



A Member of CapitaLand

# Ascott Residence Trust

## A Leading Global Serviced Residence REIT

Macquarie ASEAN Conference 2015

24 August 2015



# Important Notice

The value of units in Ascott Residence Trust (“**Ascott REIT**”) (the “**Units**”) and the income derived from them may fall as well as rise. The Units are not obligations of, deposits in, or guaranteed by Ascott Residence Trust Management Limited, the Manager of Ascott REIT (the “**Manager**”) or any of its affiliates. An investment in the Units is subject to investment risks, including the possible loss of the principal amount invested. The past performance of Ascott REIT is not necessarily indicative of its future performance.

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, cost of capital and capital availability, competition from similar developments, shifts in expected levels of property rental income, 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. Prospective investors and Unitholders are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of the Manager on future events.

Unitholders of Ascott REIT (the “**Unitholders**”) have no right to request the Manager to redeem their units in Ascott REIT while the units in Ascott REIT are listed. It is intended that Unitholders may only deal in their Units through trading on Singapore Exchange Securities Trading Limited (the “**SGX-ST**”). Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.



# Content

- Overview of Ascott REIT
- Portfolio Information
- Strategies
- Results Highlights
- Outlook and Prospects
- Appendix

# Overview of Ascott REIT

## A Leading Global Serviced Residence REIT

<b>S\$2.0b<sup>1</sup></b> Market Capitalisation	<b>S\$4.6b<sup>2</sup></b> Total Assets	<b>11,778</b> Apartment Units	<b>96</b> Properties	<b>40</b> Cities in 14 Countries
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Notes:

Figures above as at 30 June 2015, including the acquisition of serviced residence properties in Australia and Japan and rental housing properties in Japan completed on 31 July 2015 and the acquisition of an extended-stay hotel property in U.S. completed on 20 August 2015.

1. Market capitalisation as at 17 August 2015.
2. Excludes the New Cairnhill SR, which acquisition is targeted to be completed in 2017. If the New Cairnhill SR was included, the portfolio of Ascott REIT would be approximately S\$5.0 billion.

# Overview of Ascott REIT

## Key features of Ascott REIT

<b>Investment Mandate</b>	<ul style="list-style-type: none"><li>• Invests primarily in real estate and real estate-related assets which are income-producing and which are used, or predominantly used, as serviced residences, rental housing properties and other hospitality assets</li></ul>
<b>Minimum Distribution Payout Ratio</b>	<ul style="list-style-type: none"><li>• <b>Required to distribute at least 90% of its taxable income to Unitholders</b> to qualify for the Inland Revenue Authority of Singapore tax transparency treatment for REITs</li><li>• Since its listing, Ascott REIT has distributed 100% of Unitholders' distribution</li></ul>
<b>Sponsor-aligned Interest</b>	<ul style="list-style-type: none"><li>• <b>CapitaLand Limited is a substantial Unitholder</b> of Ascott REIT (c.46% interest in Ascott REIT)</li></ul>
<b>Corporate Governance</b>	<ul style="list-style-type: none"><li>• Externally managed by Ascott Residence Trust Management Limited<sup>1</sup><ul style="list-style-type: none"><li>– <b>Majority Independent Non-Executive Directors on the Board</b></li></ul></li></ul>

Note:

1. Wholly-owned subsidiary of The Ascott Limited, which in turn is wholly-owned by CapitaLand Limited.

# Overview of Ascott REIT

Strong Sponsor, The Ascott Limited (a wholly-owned subsidiary of CapitaLand)



World's largest international serviced residence owner-operator with over 41,000 units in more than 250 properties

Over 30 year track record having pioneered Pan-Asia's first international-class serviced residence property in 1984

Award-winning brands with worldwide recognition

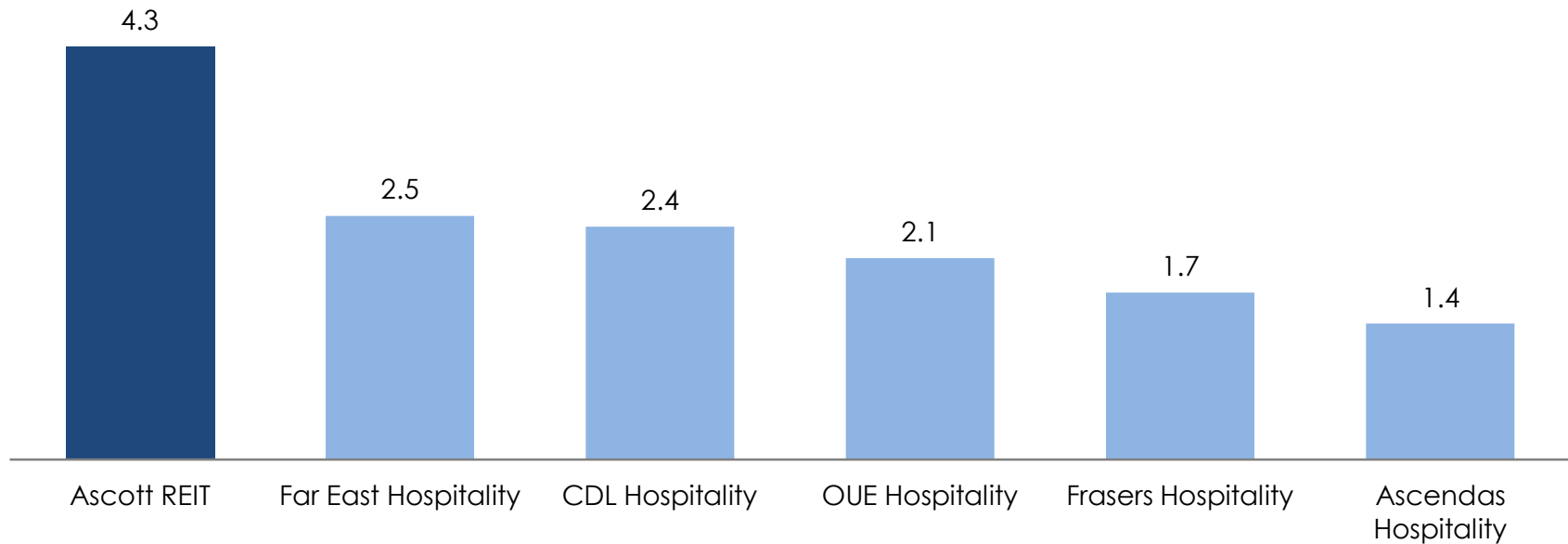


Sponsor – c.46% CapitaLand ownership in Ascott REIT

# Overview of Ascott REIT

Largest hospitality REIT listed on the SGX-ST by total asset value

Total Assets<sup>1</sup> (\$\$ b)



Note:

1. Based on latest available company filings as at 30 June 2015

# Portfolio Information



Citadines Suites Louvre Paris

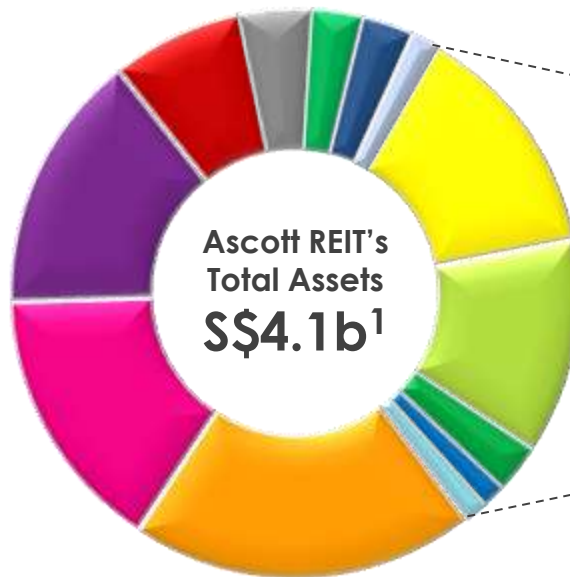


# Geographical Diversification

## Ascott REIT's Total Assets

As at 30 June 2015

Asia-Pacific	68.7%
China	19.7%
Japan	15.2%
Singapore	14.8%
Vietnam	7.5%
Philippines	4.1%
Australia	2.9%
Indonesia	2.9%
Malaysia	1.6%



Europe	31.3%
UK	13.6%
France	12.3%
Germany	2.7%
Belgium	1.4%
Spain	1.3%

Portfolio diversified across property and economic cycles

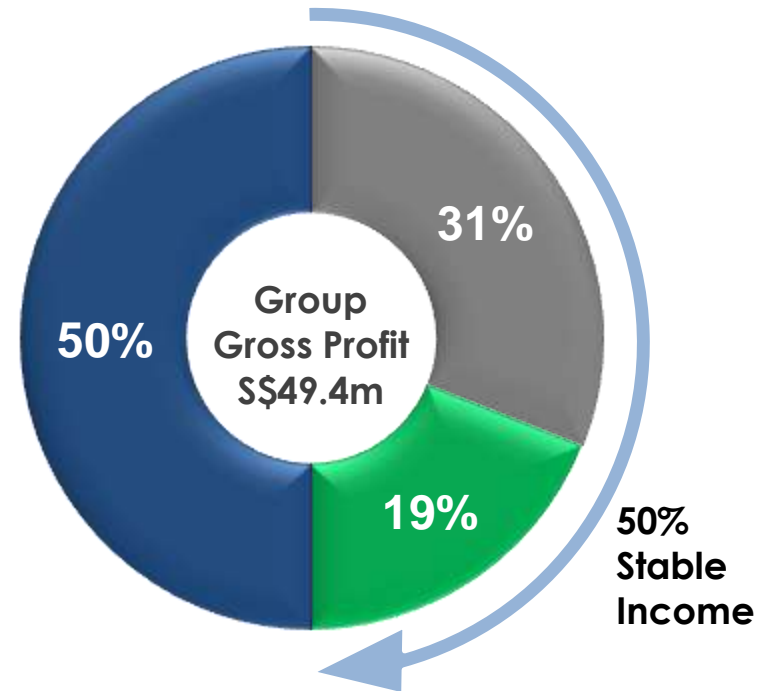
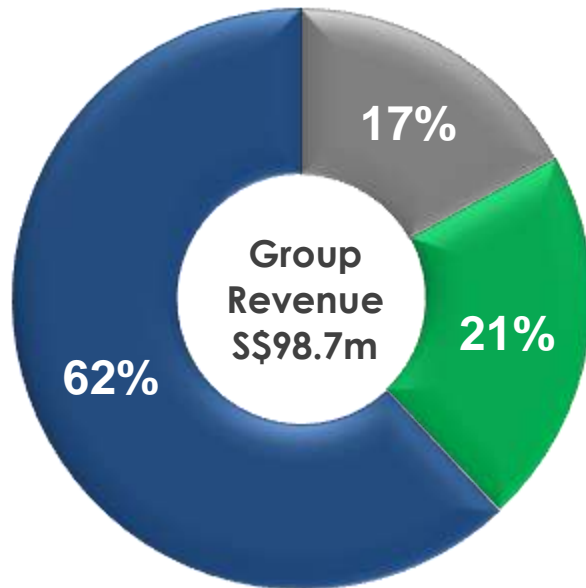
Note:

1. Excludes net proceeds from perpetual securities of S\$248m raised on 30 June 2015

## Revenue and Gross Profit (By Category)

Revenue  
2Q 2015

Gross Profit  
2Q 2015



- Master Leases
- Management Contracts with Minimum Guaranteed Income
- Management Contracts

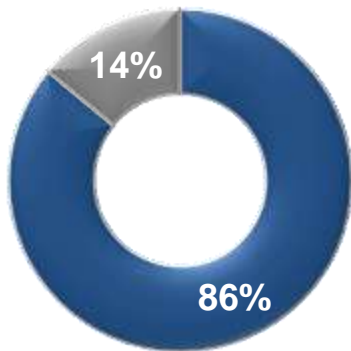
# Income Stability

## Focus on Corporate and Long Stay Segments

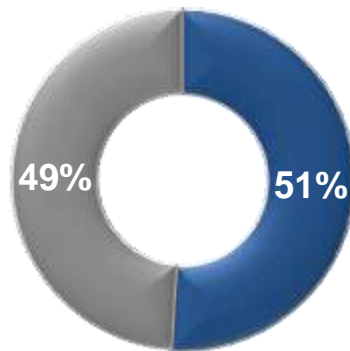
Breakdown of Apartment Rental Income<sup>1</sup>  
By Market Segment

