




ASCOTT
RESIDENCE
TRUST

A Member of CapitaLand

Ascott Residence Trust 1Q 2014 Financial Results

24 April 2014

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.



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- Results Highlights
- Portfolio Performance
- Capital and Risk Management
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Overview of Ascott Residence Trust



A Member of CapitalLand

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.

S\$1.8b

Market Capitalisation

S\$3.7b

Total Assets

9,082¹

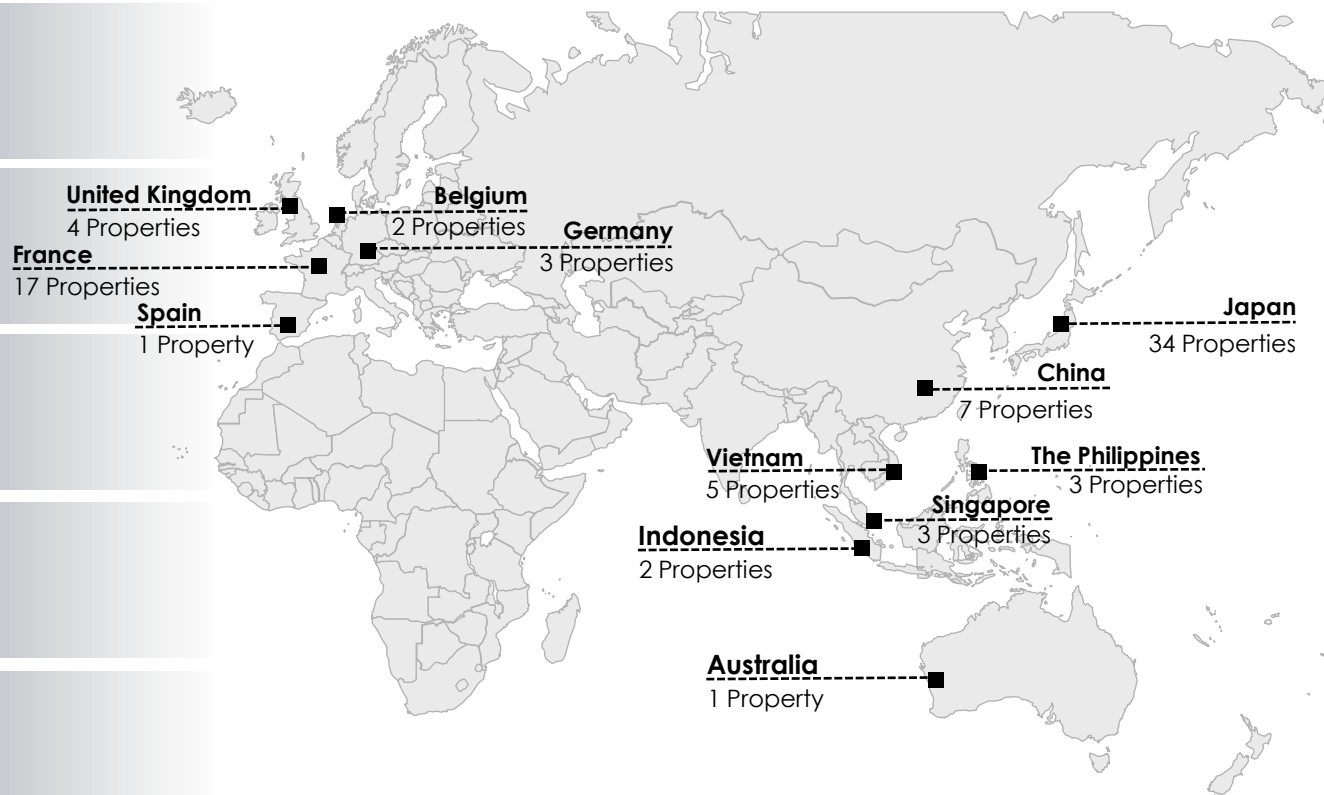
Units

82¹

Properties

32

Cities in 12 Countries



Figures as at 31 March 2014.

1. Excludes the serviced residence property in Dalian, China announced on 20 February 2014.





Results Highlights

Ascott Raffles Place Singapore



1Q 2014 vs 1Q 2013 Performance Highlights

	1Q 2014	1Q 2013	% Change
Revenue (S\$m)	80.4	69.2	16% ↑
Gross Profit (S\$m)	39.2	33.8	16% ↑
Unitholders' Distribution (S\$m)	26.7	27.6	-3% ↓
Distribution Per Unit (S cents)	1.75	2.25	-22% ↓
Distribution Per Unit (S cents) (adjusted for Rights Issue and one-off realised exchange gain)	1.75	1.67 ¹	5% ↑
Revenue Per Available Unit (S\$/day) – serviced residences	124	124	-

- Revenue increased mainly due to the additional revenue from acquisitions in FY 2013² as well as stronger contribution from the existing properties, mainly properties in United Kingdom, France, Germany and Vietnam. The increase was partially offset by the decrease in revenue of S\$1.0 million arising from the ongoing strata sale of units at Somerset Grand Fortune Garden Property Beijing.
- Gross profit increased by S\$5.4 million, on a same store basis, gross profit increased by S\$2.4 million.

1. DPU has been restated for the Rights Issue in December 2013 and adjusted for the one-off realised exchange gain of S\$8.1 million arising from repayment of foreign currency bank loans using the placement proceeds in February 2013.

2. Somerset Heping Shenyang, Citadines Biyun Shanghai, Citadines Xinghai Suzhou and 11 rental housing properties in Japan.

Portfolio Performance



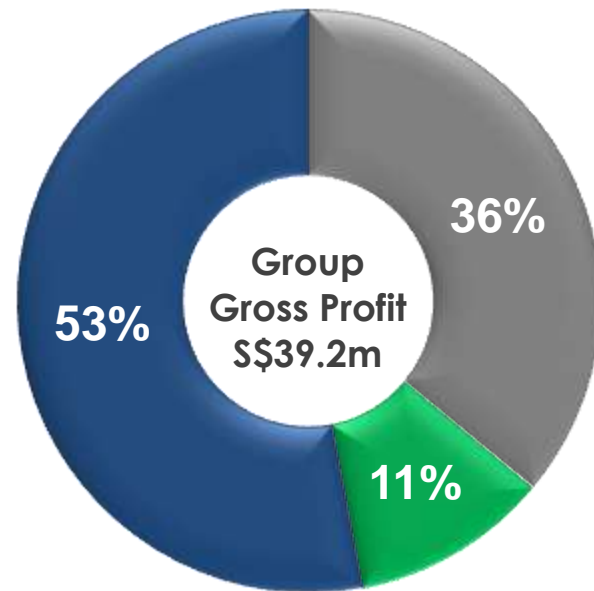
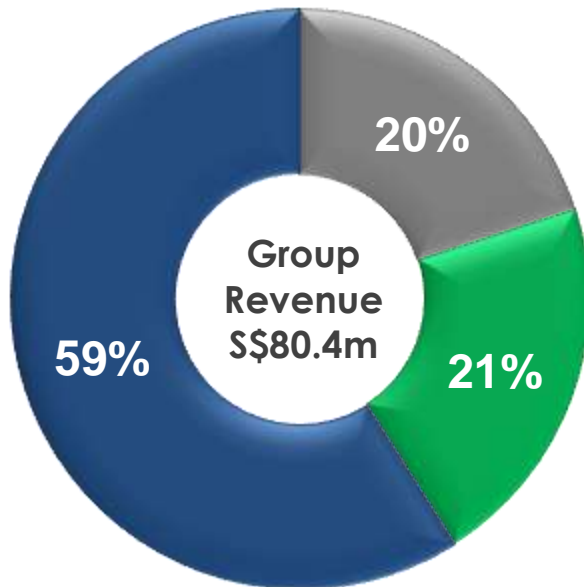
Citadines Suites Louvre Paris

Portfolio Highlights

Revenue and Gross Profit (by Category)

