

Presentation on Far East Hospitality Trust

November 2016

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I. Overview of Far East Hospitality Trust

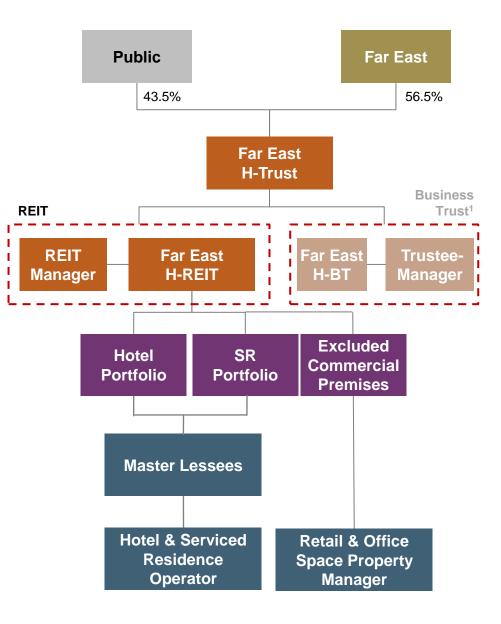






Overview of Far East H-Trust

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
Portfolio	12 properties valued at approximately S\$2.44 billion
	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

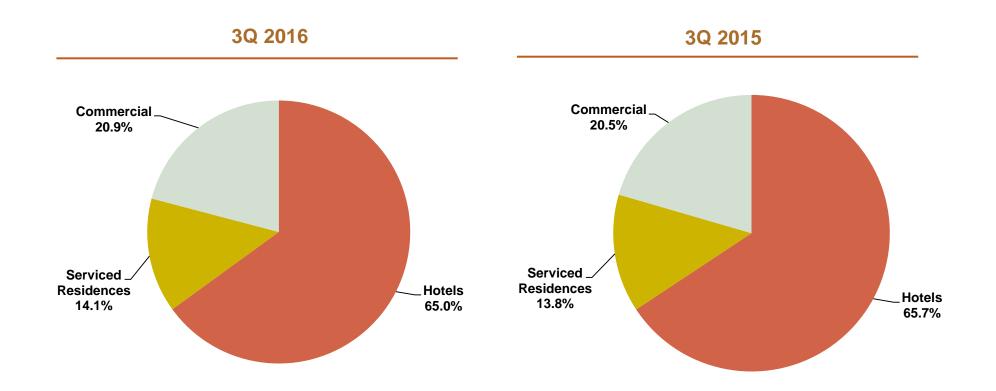




Singapore-Focused Portfolio with High Quality Assets

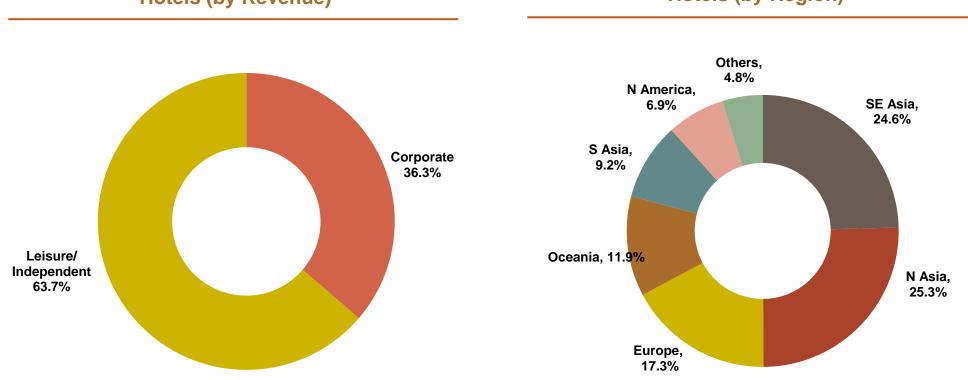
12 Properties, totalling 2,829 hotel rooms and apartment units, valued at ~S\$2.44 bn¹







Market Segmentation 3Q 2016 - Hotels



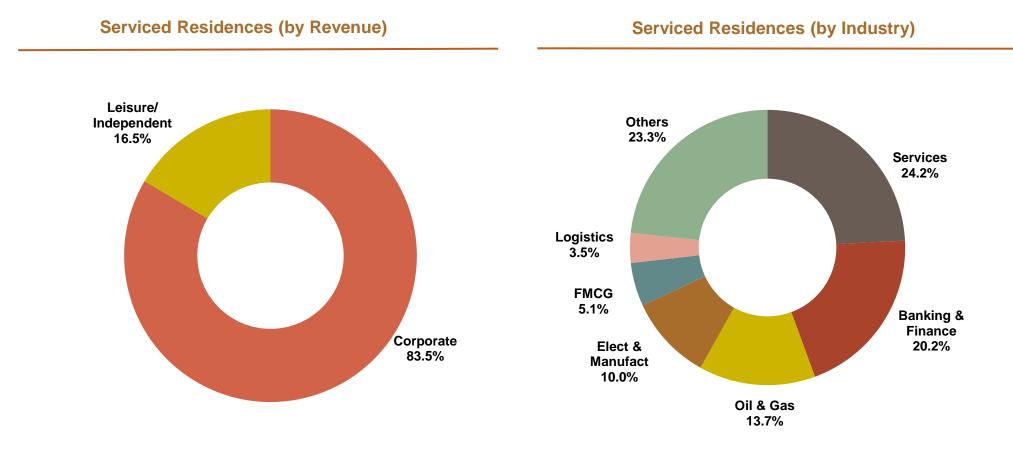
Hotels (by Revenue)

Hotels (by Region)

- Leisure segment contributed 63.7% of hotel revenue in 3Q 2016, up from 58.9% in 3Q 2015.
- Revenue contribution from the different regions remained fairly constant year-on-year.



Market Segmentation 3Q 2016 – Serviced Residences



- Corporate segment contributed 83.5% of revenue for serviced residences in 3Q 2016, compared with 82.5% a year ago.
- The decrease in revenue contribution from Services was partially compensated by a growth in Banking & Finance and Electronics & Manufacturing.



