Frasers Hospitality Trust

Frasers Property Group Corporate Day, Kuala Lumpur

23 August 2023



InterContinental Singapore

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This presentation has not been reviewed by the Monetary Authority of Singapore (**MAS**).

Any discrepancies in the figures included herein between the listed amounts and total thereof are due to rounding.



Maritim Hotel Dresden

Overview of FHT

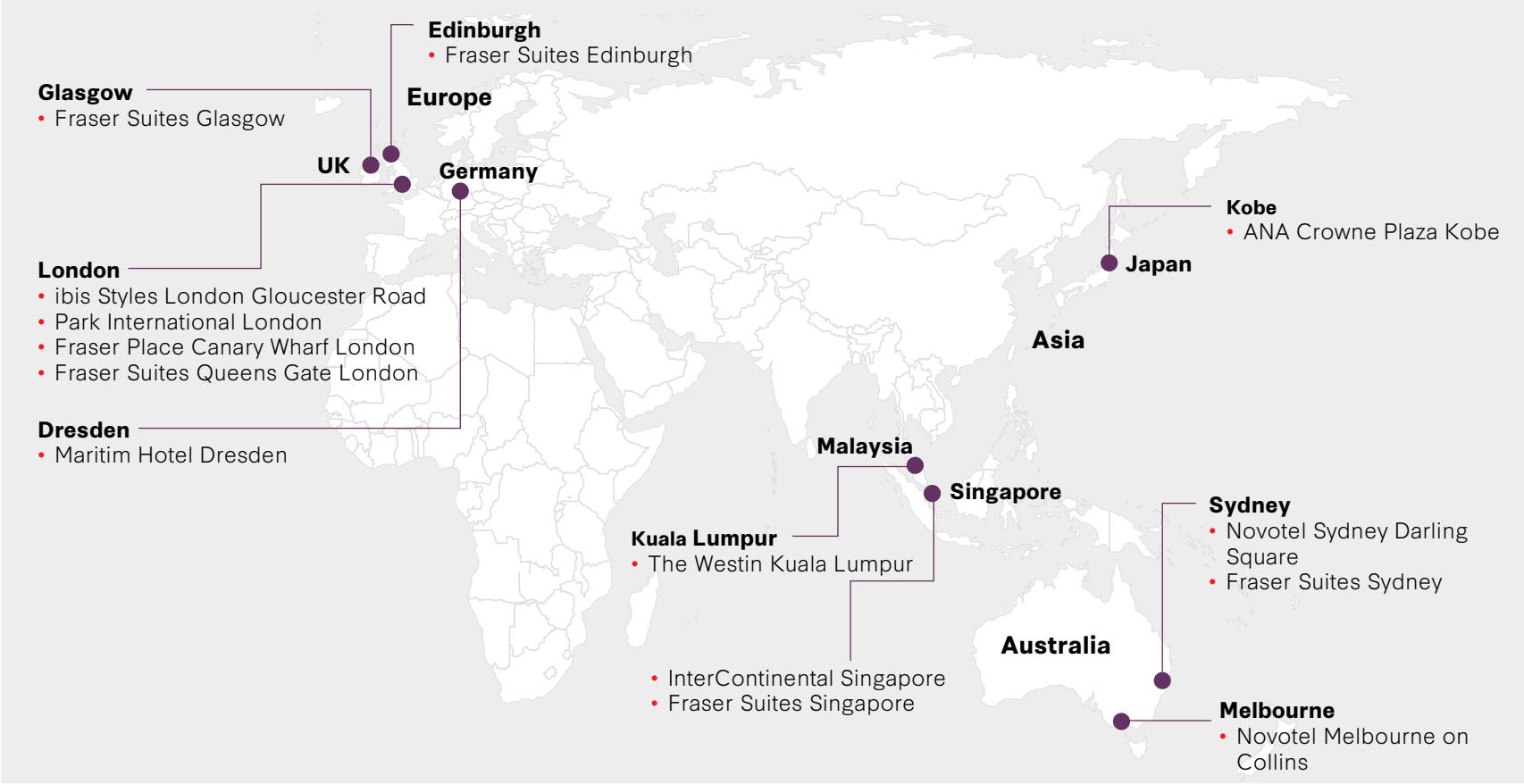
Global hotel and serviced residence trust


The Westin Kuala Lumpur

Stapled Group	Comprises FH-REIT and FH-BT[1]
Investment Mandate	Hospitality and hospitality-related assets located globally, excluding Thailand
Sponsor and Strategic Partner	• Frasers Property – 25.8% • TCC Group Investments – 36.7%
The Managers	• For FH-REIT: Frasers Hospitality Asset Management • For FH-BT: Frasers Hospitality Trust Management (Both are wholly-owned subsidiaries of Frasers Property)
Date of Listing	14 Jul 2014
Market Cap	Approximately S$0.9 bil[2]
Free Float and Free Float Market Cap	37.5% S$0.34 bil[2]

1. Activated on 19 Oct 2016 to be the Master Lessee of Novotel Melbourne on Collins under the Master Lease Agreement
2. Based on closing price of $0.465 as at 21 Aug 2023

Geographically diversified high-quality portfolio



Number of Properties
14

Presence
9 cities in 6 countries

Number of Keys
3,477

Portfolio Value[1]
S$1.90 bil

Number of Master Leases[1,2]
14

1. As at 30 Sep 2022
2. This includes a retail master lease for the retail space in ANA Crowne Plaza Kobe while the master lease for Novotel Melbourne on Collins is excluded as it is an internal master lease arrangement between FH-REIT and FH-BT

Hotels managed by third-party operators

	Property	Country	Description	Tenure	Class	Rooms	Valuation as at 30 Sep 2022
	Novotel Melbourne on Collins	Australia	Strategically located within Melbourne's core CBD area along Collins Street	Freehold	Upscale	380	A$235.0 mil (A$0.6 mil/key)
	Novotel Sydney Darling Square	Australia	4.5-star hotel located within close proximity of Sydney's Darling Harbour and Chinatown	84 years[1]	Upscale	230	A$109.0 mil (A$0.5 mil/key)
	InterContinental Singapore	Singapore	Only 5-star luxury hotel in Singapore to preserve Peranakan heritage in a shop house style setting	75 years[1]	Luxury	406	S$509.0 mil (S$1.3 mil/key)
	ibis Styles London Gloucester Road	United Kingdom	Distinctive white Victorian facade located in the heart of London	75 years[1]	Mid-scale	84	£19.8 mil (£0.2 mil/key)

