



3Q FY2016/17 Financial Results Presentation

26 January 2017

Disclaimer

This presentation shall be read in conjunction with A-HTRUST's Unaudited Financial Results for the Third Quarter ended 31 December 2016 ("3Q FY2016/17") a copy of which is available on www.sgx.com or www.a-htrust.com.

This presentation may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends and foreign exchange rate trends, cost of capital and capital availability, competition from similar developments, shifts in expected levels of average daily room rates and occupancy, changes in operating expenses, including employee wages, benefits and training, property expenses and governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. Investors are cautioned not to place undue reliance on these forward looking statements, which are based on the Managers' current view of future events.

The Australian Dollar, Chinese Renminbi, Japanese Yen and Singapore Dollar are defined herein as "AUD", "RMB", JPY" and "SGD" or "S\$", respectively.

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

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Overview of Ascendas Hospitality Trust

\$792 million

Market capitalisation
as at 31 December 2016

\$1,525 million

Portfolio valuation as at 31 March 2016

11

Hotels

4,351

Rooms

4

Countries

7

Cities

Beijing

- Novotel Beijing Sanyuan
- Ibis Beijing Sanyuan

Tokyo

- Hotel Sunroute Ariake and
Oakwood Apartments Ariake Tokyo

Osaka

- Hotel Sunroute Osaka Namba

Singapore

- Park Hotel Clarke Quay

Sydney

- Pullman Sydney Hyde Park
- Novotel Sydney Central
- Novotel Sydney Parramatta
- Courtyard by Marriott North Ryde

Melbourne

- Pullman and Mercure Melbourne Albert Park

Brisbane

- Pullman and Mercure Brisbane King George Square



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Key Highlights

3Q FY2016/17 Financial Highlights

	3Q FY2016/17 ¹			3Q YTD 2016/17 ¹		
Gross Revenue	S\$59.2m	8.0% y-o-y	▲	S\$167.1m	3.3% y-o-y	▲
Net Property Income ("NPI")	S\$26.4m	12.9% y-o-y	▲	S\$73.4m	8.8% y-o-y	▲
Income available for distribution	S\$19.5m	14.6% y-o-y	▲	S\$51.0m	5.7% y-o-y	▲
Adjusted Income available for distribution ²	S\$18.5m	14.0% y-o-y	▲	S\$48.5m	5.5% y-o-y	▲
Distribution per Stapled Security ("DPS")	1.64 cents	13.1% y-o-y	▲	4.31 cents	4.9% y-o-y	▲

Notes:

1. Save for DPS, percentage changes are based on figures rounded to nearest thousands
2. After retaining distributable income for working capital purposes

3Q FY2016/17 Portfolio Highlights

	AOR ¹		ADR ¹		RevPAR ¹	
Australia	86.6%	2.2pp y-o-y ▲	AUD 181	0.5% y-o-y ▼	AUD 157	2.6% y-o-y ▲
China	86.1%	4.1pp y-o-y ▲	RMB 402	2.2% y-o-y ▼	RMB 346	2.7% y-o-y ▲
Japan	<ul style="list-style-type: none"> Applies to Oakwood Apartments only Decline in both occupancy and ADR 				JPY 10,358	3.2% y-o-y ▼
Singapore	<ul style="list-style-type: none"> Slight decline in rental income contribution from Park Hotel Clarke Quay 					

Note:

1. AOR: Average Occupancy Rate; ADR: Average Daily Rate; RevPAR: Revenue per Available Room



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Financial Review

Results Summary – 3Q FY2016/17

S\$' million	3 rd Quarter		Change ³
	FY2016/17	FY2015/16	
Gross Revenue	59.2	54.8	8.0%
Net Property Income	26.4	23.4	12.9%
NPI Margin (%)	44.7	42.7	2.0pp
Income available for distribution	19.5	17.0	14.6%
- Operation	19.5	16.3	19.5%
- Proceeds from Divestment ¹	-	0.7	-
Adjusted Income available for distribution ²	18.5	16.2	14.0%
DPS (cents)	1.64	1.45	13.1%

- Overall improvement in portfolio performance
- Stronger JPY and AUD against SGD helped boost financials in SGD

- Mainly due to higher NPI and higher realised foreign exchange gain
- This was in spite of the partial distribution of proceeds from sale of hotel in Cairns in the corresponding quarter last year

Notes:

1. Partial distribution of proceeds from sale of Pullman Cairns International
2. After retaining distributable income for working capital purposes
3. Save for DPS, percentage changes are based on figures rounded to nearest thousands

Results Summary – 3Q YTD FY2016/17

S\$' million	3Q YTD		Change ³
	FY2016/17	FY2015/16	
Gross Revenue	167.1	161.8	3.3%
Net Property Income	73.4	67.5	8.8%
NPI Margin (%)	43.9	41.7	2.2pp
Income available for distribution	51.0	48.3	5.7%
- Operation	51.0	47.0	8.6%
- Proceeds from Divestment ¹	-	1.3	-
Adjusted Income available for distribution ²	48.5	46.0	5.5%
DPS (cents)	4.31	4.11	4.9%

