

**CDL HOSPITALITY** TRUSTS

#### 1Q 2025 Operational Update Presentation 30 April 2025



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CDL Hospitality Trusts ("**CDLHT**") is one of Asia's leading hospitality trusts with assets under management of about S\$3.5 billion as at 31 March 2025. CDLHT is a stapled group comprising CDL Hospitality Real Estate Investment Trust ("**H-REIT**"), a real estate investment trust, and CDL Hospitality Business Trust ("**HBT**"), a business trust. CDLHT was listed on the Singapore Exchange Securities Trading Limited on 19 July 2006. M&C REIT Management Limited is the manager of H-REIT, the first hotel real estate investment trust in Singapore, and M&C Business Trust Management Limited is the trustee-manager of HBT.

CDLHT's principal investment strategy is to invest in a diversified portfolio of real estate which is or will be primarily used for hospitality, hospitality-related and other accommodation and/or lodging purposes globally. As at 31 March 2025, CDLHT's portfolio comprises 22 properties (total of 4,924 hotel rooms, 352 BTR apartments, 404 PBSA beds and a retail mall). The properties under the portfolio include:

- i. six hotels in the gateway city of Singapore comprising Orchard Hotel, Grand Copthorne Waterfront Hotel, M Hotel, Copthorne King's Hotel, Studio M Hotel and W Singapore Sentosa Cove (the "W Hotel" and collectively, the "Singapore Hotels") as well as a retail mall adjoining Orchard Hotel (Claymore Connect);
- ii. one hotel in New Zealand's gateway city of Auckland, namely Grand Millennium Auckland (the "New Zealand Hotel");
- iii. two hotels in Perth, Australia comprising Mercure Perth and Ibis Perth (collectively, the "Perth Hotels");
- iv. two hotels in Japan's gateway city of Tokyo comprising Hotel MyStays Asakusabashi and Hotel MyStays Kamata (collectively, the "Japan Hotels");
- v. two resorts in Maldives comprising Angsana Velavaru and Raffles Maldives Meradhoo (collectively, the "Maldives Resorts");
- vi. four hotels in the United Kingdom comprising Hotel Indigo Exeter in Exeter, Hilton Cambridge City Centre in Cambridge, The Lowry Hotel and voco Manchester City Centre in Manchester (collectively, the "**UK Hotels**");
- vii. two living assets in the United Kingdom comprising a residential Build-to-Rent property The Castings in Manchester (the "UK BTR"), and a Purpose-Built Student Accommodation Benson Yard in Liverpool (the "UK PBSA");
- viii. one hotel in Germany's gateway city of Munich, namely Pullman Hotel Munich (the "Germany Hotel"); and
- ix. one hotel in the historic city centre of Florence, Italy, namely Hotel Cerretani Firenze MGallery (the "Italy Hotel" or "Hotel Cerretani Firenze").

#### **References Used in this Presentation**

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1Q, 2Q, 3Q, 4Q refers to the period 1 January to 31 March, 1 April to 30 June, 1 July to 30 September and 1 October to 31 December respectively **1H** and **2H** refers to the period 1 January to 30 June and 1 July to 31 December respectively **ADR** refers to average daily rate AUD refers to Australian dollar **BTR** refers to Build-to-Rent CAGR refers to Compound Annual Growth Rate CCS refers to cross currency swap DPS refers to distribution per Stapled Security EUR refers to Euro FY refers to financial year for the period from 1 January to 31 December GBP refers to British pound JPY refers to Japanese yen NPI refers to net property income NZD refers to New Zealand dollar PBSA refers to Purpose-Built Student Accommodation **pp** refers to percentage points QoQ refers to quarter-on-quarter RCF refers to revolving credit facility RevPAR refers to revenue per available room SGD refers to Singapore dollar TMK refers to Tokutei Mokuteki Kaisha **USD** refers to US dollar YoY refers to year-on-year YTD refers to year-to-date All values are expressed in Singapore dollar unless otherwise stated

Note: Due to rounding, numbers presented throughout this document may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

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### **Overview**

### High Quality Assets and Diversified Portfolio

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In terms of pipeline, the forward purchase of a turnkey lifestyle hotel, Moxy Singapore Clarke Quay, will add 475 keys to the portfolio. The development is expected to achieve TOP in 2026 (date subject to change).

#### **Geographically Diversified Portfolio**



7.4%

5.0%

2.3%

1.3% 1.1%

7.4%
 5.0%
 2.8%
 2.2%
 2.4%

1.6% 0.9%

	Bre
Singapore	62.4%
Orchard Hotel	15.5%
Grand Copthorne Waterfront Hotel	12.9%
N Hotel	11.6%
M Hotel	8.2%
Studio M Hotel	6.2%
Copthorne King's Hotel	4.4%
Claymore Connect	3.6%
Europe	22.8%
United Kingdom Hotels	9.6%
Hilton Cambridge City Centre	3.3%
The Lowry Hotel (Manchester)	2.6%
voco Manchester – City Centre	2.5%
Hotel Indigo Exeter	1.1%
United Kingdom Living Assets	6.7%
The Castings (Manchester)	4.7%
Benson Yard (Liverpool)	2.0%
Germany – Pullman Hotel Munich	<b>4.4%</b> <sup>(1)</sup>
Italy – Hotel Cerretani Firenze	<b>2.0%</b> <sup>(1)</sup>



# Operational Performance Snapshot

#### Hotels RevPAR Performance (Local Currency)



RevPAR	1Q 2025	1Q 2024	Better / (Worse)
Singapore (S\$)	173	205	(15.8)%
New Zealand (NZ\$)	160	166	(3.5)%
Australia (A\$)	132	130	1.7%
Japan (¥)	11,136	10,014	11.2%
Maldives (US\$)	464	517	(10.4)%
United Kingdom (£) <sup>(1)</sup>	98	97	1.1%
Germany (€)	68	65	6.0%
Italy (€)	111	144	(23.0)%

RevPAR performance was mixed across the portfolio with half the markets experiencing growth

 Operations at W Singapore – Sentosa Cove, Ibis Perth and Hotel Cerretani Firenze were hampered by renovation works and repairs

<sup>(1)</sup> Includes Hotel Indigo Exeter (acquired on 6 Nov 2024) assuming it was owned since 1 Jan 2024 and excludes voco Manchester – City Centre which is under a fixed-rent occupational lease.