1. Commencing from 14 Jul 2014 (Frasers Hospitality Trust's listing date)

Hotels managed by Frasers Hospitality and third-party operators

	Property	Country	Description	Tenure	Class	Rooms	Valuation as at 30 Sep 2022
	Park International London	UK	Elegant hotel ideally located in the heart of Kensington and Chelsea	75 years[1]	Upscale	171	£41.1 mil (£0.2 mil/key)
	ANA Crowne Plaza Kobe	Japan	Unique panoramic view of Kobe city from Rokko mountain	Freehold	Upper Upscale	593	¥16,200.0 mil (¥27.3 mil/key)
	The Westin Kuala Lumpur	Malaysia	5-star luxury hotel located in the centre of Kuala Lumpur's bustling Golden Triangle area	Freehold	Upper Upscale	443	RM380.0 mil (RM0.9 mil/key)
	Maritim Hotel Dresden	Germany	Heritage-listed and located in the historical city centre of Dresden, capital city of the eastern German state of Saxony	Freehold	Upscale	328	€59.0 mil (€0.2 mil/key)

1. Commencing from 14 Jul 2014 (Frasers Hospitality Trust's listing date)

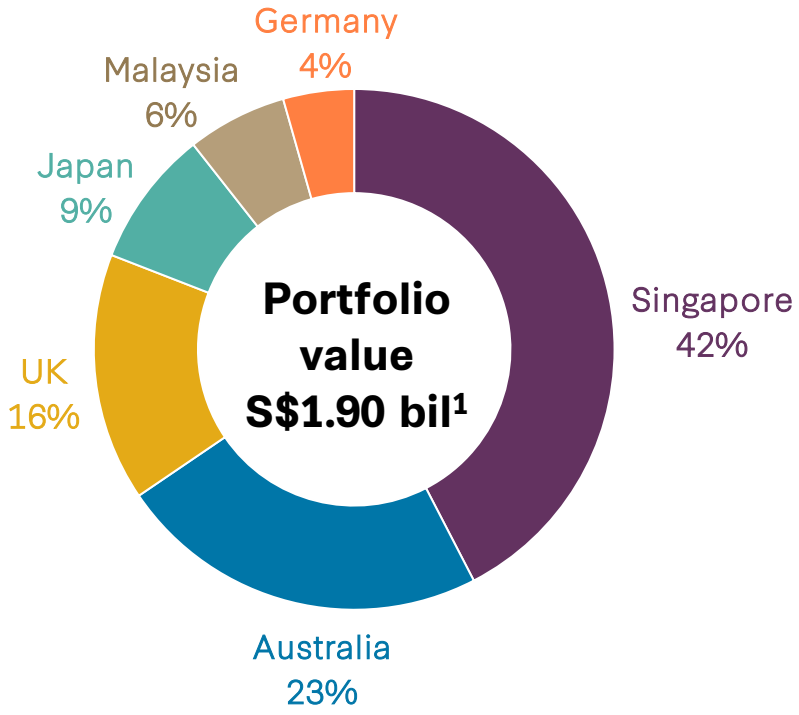
Serviced residences managed by Frasers Hospitality

	Property	Country	Description	Tenure	Class	Rooms	Valuation as at 30 Sep 2022
	Fraser Suites Sydney	Australia	First luxury apartments in Sydney designed by internationally renowned architects	75 years[1]	Upper Upscale	201	A$133.0 mil (A$0.7 mil/key)
	Fraser Suites Singapore	Singapore	Luxurious serviced residences in the prime residential district of River Valley	75 years[1]	Upper Upscale	255	S$294.0 mil (S$1.2 mil/key)
	Fraser Suites Edinburgh	UK	Rustic 1750s sandstone building located in the heart of Edinburgh's Old Town	75 years[1]	Upper Upscale	75	£16.3 mil (£0.2 mil/key)
	Fraser Suites Glasgow	UK	Stunningly restored 1850s building which was formerly the city bank of Glasgow	75 years[1]	Upper Upscale	98	£9.6 mil (£0.1 mil/key)
	Fraser Suites Queens Gate London	UK	Beautiful Victorian apartment hotel in Kensington	75 years[1]	Upper Upscale	105	£57.8 mil (£0.6 mil/key)
	Fraser Place Canary Wharf London	UK	Stunning apartments located by the River Thames, showcasing chic contemporary design	75 years[1]	Upper Upscale	108	£37.8 mil (£0.4 mil/key)

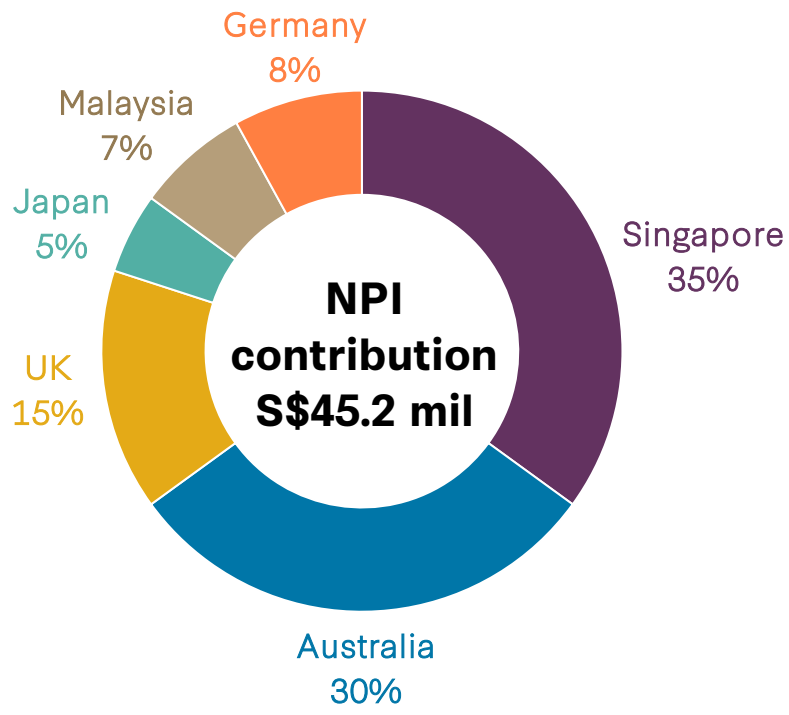
1. Commencing from 14 Jul 2014 (Frasers Hospitality Trust's listing date)

