



Frasers Hospitality Trust
Second Annual General Meeting FY2016
19 January 2017

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

Content

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- ➔ **Portfolio Performance**
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FY2016 in Review



Fraser Suites Glasgow

Key Highlights

FY2016 DPS was 6.13 Cents Excluding Effects of Rights Issue

- Full-year contribution from Sofitel Sydney Wentworth and addition of Maritim Hotel Dresden

Acquisition of Maritim Hotel Dresden Germany on High Fixed-Rent Structure

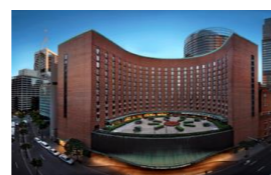
- Yield-accretive acquisition funded by S\$100 million perps to add stability to earnings

Pre-emptive Rights Issue and Acquisition of Novotel Melbourne on Collins

- Strengthen balance sheet in view of GBP volatility which threaten to increase gearing
- Mitigate dilution with proceeds immediately deployed for acquisition of a quality prime asset in Melbourne CBD to benefit from strong hospitality market in Melbourne
- Opportunity to unlock value via rebranding
- Lower gearing to support acquisition growth

Prudent Risk and Capital Management

- Reduced exposure to rising interest rates with high fixed-rate debt
- Natural hedge through borrowings and cross currency swaps in foreign currencies
- S\$1 billion Multicurrency Debt Issuance Programme to diversify funding sources



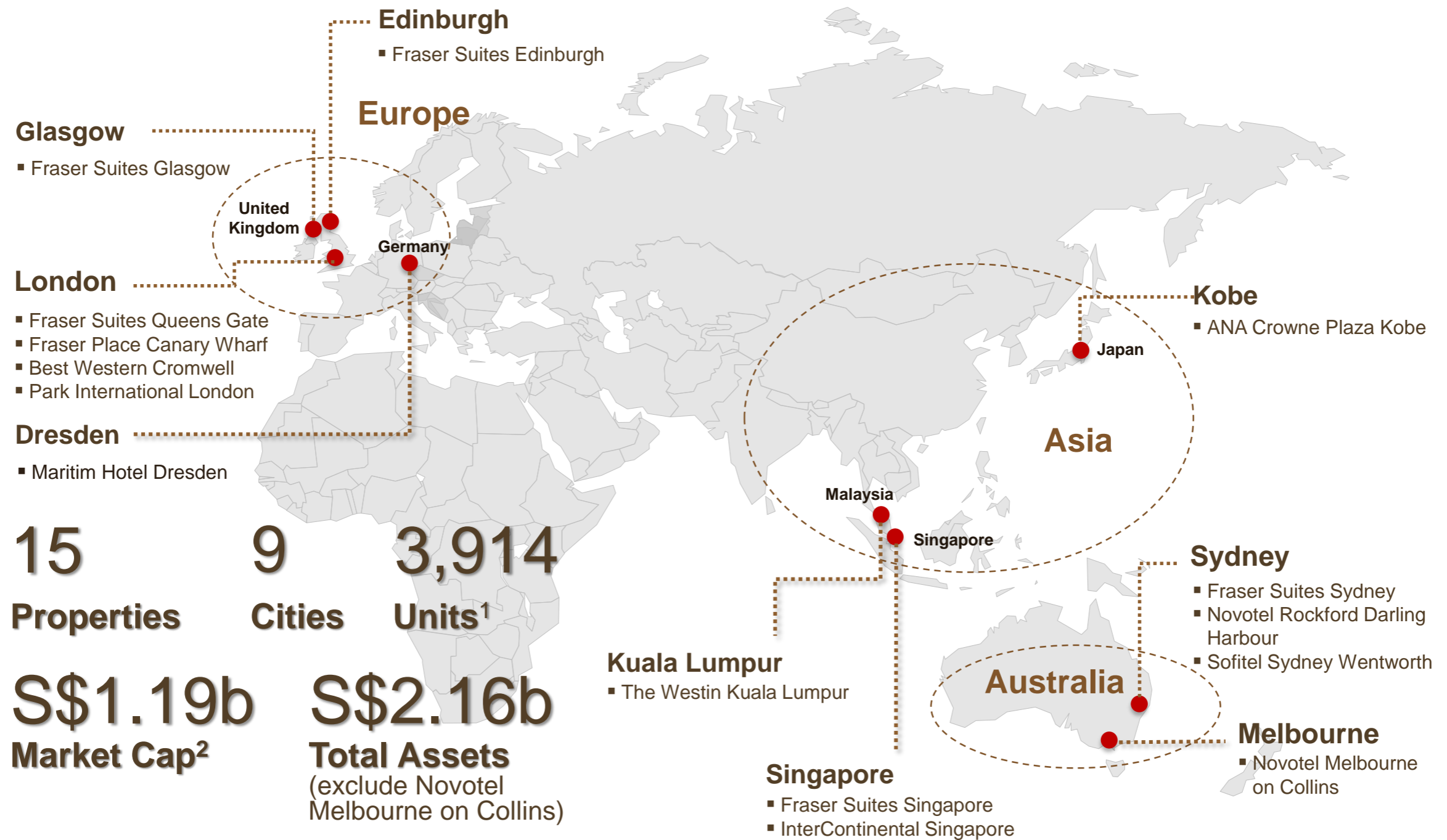
FY2016 Financial Performance

S\$m	FY2016	FY2015 ¹	Variance
GR	123.6	105.6	▲ 17.1%
NPI	104.2	86.4	▲ 20.6%
NPI Margin	84.3%	81.8%	▲ 2.5 ppt
DI	84.9	77.2	▲ 10.0%
DPS Without effects of Rights Issue – for comparison only	6.13 cents	6.20 cents	▼ 1.1%
Adjusted DPS With effects of Rights Issue – as reported	5.23 cents	5.82 cents	▼ 10.1%

- GR, NPI and DI boosted by full-year contribution from Sofitel Sydney Wentworth, the addition of Maritim Hotel Dresden, and better performance of the two remaining Australia properties and ANA Crowne Plaza Kobe
- Excluding effects of Rights Issue, DPS would have been 6.13 cents, a marginal decline of 1.1% yoy

¹ The figures for FY2015 included 1Q FY2015 figures that were pro-rated from actual 171 days to 92 days

