



**FAR EAST**  
HOSPITALITY  
TRUST

3Q 2019

## Results Presentation

30 October 2019

# Important Notice

Information contained in this presentation is intended solely for your personal reference and is strictly confidential. The information and opinions in this presentation are subject to change without notice, its accuracy is not guaranteed and it may not contain all material information concerning Far East Hospitality Trust (the "Trust"), a stapled group comprising Far East Hospitality Real Estate Investment Trust and Far East Hospitality Business Trust. Neither FEO Hospitality Asset Management Pte. Ltd. (the "Manager"), FEO Hospitality Trust Management Pte. Ltd. (the "Trustee-Manager", and together with the Manager, the "Managers"), the Trust nor any of their respective affiliates, advisors and representatives make any representation regarding, and assumes no responsibility or liability whatsoever (in negligence or otherwise) for, the accuracy or completeness of, or any errors or omissions in, any information contained herein nor for any loss howsoever arising from any use of these materials. By attending or viewing all or part of this presentation, you are agreeing to maintain confidentiality regarding the information disclosed in this presentation and to be bound by the restrictions set out below. Any failure to comply with these restrictions may constitute a violation of applicable securities laws.

The information contained in these materials has not been independently verified. No representation or warranty, expressed or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of, the information or opinions contained herein. None of the Trust, the Managers, DBS Trustee Limited (as trustee of Far East Hospitality Real Estate Investment Trust), Far East Organization, controlling persons or affiliates, nor any of their respective directors, officers, partners, employees, agents, advisers or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising, whether directly or indirectly, from any use, reliance or distribution of this presentation or its contents or otherwise arising in connection with this presentation. It is not the intention to provide, and you may not rely on these materials as providing a complete or comprehensive analysis of the Trust's financial or trading position or prospects. The information and opinions contained in these materials are provided as at the date of this presentation and are subject to change without notice. Nothing contained herein or therein is, or shall be relied upon as, a promise or representation, whether as to the past or the future and no reliance, in whole or in part, should be placed on the fairness, accuracy, completeness or correctness of the information contained herein. Further, nothing in this document should be construed as constituting legal, business, tax or financial advice. None of the Joint Bookrunners or their subsidiaries or affiliates has independently verified, approved or endorsed the material herein.

Nothing in this presentation constitutes an offer of securities for sale in Singapore, United States or any other jurisdiction where it is unlawful to do so.

The information in this presentation may not be forwarded or distributed to any other person and may not be reproduced in any manner whatsoever. Any forwarding, distribution or reproduction of this information in whole or in part is unauthorised. Failure to comply with this directive may result in a violation of the Securities Act or the applicable laws of other jurisdictions.

This presentation contains forward-looking statements that may be identified by their use of words like "plans," "expects," "will," "anticipates," "believes," "intends," "depends," "projects," "estimates" or other words of similar meaning and that involve assumptions, risks and uncertainties. All statements that address expectations or projections about the future and all statements other than statements of historical facts included in this presentation, including, but not limited to, statements about the strategy for growth, product development, market position, expenditures, and financial results, are forward-looking statements. Such forward-looking statements are based on certain assumptions and expectations of future events regarding the Trust's present and future business strategies and the environment in which the Trust will operate, and must be read together with those assumptions. The Managers do not guarantee that these assumptions and expectations are accurate or will be realized. 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. Although the Managers believe that such forward-looking statements are based on reasonable assumptions, it can give no assurance that such expectations will be met. Representative examples of these risks, uncertainties and assumptions include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from other companies, shifts in customer demands, customers and partners, changes in operating expenses including employee wages, benefits and training, governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. Predictions, projections or forecasts of the economy or economic trends of the markets are not necessarily indicative of the future or likely performance of the Trust. Past performance is not necessarily indicative of future performance. The forecast financial performance of the Trust is not guaranteed. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the Managers' current view of future events. The Managers do not assume any responsibility to amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events, or otherwise.

This presentation is for information purposes only and does not constitute or form part of an offer, solicitation or invitation of any offer, to buy or subscribe for any securities, nor should it or any part of it form the basis of, or be relied in any connection with, any contract or commitment whatsoever. Any decision to invest in any securities issued by the Trust or its affiliates should be made solely on the basis of information contained in the prospectus to be registered with the Monetary Authority of Singapore (the "MAS") after seeking appropriate professional advice, and you should not rely on any information other than that contained in the prospectus to be registered with the MAS.

These materials may not be taken or transmitted into the United States, Canada or Japan and are not for distribution, directly or indirectly, in or into the United States, Canada or Japan.

These materials are not an offer of securities for sale into the United States, Canada or Japan. The securities have not been and will not be registered under the Securities Act and, subject to certain exceptions, may not be offered or sold within the United States. The securities are being offered and sold outside of the United States in reliance on Regulation S under the United States Securities Act of 1933, as amended. There will be no public offer of securities in the United States and the Managers do not intend to register any part of the proposed offering in the United States.

This presentation has not been and will not be registered as a prospectus with the MAS under the Securities and Futures Act, Chapter 289 of Singapore and accordingly, this document may not be distributed, either directly or indirectly, to the public or any member of the public in Singapore.



## Results Highlights



**FAR EAST**  
HOSPITALITY  
TRUST

# Executive Summary for 3Q 2019 – Performance vs LY

	3Q 2019	3Q 2018	Variance
	S\$'000	S\$'000	%
Gross Revenue	30,875	30,509	1.2
Net Property Income	28,058	27,686	1.3
Income Available for Distribution	20,396	20,094	1.5
Distribution per Stapled Security (cents)	1.04	1.05	(1.0)

- **Gross Revenue rose 1.2% year-on-year to S\$30.9 million in 3Q 2019. Master Lease Rental increased by 1.4% and Retail and Office Revenue increased marginally by 0.1%.**
- **Net Property Income was 1.3% higher year-on-year.**
- **Income Available for Distribution came in at S\$20.4 million and Distribution per Stapled Security (“DPS”) was 1.04 Singapore cents, with an enlarged base largely as a result of the implementation of the Distribution Reinvestment Plan in the last three quarters.**



# Executive Summary for YTD Sep 2019 – Performance vs LY

	YTD Sep 2019	YTD Sep 2018	Variance
	S\$'000	S\$'000	%
Gross Revenue	86,600	84,759	2.2
Net Property Income	78,244	76,431	2.4
Income Available for Distribution	55,362	56,699	(2.4)
Distribution per Stapled Security (cents)	2.86	3.00	(4.7)