Breakdown of Apartment Rental Income<sup>1</sup>  
By Length of Stay

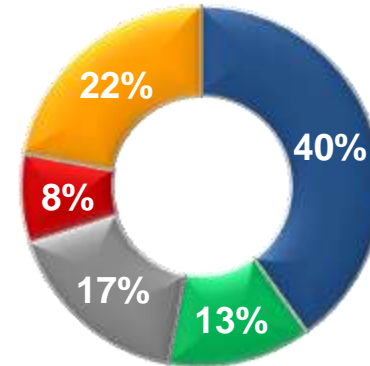
Asia-Pacific



Europe



- Corporate Travel
- Leisure



- 1 week or less
- Less than 1 month
- 1 to 6 months
- 6 to 12 months
- More than 12 months

Focus on corporate travel segment

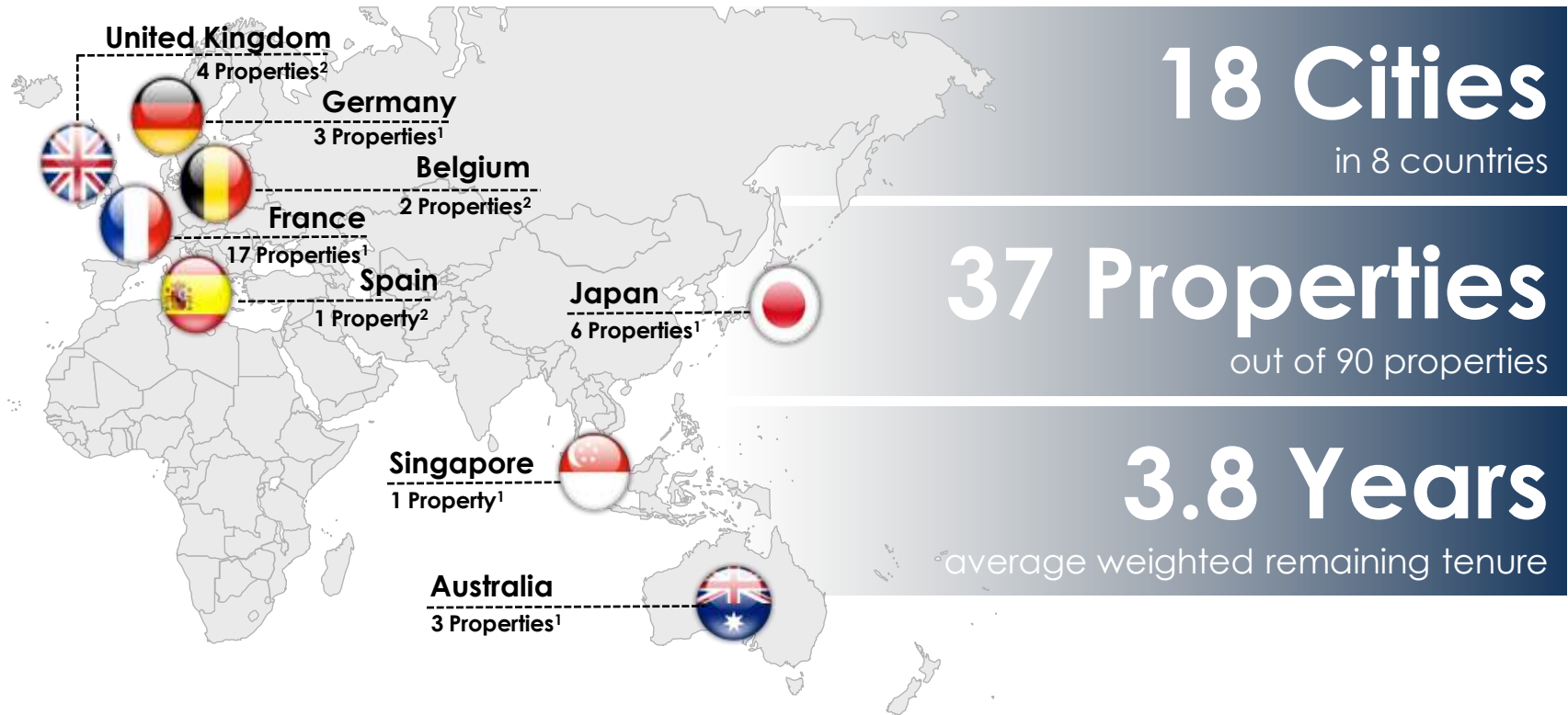
Average length of stay is about 4.1 months

Note:

1. Apartment rental income for YTD June 2015; Information for properties on master leases are not included.

# Income Stability

50% of the Group's gross profit for 2Q 2015 is contributed by master leases and management contracts with minimum guaranteed income



**18 Cities**  
in 8 countries

**37 Properties**  
out of 90 properties

**3.8 Years**  
average weighted remaining tenure

Notes:

1. Properties under master leases
2. Properties under management contracts with minimum guaranteed income

# Strategies



Ascott Raffles Place Singapore



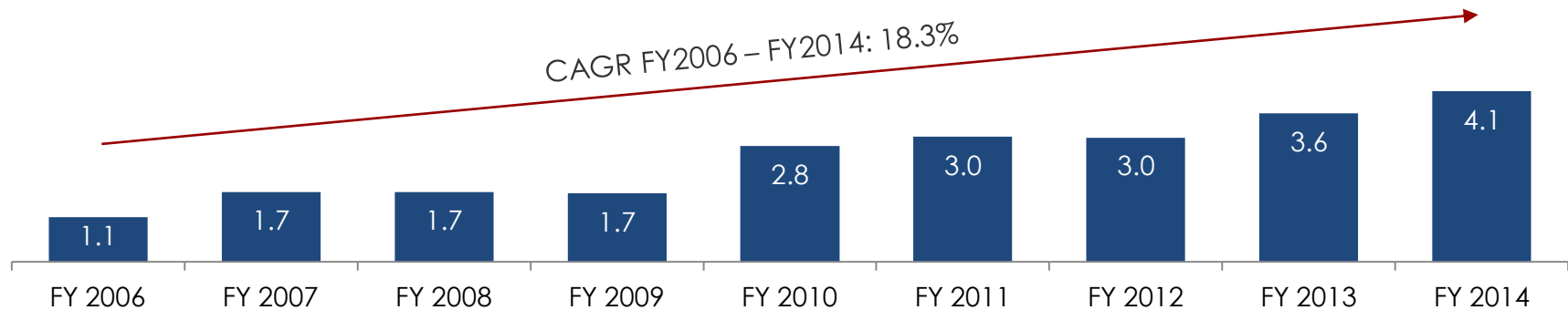
# Ascott REIT's Strategies



# Growth By Acquisition

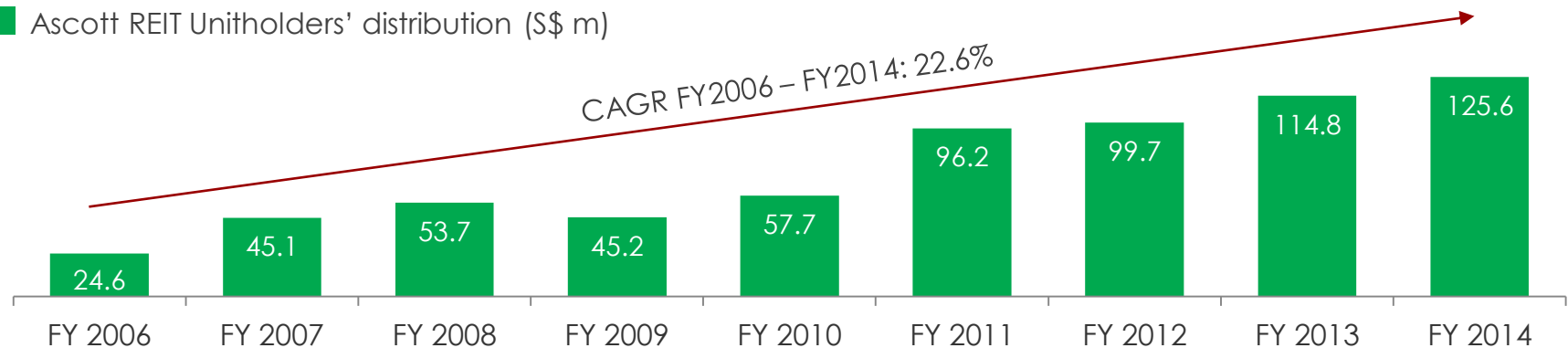
Ascott REIT has quadrupled its total assets since its listing in 2006...

■ Ascott REIT Total Assets (S\$ b)



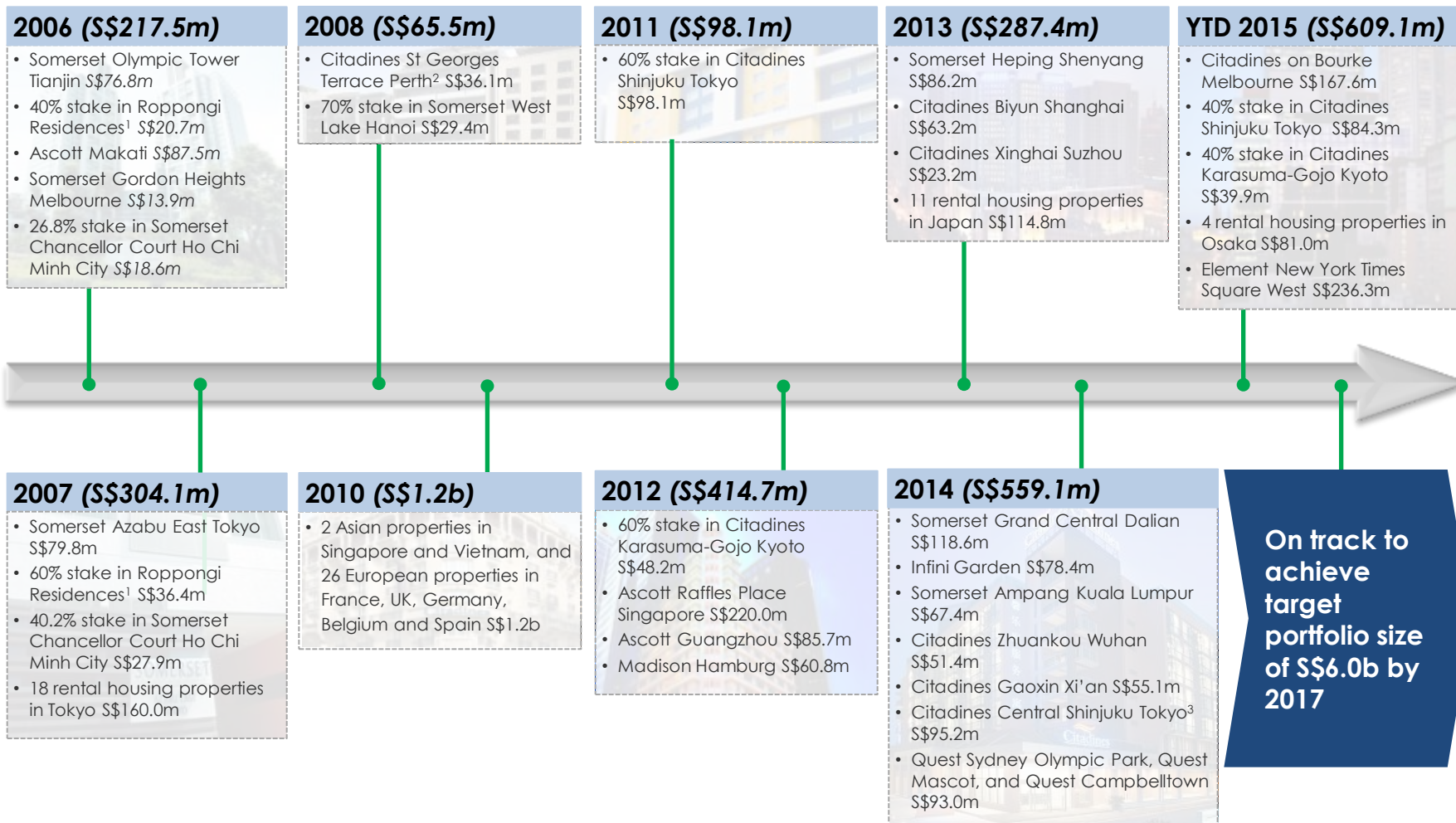
... and achieved strong growth in Unitholders' distribution

■ Ascott REIT Unitholders' distribution (S\$ m)