Singapore: the largest contributor to portfolio value and NPI

Breakdown of portfolio value[1] by country

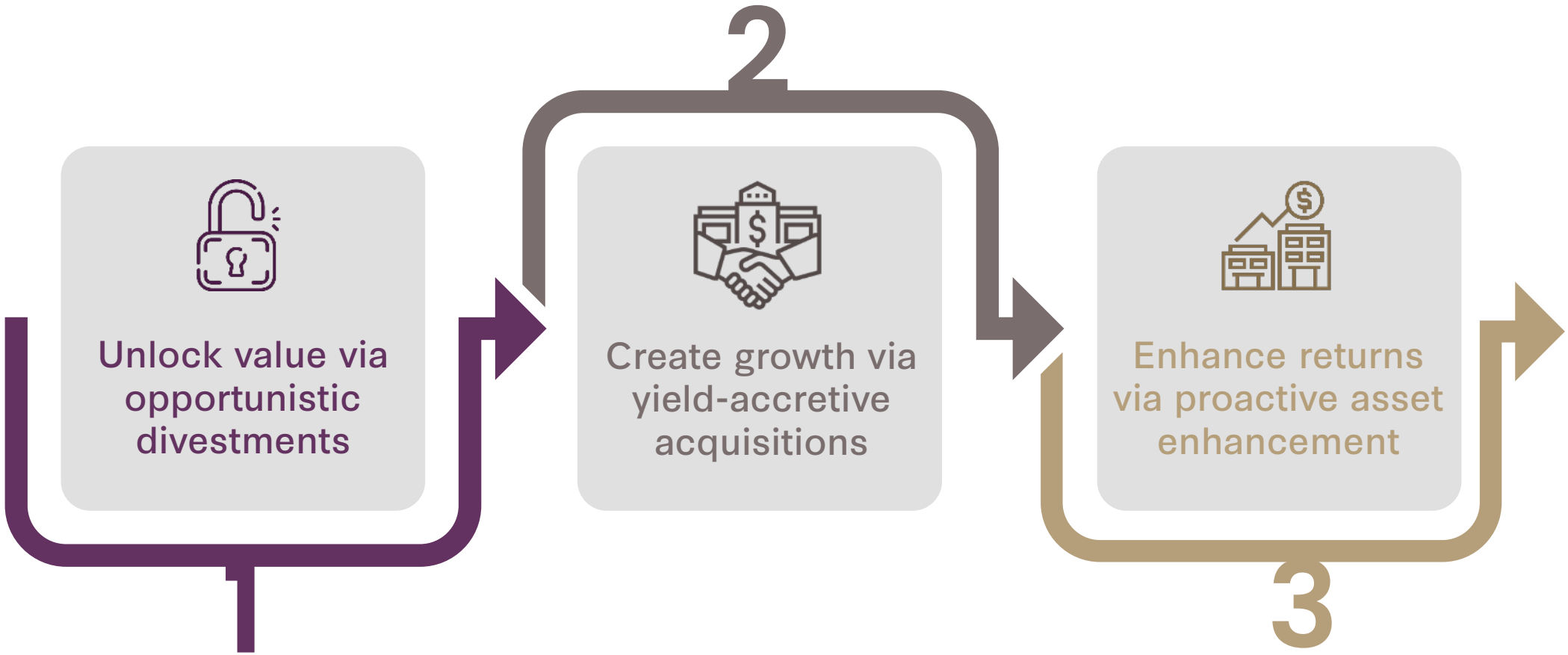


Breakdown of 1H FY2023 NPI contribution by country



1. As at 30 Sep 2022

Proactive portfolio reconstitution & asset management strategy





Novotel Sydney Darling Square

1H FY2023 Financial Review

YoY improvement in 1H FY2023 financial performance

SGD m	1H FY2023	1H FY2022	YoY Change
Gross revenue (GR)	62.2	44.1	▲ 41.1%
Net property income (NPI)	45.2	31.7	▲ 42.9%
Income available for distribution (DI)	27.1	15.1	▲ 79.7%
Distribution to Stapled Securityholders	24.4[1]	13.6[1]	▲ 79.7%
Distribution per Stapled Security (DPS)	1.2649 cents	0.7039 cents	▲ 79.7%

- GR and NPI improved 41.1% and 42.9% year-on-year (YoY) respectively due to improved operating environment with relaxed travel restrictions as countries transitioned successfully towards the endemic phase
- Excluding contribution from Sofitel Sydney Wentworth (SSW) which was divested in April 2022, same-store GR and NPI were 68.1% and 77.3% higher YoY respectively
- GR and NPI in 1H FY2023 reached 92.0% and 91.7% of the pre-COVID level[2] respectively

[1] Distribution to Stapled Securityholders is based on 90% payout of the income available for distribution
[2] In reference to 1H FY2019 and exclude contribution from SSW