Excluded Commercial Premises

As at 31 December 2015

Types of Commercial Space	Retail, office and serviced offices
No. of Units / Tenants	276 units housed in 9 properties 150 tenants
Total NLA	Retail – 14,073 sqm Office – 6,978 sqm
Ave. Occupancy (FY 2015)	Retail – 97% Office – 91%
Revenue Contribution	\$23.7 million in FY 2015 (increase of 1.9% year-on-year)20.6% of total Far East H-Trust gross revenue in FY 2015
Weighted Average Lease Expiry	1.0 years (all leases) 1.1 years (new leases)



Rendezvous Gallery (Rendezvous Hotel Singapore)



Central Square Serviced Offices (Village Residence Clarke Quay)



II. Investment Highlights







Key Investment Highlights

Singapore-focused hotel and serviced residence REIT

Committed and reputable Sponsor

Well-positioned to capitalise on growth opportunities



3

1

Downside protection from the Master Lease Agreement with expected rental growth



Tourist Attractions in Singapore



Singapore as a Global Premier Business Destination

Growth in business events in 2015

MICE 2020 Roadmap



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 2014 Top Convention City in Asia for the 13th consecutive year



Union of International Associations Global Rankings 2014 Top International Meeting City for the 8th consecutive year Best MICE City 2014 11th Annual Global Traveler Tested Reader Survey Awards 2014

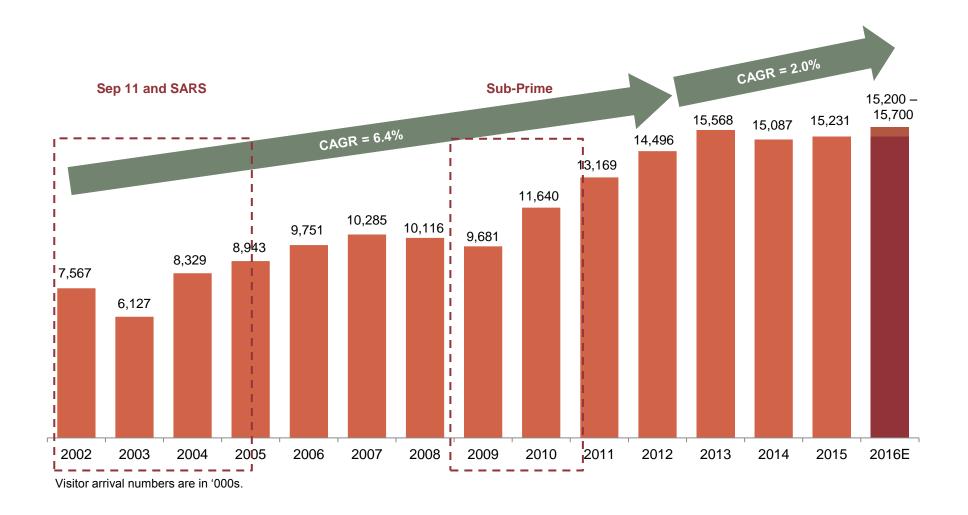
World's Easiest Place to do Business Doing Business 2014 Report, World Bank

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



Sources: Singapore Tourism Board Year-in-Review, 29 Feb 2016 Singapore Tourism Board website Singapore Tourism Board, "Singapore remains Asia's top meeting and convention city for 2014", 9 Sep 2015

Historical and Forecast Visitor Arrivals in Singapore



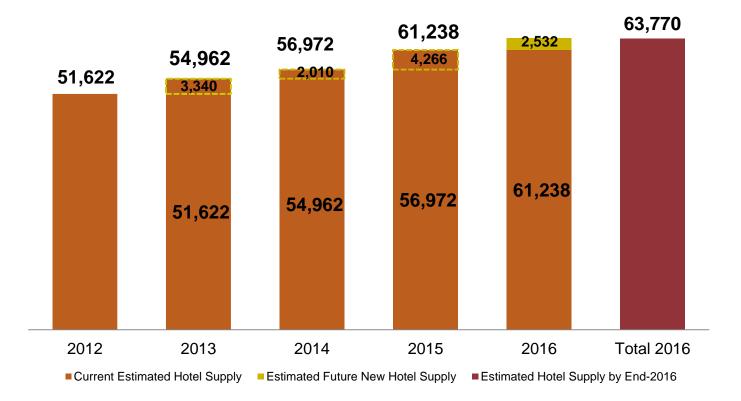
Visitor arrivals are projected to grow at a CAGR of up to 2.0% from 2012 to 2016

Sources : IPO Prospectus dated 16 August 2012 (2002 to 2011 visitor arrivals)

Singapore Tourism Board, International Visitor Arrivals Statistics, 29 February 2016 Singapore Tourism Board, "Mixed tourism sector performance in 2015 in the face of headwinds", 29 February 2016 (2016E visitor arrivals)



Estimated Hotel Room Supply in Singapore



- Hotel supply increased 7.5% in 2015 and is expected to increase by 4.1% in 2016
- No hotel sites introduced in Government Land Sales (GLS) programme since 2014
- Urban Redevelopment Authority (URA) has tightened approvals 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:

- 30 out of 215-room The Singapore Resort and Spa Sentosa in 2014, reopened in 2015 as Sofitel Singapore Sentosa Resort & Spa
- 223-room Gallery Hotel in 2014, expected to reopen in 2016 as 227-room Intercontinental Singapore Robertson Quay
- 262 out of 476-room Swissotel Merchant Court in 2015, expected to reopen in 2016

Sources : CBRE report issued as at December 2015 and Far East H-Trust's compilation 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



Major Sporting & MICE Events in 2016





7-10 December 2016

Transformation of Tourism Landscape – New & Upcoming Developments & Events



National Gallery Singapore (opened) The largest gallery to showcase Singaporean and Southeast Asian arts



KidZania (opened) The World's fastest growing entertainment centre for children, opening at Sentosa Island



EU-ASEAN Open Skies (2017*) Comprehensive air transport agreement that encourages growth in air traffic and better connectivity between the regions