- **Gross Revenue rose 2.2% year-on-year to S\$86.6 million for the first nine months of 2019, due mainly to an increase in Master Lease Rental by 2.8%. Retail and Office Revenue was lower marginally by 0.5%.**
- **Net Property Income was 2.4% higher year-on-year.**
- **Income Available for Distribution came in at S\$55.4 million and DPS was 2.86 Singapore cents, on an enlarged basis.**

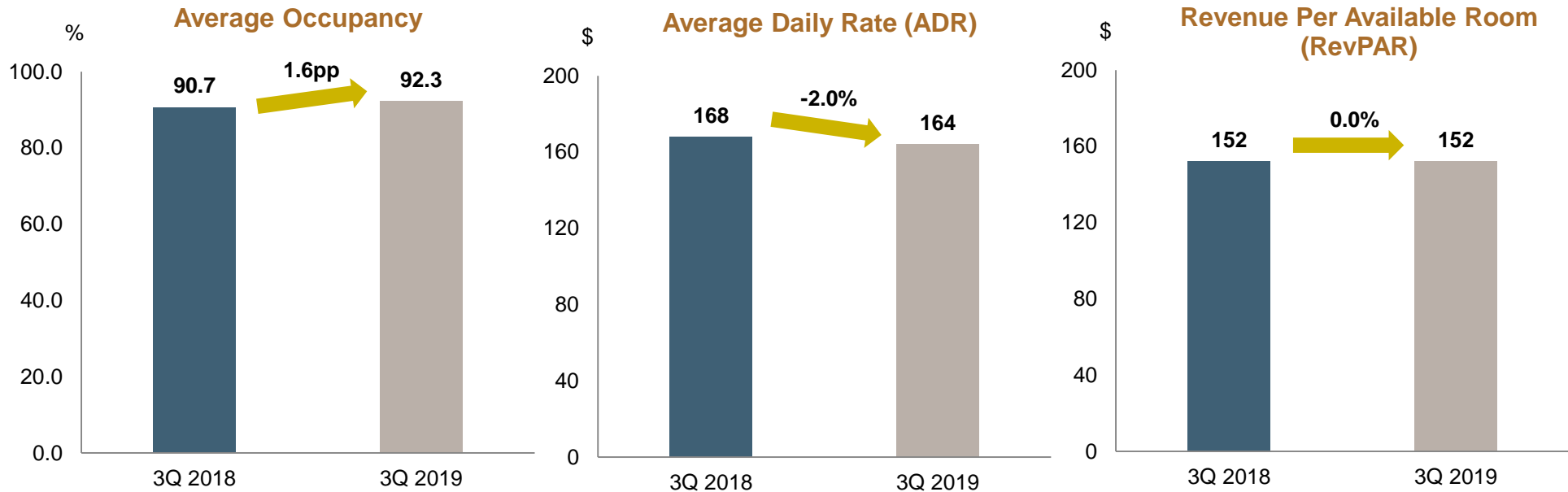


## Portfolio Performance



**FAR EAST**  
HOSPITALITY  
TRUST

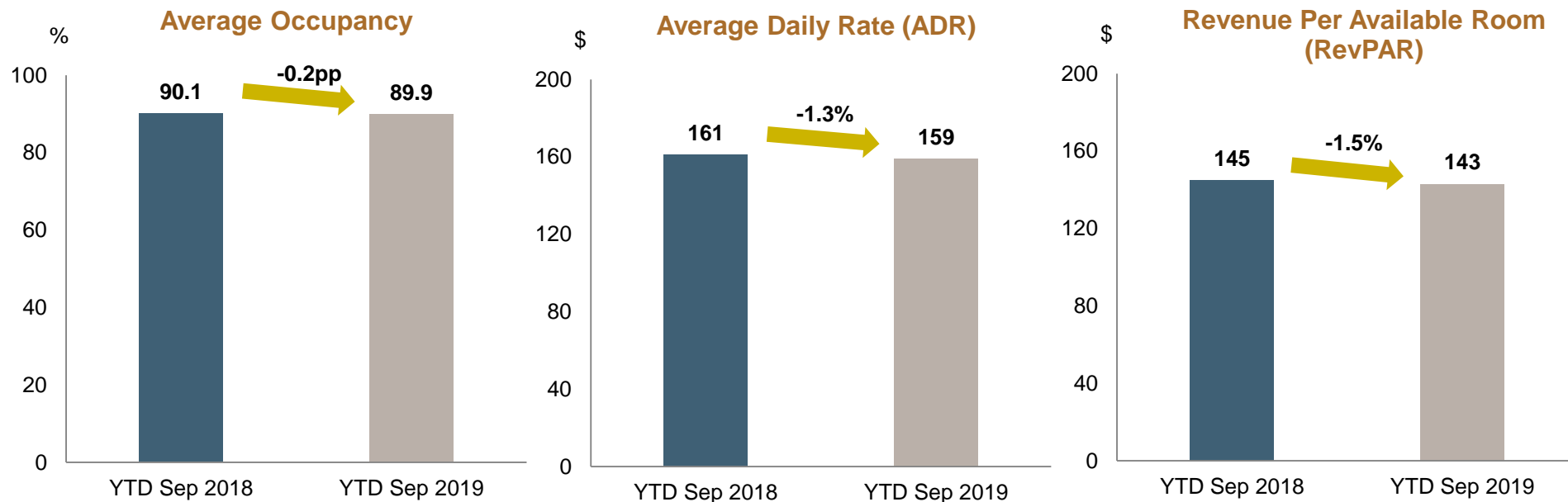
# Portfolio Performance 3Q 2019 – Hotels



- There was an improvement in the year-on-year performance of the hotel portfolio in 3Q 2019, compared to the first half of the year. This was partly brought about by stronger traffic this year during the peak leisure travel season.
- Average occupancy of the hotels moved up to 92.3% in 3Q 2019, a 1.6pp increase year-on-year.
- Average daily rate (“ADR”) was 2.0% lower year-on-year at S\$164, mainly attributed to lower contribution from the corporate segment and a greater composition of lower-rated leisure business. Revenue per available room (“RevPAR”) remained flat year-on-year at S\$152.