#### NPI Performance by Geography



	1Q 2025 S\$ '000	1Q 2024 S\$ '000	Change S\$ '000	Better / (Worse)
Singapore	17,718	22,050	(4,332)	(19.6)%
New Zealand	1,693	2,235	(542)	(24.3)%
Australia	618	1,309	(691)	(52.8)%
Japan	1,105	1,085	20	1.8%
Maldives	3,129	4,201	(1,072)	(25.5)%
United Kingdom	4,342	2,130	2,212	103.8%
- Hotels	2,706 (1)	2,130	576	27.0%
- Living Assets	1,636 <sup>(2)</sup>	-	1,636	N.M
Germany	1,189	1,398	(209)	(14.9)%
Italy	183	511	(328)	(64.2)%
Total	29,977	34,919	(4,942)	(14.2)%

(1) Includes Hotel Indigo Exeter which was acquired on 6 Nov 2024.

(2) Includes Benson Yard which was acquired on 19 Dec 2024 and The Castings which opened on 16 Jul 2024.



## **Key Markets Update**

### **CDLHT Singapore Properties Performance**



Singapore Hotels	1Q 2025	1Q 2024	Better / (Worse)
Occupancy	75.0%	82.1%	(7.2)pp
ADR (S\$)	231	250	(7.8)%
RevPAR (S\$)	173	205	(15.8)%
Singapore Portfolio	1Q 2025	1Q 2024	Better / (Worse)
NPI (S\$ '000)	17,718	22,050	(19.6)%

- RevPAR performance weighed down by:
  - Softer events calendar; same period in 2024 benefited from major concerts (Coldplay and Taylor Swift) and the biennial Singapore Airshow
  - Commencement of rooms renovation at W Singapore Sentosa Cove in early Feb which displaced 11.9% of hotel inventory
- Whilst RevPAR declined 15.8% YoY, this was in the context of a 16.6% YoY growth for the same period a year ago
- Claymore Connect: Committed occupancy as at 31 Mar 2025 was 97.7%

#### Singapore's Tourism Statistics





	Mar 2025	Mar 2019	Variance	YTD Mar 2025	YTD Mar 2019	Variance
Average Length of Stay (days)	3.5	3.1	+0.3 days	3.5	3.3	+0.1 days
Visitor Arrivals (millions)	1.3	1.6	-17.1%	4.3	4.7	-8.1%
Visitor Days (millions)	4.5	4.9	-8.5%	15.0	15.7	-4.1%
	Mar 2025	Mar 2024	Variance	YTD Mar 2025	YTD Mar 2024	Variance
Average Length of Stay (days)	Mar 2025 3.5	Mar 2024 3.3	Variance +0.1 days	YTD Mar 2025 3.5	YTD Mar 2024 3.4	Variance +0.0 days
Average Length of Stay (days) Visitor Arrivals (millions)						

(1) Singapore Tourism Analytics Network

(2) The Business Times, "Singapore's 2025 tourism receipts to exceed pre-Covid levels, but arrivals still playing catchup", 4 Feb 2025

#### Geographical Mix of Top Markets (Singapore)





- Recovery of inbound visitors from China, Singapore's largest source market of foreign visitors prepandemic, is at 86.6% of YTD Mar 2019 arrivals
- Opportunity for further recovery from key source markets — China, Indonesia and India — which collectively reached 87.3% of prepandemic levels for YTD Mar 2025

#### Recovery Status of Top 10 Inbound Markets (Arrivals) – YTD Mar 2025 as % of YTD Mar 2019



Source: Singapore Tourism Analytics Network

#### Singapore's Tourism Growth Drivers



Image Credits: Nayan Bhalotia | Unsplash, Kelvin Zyteng | Unsplash

- (1) The Straits Times, "Construction of Changi Airport Terminal 5 to start in first half of 2025: PM Wong", 6 Sep 2024
- (2) The Business Times, "Resorts World Sentosa's S\$6.8 billion waterfront expansion to open in 2030", 15 Nov 2024
- (3) EDB Singapore, "Singapore to pump S\$300 million into tourism as part of broader economic plan", 6 Mar 2024
- (4) CNA, "Singapore Indoor Stadium to be replaced by new 'best-in-class' arena in Kallang", 7 Mar 2024
- (5) The Business Times, "Las Vegas Sands to pump in US\$8 billion to develop MBS expansion project", 24 Oct 2024

#### Growth in Singapore Hotel Room Supply

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- An estimated 6.3% net supply was added in the last two years which has increased competition in the hotel accommodation space
- An estimated 1,185 rooms are expected to open over the remainder of 2025, representing around 1.6% of existing room stock <sup>(1)</sup>
- Supply growth at CAGR of 1.9% from Apr 2025 till end 2027



(1) Based on statistics published by Hotels Licensing Board (5 Mar 2025), adjusted by CDLHT for rooms known to be taken out of and/or added to inventory. Sources: Hotels Licensing Board and CDLHT research (Apr 2025)