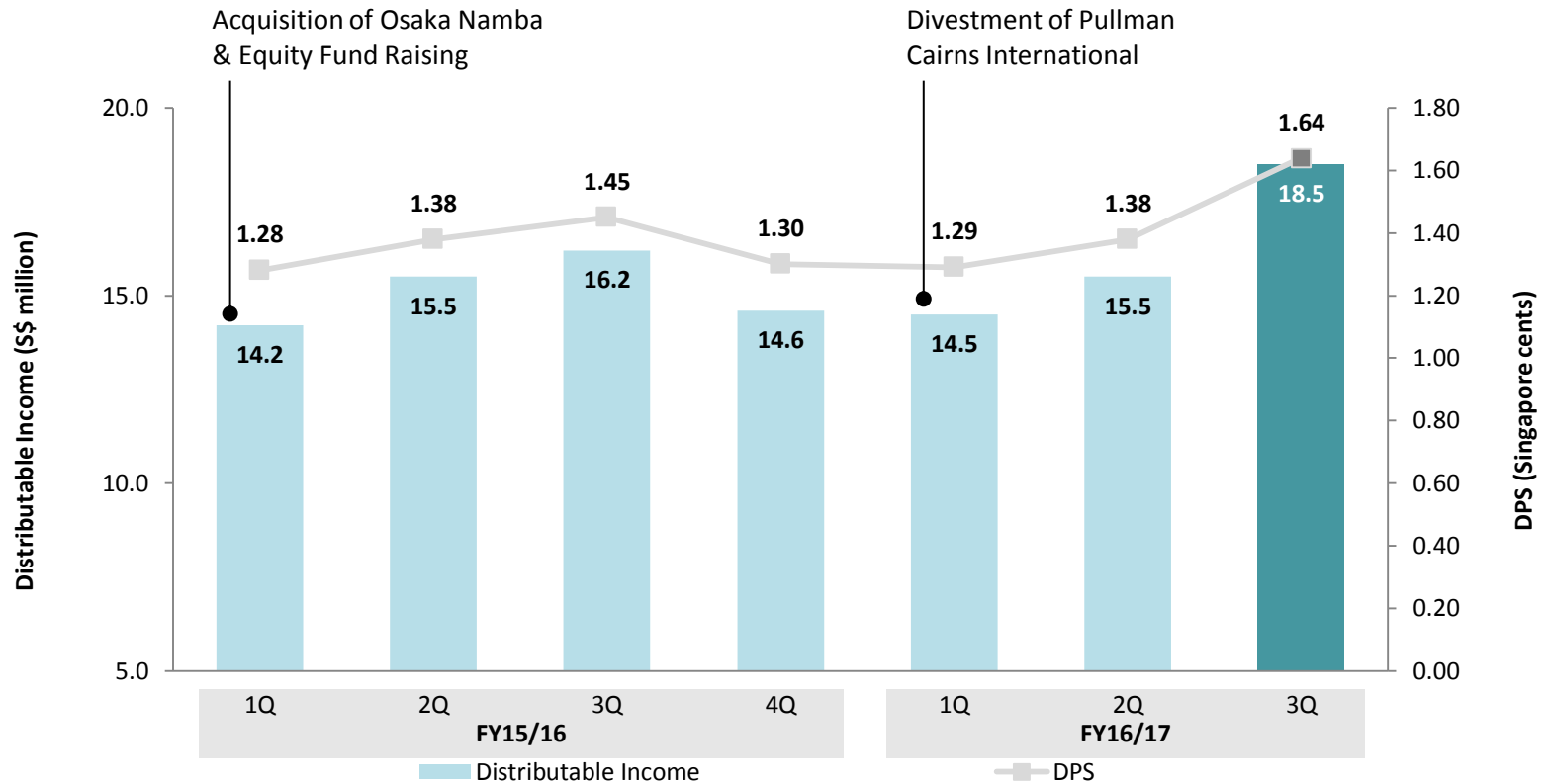
- Overall underlying performance of the portfolio improved
- Stronger JPY and AUD against SGD lifted earnings in SGD

- Mainly due to higher NPI and lower finance costs
- This was in spite of the partial distribution of proceeds from sale of hotel in Cairns in 3Q YTD FY2015/16
- Also partially offset by higher tax expense

Notes:

1. Partial distribution of proceeds from sale of Pullman Cairns International
2. After retaining distributable income for working capital purposes
3. Save for DPS, percentage changes are based on figures rounded to nearest thousands

Distribution History





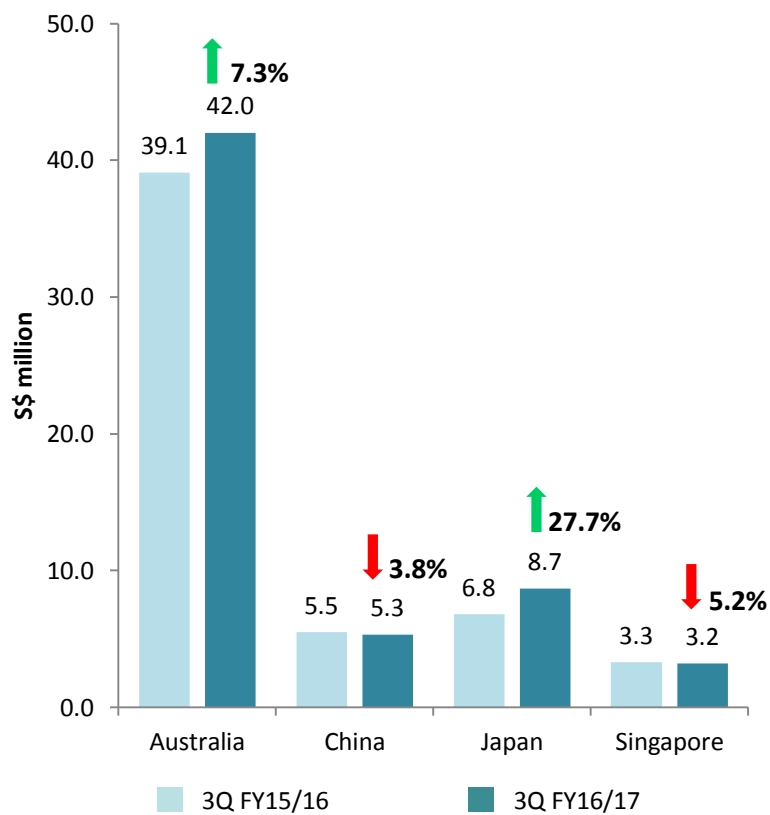
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Portfolio Performance

