

OUE HOSPITALITY TRUST

1Q2018 Financial Results

2 May 2018

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1Q2018 Highlights

- Revenue and net property income (NPI) higher driven by better hospitality segment performance
- Portfolio hotel RevPAR increased 8.6%
- Mandarin Orchard Singapore (MOS) achieved its fourth consecutive quarter of RevPAR increase as compared to previous corresponding quarters with 6.9% RevPAR increase
- Crowne Plaza Changi Airport's (CPCA's) operating performance has progressively improved with RevPAR increasing 13.6% to $184 in 1Q2018 from $162 in 1Q2017
- Mandarin Gallery recorded a healthy occupancy of 96.0% for 1Q2018, higher than the occupancy of 94.7% achieved in 1Q2017, with lower effective rent of $22.6 psf/mth
- Timely refinancing of loans in December 2017 has resulted in savings in interest expense

RevPAR: revenue per available room





OUE HOSPITALITY TRUST

Financial Highlights & Capital Management

1Q2018 Financial Highlights

	1Q2018 S$'000	1Q2017 S$'000	Increase/ (Decrease) %
Gross revenue:			
- Hospitality	24,259	23,380	3.8
- Retail	8,423	8,706	(3.3)
	32,682	32,086	1.9
Net property income:			
- Hospitality	22,053	20,999	5.0
- Retail	6,235	6,434	(3.1)
	28,288	27,433	3.1
Other income[1]:	-	1,625	n.m.
Distributable income	**22,910**	**23,458**	**(2.3)**
DPS (cents)	**1.26**	**1.30**	**(3.1)**

- Gross revenue for 1Q2018 was $0.6 million higher than 1Q2017. Hospitality segment posted higher revenue which more than offset the lower revenue from retail segment.
- NPI for 1Q2018 was $0.9 million higher than 1Q2017 due to higher gross revenue from hospitality segment and lower property expenses, partially offset by lower gross revenue from retail segment.
- Income available for distribution was $0.5 million lower than 1Q2017 as OUE H-REIT no longer receives income support for CPCA and income from the retail segment was lower, this was partially mitigated by higher income received from hospitality segment and lower interest expense.
- The DPS for 1Q2018 was 1.26 cents, 3.1% lower as compared to 1.30 cents for 1Q2017.

[1]Other income relates to income support provided by OUEAH pursuant to the Deed of Income Support. OUE H-REIT had fully drawn down the entire income support of $7.5 million as at 3Q2017.

1Q2018 vs 1Q2017 – Hospitality Highlights

	Revenue			Net property income			RevPAR		
	1Q2018 S$'m	1Q2017 S$'m	Increase/ (Decrease) %	1Q2018 S$'m	1Q2017 S$'m	Increase/ (Decrease) %	1Q2018 S$	1Q2017 S$	Increase/ (Decrease) %
Mandarin Orchard Singapore (MOS)	18.7	17.8	5.1	17.9	16.9	5.9	232	217	6.9
Crowne Plaza Changi Airport (CPCA)	5.6	5.6	-	4.2	4.1	2.4	184	162	13.6
Hospitality segment	24.3	23.4	3.8	22.1	21.0	5.2	215	198	8.6

- Hospitality revenue was $0.9 million higher than 1Q2017 due to higher master lease income from MOS.
- Master lease income from MOS was higher as MOS recorded a higher RevPAR of $232 (1Q2017: $217) due to higher average room rates across all segments and higher demand from the corporate and wholesale segments. Higher master lease income was also attributable to higher sales in food and beverage outlets.
- Master lease income from CPCA had remained the same as 1Q2017 at minimum rent. Notwithstanding CPCA's operating performance had progressively improved and achieved higher RevPAR of $184 (1Q2017: $162), the master lease income was below the minimum rent, hence minimum rent was received.

RevPAR: revenue per available room

1Q2018 vs 1Q2017 – Retail Highlights

	1Q2018 S$'000	1Q2017 S$'000	Increase/ (Decrease) %
Gross revenue:			
- Hospitality	24,259	23,380	3.8
- Retail	8,423	8,706	(3.3)
	32,682	32,086	1.9
Net property income:			
- Hospitality	22,053	20,999	5.0
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Other income:	-	1,625	n.m.
Distributable income	**22,910**	**23,458**	**(2.3)**
DPS (cents)	**1.26**	**1.30**	**(3.1)**

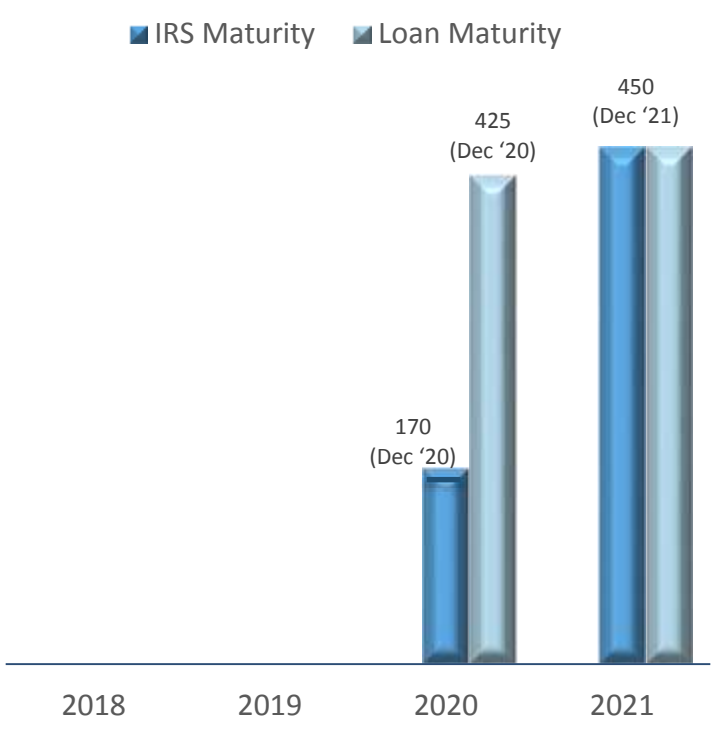
- Retail segment pertains to rental and other income from the Mandarin Gallery shopping mall.
- Retail revenue for 1Q2018 was $0.3 million lower than 1Q2017.
- The lower retail revenue in 1Q2018 was due to lower effective rent per square foot per month of $22.6 (1Q2017: $23.7) as a result of negative rental reversion in the preceding quarters.
- Occupancy rate was higher in 1Q2018 at 96.0% (1Q2017: 94.7%).