#### Potential Supply of New Singapore Hotel Rooms Until 2027



Name of Hotel	No. of Rms	Horwath Rating	Location	Expected Opening	Name of Hotel	No. of Rms	Horwath Rating	Location	Expected Opening
Mama Shelter Singapore	115	Upscale/Luxury	City Centre	2Q 2025	Parkroyal Collection Faber House	200	Upscale/Luxury	City Centre	2026
Mandai Rainforest Resort by Banyan Tree	338	Upscale/Luxury	Outside City Centre	2Q 2025	lyf Chinatown	90	Mid-Tier	City Centre	2026
Grand Hyatt Singapore	407	Upscale/Luxury	City Centre	1H 2025	Mövenpick Singapore (Hoe Chiang)	808	Upscale/Luxury	City Centre	1Q 2027
The Laurus, a Luxury Collection Resort	183	Upscale/Luxury	Sentosa	3Q 2025	Avani Singapore	200	Upscale/Luxury	City Centre	1Q 2027
Mett Singapore	TBD	Upscale/Luxury	City Centre	4Q 2025	Casa Mett	165	Upscale/Luxury	City Centre	Early 2027
Train Pod @ one-north	8	Mid-Tier	Outside City Centre	2H 2025	Hotel at Central Square	71	Upscale/Luxury	City Centre	2027
Varel Singapore, a Tribute Portfolio Hotel	134	Mid-Tier	Outside City Centre	2025	Moxy Singapore Clarke Quay	475	Mid-Tier	City Centre	2027
Hotel D'ART Singapore (Handwritten Collection)	502	Mid-Tier	City Centre	1Q 2026	Somerset Liang Court	192	Mid-Tier	City Centre	2027

Year	No. of Rms	Upscale/Luxury		Mid-Tier		Economy	
Mar – Dec 2025	1,185	1,043	88%	142	12%	0	0%
2026	792	200	25%	592	75%	0	0%
2027	1,911	1,244	65%	667	35%	0	0%
Total (Mar 2025 – End 2027)	3,888	2,487	64%	1,401	36%	0	0%

Sources: CDLHT research (Apr 2025)

#### **CDLHT New Zealand Hotel Performance**



New Zealand Hotel	1Q 2025	1Q 2024	Better / (Worse)
RevPAR (NZ\$)	160	166	(3.5)%
NPI (S\$ '000)	1,693	2,235	(24.3)%

- RevPAR declined YoY as the city continues to digest significant supply growth over recent years
- NPI declined YoY:
  - Primarily from the treatment of base rent, recognised on a straightline basis, rather than the actual stepped-up rent
  - Should actual stepped-up rent be recognised, NPI change would have been flat on local currency terms
  - Depreciation of NZ\$ against S\$
- Opportunities amidst challenging market conditions:
  - China (second biggest inbound market pre-pandemic) YTD Feb 2025 arrivals was only at 58.3% of YTD Feb 2019 levels <sup>(1)</sup>
  - Hotel poised to benefit from the opening of the New Zealand International Convention Centre, scheduled for early 2026





#### **CDLHT** Australia Hotels Performance

Australia Hotels	1Q 2025	1Q 2024	Better / (Worse)
RevPAR (A\$)	132	130	1.7%
NPI (S\$ '000)	618	1,309	(52.8)%

- Modest RevPAR improvement, mainly driven by 2.7% rise in collective ADR, reflecting Ibis Perth's enhanced pricing strategy with its newly refreshed room product
- NPI decreased S\$0.7 million YoY due to:
  - Impact from final stages of room renovations and temporary one-month closure of the bar at Ibis Perth, which affected F&B revenue and overall operating performance
  - Increase in operating expenses including higher utility costs and the absence of payroll tax credit received in prior year
  - Depreciation of A\$ against S\$
- Following its extensive renovation completed in end Feb 2025, Ibis Perth is now primed to capture higher-rated business and fully capitalise on its excellent central location



#### **CDLHT Japan Hotels Performance**

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Japan Hotels	1Q 2025	1Q 2024	Better / (Worse)
RevPAR (¥)	11,136	10,014	11.2%
NPI (S\$ '000)	1,105	1,085	1.8%

- RevPAR increase driven by strong inbound tourism arrivals. As of YTD Mar 2025, arrival numbers are at 10.5 million, ahead of 2024 by 23.1% <sup>(1)</sup>
- Highest 1Q RevPAR since acquisition in 2014
- NPI increased YoY by 5.3% in local currency terms and 1.8% in S\$ terms
- Japan's tourism sector poised for growth, with international arrivals in 2025 projected at approximately 40.2 million, reflecting a 9% YoY increase <sup>(2)</sup>
- Growth momentum supported by upcoming Osaka World Expo (held every five years) and Japan's enduring global appeal
- CDLHT's Tokyo hotels are well-positioned to capitalise on the rising demand





(1) Japan National Tourism Organisation

(2) JTB, "2025 (January – December) Travel Trend Outlook", 9 Jan 2025

#### **CDLHT** Maldives Resorts Performance



Maldives Resorts	1Q 2025	1Q 2024	Better / (Worse)
RevPAR (US\$)	464	517	(10.4)%
NPI (S\$ '000)	3,129	4,201	(25.5)%

- Collective RevPAR decline driven by Raffles Maldives Meradhoo facing significant competition from increased luxury resort supply near Malé
- Partially mitigated by Angsana Velavaru's occupancy-led RevPAR growth of 11.4% YoY
- NPI declined by S\$1.1 million YoY for 1Q 2025
- Capacity boost expected with the new terminal at Velana International Airport opening later in 2025, increasing passenger handling capacity from 1.5 million to about 8.5 million <sup>(1)</sup>
- Near term operating landscape expected to remain challenging, with ongoing resort supply growth and the impact of higher visitor taxes