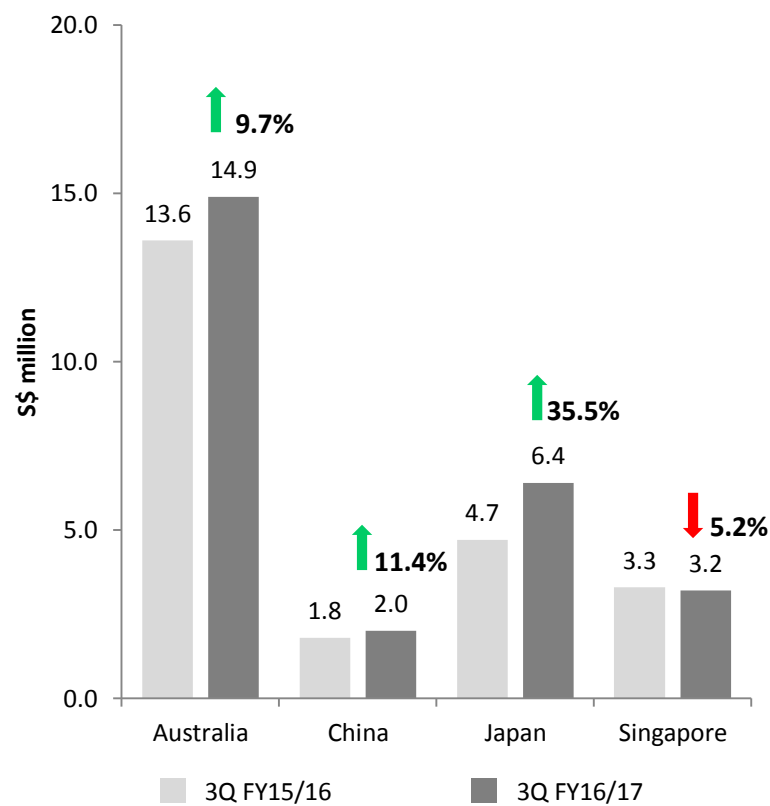
Performance by Country

✦ Overall portfolio performance improved in 3Q FY2016/17, driven by overseas portfolios