Distribution Details

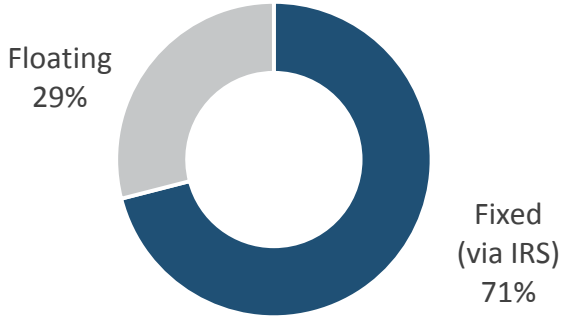
Distribution Period	1 January 2018 to 31 March 2018
Distribution Rate	1.26 cents
Ex-Distribution Date	8 May 2018
Book Closure Date	10 May 2018
Distribution Payment Date	4 June 2018

Capital Management (As at 31 Mar 2018)

Debt and Interest Maturity Profile (S$ 'm)



Interest Rate Profile



Gearing	38.7%
Average Cost of Debt	2.3% per annum (1Q2018)
Debt Maturity	Weighted average remaining tenor of 3.3 years
Interest Cover Ratio	5.0 times (1Q2018)
Revolving Credit Facilities	$105 million (undrawn)

- OUE H-REIT has no loan due until December 2020.

Note: IRS: Interest rate swap

Balance Sheet Highlights (As at 31 Mar 2018)

	S$ 'm
Investment Properties	2,218.4
Total assets	**2,262.1**
Borrowings (secured)	875.0
Total liabilities	**880.9**
Net assets	**1,381.2**
NAV per Stapled Security (S$)	**0.76**
Closing price on 29 Mar 2018 (S$)	**0.825**
Premium to NAV (%)	**+8.6%**



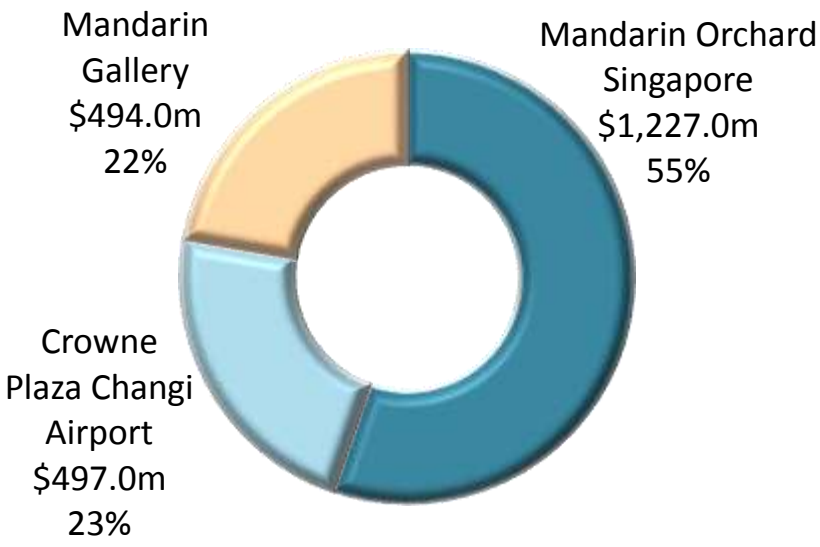


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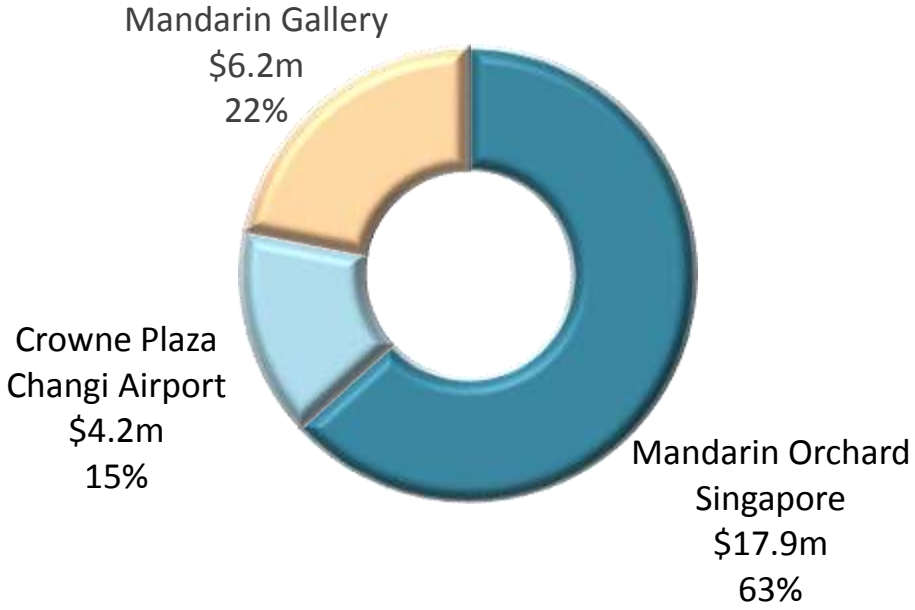
Portfolio Highlights