Resilient and Diversified Portfolio Across Geography



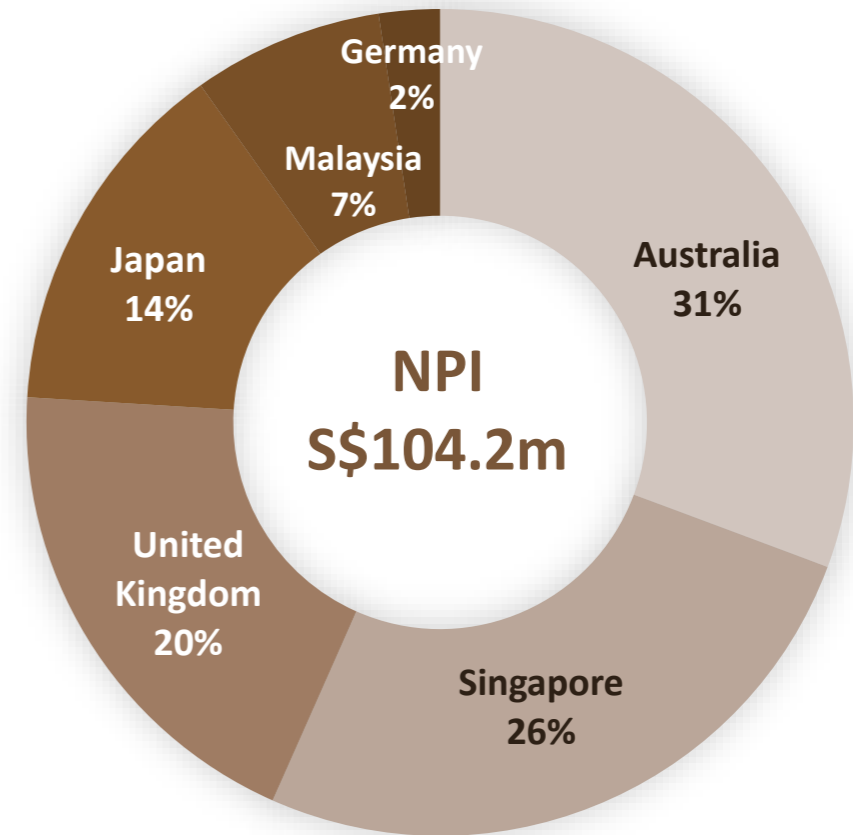
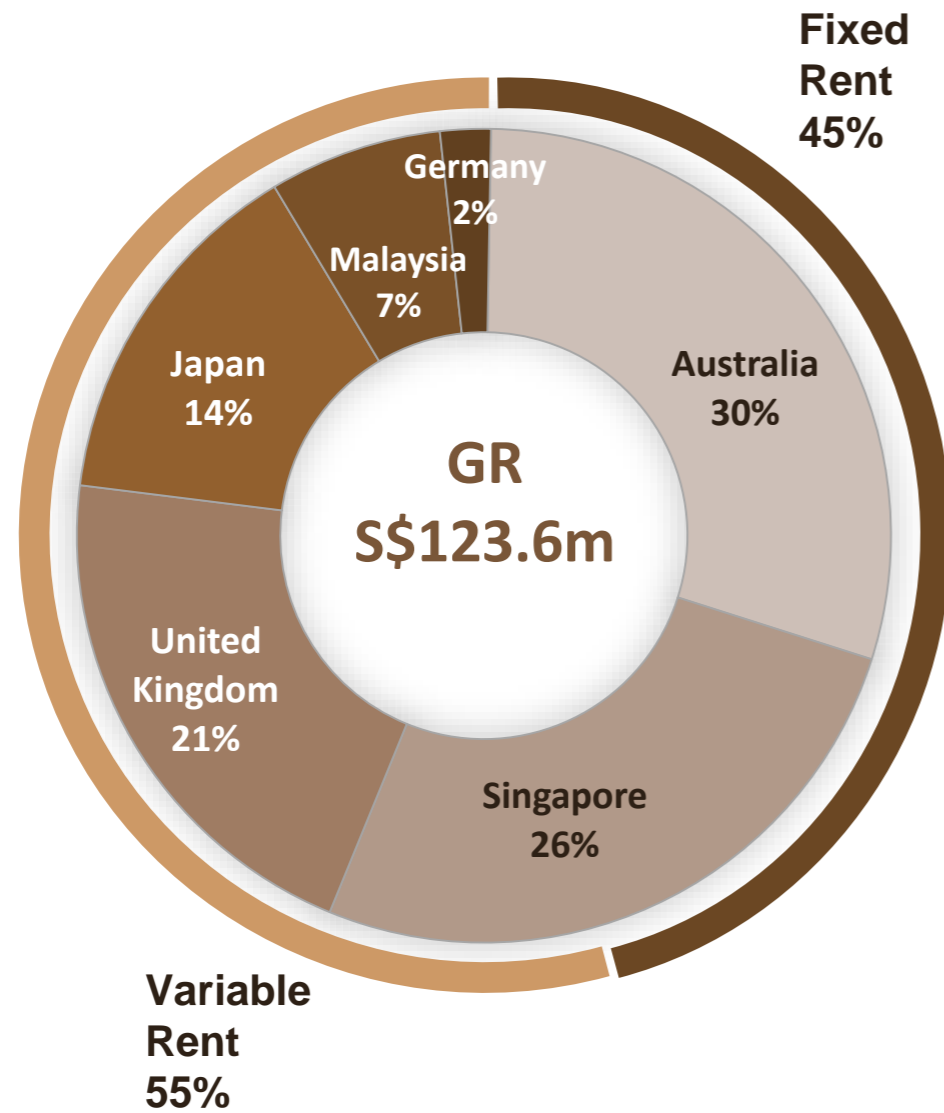
1 Comprising 3,072 hotel rooms and 842 serviced residence units
 2 As at 30 Dec 2016

Portfolio Performance



Sofitel Sydney Wentworth

Portfolio Contribution by Country – FY2016



Portfolio Highlights By Country

Country	FY2016			
	GOR ¹		GOP ²	
	Local Currency (m)	Variance (yoy)	Local Currency (m)	Variance (yoy)
Australia	91.6	▲ 85.8%	38.8	▲ 76.5%
Singapore	87.8	▼ 1.1%	35.0	▼ 3.4%
UK	23.8	▼ 4.1%	13.6	▼ 7.0%
Japan	6,435.3	▲ 3.9%	1,706.8	▲ 8.9%
Malaysia	90.7	▲ 0.1%	29.0	▲ 1.6%
Germany ³	4.2	n.a.	1.7	n.a.

1 Gross Operating Revenue

2 Gross Operating Profit

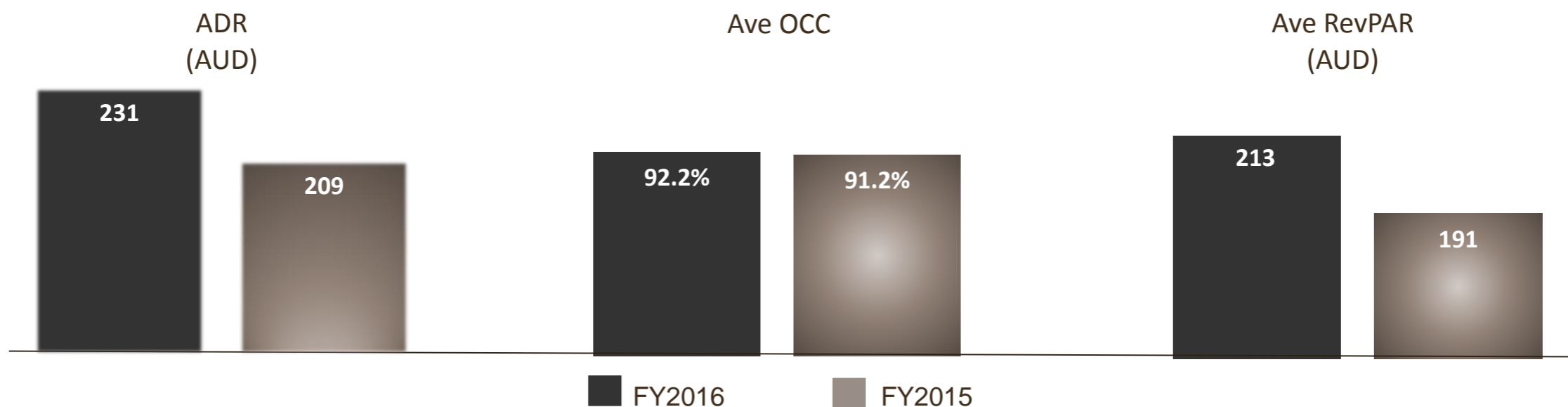
3 Refers to Maritim Hotel Dresden which was acquired on 15 Jun 2016. In 3Q FY2016, its GOR and GOP were pro-rated to a 56-day period