Gross Revenue



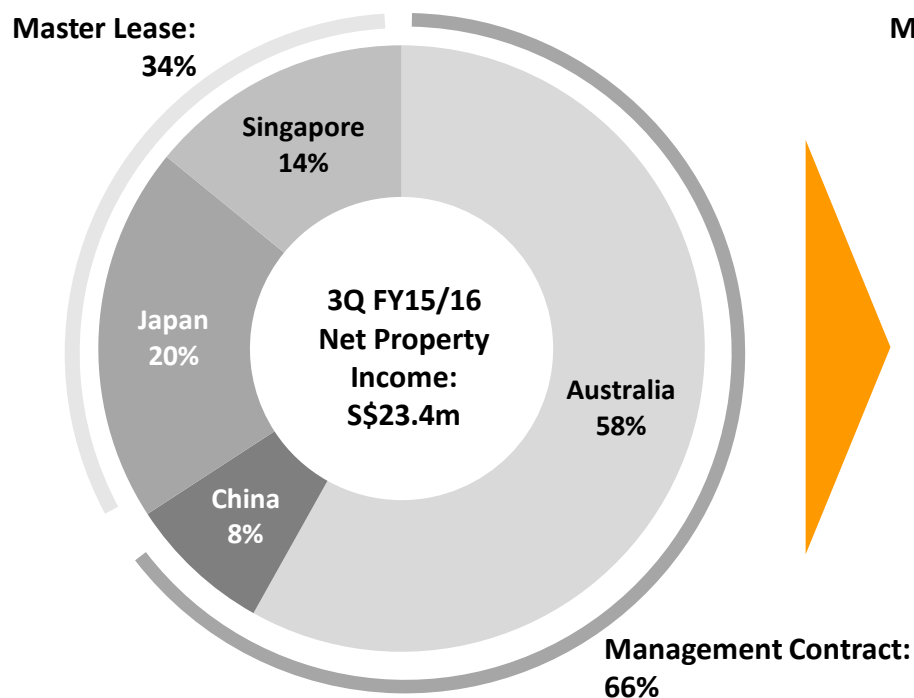
Net Property Income



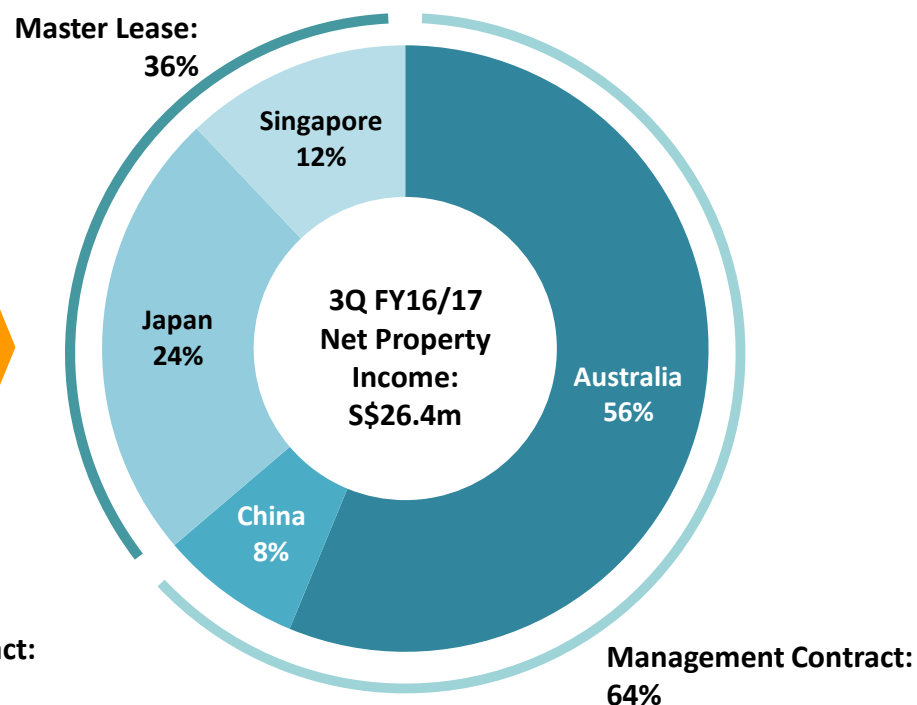
NPI Breakdown by Country and Contract Type

- ✦ Well diversified portfolio with good mix of master lease arrangements and management contracts

3Q FY15/16 Net Property Income



3Q FY16/17 Net Property Income



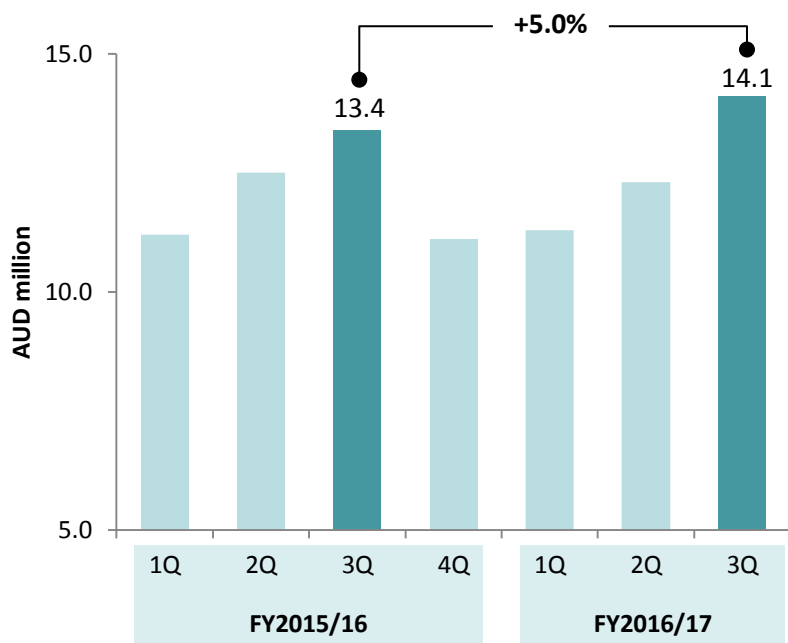
Strong overall performance from Australia portfolio

AUD	3 rd Quarter		Change
	FY16/17	FY15/16	
AOR	86.6%	84.4%	↑ 2.2pp
ADR	181	182	↓ 0.5%
RevPAR	157	153	↑ 2.6%

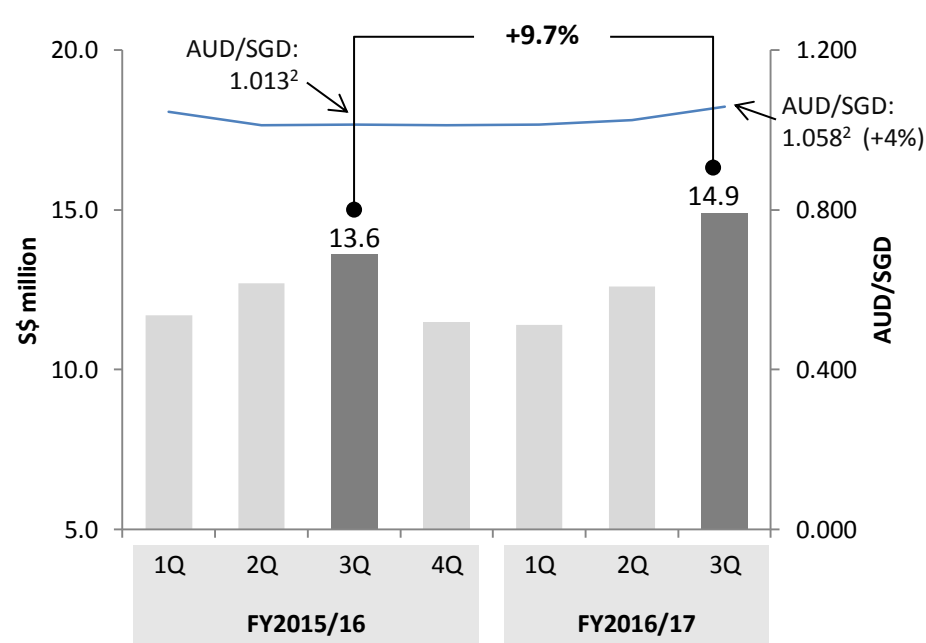
- Improvement driven mainly by:
 - ✓ Pullman Sydney Hyde Park (strong public demand)
 - ✓ Novotel Sydney Central (new aircrew contract)
 - ✓ Melbourne Hotel¹ (strong conferencing business)
- Stronger AUD against SGD boost financials in SGD