Asset Value and NPI Contribution

Breakdown by Asset Value[1]



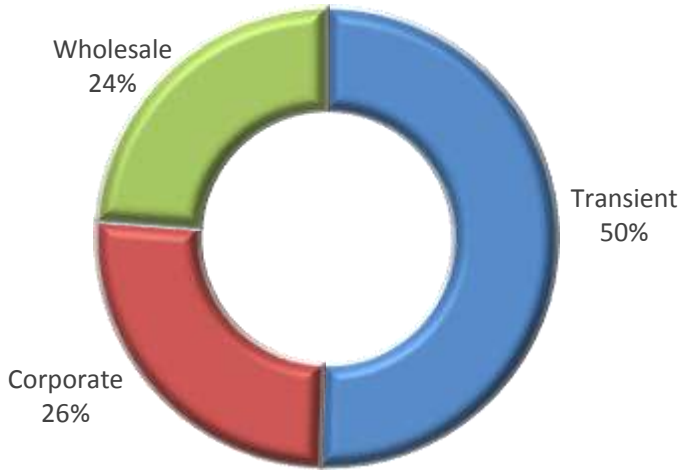
1Q2018 Breakdown by NPI Contribution



[1] Based on independent valuations as at 31 December 2017.

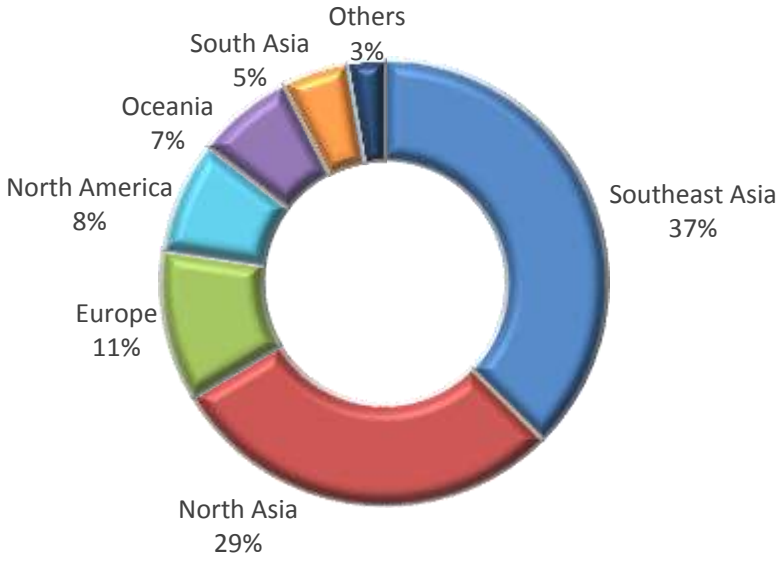
Portfolio Customer Profile (By Geography)

Portfolio Customer Profile (By Segment Based on Room Revenue)[1] 1Q2018



[1] ***"Transient"*** *refers to revenue derived from rental of rooms and suites to individuals or groups, who do not have a contract with the Hotel*
*"**Corporate**" refers to revenue derived from the rental of rooms and suites booked via a corporate or government company that has contracted annual rates with the Hotel*
*"**Wholesale**" refers to revenue derived from the rental of rooms and suites booked via a third party travel agent on a wholesale contracted rate basis*
Note: *Excludes aircrew and delays.*

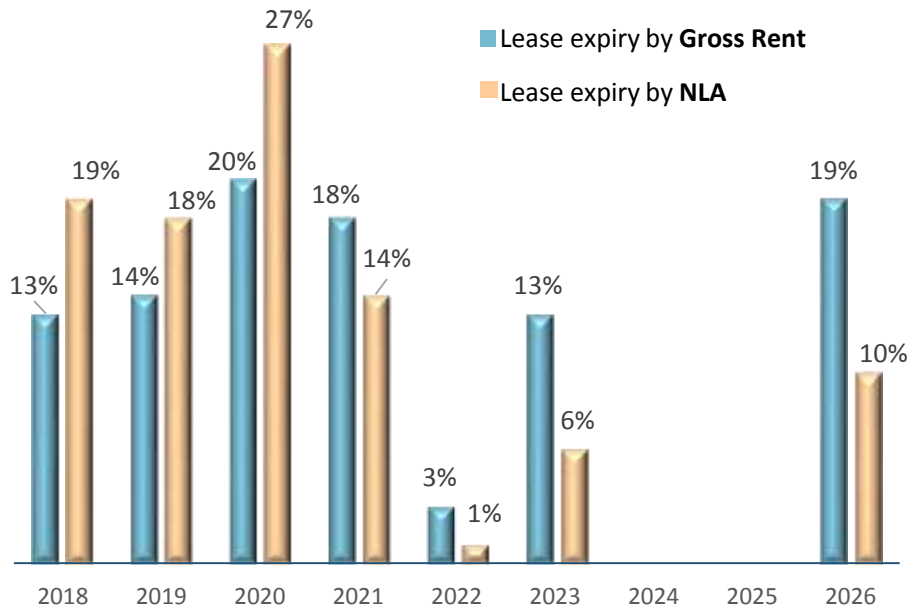
Portfolio Customer Profile (By Geography Based on Room Nights Occupied) 1Q2018



Note: *Excludes aircrew*

Mandarin Gallery – Lease Profile

Mandarin Gallery Lease Expiry Profile as at 31 March 2018[1]



As at 31 Mar 2018:

- Mandarin Gallery was approx. 95% committed[5].
- Average occupancy[6] of about 96.0% for 1Q2018.