Australia Portfolio Performance

AUD (m)	FY2016	FY2015	Variance
GOR	91.6	49.3	▲ 85.8%
GOP	38.8	22.0	▲ 76.5%

- ❖ **Fraser Suites Sydney (FSS)**
- ❖ **Novotel Rockford Darling Harbour (NRDH)**
- ❖ **Sofitel Sydney Wentworth (SSW)**

- Australia portfolio reported strong room performance with occupancies above 90% and RevPAR increasing 13.3% yoy to A\$213.0.
- With the full-year contribution of Sofitel Sydney Wentworth in FY2016¹, GOR and GOP increased 85.8% and 76.5% respectively.



¹ The acquisition of SSW was completed in FY2015 (on 7 Jul 2015)

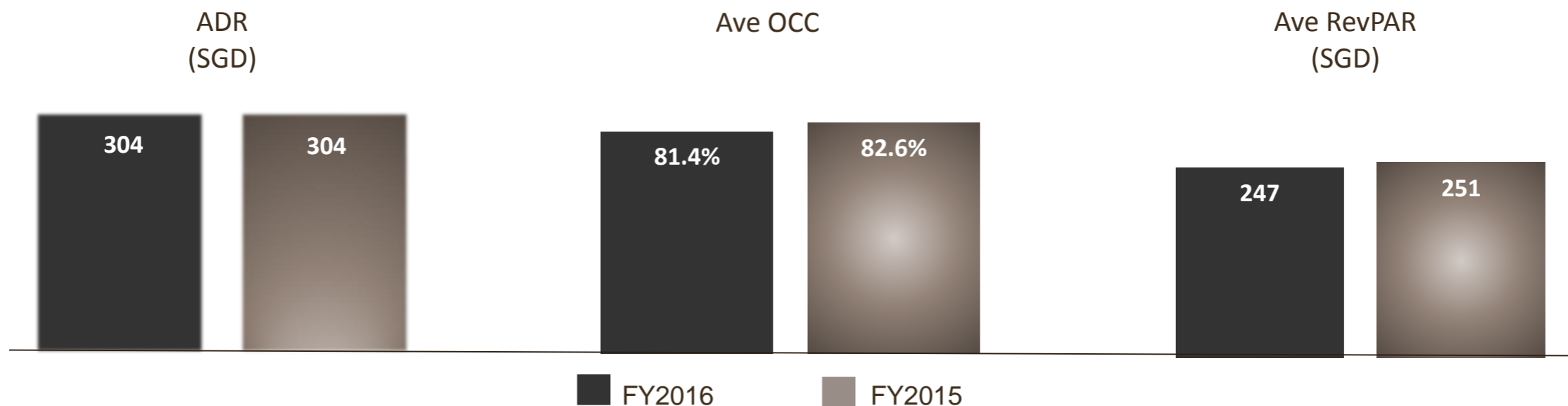
Singapore Portfolio Performance

SGD (m)	FY2016	FY2015	Variance
GOR	87.8	88.8	▼ 1.1%
GOP	35.0	36.2	▼ 3.4%

❖ Fraser Suites Singapore (FSSG)

❖ InterContinental Singapore (ICSG)

- Amid softening market conditions, the Singapore portfolio performed in line with its peers.
- In ICSG, renovation of guest rooms and F&B outlets was completed in Feb 2016. The new rooms and F&B outlets have been well received by hotel's guests and patrons.
- Facing headwinds from a weak residential market, FSSG turned in stable performance, recording a flat RevPAR.

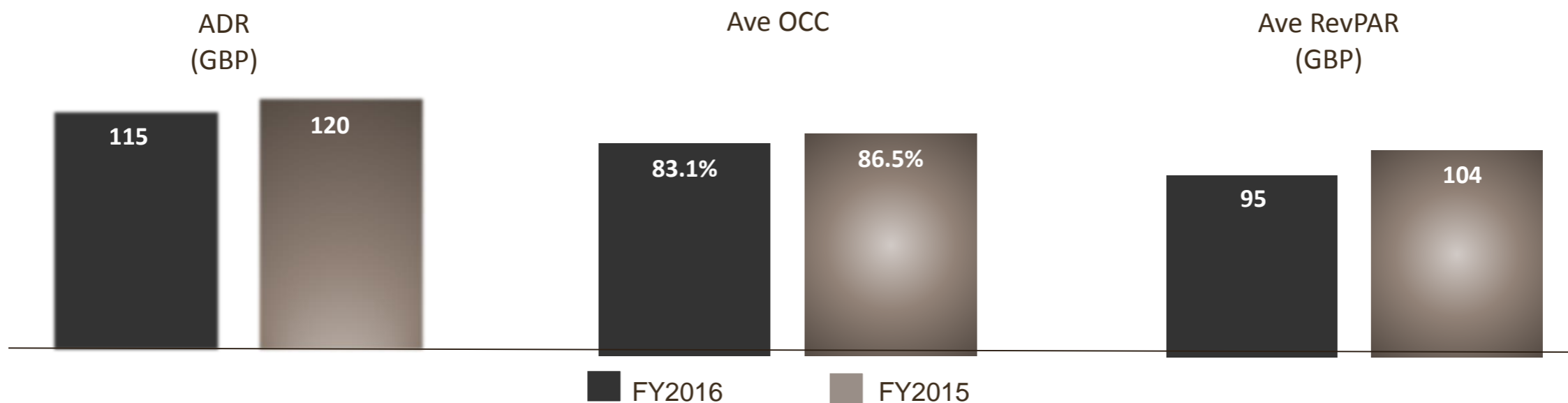


UK Portfolio Performance

GBP (m)	FY2016	FY2015	Variance
GOR	23.8	24.8	▼ 4.1%
GOP	13.6	14.6	▼ 7.0%

- ❖ Fraser Suites Edinburgh (FSE)
- ❖ Fraser Suites Glasgow (FSG)
- ❖ Fraser Suites Queens Gate (FSQG)
- ❖ Fraser Place Canary Wharf (FPCW)
- ❖ Best Western Cromwell London (BWCL)
- ❖ Park International London (PIL)

- The UK portfolio performed in line with the overall market, recording moderate declines in RevPAR yoy. GOR and GOP were lower yoy due to weaker business sentiment following Brexit which affected corporate demand and occupancy.
- GOP was also impacted by a 7.5% increase in minimum wage in the UK which took effect on 1 Apr 2016.