Raffles Royal Residence, Raffles Maldives Meradhoo



### CDLHT UK Hotels Performance

UK Hotels	1Q 2025	1Q 2024	Better / (Worse)
RevPAR (£) <sup>(1)</sup>	98	97	1.1%
NPI (S\$ '000)	2,706	2,130	27.0%

- RevPAR increased marginally on a same-store basis
- Hilton Cambridge City Centre and The Lowry Hotel faced softer transient demand influenced by timing of Easter, and a subdued football calendar in Manchester
- NPI improved 27.0% YoY for the UK Hotels
- NPI grew 11.7% YoY on same store basis (excluding Hotel Indigo Exeter) due to:
  - Improved meetings and events performance at The Lowry Hotel
  - Operational efficiencies, including lower electricity tariffs, for Hilton Cambridge City Centre and The Lowry Hotel
  - Higher NPI contribution from voco Manchester City Centre (on an inflationadjusted fixed lease income), which increased 4.7% YoY
- The UK economy for 2025 remains sluggish and the UK hotel industry faces headwinds such as increased National Living Wages
- Hotel Indigo Exeter, acquired on 6 Nov 2024, will make its first full-year NPI contribution in 2025





<sup>(1)</sup> Includes Hotel Indigo Exeter (acquired on 6 Nov 2024) assuming it was owned since 1 Jan 2024 and excludes voco Manchester – City Centre which is under a fixed-rent occupational lease.

### **CDLHT UK Living Assets Performance**



UK Living Assets	1Q 2025	1Q 2024	Better / (Worse)
BTR NPI (S\$ '000)	779	-	N.M.
PBSA NPI (S\$ '000)	857	-	N.M.
Total NPI	1,636	-	N.M.

- The Castings (UK BTR): Physical occupancy of 67.9% as at 31 Mar 2025
  - Steady lease up during the quarter
  - The property is anticipated to reach stabilisation by third quarter of FY 2025
- Benson Yard (UK PBSA): Committed occupancy of 95.8% for AY <sup>(1)</sup> 2024/2025 as at 31 Mar 2025
  - Leasing pace for AY 2025/2026 is currently ahead of the same period last year and remains at a healthy level



(1) AY refers to Academic Year, which runs from 1 September to 31 August of the following year.

### **CDLHT Germany and Italy Hotels Performance**

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Germany Hotel	1Q 2025	1Q 2024	Better / (Worse)
RevPAR (€)	68	65	6.0%
NPI (S\$ '000)	1,189	1,398	(14.9)%
Italy Hotel	1Q 2025	1Q 2024	Better / (Worse)
Italy Hotel RevPAR (€)	1Q 2025 111	1Q 2024 144	Better / (Worse) (23.0)%

- Pullman Hotel Munich: RevPAR growth of 6.0% YoY supported by the addition of airline crew base business
  - Only accounting straight-line base rent was recognised in both periods
  - Prior year adjustment relating to 4Q 2024 recognised in 1Q 2025 largely contributed to the decline in NPI
  - Corporate demand may be impacted by US-imposed tariffs
- Hotel Cerretani Firenze: RevPAR decreased 23.0% YoY, impacted by a planned three-week closure for major waterpipe works and the shift of Easter holidays to Apr leading to softer leisure demand in Mar 2025
  - Consequently, no variable rent was recognised which resulted in a decline in NPI of S\$0.3 million YoY
  - From a very high base, demand in Florence is expected to stabilise at a more normalised level and might be affected by its high reliance on travellers from the US



## **Capital Management**

#### **Healthy Financial Metrics**





- (1) For purposes of gearing computation, the total assets exclude the effect of FRS 116 / SFRS(I) 16 Leases (adopted wef 1 Jan 2019).
- (2) For H-REIT group. Computed by using trailing 12 months EBITDA divided by trailing 12 months interest expense and borrowing-related fees.
- (3) Comprises S\$197.0 million of cash and undrawn revolving credit facilities and S\$293.3 million in uncommitted bridge loan facilities.

Debt Facility Details as at 31 March 2025 <sup>(1)</sup>			
Multi-currency MTN Programme / Facilities	Issued / Utilised Amount	Tenure (years)	Unissued / Unutilised Amount
S\$1 billion MTN	-	-	S\$1.0B
S\$450 million RCF	S\$324.8M	Up to 3 years	S\$125.2M <sup>(2)</sup>
S\$400 million Bridge Facility	S\$106.7M	1	S\$293.3M
Sub-total	S\$431.5M		
Term Loans / Bond	SGD Amount	Local Currency Amount	Tenure (years)
SGD Term Loans	S\$361.6M	S\$361.6M	3 to 5
GBP Term Loans	S\$325.5M	£188.3M	4 to 5
EUR Term Loans	S\$115.0M	€79.6M	5 to 7
EUR/SGD Cross Currency Swap <sup>(3)</sup>	S\$90.2M	€64.0M	3
JPY Term Loan	S\$29.0M	¥3.3B	5
JPY TMK Bond	S\$27.5M	¥3.1B	5
Sub-total	S\$948.9M		
Total Debt Value	S\$1,380.4M		

(1) Based on exchange rates of US\$1 = S\$1.3388, €1 = S\$1.4444, £1 = S\$1.7283 and S\$1 = ¥112.6126

(2) Includes S\$31.9 million uncommitted RCF.