# Portfolio Performance YTD September 2019 – Hotels

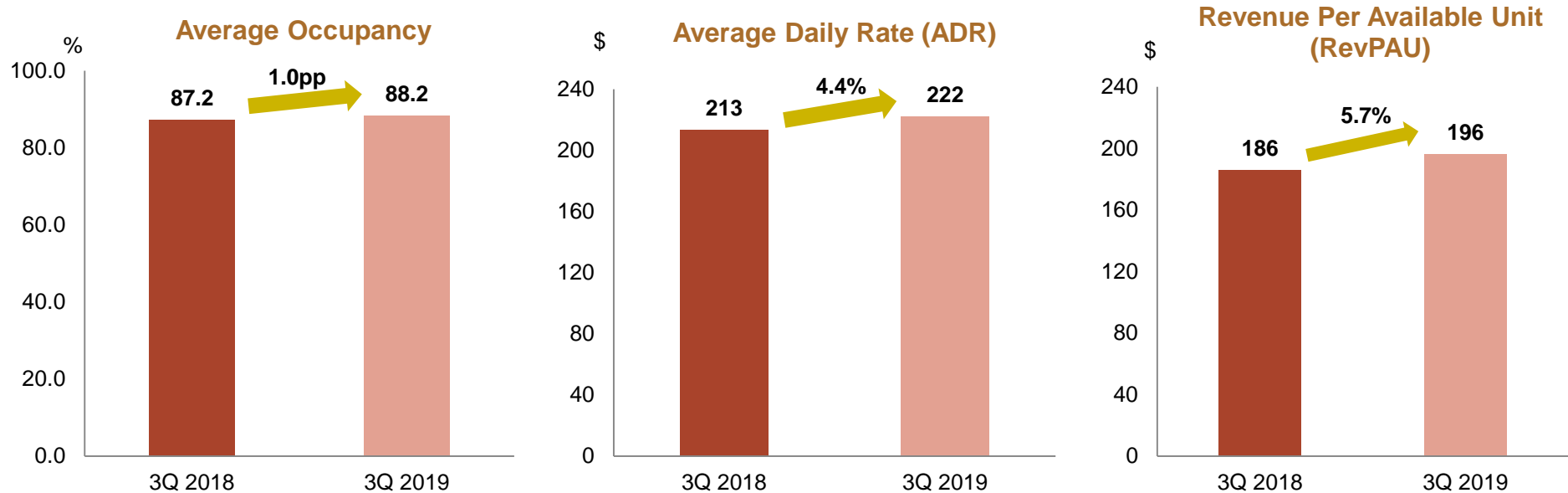


- Compared to the same period last year, the hotel portfolio year-to-date did not benefit from major city-wide events in Singapore during the first half of 2019 and saw an overall lower volume of corporate travel amidst rising global trade tensions and economic uncertainties. This resulted in fewer opportunities to yield room rates.
- Average occupancy for the first nine months of 2019 remained healthy at 89.9%, marginally lower by 0.2pp year-on-year. ADR was 1.3% lower at S\$159.
- RevPAR for the hotel portfolio was 1.5% lower year-on-year at S\$143 for YTD September 2019.





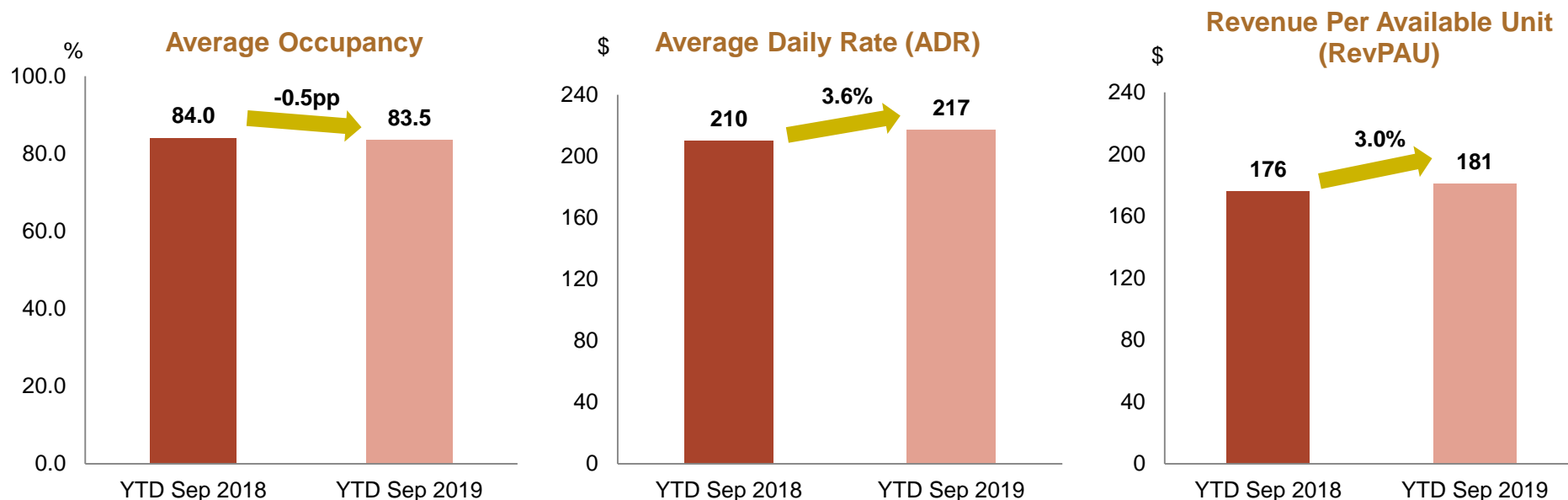
# Portfolio Performance 3Q 2019 – Serviced Residences



- The serviced residences (“SRs”) recorded a continued improvement in performance this quarter. There was a growth in shorter-stay bookings at higher room rates.
- For the quarter, the average occupancy of the SRs increased 1.0pp to 88.2%, and ADR was higher by 4.4% at S\$222.
- Correspondingly, revenue per available unit (“RevPAU”) of the SR portfolio grew 5.7% year-on-year to S\$196.