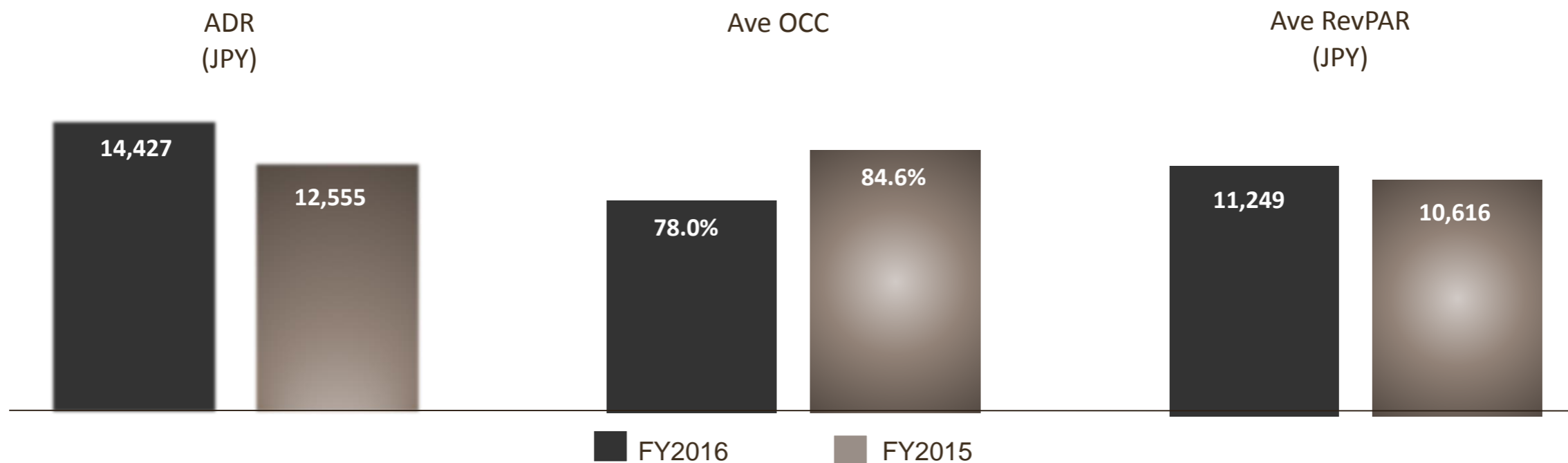


Japan Portfolio Performance

JPY (m)	FY2016	FY2015	Variance
GOR	6,435.3	6,195.6	▲ 3.9%
GOP	1,706.8	1,567.1	▲ 8.9%

❖ ANA Crowne Plaza Kobe (CPK)

- ANA Crowne Plaza Kobe reported a good set of results, notwithstanding the strengthening of JPY in 2H2016 which led to a lower occupancy across the industry in FY2016.
- RevPAR increased 6.0% yoy, with strong gains in ADR (+14.9%) outweighing declines in Occupancy. The property successfully prioritized rate growth over occupancy growth and consequently was able to increase its profitability in FY2016.

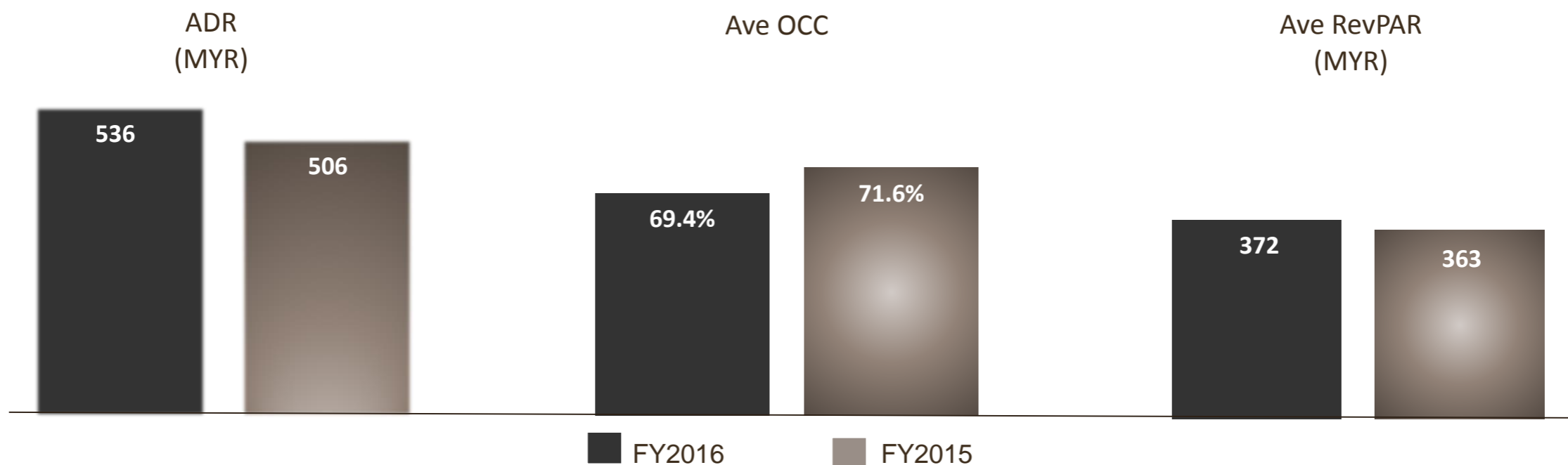


Malaysia Portfolio Performance

MYR (m)	FY2016	FY2015	Variance
GOR	90.7	90.6	▲ 0.1%
GOP	29.0	28.6	▲ 1.6%

❖ The Westin Kuala Lumpur (TWKL)

- For FY2016, The Westin Kuala Lumpur recorded 2.5% increase in RevPAR, primarily on the back of gains in ADR. Gains in rooms revenue outweighed soft demand in the business meeting segment.
- Overall GOR and GOP increased by 0.1% and 1.6% respectively compared to FY2015.



