



Presentation on Far East Hospitality Trust

May 2017

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I. Overview of Far East Hospitality Trust

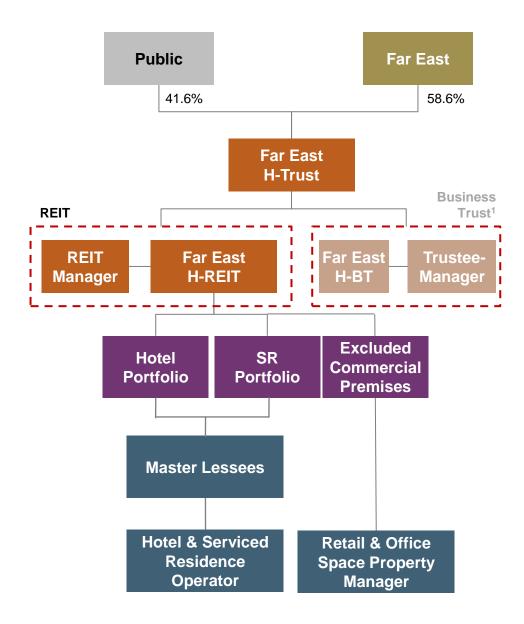






Overview of Far East H-Trust

Issuer	Far East Hospitality Trust				
Sponsor	Far East Organization group of companies				
REIT Manager	FEO Hospitality Asset Management Pte. Ltd.				
Investment Mandate	Hospitality and hospitality-related assets in Singapore				
Destruit.	12 properties valued at approximately S\$2.42 billion				
Portfolio	8 hotel properties ("Hotels") and 4 serviced residences ("SR" or "Serviced Residences")				
Hotel and SR Operator	Far East Hospitality Management (S) Pte Ltd				
Retail & Office Space Property Manager	Jones Lang LaSalle Property Consultants Pte Ltd				
Master Lessees	Sponsor companies, part of the Far East Organization group of companies				





¹ Dormant at Listing Date and master lessee of last resort

Singapore-Focused Portfolio with High Quality Assets

12 Properties, totalling 2,829 hotel rooms and apartment units, valued at ~S\$2.42 bn¹

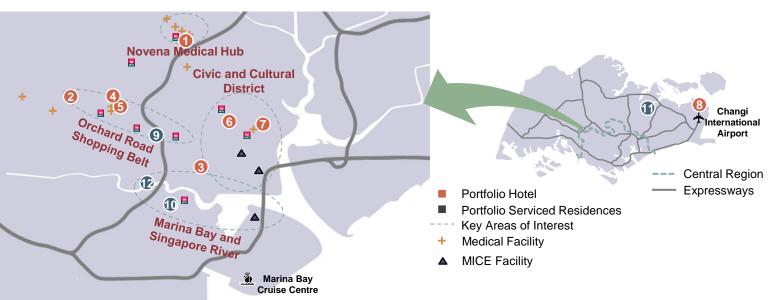




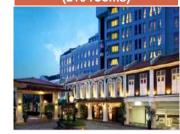












7 Village Hotel Bugis (393 rooms)







2 Village Residence Robertson Quay (72 units)









Sponsor & Master Lessee: FEO – Singapore's Largest Private Real Estate Developer

Active developer with a track record of more than 50 years



FEO's >55% stake in Far East H-Trust is a strong demonstration of its ongoing support and confidence in the trust



¹ In Singapore and overseas, including property acquisitions

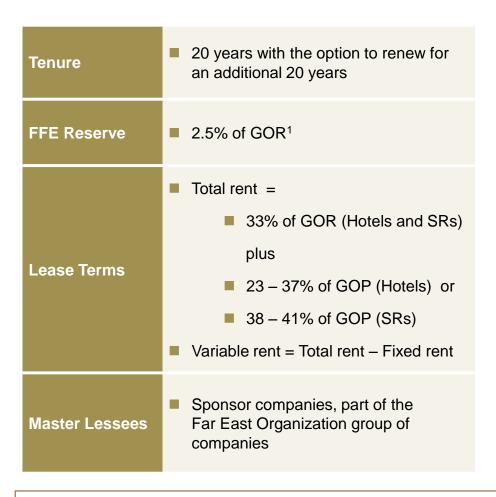
² Including bids entered into through joint ventures