Revenue
1Q 2014

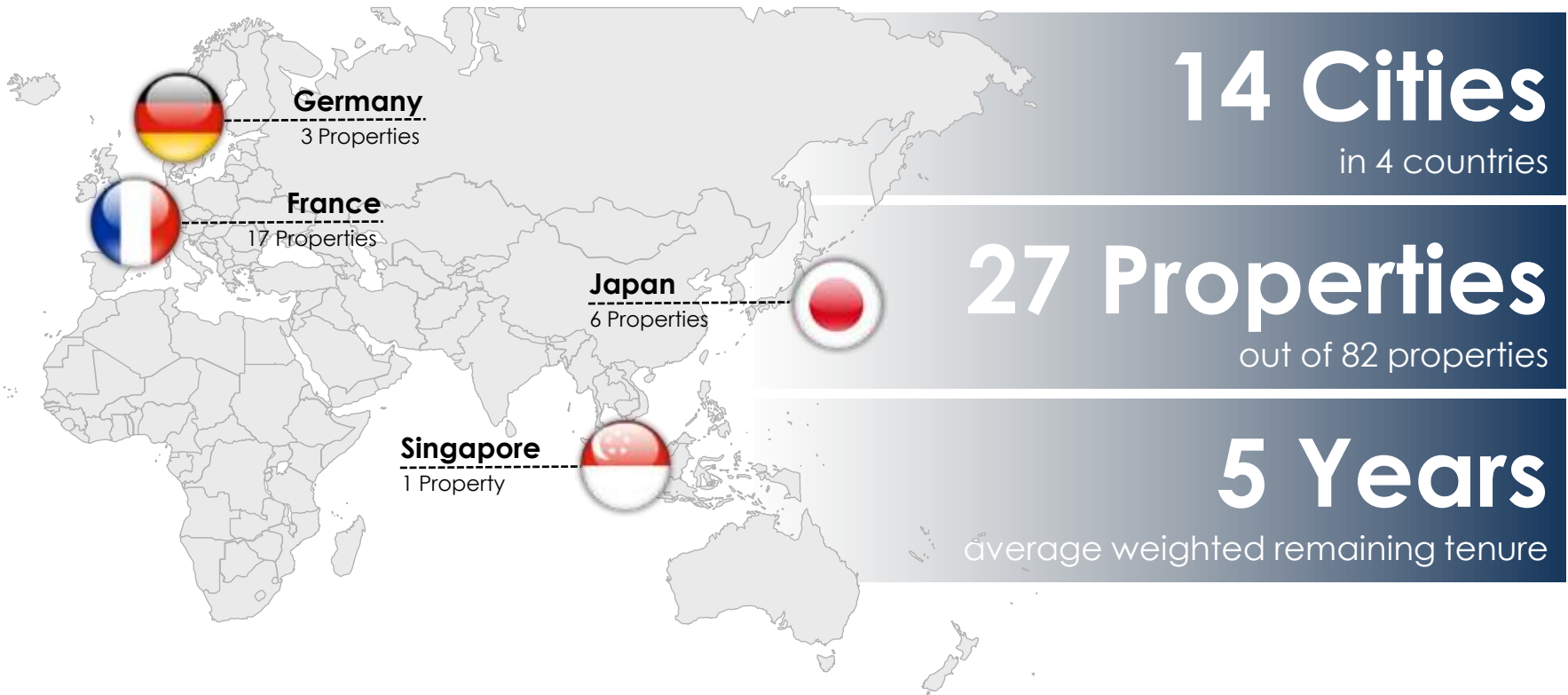
Gross Profit
1Q 2014



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

Master Leases

36% of Group's Gross Profit for 1Q 2014 is contributed by Master Leases





Master Leases (1Q 2014 vs 1Q 2013)



Citadines
Suites
Louvre Paris



Citadines
Prestige Les
Halles Paris



Citadines
Croisette
Cannes



Citadines
Arnulfpark
Munich



Madison
Hamburg



Ascott
Raffles Place
Singapore

Revenue ('mil)

Gross Profit ('mil)

	1Q 2014	1Q 2013		1Q 2014	1Q 2013	
France (EUR) 17 Properties	5.9	5.7	↑	5.4	5.3	↑
Germany (EUR) 3 Properties	1.4	1.2	↑	1.3	1.2	↑
Singapore (SGD) Ascott Raffles Place Singapore	2.1	2.2	↓	1.7	1.8	↓
Japan (JPY) 6 Properties ¹	99.2	-	↑	83.6	-	↑

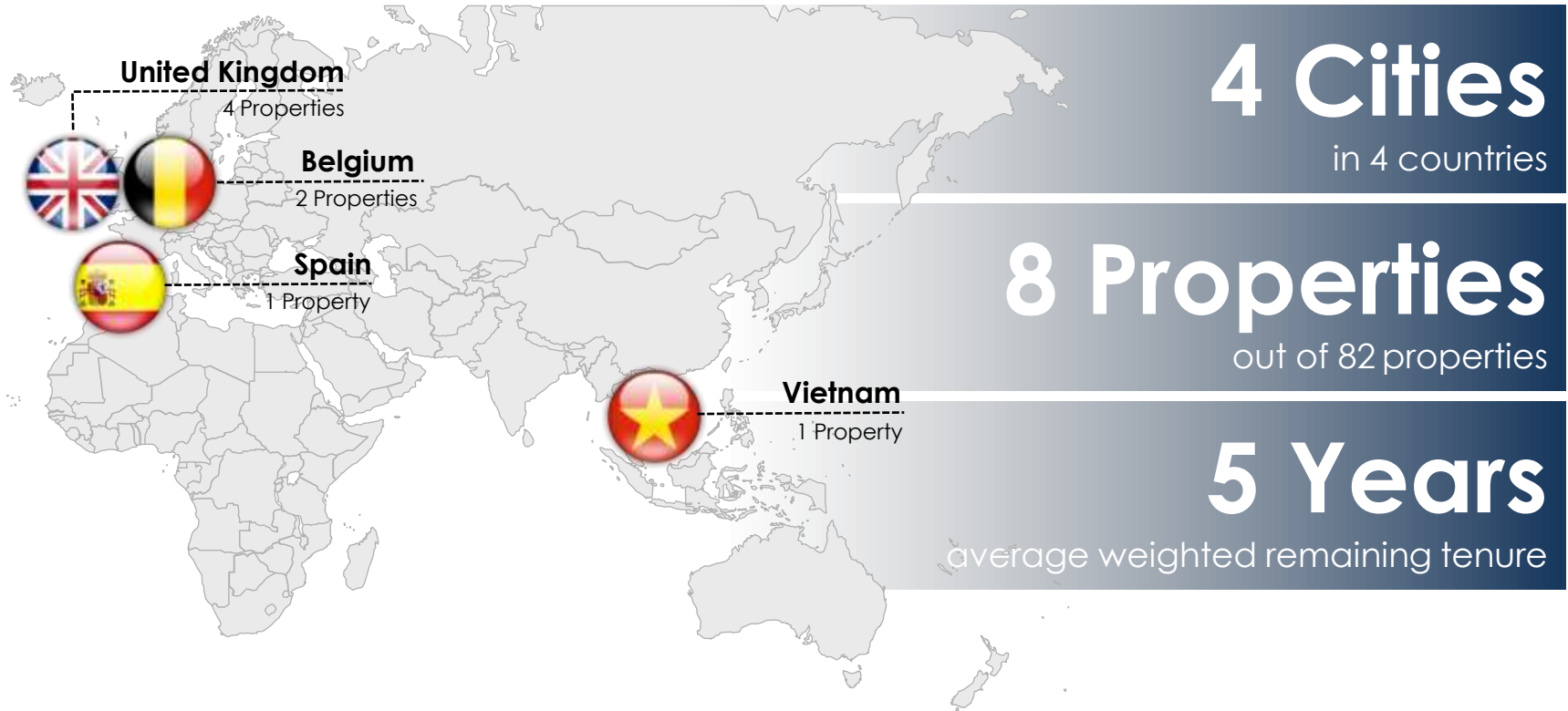
Revenue and gross profit increased mainly due to higher indexation and pre-determined increase in lease income for the properties in France and Germany as well as the contribution from the properties¹ acquired in Japan. This was offset by the lower operating performance of Ascott Raffles Place Singapore which was affected by ongoing refurbishment.

1. Five rental housing properties were acquired in June 2013 and Infini Garden was acquired on 20 March 2014.



Management Contracts with Minimum Guaranteed Income

11% of Group's Gross Profit for 1Q 2014 is contributed by Management Contracts with Minimum Guaranteed Income





Management Contracts with Minimum Guaranteed Income (1Q 2014 vs 1Q 2013)

	Revenue ('mil)			Gross Profit ('mil)			RevPAU		
	1Q 2014	1Q 2013		1Q 2014	1Q 2013		1Q 2014	1Q 2013	
Belgium (EUR)	1.6	1.4	↑	0.1	0.1	-	49	44	↑
Spain (EUR)	0.6	0.7	↓	0.1	0.2	↓	48	47	↑
United Kingdom (GBP)	5.5	4.9	↑	1.6	1.7	↓	96	85	↑
Vietnam (VND)¹	17.3	17.0	↑	11.6	11.3	↑	1,230	1,335	↓

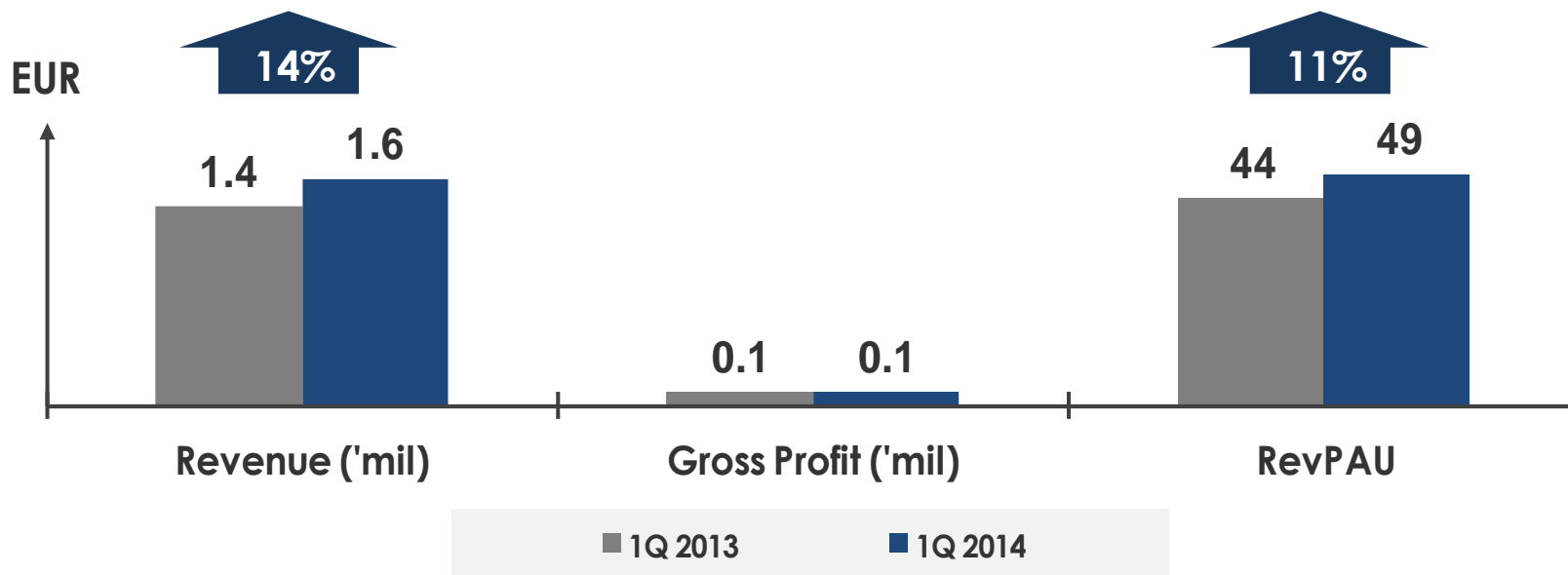
1. Revenue and Gross Profit figures for VND are stated in billions. RevPAU figures are stated in thousands.