Changi Terminal 4 (2017*) & Project Jewel (end 2018*) Catering for greater air traffic and

creating a unique airport hub experience



Novena Health City (2018*) Integrating health services, research and education, commercial and leisure facilities



Mandai Makeover (2020*) A wildlife and nature heritage project, integrating new attractions with the Singapore Zoo, Night Safari and River Safari



Singapore-focused hotel and serviced residence REIT

Committed and reputable Sponsor

Well-positioned to capitalise on growth opportunities



3

2

Downside protection from the Master Lease Agreement with expected rental growth



AMOY Hotel – Awarded Top Hotel in Singapore and Best Hotel for Service by TripAdvisor Traveller's Choice 2015



FEO – Singapore's Largest Private Real Estate Developer

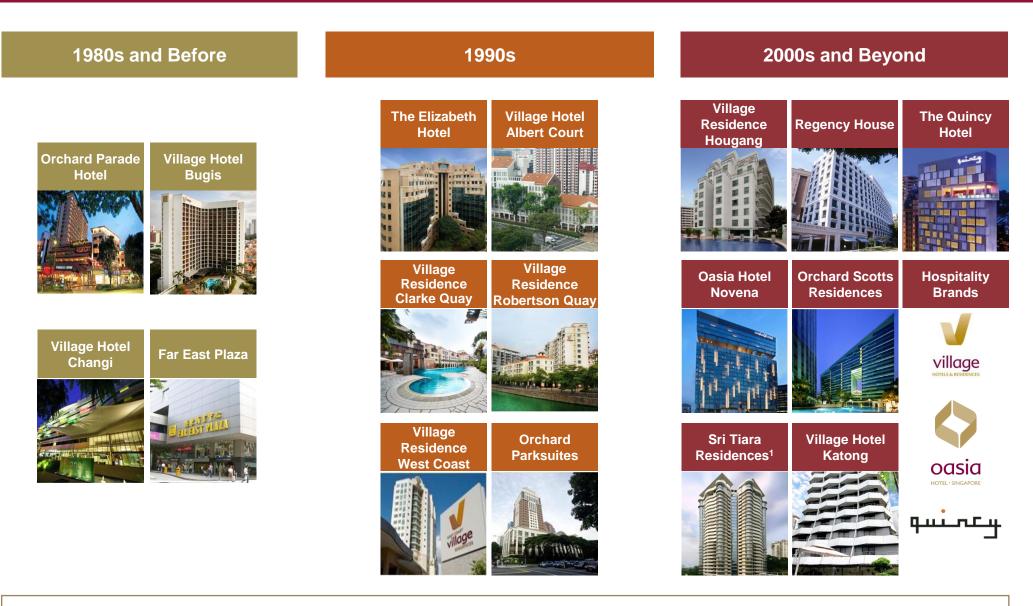
Active developer with a track record of more than 50 years

E	Far East Organization INSPIRING BETTER LIVES Singapore
Active Developer	 Bid and won >50 land sites¹ since 2010 Totalling >7.0 m sqft of NLA Valued at >S\$4.0bn²
Awards Received	 "Best Developer in South East Asia and Singapore" at the South East Asia Awards in 2011 and 2015 Winner of 10 FIABCI Prix d'Excellence awards
Hospitality Business	 #1 Market Share in Mid-Tier Hotels and & Serviced Residences³: ~12% market share in Mid-Tier Hotels ~21% market share in SRs

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

In Singapore and overseas, including property acquisitions
 Including bids entered into through joint ventures
 IPO Prospectus

Proven Track Record in Hospitality Ownership and Operations



Since 1987, FEO has on average added to their portfolio a new hotel or serviced residence every 1.5 years

Key Investment Highlights

Singapore-focused hotel and serviced residence REIT

Committed and reputable Sponsor

Well-positioned to capitalise on growth opportunities



3

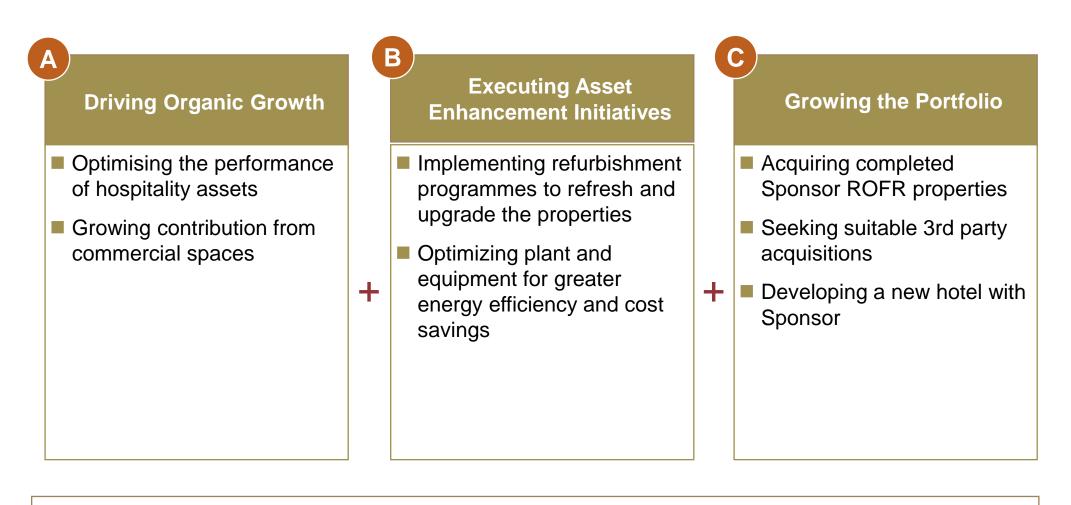
Downside protection from the Master Lease Agreement with expected rental growth



This picture is an artist's impression of Oasia Downtown Hotel and may differ from the actual view of Oasia Downtown Hotel