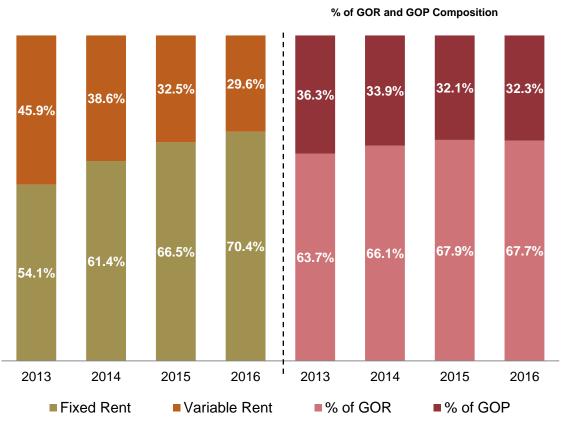
³ IPO Prospectus

Attractive Master Lease Structure: Upside Sharing with Downside Protection

Key Terms of the Master Lease Agreement

Fixed and Variable Rent Composition of Total Master Lease Rental²





% of GOR component contributes > 60% of Far East H-Trust's Gross Revenue, ensuring less sensitivity to cost increases

² 2013 data includes acquisition of Rendezvous Hotel Singapore & Rendezvous Gallery on 1 Aug 2013



¹ Except for Oasia Hotel which is 1% for the first three years and 2.5% thereafter

Excluded Commercial Premises

As at 31 December 2016

Types of Commercial Space	Retail, office and serviced offices
No. of Units / Tenants	286 units housed in 9 properties 165 tenants
Total NLA	Retail – 14,090 sqm Office – 7,101 sqm
Ave. Occupancy (FY 2016)	Retail – 94% Office – 85%
Revenue Contribution	\$23.1 million in FY 2016 (decrease of 2.5% year-on-year) 21.1% of total Far East H-Trust gross revenue in FY 2016



Rendezvous Gallery (Rendezvous Hotel Singapore)



Central Square Serviced Offices (Village Residence Clarke Quay)



II. Growth Strategy







Key Engines of Growth

A

Driving Organic Growth

- Optimising the performance of hospitality assets
- Growing contribution from commercial spaces

 $\begin{bmatrix} \mathbf{B} \end{bmatrix}$

+

Executing Asset Enhancement Initiatives

- Implementing refurbishment programmes to refresh and upgrade the properties
- Optimizing plant and equipment for greater energy efficiency and cost savings

C

Growing the Portfolio

- Acquiring completed Sponsor ROFR properties
- Seeking suitable 3rd party acquisitions
- → Developing a new hotel with Sponsor

Key initiatives to drive both immediate and long-term growth



Asset Enhancement Initiatives – Central Square Serviced Offices (Village Residence Clarke Quay)

Before







Serviced office unit, meeting room, reception and lounge

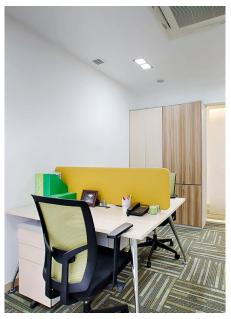


Asset Enhancement Initiatives – Central Square Serviced Offices (Village Residence Clarke Quay)

Completed in 2016









Reconfiguration of space to create 9 new serviced office units

Refurbishment of 61 serviced office units

Upgrading of common areas including reception, lounge and meeting rooms



Asset Enhancement Initiatives – Regency House

Phase 1 - Before





Studio apartments

Phase 2 - Before









2 and 3 bedroom apartment units, breakfast lounge



Asset Enhancement Initiatives – Regency House

Phase 1 - Completed in 2014





Refurbishment of studio apartments

Phase 2 – Completed in 2016









Renovation of 2 and 3 bedroom apartment units, breakfast lounge



Phase 1 - Before





Swimming pool, pool deck, gym, meeting room

Phase 2 - Before









Reception, lobby bar, function rooms, pre-function areas



Phase 1 - Completed in 2016





Renovation of swimming pool, pool deck, gym, meeting room

Phase 2 – Completed in 2016









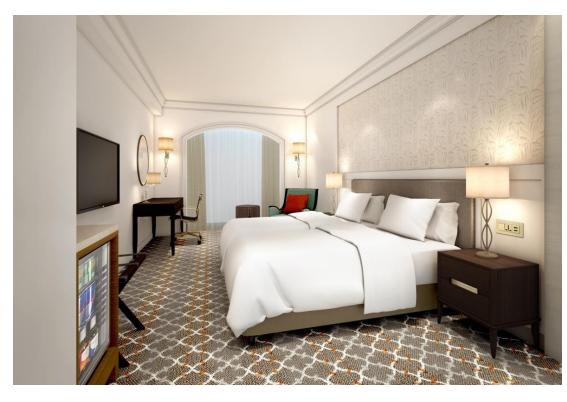
Renovation of reception, lobby bar, function rooms, pre-function areas