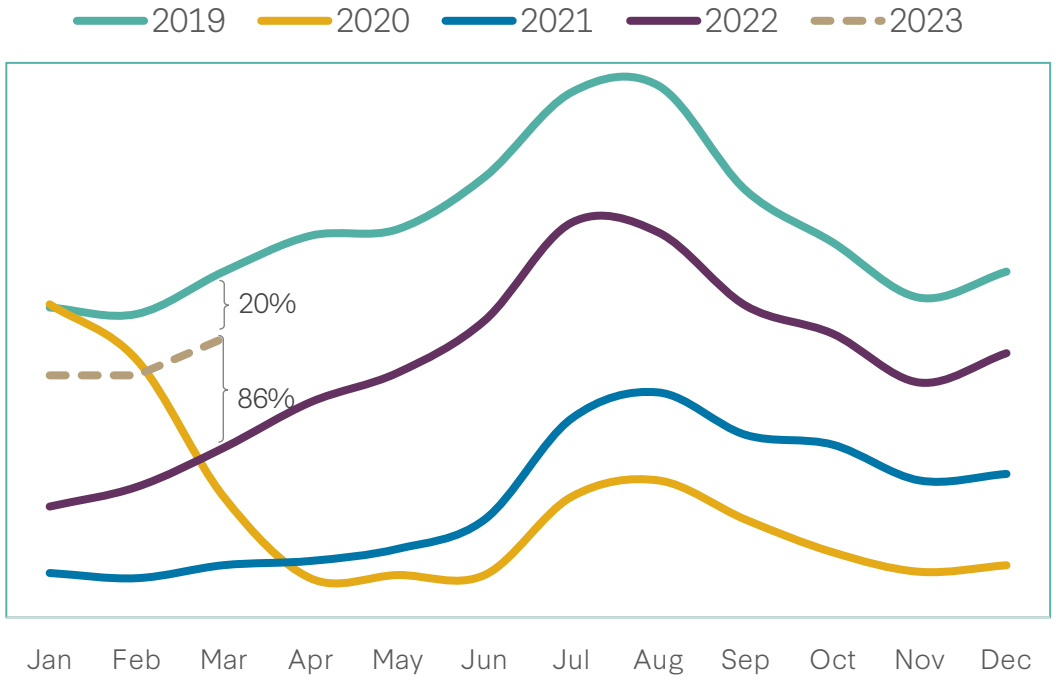
Key Market Updates



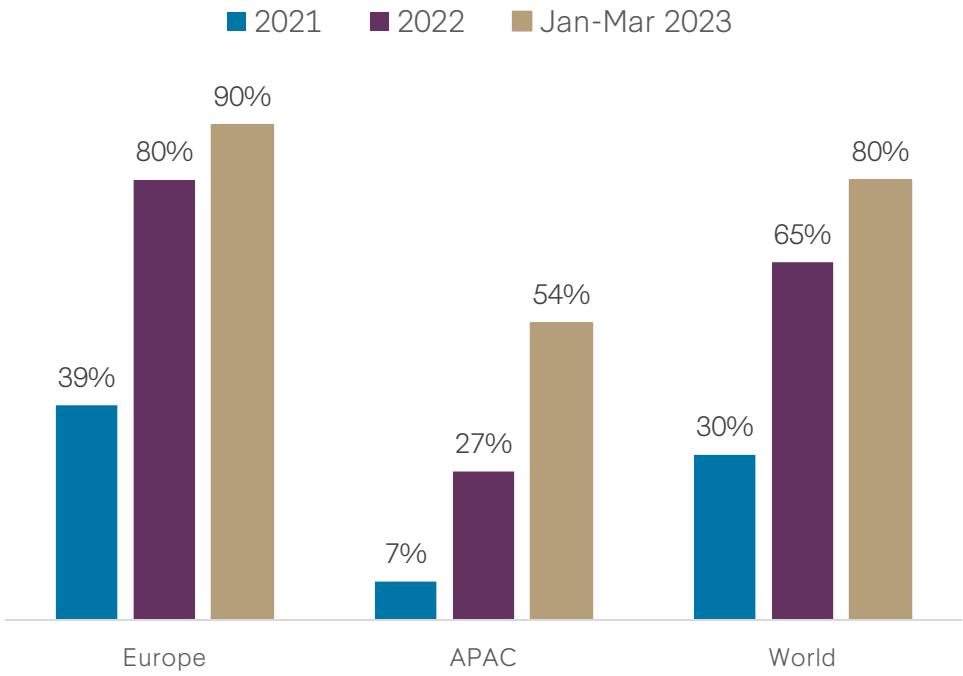
ANA Crowne Plaza Kobe

Europe leads in international travel recovery as APAC trails behind

International Tourist Arrivals (mil)



International Tourist Arrivals, % of 2019 level

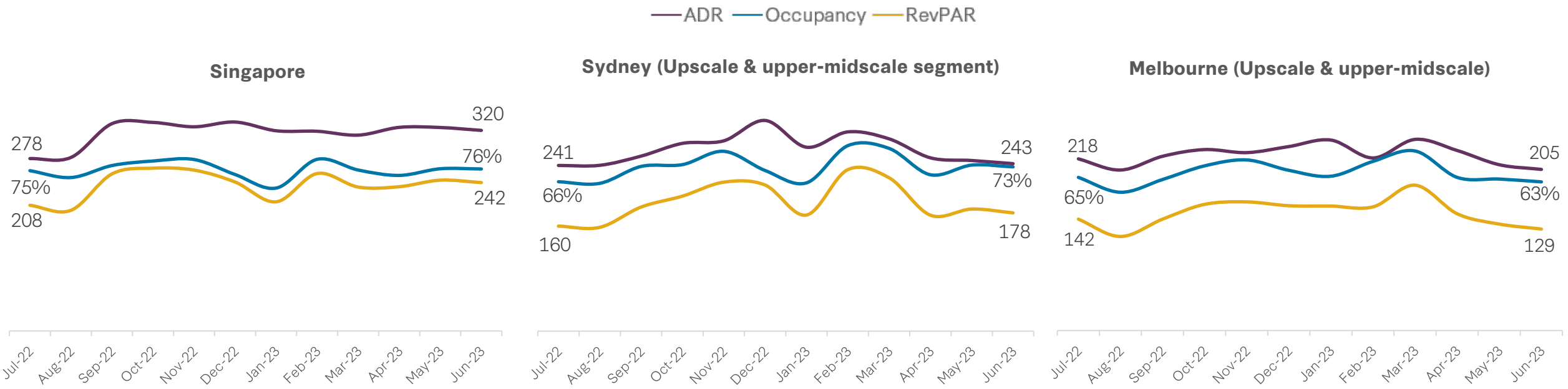


- Global tourism sector continued its swift recovery in Jan-23 to Mar-23, with international tourist arrivals growing 86% YoY and reaching 80% of pre-pandemic level.
- Growth in APAC's international tourist arrivals in Jan-23 to Mar-23 helped accelerate the region's recovery from 27% to 54% of pre-pandemic level.
- Europe continued to lead recovery with international tourist arrivals at 90% of pre-pandemic level, driven by strong intra-regional demand.

*APAC (Asia and the Pacific) - Includes Australia, China, India, Indonesia, Japan, Korea, Malaysia, New Zealand, Singapore, Thailand and Vietnam
Source: UNWTO, UNWTO Tourism Dashboard, Mar2023

Sustained recovery observed in FHT's markets

Hospitality market performance by city



Singapore's hotel market performance continued to improve gradually with further recovery of the tourism sector supported by the return of marquee events such as HICAP and FHA.

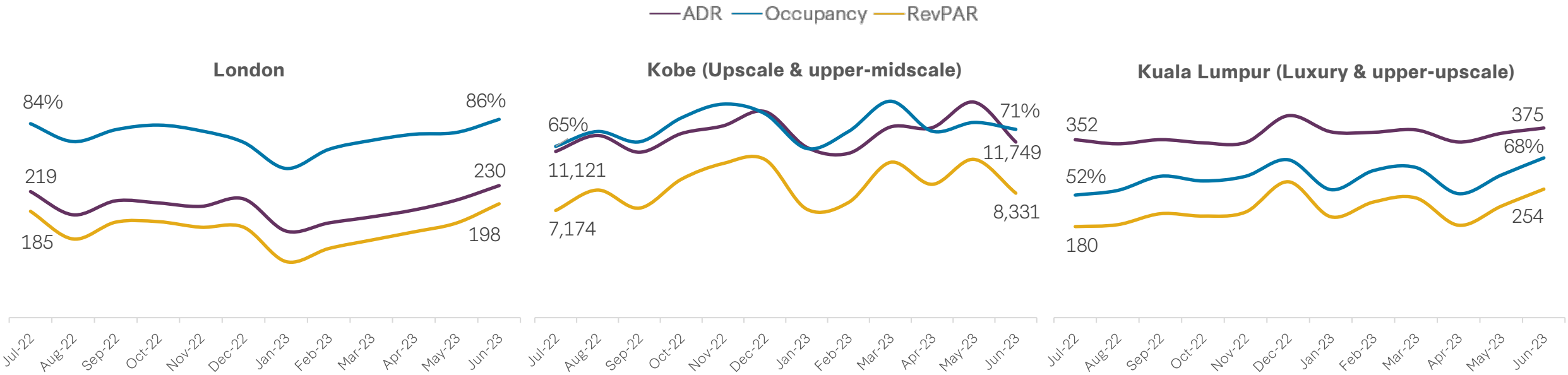
Sydney's hotel market performance displayed sustained improvement following re-opened borders and the resumption of major events such as Sydney WorldPride and Vivid Sydney.

Melbourne's hotel market performance continued its recovery, supported by the resumption of major events, and recorded its highest occupancy since the pandemic in Mar-23.