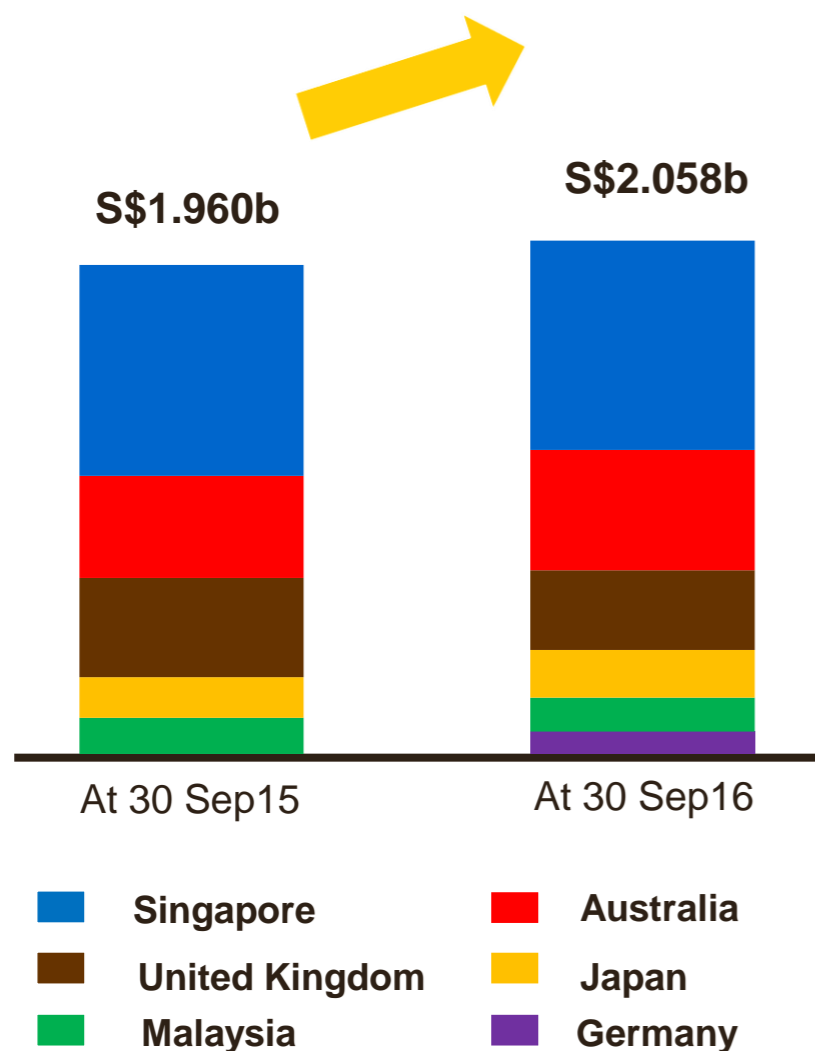
Portfolio Valuation as at 30 Sep 2016



InterContinental Singapore

Portfolio Valuation as at 30 September 2016

Portfolio value grew 5% yoy

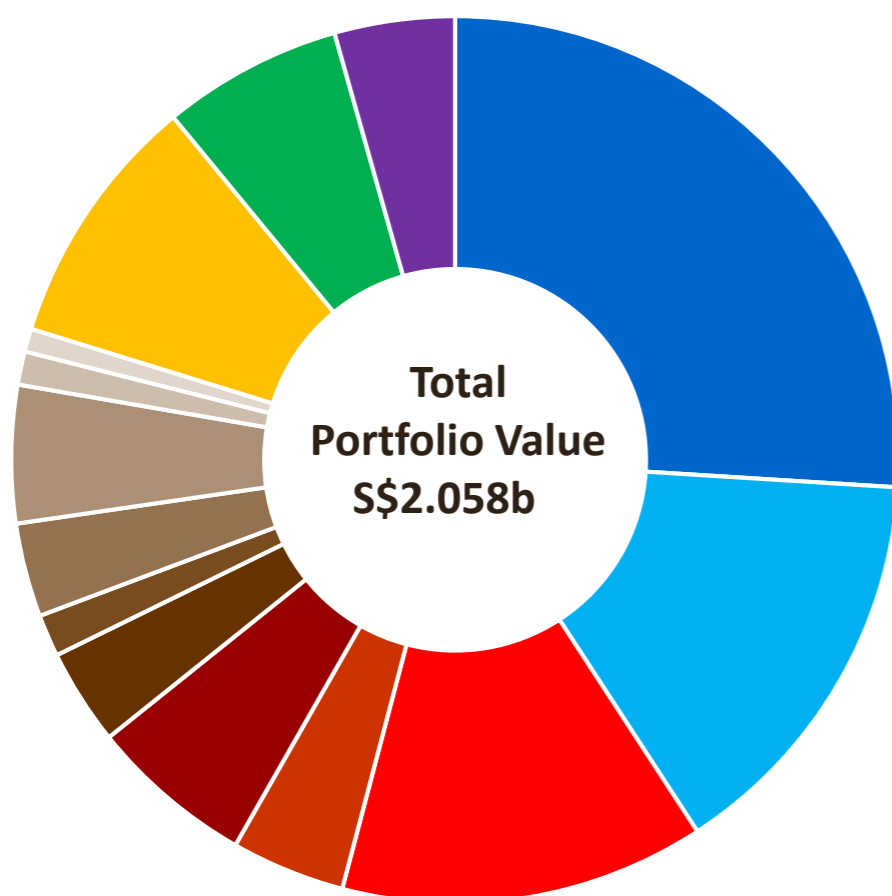


Country	Valuation as at 30 Sep 2015 (S\$m) ¹	Valuation as at 30 Sep 2016 (S\$m)	Increase/Decrease in SGD (%)	Increase/Decrease in Local Currency (%)
Singapore	845.0	840.0	-0.6%	-0.6%
Australia	410.0	482.3	17.6%	13.1%
United Kingdom	398.2	319.7	-19.7%	-2.4%
Japan	163.0	191.0	17.2%	2.1%
Malaysia	144.2	135.2	-6.3%	-7.4%
Germany	-	90.2	-	-
Total	1,960.4	2,058.4	5.0%	-

¹ All properties were valued as at 30 Sep 2015, except for Maritim Hotel Dresden whose acquisition was completed on 15 June 2016

Portfolio Valuation Breakdown by Country

- Well-diversified spread across regions
- No single property exceeds 30% of portfolio value



Singapore		40.8%¹	SGD mil
InterContinental Singapore	26.0%	535.0	
Fraser Suites Singapore	14.8%	305.0	
Australia		23.5%¹	AUD mil
Sofitel Sydney Wentworth	13.3%	262.5	
Novotel Rockford Darling Harbour	4.2%	82.0	
Fraser Suites Sydney	6.0%	118.5	
United Kingdom		15.4%¹	GBP mil
Park International Hotel	3.5%	40.7	
Best Western Cromwell	1.5%	17.9	
Fraser Place Canary Wharf	3.4%	39.8	
Fraser Suites Queens Gate	5.0%	58.4	
Fraser Suites Edinburgh	1.2%	14.1	
Fraser Suites Glasgow	0.8%	9.8	
Japan		9.3%¹	JPY mil
ANA Crowne Plaza Kobe	9.3%	14,300.00	
Malaysia		6.6%¹	MYR mil
Westin Kuala Lumpur	6.6%	410	
Germany		4.4%¹	EUR mil
Maritim Dresden Hotel	4.4%	58.9	