Citadines
Sainte-Catherine
Brussels



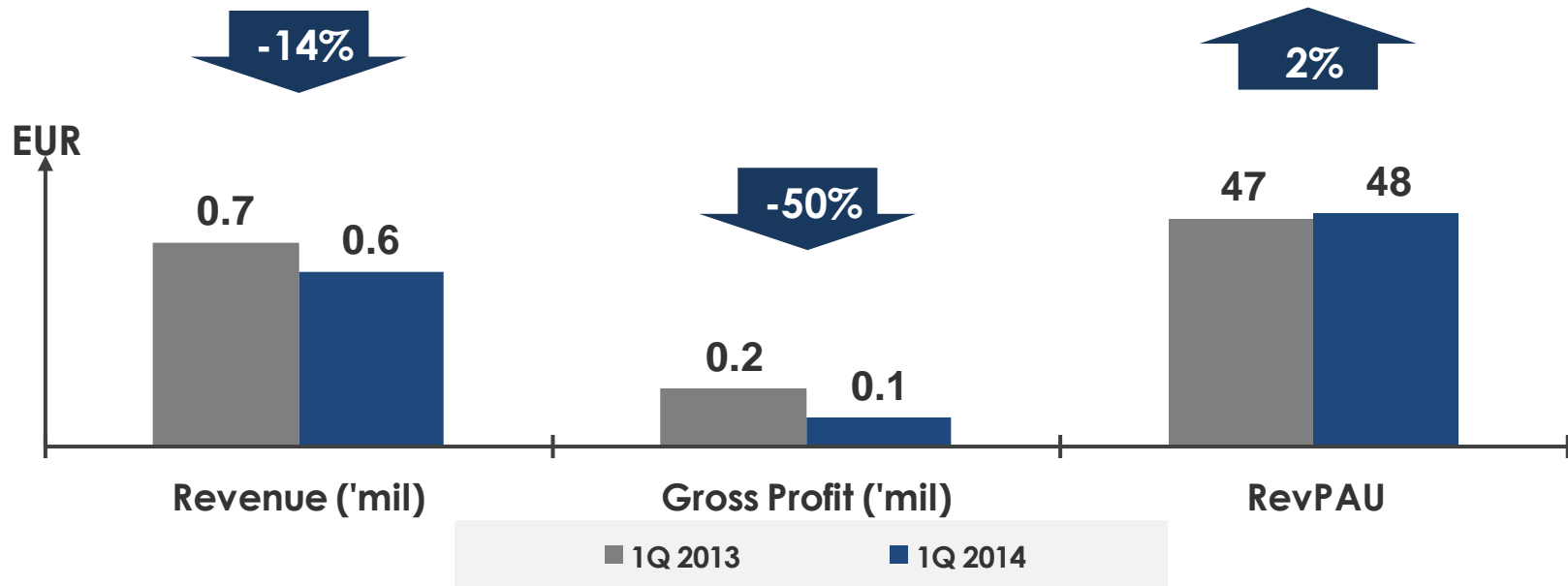
Citadines
Toison d'Or
Brussels



Revenue and RevPAU increased mainly due to strong demand from project groups and higher rental rates from the refurbished apartments at Citadines Toison d'Or Brussels, which was completed in 1Q 2014. Gross profit remained at the same level as 1Q 2013 due to higher staff costs and marketing expense.



Citadines
Prestige Ramblas
Barcelona¹



Revenue and gross profit decreased due to a top-up by the property manager of EUR 0.1 million in 1Q 2013. Excluding the top-up by the property manager, both revenue and gross profit remained at the same level as 1Q 2013. The refurbishment at Citadines Prestige Ramblas Barcelona¹ was completed in 1Q 2014.

1. Formerly known as Citadines Ramblas Barcelona



United Kingdom



Citadines
Barbican
London



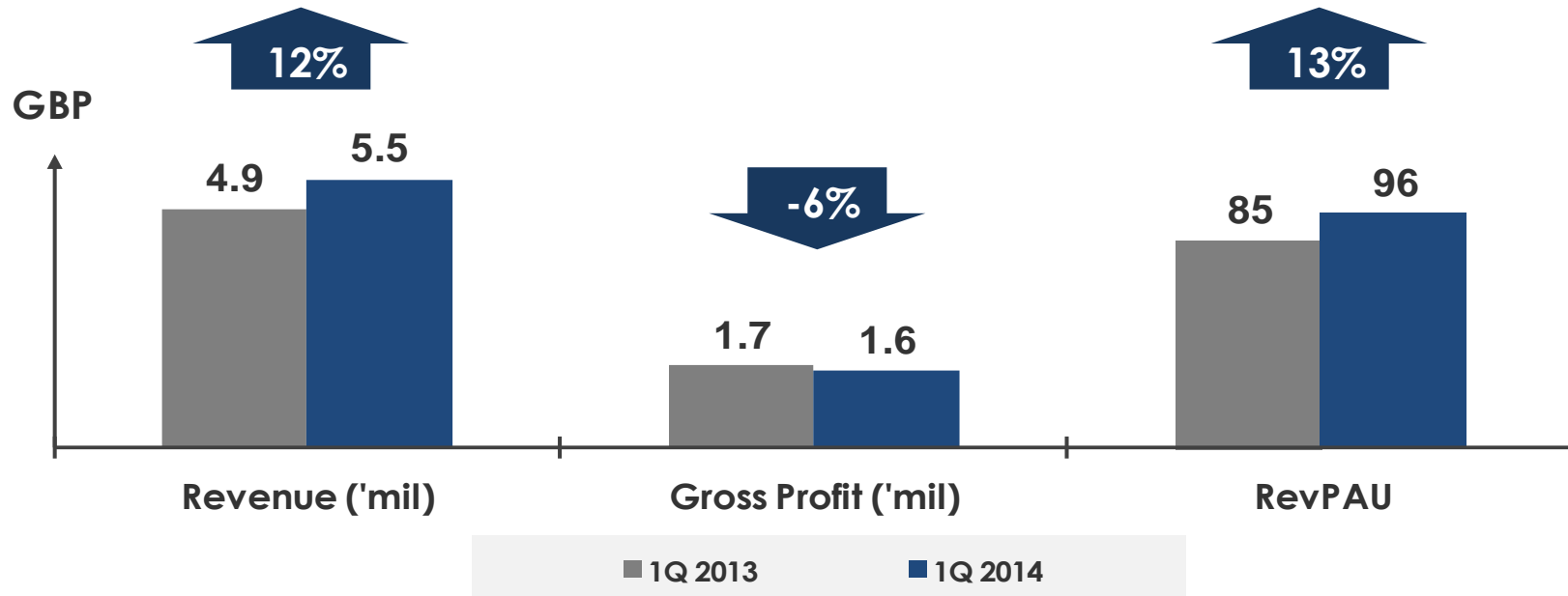
Citadines
Prestige Holborn-
Covent Garden
London