# Portfolio Performance YTD September 2019 – Serviced Residences

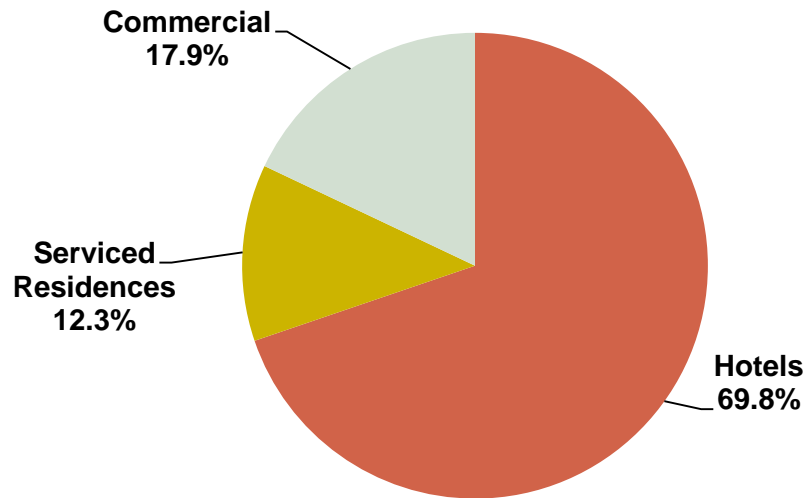


- There was an overall year-on-year improvement in performance for the SRs as at YTD September 2019, a trend that has been maintained since the last quarter of 2018.
- While the average occupancy was marginally lower year-on-year at 83.5%, the ADR was 3.6% higher at S\$217.
- Correspondingly, RevPAU of the SR portfolio grew 3.0% to S\$181 for YTD September 2019.

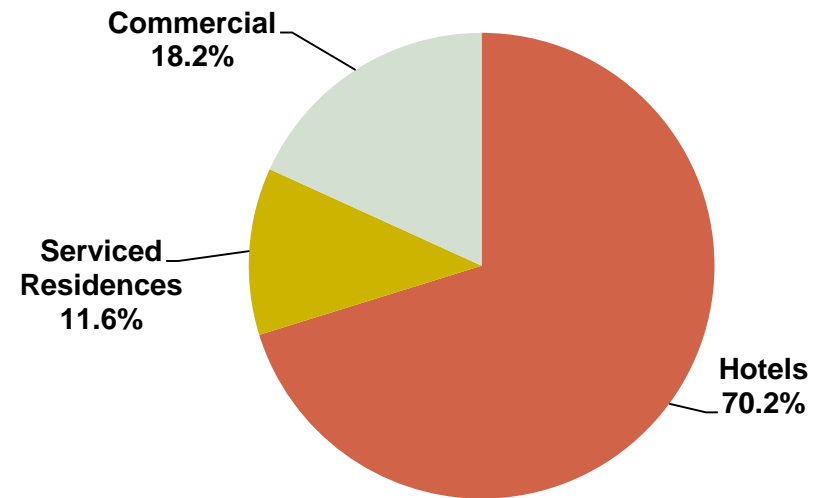


# Breakdown of Gross Revenue – Total Portfolio

3Q 2019

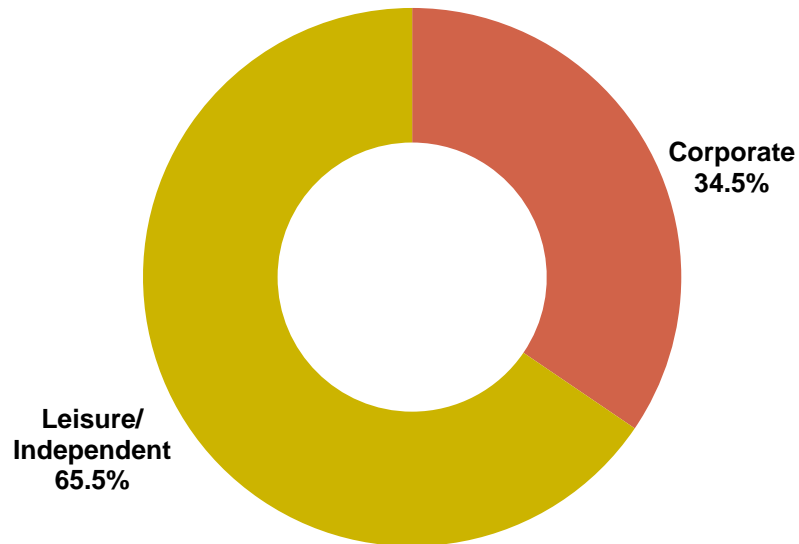


3Q 2018

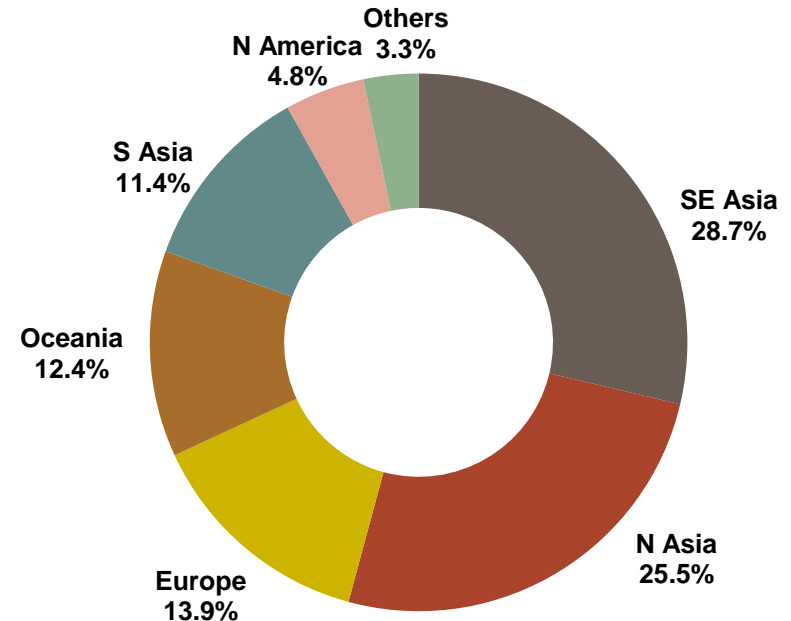


# Market Segmentation 3Q 2019 – Hotels

Hotels (by Revenue)



Hotels (by Region)