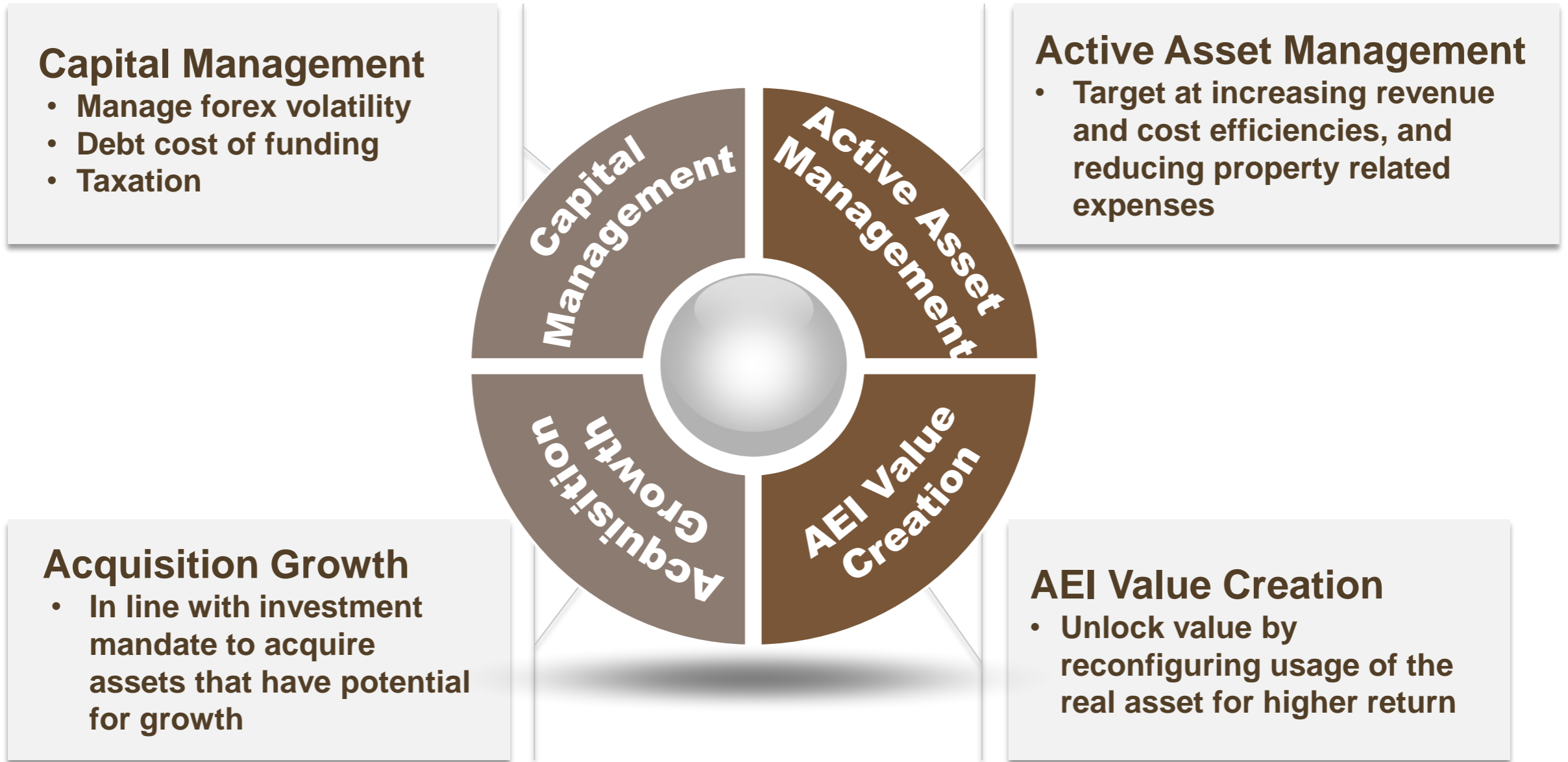
¹ Composition based on SGD

Our Strategy



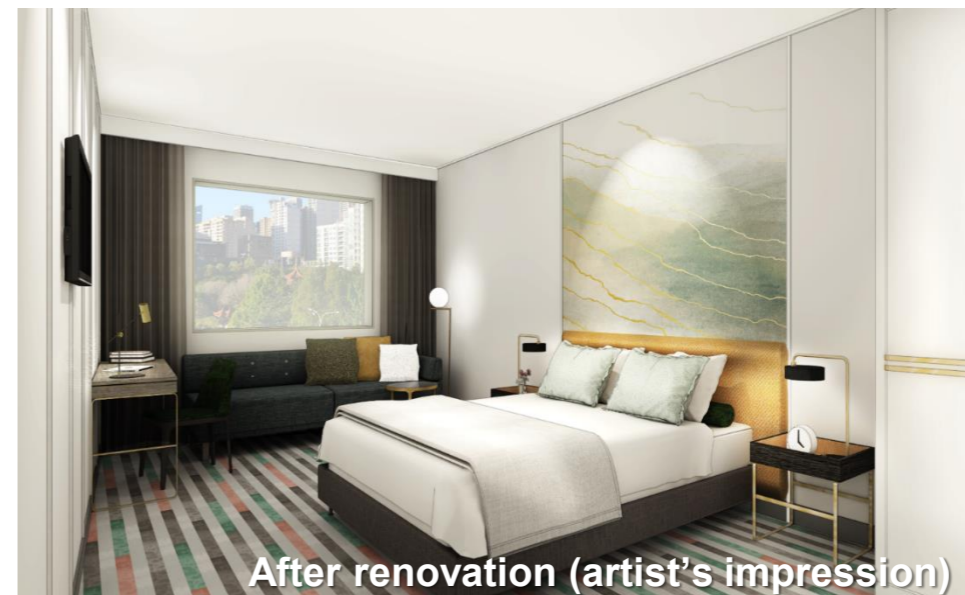
Park International London

Enhancing Stapled Securityholders' Returns



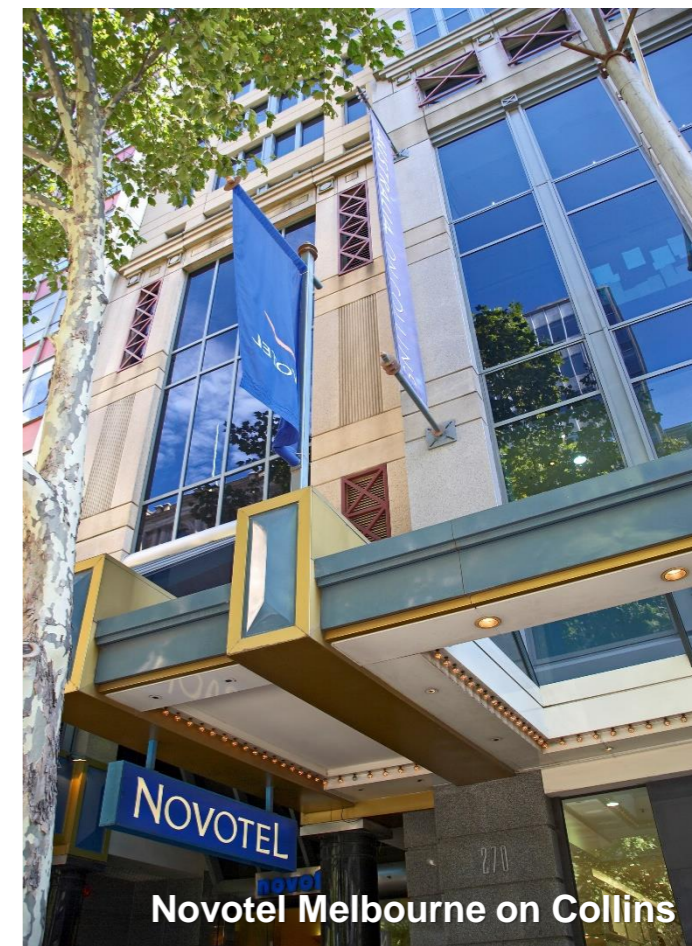
Asset Enhancement Initiative for Novotel Rockford Darling Harbour (NRDH)