Citadines
Prestige South
Kensington London



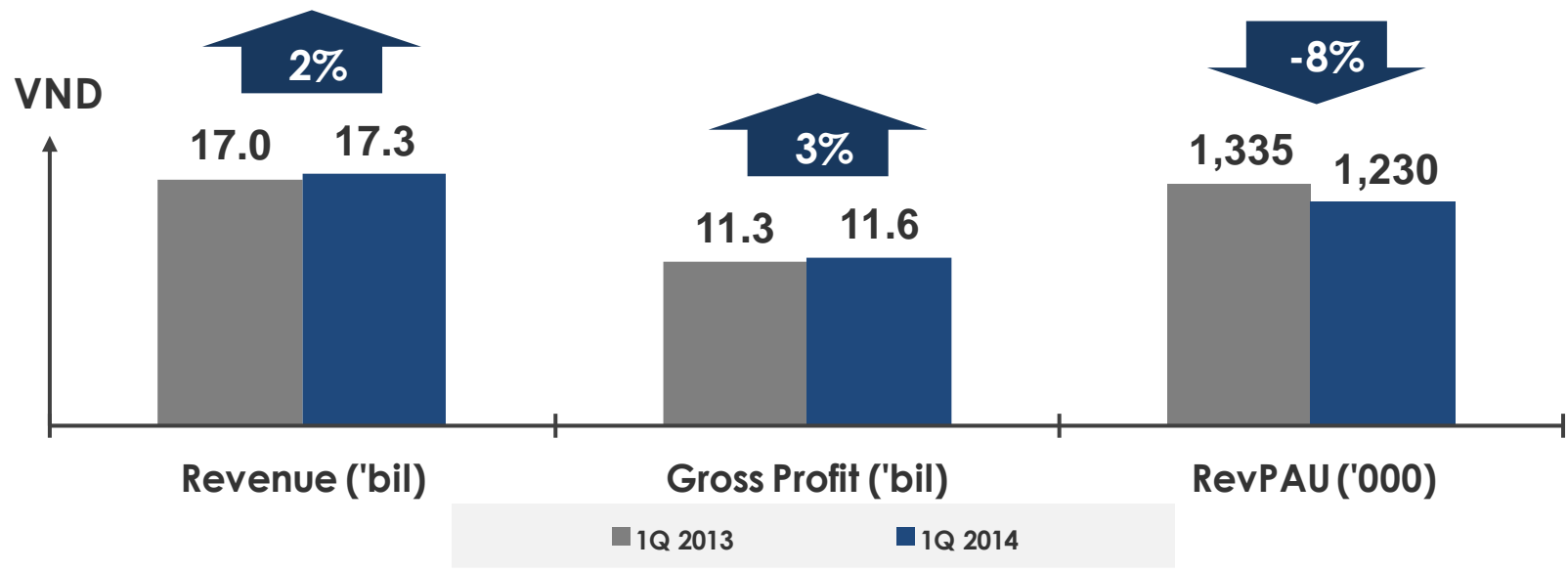
Citadines
Prestige Trafalgar
Square London



Revenue and RevPAU increased mainly due to stronger market demand. Gross profit decreased due to higher property tax and marketing expense.



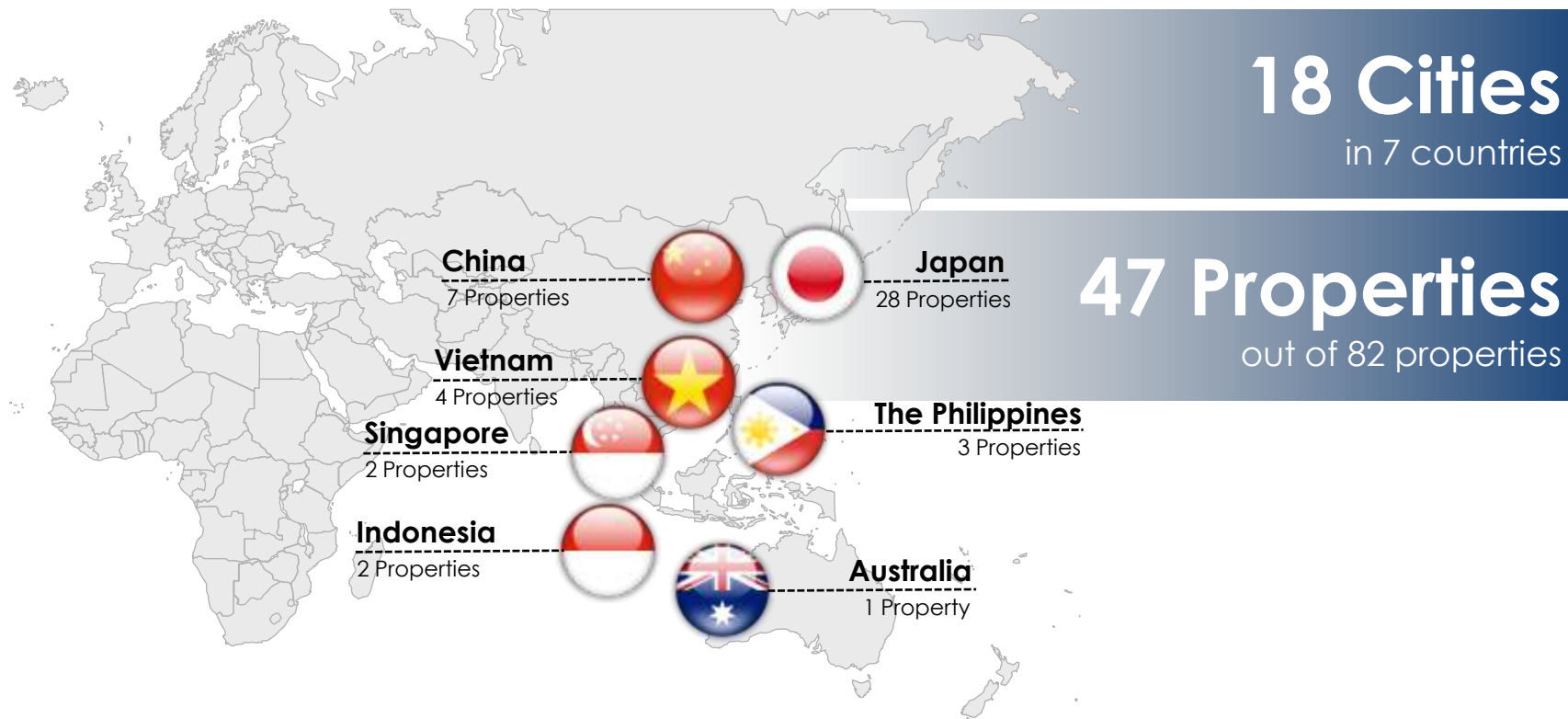
Somerset West
Lake Hanoi



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

Management Contracts

53% of Group's Gross Profit for 1Q 2014 is contributed by Management Contracts



Management Contracts (1Q 2014 vs 1Q 2013)

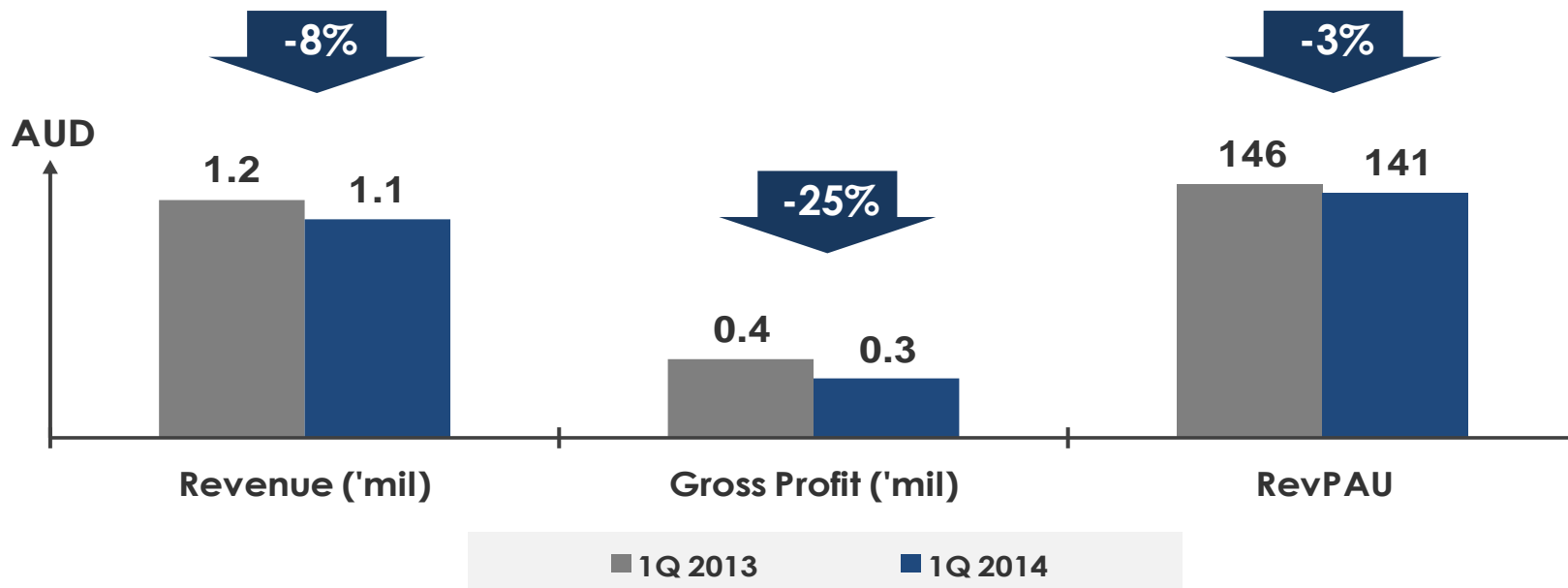
	Revenue ('mil)			Gross Profit ('mil)			RevPAU		
	1Q 2014	1Q 2013		1Q 2014	1Q 2013		1Q 2014	1Q 2013	
Australia (AUD)	1.1	1.2	↓	0.3	0.4	↓	141	146	↓
China (RMB)	53.6	35.3	↑	14.7	10.7	↑	464	572	↓
Indonesia (USD)	3.2	3.0	↑	1.2	0.8	↑	85	80	↑
Japan (JPY)¹	675.0	467.3	↑	390.8	213.7	↑	9,553	8,120	↑
Philippines (PHP)	263.5	271.9	↓	84.7	102.4	↓	4,491	5,156	↓
Singapore (SGD)	6.5	6.1	↑	2.8	2.4	↑	205	193	↑
Vietnam (VND)²	152.1	149.0	↑	89.6	83.6	↑	1,650	1,562	↑

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.