*All average daily rates (ADR) and revenue per available room (RevPAR) are in local currencies
Sources: STR; The Business Times, "Singapore tourist arrivals up in June, surpass one million for fourth straight month", Jul 2023; STR, "Sydney WorldPride 2023 pushed hotel performance to pre-pandemic levels", Apr 2023; STR, "Melbourne hotel occupancy reached 36-month high in March", Apr 2023

Sustained recovery observed in FHT's markets

Hospitality market performance by city



London's hotel market's performance remained stable with gradual recovery and had been tracking closely with seasonal patterns similar to pre-COVID times.

Kobe's hotel market performance continued its recovery trend following re-opened international borders in Oct-22, further supported by government's subsidies towards domestic tourism.

Kuala Lumpur's hotel market performance displayed a steady, upward trend since its reopening in Apr-22. ADR and RevPAR in Jun-23 had surpassed pre-COVID levels.

*All average daily rates (ADR) and revenues per available room (RevPAR) are in local currencies

Sources: STR; STR, "Tokyo's hotel room rates pacing ahead of pre-pandemic levels", Apr 2023; Nikkei Asia, "Thai, Malaysian outlooks improve on tourism, China recovery: JCER"; Apr 2023

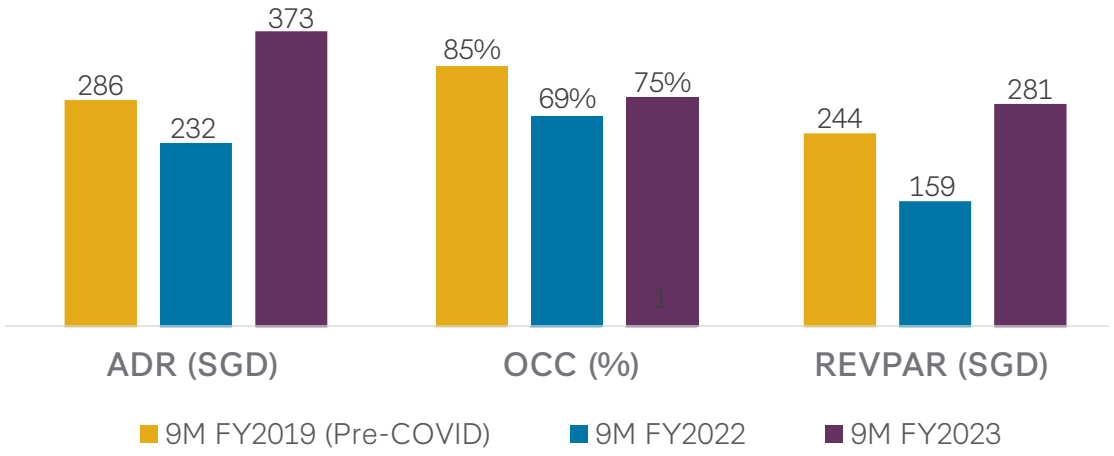


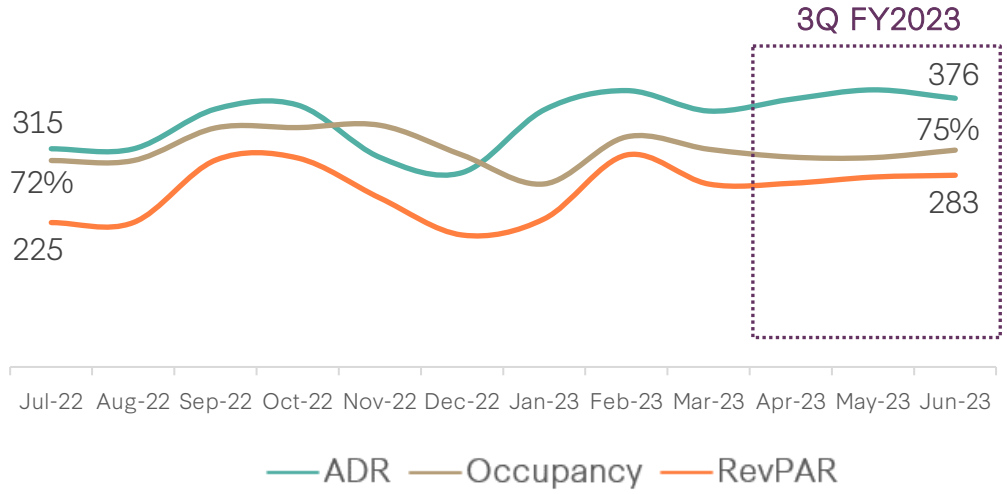
InterContinental Singapore

Portfolio Performance

Singapore

InterContinental Singapore (ICSG) | Fraser Suites Singapore (FSSG)





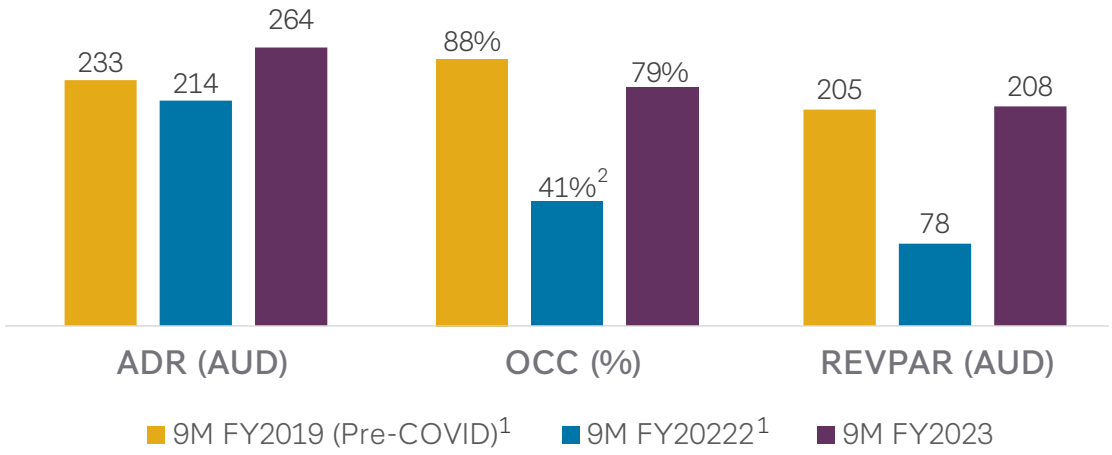
Positive YoY improvements in all operating metrics

- Singapore portfolio's RevPAR increased 76.8% YoY in 9M FY2023 and exceeded pre-COVID level by 15.2% due mainly to strong growth in ADR.
- ADR and Occ grew 60.7% and 6.9 percentage points (pp) YoY respectively in 9M FY2023 as Singapore's tourism sector continued its recovery, coupled with the return of marquee events such as FHA, IMDEX Asia and CommunicAsia.
- Singapore recorded 6.3 million visitor arrivals between Jan-23 and Jun-23, reaching 67% of pre-COVID level. The Singapore Tourism Board expects to hit 12 million to 14 million visitor arrivals for the full year.