(3) Term loan fixed via a EUR/SGD cross currency swap.

#### Debt Maturity Profile as at 31 Mar 2025



- In 1Q 2025, CDLHT successfully refinanced S\$200.0 million maturing RCF <sup>(1)</sup> as sustainability-linked facilities, which increased its cumulative sustainability-linked facilities to S\$870.0 million
- Another S\$63.6 million (or €44.0 million) fixed rate term loan has been refinanced in Apr 2025
- We are actively engaging banks to refinance the remaining loans expiring in 2H 2025



(1) S\$107.2M of the S\$200.0M RCF has been drawn as at 31 Mar 2025.

(2) Based on exchange rates of US\$1 = S\$1.3388, €1 = S\$1.4444, £1 = S\$1.7283 and S\$1 = ¥112.6126

#### Debt Profile as at 31 Mar 2025

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- Capitalising on the recent decline in borrowing costs, CDLHT entered into five interest rate swaps totaling S\$148.0 million since 31 Dec 2024 to progressively hedge its SGD floating-rate debt
- On a pro forma basis, this will lift CDLHT's fixed rate borrowings from 33.8% to 42.3% as of 31 Mar 2025
- Low fixed to floating borrowings profile positions us well to benefit from prospective interest rate declines in the near to medium term



	Fixed Rate Borrowings	Floating Rate Borrowings
SGD	17.6%	82.4%
USD	0.0%	100.0%
GBP	40.2%	59.8%
JPY	100.0%	0.0%
EUR <sup>(2)</sup>	55.3%	44.7%
Blended Total	33.8%	66.2%

Interest Rate Profile (1)

(1) Based on exchange rates of US\$1 = S\$1.3388, €1 = S\$1.4444, £1 = S\$1.7283 and S\$1 = ¥112.6126

(2) Includes term loan fixed via EUR/SGD cross currency swap, effective exposure is in EUR.



## **Asset Enhancement Plans**

#### Asset Enhancement Plans – W Singapore – Sentosa Cove



#### Rooms Rejuvenation to Reinforce Hotel's Leading Luxury Lifestyle Positioning

- Phased renovation of all rooms has commenced, with estimated completion around end 2025
- Complement enhancements made to the hotel lobby, ballroom and restaurant in 2023





#### Asset Enhancement Plans – Ibis Perth



#### **A Complete Hotel Refresh**

- Transformation of all 192 rooms as well as, the hotel's lobby, public areas, bar and restaurant were completed in Feb 2025 to showcase a more contemporary and refreshed look
- Introduced a gym as part of upgraded guest amenities





#### Asset Enhancement Plans – Grand Millennium Auckland



#### **Progressive Transformation in Phases**

- First phase of rooms renovation completed, while the atrium bar renovation is substantially finished
- Renovation of the remainder of the public areas and the second phase of rooms refurbishment are scheduled from Apr to Nov 2025







# **Sustainability Highlights**

#### Commitment to ESG



Name of Award	Our Portfolio	Name of Award	Our Portfolio
BCA Green Mark Award	<ul> <li>Platinum</li> <li>Copthorne King's Hotel</li> <li>Grand Copthorne Waterfront Hotel</li> <li>Gold Plus</li> <li>Orchard Hotel</li> <li>M Hotel</li> </ul>	EPC Rating	<ul> <li><u>"B" Rating</u></li> <li>The Lowry Hotel</li> <li>Hilton Cambridge City Centre</li> <li>voco Manchester - City Centre</li> <li>Hotel Indigo Exeter</li> <li>Benson Yard</li> </ul>
BREEAM	<ul> <li><u>"Very Good" Rating</u></li> <li>voco Manchester - City Centre</li> <li><u>"Good" Rating</u></li> <li>Hotel Cerretani Firenze – MGallery</li> <li>Pullman Hotel Munich</li> </ul>	Global Sustainable Tourism Council	<ul> <li>Orchard Hotel</li> <li>Grand Copthorne Waterfront Hotel</li> <li>M Hotel</li> <li>Copthorne King's Hotel</li> <li>Studio M Hotel</li> </ul>
EarthCheck Gold Certificate	<ul> <li>Angsana Velavaru</li> </ul>	Green Globe Green Key NABERS - National Australian Built	<ul> <li>Raffles Maldives Meradhoo</li> <li>Hotel Cerretani Firenze – MGallery</li> <li>Pullman Hotel Munich</li> <li>Ibis Perth</li> <li>Energy 4 stars</li> </ul>
Ecotourism Australia - Sustainable Tourism ECCO TOURISM australia	Mercure Perth	Environment Rating System NABERS	<ul> <li>Energy – 4 stars</li> <li>Water – 3.5 stars</li> </ul>
# Commitment to ESG (Con't)



### Green Initiatives

#### M&C Hotels

Singapore Hotel Sustainability Award 2024: GCW, MHS and OHS

#### **Maldives Resorts**

 Angsana Velavaru won the "Leading Eco-Friendly Resort" title at the South Asian Travel Awards 2024

#### **UK/Europe Hotels**

- Other properties are pursuing BREEAM certification
- Hilton Cambridge City Centre was awarded "Highly Commended" at the Cambridge Independent Green Award 2024

#### Majority of Portfolio Hotels:

- All single use bathroom amenities replaced with recyclable pump amenities
- Option to skip daily housekeeping, reducing carbon footprint

#### **Renewable Energy**

- The Lowry Hotel and Pullman Hotel Munich use 100% renewable energy sources
- Maldives Resorts Phase 2 of solar panels installation substantially completed at both Resorts, boosting combined renewable energy generation to 731 MWh in 2024
- W Hotel has commenced solar panel installation, slated for completion by 1H 2025, which is expected to generate 500 MWh annually

