



**ahtrust**  
ascendas hospitality trust

4Q FY2014/15  
Financial Results Presentation

8 May 2015

SYDNEY

MELBOURNE

BRISBANE

CAIRNS

BEIJING

TOKYO

OSAKA

SINGAPORE

# Disclaimer

This presentation shall be read in conjunction with A-HTRUST's Unaudited Financial Results for the Fourth Quarter ended 31 March 2015 ("4Q FY2014/15"), a copy of which is available on [www.sgx.com](http://www.sgx.com) or [www.a-htrust.com](http://www.a-htrust.com).

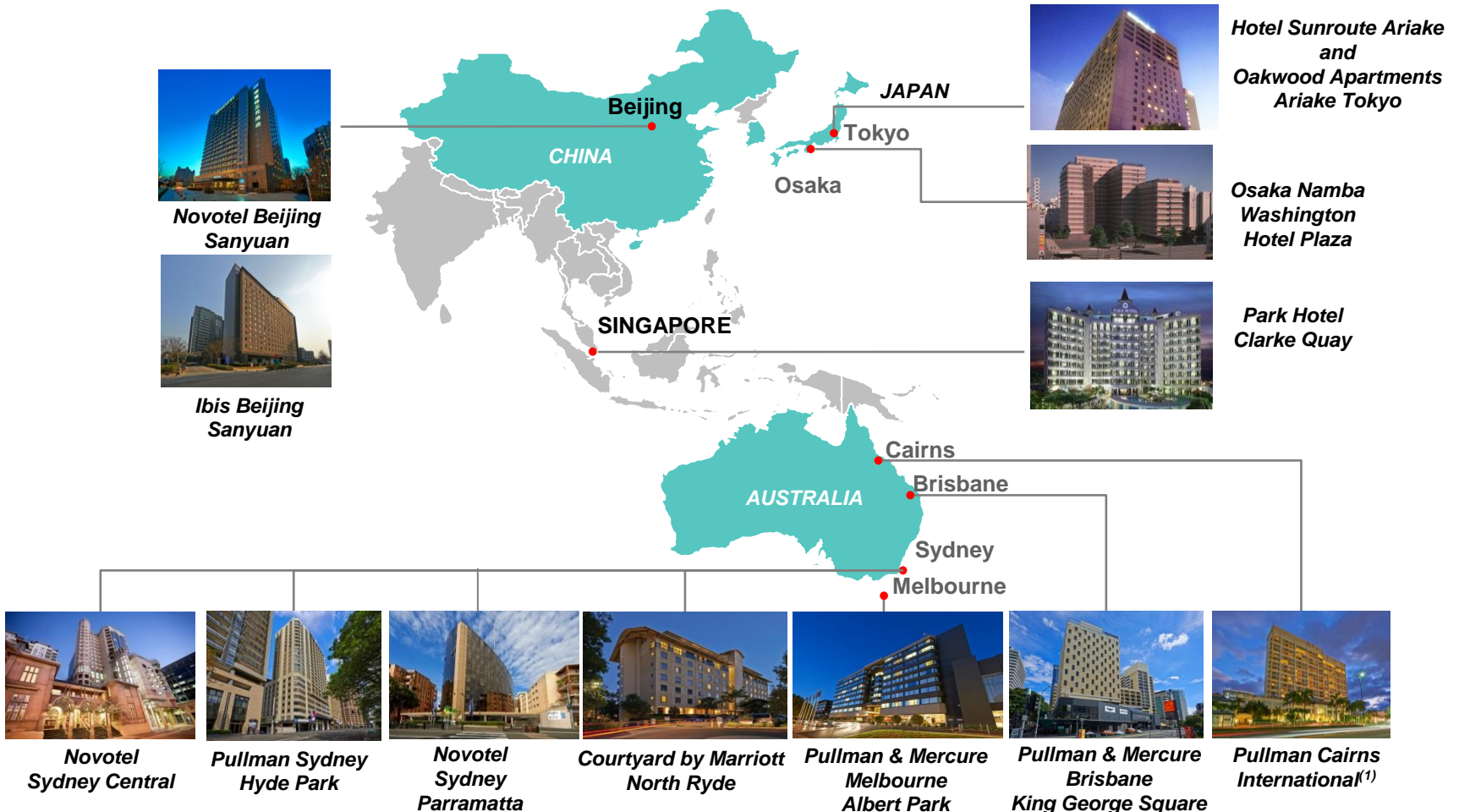
This presentation may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples 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.**

# A-HTRUST – Our Portfolio

✦ 12 quality hotels with over 4,500 rooms across 8 key cities in Australia, China, Japan and Singapore



(1) A-HTRUST owns 50% of Pullman Cairns International



## Content

- 1 Key Highlight
- 2 Financial Review
- 3 Portfolio Performance
- 4 Portfolio Valuation
- 5 Capital Management
- 6 Looking Ahead



## Key Highlights

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# 1

# 4Q FY2014/15 Financial Highlights

	4Q FY2014/15		FY2014/15	
Gross Revenue	<b>S\$54.5m</b>	1.6% y-o-y growth	<b>S\$227.1m</b>	6.0% y-o-y growth
Net Property Income	<b>S\$22.6m</b>	2.8% y-o-y growth	<b>S\$93.3m</b>	11.8% y-o-y growth
Distributable Income	<b>S\$14.0m</b>	12.0% y-o-y growth	<b>S\$56.3m</b>	3.0% y-o-y growth
Distribution per Stapled Security ("DPS")	<b>1.25 cents</b>	3.3% y-o-y growth	<b>5.06 cents</b>	8.3% y-o-y decline

# 4Q FY2014/15 Portfolio Highlights

	AOR <sup>1</sup>		ADR <sup>1</sup>		RevPAR <sup>1</sup>	
Australia <sup>2</sup>	86.1%	2.3pp y-o-y growth	AUD 178	2.3% y-o-y growth	AUD 154	5.5% y-o-y growth
China	74.7%	2.2pp y-o-y growth	RMB 379	3.6% y-o-y decline	RMB 283	0.7% y-o-y decline
Japan	<ul style="list-style-type: none"> <li>Applies to Oakwood Apartments only</li> <li>Improvement in both AOR and ADR</li> </ul>				JPY 8,485	123.8% y-o-y growth
Singapore	<ul style="list-style-type: none"> <li>Steady rental income contribution from Park Hotel Clarke Quay</li> </ul>					

**Note:**

1. AOR: Average Occupancy Rate; ADR: Average Daily Rate; RevPAR: Revenue per Available Room
2. Excludes Pullman Cairns International which A-HTRUST owns 50%



Financial  
Review

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# Results Summary – 4Q FY2014/15

S\$' million	4 <sup>th</sup> Quarter		Change
	FY2014/15	FY2013/14	
Gross Revenue	54.5	53.7	1.6%
Net Property Income	22.6	22.0	2.8%
NPI Margin	41.5%	41.0%	0.5pp
Distributable Income	14.0	12.5	12.0%
DPS (cents)	1.25	1.21	3.3%

- Contribution from Osaka Namba which was acquired in April 2014
- Partially offset by weaker AUD and JPY against SGD

- Improve due to absence of costs of S\$2.4m related to unwinding of AUDSGD cross currency swap ("AUDSGD CCS")
- Partially offset by higher finance costs of S\$0.7m

