



# Ascott Residence Trust

## Investor Presentation

May 2021

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# Content

- Overview of Ascott Residence Trust
- COVID-19 Situational Update
- 1Q 2021 Highlights
- Portfolio Updates
- Capital Management
- Outlook & Prospects
- Appendix: Key Country Updates

# Overview of Ascott Residence Trust



# A Leading Global Hospitality Trust

Constituent of FTSE EPRA Nareit Global Developed Index

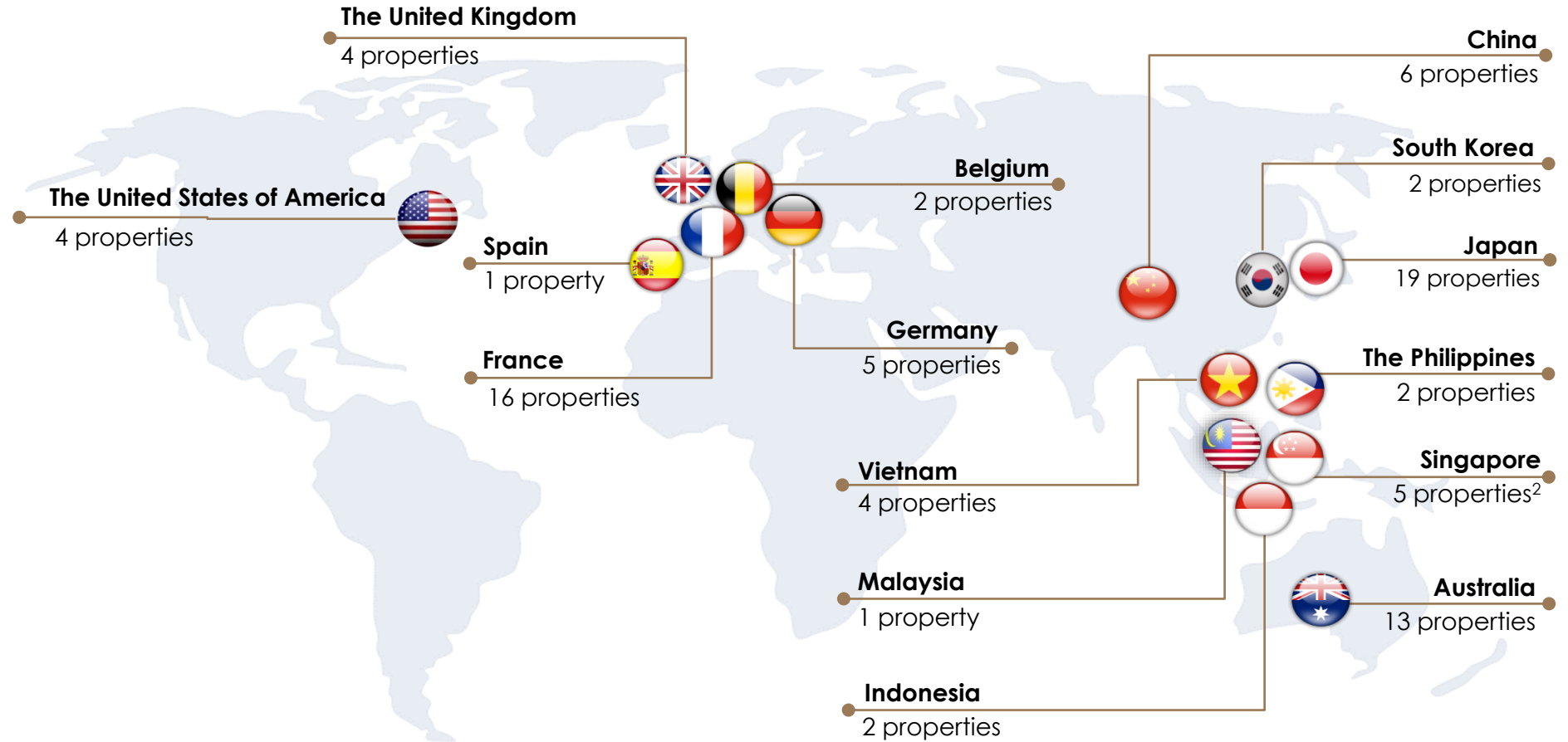


**\$7.2b<sup>1</sup>**  
Total Assets

**>16,000<sup>2</sup>**  
Units

**86<sup>2</sup>**  
Properties

**38**  
Cities in 15 countries



Notes: Above as at/for period ended 31 March 2021 unless otherwise stated

1. As at 31 December 2020

2. Including 1 of one-north Singapore and Somerset Liang Court Singapore (currently under development)

# Leveraging Strengths in Challenging Times

Resilience from diversification and predominantly long-stay portfolio



Geographically diversified,  
largely **freehold** portfolio

**68%**

Asia Pacific

**20%**

Europe

**12%**

The Americas

**63%**<sup>1</sup>

Freehold



Predominantly  
**long-stay product type**  
and **guest profile**

**56**

Serviced  
residences

**18**

Hotels /  
Business hotels

**11**

Rental  
housing

**1**

Student  
accommodation

**3 months**<sup>2</sup>

Average length of stay



Mix of **stable and**  
**growth** income  
streams

**32**

Master  
Leases

**4**

MCMGI<sup>3</sup>

**48**

Management  
Contracts