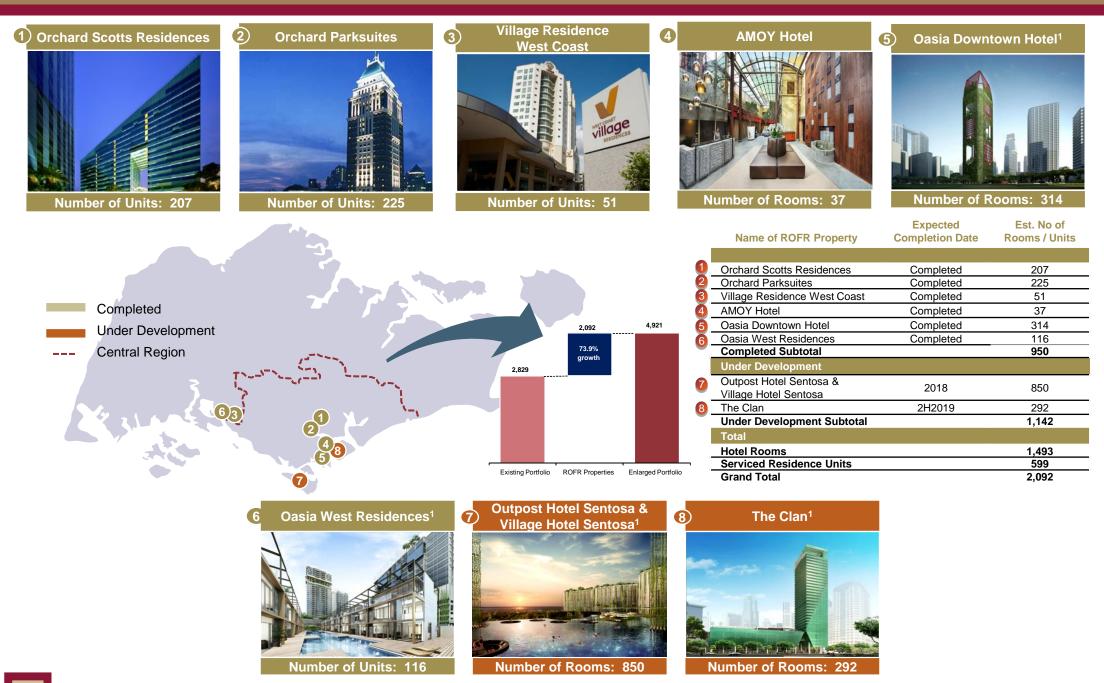
Well-Positioned to Capitalise on Growth Opportunities



Key initiatives to drive both immediate and long-term growth



Strong Potential Pipeline



(1) This picture is an artist's impression of the property and may differ from the actual view of the property

Development with Sponsor – Outpost Hotel Sentosa & Village Hotel Sentosa





Note: The pictures are artist's impressions and may differ from the actual view

Joint Venture with Far East Organization

- Far East H-REIT holds a 30% interest
- Integrated development comprising 2 hotels
- Outpost Hotel Sentosa Upscale
 Village Hotel Sentosa Mid-tier
- 60-year leasehold interest from 7 March 2014
- Land area Approx 45,000 sqm (484,400 sqft) Maximum permissible GFA - Approx 36,000 sqm (387,500 sqft)
- Expected to complete in 2018
- Far East H-REIT's agreed proportion of projectrelated costs 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



Central Square Serviced Offices (Village Residence Clarke Quay)

Reconfiguration of space to create 9 additional units, bringing the total number of serviced office units to 61 Refurbishment of existing serviced office units and upgrading of public spaces



Reception





Central Square Serviced Offices (Village Residence Clarke Quay)

Reconfiguration of space to create 9 additional units, bringing the total number of serviced office units to 61 Refurbishment of existing serviced office units and upgrading of public spaces



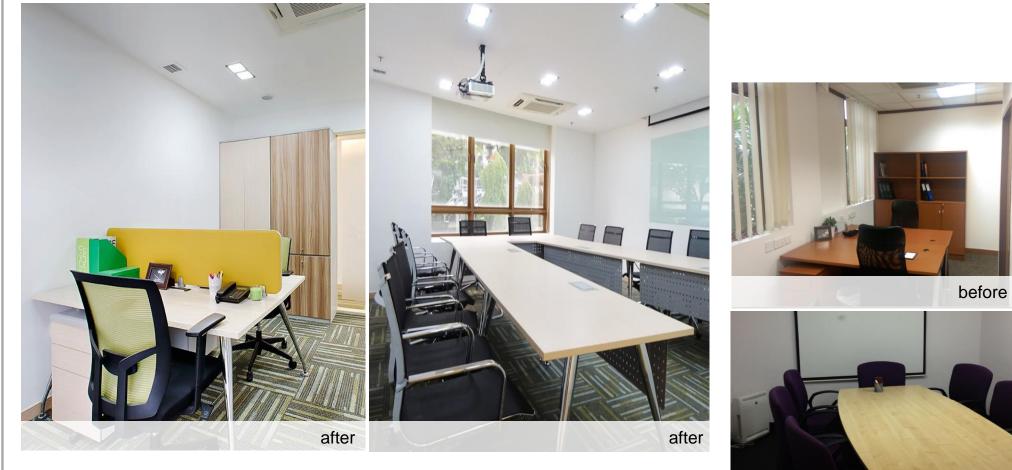
Lounge



Central Square Serviced Offices (Village Residence Clarke Quay)

Reconfiguration of space to create 9 additional units, bringing the total number of serviced office units to 61

Refurbishment of existing serviced office units and upgrading of public spaces



Serviced Office Unit and Meeting Room



before

Regency House

Refurbishment of 47 units of 2 and 3-bedroom apartments, breakfast lounge and common areas



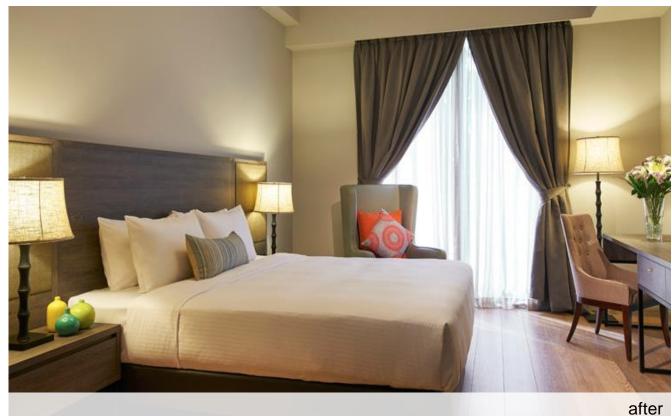
Living Room





Regency House

Refurbishment of 47 units of 2 and 3-bedroom apartments, breakfast lounge and common areas