1. Pullman and Mercure Melbourne Albert Park

Net Property Income in AUD



Net Property Income in S\$



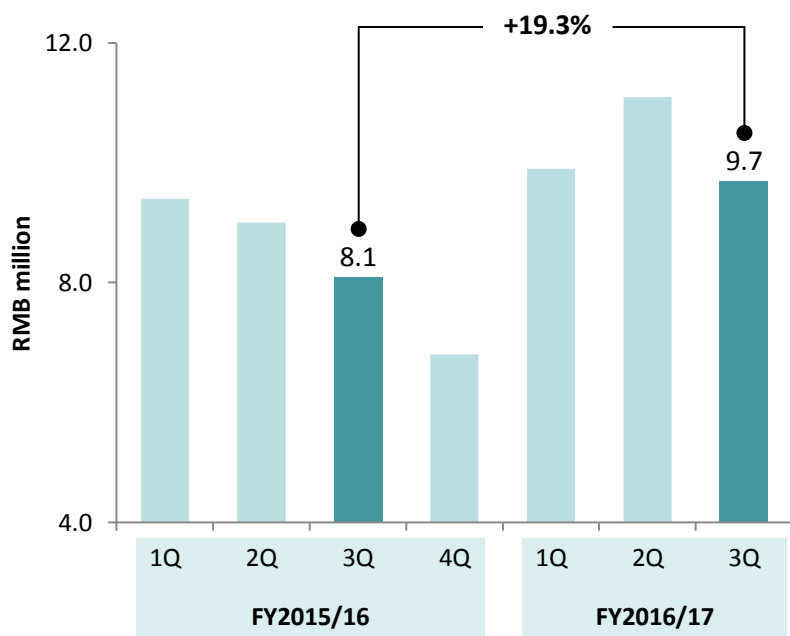
2. Based on average rate used for the respective quarter

China portfolio continue to improve

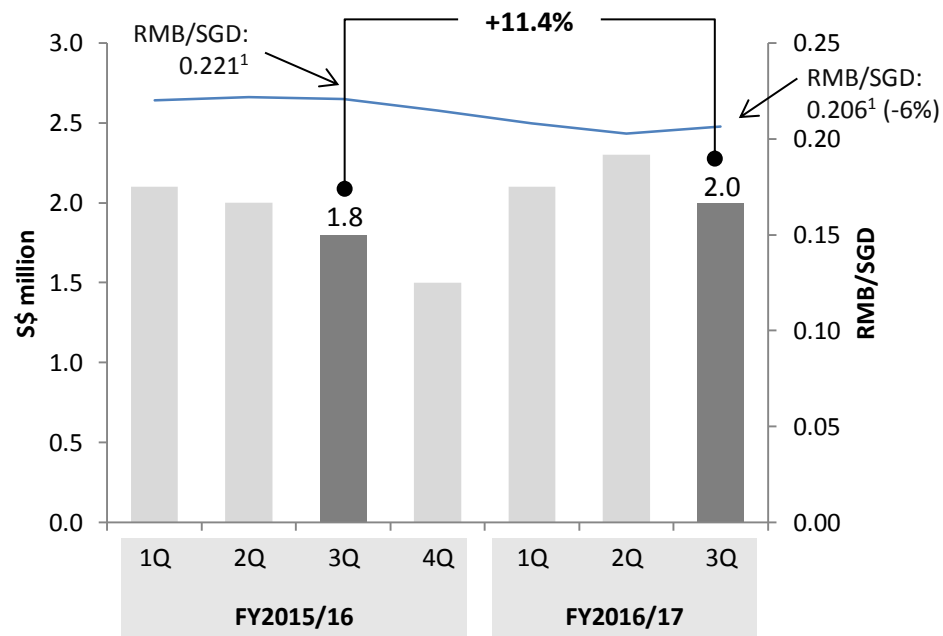
RMB	3 rd Quarter		Change
	FY16/17	FY15/16	
AOR	86.1%	82.0%	↑ 4.1pp
ADR	402	411	↓ 2.2%
RevPAR	346	337	↑ 2.7%

- Ibis benefitted from leasing of F&B space and loyalty program of China Lodging Group
- Financials in SGD moderated by weakening RMB