*Note: Excludes lyf one-north Singapore and Somerset Liang Court Singapore which are currently under development*

Notes: Above as at 31 March 2021 unless otherwise stated

1. Based on property values as at 31 December 2020

2. Excludes properties on master leases and properties under development

3. MCMGI refers to Management Contracts with Minimum Guaranteed Income

# Strong Sponsor – The Ascott Limited

One of the leading international lodging owner-operators



A Member of CapitaLand



**>120,000**

**Serviced residence  
& hotel units**

Includes units under development

**c.770**

**Properties**



**>190**

**Cities**

**>30**

**Countries**

**>30 years track record**

**Strong alignment of interests**

**c.41% sponsor stake<sup>1</sup> in ART**



Notes: Figures updated as at May 2021

1. Held through CapitaLand Group

# Commitment to Sustainability & Corporate Governance



## Environment



**15 new green certifications**

### Maiden green loan

for the development of lyf one-north Singapore, which has obtained BCA Green Mark Gold<sup>PLUS</sup>

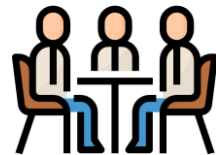


**Educating our guests to go green**

## Governance

**Ranked 3rd**

in Singapore Governance and Transparency Index for three consecutive years



## Social



- Providing a home away from home for healthcare workers, returning nationals, migrant workers and other affected communities
- Distributing meals to the elderly and vulnerable groups
- Distributing hand sanitisers to local community
- Packing school bags and schooling essentials for children from low-income families