Bedroom







Ð

before

Orchard Parade Hotel (2nd phase)

Renovation of lobby bar



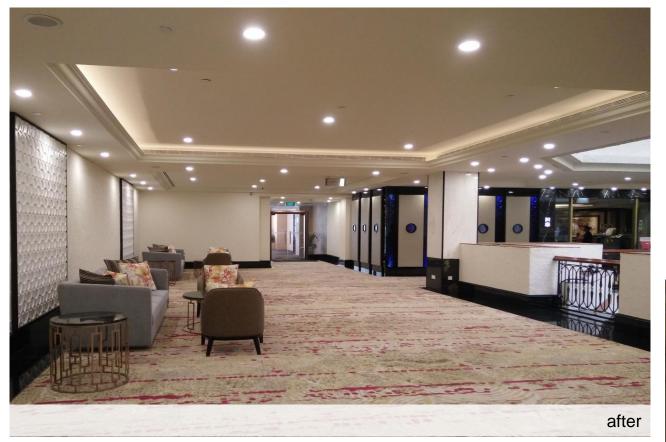
Lobby Bar





Orchard Parade Hotel (2nd phase)

Renovation of pre-function area



Pre-Function Area





Orchard Parade Hotel (2nd phase)

Renovation of function rooms



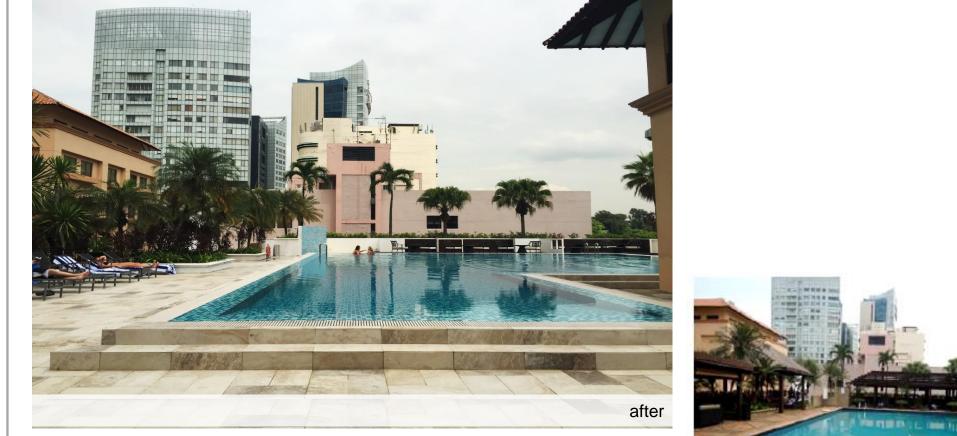
Antica I, II and III Function Rooms





Orchard Parade Hotel (1st phase)

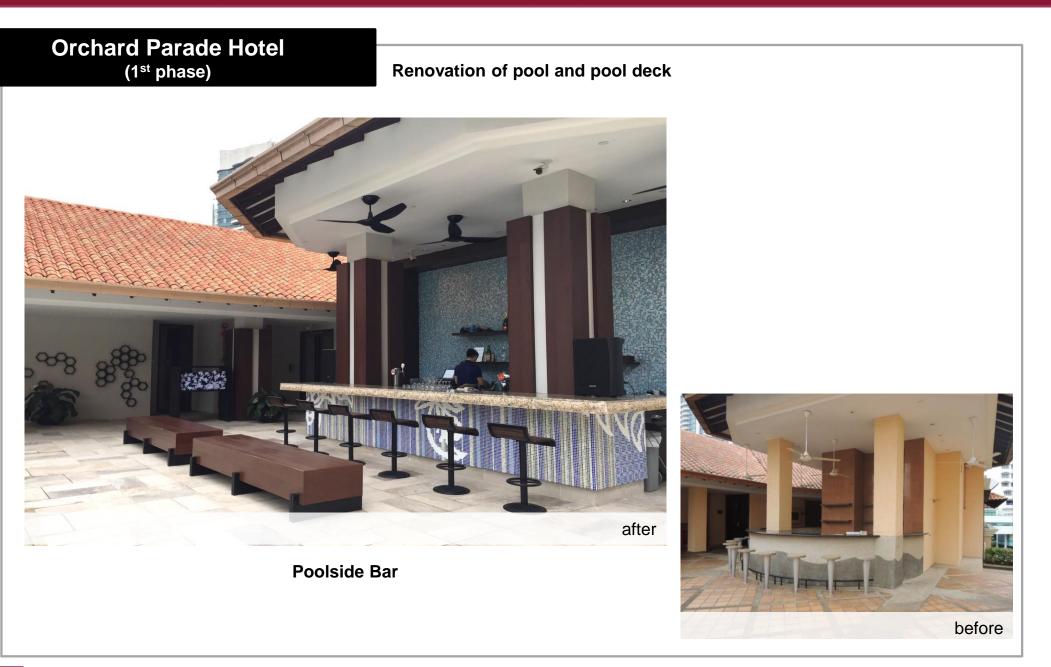
Renovation of pool and pool deck



Swimming Pool









Key Investment Highlights

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Downside protection from the Master Lease Agreement with expected rental growth