# Growth By Acquisition

Ascott REIT has acquired over S\$600 million worth of assets in YTD 2015



Notes: Figures above are based on agreed property value

- Formerly known as Somerset Roppongi Tokyo
- Formerly known as Somerset St Georges Terrace Perth
- Formerly known as Best Western Shinjuku Astina Hotel





# Growth By Acquisition

## Acquisition of Serviced Residence Properties in Australia and Japan and Rental Housing Properties in Japan

	Citadines on Bourke Melbourne	Citadines Shinjuku Tokyo	Citadines Karasuma-Gojo Kyoto	Portfolio of four rental housing properties in Osaka	Total
<b>Acquisition</b>	100%	Remaining 40% interest	Remaining 40% interest	100%	
<b>Purchase Price<sup>1</sup></b>	A\$158.0m (\$167.0m)	JPY1.8b (\$20.5m)	JPY872.2m (\$9.7m)	JPY4.4b (\$48.8m)	<b>S\$246.0m<sup>2</sup></b>
<b>No. of Apartment Units</b>	380	160	124	488	<b>868<sup>3</sup></b>

- FY2014 Pro Forma blended EBITDA Yield = 5.1%
- FY2014 Pro Forma DPU Impact = 2.9% accretion

Notes:

1. Based on exchange rates of A\$1.00 to S\$1.05727 and JPY1.00 to S\$0.01109
2. Adjusted for 40% share of property value in Citadines Shinjuku Tokyo and Citadines Karasuma-Gojo Kyoto
3. Adjusted for full inventory from Citadines Shinjuku Tokyo and Citadines Karasuma-Gojo Kyoto which have already been included in Ascott REIT's existing number of units

# Growth By Acquisition

## Acquisition of an Extended-Stay Hotel Property in New York, United States of America



<b>Property</b>	Element New York Times Square West
<b>Location</b>	Centrally located in Times Square, Manhattan at 311 West 39th Street, New York, NY 10018
<b>No. of Units</b>	411 units
<b>Gross Building Area</b>	181,610 sqft
<b>Title</b>	~98-yr leasehold (expiring Oct 2112)
<b>Brand</b>	Franchised under the extended-stay 'Element' brand
<b>Property Manager</b>	LG-39 Management LLC, an unrelated third party
<b>Year of Opening</b>	Nov 2010
<b>Acquisition Price</b>	US\$163.5m (S\$220.7m <sup>1</sup> ) US\$398,000/key (S\$537,300 <sup>1</sup> /key)
<b>Valuation</b>	US\$175.0m <sup>2</sup> (S\$236.3m <sup>1</sup> ) US\$426,000/key (S\$575,100 <sup>1</sup> /key)
<b>FY2014 Pro Forma EBITDA Yield</b>	6.2% <sup>3</sup>
<b>FY2014 Pro Forma DPU Impact</b>	0.8% accretion

Notes:

1. Based on exchange rate of US\$1.00 to S\$1.35
2. Valuation, appointed by DBS Trustee Limited, in its capacity as trustee of Ascott REIT, derived by Cushman & Wakefield, Inc. as of 14 May 2015
3. Based on acquisition price of US\$163.5m

# Active Asset Management

## Recycle capital to optimise portfolio

**2010 (\$\$335.7m)**

- Ascott Beijing \$\$301.8m
- Country Woods Jakarta \$\$33.9m



Ascott Beijing      Country Woods Jakarta

**2012 (\$\$374.6m)**

- Somerset Gordon Heights Melbourne \$\$15.6m
- Somerset Grand Cairnhill Singapore \$\$359.0m



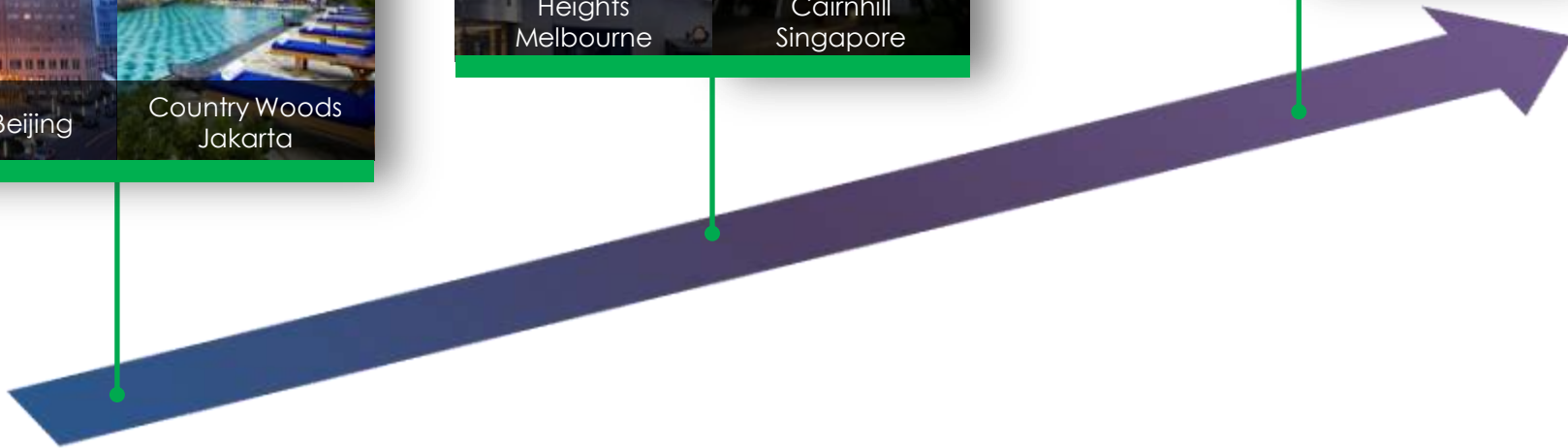
Somerset Gordon Heights Melbourne      Somerset Grand Cairnhill Singapore

**2014 (ongoing)**

- Fortune Garden Apartments<sup>1</sup>
- Salcedo Residences



Fortune Garden Apartments<sup>1</sup>      Salcedo Residences



Note: Figures above are based on agreed sale price.

1. Formerly known as Somerset Grand Fortune Garden Property Beijing

# Active Asset Management

Continue to rejuvenate portfolio to create new value

## AEI Completed in YTD 2015: Somerset Ho Chi Minh City (Phase 1)

<b>Capex incurred</b>	US\$3.3 (\$\$4.2m)
<b>Capex work done</b>	Renovation of 59 units
<b>ADR uplift for renovated rooms</b>	c.27%



## AEI Completed in YTD 2015: Somerset Xu Hui Shanghai (Phase 2B)

<b>Capex incurred</b>	RMB18.3m (\$\$3.7m)
<b>Capex work done</b>	Renovation of 42 units
<b>ADR uplift for renovated rooms</b>	c.35%





# Healthy Balance Sheet and Credit Metrics

## Key Financial Indicators

	As at 30 June 2015	As at 31 March 2015
Gearing	35.8%	38.7%
Interest Cover	3.9X	3.7X
Effective Borrowing Rate	2.9%	2.9%
Total Debts on Fixed Rates	78%	80%
Weighted Avg Debt to Maturity (Years)	4.3	4.3
NAV/Unit	S\$1.37	S\$1.36
Ascott REIT's Issuer Rating by Moody's	Baa3	Baa3

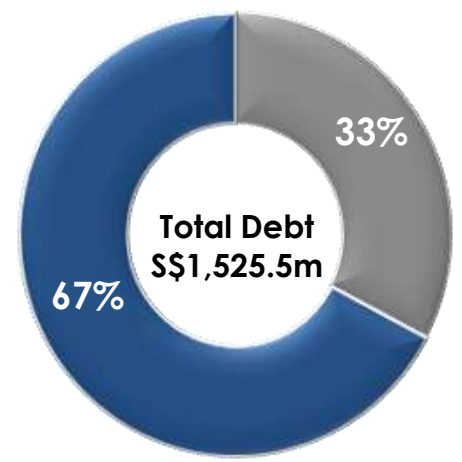
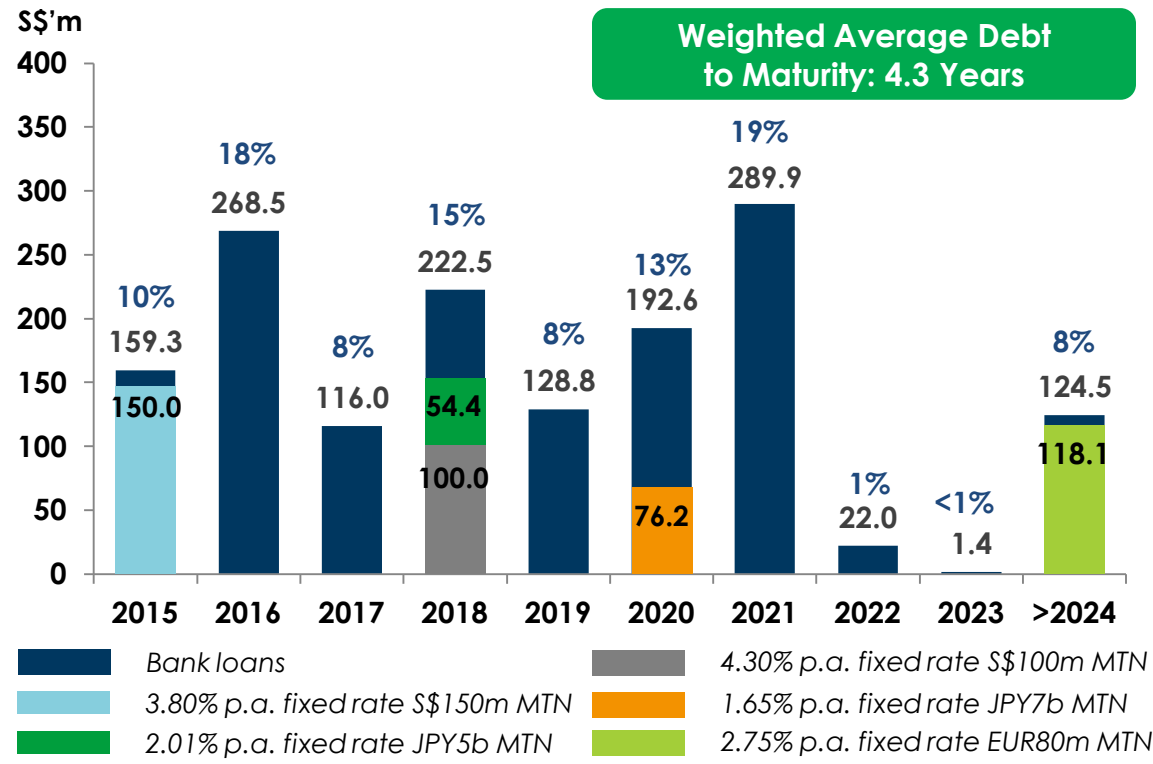
# Capital and Risk Management

## Debt Profile as at 30 June 2015

Debt Maturity Profile

By Debt Type

**Weighted Average Debt to Maturity: 4.3 Years**

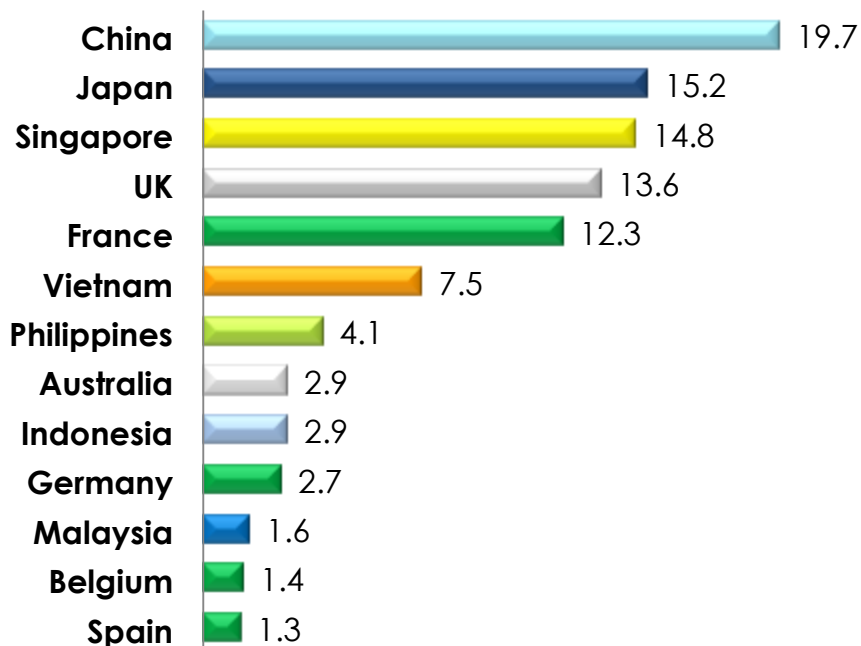


Ascott REIT seeks to diversify funding sources and secure long-term financing at an optimal cost.