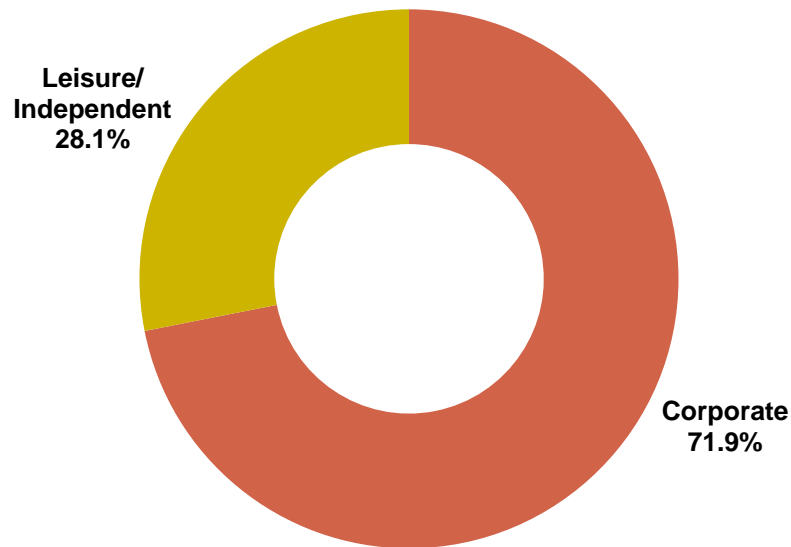


- The corporate segment contributed 34.5% to the overall hotel revenue. The contribution from the leisure segment has increased from 64.7% a year ago to 65.5%.
- The proportions of revenue contribution from North Asia, Oceania and South East Asia have increased, with North Asia and South East Asia remaining as the top two contributors.

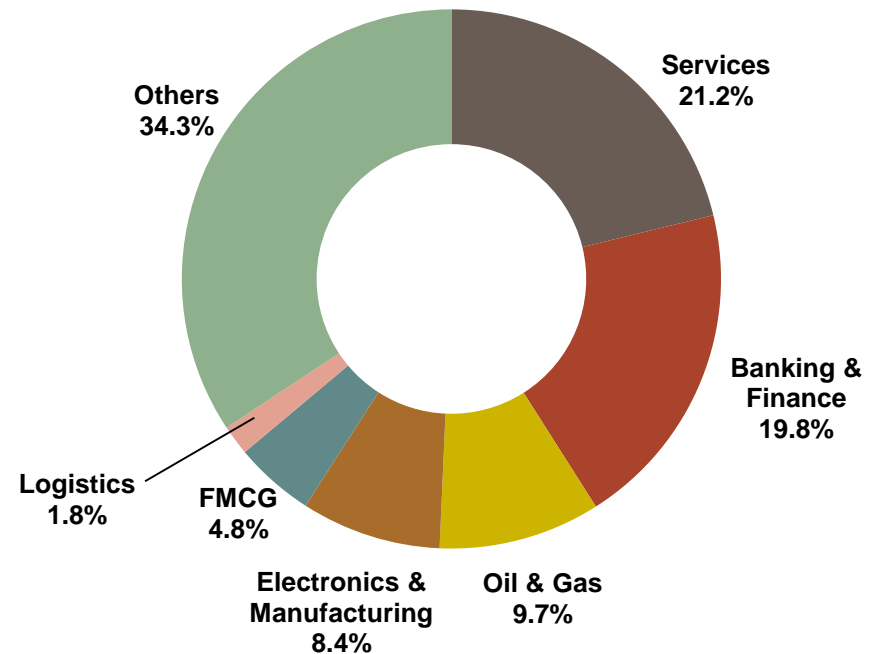


# Market Segmentation 3Q 2019 – Serviced Residences

Serviced Residences (by Revenue)



Serviced Residences (by Industry)



- Revenue contribution by the Corporate segment was 71.9% in 3Q 2019. The growth in contribution by the Leisure segment from 23.6% to 28.1% was partly attributed to a growth in shorter stay bookings at higher room rates.
- The FMCG, Services, and Logistics industries delivered a year-on-year increase in percentage revenue contribution for the quarter.



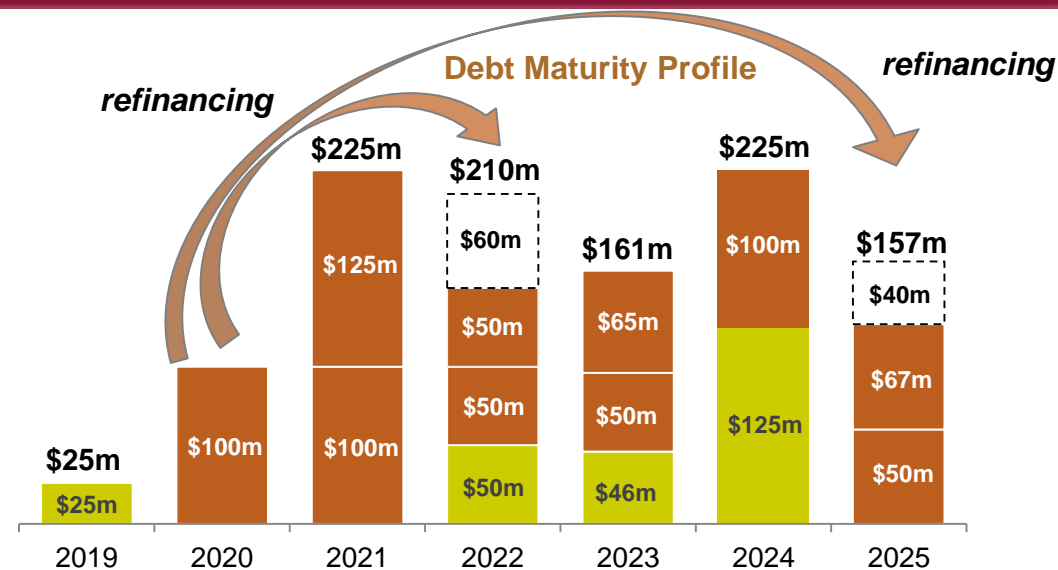
## Capital Management



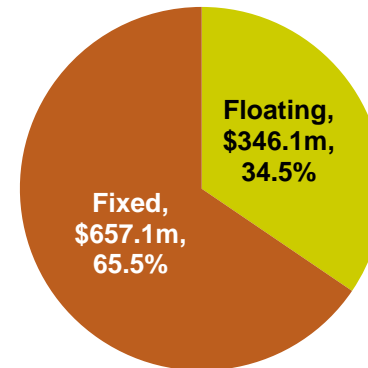
# Capital Management

As at 30 September 2019

<b>Total debt</b>	\$1,003.2m
<b>Available revolving facility</b>	\$274.7m
<b>Gearing ratio</b>	39.6%
<b>Unencumbered asset as % total asset</b>	100%
<b>Proportion of fixed rate</b>	65.5%
<b>Weighted average debt maturity</b>	3.2 years
<b>Average cost of debt</b>	2.9%