Orchard Parade Hotel

(Phase 3 – Commencing 2Q 2017)

Refurbishment of Superior rooms







Before



Orchard Parade Hotel (Phase 3 – Commencing 2Q 2017)

Refurbishment of Premier rooms







Before



Orchard Parade Hotel (Phase 3 – Commencing 2Q 2017)

Renovation of Club Lounge



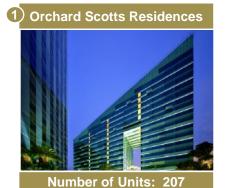
After



Before



Potential Pipeline Projects from the Sponsor





Number of Units: 225

Village Residence 3 **West Coast**

Number of Units: 51

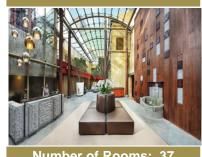
Number of Rooms: 37

4

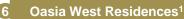
AMOY Hotel

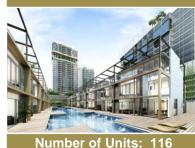
Number of Rooms: 314

Oasia Downtown Hotel¹



				Name of ROFR Property	Expected Completion Date	Est. No of Rooms / Units
Completed Under Development Central Region	2,829	2,070 73.2% growth	4,899	Orchard Scotts Residences Orchard Parksuites Village Residence West Coast AMOY Hotel Oasia Downtown Hotel Oasia West Residences Completed Subtotal Under Development	Completed Completed Completed Completed Completed Completed	207 225 51 37 314 116 950
3				Outpost Hotel Sentosa & Village Hotel Sentosa	2019	839
(60)				8 The Clan	2H2019	292
21				Under Development Subtotal		1,131
				Total		
				Hotel Rooms		1,471
		•		Serviced Residence Units		599
7	Existing Portfolio	ROFR Properties	Enlarged Portfolio	Grand Total		2,070





Outpost Hotel Sentosa & Village Hotel Sentosa¹



Number of Rooms: 839

The Clan¹

8



Number of Rooms: 292



Development with Sponsor – Outpost Hotel Sentosa & Village Hotel Sentosa

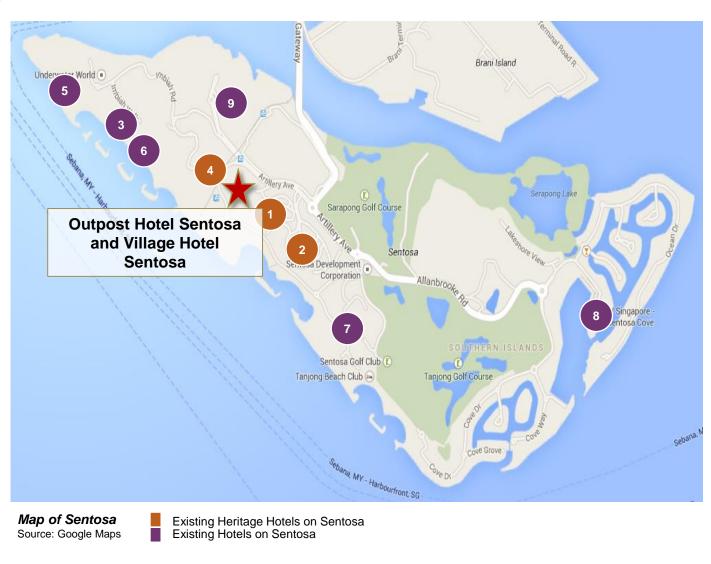




- A 30% stake in a joint venture with Far East Organization
- Integrated development comprising 2 hotels
- 60-year leasehold interest from 7 March 2014
- Far East H-REIT's agreed proportion of investment is approx \$133.1 million (of a total estimated cost of \$443.8 million)
- Far East H-REIT entitled to purchase remaining 70% of the development should a sale be contemplated by the Sponsor



Development with Sponsor – Outpost Hotel Sentosa & Village Hotel Sentosa



- Amara Sanctuary Resort Sentosa (140 keys)
- **Capella Singapore** (112 keys)
- Costa Sands Resort (49 keys)
- Le Meridien Singapore (191 keys)
- Shangri-La's Rasa Sentosa (454 keys)
- 6 Siloso Beach Resort (196 keys)
- The Singapore Resort & Spa Sentosa (215 keys)
- W Singapore Sentosa Cove (240 keys)
- Resorts World Sentosa
 - Festive Hotel (387 keys)
 - Hard Rock Hotel (364 keys)
 - Hotel Michael (476 keys)
 - Equarius Hotel (183 keys)
 - Crockfords Tower (by invite only)
 - Beach Villas (22 keys)
 - Ocean Suites (11 keys)
 - TreeTop Lofts (2 keys)