Citadines
St Georges
Terrace Perth¹



Revenue, gross profit and RevPAU decreased mainly due to the ongoing refurbishment of Citadines St Georges Terrace Perth¹, which has been completed in 1Q 2014, and weaker market demand.

1. Formerly known as Somerset St Georges Terrace Perth.



Citadines Xinghai Suzhou



Somerset Olympic Tower Property Tianjin



Ascott Guangzhou



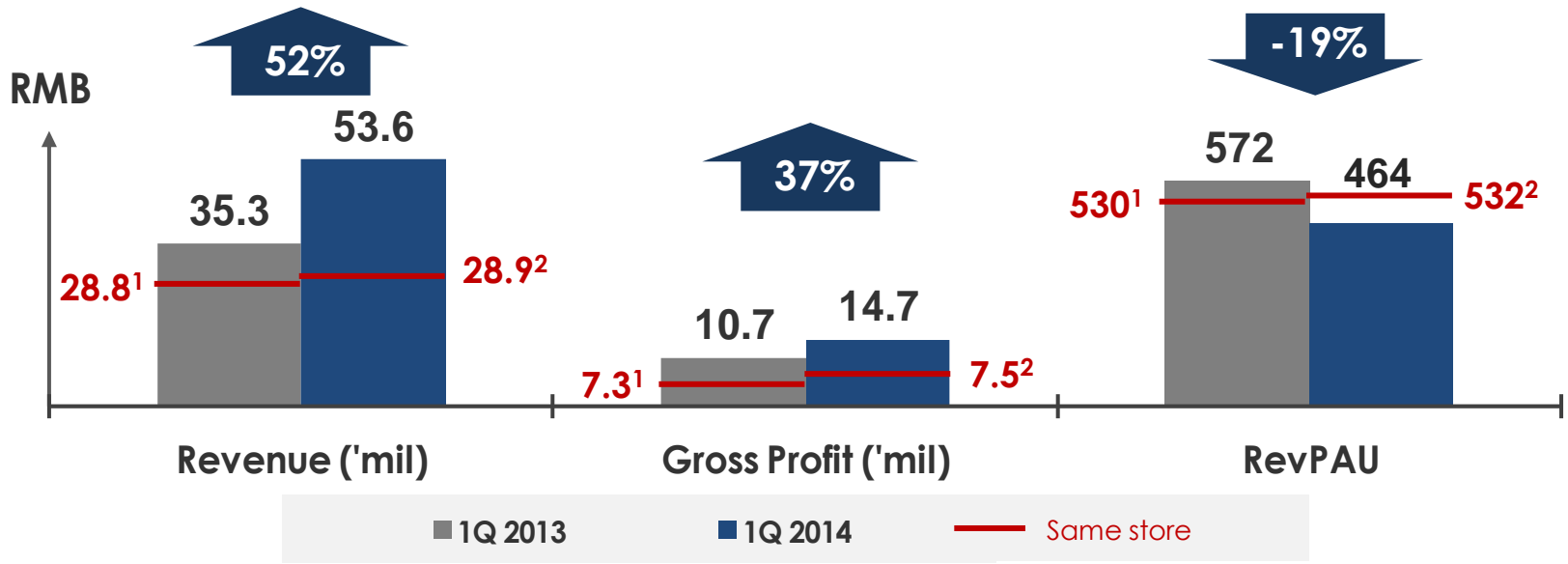
Somerset Heping Shenyang



Citadines Biyun Shanghai



Somerset Xu Hui Shanghai



Revenue and gross profit increased mainly due to contribution from the three properties³ acquired in June 2013 as well as stronger performance from existing properties. RevPAU decreased due to the acquired properties, which had a lower ADR. Excluding the contribution from the acquisitions³ and Somerset Grand Fortune Garden Property Beijing, both revenue and gross profit increased due to stronger market demand.

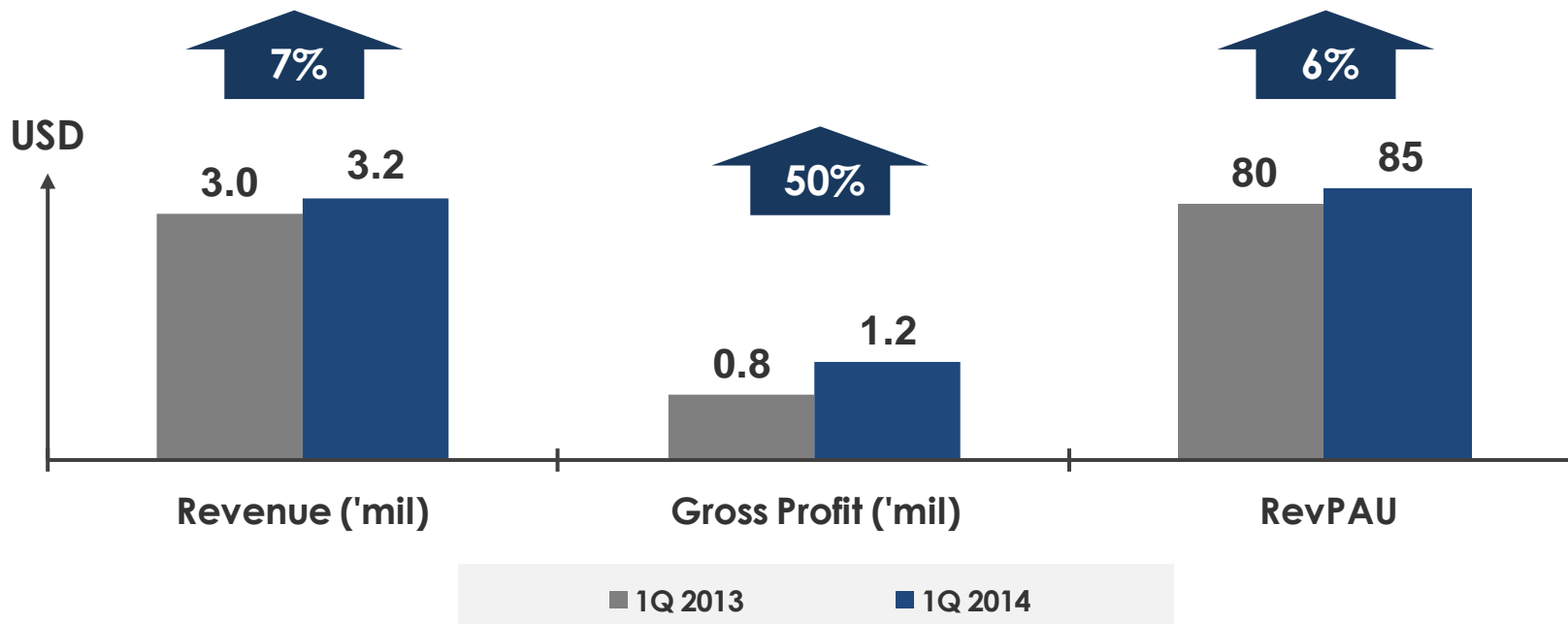
1. Excludes Somerset Fortune Garden Property Beijing
 2. Excludes Somerset Fortune Garden Property Beijing, Somerset Heping Shenyang, Citadines Biyun Shanghai and Citadines Xinghai Suzhou.
 3. Somerset Heping Shenyang, Citadines Biyun Shanghai and Citadines Xinghai Suzhou.



Ascott Jakarta



Somerset Grand
Citra Jakarta



Revenue and RevPAU increased due to higher rental rates from the refurbished apartments at Ascott Jakarta which was completed in 1Q 2014. Gross profit increased mainly due to higher revenue and lower staff costs.



Somerset
Azabu East
Tokyo



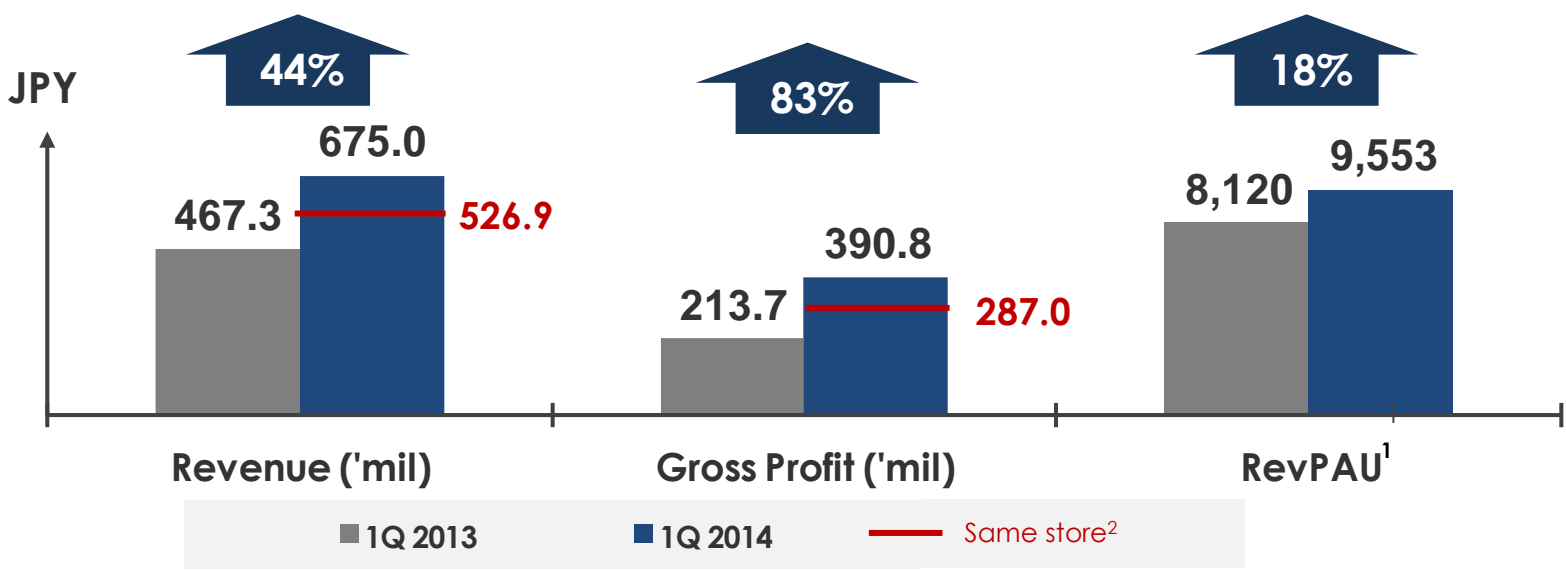
Citadines
Shinjuku
Tokyo



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 in June 2013 as well as stronger demand from the corporate and leisure sectors. Gross profit increased due to higher revenue, coupled with lower operation and maintenance expense and marketing expense.