**Interest Rate Profile**



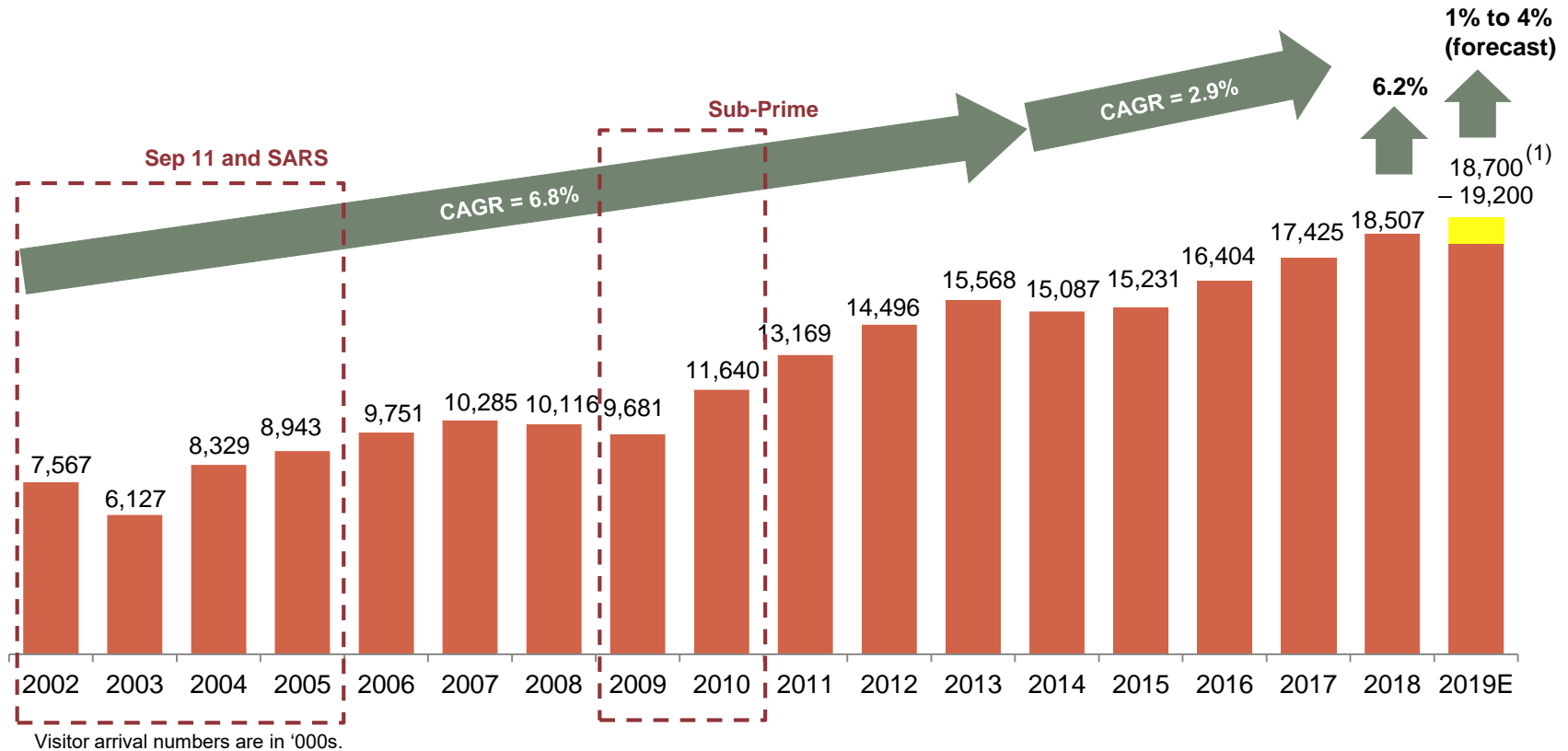
- The Distribution Reinvestment Plan (“DRP”) was applied to the distributions for the last 3 quarters, retaining cash of S\$23.0 million and bringing gearing down from 40.1% to 39.6%.
- In October 2019, a 2-year \$100.0 million term loan due to mature in April 2020 was extended to a 2.5-year \$60.0 million term loan and 5-year \$40.0 million term loan ahead of its maturity. There are no other term loans maturing this year and next year. The weighted average debt-to-maturity was extended to 3.5 years taking into account the extended tenor.

## Industry Outlook & Prospects





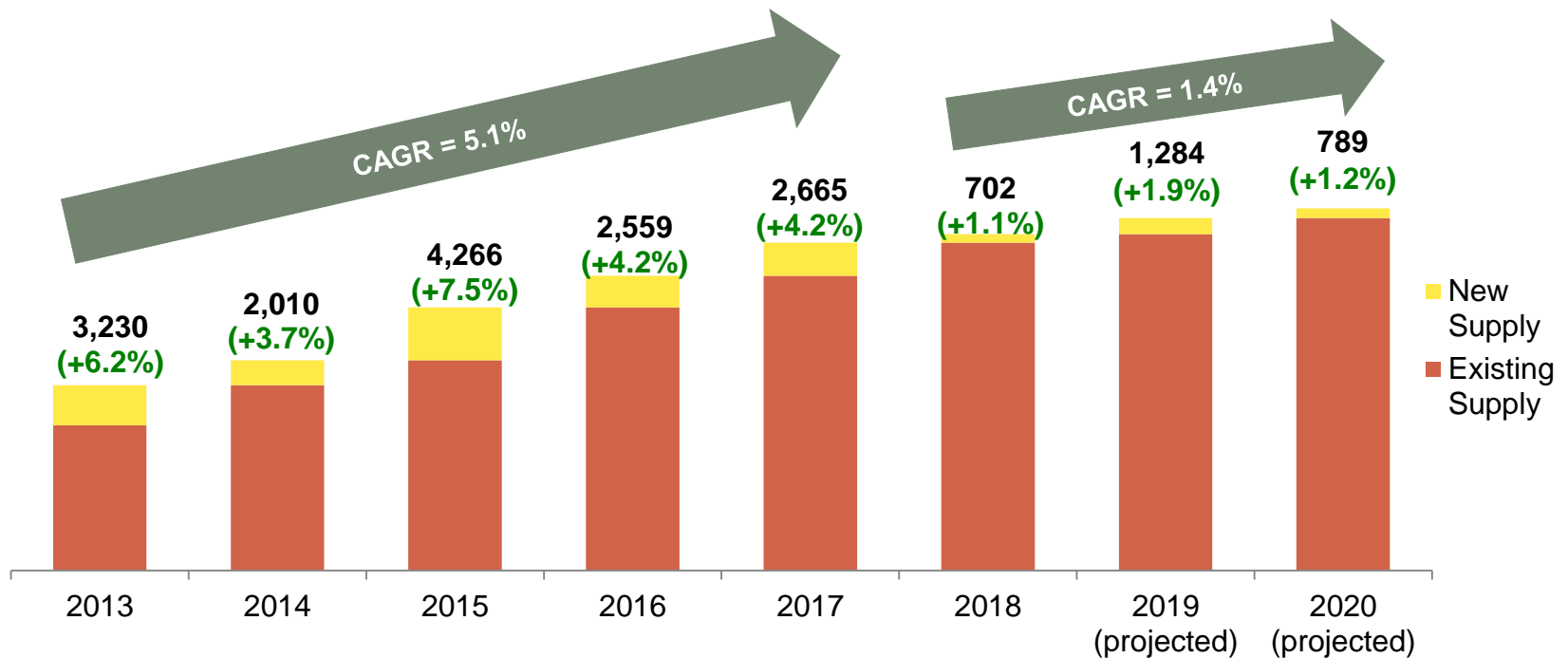
# Historical and Forecast Visitor Arrivals in Singapore