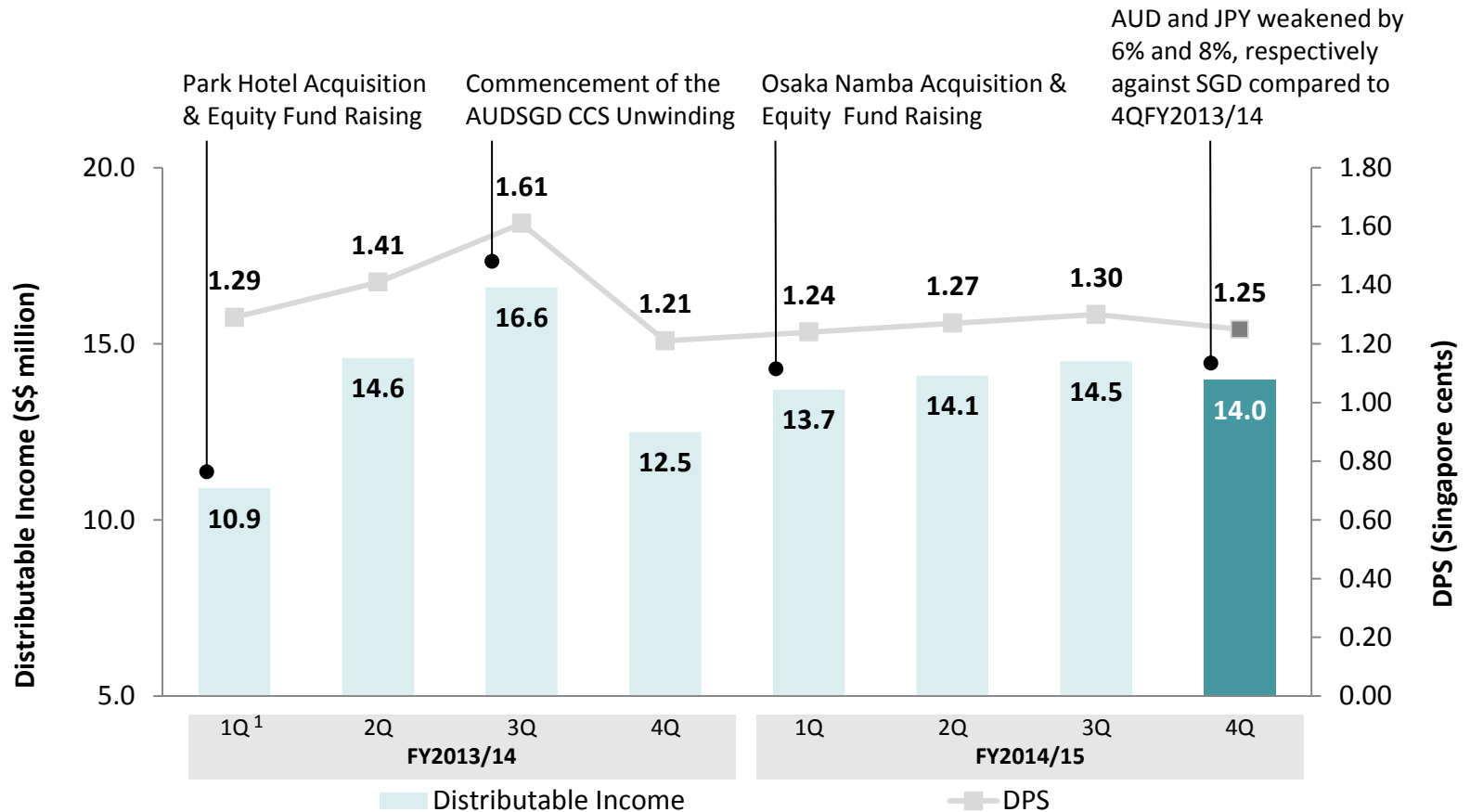
# Results Summary –FY2014/15

S\$' million	Full Year		Change
	FY2014/15	FY2013/14	
Gross Revenue	227.1	214.3	6.0%
Net Property Income	93.3	83.5	11.8%
NPI Margin	41.1%	39.0%	3.1pp
Distributable Income	56.3	54.6	3.0%
DPS (cents)	5.06	5.52	(8.3%)

- Contribution from Osaka Namba and full year contribution from Park Hotel Clarke Quay which was acquired in April 2014 and June 2013 respectively
- Partially offset by weaker AUD and JPY against SGD

- Higher net property income
- Partially offset by higher finance costs and costs related to unwinding of the AUDSGD CCS

# Distribution History



**Note:**

1: Includes the impact of acquiring Park Hotel Clarke Quay ("Park Hotel") and equity fund raising for the acquisition

# Distribution Details

Distribution for the period 1 October 2014 to 31 March 2015: **2.5525** Singapore cents per stapled security

8 May 2015	<b>Notice of Books Closure Date</b>
14 May 2015, 9.00 am	<b>Ex-Distribution Date</b>
18 May 2015, 5.00 pm	<b>Books Closure Date</b>
16 June 2015	<b>Date of Distribution</b>

May 2015						
S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

June 2015						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				



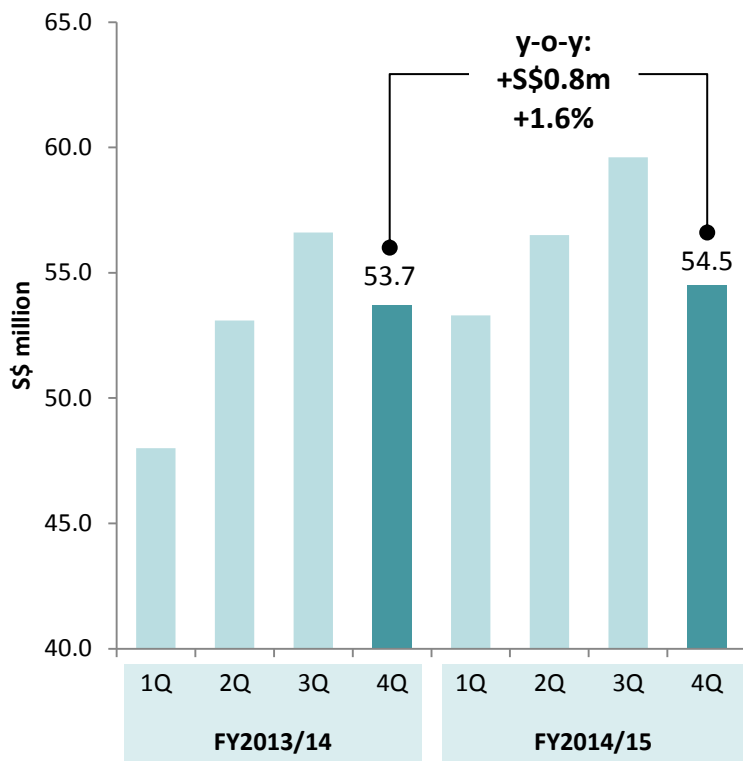
Portfolio  
Performance

3

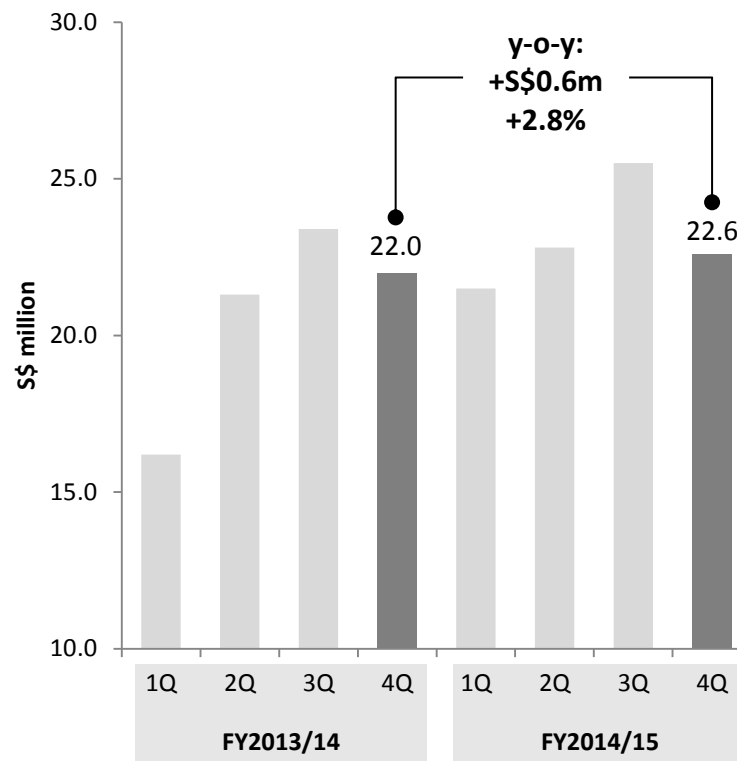
# 4Q FY2014/15 – Revenue and NPI Grows

- ✦ Improvement driven by contribution from Osaka Namba and improvement in Oakwood Apartments Ariake Tokyo