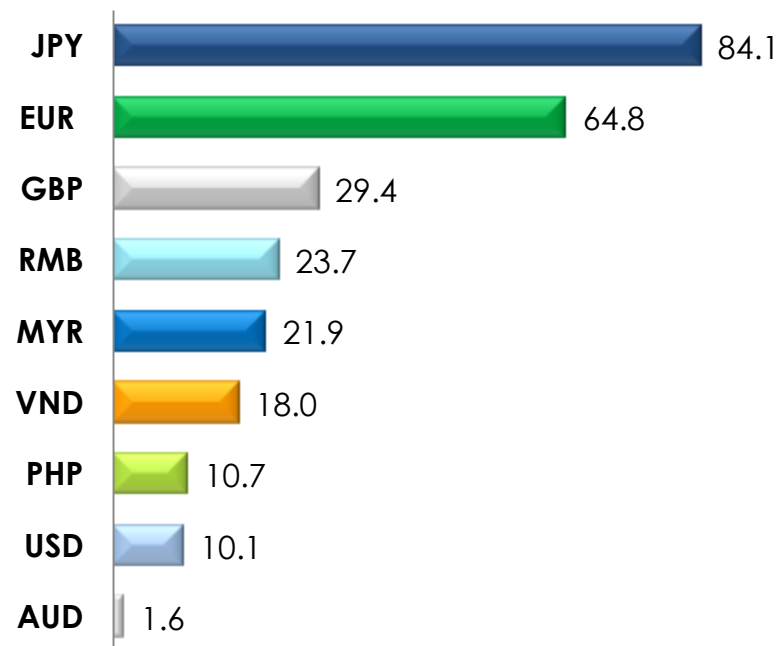
# Capital and Risk Management

## Foreign Currency Risk Management

**Total Assets by Geography<sup>1</sup> (%)**  
As at 30 June 2015



**Balance Sheet Hedging (%)**  
As 30 June 2015



Ascott REIT adopts a natural hedging strategy to the extent possible.

Note:

1. Excludes net proceeds from perpetual securities of S\$248m raised on 30 June 2015



# Capital and Risk Management

## Foreign Currency Risk Management

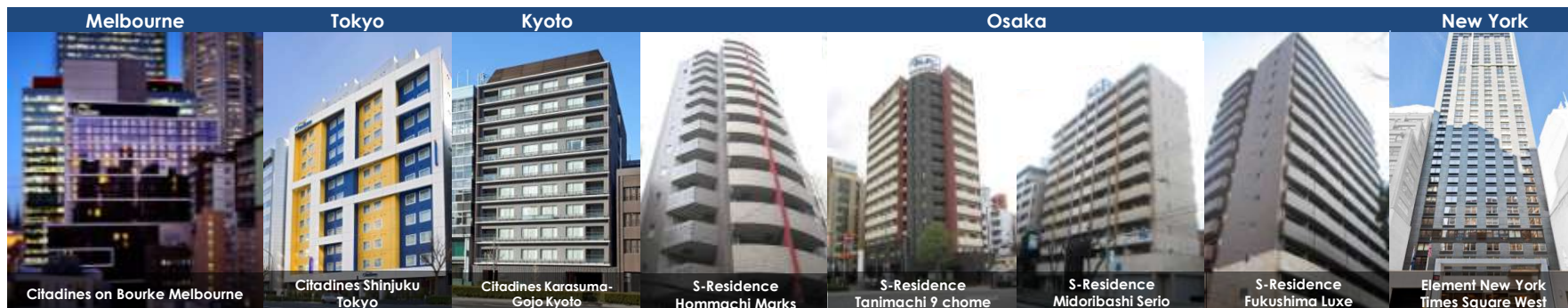
Currency	Gross Profit YTD Jun 2015 (%)	Exchange Rate Movement From 31 Dec 2014 to 30 Jun 2015 (%)
EUR	24.8	-1.4
JPY	17.4	2.7
GBP	12.7	1.0
VND	11.5	3.3
SGD	9.8	-
RMB	9.2	2.7
PHP	5.7	4.6
AUD	4.7	-1.9
USD	3.2	3.6
MYR	1.0	-5.4
<b>Total</b>	<b>100.0</b>	<b>1.2</b>

We have entered into foreign currency forward contracts to hedge distribution income derived in EUR, GBP and JPY. On a portfolio basis, c.42% of estimated FY 2015 foreign currency distribution income had been hedged.



# Capital and Risk Management

- Issuance of \$250 million fixed rate perpetual securities at 4.68%<sup>1</sup>
  - Acquisition of properties in Australia, Japan and United States of America
- 
- **Successful issuance of perpetual securities**  
Received strong investor interest with orders exceeding \$1 billion
  - **Post acquisition gearing of 39.6%**  
Perpetual securities will be accounted as equity hence maintaining gearing well within 45% limit
  - **Acquisitions enhanced DPU to Unitholders**  
FY 2014 pro forma DPU accretion of +3.8% from 8.20 cents to 8.51 cents
  - **Timely execution of fund raising with accretive acquisitions**  
Proceeds from issuance of perpetual securities will be deployed to finance yield-accretive acquisitions



Note:

1. As announced on 23 June 2015

# Results Highlights

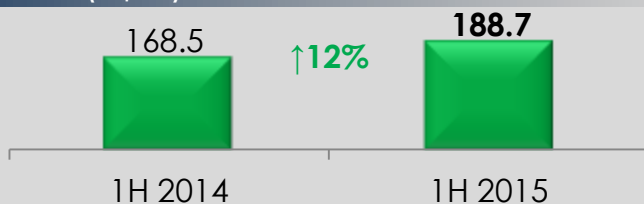
Ascott Raffles Place Singapore



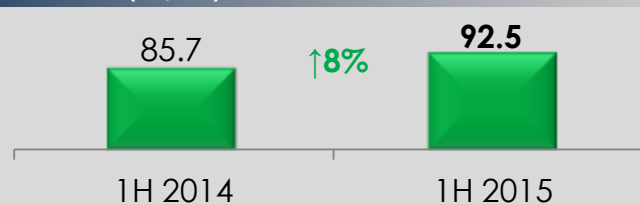
# 1H 2015 Financial Highlights

Revenue and gross profit increased due to 2014 acquisitions<sup>1</sup>

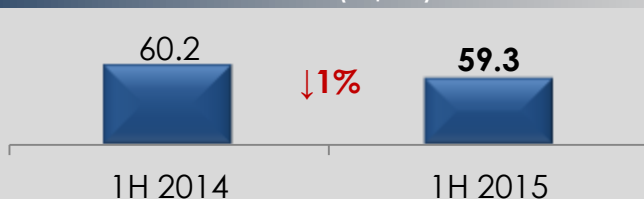
## Revenue (S\$m)



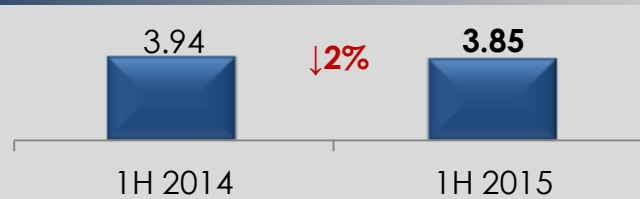
## Gross Profit (S\$m)



## Unitholders' Distribution (S\$m)



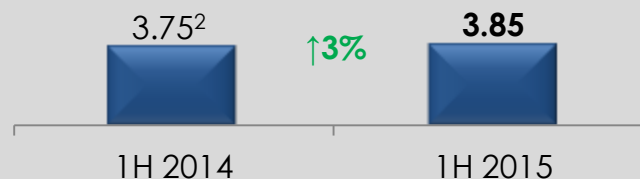
## Distribution Per Unit (S cents)



## Portfolio Valuation (S\$)

As at 30 June 2015  
**3,793.5m**  
 surplus of S\$21.3m in 2Q 2015

## Adjusted Distribution Per Unit (S cents)



- Overall RevPAU decreased 7% YoY from S\$131 in 1H 2014 to S\$122 in 1H 2015 due to weaker performance from properties in Singapore and Philippines and lower ADR from the properties acquired in 2014.
  - On a same store basis, RevPAU decreased by 2%

Notes:

1. Acquisition of nine properties in Australia, China, Japan and Malaysia
2. Unitholders' distribution in 1H 2014 included one-off items of approximately S\$3.0 million

# Surplus of S\$21.3m in 2Q 2015

Higher valuation from properties in Japan and United Kingdom, partially offset by lower valuation in China properties

- CBRE is appointed as the new independent valuer to undertake the 30 June 2015 desktop valuation
- Portfolio valuation as at 30 June 2015 of S\$3,793.5m





# Master Leases (1H 2015 vs 1H 2014)



Citadines  
Suites Louvre  
Paris



Citadines  
Les Halles Paris



Citadines  
Croisette  
Cannes



Citadines  
Arnulfpark  
Munich



Ascott  
Raffles Place  
Singapore



Quest Sydney  
Olympic Park

## Revenue ('mil)

## Gross Profit ('mil)

	1H 2015	1H 2014		1H 2015	1H 2014	
<b>Australia (AUD)</b> 3 Properties <sup>1</sup>	3.4	-	-	3.2	-	-
<b>France (EUR)</b> 17 Properties	11.5	11.7	↓	10.6	10.8	↓
<b>Germany (EUR)</b> 3 Properties	2.9	2.9	-	2.5	2.6	↓
<b>Japan (JPY)</b> 6 Properties	375.4	286.8	↑	299.8	232.8	↑
<b>Singapore (SGD)</b> Ascott Raffles Place Singapore	4.6	4.4	↑	3.7	3.5	↑

Revenue and gross profit from properties in France decreased due to negative indexation. Higher revenue and gross profit for properties in Japan was mainly attributed to the acquisition of Infini Garden in March 2014. Revenue and gross profit from Ascott Raffles Place Singapore increased due to refurbishment in 1Q 2014.

Note:

1. Acquired three serviced residence properties in Greater Sydney in December 2014



# Management Contracts with Minimum Guaranteed Income (1H 2015 vs 1H 2014)

	Revenue ('mil)			Gross Profit ('mil)		
	1H 2015	1H 2014		1H 2015	1H 2014	
<b>Belgium (EUR)</b> 2 Properties	4.1	3.7	↑	1.0	0.6	↑
<b>Spain (EUR)</b> 1 Property	2.3	1.9	↑	1.0	0.8	↑
<b>United Kingdom (GBP)</b> 4 Properties	12.9	12.4	↑	5.7	4.6	↑

# Management Contracts (1H 2015 vs 1H 2014)

	Revenue ('mil)			Gross Profit ('mil)			RevPAU		
	1H 2015	1H 2014		1H 2015	1H 2014		1H 2015	1H 2014	
<b>Australia (AUD)</b>	2.5	2.3	↑	0.9	0.7	↑	152	143	↑
<b>China (RMB)</b>	153.3	111.1	↑	39.1	33.9	↑	409	475	↓
<b>Indonesia (USD)</b>	6.1	6.5	↓	2.2	2.7	↓	82	87	↓
<b>Japan (JPY)<sup>1</sup></b>	2,090.6	1,398.2	↑	1,136.4	805.7	↑	11,617	10,156	↑
<b>Malaysia (MYR)</b>	9.0	-	-	2.5	-	-	238	-	-
<b>Philippines (PHP)</b>	499.8	548.5	↓	173.0	194.7	↓	4,175	4,683	↓
<b>Singapore (SGD)</b>	12.7	13.2	↓	5.4	6.0	↓	200	206	↓
<b>Vietnam (VND)<sup>2,3</sup></b>	309.5	325.4	↓	168.1	183.5	↓	1,498	1,555	↓

Notes:

1. RevPAU for Japan refers to serviced residences and excludes rental housing.
2. Revenue and gross profit figures for VND are stated in billions. RevPAU figures are stated in thousands.
3. Upon the expiry of the deed of yield protection, revenue and gross profit of Somerset West Lake have been classified under "Management Contracts" category from April 2014 onwards. For comparison purpose, the revenue and gross profit for Somerset West Lake for YTD June 2014 have been classified under "Management Contracts" category.