Leasing Update

- Rental reversion for base rent was about +2.2% for leases signed in 1Q2018, for approx. 3% of the NLA.

WALE[2] (by Gross Rent[1,3]) : 3.7 yrs

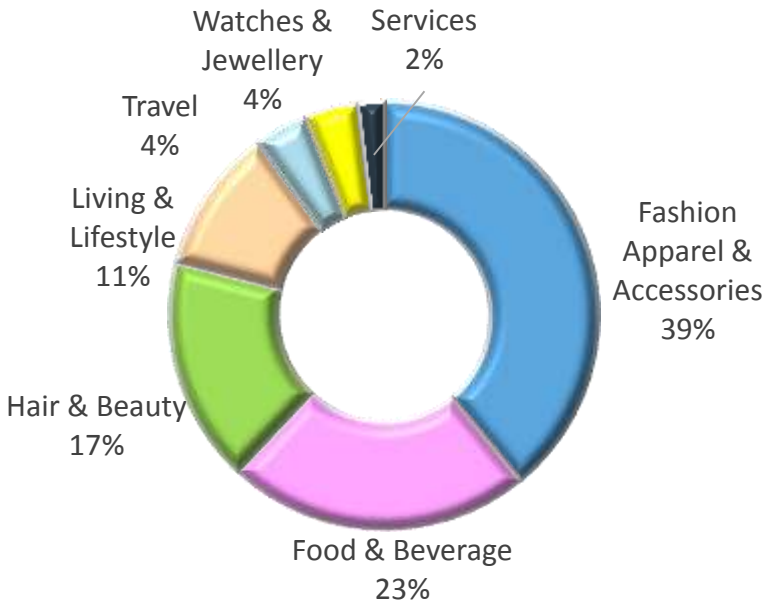
WALE (by NLA[1,4]) : 2.6 yrs

[1]Based on committed tenancies
[2]Weighted average lease expiry
[3]Excludes turnover rent
[4]Net lettable area
[5]Excludes pop-up stores
[6]Includes pop-up stores

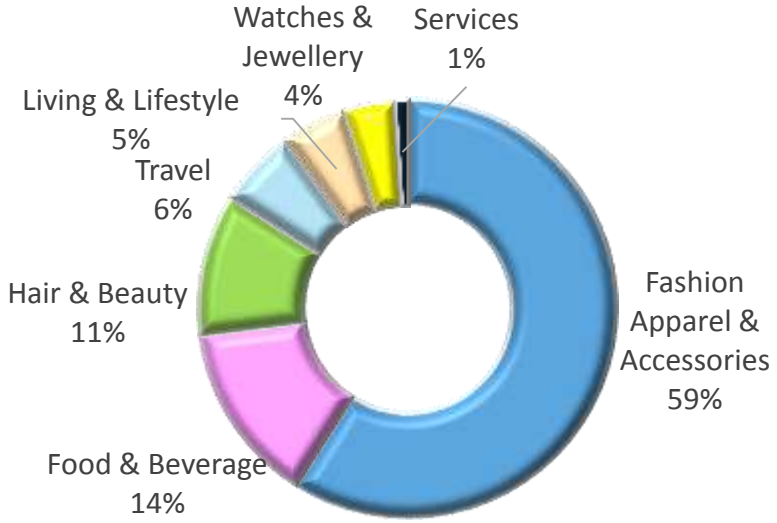
Note: Rental reversion is based on the variance between the average rental rates between the new leases and the preceding leases. New leases for space not leased for more than 12 months are excluded.

Mandarin Gallery - Tenant Mix

NLA
As at 31 Mar 2018[1]



Gross Rent (excludes turnover rent)
As at 31 Mar 2018[1]



[1]*Based on committed tenancies*





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Outlook

Outlook

Based on advance estimates, the Singapore economy grew by 4.3% on a year-on-year basis in the first quarter of 2018, higher than the 3.6% growth in the fourth quarter of 2017.[1] Against a backdrop of an improving global economy, the pace of growth in the Singapore economy is expected to moderate in 2018 as compared to the 3.6% growth in 2017, but remain firm. According to the MTI, the GDP growth forecast for 2018 is 1.5% to 3.5%.[2]

In the tourism sector, Singapore Tourism Board ("**STB**") reported a 7.3%[3] year-on-year increase in international visitor arrivals in the first two months of 2018. The number of visitor days had also increased by 4.0%.[3] For full year 2018, STB has forecast 17.6 million to 18.1 million international visitor arrivals, a growth of 1% to 4% compared to 2017.[4]

In 2018, the return of large biennial events are expected to increase demand for hotel accommodation. Furthermore, Singapore being the ASEAN chairman for the 32nd and 33rd ASEAN Summit, will host meetings and events involving foreign delegates throughout the year. As part of initiatives to continue to raise the profile of Singapore as a quality destination, STB, Changi Airport Group ("**CAG**") and Qantas announced a $5 million partnership to promote Singapore as a destination and a connecting gateway to Asia, Europe and Australia.[5] On the supply front, new room supply in 2018 is expected to slow down. However, as the market has to absorb the additional rooms that came on stream in the second half of 2017, the market environment remains competitive.