## Gross Revenue



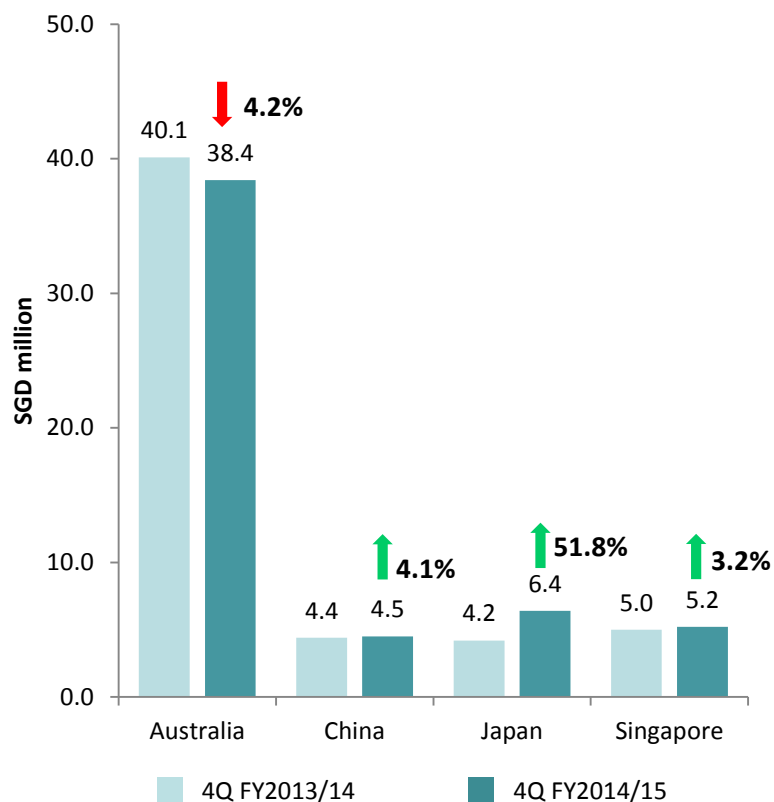
## Net Property Income



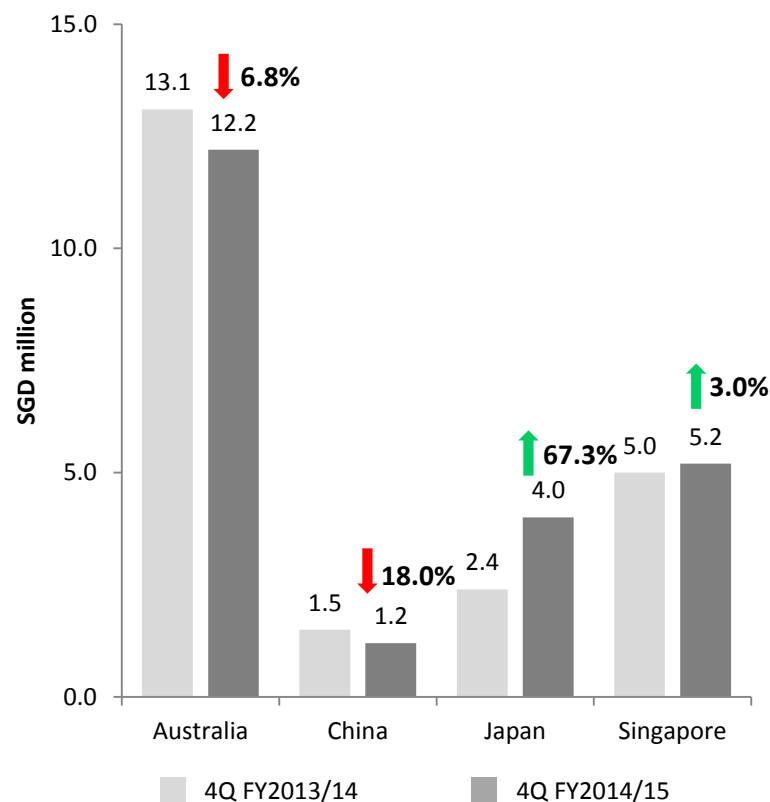
# Performance by Country

- ✦ Australia portfolio performance was affected due to continual weakening of AUD while China portfolio was affected by weaker demand

## Gross Revenue



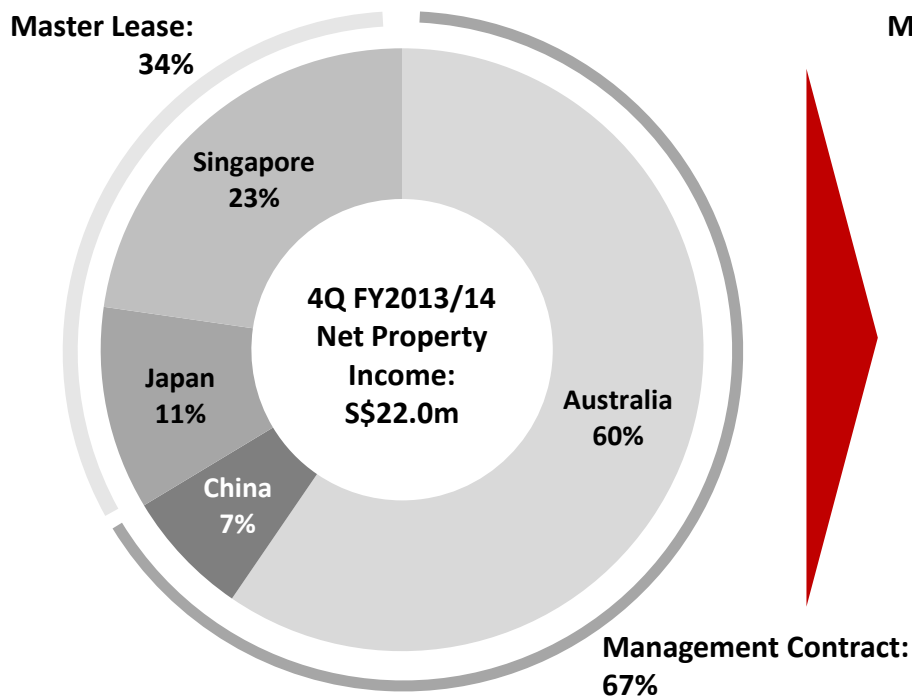
## Net Property Income



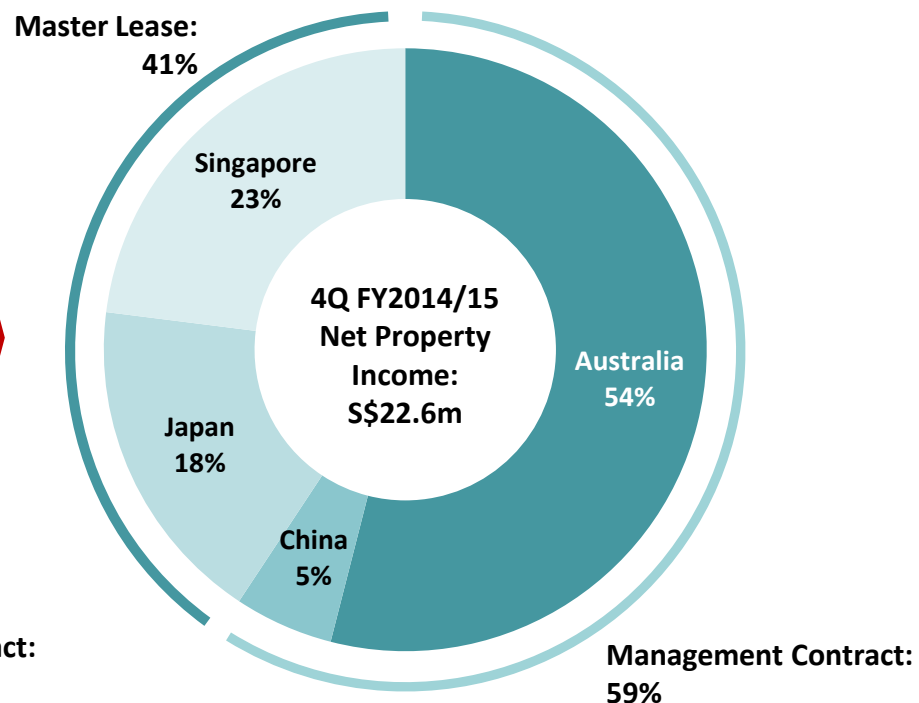
# NPI Breakdown by Country and Contract Type