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



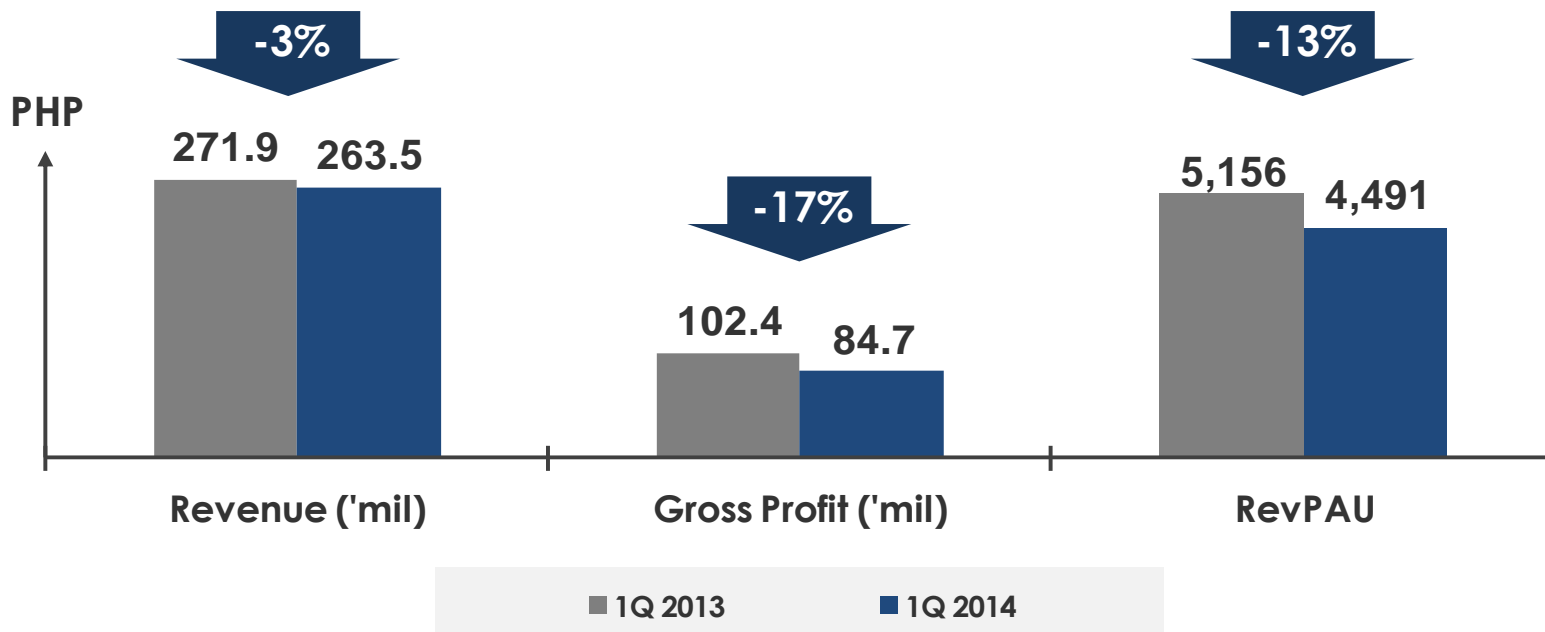
Ascott Makati



Somerset
Millennium Makati



Salcedo
Residences



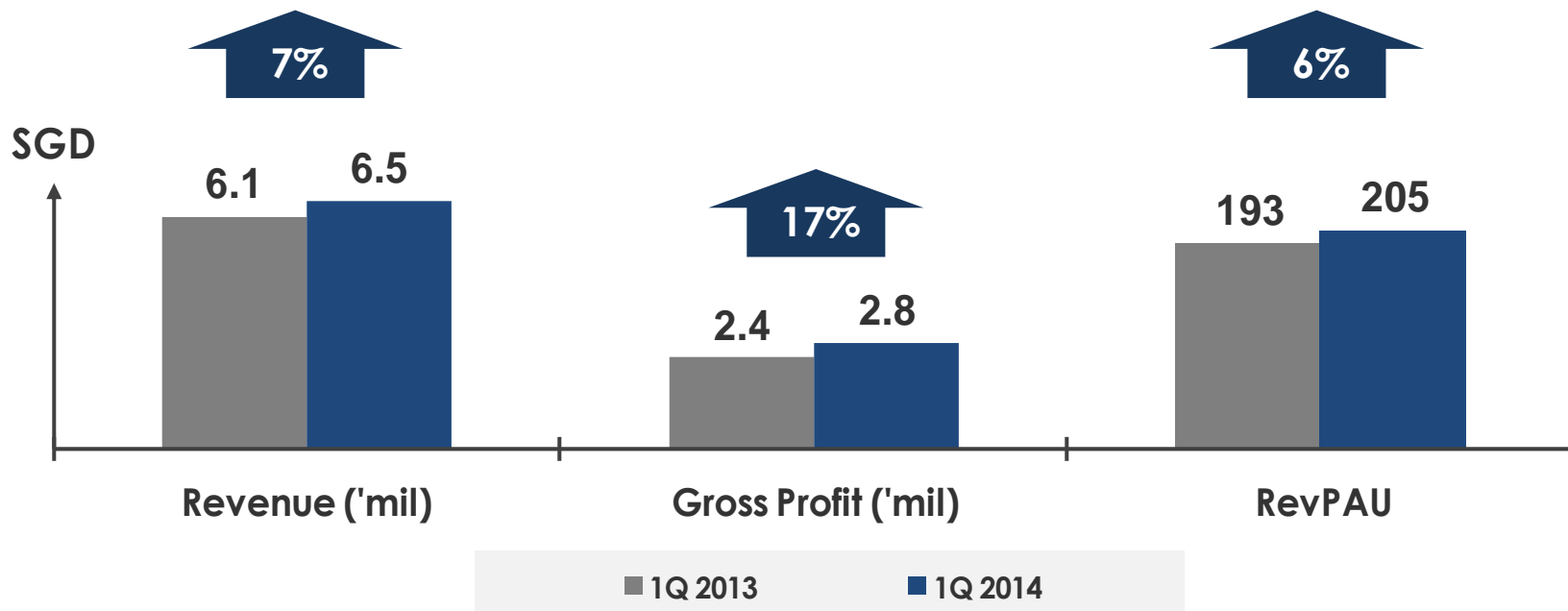
Revenue and RevPAU decreased mainly due to reduction in corporate accommodation budgets. Gross profit decreased mainly due to lower revenue and higher staff costs and property tax.



Somerset
Liang Court
Property
Singapore



Citadines
Mount Sophia
Property
Singapore



The increase in revenue, gross profit and RevPAU was due mainly to stronger demand from project groups.