Development with Sponsor – Construction Progress





Note: Photos are as at 31 December 2016

III. Industry Outlook & Prospects







Singapore as a Global Premier Business Destination

MICE 2020 Roadmap

MICE 2020 Roadmap

Strengthening Competitive Advantage, Creating New Strengths.

Medium-term plan jointly developed by STB and the industry

To enhance destination attractiveness, grow strong tourism companies and provide good jobs for Singapore

An award-winning meeting city



TTG Travel Awards 2015 Best BT MICE City



Business Traveller Asia-Pacific Travel Awards 2015 Best Business City in Southeast Asia



International Congress and Convention Association Global Rankings 2015

Top Convention City in Asia for the 14th consecutive year



Union of International Associations Global Rankings 2015

Top International Meeting City for the 9th consecutive year



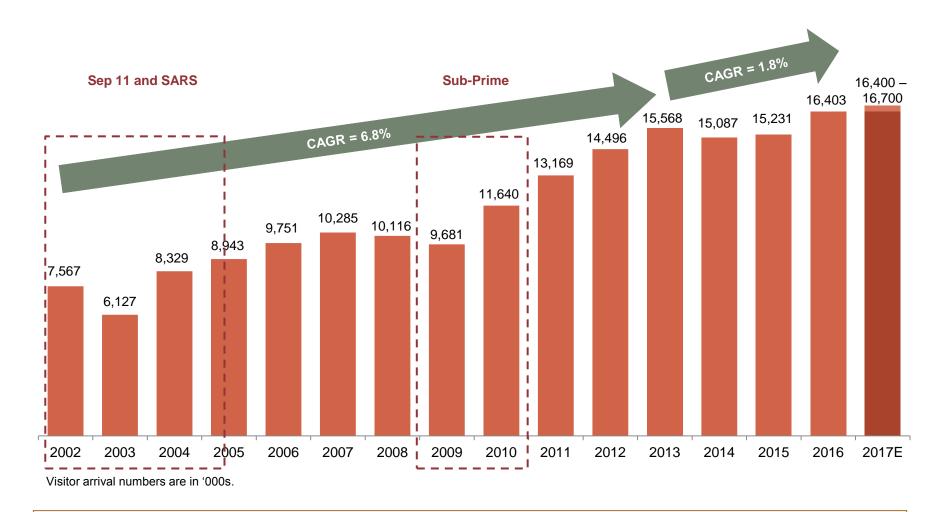
CVENT Top 25 Asia Pacific Destinations 2016

Top Asia Pacific Destination

Singapore's positioning as a key regional business hub and its increased profile as a MICE destination will continue to attract business travellers



Historical and Forecast Visitor Arrivals in Singapore

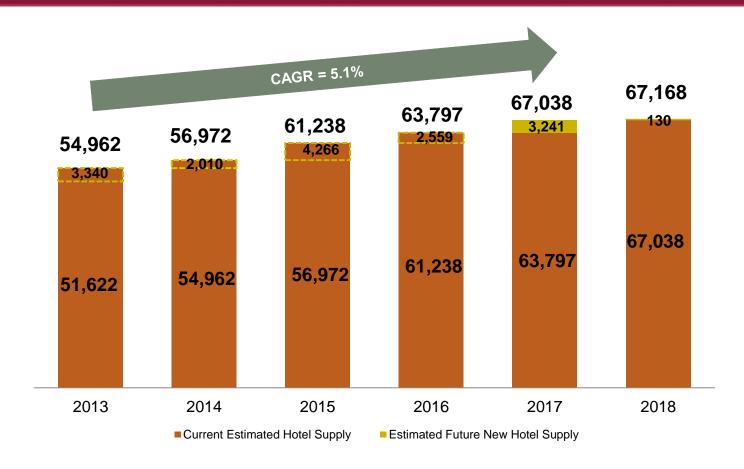


Visitor arrivals grew at a CAGR of 1.8% from 2013 to 2016, and are projected to increase by up to
 2% in 2017