# Conclusion



Ascott Raffles Place Singapore



# Conclusion

## A Leading Global Serviced Residence REIT

<b>S\$2.0b<sup>1</sup></b> Market Capitalisation	<b>S\$4.6b<sup>2</sup></b> Total Assets	<b>11,778</b> Apartment Units	<b>96</b> Properties	<b>40</b> Cities in 14 Countries
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**Notes:**

Figures above as at 30 June 2015, including the acquisition of serviced residence properties in Australia and Japan and rental housing properties in Japan completed on 31 July 2015 and the acquisition of an extended-stay hotel property in U.S. completed on 20 August 2015.

1. Market capitalisation as at 17 August 2015.
2. Excludes the New Cairnhill SR, which acquisition is targeted to be completed in 2017. If the New Cairnhill SR was included, the portfolio of Ascott REIT would be approximately S\$5.0 billion.



  
**ASCOTT**  
RESIDENCE  
TRUST

A Member of CapitaLand

**Thank You**

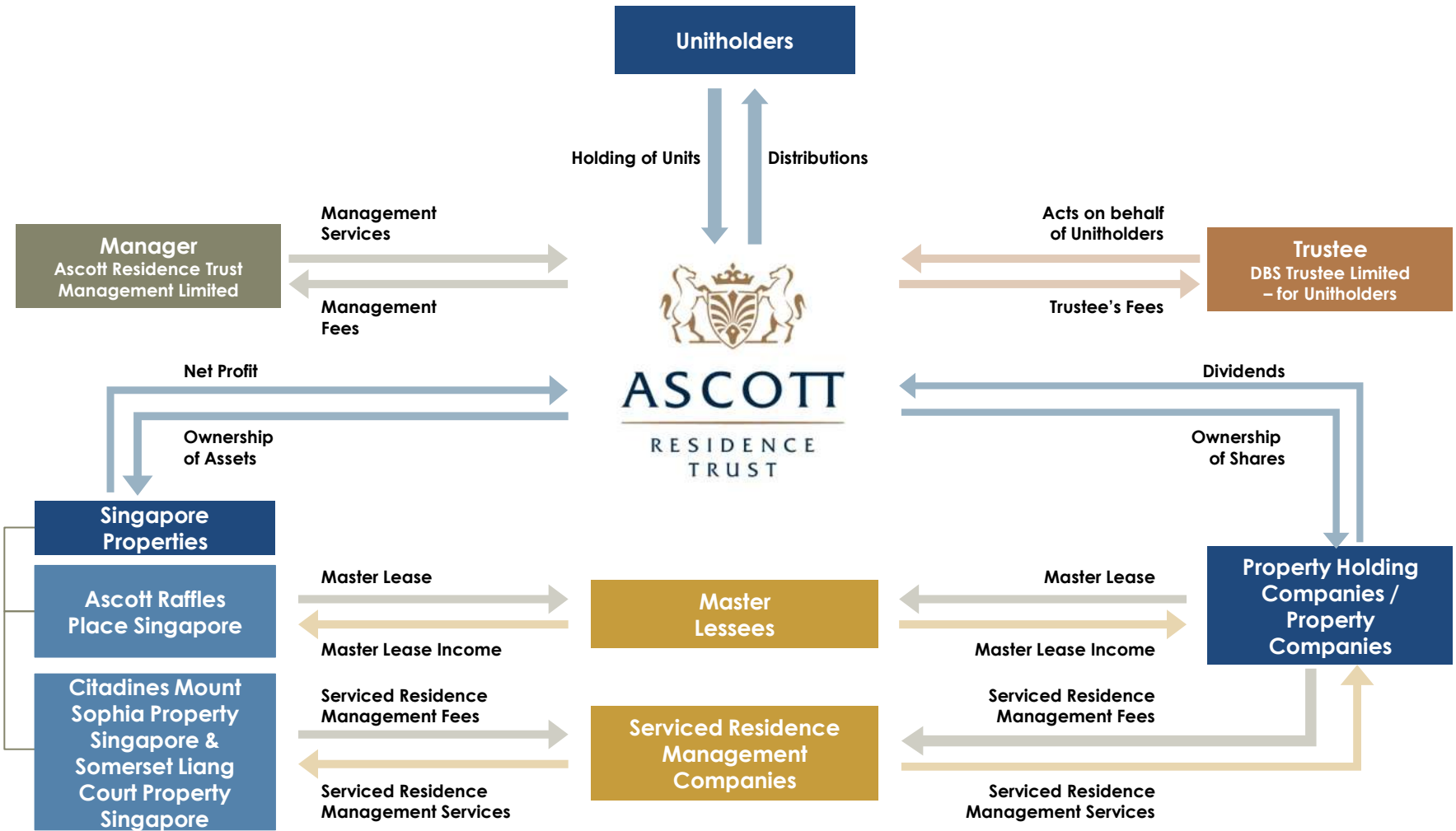
# Appendix



Citadines Mount Sophia



# Trust Structure





# Types of Contracts<sup>1</sup>

	Properties under Master Lease	Properties under Management Contracts with Minimum Income Guarantee	Properties on Management Contracts
Description	Master Lessees (which include third parties and subsidiaries of Ascott) pay <b>fixed rental per annum<sup>2</sup></b> to Ascott REIT	Properties on management contracts that enjoy <b>minimum guaranteed income</b> (from subsidiaries of Ascott)	No fixed or guaranteed rental but Ascott as operator manages Ascott REIT's properties for a fee
Tenure	Average weighted remaining tenure of <b>about 3.8 years</b>		<b>Generally on a 10-year basis</b>
Location	<b>30 properties</b> <ul style="list-style-type: none"> <li>- 3 in Australia</li> <li>- 17 in France</li> <li>- 3 in Germany</li> <li>- 6 in Japan</li> <li>- 1 in Singapore</li> </ul>	<b>7 properties</b> <ul style="list-style-type: none"> <li>- 4 in UK</li> <li>- 2 in Belgium</li> <li>- 1 in Spain</li> </ul>	<b>53 properties</b> <ul style="list-style-type: none"> <li>- 29 in Japan</li> <li>- 23 in Asia (ex-Japan)</li> <li>- 1 in Australia</li> </ul>

Notes:

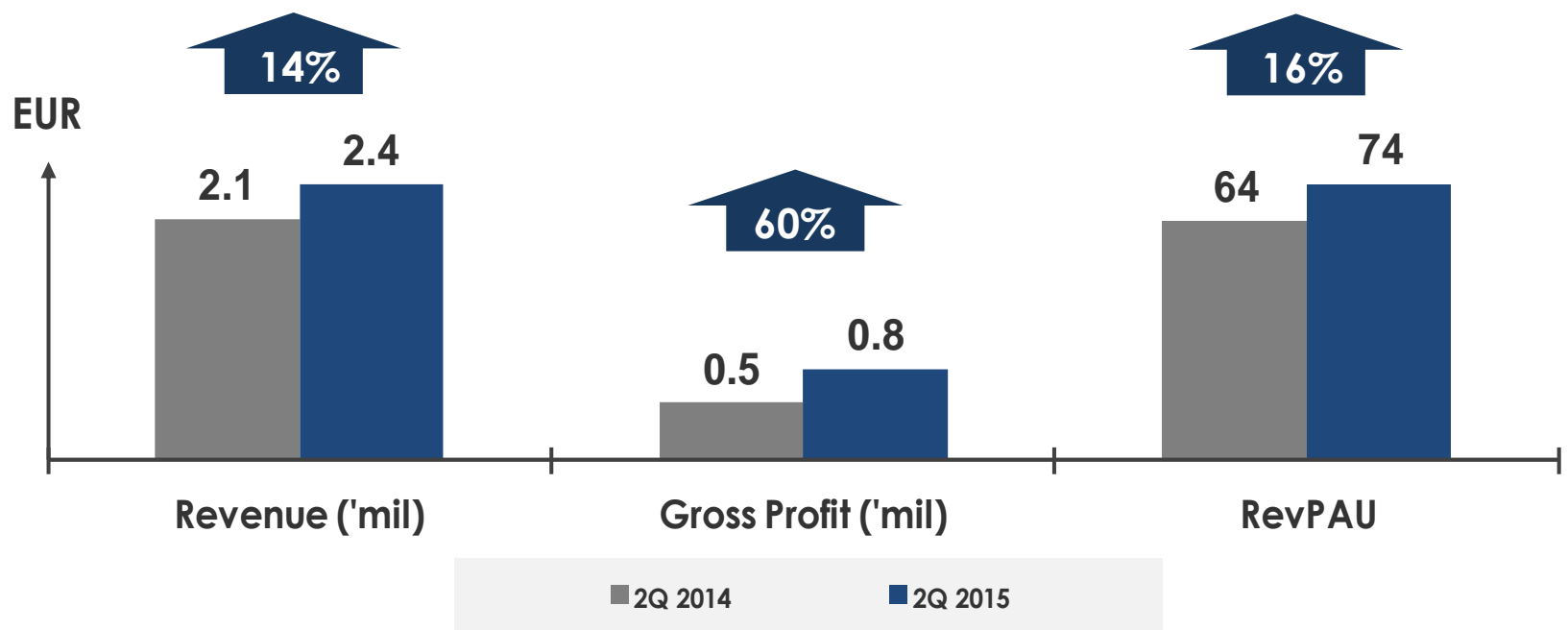
1. Figures as at 30 June 2015
2. The rental payments under the master leases are generally fixed for a period of time. However, the master leases provide for annual rental revisions and/or pegged to indices representing construction costs, inflation or commercial rental prices according to market practice. Accordingly, the rental revisions may be adjusted upwards or downwards depending on the above factors.



Citadines  
Sainte-Catherine  
Brussels



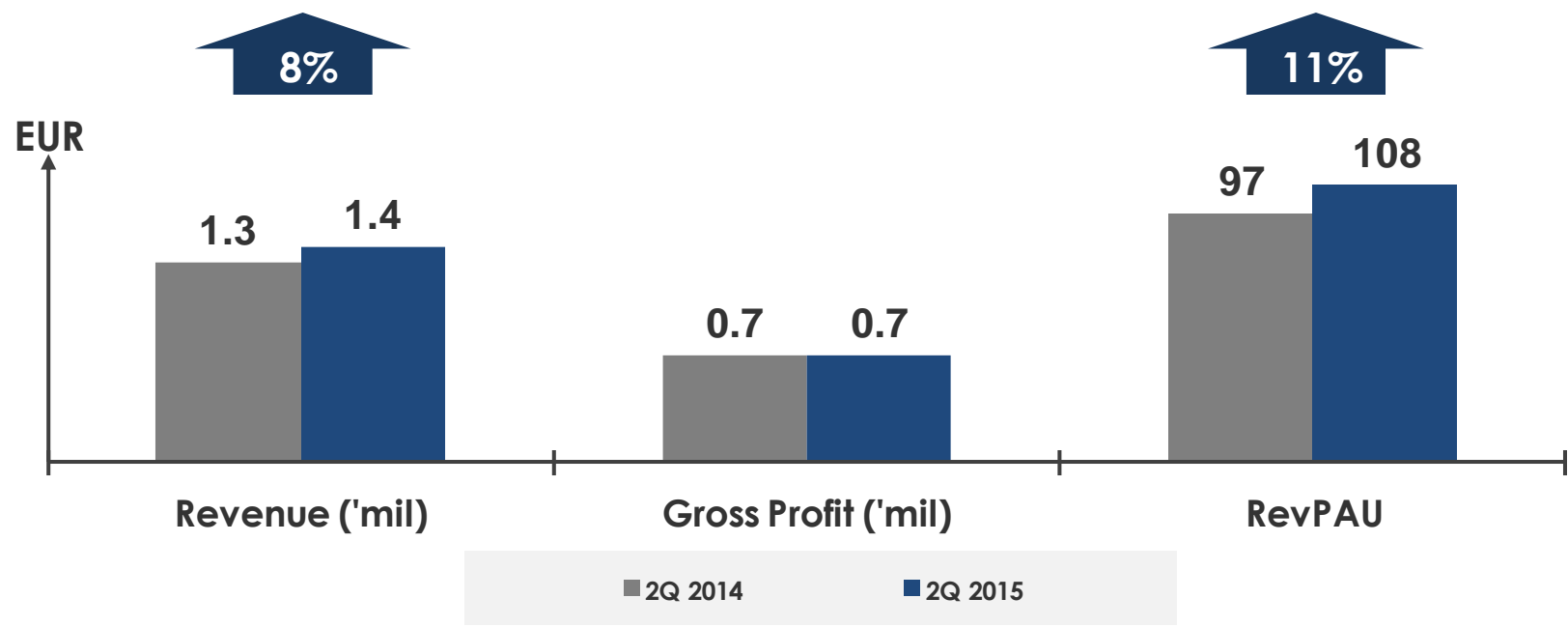
Citadines  
Toison d'Or  
Brussels



Revenue, gross profit and RevPAU increased mainly due to stronger corporate demand.