- Riding on strong lodging market in Sydney and major infrastructure developments including the new International Convention Centre Sydney and the Barangaroo project, plans to renovate NRDH are expected to commence in this FY
- Refurbishment is timely as NRDH has not undergone any extensive renovation since 1999
- Scope of renovation will cover the entire property, consisting of 230 rooms, two F&B outlets, lobby and public areas
- Renovation is expected to take 9 months, with completion and re-launching targeted for 1Q FY2018



Other Potential Asset Enhancement Initiatives

- Rebranding of:
 - Best Western Cromwell London
 - Park International London
 - Novotel Melbourne on Collins

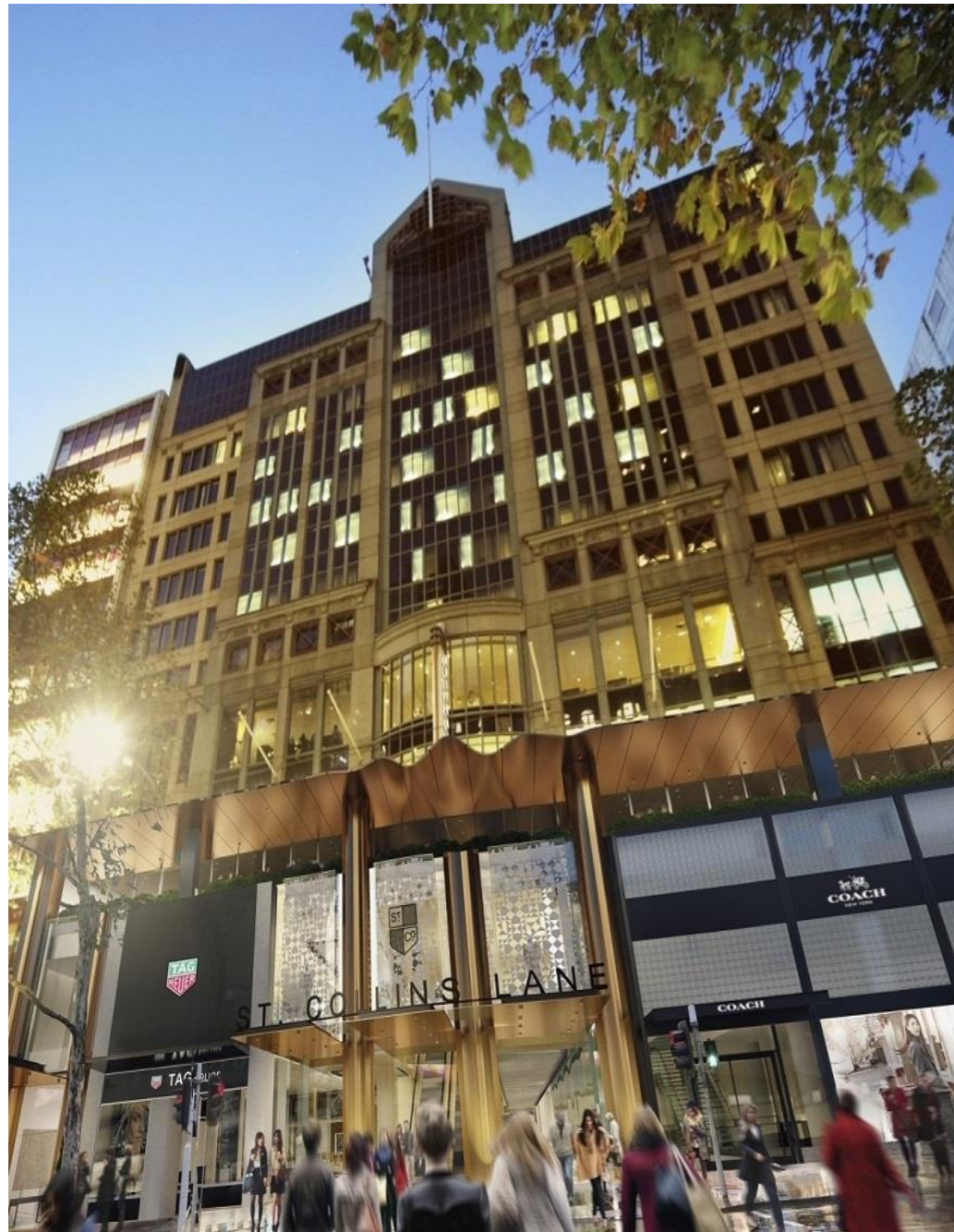


Yield-Accretive Acquisition of Maritim Hotel Dresden



Location	<ul style="list-style-type: none"> Devrientstr. 10 and 12, Kleine Packhofstr. 17, 01067 Dresden
Tenure	<ul style="list-style-type: none"> Freehold
Description	<ul style="list-style-type: none"> Located in Dresden's historical city centre and within the vicinity of various government and business offices and major tourist attractions Directly connected to the International Congress Centre Dresden
Rooms and Facilities	<ul style="list-style-type: none"> 328 rooms Restaurant, bar, swimming pool, gym
Brand & Operating Structure	<ul style="list-style-type: none"> Upscale Maritim brand Master leased to Maritim Hotelgesellschaft, part of Maritim Hotel Group
Purchase Consideration	<ul style="list-style-type: none"> €58.4m
NPI Yield	<ul style="list-style-type: none"> 6.8% (Based on annual fixed rent payable by Master Lessee)
Method of Financing	<ul style="list-style-type: none"> Issuance of S\$100m subordinated 4.45% fixed rate perpetual securities

Defensive Acquisition of Novotel Melbourne on Collins



Location	<ul style="list-style-type: none"> 270 and 233-239 Collins Street, Melbourne, Victoria, Australia
Tenure	<ul style="list-style-type: none"> Freehold
Gross Floor Area	<ul style="list-style-type: none"> 20,860 sq m (224,535 sq ft)
Description	<ul style="list-style-type: none"> Located along the prime Collins Street, in the heart of Melbourne CBD Surrounded by prime and A-grade commercial offices, and retail malls Near Federation Square, Rod Laver Arena and Melbourne Cricket Ground
Rooms and Facilities	<ul style="list-style-type: none"> 380 rooms 2 F&B outlets, 9 conference/meeting rooms, gym, indoor swimming pool and spa Separately located 72 carpark lots on 233-239 Collins Street
Brand & Operating Structure	<ul style="list-style-type: none"> Upscale AccorHotels Group
Purchase Consideration	<ul style="list-style-type: none"> A\$237.0 million
Method of Financing	<ul style="list-style-type: none"> Rights issue of 441,549,281 new Stapled Securities at unit price of \$0.603