### S Green Financing

 In 1Q 2025, CDLHT successfully refinanced S\$200.0 million maturing RCF as sustainability-linked facilities, which increased its cumulative sustainability-linked facilities to S\$870.0 million

### **Targets**

- Net Zero Target: By 2050
- On track to achieve 5-7% reduction in energy by FY 2026: FY 2024 electricity intensity is 11.1% lower than FY 2019 baseline
- On track to achieve 2-7% reduction in water by FY 2026: FY 2024 water intensity is 16.9% lower than FY 2019 baseline

### 

#### Index Ranking & Accolades

- Improved 22 places to place second in the Singapore Governance and Transparency Index 2024 – REIT and Business Trust Category
- Joint winner of the prestigious Shareholder Communications Excellence Award (REITs & Business Trusts Category) at the Securities Investors Association (Singapore) Investors' Choice Awards 2024

### Sustainability Reporting

#### External Assurance:

 Commenced limited assurance of ESG data in accordance with GHG Protocol and ISAE 3000

#### Scope 1 and Scope 2 emissions:

 Commenced process to establish Science Based Targets (SBTi) by 2025

#### Scope 3 emissions:

Disclosed seven categories in Sustainability Report for FY 2024



# **Concluding Remarks**

### **Concluding Remarks**



### **Contributors of Earnings in 2025** Value-Creation Focused Continue to invest in and optimise portfolio via asset Hotel Indigo Exeter enhancements with ongoing renovations at Grand Millennium Auckland and W Singapore – Sentosa Cove Full year contribution in 2025 Near to Medium Term Drivers / Tailwinds Core Singapore market: Addition of Benson 2024 arrivals was at 86.5% of pre-pandemic levels<sup>(1)</sup>. Yard & Stabilisation Opportunity for eventual recovery from key source of The Castings

- Contracted further reduction in energy tariffs for SG Hotels in 2025
- CDLHT will benefit from further interest rate declines
- Continue to implement hedging strategies and as rates descend, transition to more fixed-rate borrowings
- Rising recession risks due to unstable operating environment emanating from macroeconomic uncertainties and geopolitical tensions





- Stable long-stay rental to augment income streams
- Diversified income stream to enhance portfolio stability and contribute to earnings in 2025

markets such as China, Indonesia and India



# **Overview of CDL Hospitality Trusts**

### **Background on CDLHT**





### **CDLHT Structure**





# **Blue Chip Sponsor and Parentage**





- Internationally recognised hospitality and real estate group which owns as well as operates and/or manages a portfolio of over 145 hotels worldwide
- Wholly-owned subsidiary of City Developments Limited

- Leading global real estate company with a network spanning 168 locations in 29 countries and regions
- Portfolio consists of residences, offices, hotels, serviced apartments, student accommodation, retail malls and integrated developments
- One of the largest property developers in Singapore with a market capitalisation of ~ S\$4.4 billion <sup>(1)</sup>

# Management Strategy

portfolio





Growing unitholders' value via acquisition, organic growth and capital recycling while maintaining a firm financial foundation



# **Property Information**

# **CDLHT** Asset Portfolio – Singapore

CDL HOSPITALITY TRUSTS



CDL HOSPITALITY TRUSTS

Hotel Properties	Mercure Perth (Australia)	Ibis Perth (Australia)	Grand Millennium Auckland (New Zealand)	Oceania Portfolio
Description	Situated in Perth's CBD and within walking distance to the Swan River, shopping and entertainment districts	Located steps away from the Murray and Hay Street shopping belt within Perth's CBD	One of New Zealand's largest deluxe hotel which is located in the heart of Auckland	-
Rooms	239	192	453	884
Date of Purchase	18 February 2010	18 February 2010	19 December 2006	-
Title / Remaining Term of Land Lease	Strata Freehold	Freehold	Freehold	-
Valuation <sup>(1)</sup>	A\$49.5M / S\$41.9M	A\$42.0M / S\$35.6M	NZ\$219.0M / S\$167.9M	S\$245.4M

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Hotel Properties	Angsana Velavaru (Maldives)	Raffles Maldives Meradhoo (Maldives)	Maldives Portfolio	Hotel MyStays Asakusabashi (Tokyo, Japan)	Hotel MyStays Kamata (Tokyo, Japan)	Japan Portfolio
Description	Upmarket resort offering a wide range of dining, leisure and spa options	All-suite luxury resort, with extremely spacious villas which are amongst the largest in Maldives	-	Located in central Tokyo, with easy access to Asakusa & Akihabara. A few stations away from several popular sightseeing spots	Located near Keikyu- Kamata Station which is only a 10-min train ride from Haneda Airport	-
Rooms	113 (79 beachfront villas and 34 overwater villas)	38 (21 beachfront villas, 16 overwater villas and 1 presidential villa)	151	139	116	255
Date of Purchase	31 January 2013	31 December 2013	-	19 December 2014	19 December 2014	-
Title / Remaining Term of Land Lease <sup>(1)</sup>	Leasehold interest / 72 years	Leasehold interest / 80 years	-	Freehold	Freehold	-
Valuation <sup>(1)</sup>	US\$57.0M / S\$77.4M	US\$46.0M / S\$62.5M	US\$103.0M / S\$139.9M	¥6.10B / S\$52.6M	¥3.28B / S\$28.3M	¥9.38B / S\$80.9M