Challenges in Singapore's retail scene remain, with tenants more cautious and taking a longer time to renew or commit to leases. Whilst we continue to explore leasing opportunities to optimise the occupancy of Mandarin Gallery, we remain committed to curating the right tenant mix to retain the mall's positioning as a destination mall.

We will continue to actively seek growth opportunities and yield accretive acquisitions from our Sponsor and third parties.

[1]MTI Press Release. Singapore's GDP Grew by 4.3 Per Cent in the First Quarter of 2018. 13 April 2018
[2]MTI Press Release. MTI Expects GDP Growth in 2018 to Moderate But Remain Firm. 14 February 2018
[3]Singapore Tourism Board, International Visitor Arrivals Statistics. 30 April 2018
[4]STB Press Release. Singapore tourism sector performance breaks record for the second year running in 2017. 12 February 2018
[5]Changi Airport Group, Press Release 'Qantas inks Strategic Marketing Partnership with Singapore Tourism Board and Changi Airport Group'. 13 March 2018





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Thank You





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Appendices

- Overview of OUE H-Trust
- OUE H-Trust's Portfolio
- Singapore Tourism - Highlights
- About the Sponsor – OUE Limited

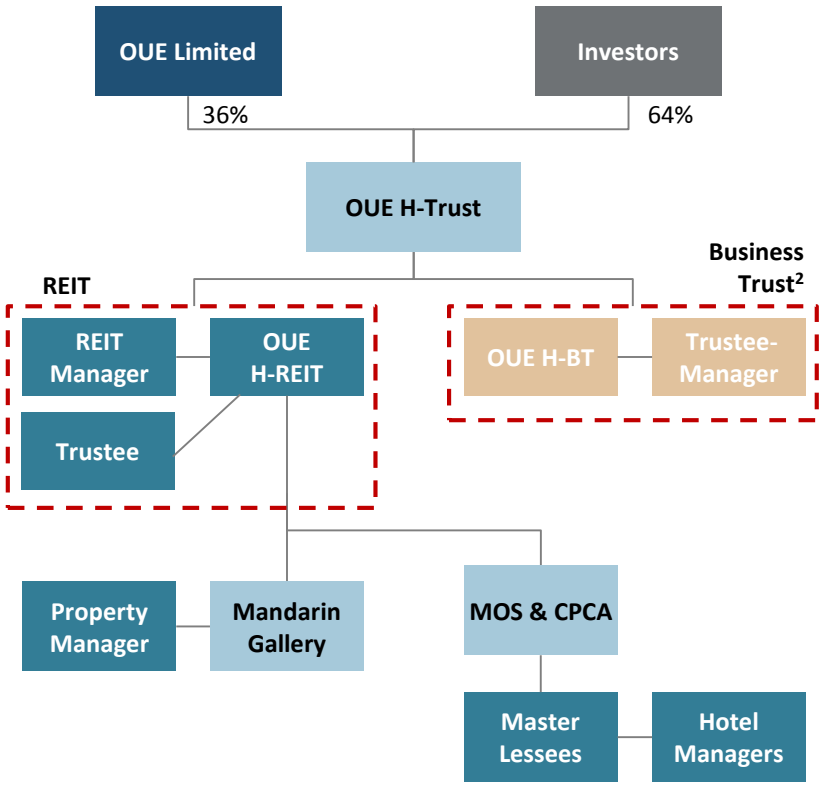




OUE HOSPITALITY TRUST

Overview of OUE H-Trust

Overview of OUE H-Trust



As at 1 Mar 2018

Investment Mandate	■ Investing, directly or indirectly, in a portfolio of income-producing real estate used primarily for hospitality and / or hospitality-related purposes[1], whether wholly or partially, as well as real estate-related assets
Quality Portfolio	■ Mandarin Orchard Singapore (MOS) located in the heart of Orchard Road, Singapore's premium shopping belt ■ Crowne Plaza Changi Airport (CPCA) strategically located at Singapore's Changi Airport with connectivity to passenger terminals and within a short distance to Changi Business Park ■ Mandarin Gallery (MG) is a high-end retail mall situated within four levels of MOS. It has a wide main frontage of 152 metres along Orchard Road providing a high degree of visibility
Income Stability	■ Downside protection via Master Lease Agreements for MOS and CPCA ■ WALE[3] of approx. 3.8 years (by gross rent) for Mandarin Gallery
Strong Sponsor	■ Committed Sponsor in OUE Limited which has a stake of about 36% in OUE H-Trust ■ Sponsor has proven track record in real estate ownership and operations ■ Leverage on Sponsor's asset enhancement and redevelopment expertise
Market Capitalisation	■ S$1.52 billion as at 30 April 2018 based on closing price of S$0.84 per stapled security

[1] Real estate which is used for hospitality purposes includes hotels, serviced residences, resorts and other lodging facilities, whether in existence by themselves as a whole or as part of larger mixed-use developments, which may include commercial, entertainment, retail and leisure facilities, while properties which are used for hospitality-related purposes include retail and/or commercial assets which are either complementary to or adjoining hospitality assets which are owned by OUE H-REIT or which OUE H-REIT has committed to buy