Somerset
Grand Hanoi



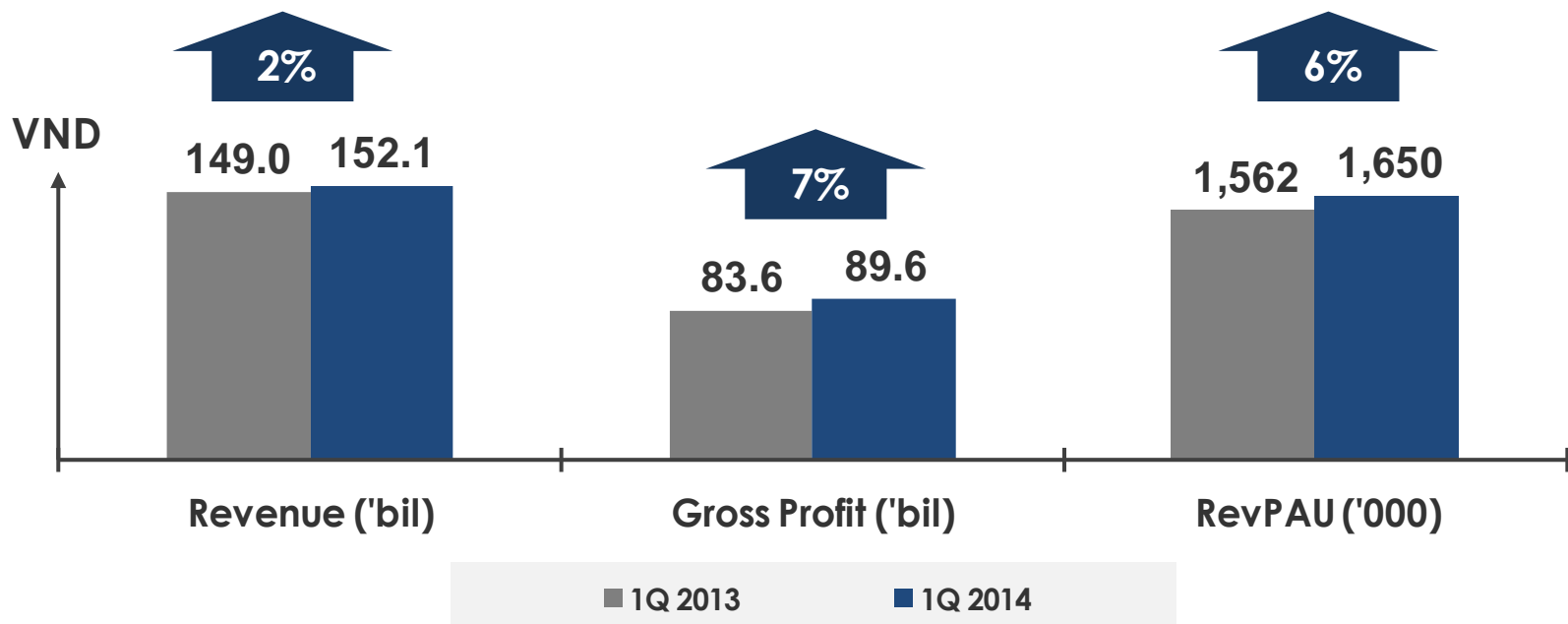
Somerset
Hoa Binh Hanoi



Somerset
Chancellor
Court Ho Chi
Minh City



Somerset Ho
Chi Minh City



Revenue and RevPAU increased mainly due to stronger demand from project groups, partially offset by lower office rental income. Gross profit increased mainly due to higher revenue and lower operation and maintenance expense.

Capital and Risk Management

A low-angle photograph of a modern skyscraper. The central focus is a white cylindrical tower with a series of windows and a decorative top. To the left is a dark glass facade, and to the right is another building with a grid-like window pattern. The sky is filled with large, white and grey clouds, with some blue visible.

Ascott Raffles Place Singapore



Healthy Balance Sheet and Credit Metrics

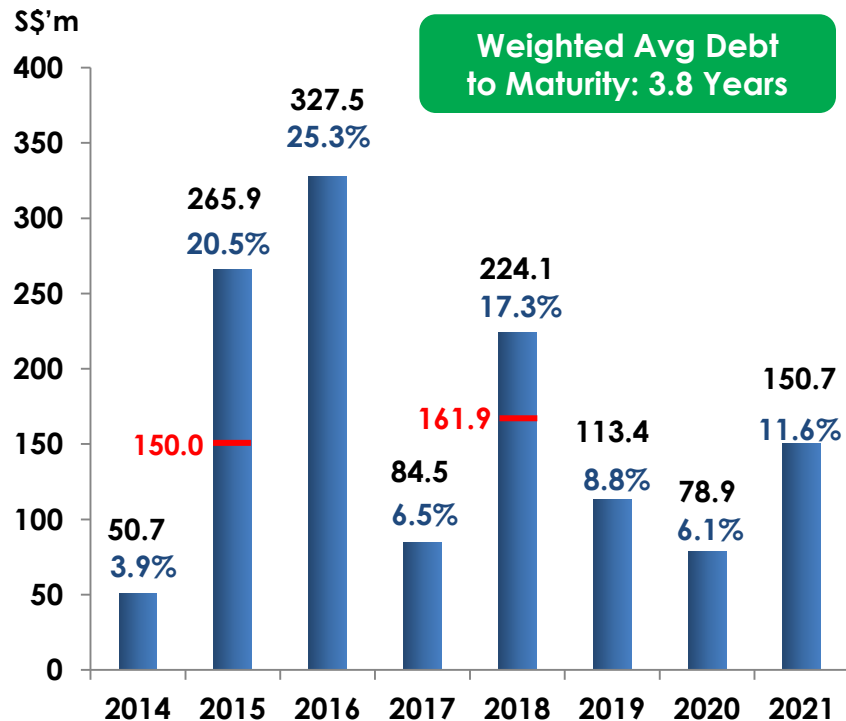
Key Financial Indicators

	As at 31 Mar 2014	As at 31 Dec 2013	
Gearing ¹	35.9%	34.0%	Stable
Interest Cover	4.7X	4.0X	Improve
Effective Borrowing Rate	3.0%	3.2%	Improve
Weighted Avg Debt to Maturity (Years)	3.8	4.2	Stable
NAV/Unit	S\$1.36	S\$1.37	Stable
Ascott REIT's Issuer Rating	Baa3	Baa3	Stable

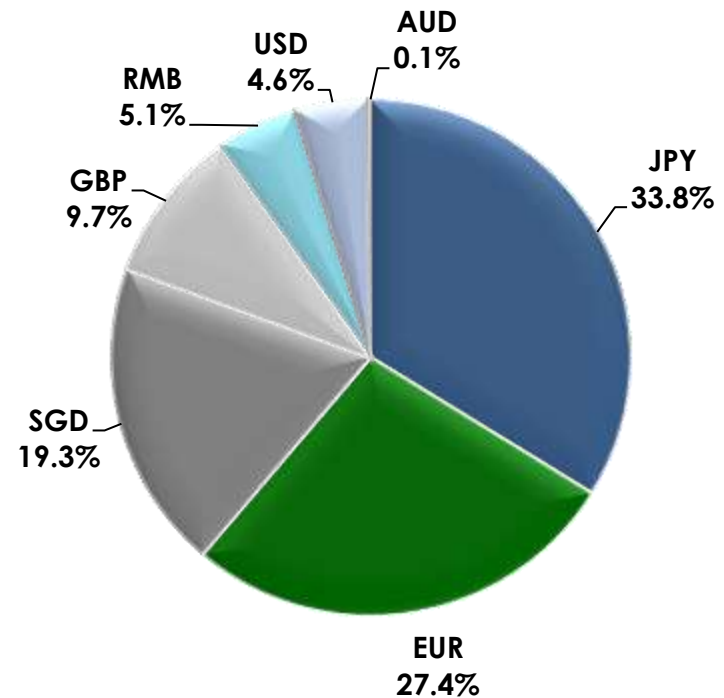
1. Based on Ascott REIT's share of debt of S\$1,260.5 million and share of assets of S\$3,509.6 million.

Proactive Capital Management

Debt Maturity Profile As at 31 March 2014



Debt by Currency As at 31 March 2014



Ascott REIT's Total Debt = S\$1,295.7 million

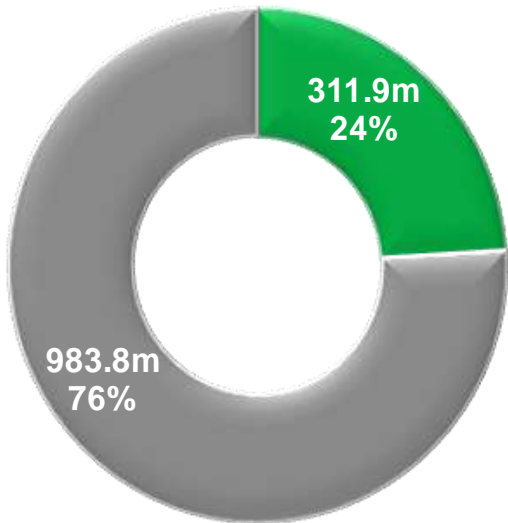
— S\$311.9m medium term note arising from the S\$1.0 billion Medium Term Note Programme has been issued.



Debt Profile

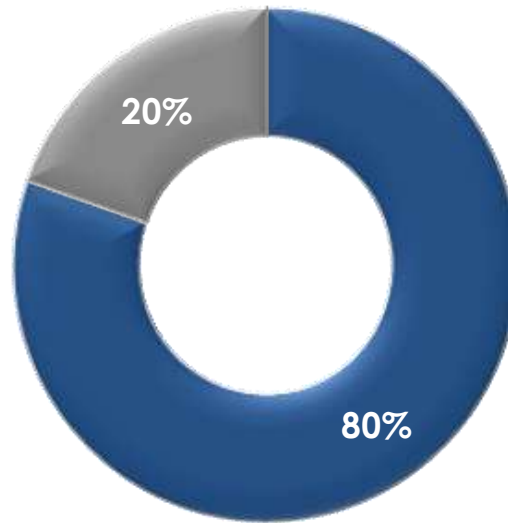
Proactive Capital Management

Debt Type As at 31 March 2014



- Bank Loans (S\$)
- Medium Term Note (S\$)

Interest Rate Profile As at 31 March 2014



- Fixed
- Floating

Ascott REIT's Total Debt = S\$1,295.7 million

Foreign Exchange Profile

Gross Profit As at 31 March 2014				Exchange Rate Movement from Dec 2013 to Mar 2014		
Asia-Pacific 60%		Europe 40%		Currency	Gross Profit	Exchange Rate Movement
Japan	15%	France	24%	EUR	31%	0.5%
Singapore	11%	UK	9%	JPY	15%	-0.6%
Vietnam	15%	Germany	5%	SGD	11%	-
China	8%	Spain	1%	VND	15%	0.0%
Philippines	6%	Belgium	1%	GBP	9%	1.2%
Indonesia	4%			RMB	8%	1.5%
Australia	1%			PHP	6%	-1.2%
				USD	4%	1.1%
				AUD	1%	-1.5%
				Total	100%	0.3%

We have entered into foreign currency forward contracts to hedge ~70% of our estimated FY 2014 distribution income derived in EUR and GBP and ~60% of our estimated FY 2014 distribution income derived in JPY.