**CDL HOSPITALITY TRUSTS** 

Hotel Properties	Hilton Cambridge City Centre (United Kingdom)	The Lowry Hotel (United Kingdom)	voco Manchester – City Centre (United Kingdom)	Hotel Indigo Exeter (United Kingdom)	United Kingdom Hotel Portfolio
Description	Upper upscale hotel and boasts a prime location in the heart of Cambridge city centre	Iconic 5-star luxury hotel which is located in proximity to the heart of Manchester city centre	4-star upscale lifestyle hotel within walking distance to Manchester Piccadilly Station, popular tourist attractions and the central business district	Upscale lifestyle boutique hotel and two tenanted retail units centrally located in Exeter	-
Rooms	198	165	189	104	656
Date of Purchase	1 October 2015	4 May 2017	22 February 2022	6 November 2024	-
Title / Remaining Term of Land Lease <sup>(1)</sup>	Leasehold interest / 91 years <sup>(2)</sup>	Leasehold interest / 122 years	Leasehold interest / 193 years	Freehold	-
Valuation <sup>(1)</sup>	£59.5M / S\$101.3M	£46.0M / S\$78.3M	£26.0M / S\$44.3M	£19.5M / S\$33.2M	£151.0M / S\$257.1M

(1) As at 31 Dec 2024

As at 31 Dec 2024 The lease term may be extended for a further term of 50 years pursuant to lessee's (CDLHT) option to renew under the lease granted by the head lessor (Cambridge City Council). 49 (2) Based on exchange rates of  $\pounds 1 = S\$1.7024$ 

CDL HOSPITALITY TRUSTS

Living Assets The Castings (United Kingdom)		Benson Yard (United Kingdom)	United Kingdom Living Assets Portfolio
Description	Residential Build-to-Rent property located in Piccadilly East, a developing neighbourhood situated close to the Manchester Piccadilly Station and tram stop	Purpose-Built Student Accommodation (PBSA) located in the heart of the Liverpool city centre and close to the city's major universities	-
Units / Beds	352	404	756
Date of Opening / Purchase	Opening: 16 July 2024	Purchase: 19 December 2024	-
Title / Remaining Term of Land Lease	Freehold	Freehold	-
Valuation <sup>(1)</sup>	£92.0M / S\$156.6M	£39.4M / S\$67.1M	£131.4M / S\$223.8M



Hotel Properties	Pullman Hotel Munich (Germany)	Hotel Cerretani Firenze (Italy)	EU Portfolio	CDLHT Portfolio
		HOTE CRAETAN	*** * * * *	CDL HOSPITALITY TRUSTS
Description	4-star hotel located in close proximity to major business districts	4-star hotel boasting an exceptional location in the heart of Florence's historic city centre	-	-
Rooms / Units	337	86	423	5,680
Date of Purchase	14 July 2017	27 November 2018	-	-
Title / Remaining Term of Land Lease	Freehold	Freehold	-	-
Valuation <sup>(1)</sup>	€104.5M / S\$147.7M <sup>(2)</sup>	€47.8M / S\$67.5M <sup>(2)</sup>	€152.3M / S\$215.2M	S\$3,183.3M

(1) As at 31 Dec 2024

(2) On the basis of a 100% interest before adjustment of non-controlling interests.

Based on exchange rates of €1 = S\$1.4125

### Summary of Key Leases



#### Orchard Hotel, Grand Copthorne Waterfront Hotel, M Hotel, Copthorne King's Hotel:

- Rent: 20% of Hotel's revenue + 20% of Hotel's gross operating profit, with an annual fixed rent floor of S\$26.4 million
- Term of 20 years from Listing (19 Jul 2006) with 20-year option
- The master lessees have given notice of intention to exercise the respective options to renew the term of the master lease agreements
- The renewal period for each of the master lease agreement will be for a period of 20 years commencing on the expiry of the original term of the master lease agreement

#### Claymore Connect:

H-REIT receives rents direct from tenants

#### Studio M Hotel:

- Rent: 30% of Hotel's revenue + 20% of Hotel's gross operating profit, with an annual fixed rent floor of S\$5.0 million
- Term of 20 years from 3 May 2011 with 20+20+10 years option

Singapore IPO Portfolio & Studio M

### Summary of Key Leases





New Zealand Grand Millennium Auckland	<ul> <li>Grand Millennium Auckland:</li> <li>First 3-year term expired on 6 Sep 2019; lease provides for two 3-year renewal terms, subject to mutual agreement</li> <li>Lease renewed for third 3-year term from 7 Sep 2022, expiring 6 Sep 2025, on the same terms, except annual base rent is revised to zero for the first two years of the term and NZ\$2.0 million for the third year <sup>(1)</sup></li> <li>Rent: Net operating profit of the hotel, subject to annual base rent floor stated above</li> </ul>
Maldives Angsana Velavaru	<ul> <li>Angsana Velavaru: <ul> <li>Rent: Hotel's gross operating profit less lessee's management fee, subject to minimum rent</li> <li>Minimum rent of US\$6.0 million per year guaranteed by lessee / Banyan Tree Holdings Limited, subject to maximum rent reserve of US\$6.0 million</li> <li>Tiered lessee's management fee offers downside protection to CDLHT and incentivises lessee to drive growth in gross operating profit while allowing CDLHT to enjoy a substantial share of the upside</li> <li>Term of 10 years from 1 Feb 2023 expiring 31 Jan 2033</li> </ul> </li> </ul>

(1) Lease was renewed on 1 Jul 2022. Under SFRS(I) 16/ FRS 116 Leases, the annual base rent will be accounted for on a straight-line basis over the remaining lease tenure at NZ\$0.7 million per year or NZ\$0.2 million per quarter.