Sources: IPO Prospectus dated 16 August 2012 (2002 to 2011 visitor arrivals)
Singapore Tourism Board, International Visitor Arrivals Statistics, 14 February 2017
Singapore Tourism Board, "Singapore Achieves Record Tourism Sector Performance in 2017", 14 February 2017 (2017E visitor arrivals)

Estimated Hotel Room Supply in Singapore



- Hotel supply is expected to increase by 5.1% in 2017 and taper off in 2018
- No hotel sites introduced in Government Land Sales (GLS) programme since 2014
- Urban Redevelopment Authority (URA) has tightened approval for applications for new hotels, backpackers' hostels or boarding houses on sites that are not zoned for hotel use

Note: The above chart does not take into account the following closures for renovations and re-openings

Sources: CBRE report issued as at January 2017

Urban Redevelopment Authority, Second Half 2014 Government Land Sales (GLS) Programme, 10 June 2014

Channel News Asia, "New hotels cannot be built on non-designated sites: URA", 7 July 2014



Transformation of Tourism Landscape – Upcoming Developments & Events



STB-Walt Disney Tie-up for Disney Entertainment Activities (2017-2019)

First-of-its-kind thematic Disney activities for locals and tourists



Changi Terminal 4 (2017*) & Project Jewel (2019*)

Catering for greater air traffic and creating a unique airport hub experience



New attractions at Sentosa (TBA)

One nature-based adventure attraction and another on an 'interactive and skill-based' concept



Novena Health City (2018*)

Integrating health services, research and education, commercial and leisure facilities



EU-ASEAN Open Skies (2017*)

Comprehensive air transport agreement that encourages growth in air traffic and better connectivity between the regions



Mandai Makeover (2020*)

A wildlife and nature heritage project, integrating new attractions with the Singapore Zoo, Night Safari and River Safari



IV. Financial Highlights







Executive Summary – Performance vs LY

	FY 2016 \$	FY 2015 \$	Variance %
Gross Revenue (\$'000)	109,055	114,617	(4.9)
Net Property Income (\$'000)	98,355	103,657	(5.1)
Income Available for Distribution (\$'000)	78,142	82,221	(5.0)
Distribution per Stapled Security (cents)	4.33	4.60	(5.9)

- Gross revenue in FY 2016 decreased 4.9% due to a decrease in revenue from the hospitality portfolio and commercial spaces.
- Net property income was lower by 5.1% in FY 2016.
- Income available for distribution was lower by 5.0% in FY 2016. Distribution per stapled security ("DPS") was 4.33 cents in FY 2016.



Executive Summary – Performance vs LY

	1Q 2017 \$	1Q 2016 \$	Variance %
Gross Revenue (\$'000)	24,775	27,365	(9.5)
Net Property Income (\$'000)	22,124	24,679	(10.4)
Income Available for Distribution (\$'000)	16,931	19,444	(12.9)
Distribution per Stapled Security (cents)	0.93	1.08	(13.9)

- Gross revenue declined 9.5% year-on-year to \$24.8 million in 1Q 2017, mainly due to a decrease in master lease rental.
- Lower property expenses, trust expenses and finance costs insufficient to mitigate the shortfall in revenue.
- Income available for distribution was \$16.9 million, which translates into a DPS of 0.93 cents.



Portfolio Performance – Key Highlights for 1Q 2017

Hotels

- The average occupancy of the hotels in the portfolio remained stable at 88.1%. The average daily rate fell 4.7% to \$152.
- The hotels continued to face pressure from companies exercising prudence in their business travel spending, but demand from leisure travellers remained healthy. Heightened competition as a result of the new hotel supply also put pressure on rates.
- Revenue per available room ("RevPAR") decreased 4.6% to \$134 in 1Q 2017.