- Visitor arrivals grew at a CAGR of 2.9% between 2014 to 2017. The year-on-year increase in arrivals was 6.2% in 2018.
- The STB had forecasted growth in arrivals of 1% to 4% for 2019. For year-to-date August 2019, arrivals had increased 1.9% year-on-year to 12.9 million.

Sources : (1) Singapore Tourism Board (STB) projections for International Visitor Arrivals as at 13 February 2019

# Estimated Hotel Room Supply in Singapore



- New hotel room supply registered a more moderate increase of 1.1% in 2018, as compared to a compound annual growth of 5.1% between 2013 to 2017. Supply is expected to increase by 1.9% in 2019 and 1.2% in 2020.
- Since July 2014, the government had placed a moratorium on the release of new sites for hotel development, until January 2019, when the tender for the site at Club Street was awarded.

Note: The above chart does not account for closures of rooms for renovations and re-openings (e.g. re-opening of Swissotel The Stamford or Raffles Hotel rooms which had undergone refurbishment).

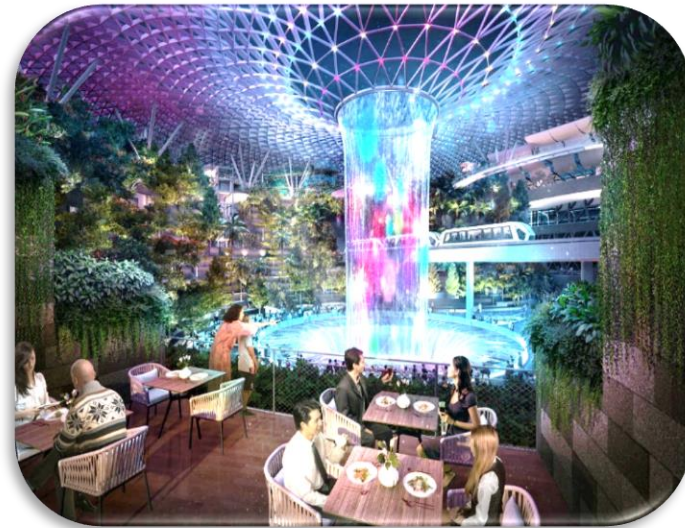
Sources: Savills report and Far East H-Trust's compilation



# Transformation of Tourism Landscape – Recent Developments

## Singapore's Bicentennial Commemoration

2019 marks 200 years of history for Singapore, and events have been lined up to commemorate the nation's bicentennial milestone, e.g. augmented reality trails of Singapore River, experiential showcases, heritage festivals, etc.



## Jewel Changi: Strengthening of Singapore as global air hub

Augmenting Singapore's status as a leading air hub and preferred stopover destination, with provision of world-class retail experience

## Growth of cruise tourism in Singapore

In 2018, total cruise passenger throughput was 1.9 million, up by 35% from 2017. This was attributed to deployment of larger-capacity cruise ships and lengthening cruise seasons by cruise lines



## Initiatives to increase inflow of visitors

Continued efforts by STB to attract more visitors from Southeast Asia, China & Korea through strategic partnerships with Alibaba Group, Traveloka & Busan Metropolitan City





# Transformation of Tourism Landscape – Upcoming Developments

## Sentosa-Brani Masterplan

Pulau Brani and Sentosa will be redeveloped and integrated, and the entire area would include new leisure, recreation and tourism offerings. The first phase (“Sentosa Sensoryscape”) is slated for completion in 2022\*.



## Revamp of Orchard Road

The Singapore government announced plans to transform the Orchard Road belt into a vibrant family-friendly lifestyle destination and garden oasis, offering more than just retail.

## Jurong Lake District tourism hub

New integrated tourism development to be set up at the Jurong Lake District by 2026\*, in line with the government’s plan to spread out its offerings across different parts of Singapore. This area will include attractions, hotels and other lifestyle offerings.



## Mandai Makeover (2023\*)

Eco-tourism hub with eco-accommodation at Mandai nature precinct, integrating new attractions (Bird Park, Rainforest Park) with the Singapore Zoo, Night Safari & River Safari



\*Opening Dates may be subject to change

Images from Channelnewsasia, JLD.sg, Today Online, The Straits Times, TNP.sg, Sentosa Development Corporation



# Sentosa-Brani Masterplan: “Sentosa Sensoryscape” & 5 unique zones



Public waterfront promenade (foreground) & Mount Serapong (background), part of the Island Heart zone

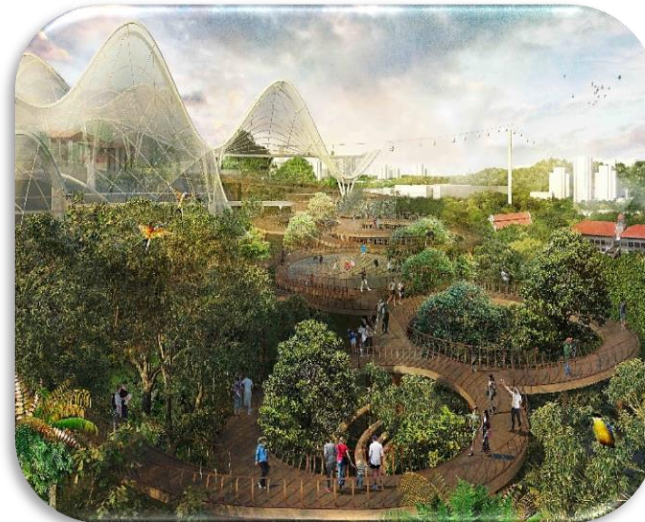


Vessel-like structures, featuring fragrant plants, as part of the new Sentosa Sensoryscape