Portfolio Information

SOMERSET

Somerset Liang Court Singapore



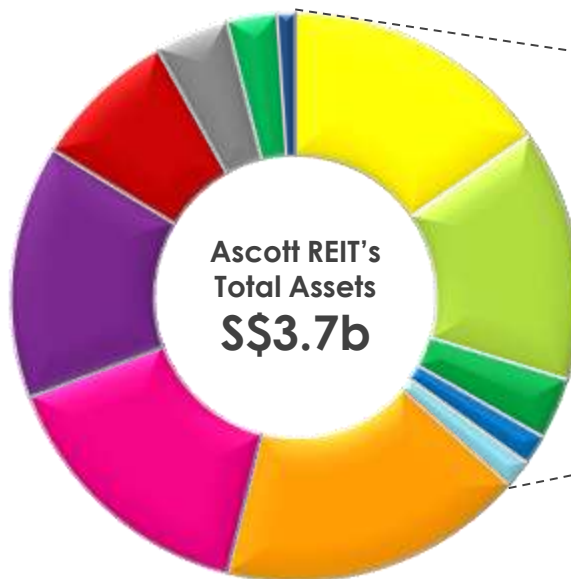
Geographical Diversification

Ascott REIT's Total Assets

As at 31 March 2014

Asia-Pacific 63.4%

○ Singapore	17.4%
○ Japan	15.2%
○ China	14.5%
○ Vietnam	8.2%
○ Philippines	4.2%
○ Indonesia	2.9%
○ Australia	1.0%



Europe 36.6%

○ France	15.4%
○ UK	14.4%
○ Germany	3.5%
○ Spain	1.7%
○ Belgium	1.6%

Portfolio diversified across economic cycles.

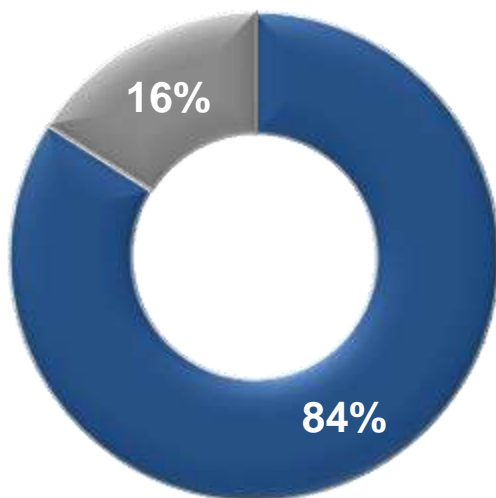


Apartment Rental Income¹

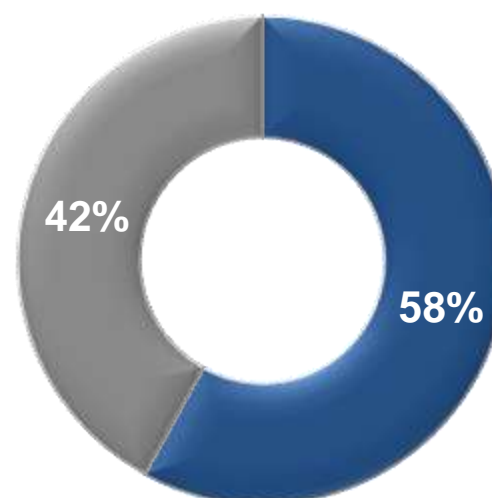
By Market Segment

1Q 2014

Asia-Pacific



Europe



-  Corporate Travel
-  Leisure

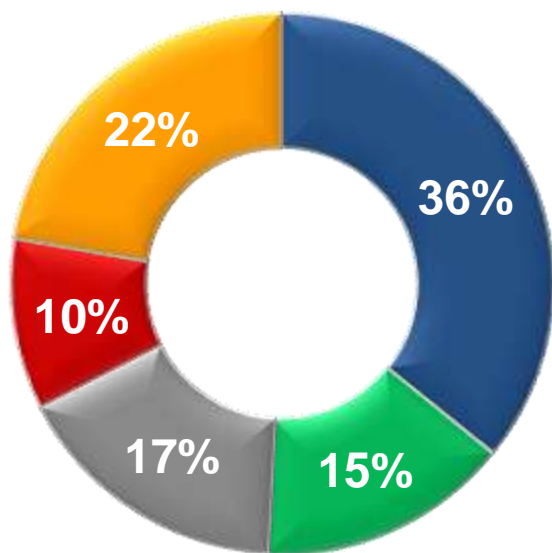
1. Properties on master leases not included.



Apartment Rental Income¹

By Length of Stay

1Q 2014



1 week or less	36%
Less than 1 month	15%
1 to 6 months	17%
6 to 12 months	10%
More than 12 months	22%

Average apartment rental income by length of stay is about 4.5 months.

1. Properties on master leases not included.



Prospects

Ascott Raffles Place Singapore

The International Monetary Fund (“IMF”) forecasts global growth to average 3.6% in 2014, an increase from 3.0% in 2013. In line with IMF’s outlook, we expect our business to benefit from the improving global economy.

Following the successful completion of the Rights Issue on 12 December 2013, Ascott REIT announced in 1Q 2014 the acquisition of two properties worth approximately S\$200 million. They are the 195-unit serviced residence in Dalian, China and the 389-unit rental housing property in Fukuoka, Japan. We will continue to actively seek acquisitions in key gateway cities in China, Japan, Malaysia, Australia and Europe.

Ascott REIT will continue to undertake asset enhancement initiatives in China, Singapore, United Kingdom and Vietnam this year which will be completed in phases. These refurbishments will enhance the experience for our guests and is expected to maximise returns for unitholders.

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

Appendix



Citadines Mount Sophia



Citadines Prestige Ramblas Barcelona's AEI: Completed



Citadines Prestige Ramblas Barcelona
No. of units: 131
GFA: 12,323 sqm



Capex incurred €3.3m¹ (\$\$5.8m)

Capex work done Renovation of 131 units

Period of Renovation 2Q 2013 to 1Q 2014

ADR uplift for renovated rooms ~17%



Pre Renovation



Post Renovation

1. For the entire refurbishment project which includes the renovation of the lobby



Citadines Toison d'Or Brussels' AEI: Completed

Citadines Toison d'Or
No. of units: 154
GFA / NLA: 12,752



Capex incurred €2.8m (\$\$4.9m)

Capex work done Renovation of 154 units in 2 phases

Period of Renovation
Phase 1: 101 units 1Q 2013 to 3Q 2013
Phase 2: 53 units 4Q 2013 to 1Q 2014

ADR uplift for renovated rooms ~17%



Pre Renovation



Post Renovation



Ascott Jakarta's AEI: Completed



Ascott Jakarta
No. of units: 204
GFA : 25,000 sqm



Capex incurred

US\$12.2m (S\$15.5m)

Capex work done

Renovation of 198 pre-existing rooms and common facilities including lobby and clubhouse;
Conversion of 18 pre-existing serviced offices to 6 serviced apartments

Period of renovation

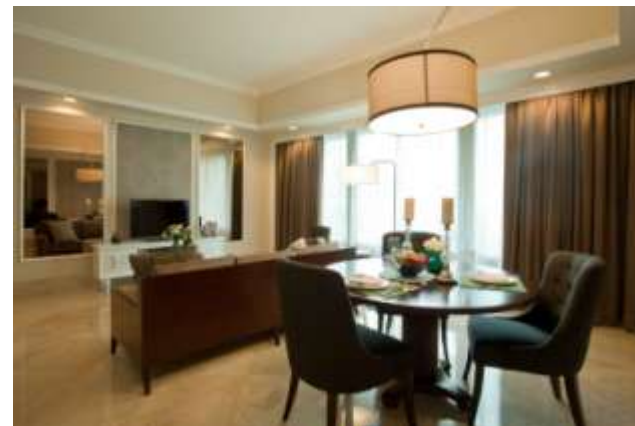
3Q 2012 to 1Q 2014

ADR uplift for renovated rooms

~25%



Pre Renovation



Post Renovation





Ongoing Asset Enhancement Initiatives

Properties		Costs	Time Period
1	Ascott Raffles Place Singapore (Phase 2) - To convert remaining 14 out of 35 Studio to 1BR and other works	S\$1.3m ¹	2Q 2014
2	Somerset Olympic Tower Property Tianjin (Phase 1) - Renovation of 13 units out of 86 units	RMB 29.5m ¹ (S\$5.9m)	2Q 2014 to 3Q 2014
3	Somerset Xu Hui Shanghai (Phase 2A) - Renovation of 36 units of 1BR, 2BR and 3BRs and other works	RMB19.7m (S\$4.1m)	2Q 2014 to 4Q 2014
4	Somerset Ho Chi Minh City - Renovation of 59 out of 151 apartment units and other works	US\$8.2m (S\$10.4m)	2Q 2014 to 1Q 2015
5	Citadines Barbican London - Renovation of 129 units	GBP 3.6m (S\$7.6m)	4Q 2014 to 2Q 2015
Total		S\$29.3m	

1. For the entire refurbishment project.