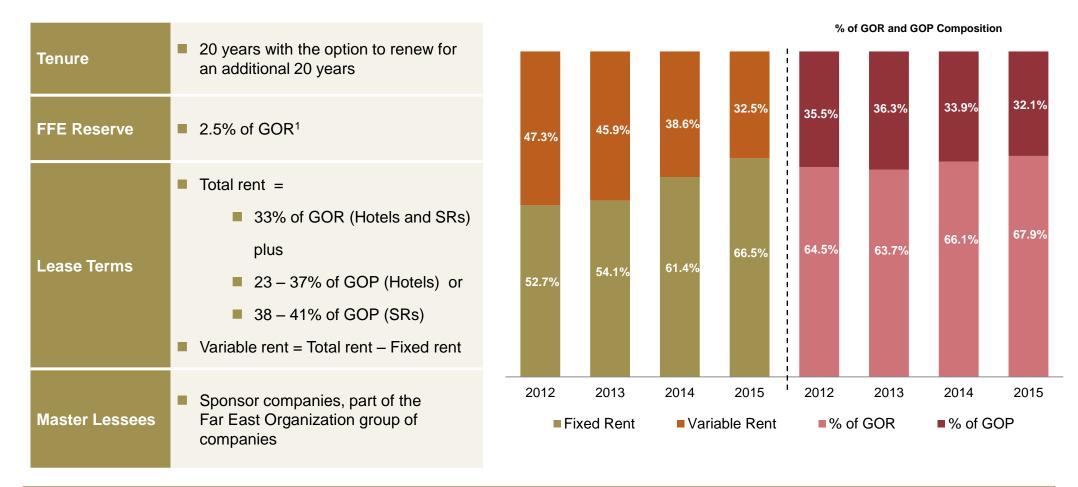
Orchard Parade Hotel



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

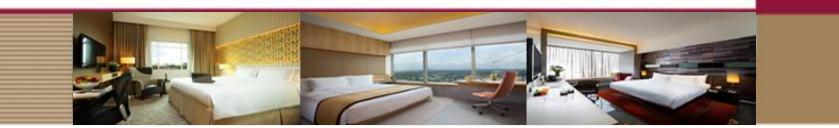


% of GOR component contributes > 60% of Far East H-Trust's Gross Revenue, ensuring less sensitivity to cost increases

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

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

III. Financial Highlights







Executive Summary – Performance vs LY

	3Q 2016 \$	3Q 2015 \$	Variance %	9M 2016 \$	9M 2015 \$	Variance %
Gross Revenue (\$'000)	28,019	29,655	(5.5)	81,522	85,766	(4.9)
Net Property Income (\$'000)	25,347	26,894	(5.8)	73,496	77,368	(5.0)
Income Available for Distribution (\$'000)	20,263	21,565	(6.0)	57,978	61,572	(5.8)
Distribution per Stapled Security (cents)	1.12	1.20	(6.7)	3.21	3.43	(6.4)

- Gross revenue in 3Q 2016 was 5.5% lower year-on-year at \$28.0 million.
- Net property income declined 5.8% year-on-year to \$25.3 million and income available for distribution decreased 6.0% year-on-year to \$20.3 million in 3Q 2016.
- Distribution per stapled security ("DPS") was 1.12 cents in 3Q 2016.



Financial Results From 1 July to 30 September 2016

	3Q 2016	3Q 2015	Variance	Better/(Worse)
	S\$'000	S\$'000	S\$'000	%
Master lease rental	22,177	23,570	(1,393)	(5.9)
Retail and office revenue	5,842	6,085	(243)	(4.0)
Gross revenue	28,019	29,655	(1,636)	(5.5)
Property tax	(1,848)	(1,926)	78	4.0
Property insurance	(30)	(34)	4	11.8
MCST contribution	(17)	(16)	(1)	(6.3)
Retail and office expenses	(666)	(655)	(11)	(1.7)
Property manager fees	(111)	(111)	0	-
Other property expenses	-	(19)	19	NM
Property expenses	(2,672)	(2,761)	89	3.2
Net property income	25,347	26,894	(1,547)	(5.8)
REIT Manager's fees	(2,914)	(3,002)	88	2.9
Trustee's fees	(79)	(80)	1	1.3
Other trust expenses	(184)	(250)	66	26.4
Trust level expenses	(3,177)	(3,332)	155	4.7
Total finance costs	(4,848)	(5,184)	336	6.5
Share of results of joint venture	(11)	(40)	29	72.5
Net income before tax and fair value changes	17,311	18,338	(1,027)	(5.6)
Fair value change in derivative financial instruments	(1,918)	2,778	(4,696)	NM
Total return for the period before income tax	15,393	21,116	(5,723)	(27.1)

Statement of Distribution to Stapled Securityholders

	3Q 2016	3Q 2015	Variance	Better/(Worse)
	S\$'000	S\$'000	S\$'000	%
Total return for the period before income tax	15,393	21,116	(5,723)	(27.1)
Income tax expense	(3)	-	(3)	NM
Total return for the period after income tax	15,390	21,116	(5,726)	(27.1)
Add/(less) non tax deductible/(chargeable) items :				
REIT Manager's fees paid/payable in Stapled Securities	2,623	2,701	(78)	(2.9)
Trustee's fees	79	80	(1)	(1.3)
Amortisation of debt upfront cost	171	186	(15)	(8.1)
Fair value change in derivative financial instruments	1,918	(2,778)	4,696	NM
Share of results of joint venture	11	40	(29)	(72.5)
Other adjustments	71	110	(39)	(35.5)
Net tax adjustments	4,873	339	4,534	NM
Rollover adjustment	-	110	(110)	NM
Income available for distribution	20,263	21,565	(1,302)	(6.0)



Financial Results From 1 January to 30 September 2016

	9M 2016	9M 2015	Variance	Better/(Worse)
	S\$'000	S\$'000	S\$'000	%
Master lease rental	64,186	67,880	(3,694)	(5.4)
Retail and office revenue	17,336	17,886	(550)	(3.1)
Gross revenue	81,522	85,766	(4,244)	(4.9)
Property tax	(5,684)	(5,998)	314	5.2
Property insurance	(90)	(102)	12	11.8
MCST contribution	(51)	(49)	(2)	(4.0)
Retail and office expenses	(1,868)	(1,863)	(5)	(0.3)
Property manager fees	(333)	(333)	0	-
Other property expenses	-	(53)	53	NM
Property expenses	(8,026)	(8,398)	372	4.4
Net property income	73,496	77,368	(3,872)	(5.0)
REIT Manager's fees	(8,598)	(8,802)	204	2.3
Trustee's fees	(235)	(236)	1	0.4
Other trust expenses	(623)	(748)	125	16.7
Trust level expenses	(9,456)	(9,786)	330	3.4
Total finance costs	(15,004)	(15,161)	157	1.0
Share of results of joint venture	(28)	(40)	12	30.0
Net income before tax and fair value changes	49,008	52,381	(3,373)	(6.4)
Fair value change in derivative financial instruments	(10,618)	4,335	(14,953)	NM
Total return for the period before income tax	38,390	56,716	(18,326)	(32.3)