Play spaces and amenities in the Vibrant cluster, the festive and attraction zone

A rejuvenated Beachfront zone, with water-themed attractions for families



Expanded nature and heritage trails and attractions, part of the Ridgeline zone



# Outlook & Prospects

- **Demand and supply for hotels to continue to balance out in 2019 and 2020**
  - Arrivals to Singapore increased 1.9% year-on-year for the first eight months of 2019<sup>1</sup>, coming in at the lower end of the full-year forecast of 1% to 4% for the year<sup>2</sup>
  - Hotel rooms are anticipated to increase by 1.9% (1,284 rooms) in 2019, and 1.2% (789 rooms) in 2020<sup>3</sup>. This pace of growth is relatively moderate as compared to the increase over the last few years, and the additional supply is expected to be well-absorbed by the projected growth in tourist arrivals.
- **Current macroeconomic environment impacted by mounting trade tensions and tightening fiscal conditions**
  - Demand for accommodation from corporate segment is likely to remain soft, amidst expected weaker economic growth
- **Future potential growth brought about by drivers of demand to Singapore**
  - Enhanced connectivity due to addition of new airlines and increase in flight connections to and from new cities
  - Growth in the pipeline of conventions and exhibitions to be held in Singapore, and rejuvenation of key tourist attractions
- **The REIT Manager continues to focus on the organic growth of its portfolio, improving the performance and competitiveness of its properties amidst a recovering hotel sector.**

<sup>1</sup> Singapore Tourism Board, Actual Visitor Arrivals, as at 8 October 2019

<sup>2</sup> Singapore Tourism Board, Forecasted Visitor Arrivals, as at 13 February 2019

<sup>3</sup> Savills report issued as at February 2019 and Far East H-Trust's compilation

# Details of Distribution

For Period From 1 July to 30 September 2019

<b>Distribution per Stapled Security</b>	1.04 cents
<b>Ex-Date</b>	6 November 2019
<b>Books Closure Date</b>	7 November 2019
<b>Return of DRP Notice of Election</b>	26 November 2019
<b>Distribution Payment Date</b>	12 December 2019
<b>Listing of Stapled Securities issued pursuant to DRP</b>	12 December 2019

The Manager has determined that the DRP will apply to the distribution for the period from 1 July to 30 September 2019.



**Thank You**





# Far East H-Trust Asset Portfolio Overview

## Hotels



**Village Hotel  
Albert Court**

**Village Hotel  
Changi**

**The Elizabeth  
Hotel**

**Village Hotel  
Bugis**

**Oasia  
Hotel Novena**

**Orchard  
Rendezvous  
Hotel**

**The  
Quincy Hotel**

**Rendezvous  
Hotel & Gallery**

**Oasia Hotel  
Downtown**

**Total /  
Weighted  
Average**

Market Segment	Mid-tier	Mid-tier	Mid-tier	Mid-tier	Mid-tier / Upscale	Mid-tier / Upscale	Upscale	Upscale	Upscale	NA
Address	180 Albert Street, S'pore 189971	1 Netheravon Road, S'pore 508502	24 Mount Elizabeth, S'pore 228518	390 Victoria Street, S'pore 188061	8 Sinaran Drive, S'pore 307470	1 Tanglin Road, S'pore 247905	22 Mount Elizabeth Road, S'pore 228517	9 Bras Basah Road, S'pore 189559	100 Peck Seah St, S'pore 079333	
Date of Completion	3 Oct 1994	30 Jan 1990 <sup>2</sup>	3 May 1993	19 Oct 1988	2 June 2011	20 June 1987 <sup>2</sup>	27 Nov 2008	5 June 2000 <sup>2</sup>	30 Dec 2015	
# of Rooms	210	380	256	393	428	388	108	298	314	2,775
Lease Tenure <sup>1</sup>	69 years	59 years	69 years	60 years	86 years	44 years	69 years	65 years	64 years	NA
GFA/Strata Area (sq m)	11,426	22,826	11,723	21,676	22,457	34,072	4,810	19,720	11,863	
Retail NLA (sq m)	1,003	805	583	1,166	NA	3,778	NA	2,799	NA	10,134
Office NLA (sq m)	NA	NA	NA	NA	NA	2,509	NA	NA	NA	2,509
Master Lessee / Vendor	First Choice Properties Pte Ltd	Far East Organization Centre Pte. Ltd.	Golden Development Private Limited	Golden Landmark Pte. Ltd.	Transurban Properties Pte. Ltd.	Far East Orchard Limited	Golden Development Private Limited	Serene Land Pte Ltd	Far East SOHO Pte Ltd	
Valuation (S\$ 'mil) <sup>1</sup>	127.2	209.2	163.7	232.4	330.0	431.1	83.3	282.1	236.4	2,095.4

<sup>1</sup> As at 31 December 2018

<sup>2</sup> Date of acquisition by Sponsor, as property was not developed by Sponsor



# Far East H-Trust Asset Portfolio Overview

## Serviced Residences

					
	Village Residence Clarke Quay	Village Residence Hougang	Village Residence Robertson Quay	Regency House	Total / Weighted Average
Market Segment	Mid-tier	Mid-tier	Mid-tier	Upscale	NA
Address	20 Havelock Road, S'pore 059765	1 Hougang Street 91, S'pore 538692	30 Robertson Quay, S'pore 238251	121 Penang House, S'pore 238464	
Date of Completion	19 Feb 1998	30 Dec 1999	12 July 1996	24 Oct 2000	
# of Rooms	128	78	72	90	368
Lease Tenure <sup>1</sup>	74 years	75 years	72 years	75 years	NA
GFA/Strata Area (sq m)	17,858	14,257	10,570	10,723	53,408
Retail NLA (sq m)	2,213	NA	1,179	539	3,931
Office NLA (sq m)	Office: 1,474 Serviced Office: 823	NA	NA	2,295	4,592
Master Lessee / Vendor	OPH Riverside Pte Ltd	Serene Land Pte Ltd	Riverland Pte Ltd	Oxley Hill Properties Pte Ltd	
Valuation (S\$ 'mil) <sup>1</sup>	204.1	60.2	105.2	168.6	538.1

<sup>1</sup> As at 31 December 2018