### Summary of Key Leases



United Kingdom voco Manchester – City Centre	<ul> <li>voco Manchester - City Centre:</li> <li>Full repairing and insuring occupational lease, subject to upward-only annual rent revision broadly based on inflation</li> <li>Fixed rent of £2.65 million per annum for the period of 7 May 2024 to 6 May 2025</li> <li>Fixed rent of £2.74 million per annum for the period of 7 May 2025 to 6 May 2026</li> <li>Term of 60 years from 7 May 2021, expiring on 6 May 2081 <sup>(1)</sup></li> </ul>
Germany Pullman Hotel Munich	<ul> <li>Pullman Hotel Munich:</li> <li>Total Rent: Annual Base Rent + Variable Rent</li> <li>Annual Base Rent: €3.6 million</li> <li>Variable Rent: 85% x (NOI - Annual Base Rent)</li> <li>Under SFRS(I) 16/ FRS 116 Leases, the annual base rent will be accounted for on a straight-line basis over the remaining lease tenure at €3.1 million per year or €0.8 million per quarter</li> <li>Term of 20 years from 14 Jul 2017, expiring 13 Jul 2037</li> </ul>
Italy Hotel Cerretani Firenze – MGallery	<ul> <li>Hotel Cerretani Firenze – MGallery:</li> <li>Rent: Around 93% of the net operating profit of the hotel subject to an annual base rent of €1.3 million</li> <li>Under SFRS(I) 16/ FRS 116 Leases, the annual base rent will be accounted for on a straight-line basis over the remaining lease tenure at €1.1 million per year or €0.3 million per quarter</li> <li>Term of 20 years from 27 Nov 2018, expiring 26 Nov 2038</li> </ul>

## Summary of Key Management Agreements

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Singapore
W Singapore –
Sentosa Cove

#### W Singapore – Sentosa Cove:

- HBT's subsidiary is the lessee for the hotel's operations
- Operated by Starwood Asia Pacific Hotels & Resorts Pte Ltd, a wholly-owned subsidiary of Marriott International, Inc.
- Term of ~20.3 years from 16 Sep 2012, expiring 31 Dec 2032, with options to renew for four consecutive periods of five years each, at the option of CDLHT
- Typical management fees apply

### Maldives Raffles Maldives Meradhoo

#### **Raffles Maldives Meradhoo:**

- HBT's subsidiary is the lessee for the resort's operations
- Resort reopened as "Raffles Maldives Meradhoo" in Sep 2019 after extensive renovation
- AccorHotels is the hotel manager, appointed by HBT
- Term of 20 years from 9 May 2019, expiring on 8 May 2039 (operator has right to extend another 5 years)
- Typical management fees apply

### Summary of Key Management Agreements





Japan Portfolio	<ul> <li>Hotel MyStays Asakusabashi and Hotel MyStays Kamata:</li> <li>HBT's subsidiary is the lessee for the hotels' operations</li> <li>MyStays Hotel Management Co., Ltd. is the hotel manager, appointed by HBT</li> <li>The hotel management agreements renew on a 3-year auto-renewal basis, unless terminated with notice</li> <li>Typical management fees apply</li> </ul>

### Australia Portfolio

#### Mercure & Ibis Perth:

- HBT's subsidiaries are the lessees for the hotels' operations
- AccorHotels is the hotel manager, appointed by HBT
- Term of 10 years from 1 May 2021, expiring 30 Apr 2031, with options to renew for two terms of five years each (subject to mutual agreement)
- Typical management fees apply

## Summary of Key Management Agreements





United Kingdom Hilton Cambridge City Centre	<ul> <li>Hilton Cambridge City Centre:</li> <li>HBT is the asset owner and responsible for the hotel's operations</li> <li>Hilton UK Manage Limited (an affiliate of Hilton Worldwide Inc.) is the hotel manager, appointed by HBT</li> <li>Term of 12.25 years from 1 Oct 2015, expiring on 31 Dec 2027</li> <li>Typical management fees apply</li> </ul>
United Kingdom The Lowry Hotel	The Lowry Hotel: <ul> <li>HBT is the asset owner and responsible for the hotel's operations and management</li> </ul>
United Kingdom Hotel Indigo Exeter	<ul> <li>Hotel Indigo Exeter:</li> <li>HBT is the asset owner and responsible for the hotel's operations</li> <li>Michels &amp; Taylor (London) Limited is the hotel manager, appointed by HBT</li> <li>Term of 10.15 years from 6 Nov 2024, expiring on 31 Dec 2034</li> <li>Typical management fees apply</li> </ul>

# Summary of Key Management Agreements (Living Assets)





United Kingdom The Castings	<ul> <li>The Castings (Build-to-Rent Property):</li> <li>HBT is the asset owner</li> <li>Native Residential Limited is the property manager, appointed by HBT</li> <li>Term of 5 years from 4 June 2024, expiring 3 June 2029</li> <li>Typical management fees apply</li> </ul>
United Kingdom Benson Yard	<ul> <li>Benson Yard (Purpose-Built Student Accommodation):</li> <li>H-REIT is the asset owner</li> <li>Fresh Property Group Limited is the property manager, appointed by H-REIT</li> <li>Term of 5 years from 15 February 2023, expiring 14 February 2028</li> <li>Typical management fees apply</li> </ul>



# **Location of Properties**

### Singapore Hotels







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### Germany Hotel



**Italy Hotel** 

Pullman Hotel Munich

Hotel Cerretani Firenze - MGallery

### **Resorts in Premium Destination**





(1) Estimated duration based on non-stop flights from Velana International Airport.

# Build-to-Rent Property in Up-and-Coming Neighbourhood





# **PBSA in Heart of Liverpool City Centre**









### THANK YOU

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