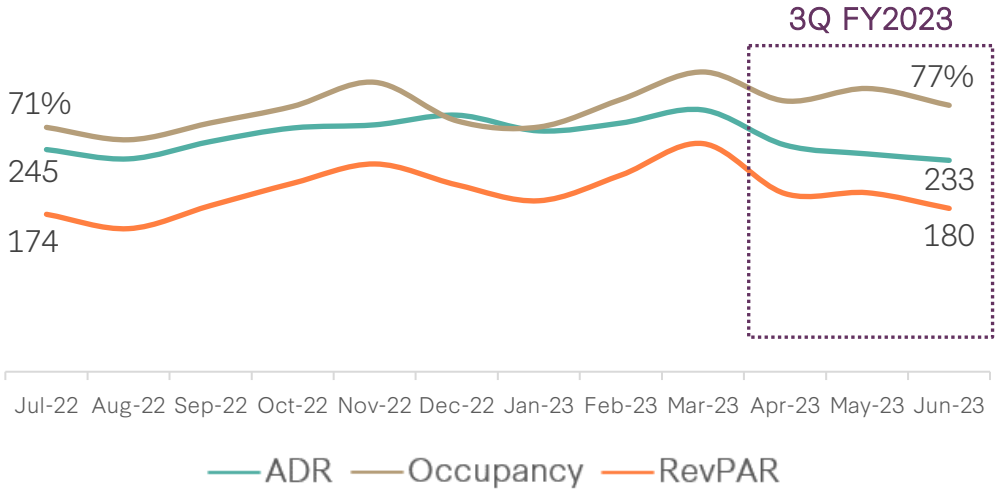
Source: Singapore Tourism Board, Singapore Tourism Analytics Network – Visitor Arrivals

Australia

Novotel Melbourne on Collins (NMOC)
Fraser Suites Sydney (FSS)



Novotel Sydney Darling Square (NSDS)



Continued recovery with sustained YoY improvements across all operating metrics

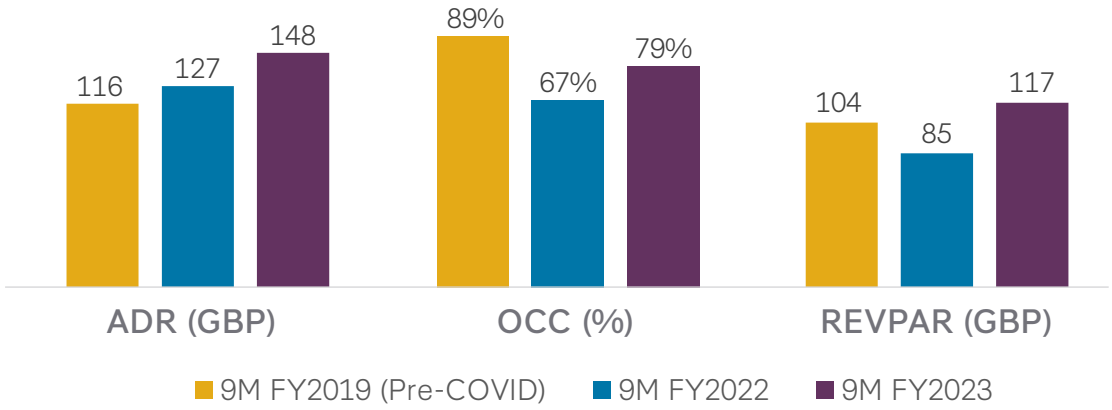
- In 9M FY2023, Australia portfolio's RevPAR more than doubled YoY, boosted by robust growth in Occ and ADR. It also exceeded pre-COVID level by 1.5%.
- ADR and Occ grew YoY by 22.0% and 37.8 pp respectively in 9M FY2023, on the back of recovery from corporate and transient segments.
- The portfolio's performance maintained its upwards trajectory with the continued recovery of the tourism sector, boosted by a strong events calendar in Sydney and Melbourne.

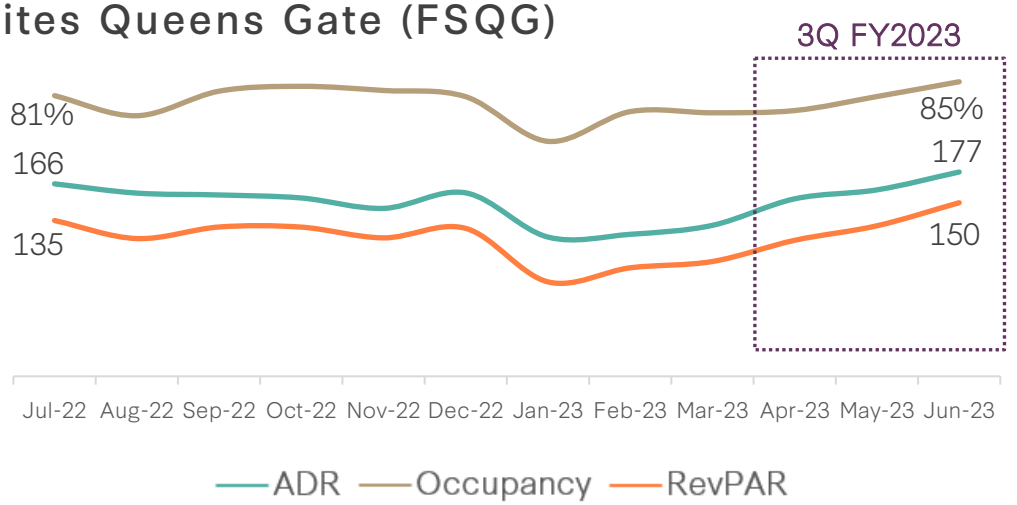
[1] Excludes SSW for meaningful comparison
[2] Excludes paid occupancy that was unoccupied under government isolation business in NMOC

United Kingdom (UK)

ibis Styles London Gloucester Road (ISLG)
Fraser Place Canary Wharf (FPCW)
Fraser Suites Glasgow (FSG)

Park International London (PIL)
Fraser Suites Edinburgh (FSE)
Fraser Suites Queens Gate (FSQG)





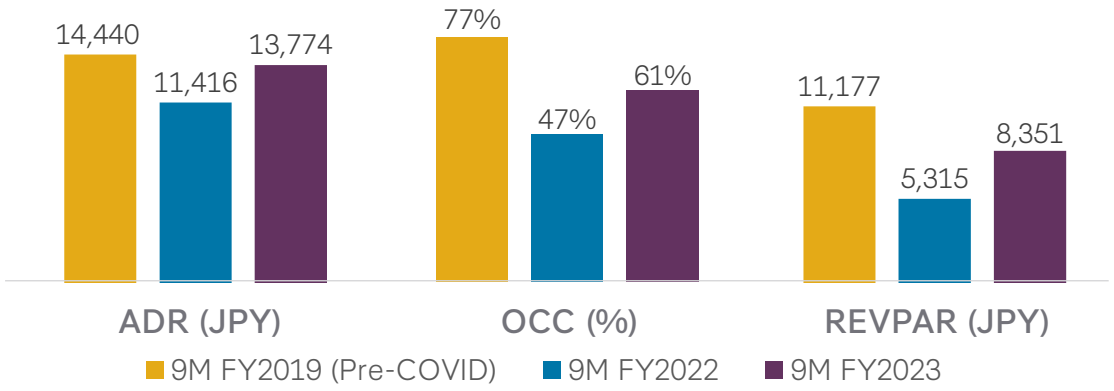
Sustained gradual recovery across all key operating metrics