✦ Increased income stability and reduced reliance on Australia portfolio

4Q FY2013/14 Net Property Income



4Q FY2014/15 Net Property Income





# Australia Portfolio Continued to Improve

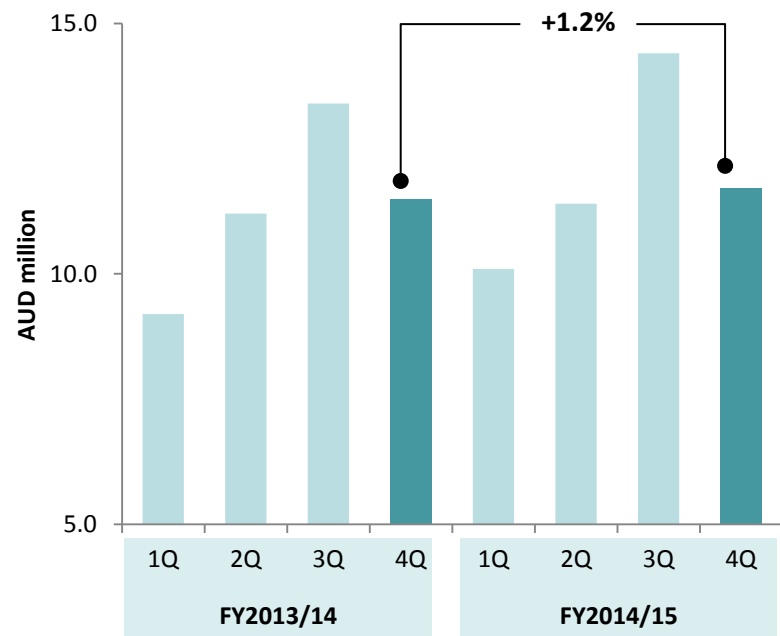
AUD	4 <sup>th</sup> Quarter		Change
	FY2013/14	FY2014/15	
<b>AOR<sup>1</sup></b>	83.8%	86.1%	↑ 2.3pp
<b>ADR<sup>1</sup></b>	174	178	↑ 2.3%
<b>RevPAR<sup>1</sup></b>	146	154	↑ 5.5%

**Note:**

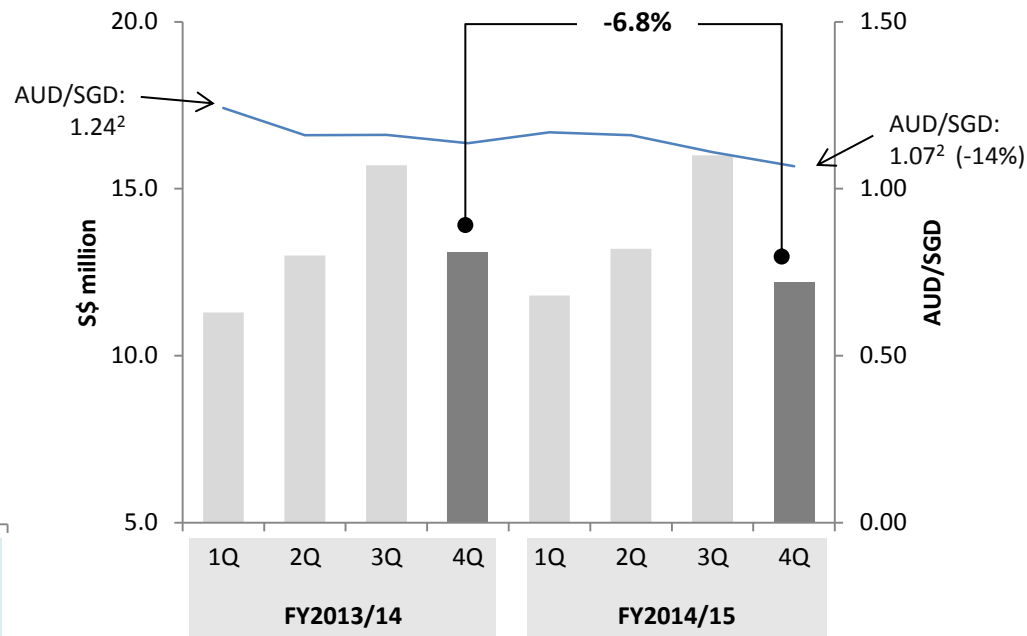
1. Excludes Pullman Cairns International which A-HTRUST owns 50%

- Overall improvement in Australia portfolio led by:
  - Sydney Hotels – better performance due to strong demand and conferencing events
  - Courtyard by Marriott North Ryde – benefitted from closure of a competing hotel
- Partially offset by weaker AUD against SGD

## Net Property Income in AUD



## Net Property Income in S\$



**Note:**

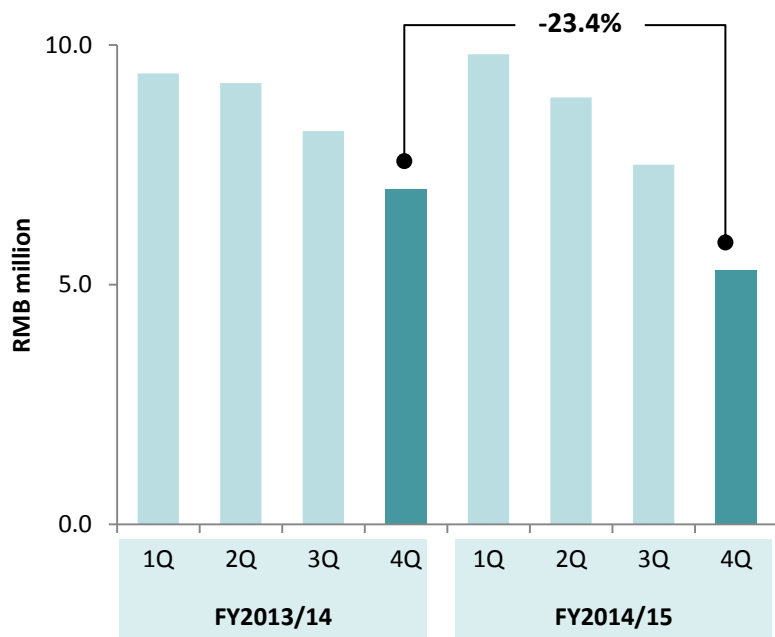
2. Based on average rate used for the respective quarter

# China Portfolio Faced Intense Competition

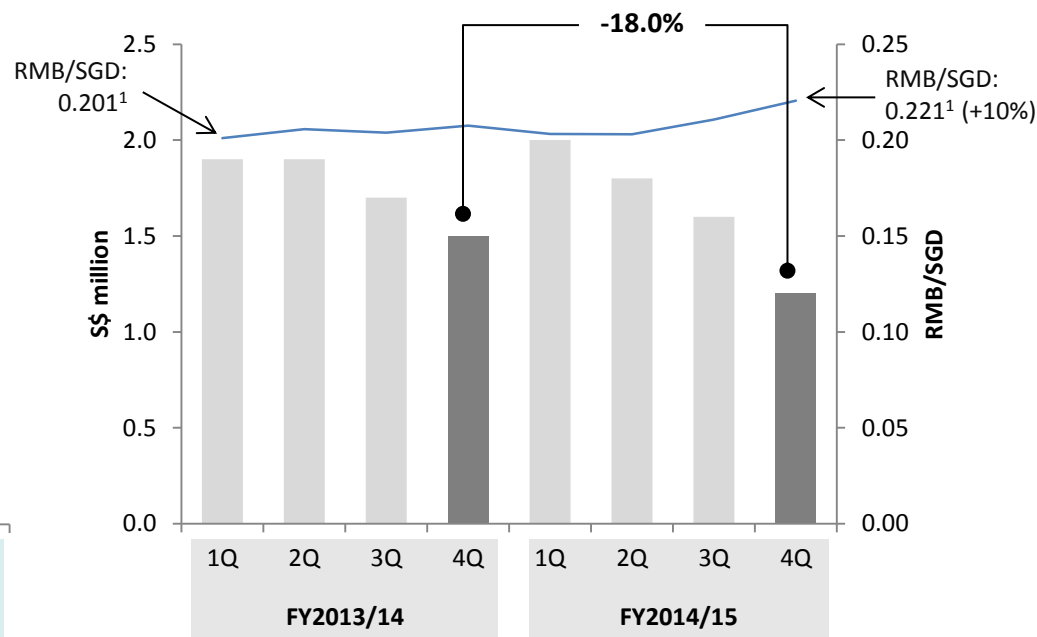
RMB	4 <sup>th</sup> Quarter		Change
	FY2013/14	FY2014/15	
AOR	72.5%	74.7%	↑ 2.2pp
ADR	393	379	↓ 3.6%
RevPAR	285	283	↓ 0.7%