Citadines Ramblas  
Barcelona



Revenue and RevPAU increased mainly due to higher demand for the refurbished apartments.



# United Kingdom



Citadines Barbican London



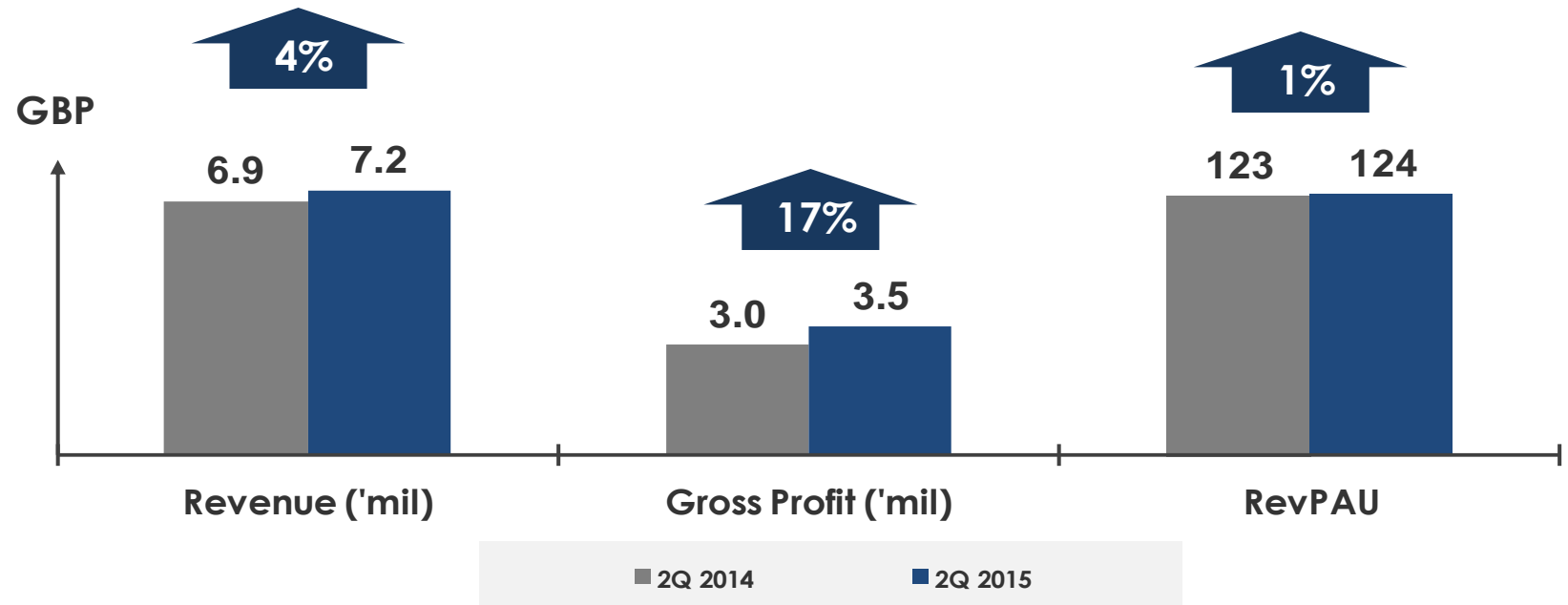
Citadines Holborn-Covent Garden London



Citadines South Kensington London



Citadines Trafalgar Square London



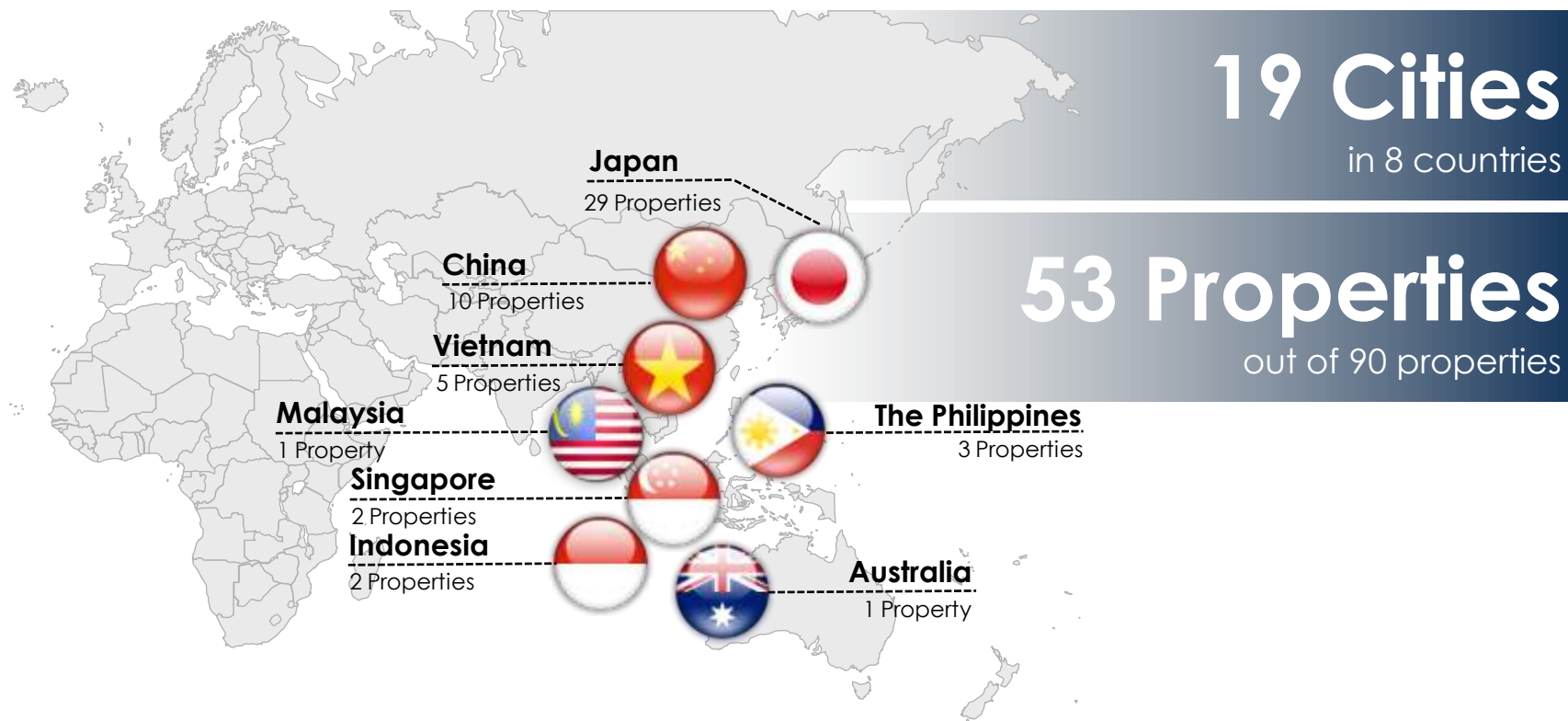
Revenue and RevPAU increased mainly due to stronger demand from corporate sector and higher retail income. Gross profit increased mainly due to higher revenue, coupled with lower staff costs and depreciation expense.





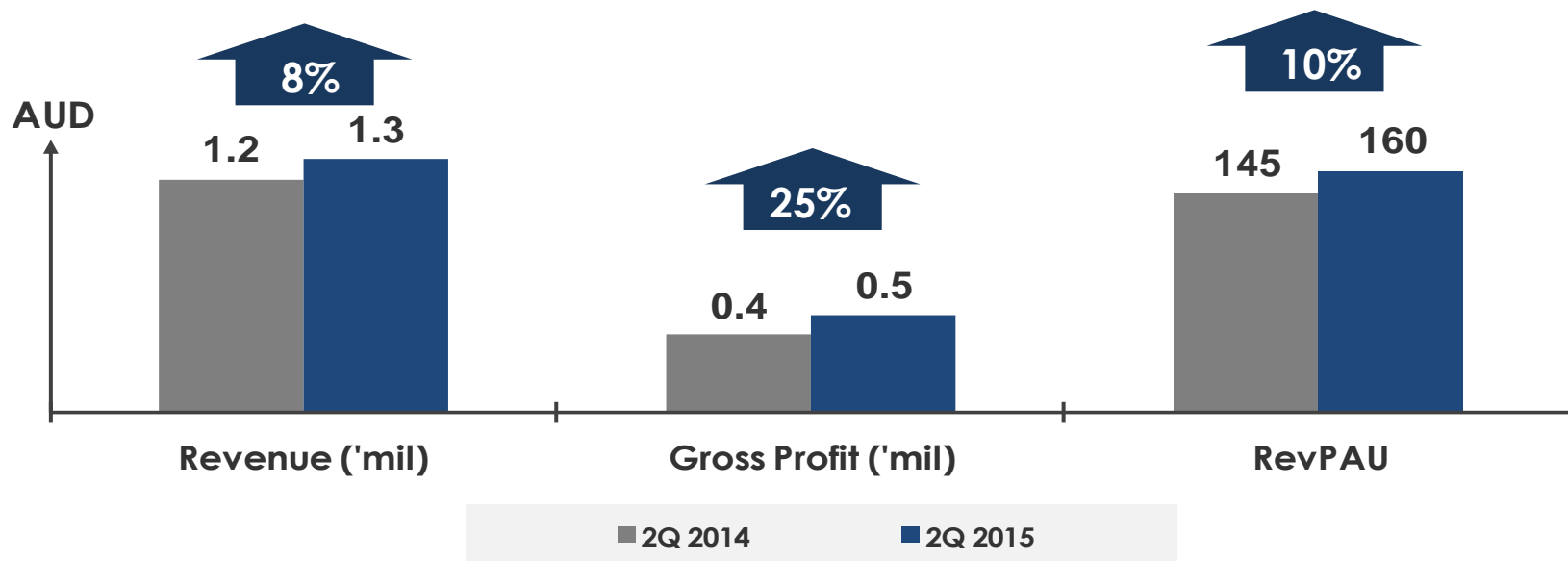
# Management Contracts

50% of the Group's gross profit for 2Q 2015 is contributed by management contracts





Citadines  
St Georges  
Terrace Perth



Revenue, gross profit and RevPAU increased mainly due to stronger demand from the leisure sector.



Somerset Grand Central Dalian



Citadines Zhuankou Wuhan



Citadines Gaoxin Xi'an



Somerset Heping Shenyang



Ascott Guangzhou



Somerset Olympic Tower Property Tianjin



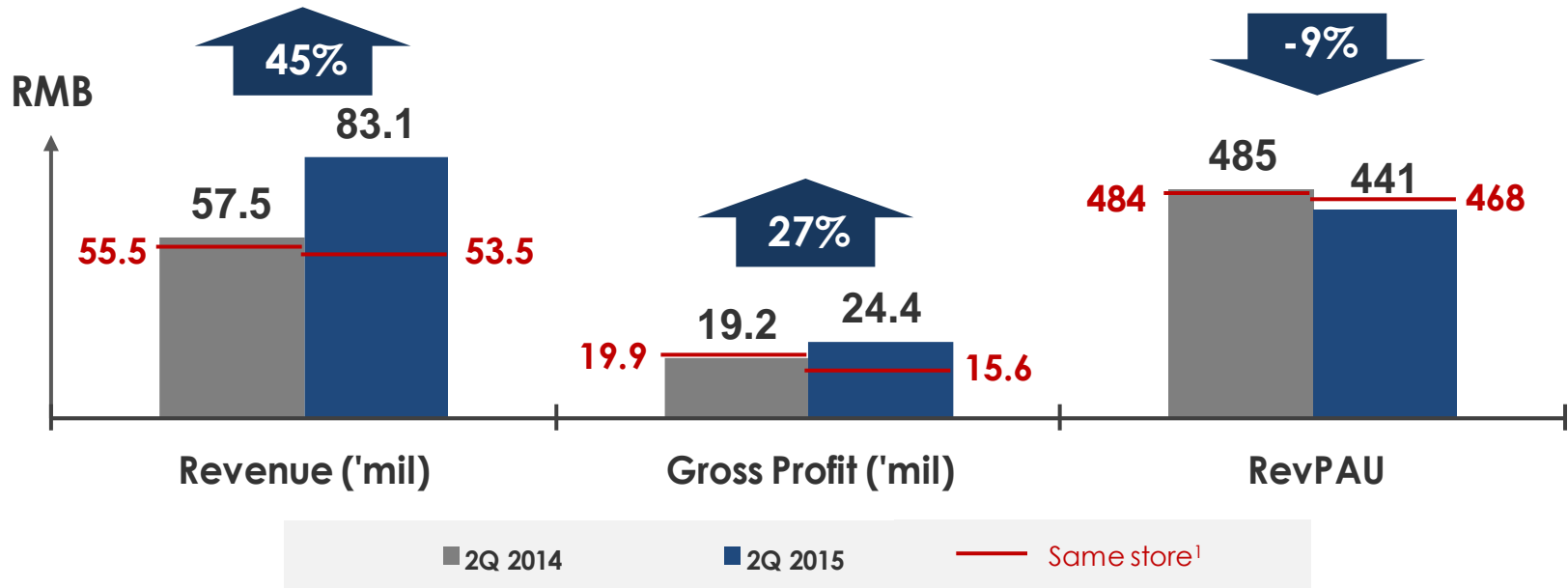
Citadines Xinghai Suzhou



Citadines Biyun Shanghai



Somerset Xu Hui Shanghai



Revenue and gross profit increased mainly due to contribution from the properties acquired in 2014<sup>2</sup>. On the same store basis, revenue, gross profit and RevPAU decreased due to ongoing refurbishment at Somerset Xu Hui Shanghai and Somerset Olympic Tower and higher staff costs.