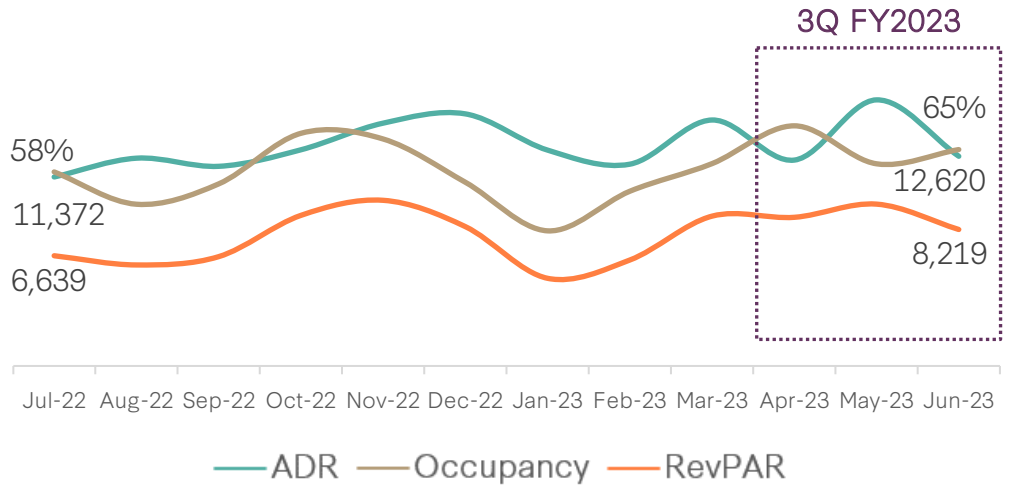
- UK portfolio's RevPAR grew 37.7% YoY in 9M FY2023 and exceeded pre-COVID level by 12.6%, supported by improvement in ADR.
- Portfolio's ADR and Occ increased 16.5% and 12.2 pp YoY respectively in 9M FY2023, boosted by domestic leisure demand.
- Demand for business travel continues to recover gradually amidst challenging market and economic conditions.
- Inflation remained elevated, keeping energy, food and payroll costs high which impeded further recovery of the portfolio's performance.

Source: HTrends, "U.K. hotels must accelerate transformation as cost pressures hit bottom line", Jun 2023

Japan

ANA Crowne Plaza Kobe (CPK)





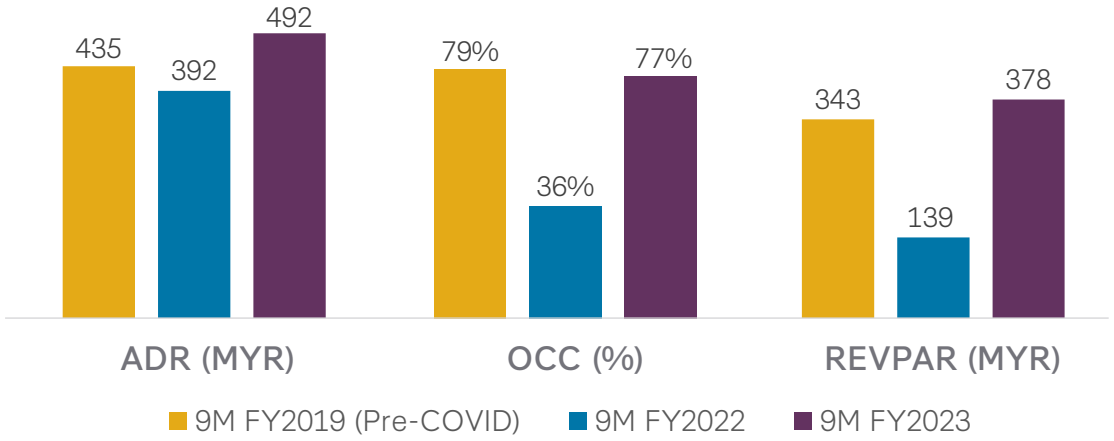
Positive improvements in all operating metrics with re-opened borders

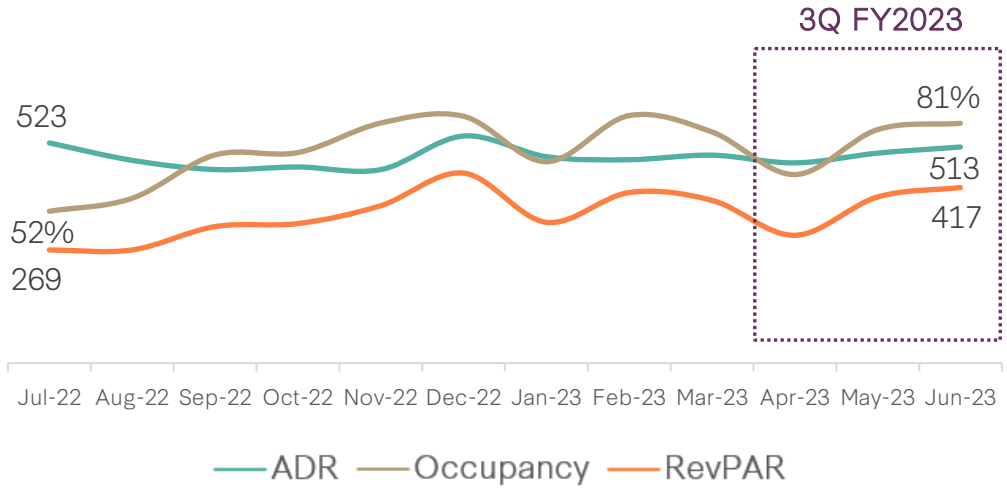
- CPK's RevPAR increased 57.1% YoY in 9M FY2023 and reached 74.7% of pre-COVID level.
- ADR and Occ improved 20.7% and 14.1 pp YoY respectively in 9M FY2023 as Japan's hospitality market gradually regained domestic and international demand following the reopening of borders since Oct-22 and the rebound in service sector activities since Dec-22. The Golden Week in May-23 also contributed to the higher ADR and Occ.
- Government-led National Travel Discount programme, which has been extended through the summer, further boosted domestic tourism.
- However, the gradual pace of resumption of MICE events in Kobe has led to slow recovery of CPK's MICE business. Inflationary pressures have also worsened and impeded the pace of recovery.