- Lower RevPAR mainly due to more intense competition
- Overall weaker demand and increased dining options in the vicinity of hotels
- The decline was moderated by stronger RMB against SGD

## Net Property Income in RMB



## Net Property Income in S\$



Note:

1. Based on average rate used for the respective quarter

# Japan Portfolio Lead the Way

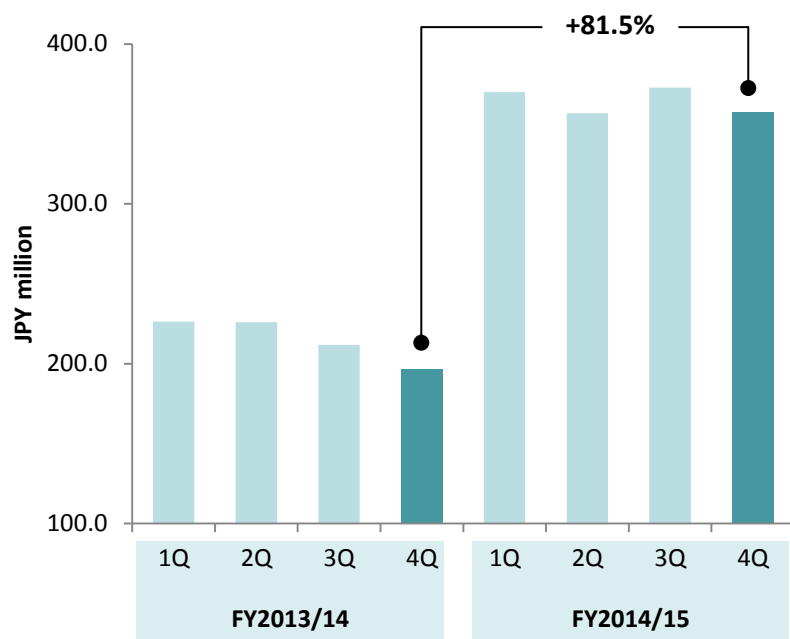
JPY	4 <sup>th</sup> Quarter		Change
	FY2013/14	FY2014/15	
<b>RevPAR<sup>1</sup></b>	3,791	8,485	↑123.8%

**Note:**

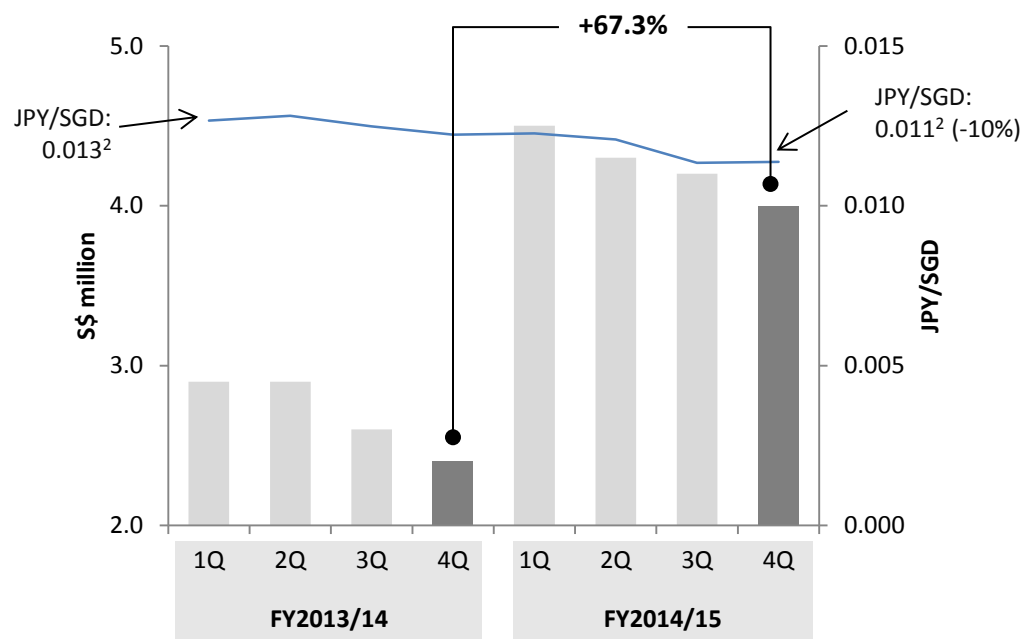
1. Applies to Oakwood Apartments only

- Positive contribution by Osaka Namba which was acquired in April 2014 (1Q FY2014/15)
- Oakwood Apartments continued to show improvement
- Partially offset by weaker JPY against SGD

## Net Property Income in JPY



## Net Property Income in S\$

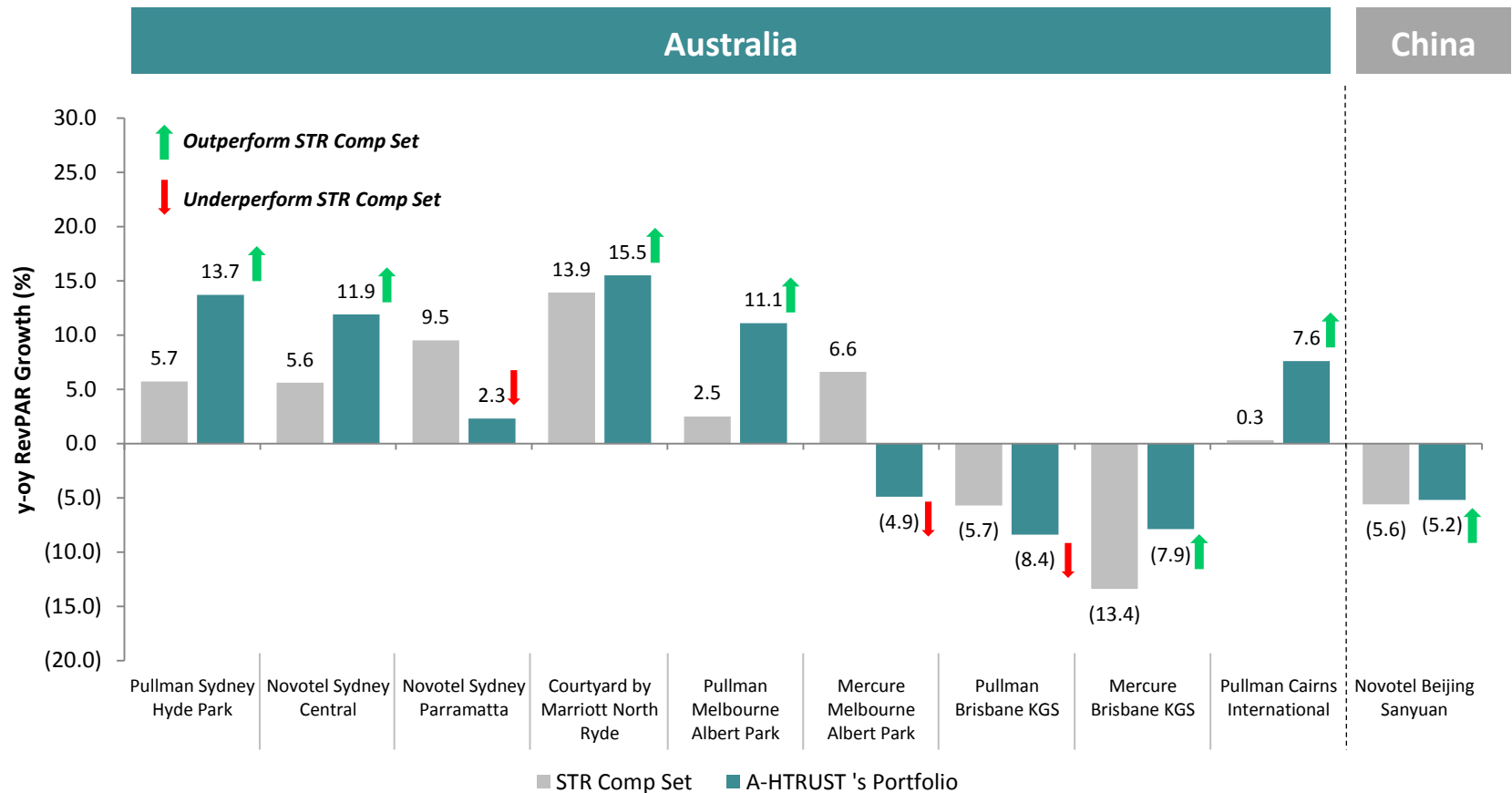


**Note:**

2. Based on average rate used for the respective quarter

# Quality Portfolio

- ✦ Majority of our hotels outperformed their peers in terms of y-o-y RevPAR growth for 4Q FY2014/15, when compared against STR Comp Set<sup>1</sup>