Net Property Income in RMB



Net Property Income in S\$



1. Based on average rate used for the respective quarter

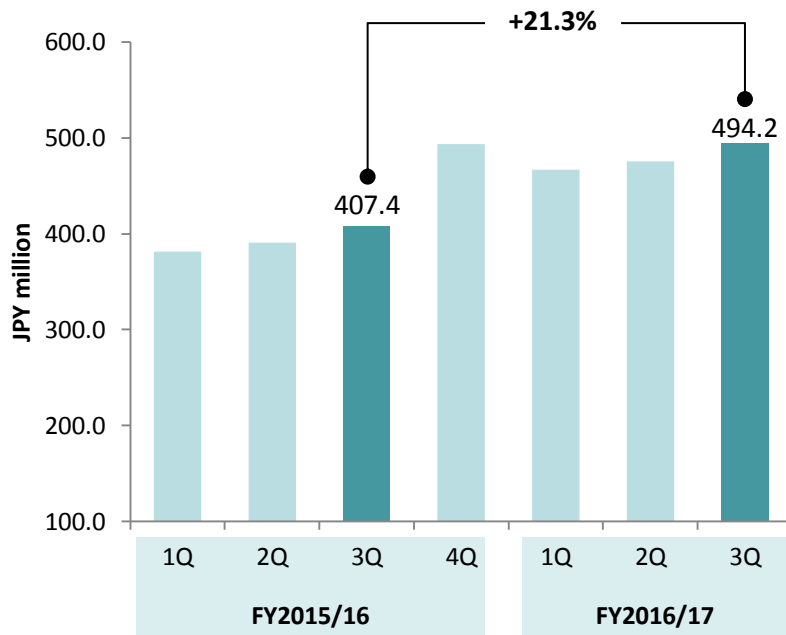
Osaka hotel drives Japan portfolio performance

JPY	3 rd Quarter		Change
	FY16/17	FY15/16	
RevPAR ¹	10,358	10,687	↓ 3.2%

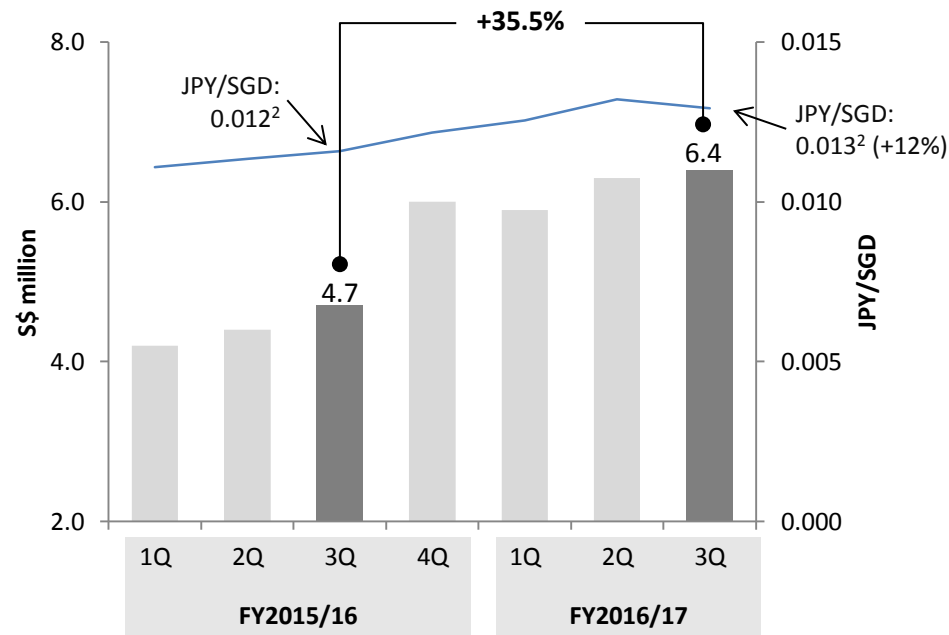
1. Applies to Oakwood Apartments Ariake Tokyo only

- Improved rental structure saw NPI contribution from Hotel Sunroute Osaka Namba grow by 68.5% y-o-y (in JPY term)
- Less events at nearby Tokyo Big Sight affected performance of Oakwood Apartments Ariake Tokyo
- Appreciating JPY boost SGD financials