Statement of Distribution to Stapled Securityholders

	9M 2016	9M 2015	Variance	Better/(Worse)
	S\$'000	S\$'000	S\$'000	%
Total return for the period before income tax	38,390	56,716	(18,326)	(32.3)
Income tax expense	(9)	-	(9)	NM
Total return for the period after income tax	38,381	56,716	(18,335)	(32.3)
Add/(less) non tax deductible/(chargeable) items :				
REIT Manager's fees paid/payable in Stapled Securities	7,739	7,921	(182)	(2.3)
Trustee's fees	235	236	(1)	(0.4)
Amortisation of debt upfront cost	511	564	(53)	(9.4)
Fair value change in derivative financial instruments	10,618	(4,335)	14,953	NM
Share of results of joint venture	28	40	(12)	(30.0)
Other adjustments	260	320	(60)	(18.8)
Net tax adjustments	19,391	4,746	14,645	NM
Rollover adjustment	206	110	96	87.3
Income available for distribution	57,978	61,572	(3,594)	(5.8)



Distribution per Stapled Security	1.12 cents
Ex-Date	16 Nov 2016
Books Closure Date	18 Nov 2016
Distribution Payment Date	14 Dec 2016



Portfolio Performance – Key Highlights for 3Q 2016

Hotels

- The average occupancy of the hotel portfolio was 1.0pp higher year-on-year at 88.4% and the average daily rate ("ADR") was 6.9% lower at \$161.
- The operating environment remained competitive amidst the softness in corporate travel demand, as a result of the uncertain global economic climate. The supply of about 2,500 new hotel rooms also put pressure on rates.
- Revenue per available room ("RevPAR") declined 5.8% year-on-year to \$142.

Serviced Residences

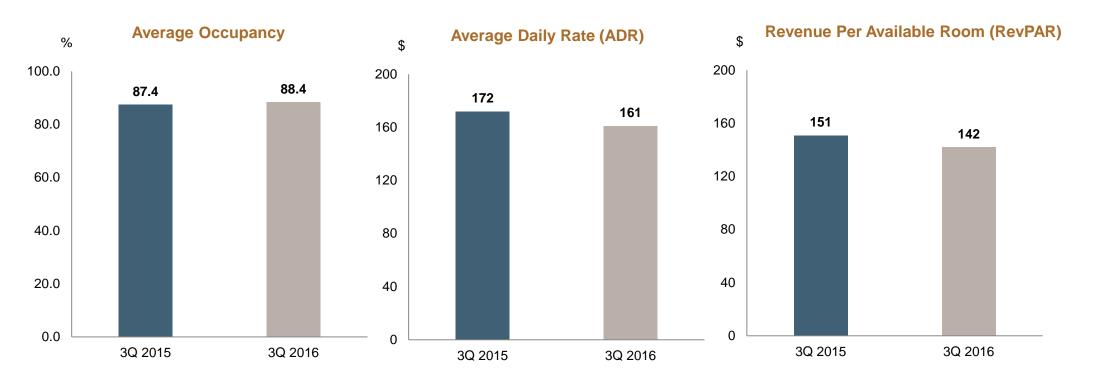
- The average occupancy of the serviced residence portfolio decreased 0.2pp and ADR declined 2.5% year-on-year to \$226. Revenue per available serviced residence unit ("RevPAU") was \$203 in 3Q 2016, 2.7% lower year-on-year.
- While demand from the corporate segment was soft as a whole, the average occupancy of the serviced residences remained healthy at 90.0% albeit at slightly lower rates.
- Regency House was able to increase its revenue and contribution from the corporate segment as the renovation had helped to better position the property.

Excluded Commercial Premises

 Revenue from the excluded commercial premises (i.e. retail and office spaces) declined 4.0% in 3Q 2016 to \$5.8 million. The lower revenue was due to lower occupancy and a marginal decrease in rental rates.



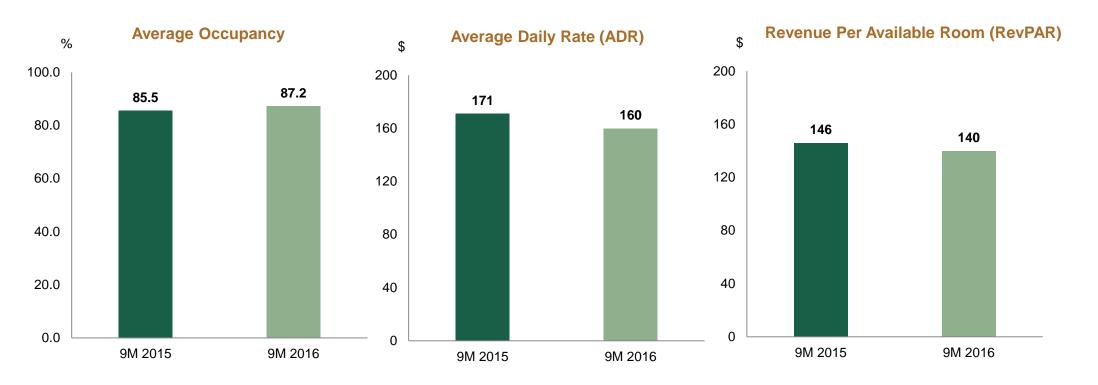
Portfolio Performance 3Q 2016 - Hotels



	3Q 2015	3Q 2016	Variance
Average Occupancy (%)	87.4%	88.4%	1.0pp
ADR (\$)	172	161	(6.9%)
RevPAR(\$)	151	142	(5.8%)