**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.



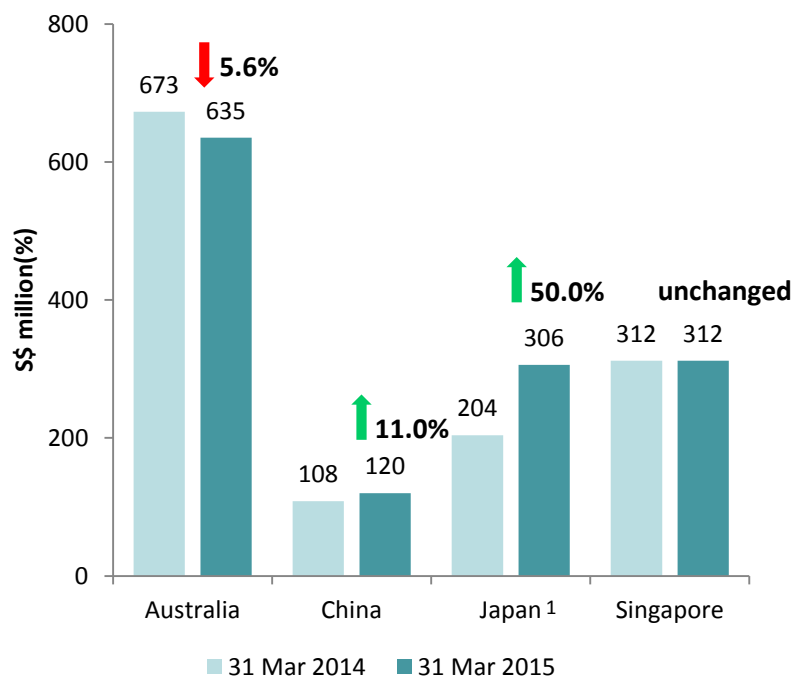
Portfolio  
Valuation

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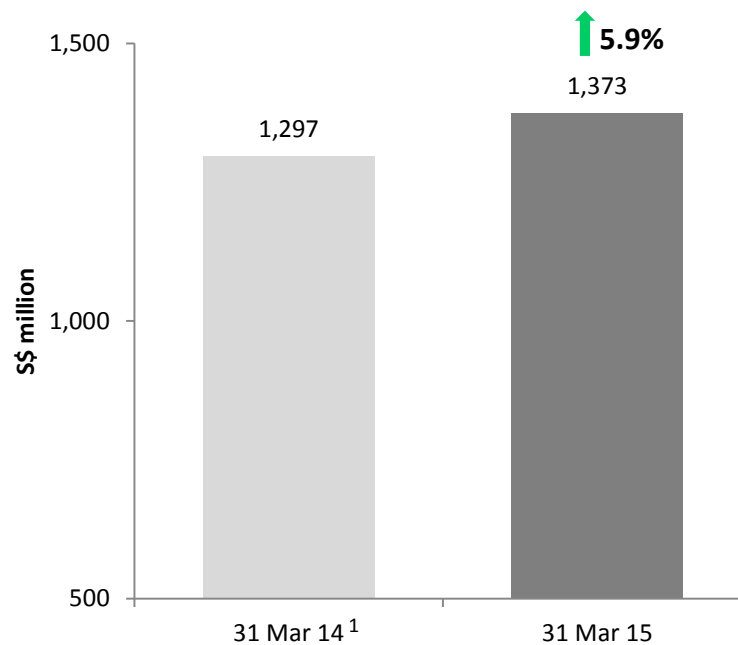
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# Portfolio Valuation as at 31 March 2015

## Valuation Breakdown



## Aggregate Portfolio Valuation

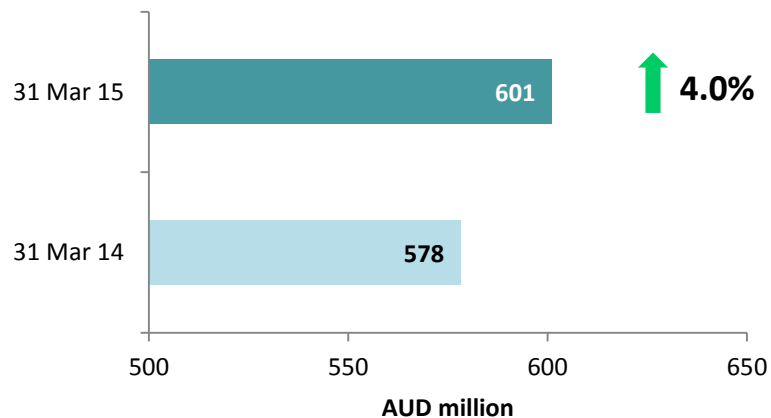


### Notes:

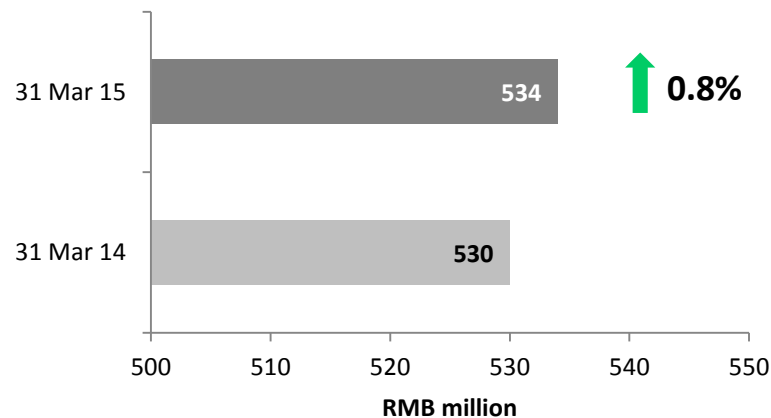
1. Excludes valuation of Osaka Namba which was acquired in April 2014