**Supporting the fight against COVID-19**



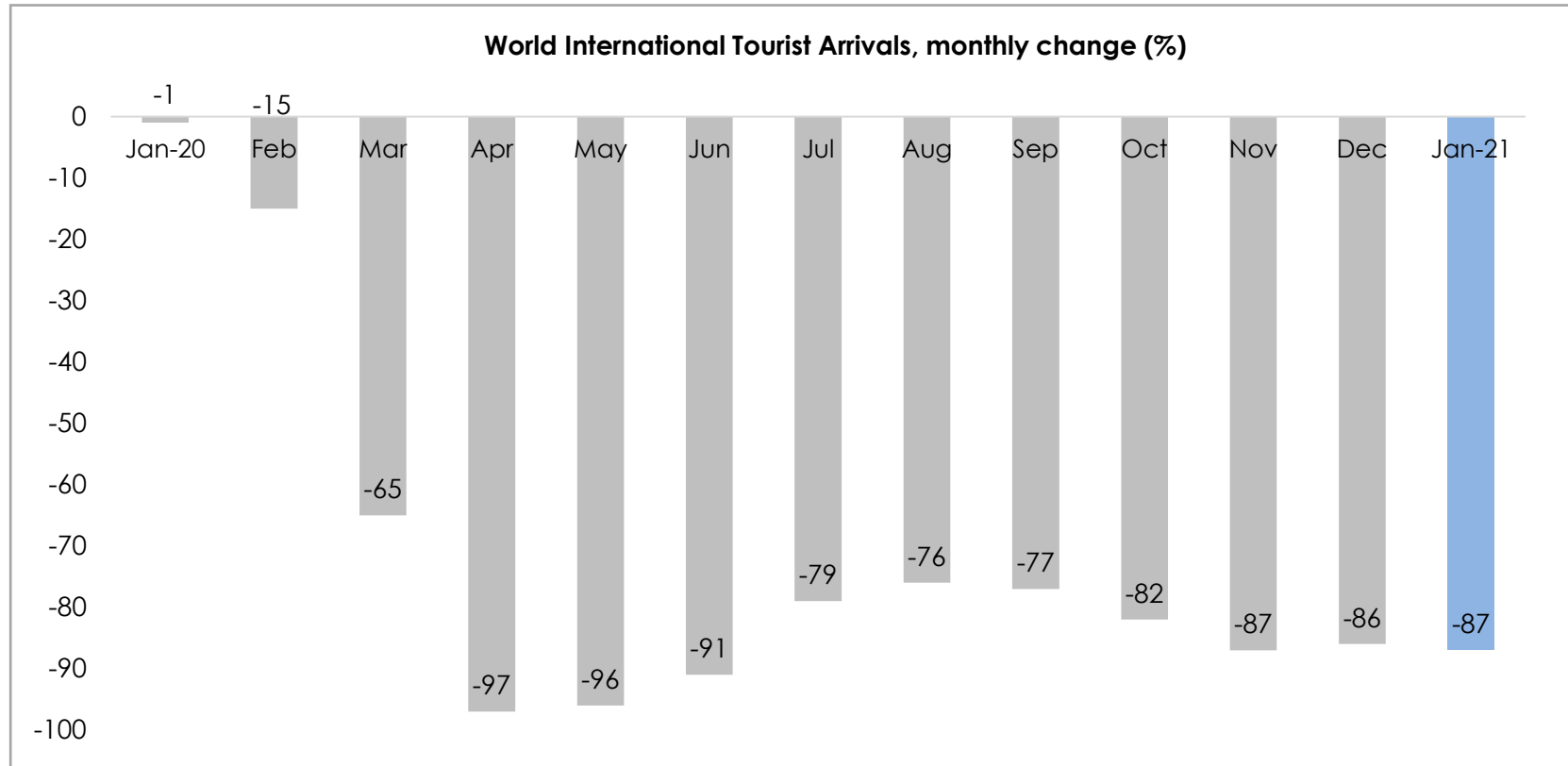
# COVID-19 Situational Update

**Citadines**

# International Arrivals Impacted by Border Closures

A potential rebound could take place in the second half of 2021

**c.85%** Expected year-on-year decline in international arrivals in 1Q 2021



## Outlook scenario 1

Rebound in international arrivals in July 2021

**66%**

Year-on-year increase in international arrivals in 2021

## Outlook scenario 2

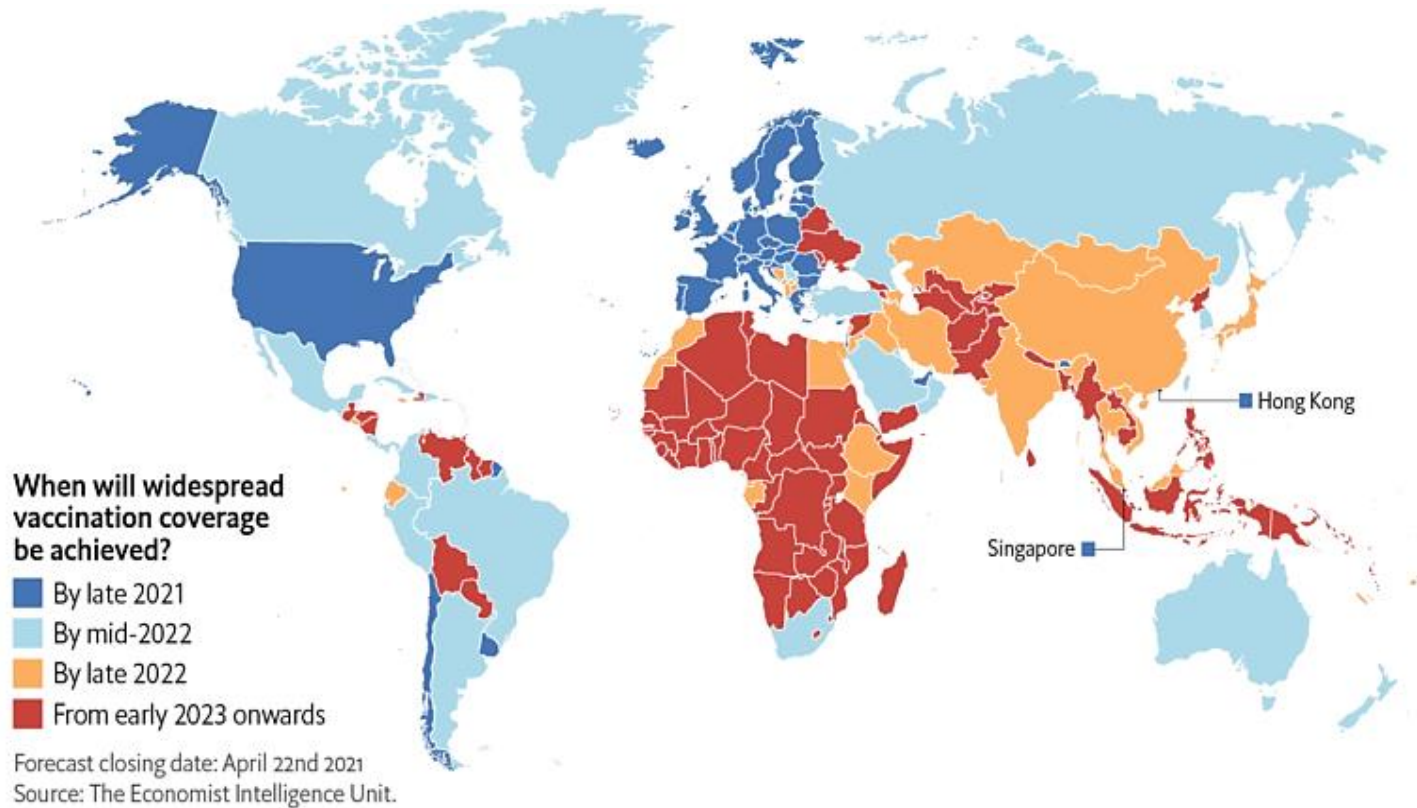
Rebound in international arrivals in September 2021

**22%**

Year-on-year increase in international arrivals in 2021

# Vaccinations a Confidence-booster for Travel

More willing to travel domestically and internationally



Source: The Economist Intelligence Unit<sup>1</sup>

Based on a Tripadvisor survey<sup>2</sup> of travellers from six major markets...

**86%**

of travellers more likely to travel domestically if they receive the vaccine

**77%**

of travellers more likely to travel internationally if they receive the vaccine

**74%**

of travellers plan to take at least one overnight domestic leisure trip in 2021

Sources:

1. The Economist Intelligence Unit, Forecast as at April 2021
2. Tripadvisor, "2021 - The year of the travel rebound?", January 2021

# More Countries Reopening for Travel

Formation of travel bubbles and launch of vaccine certificates