Serviced Residences

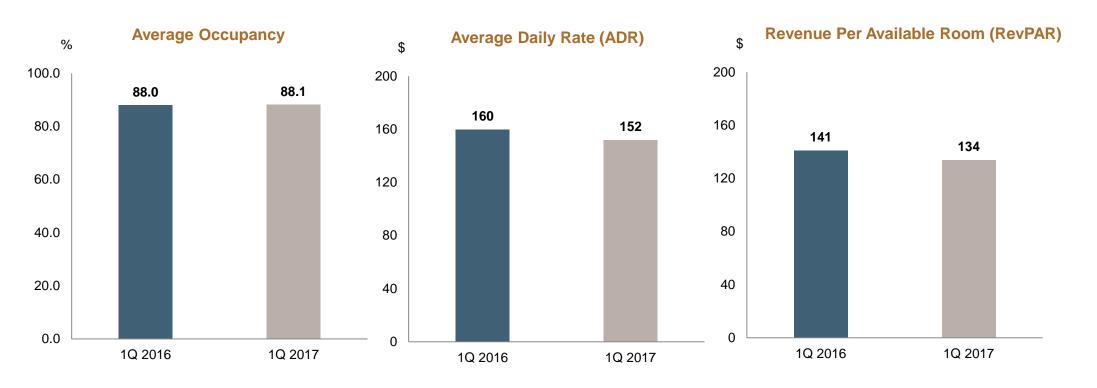
- The average occupancy of the serviced residences decreased to 71.2%. An 1.8% increase
 in rates was not able to offset the fall in occupancy.
- Demand was weak as there were fewer project and training groups coming to Singapore given the slowdown in corporate activities. These groups typically provide the base for our business.
- Revenue per available serviced residence unit ("RevPAU") was \$162 in 1Q 2017, 14.0% lower year-on-year. Demand picked up towards the later part of 1Q 2017.

Excluded Commercial Premises

Revenue from the excluded commercial premises (i.e. retail and office spaces) was relatively stable.



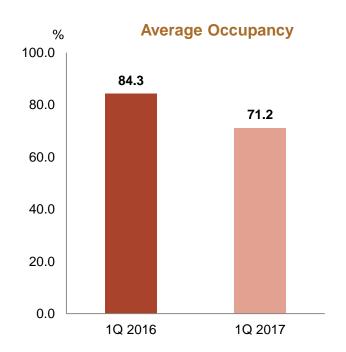
Portfolio Performance 1Q 2017 - Hotels

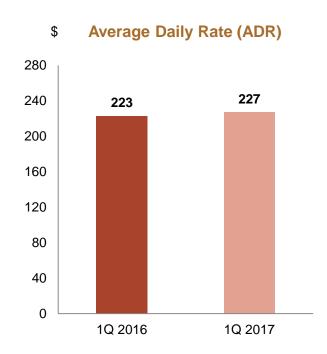


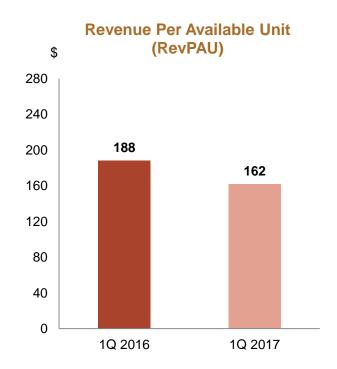
	1Q 2016	1Q 2017	Variance
Average Occupancy (%)	88.0	88.1	0.1pp
ADR (\$)	160	152	(4.7%)
RevPAR(\$)	141	134	(4.6%)



Portfolio Performance 1Q 2017 – Serviced Residences



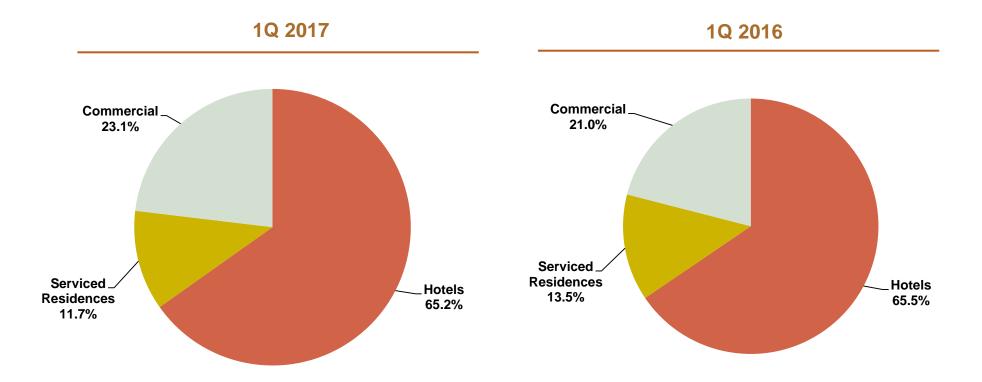




	1Q 2016	1Q 2017	Variance
Average Occupancy (%)	84.3	71.2	(13.1pp)
ADR (\$)	223	227	1.8%
RevPAU (\$)	188	162	(14.0%)



