Or Brussels (Phase 2) are currently undergoing refurbishment and will be completed in 2014. In the first half of 2014, the Group will also commence renovation of Somerset Ho Chi Minh City, Somerset Olympic Tower Tianjin and Somerset Xu Hui Shanghai (Phase 2).

The Group's operating performance for FY 2014 is expected to remain profitable.







## Completed AEI – Ascott Makati



Ascott Makati No. of units: 362 (from 306) GFA / NLA: 63,069 sqm / 33,294 sqm



Description	Details		
Estimated capex incurred	PHP53.3m (SGD1.6m) *		
Capex work done	Conversion of 56 2BR units into dual- key Studio and 1BR units & completion of the government-required 6 handicapped units  Total inventory increased by 56 rooms		
Period of renovation	Aug 2013 to Nov 2013		
Pre-renovation ADR based on 306 rooms	PHP 8,299 EBITDA based on additional		
Post-renovation ADR based on extra space 362 rooms	PHP 7,181 ** 56 rooms		



Post Renovation – Studio room and double leaf door

#### Notes:

- \* PHP 1= SGD 0.028
- \*\* Lower ADR due to increase in studios and 1BR arising from conversion.





### **Ongoing Asset Enhancement Initiatives**



Properties		Costs	Time Period
1	Ascott Jakarta - Renovation of 198 units over 7 phases - Conversion of 18 serviced office to 6 apartments	US\$12.2m (S\$15.5m)	3Q 2012 to 1Q 2014
2	Citadines Toison d'Or Brussels - Renovation of 154 units in 2 phases	€ 2.8m (S\$4.9m)	1Q 2013 to 1Q 2014
3	Citadines Ramblas Barcelona - Renovation of 131 units and lobby	€3.3m (S\$5.6m)	Phase 1 2Q 2013 to 1Q 2014 Phase 2 1Q 2014 to 2Q 2014
4	Ascott Raffles Place Singapore - To convert 35 Studio to 1BR and other works	S\$1.3m	Phase 1 4Q 2013 to 1Q 2014 Phase 2 2Q 2014





## **Ongoing Asset Enhancement Initiatives**



Properties		Costs	Time
5	Somerset Xu Hui Shanghai (Phase 2A) - Renovation of 36 units of 1BR, 2BR and 3BRs and other works	RMB19.7 m (S\$4.1m)	2Q 2014 to 4Q 2014
6	Somerset Ho Chi Minh City - Renovation of 151 apartment units and other works	US\$8.2m (S\$10.4m)	2Q 2014 to 3Q 2015
7	Somerset Olympic Tower Property Tianjin - Renovation of 86 units	RMB 29.2m (\$\$5.9m)	2Q 2014 to 3Q 2015
	Total	\$\$47.7m	