Notes:

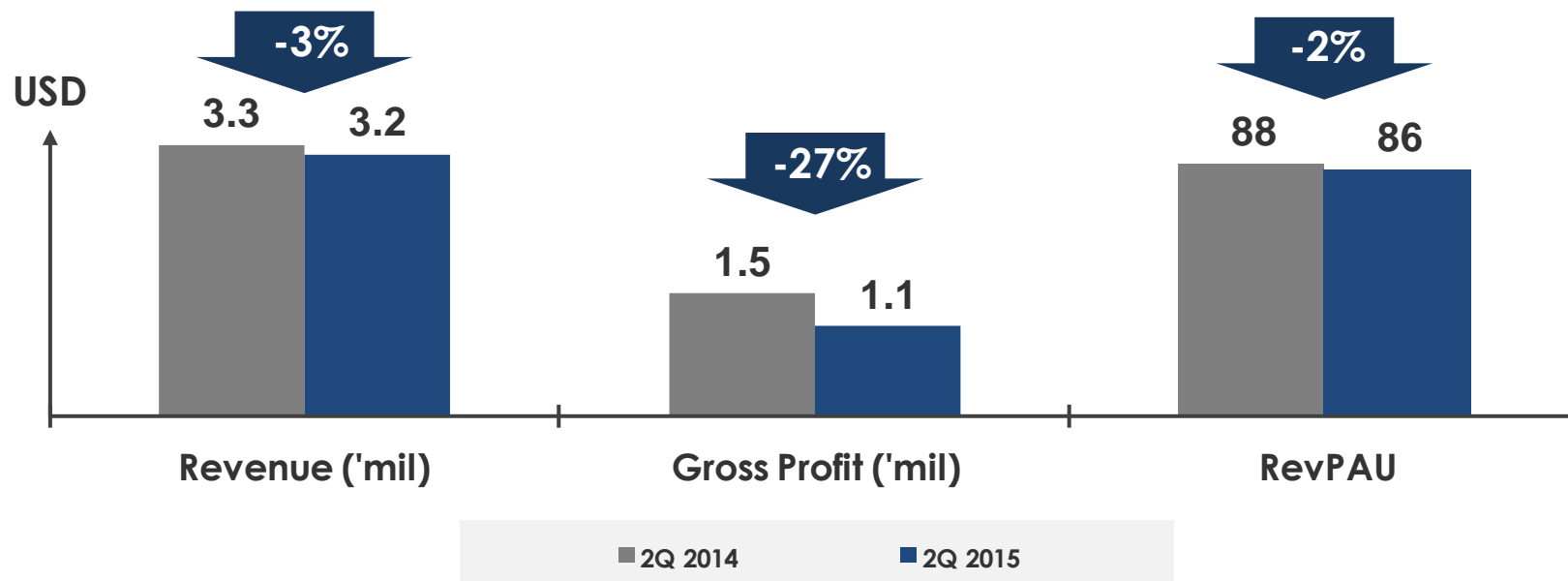
1. Excluding Somerset Grand Central Dalian acquired in June 2014, Citadines Zhuankou Wuhan and Citadines Gaoxin Xi'an acquired in August 2014, and Fortune Garden Apartments (formerly known as Somerset Grand Fortune Garden Property Beijing) which had commenced strata sale of units since October 2013.
2. Acquisition of Somerset Grand Central Dalian (completed in June 2014), Citadines Zhuankou Wuhan and Citadines Gaoxin Xi'an (completed in August 2014).



Ascott Jakarta



Somerset Grand  
Citra Jakarta



Revenue and RevPAU decreased mainly due to weaker demand from corporate accounts. Gross profit decreased mainly due to lower revenue, coupled with higher insurance expense and management corporation fee.



Somerset  
Azabu East  
Tokyo



Citadines  
Shinjuku  
Tokyo



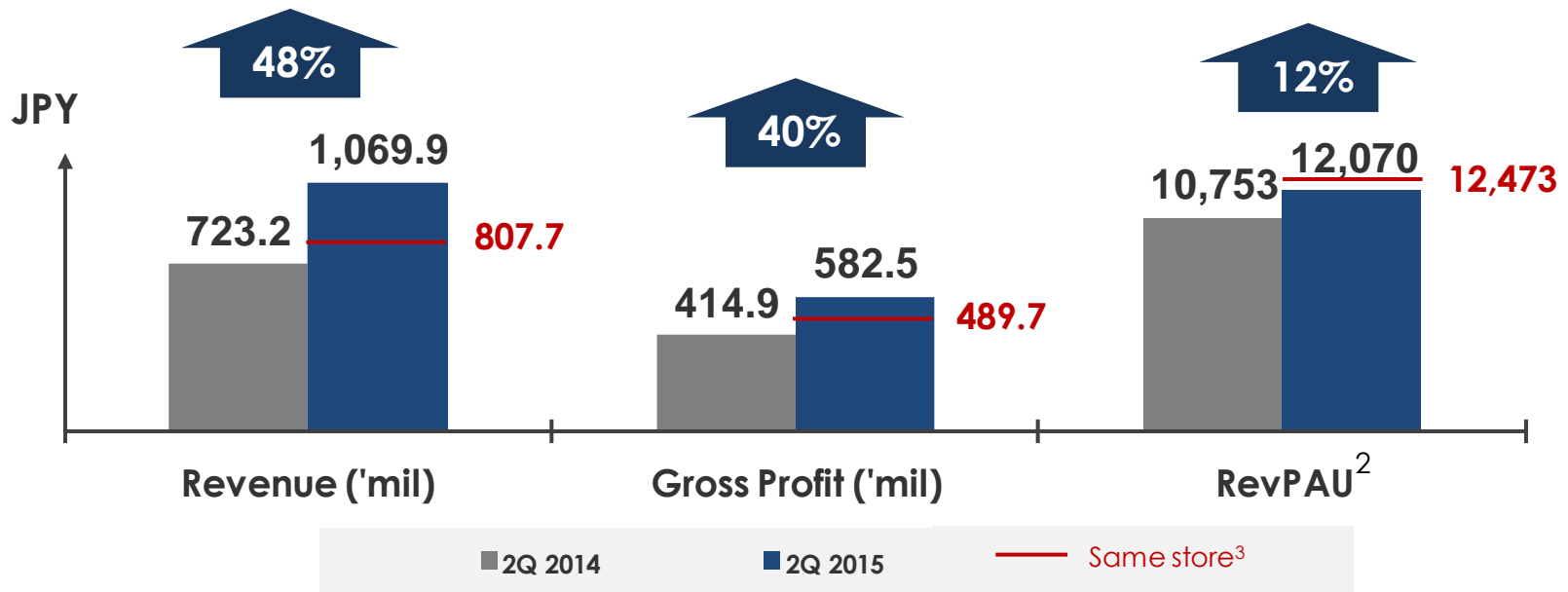
Citadines  
Karasuma-Gojo  
Kyoto



Citadines  
Central Shinjuku  
Tokyo<sup>1</sup>



25 rental housing  
properties  
in Japan



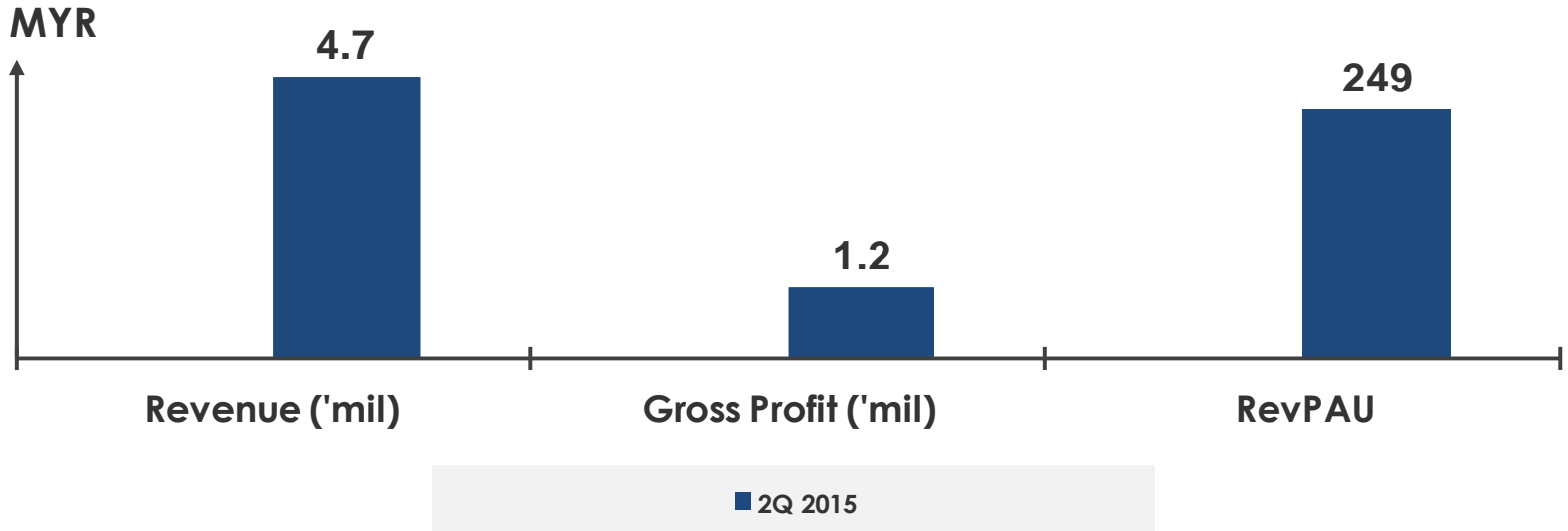
Revenue and gross profit increased mainly due to the contribution from Citadines Central Shinjuku Tokyo<sup>1</sup> acquired in October 2014, as well as stronger demand from the corporate and leisure sectors.

Notes:

1. Formerly known as Best Western Shinjuku Astina Hotel
2. RevPAU for serviced residence properties only
3. Excluding Citadines Central Shinjuku Tokyo



Somerset Ampang  
Kuala Lumpur



Ascott REIT made its first foray into Malaysia last year. Somerset Ampang Kuala Lumpur was acquired on 18 August 2014.