[2] Dormant as at listing and is the master lessee of last resort

[3] Weighted average lease expiry





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OUE H-Trust's Portfolio

Premier Portfolio of High Quality Landmark Assets

Mandarin Orchard Singapore



- ✓ Located in the heart of Orchard Road
- ✓ A world class hospitality icon in Singapore since 1971
- ✓ One of the top accommodation choices in Singapore for leisure and business travellers globally
- ✓ Largest hotel on Orchard Road with 1,077 rooms and more than 30,000 sqft of meeting and function space
- ✓ Shisen Hanten by Chen Kentaro awarded two stars in the Michelin Guide Singapore in the inaugural 2016 edition and in the 2017 edition
- ✓ Chatterbox, home of the legendary Mandarin Chicken Rice, made it to the Hall of Fame for winning the SPBA Heritage Brand distinction five years in a row

GFA (sq ft '000)	990
No. of Available Rooms	1,077
Car Park Lots	441
Valuation as at 31 Dec 2017	S$1,227 million
Leasehold Tenure	99-yr lease commencing from 1 July 1957

Popular F&B

CHATTERBOX

triple three

bar on 5.

COFFEE & CRUST

SHISEN HANTEN

Awards & Accolades

TTG TRAVEL AWARDS 2017

Best City Hotel, Singapore

MICHELIN

The MICHELIN Guide 2016 & 2017

Singapore

Shisen Hanten

Overview of Master Leases

Mandarin Orchard Singapore

Property	Mandarin Orchard Singapore
No. of Guestrooms	1077
Master Lease Rental	Variable Rent Comprising Sum of: (i) 33.0% of MOS GOR[1] ; and (ii) 27.5% of MOS GOP[2]; subject to Minimum Rent of $45 million[3]
Master Lessee	▪ OUE Limited
Tenure	▪ First term of 15 years to expire in July 2028 ▪ Option to renew for an additional 15 years on the same terms and conditions
FF&E Reserve	▪ 3% of GOR

[1] Gross operating revenue
[2] Gross operating profit
[3] The rental under the Master Lease will be the minimum rent if the amount of variable rent for that operating year is less than the amount of minimum rent

Premier Portfolio of High Quality Landmark Assets

Crowne Plaza Changi Airport



- ✓ Located at Singapore Changi Airport – The hotel has direct access to the passenger terminals and is within a short distance to Changi Business Park
- ✓ Designed by award-winning architectural firm WOHA
- ✓ The hotel has 563 rooms including 27 suites, four food & beverage outlets and eight meeting rooms (including a ballroom)
- ✓ Managed by InterContinental Hotels Group (IHG)

	Crowne Plaza Changi Airport (CPCA)
Completion of Acquisition	30 January 2015 (for the operating hotel) 1 August 2016 (for the extension)
Approx. GFA (sq ft '000)	439
No. of Available Rooms	563
Valuation as at 31 Dec 2017	$497 million
Leasehold Tenure	Approx. 66 years remaining, expiring on 29 August 2083

Awards & Accolades

- ✓ Best Airport Hotel – 27th Annual TTG Travel Awards
- ✓ World Best Airport Hotel - Skytrax World Airport Awards 2015, 2016, 2017 & 2018
- ✓ Travel Weekly Asia 2016 Readers Choice - Best Airport Hotel

Overview of the Master Leases

Crowne Plaza Changi Airport

Property	**CPCA and CPEX (w.e.f. 1 August 2016)**
No. of Guestrooms	563
Master Lease Rental	Variable Rent Comprising Sum of: (i) 4% of Hotel F&B Revenues; (ii) 33% of Hotel Rooms and Other Revenues not related to F&B; (iii) 30% Hotel Gross Operating Profit; and (iv) 80% of Gross Rental Income from leased space; subject to Minimum Rent of $22.5 million[1]
Income Support	Aggregate of $7.5 million has been fully drawn down in 3Q2017[2]
Master Lessee	OUE Airport Hotel Pte. Ltd. (OUEAH)
Tenure	■ First term of Master Lease to expire in May 2028 ■ Master Lessee has option to renew for an additional two consecutive 5-year terms
Capital Replacement Contribution	■ Aligned with hotel management agreement between OUEAH and IHG ■ Generally at 3% of GOR

[1] The rental under the Master Lease will be the minimum rent if the amount of variable rent for that operating year is less than the amount of minimum rent

[2] In 3Q2017, OUE H-REIT has fully drawn down the full income support of $7.5 million with a final claim of the remaining $1.6 million.

Premier Portfolio of High Quality Landmark Assets

Mandarin Gallery



- ✓ Prime retail landmark on Orchard Road featuring six duplexes and six street front shop units
- ✓ Completed in 2009 with a high degree of prominence given 152-metre wide frontage along Orchard Road
- ✓ Preferred location for flagship stores of international brands
- ✓ Minimal brand duplication versus neighbouring malls
- ✓ Tailored destination for its specific target audience

GFA (sq ft '000)	196
Retail NLA (sq ft '000)	126
Valuation as at 31 Dec 2017	$494 million
Leasehold Tenure	99-yr lease commencing from 1 July 1957

High Quality and Diverse Tenant Base

Retail

VICTORIA'S SECRET
MICHAEL KORS
MaxMara
RIMOWA
BIMBA Y LOLA
Y-3

F&B

b.é.n.i
artea
social painting & tea
LAWRY'S THE PRIME RIB Singapore
THE PROVIDORE