Breakdown of Gross Revenue – Total Portfolio

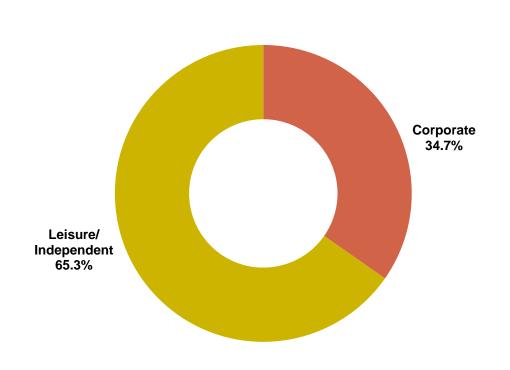


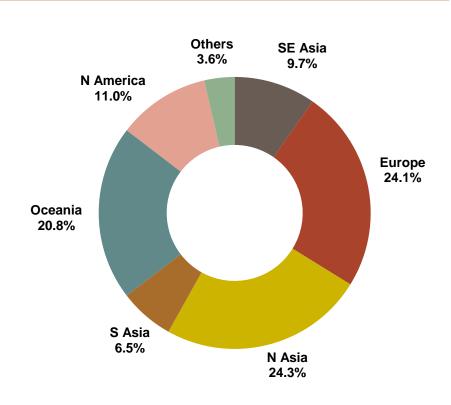


Market Segmentation 1Q 2017 – Hotels

Hotels (by Revenue)

Hotels (by Region)





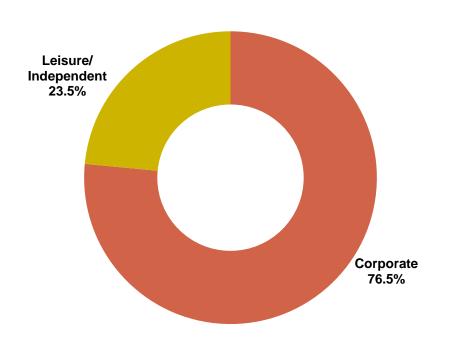
- Leisure segment contributed 65.3% of hotel revenue in 1Q 2017, up from 61.0% a year ago.
- The decrease in revenue contribution from Europe and N America was partially compensated by higher contribution from Oceania.

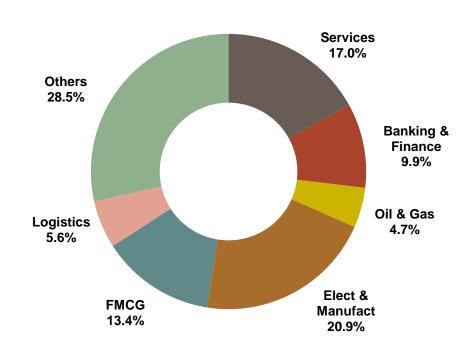


Market Segmentation 1Q 2017 – Serviced Residences

Serviced Residences (by Revenue)

Serviced Residences (by Industry)





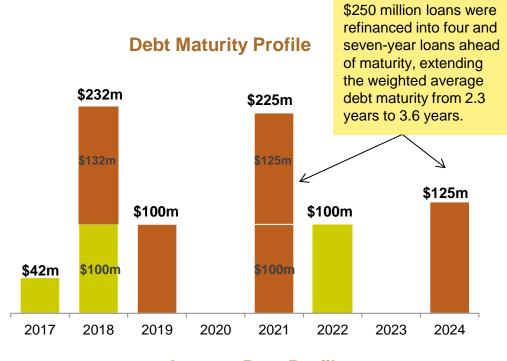
- Corporate segment contributed 85.0% of revenue for serviced residences in 4Q 2016, compared with 90.3% a year ago.
- The decrease in revenue contribution from Banking & Finance and Services was partially offset by a growth in Oil & Gas and Electronics & Manufacturing.



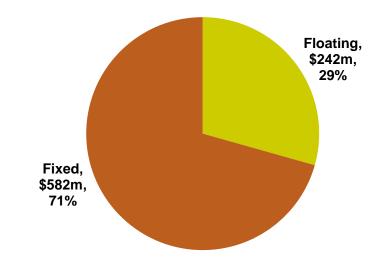
Capital Management

As at 31 March 2017

Total debt	\$824 m
Available revolving facility	\$58m
Gearing ratio	32.3%
Unencumbered asset as % total asset	100%
Proportion of fixed rate	71%
Weighted average debt maturity	3.6 years
Average cost of debt	2.5%



Interest Rate Profile





Distribution Reinvestment Plan

- Introduction of Distribution Reinvestment Plan which will apply to the distribution for the period from 1 January 2017 to 31 March 2017
- Issue price represents a 2% discount
- Notices of Election and Tax Declaration Forms to be despatched on or around 29 May 2017
- Enable Stapled Securityholders to increase holdings in Far East H-Trust without incurring brokerage or other transaction costs
- Cash retained to fund growth and expansion, and strengthen working capital