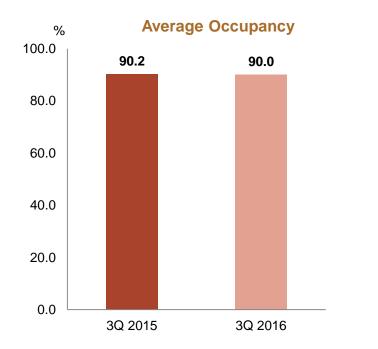
Portfolio Performance 9M 2016 - Hotels

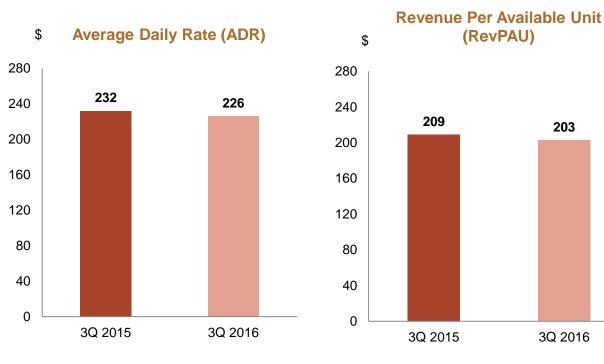


	9M 2015	9M 2016	Variance
Average Occupancy (%)	85.5%	87.2%	1.7рр
ADR (\$)	171	160	(6.5%)
RevPAR(\$)	146	140	(4.6%)



Portfolio Performance 3Q 2016 – Serviced Residences

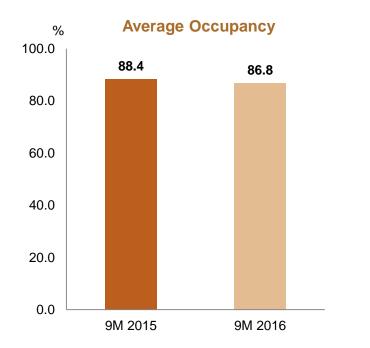


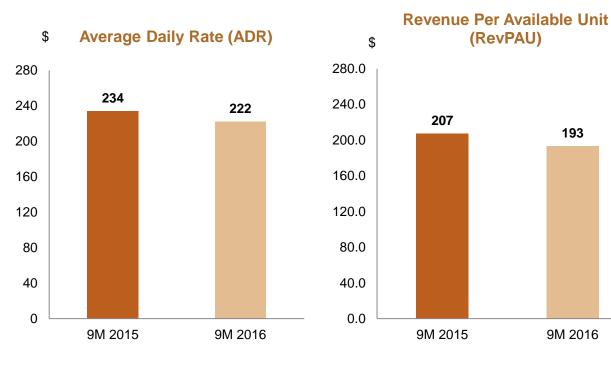


	3Q 2015	3Q 2016	Variance
Average Occupancy (%)	90.2%	90.0%	(0.2pp)
ADR (\$)	232	226	(2.5%)
RevPAU (\$)	209	203	(2.7%)



Portfolio Performance 9M 2016 – Serviced Residences





	9M 2015	9M 2016	Variance
Average Occupancy (%)	88.4%	86.8%	(1.7pp)
ADR (\$)	234	222	(4.9%)
RevPAU (\$)	207	193	(6.7%)



193

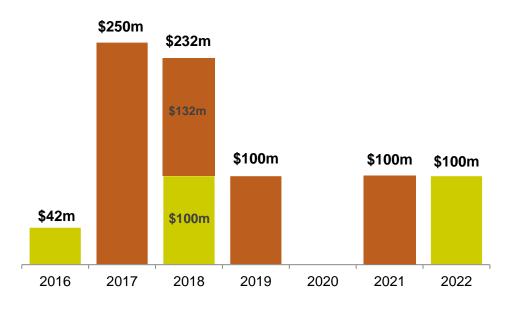
9M 2016

Capital Management

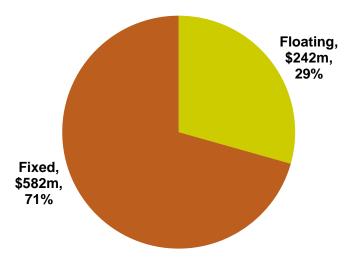
As at 30 September 2016

Total debt	\$824 m
Available revolving facility	\$58 m
Gearing ratio	32.8%
Unencumbered asset as % total asset	100%
Proportion of fixed rate	71%
Weighted average debt maturity	2.6 years
Average cost of debt	2.5%

Debt Maturity Profile



Interest Rate Profile





Thank You

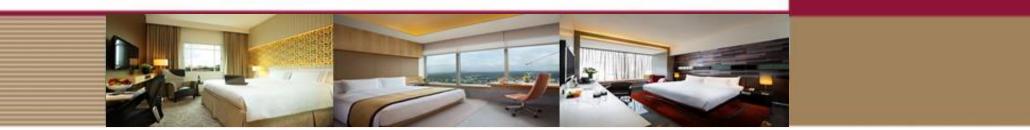
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Appendix







Far East H-Trust Asset Portfolio Overview

Hotels

	Village Hotel Albert Court		The Elizabeth Hotel	Village Hotel Bugis	Oasia Hotel Novena	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	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	
Date of Completion	3 Oct 1994	30 Jan 1990²	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	72 years	62 years	72 years	63 years	89 years	47 years	72 years	68 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	805	583	1166	NA	3,761	NA	2,824	10,142
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	119.6	249.7	173.3	224.7	339.0	414.0	81.8	285.1	1,887.2



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 ¹	77 years	78 years	75 years	78 years	NA
GFA/Strata Area (sq m)	17,858	8,598	10,570	10,723	53,808
Retail NLA (sq m)	2,213	NA	1,179	539	3,931
Office NLA (sq m)	Office: 1,474 Serviced Office: 696	NA	NA	2,299	4,469
Master Lessee / Vendor	OPH Riverside Pte Ltd	Serene Land Pte Ltd	Riverland Pte Ltd	Oxley Hill Properties Pte Ltd	
Valuation (S\$ 'mil) ¹	204.7	68.0	113.3	166.1	552.1