Sources: Asahi Shimbun, "Foreign tourist numbers rising, but not in all areas of Japan", Jun 2023; Japan Times, "Japan to extend domestic travel subsidy program beyond April", Mar 2023

Malaysia

The Westin Kuala Lumpur (TWKL)





Strong YoY rebound in all operating metrics

- TWKL's RevPAR more than doubled YoY in 9M FY2023 and exceeded pre-pandemic level by 9.9%, boosted by growth in ADR.
- ADR and Occ grew YoY by 25.3% and 41.3 pp respectively in 9M FY2023 following re-opened borders since Apr-22. Corporate and leisure demand have increased compared to last year.
- Malaysia is targeting 16.1 million foreign tourists this year, 60% more than 2022. Its authorities are seeking to speed up visa approvals and improve flight connectivity to boost arrivals.

Source: Business Times, "Malaysia eyes late surge in tourist arrivals to meet 2023 target", May 2023

Germany

Maritim Hotel Dresden (MHD)



Dresden, Germany

- MHD's performance showed further improvement YoY in 9M FY2023, supported by the recovery in domestic travel following lifted restrictions.
- Its performance also reached pre-pandemic levels despite the absence of MICE events and international arrivals.
- Germany has eased travel restrictions to allow entry of fully-vaccinated travellers without quarantine and has ended major protective measures since early Apr-22.



ibis Styles London Gloucester Road

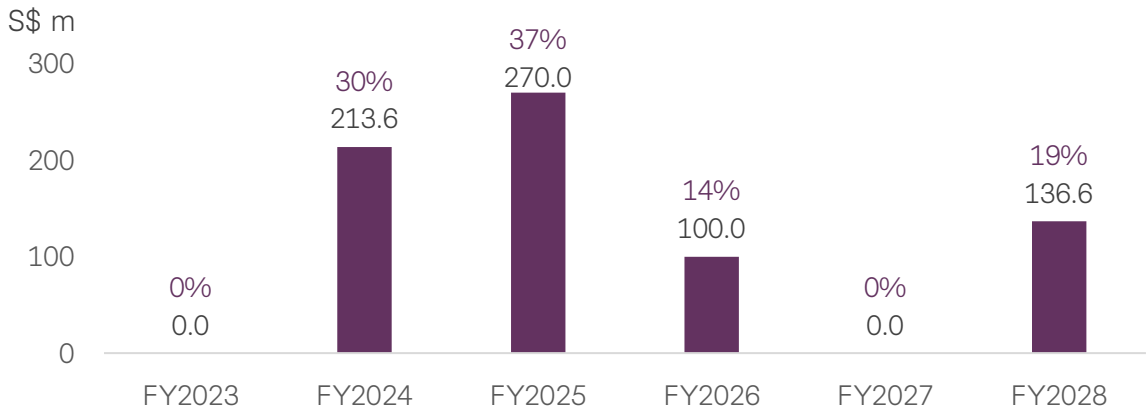
Risk and Capital Management

Proactive capital management

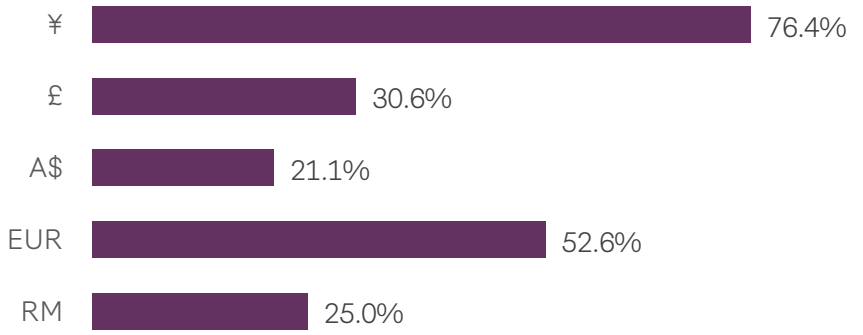
As at 30 Jun 2023

Gearing[1,2]	35.3%
Net asset value per stapled security	S$0.64
Weighted average debt to maturity	2.26 years
Unsecured debt	96.2%
Effective cost of borrowing[2]	3.0%
Borrowings on fixed rates	73.8%
Interest coverage ratio[3,4]	3.6 times
Adjusted interest coverage ratio[1,3,4]	3.6 times

Debt maturity profile
(excludes short-term revolving credit facilities)



Balance sheet hedging



1. Gearing could exceed 45% (up to a maximum of 50%) only if the adjusted interest coverage ratio exceeds 2.5 times
2. The impact of FRS 116 Leases has been excluded for the purpose of computing gearing and effective cost of borrowing
3. Interest coverage ratio and adjusted interest coverage ratio are as prescribed under the MAS' Property Funds Appendix (last revised on 3 Mar 2022)
4. For the purpose of computing interest coverage ratio and adjusted interest coverage ratio, interest expense excludes the unwinding of discounting effect on present value of lease liability and long-term security deposits payable



Fraser Place Canary Wharf London

Looking Ahead

Staying cautiously optimistic for the remaining 2023



Potential recession

- The International Monetary Fund forecasts 2023 global economic growth to fall to 3% amid persistently high inflation and banking sector vulnerabilities



Geopolitical tension

- Ongoing conflict between Russia and Ukraine could harm global confidence and cause further negative consequences



Inflation

- Slowdown in headline inflation anticipated
- Higher oil and gas prices expected with rising demand from China



Interest rates

- Central banks around the world may hold interest rates steady or raise them gradually to support sustainable economic growth



Reopening of China

- Weakness in China's economic rebound may persist
- Restoration of flight capacity could see further recovery in China's outbound tourism



Travel demand

- The World Tourism Organization expects demand for domestic and regional travel to remain strong and forecasts continued recovery in 2023

Sources: IMF, "World Economic Outlook", Jul 2023; IMF Blog, "How war in Ukraine Is reverberating across world's regions", Mar 2023; Reuters, "Oil futures up 3% on strong China refinery data, weaker US dollar", Jun 2023; World Bank, "Global economy on precarious footing amid high interest rates", Jun 2023; Reuters, "China's factory, service sectors stumble as economic malaise broadens", Jun 2023; Reuters, "Chinese tourists return with lighter wallets", May 2023; UNWTO, "Tourism on track for full recovery as new data shows strong start to 2023", May 2023

Our commitment to ESG



Novotel Sydney Darling Square

Commitment to high ESG standards

Target to achieve **Net Zero Carbon** status by 2050

Targets in alignment with **Frasers Property's Sustainability Roadmap**

External recognition

Ranked **3rd in APAC Hotel Listed** category in 2022

ICSG awarded **BCA Green Mark GoldPLUS** certification

NABERS ratings attained by Australia portfolio

EPC rating attained by UK portfolio

FRASERS HOSPITALITY TRUST

Inspiring experiences, creating places for good.