# Overall Higher Valuation Across Countries

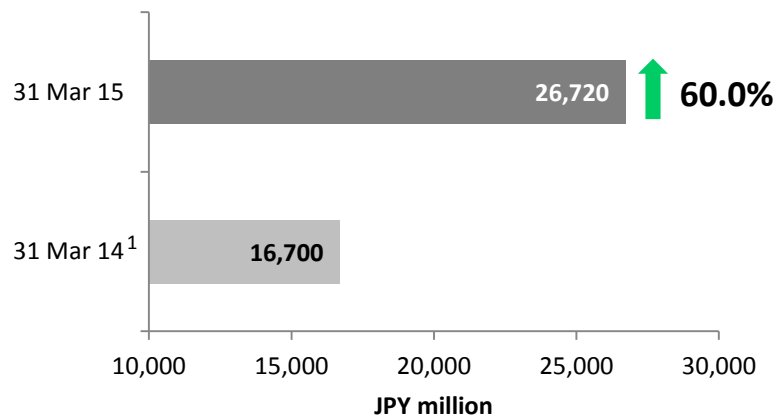
## Australia



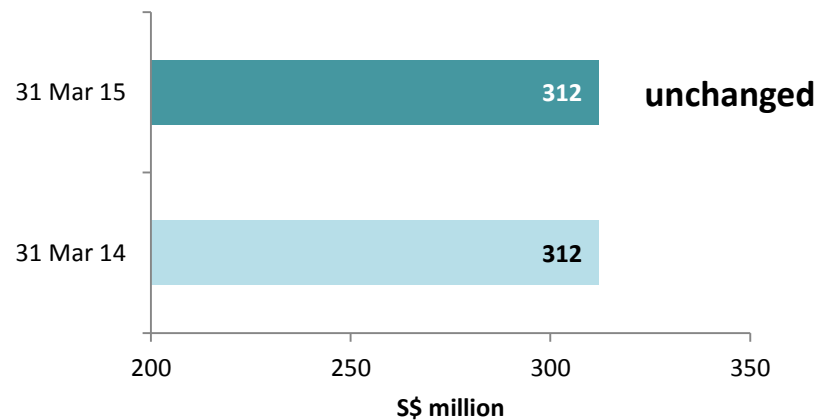
## China



## Japan



## Singapore

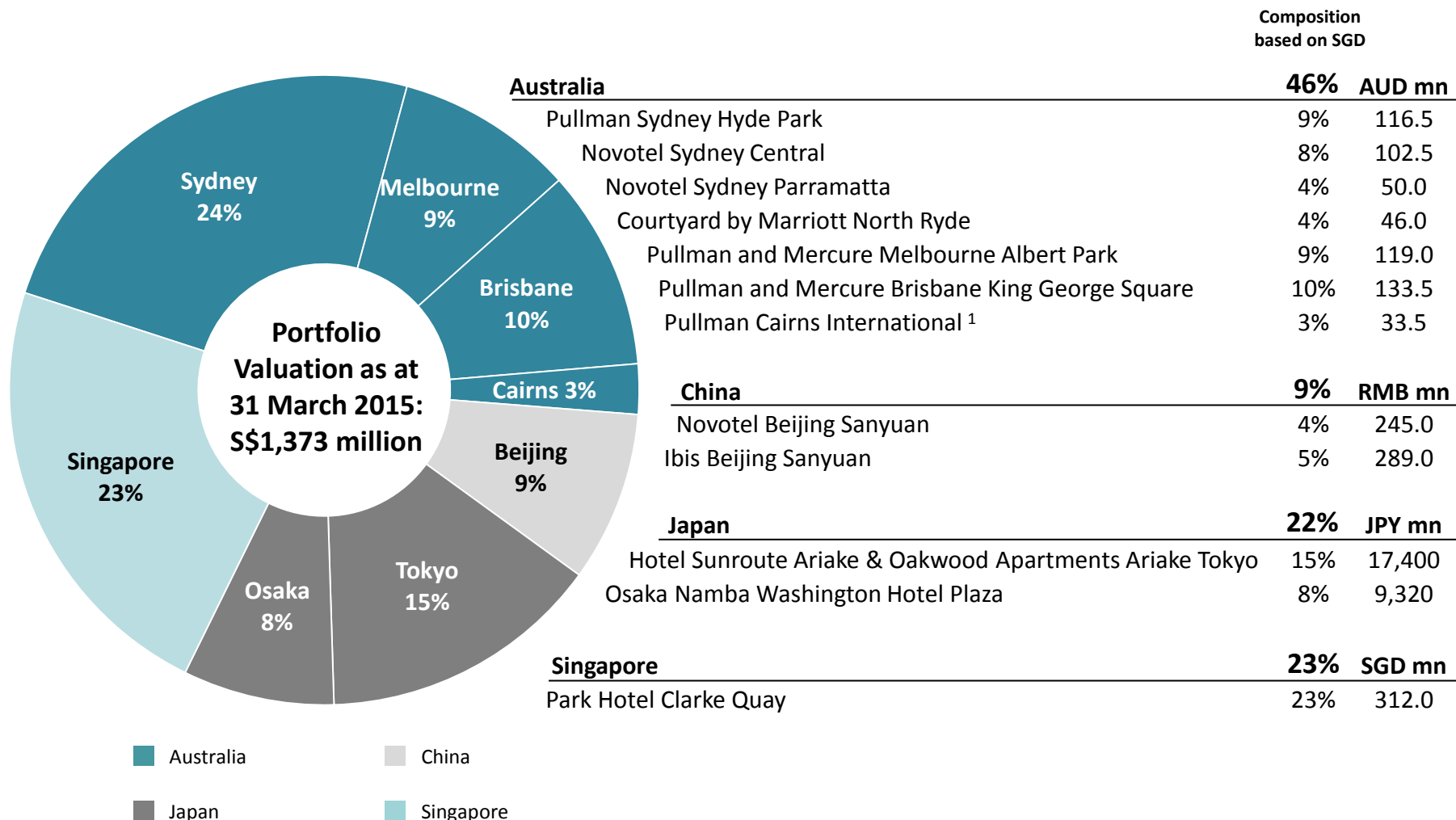


**Notes:**

1. Excludes valuation of Osaka Namba which was acquired in April 2014

# Valuation Breakdown by Cities and Hotels

✦ Well-diversified portfolio as Australia portfolio falls below 50% of aggregate portfolio value



**Note:**

1. Refers to A-HTRUST's 50% ownership of Pullman Cairns International





# Capital Management

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# Healthy Balance Sheet

✦ Total assets of S\$1,459.7 million as at 31 March 2015

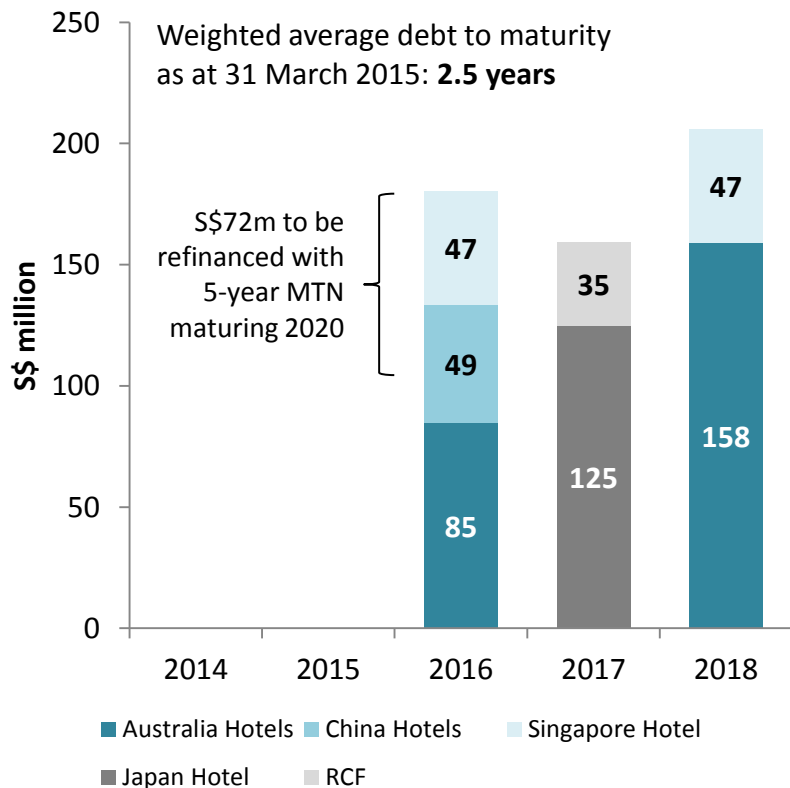
	As at 31 March 2015	As at 31 December 2014
Borrowings	S\$543.7 million	S\$536.5 million
Total Assets	S\$1,459.7 million	S\$1,379.6 million
A-HTRUST Gearing <sup>1</sup>	37.2%	38.9%
- A-HREIT Gearing	28.2%	28.9%
- A-HBT Gearing	42.3%	44.6%
Weighted average interest rate	3.2%	3.2%
Weighted average debt to maturity	2.5 years	2.8 years
Net asset value per stapled security	S\$0.74	S\$0.69

**Note:**

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

# Balanced Debt Profile

## Debt Maturity Profile

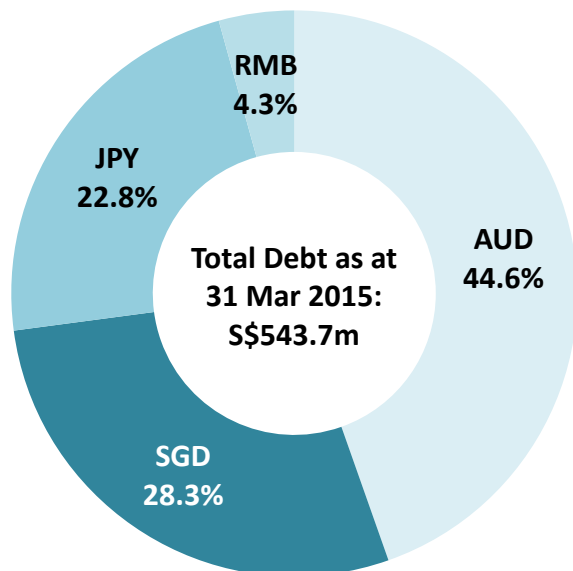


## Debt Facilities

- **Term loan facilities:**  
*3 to 5-year term loan facilities*
- **Revolving credit facility (“RCF”):**  
*3-year S\$60 million RCF*
- **Medium term notes (“MTN”):**  
*S\$1 billion Multicurrency Stapled MTN programme established in October 2014*
- **No refinancing requirement until July 2016 when loan of S\$23 million matures**