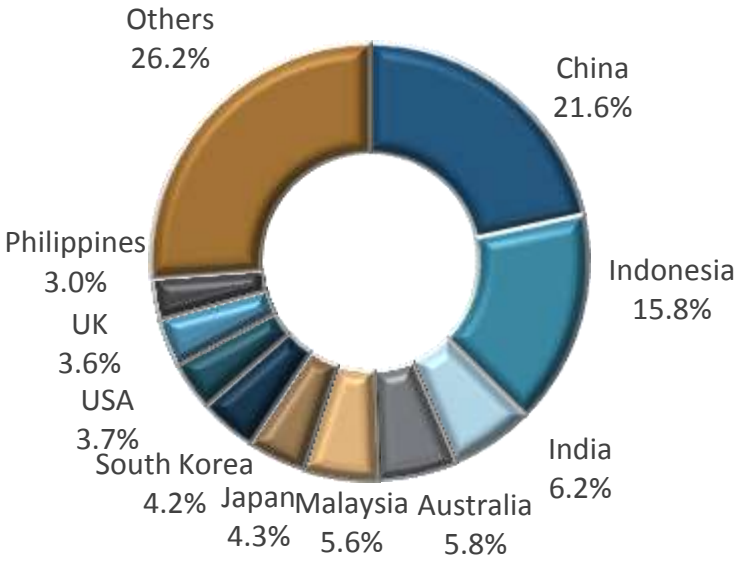


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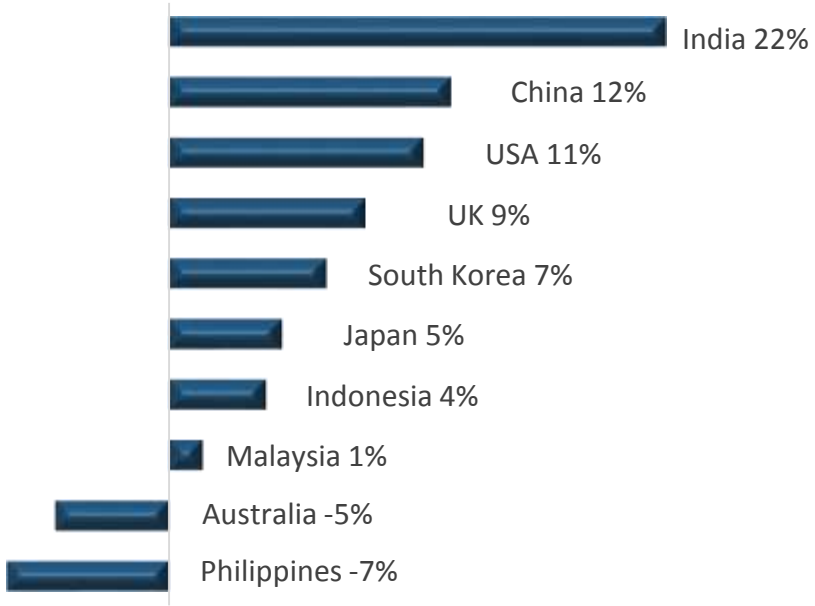
Singapore Tourism - Highlights

International Visitor Arrivals to Singapore (Top Markets)

Visitor Arrivals (By Country)
YTD Feb 2018



Top 10 Inbound Markets Growth Rate (Year-on-Year)
YTD Feb 2018



- **For the first two months of 2018, international visitor arrivals to Singapore was 3.05 million, an increase of 7.3% over the same period last year**
- **No. of visitor days increased 4.0% for the same period**

Source: Singapore Tourism Board, International Visitor Arrivals Statistics, 30 April 2018

Singapore – Multi-Faceted Offerings

Increased Prominence as Host Venue for Regional and International Sports Events

singaporeGP

BNP PARIBAS WTA FINALS SINGAPORE presented by SCglobal

HSBC SEVENS WORLD SERIES IRB

Established Cultural and Leisure Marquee Events

chingay PARADE SINGAPORE

THE GREAT SINGAPORE SALE 9 JUN - 13 AUG 2017

26-30 OCT 2016 SINGAPORE FASHION WEEK

2017 singapore international festival of arts

Information & Image Sources: Websites of Singapore Tourism Board, Women's Tennis Association, International Rugby Board, F1, Singapore Airshow, Chingay Parade Singapore, The Great Singapore Sale, Singapore Fashion Week and Singapore International Festival of Arts

Top International MICE Destination

- ✓ **Top APAC Meeting City**
  - Union of International Associations 2016
- ✓ **Asia Pacific Top Convention City**
  - ICCA Global Rankings 2016
- ✓ **Best BT MICE City**
  -TTG Travel Awards 2016
- ✓ **Top Asia Pacific Destination**
  - Inaugural CVENT Top 25 Asia Pacific Destinations 2016

Source: Singapore Tourism Board
http://www.yoursingapore.com/content/mice/en.html