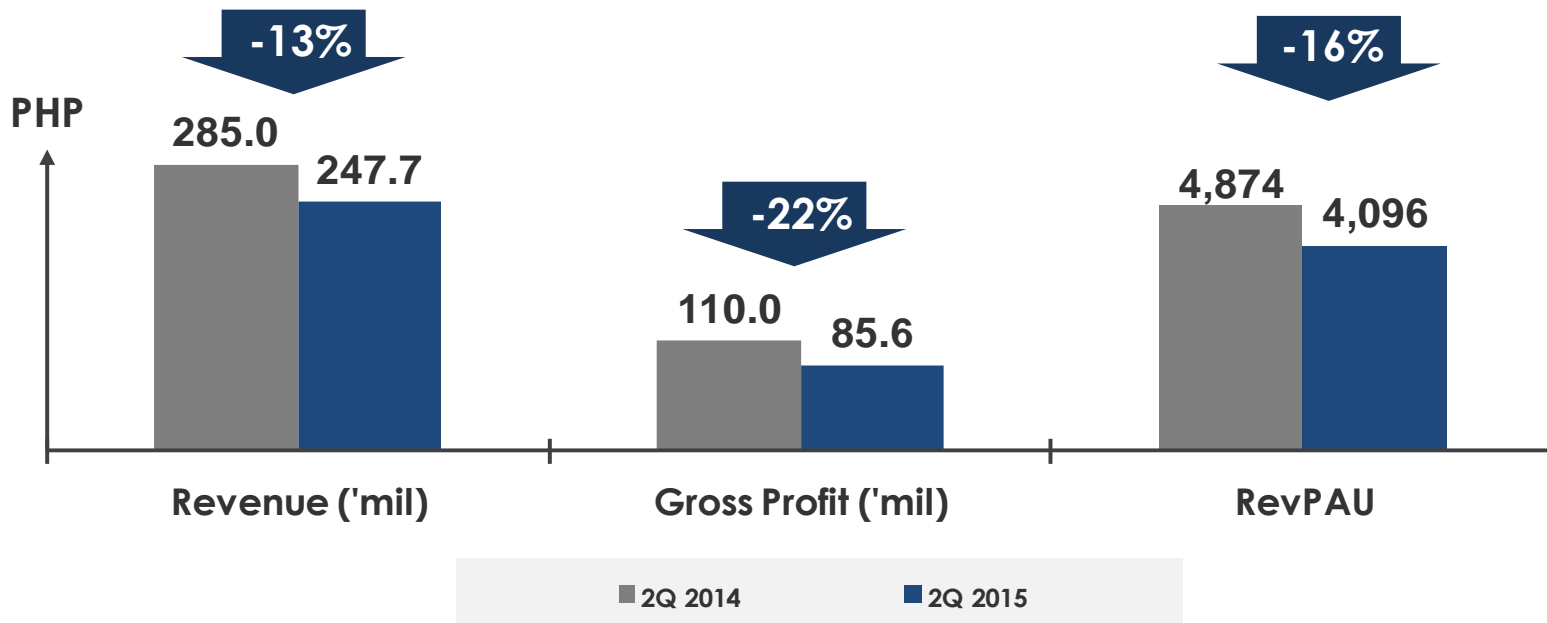
Ascott Makati



Somerset Millennium Makati



Salcedo Residences



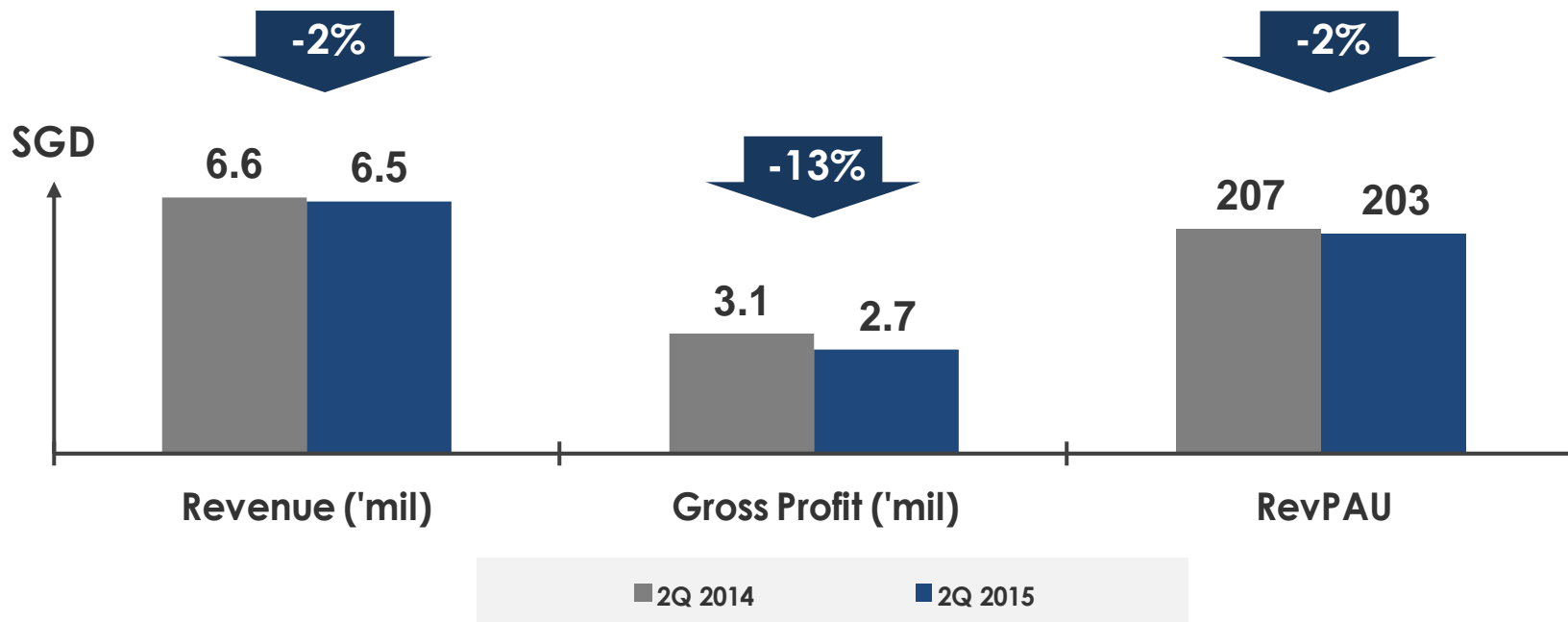
Revenue and RevPAU decreased mainly due to weaker demand from corporate accounts. Gross profit decreased mainly due to lower revenue, partially offset by lower utility expense.



Somerset  
Liang Court  
Property  
Singapore



Citadines  
Mount Sophia  
Property  
Singapore



Revenue, RevPAU decreased mainly due to lower corporate accommodation budgets and weaker demand from project groups. Gross profit decreased due to lower revenue, coupled with higher utility expense arising from a one-off recovery of utility expense from tenants in 2Q 2014.





Somerset  
Grand Hanoi



Somerset  
Hoa Binh Hanoi



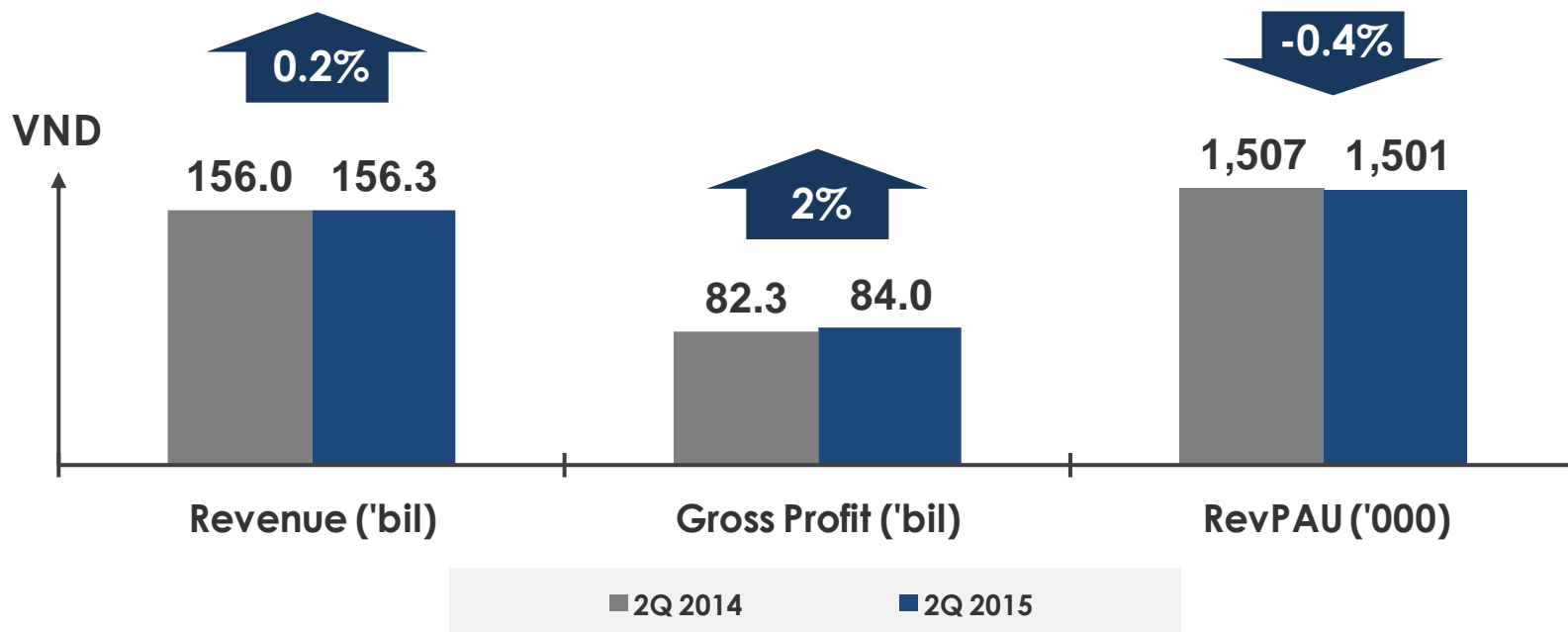
Somerset West  
Lake Hanoi



Somerset Ho  
Chi Minh City



Somerset  
Chancellor Court  
Ho Chi Minh City



Revenue increased mainly due to higher demand for the refurbished apartments at Somerset Ho Chi Minh City.  
Gross profit increased due to higher revenue and lower operation and maintenance expense.



# Ongoing Asset Enhancement Initiatives

Properties		Costs	Time Period
1	<b>Somerset Olympic Tower Property Tianjin</b> - Phased renovation of 86 units	RMB29.5m (S\$5.9m) <sup>1</sup>	2Q 2014 to 4Q 2015
2	<b>Somerset Xu Hui Shanghai (Phase 2C and 2D)</b> - Phased renovation of remaining 84 units of 1BR, 2BR and 3BRs	RMB38.3m (S\$8.2m)	3Q 2015 to 3Q 2016
3	<b>Ascott Makati</b> - Renovation of selected units, café, business centres and public area - Upgrade mechanical and electrical infrastructure	US\$26.1m (S\$35.3m)	3Q 2015 to 1Q 2018
4	<b>Somerset Ho Chi Minh City (Phase 2)</b> - Renovation of 151 apartments including renovation of master and common bathrooms, room FF&E/OES over 2 phases	US\$4.9m (S\$6.2m)	2Q 2016 to 1Q 2017
5	<b>Citadines Barbican London</b> - Phased renovation of 129 units	£3.9m (S\$8.1m)	4Q 2015 to 2Q 2016
<b>Total</b>		<b>S\$63.7m</b>	

Note:

1. For the entire refurbishment project



# Outlook and Prospects

With the acquisitions announced this year and the new serviced residence block sited at Cairnhill which Ascott REIT has entered into via a forward contract, Ascott REIT's total asset size would have reached S\$5.0 billion. These acquisitions bring Ascott REIT closer to its target portfolio of S\$6.0 billion by 2017.

As part of its financing plans for the acquisitions, Ascott REIT successfully raised S\$250.0 million from the issuance of perpetual securities. While we tap diversified funding sources, the Manager will continue to maintain a disciplined and prudent capital management approach. As at 30 June 2015, the borrowings coming due in FY 2015 have mostly been refinanced and we have embarked on plans to refinance borrowings due in FY 2016. The Manager remains vigilant to changes in the macro and credit environment that may impact the Group's financing plans.

The Group will continue to refurbish Ascott REIT's properties to enhance guest experience and maximise returns to Unitholders. As part of Ascott REIT's strategy to optimise returns for its Unitholders, Ascott REIT will commence the sale process for some of its properties with limited growth potential.

There have been uncertainties in the global economic recovery with the International Monetary Fund cutting its global growth outlook twice this year to 3.3% on the back of weakness in certain markets. With the ongoing Greek debt crisis possibly weighing on Euro currency, Ascott REIT has proactively entered into foreign currency forward contracts to hedge approximately 70% of its anticipated FY 2015 Unitholders' distribution derived in Euro. Furthermore, approximately 65% of Euro-denominated assets have been hedged through the use of Euro-denominated borrowings. Notwithstanding, we expect our portfolio to remain resilient and the general hospitality business to remain healthy globally in 2015. The Group's operating performance for FY 2015 should remain profitable.