Thank You

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Appendix







Far East H-Trust Asset Portfolio Overview

Hotels

















	Village Hotel Albert Court	Village Hotel Changi	The Elizabeth Hotel	Village Hotel Bugis	Oasia Hotel	Orchard Parade Hotel	The Quincy Hotel	Rendezvous Hotel & Gallery	Total / Weighted Average
Market Segment	Mid-tier	Mid-tier	Mid-tier	Mid-tier	Mid-tier / Upscale	Mid-tier / Upscale	Upscale	Upscale	NA
Address	180 Albert Street, S'pore189971	1 Netheravon Road, S'pore 508502	24 Mount Elizabeth, S'pore 228518	390 Victoria Street, S'pore 188061		1 Tanglin Road, S'pore 247905	22 Mount Elizabeth Road, S'pore 228517	9 Bras Basah Road, S'pore 189559	
Date of Completion	3 Oct 1994	30 Jan 1990 ²	3 May 1993	19 Oct 1988	2 June 2011	20 June 1987 ²	27 Nov 2008	5 June 2000 ²	
# of Rooms	210	380	256	393	428	388	108	298	2,461
Lease Tenure ¹	71 years	61 years	71 years	62 years	88 years	46 years	71 years	67 years	NA
GFA/Strata Area (sq m)	11,426	22,826	11,723	21,676	22,457	34,072	4,810	19,720	
Retail NLA (sq m)	1,003	778	583	1,164	NA	3,761	NA	2,824	10,113
Office NLA (sq m)	NA	NA	NA	NA	NA	2,509	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.	Orchard Parade Holdings Limited	Golden Development Private Limited	Serene Land Pte Ltd	
Valuation (S\$ 'mil)1	119.2	232.8	170.0	228.0	339.0	417.0	80.0	280.5	1,866.5

² Date of acquisition by Sponsor, as property was not developed by Sponsor



¹ As at 31 December 2016

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

Clarke Quay	Hougang	Robertson Quay	House	Weighted Average
Mid-tier	Mid-tier	Mid-tier	Upscale	NA
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	
19 Feb 1998	30 Dec 1999	12 July 1996	24 Oct 2000	
128	78	72	90	368
76 years	77 years	74 years	77 years	NA
17,858	8,598	10,570	10,723	53,808
2,213	NA	1,179	539	3,931
Office: 1,474 Serviced Office: 696	NA	NA	2,307	4,477
OPH Riverside Pte Ltd	Serene Land Pte Ltd	Riverland Pte Ltd	Oxley Hill Properties Pte Ltd	
203.3	67.0	112.6	168.5	551.4
	Mid-tier 20 Havelock Road, S'pore 059765 19 Feb 1998 128 76 years 17,858 2,213 Office: 1,474 Serviced Office: 696 OPH Riverside Pte Ltd	Mid-tier Mid-tier 20 Havelock Road, S'pore 059765 1 Hougang Street 91, S'pore 538692 19 Feb 1998 30 Dec 1999 128 78 76 years 77 years 17,858 8,598 2,213 NA Office: 1,474 Serviced Office: 696 NA OPH Riverside Pte Ltd Serene Land Pte Ltd	Mid-tier Mid-tier Mid-tier 20 Havelock Road, S'pore 059765 1 Hougang Street 91, S'pore 538692 30 Robertson Quay, S'pore 238251 19 Feb 1998 30 Dec 1999 12 July 1996 128 78 72 76 years 77 years 74 years 17,858 8,598 10,570 2,213 NA 1,179 Office: 1,474 Serviced Office: 696 NA NA OPH Riverside Pte Ltd Serene Land Pte Ltd Riverland Pte Ltd	Mid-tier Mid-tier Mid-tier Upscale 20 Havelock Road, S'pore 059765 1 Hougang Street 91, S'pore 238251 30 Robertson Quay, S'pore 238251 121 Penang House, S'pore 238464 19 Feb 1998 30 Dec 1999 12 July 1996 24 Oct 2000 128 78 72 90 76 years 77 years 74 years 77 years 17,858 8,598 10,570 10,723 2,213 NA 1,179 539 Offfice: 1,474 Serviced Office: 696 NA NA 2,307 OPH Riverside Pte Ltd Serene Land Pte Ltd Riverland Pte Ltd Oxley Hill Properties Pte Ltd