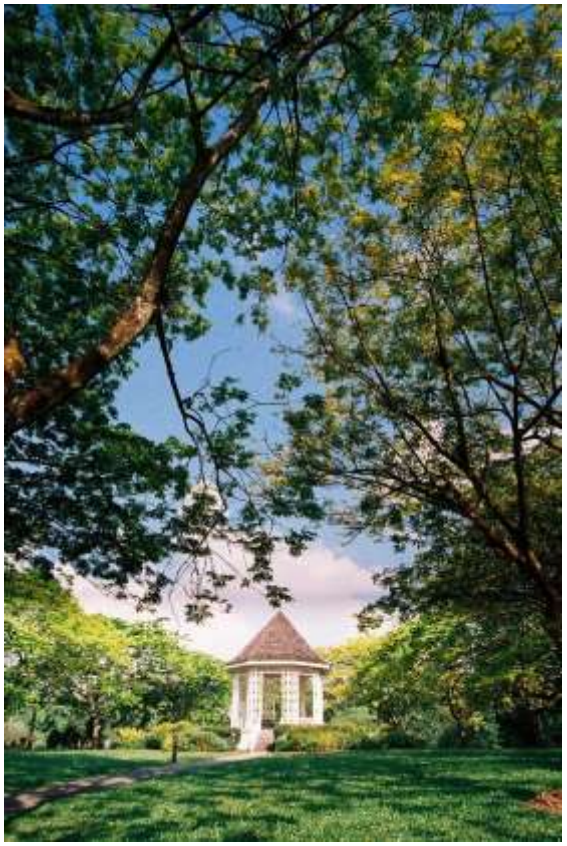
Other Initiatives

- ✓ **Qantas, Singapore Tourism Board (STB) and Changi Airport Group (CAG)** announced a S$5 million partnership to promote Singapore as a destination and a connecting gateway to Asia, Europe and Australia.
- ✓ **CAG, Singapore Airlines and STB** sign new $34 million joint tripartite partnership to strengthen Singapore's destination appeal, promoting Singapore as an attractive stopover and twinning destination.
- ✓ **STB and The Walt Disney Company Southeast Asia to form multi-year collaboration –** provide unique and fun experiences themed around Disney's biggest brands and most popular stories and characters.

Source: Singapore Tourism Board Media Releases

Singapore – Multi-Faceted Offerings (cont'd)

Singapore Botanic Gardens – Inscribed as a UNESCO World Heritage Site on 4 July 2015













Information & Image Sources: Websites of Singapore Botanic Garden

Upcoming Attractions and Developments



Changi Airport Terminal 4 – Opened 31 Oct 2017
Jewel Changi Airport – Est Opening 2019



Revamp and expansion of Mandai zoo precinct
Est Completion ~ 2020

Information & Image Sources: Websites of Jewel Changi Airport, Changi Airport Group, Wildlife Reserves Singapore, Straits Times (14 Jan 2015) – 'Major makeover of Mandai zoo precinct to be led by Temasek Holdings and STB'





OUE HOSPITALITY TRUST

About the Sponsor – OUE Limited

OUE – Leading Property Developer in Singapore

Track Record in Real Estate Ownership and Operations

Diversified real estate owner, developer and operator with a real estate portfolio located in Asia and the United States, across commercial, hospitality, retail, residential and healthcare segments

Commercial



OUE Bayfront
OUE Commercial REIT



Lippo Plaza, Shanghai
OUE Commercial REIT



One Raffles Place
Towers 1 & 2, and Shopping Mall
OUE Commercial REIT



OUE Downtown
Towers 1 and 2
(100% stake)



U.S. Bank Tower,
Los Angeles
(100% stake)

Hospitality



Mandarin Orchard
Singapore
OUE Hospitality Trust



Crowne Plaza Changi
Airport
OUE Hospitality Trust



Marina Mandarin
(30% stake)



Crowne Plaza Changi
Airport Extension[1]

Retail



Mandarin Gallery
OUE Hospitality Trust



Downtown Gallery
(100% stake)

Residential



OUE Twin Peaks
(100% stake)

Healthcare



Chengdu Hospital
Development Project, China

Portfolio of 16 healthcare assets across China, Japan and Malaysia

Properties in OUE Hospitality Trust's Portfolio

[1]*The acquisition of the 243-room Crowne Plaza Changi Airport Extension (CPCA) was completed on 1 August 2016.*

OUE – Leading Property Developer in Singapore

Proven Track Record in Asset Enhancement

Mandarin Gallery

Before redevelopment:



After redevelopment:



- S$200 million conversion of the old hotel lobby of Mandarin Orchard Singapore
  - Addition of 67,447 sq ft of prime retail space
  - Repositioned as a high-end shopping and lifestyle destination
  - Completed in November 2009

OUE Bayfront

Before redevelopment:



After redevelopment



- Redevelopment of the well located former site of Overseas Union House into a premium commercial development comprising a Grade A office building, complemented by retail facilities at its ancillary properties, OUE Tower and OUE Link
- Completed in 2011

U.S. Bank Tower

Before redevelopment:



After redevelopment:



- Transformed tallest office building into a vibrant tourist destination (two outdoor observation decks with 360-degree views of California, 45-foot-long outdoor glass slide from 70th to 69th storey - OUE Skyslide, private event venue and bar for corporate meetings, social events and weddings).
- OUE Skyspace and Skyslide LA opened on 25 June 2016.

Ability to leverage on the Sponsor's asset enhancement and redevelopment expertise

OUE – Leading Property Developer in Singapore

Proven Track Record in Asset Enhancement

OUE Downtown

Before Conversion:





After Conversion:



OFFICE:



- Transformed two landmark towers – 50 storey Tower 1 and 37-storey Tower 2 – linked by a podium, auditorium and multi-storey carpark into a vibrant mixed-use development encompassing offices, a retail podium and serviced residences
- A podium and auditorium were converted into Downtown Gallery, a retail podium with six levels of exciting retail and dining concepts, and a 262-metre-wide frontage and pedestrian walkway
- The 7th to 32nd storeys of the 50-storey Tower 1 were converted into serviced residences, Oakwood Premier OUE Singapore. The total of 268 serviced residences comprise 82 studio, 139 one-bedroom and 47 two-bedroom units.
- OUE Downtown reshapes work, life and play on Shenton Way

RETAIL: DOWNTOWN Gallery







SERVICED APARTMENT: Oakwood PREMIER OUE SINGAPORE







Ability to leverage on the Sponsor's asset enhancement and redevelopment expertise





OUE HOSPITALITY TRUST

Thank you