Net Property Income in JPY



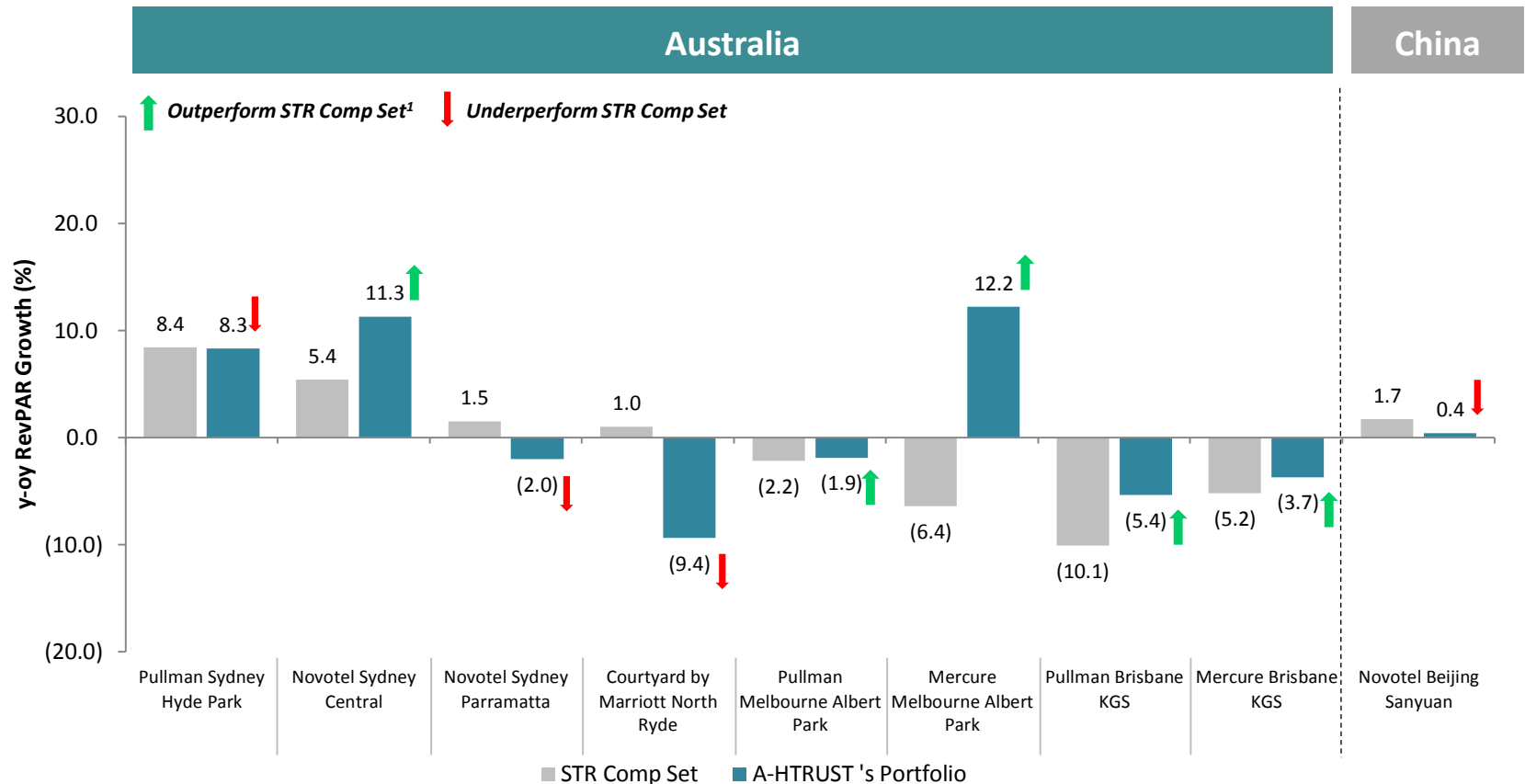
Net Property Income in S\$



2. Based on average rate used for the respective quarter

Quality Portfolio

✦ Majority of hotels outperform their peers during the quarter



Note:

1. STR (Smith Travel Research) Global Report tracks a hotel's occupancy, ADR and RevPAR performance against its selected comparable competitors. STR Competitive Set ("STR Comp Set") refers to the average performance of the hotel and its competitors.



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Capital Management

Healthy Balance Sheet

✦ Total assets of S\$1,613.9 million as at 31 December 2016

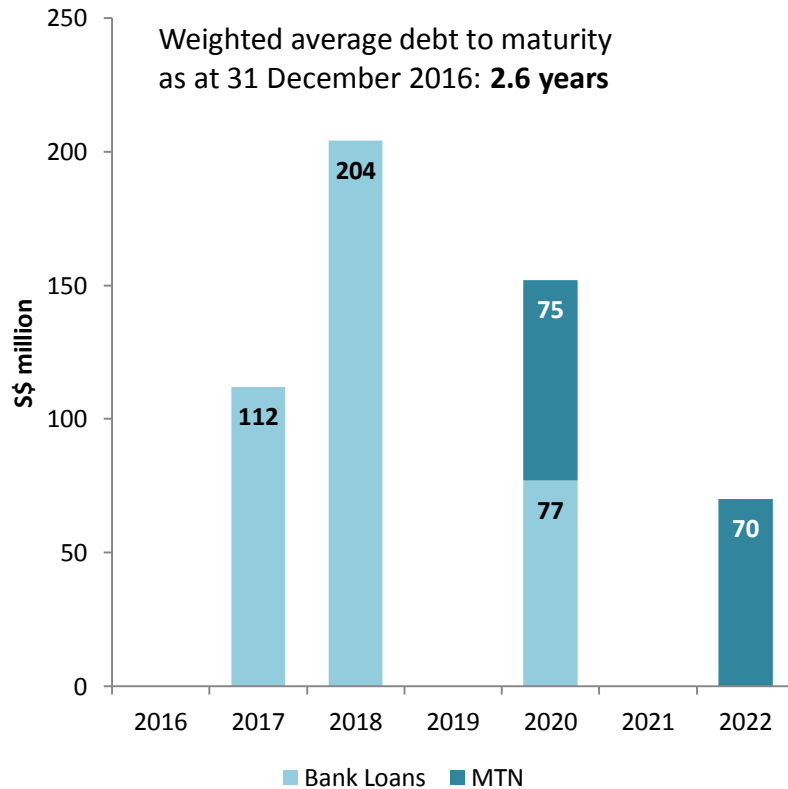
	As at 31 December 2016	As at 30 September 2016
Borrowings	S\$537.5m	S\$538.6m
Total Assets	S\$1,613.9m	S\$1,661.7m
A-HTRUST Gearing ¹	33.3%	32.4%
- A-HREIT Gearing	26.0%	25.8%
- A-HBT Gearing	37.5%	36.3%
Weighted average interest rate	3.0%	3.3%
Weighted average debt to maturity	2.6 years	2.8 years
Net asset value per stapled security	S\$0.85	S\$0.88

Note:

1. Gearing is computed based on total debt over total assets

Balanced Debt Profile

Debt Maturity Profile

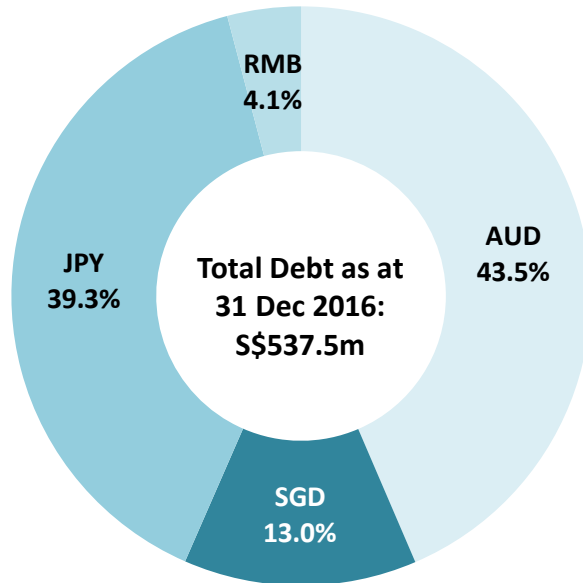


Debt Facilities

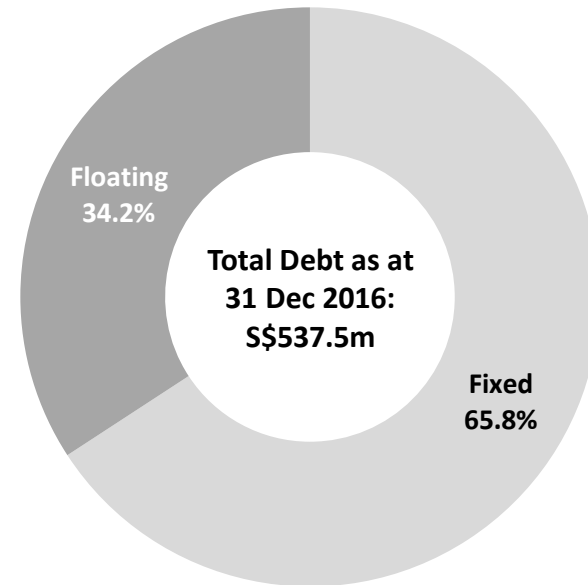
- **Term loan facilities:**
3 to 5-year term loan facilities
- **Revolving credit facility (“RCF”):**
3-year S\$20 million RCF
- **S\$1 billion Debt Issuance Programme (“Programme”):**
Programme established in October 2014, and updated in November 2015

Prudent Capital Management

Debt Currency Profile



Interest Rate Profile



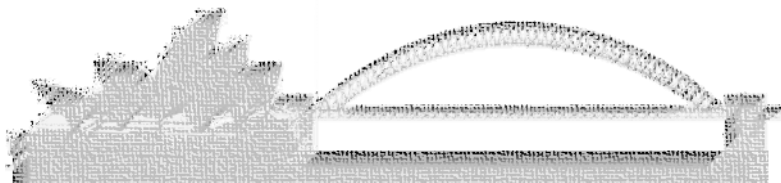
- Certain interest rate swaps (“IRS”) expired in 3QFY2016/17
- Expect to enter into new IRS in 4QFY2016/17 to replace some or all of the expired IRS



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Looking Ahead

Australia – Inbound expected to grow



- International visitors to Australia grew 11% y-o-y for the 12-month period ended September 2016¹, and the growth trend is expected to continue in the near term as international flight routes to Australia grows²
- In Sydney, the recently opened International Convention Centre Sydney, which boasts a rich event calendar in the coming year, will help to boost the hospitality sector in the city
- In general, the hotel markets in Sydney and Melbourne are expected to be healthy in the near term, while the hotel market in Brisbane is expected to remain soft due to oversupply of rooms

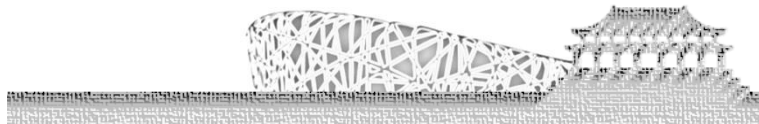
Notes:

1. Source: Tourism Research Australia
2. Source: Tourism Australia

China – Supported by domestic travelling



- While factors such as air quality in the city may continue to deter foreign arrivals into Beijing in the near term, the hospitality sector of the capital city will continue to be supported by domestic travelling
- As China continues to develop its transportation system, the accessibility of Beijing to the other parts of China will be enhanced, further promoting domestic tourism in the capital city



Japan – Outlook remains healthy



- Despite slower growth in international visitors in recent months in part due to strengthening of JPY, Japan welcomed almost 24 million international visitors in 2016, up by 21.8% compared to 2015¹
- Looking forward, the hotel markets in Tokyo and Osaka are expected to remain healthy in the near term

Note:

1. Source: Japan National Tourism Organisation

Singapore – Headwinds to persist



- While inbound arrivals to Singapore has grown by 7.9% y-o-y for the period January to November 2016¹, the relatively large inventory of hotel rooms continued to weigh down performance of the Singapore hotel market
- Headwinds are likely to persist in the near term as corporate demand is expected to remain subdued, compounded by new supply of rooms coming into the market



Note:

1. Source: Singapore Tourism Board



**Ascendas Hospitality Fund Management Pte. Ltd.
Ascendas Hospitality Trust Management Pte. Ltd.**

Managers of A-HTRUST

1 Fusionopolis Place

#10-10 Galaxis

Singapore 138522

Tel: +65 6774 1033

Email: info-aht@ascendas-singbridge.com

www.a-htrust.com