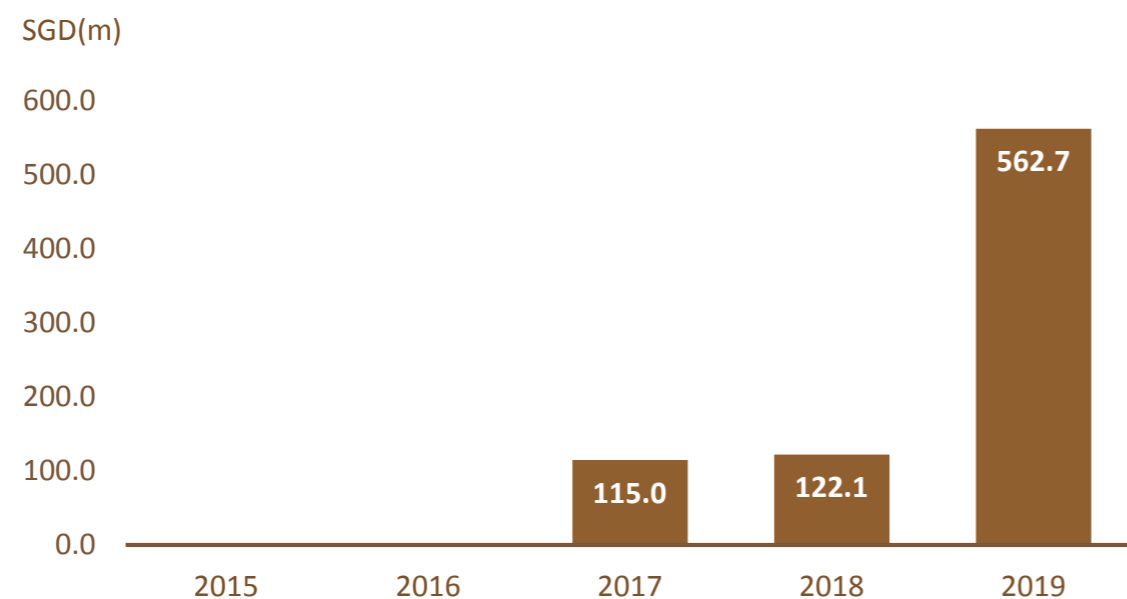
1 Valued as at 26 Jul 2016 by CBRE Valuations Pty Limited

Risk and Capital Management

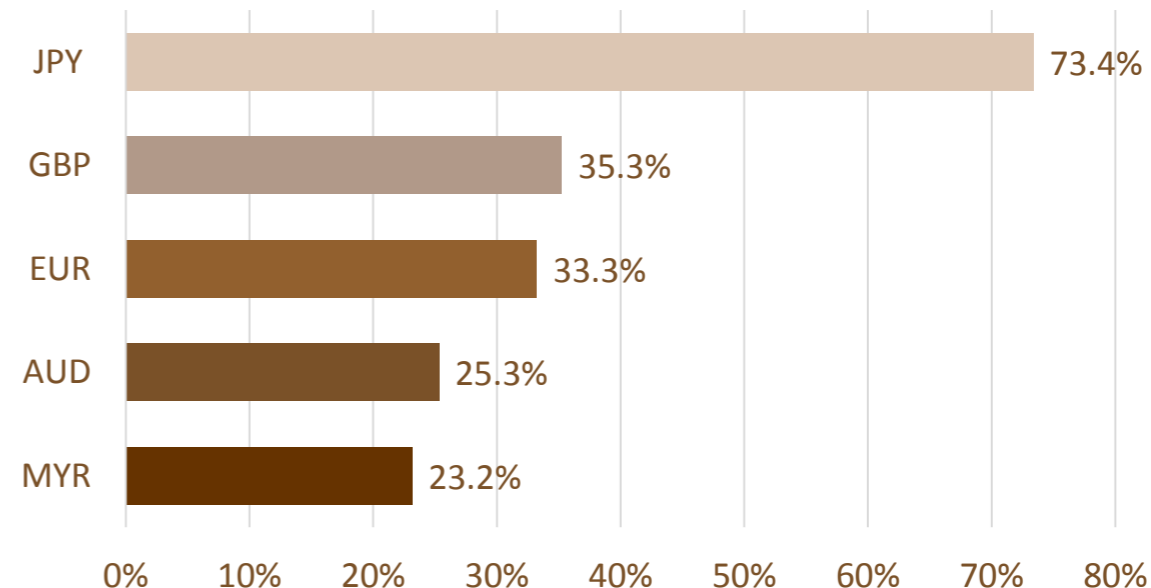
As at 30 Sep 2016	S\$m
Investment Properties	2,058.4
Total Assets	2,161.0
Total Borrowings	810.0
Gearing	37.7%
Net Asset Value (NAV) per Stapled Security ¹	82.90 cents

As at 30 Sep 2016	
Weighted Average Years to Maturity	2.35 years
Unsecured Debt	96.2%
Effective Cost of Borrowing ²	2.55%
Borrowings on Fixed Rates	86.0%
Interest Cover ³	4.86 times
FHT's Issuer Rating by Moody's	Baa2

Debt Maturity Profile



Balance Sheet Hedging



1 Based on NAV of \$1,143.9 million and 1,379.8 million issued Stapled Securities

2 Including Amortisation of Upfront Debt Costs






3 Interest Cover = EBITDA / Interest Expense



Thank you

Portfolio Overview

Hotel Properties Managed by Third-Party Operators

	Property	Country	Description	Tenure	Class	Rooms
	InterContinental Singapore	Singapore	Only 5-star luxury hotel in Singapore to preserve Peranakan heritage in a shop house style setting	75 years	Luxury	406
	Novotel Rockford Darling Harbour	Australia	4.5-star hotel located within close proximity of Sydney's Darling Harbour & Chinatown	84 years	Mid-scale	230
	Sofitel Sydney Wentworth	Australia	Iconic 5-star hotel in Sydney's core CBD within a short walk to major office buildings, tourist attractions and transport hubs	75 years	Luxury	436
	Novotel Melbourne on Collins	Australia	Strategically located within Melbourne's core CBD area along Collins Street	Freehold	Upscale	380
	Best Western Cromwell London	United Kingdom	Distinctive white Victorian façade located in the heart of London	75 years	Mid-scale	85



Portfolio Overview

Hotel Properties Managed by Third-Party Operators

	Property	Country	Description	Tenure	Class	Rooms
	Park International London	United Kingdom	Elegant hotel ideally located in the heart of Kensington & Chelsea	75 years	Mid-scale	171
	ANA Crowne Plaza Kobe	Japan	Unique panoramic view of Kobe city from Rokko mountain	Freehold	Upper Upscale	593
	Westin Kuala Lumpur	Malaysia	5-star luxury hotel located in the center of Kuala Lumpur's bustling Golden Triangle area	Freehold	Upper Upscale	443
	Maritim Hotel Dresden	Germany	Heritage-listed and located in the historical city centre of Dresden, the capital city of the eastern German state of Saxony	Freehold	Upscale	328

Portfolio Overview

Serviced Residences Managed by Frasers Hospitality

	Property	Country	Description	Tenure	Class	Rooms
	Fraser Suites Singapore	Singapore	Luxurious serviced residences in the prime residential district of River Valley	75 years	Upper Upscale	255
	Fraser Suites Sydney	Australia	First luxury apartments in Sydney designed by internationally renowned architects	75 years	Upper Upscale	201
	Fraser Suites Edinburgh	United Kingdom	Rustic 1750s sandstone building located in the heart of Edinburgh's Old Town	75 years	Upper Upscale	75
	Fraser Suites Glasgow	United Kingdom	Stunning renovated 1850s building formerly the city bank of Glasgow	75 years	Upper Upscale	98
	Fraser Suites Queens Gate	United Kingdom	Beautiful Victorian apartment hotel in Kensington	75 years	Upper Upscale	105
	Fraser Place Canary Wharf	United Kingdom	Stunning apartments located by River Thames showcasing chic contemporary design	75 years	Upper Upscale	108