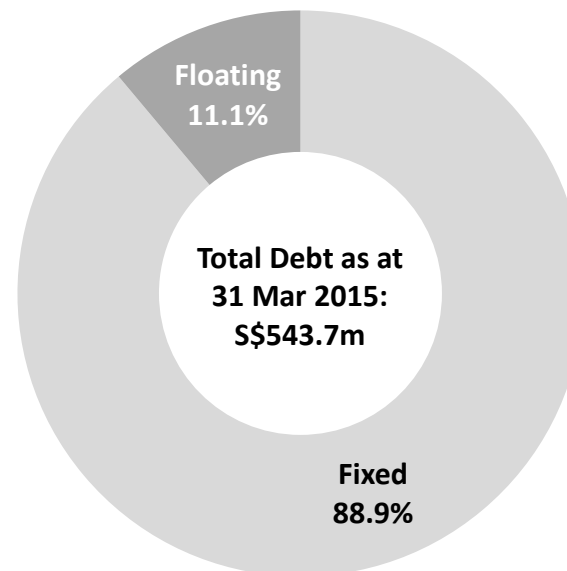
# Prudent Capital Management

## Debt Currency Profile

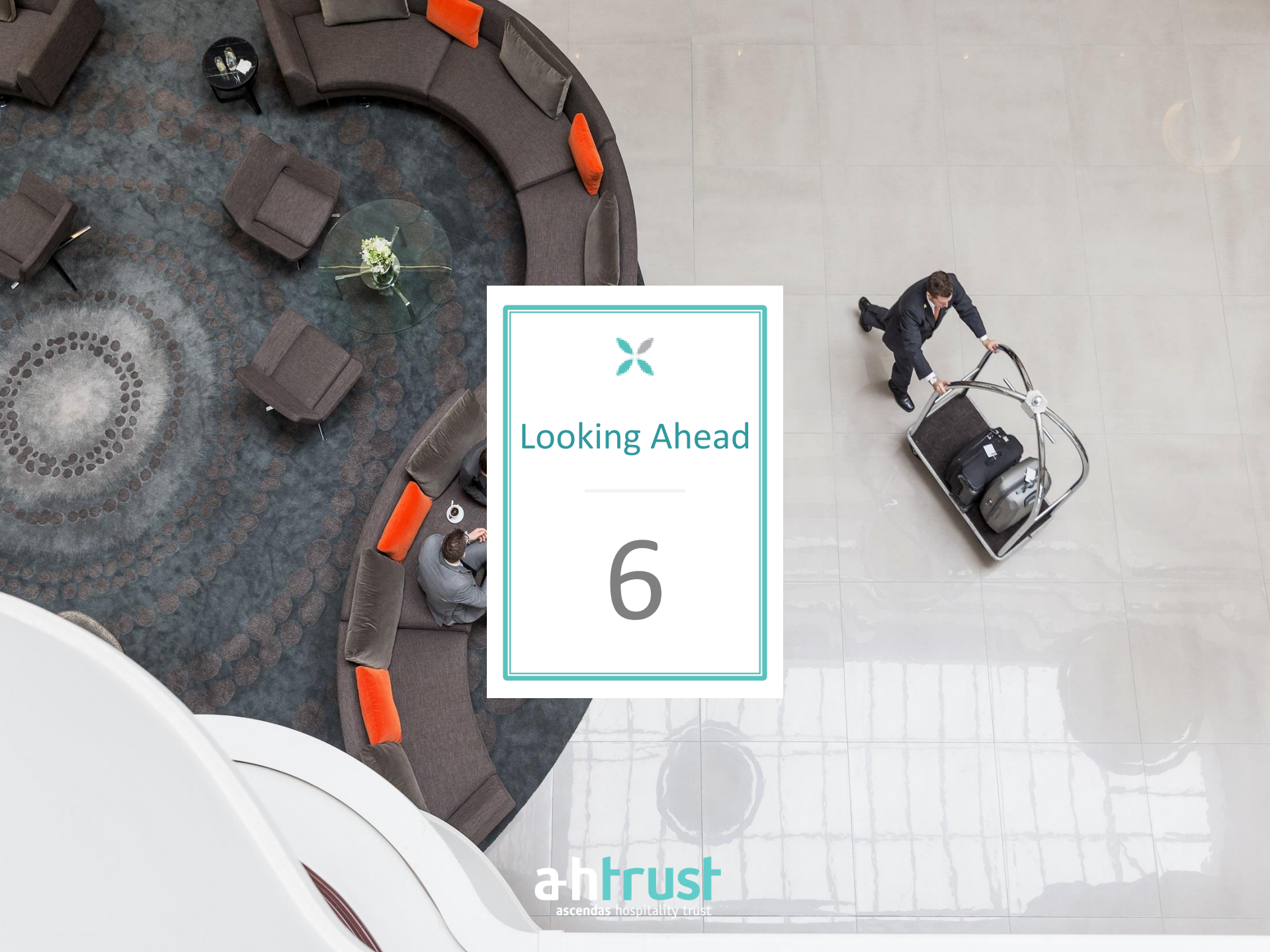


- As at 31 March 2015, more than 95% of total borrowings are matched with the natural currencies of the assets

## Interest Rate Profile



- 88.9% of total borrowings are on fixed-rate
- Minimise exposure to interest rate volatility and impact on distribution



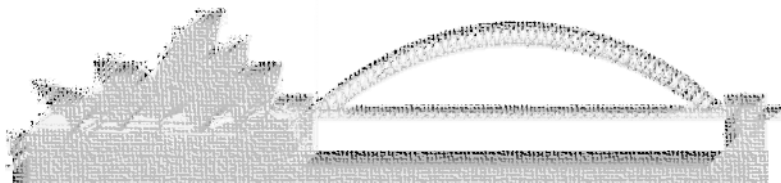
Looking Ahead

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# Australia – Inbound and Domestic Travels Boost Tourism



- Australia saw strong growth in international visitors, driven largely by visitors from Asia Pacific such as China, Hong Kong, Thailand and Indonesia<sup>1</sup>
- Domestic travels also increased as AUD remains weak.
- Tourism sector continued to improve, as the Australia economy rebalances away from mining to the services sector
- However, continual weakening of AUD against SGD will impact A-HTRUST's earnings in SGD terms



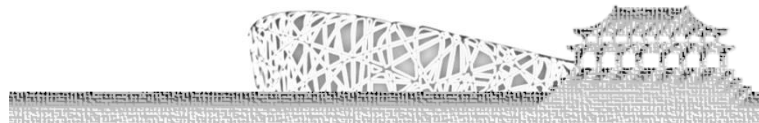
**Note:**

1. Source: Tourism Research Australia

# China – Competitive Landscape



- International visitors to Beijing declined 7% y-o-y in January and February 2015<sup>1</sup>
- New supply of hotel rooms in 2015 is likely to limit ADR growth in the short term
- Domestic tourism within China is expected to remain robust and is likely to support the tourism sector
- MICE market in Beijing is expected to remain stable in 2015. The World Championship in Athletics, a 13-day international event, will be hosted at the Beijing National Stadium in August 2015



**Note:**

1. Source: Beijing Statistics Information Net

# Japan – Improving Sentiments Positive for Sector



- The Japan tourism sector continues its strong performance from 2014 as the total number of foreign visitors in January to March 2015 exceeded that of the same period last year by 44%<sup>1</sup>
- Continued improvements in the Japan economy are likely to stimulate more business activities
- Weakened JPY is expected to continue supporting inbound traffic
- Kansai International Airport (Osaka) aims to increase the annual airport capacity upon the completion of Terminal 3, which will be able to accommodate more demand from international travellers

**Note:**

1. Source: Japan National Tourism Organisation



# Singapore – Stable Outlook



- Number of international visitors continue to decline in 2015, as total visitors in January and February 2015 fall by 5%, compared to same period last year<sup>1</sup>
- STB expects flat or moderate growth for total number of international visitors in 2015<sup>1</sup>
- Strong SGD, upcoming pipeline of hotels in 2015 and 2016, mainly in the midscale and upscale sector, and tight labour market may affect performance of hotel market
- Increase in airline routes and flight capacities of both national and low cost carriers, and pro-tourism government initiatives can be mitigating factors



**Note:**

1. Source: Singapore Tourism Board



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