International Air Transport Association (IATA) expects personal and leisure travel to return from second half of 2021<sup>1</sup>



**Australia formed travel bubble with New Zealand**, considers cautious approach in reopening international borders in 2022<sup>2</sup>



**France lifted domestic travel restrictions** in May; could allow non-EU foreign visitors with a digital travel certificate in June<sup>3</sup>



**England and Scotland will allow international travel** to 12 countries and territories from 17 May<sup>4</sup>



**US contemplates lifting travel ban** on countries including Europe and United Kingdom by mid-May<sup>5</sup>



**Greece has lifted quarantine requirements** for vaccinated travellers from key tourism markets<sup>6</sup>



China, Europe, Japan and South Korea have announced the launch of **COVID-19 certificates and vaccine passports**<sup>7</sup>

## Sources:

1. The Business Times, "Personal travel will return from second half of 2021: IATA chief", March 2021
2. The Straits Times, "Australia says international borders might not fully reopen until mid-to-late 2022", May 2021
3. Forbes, "France to reopen borders on 9 June to Non-EU Travelers: What You Need to Know", Apr 2021
4. BBC, "Which countries are on the green list for foreign holidays?", May 2021
5. Forbes, "US travel: Reports that Biden will lift EU, UK travel ban by mid-May", March 2021
6. CNN, "Greece opens its doors to Covid-free tourists", April 2021
7. Nikkei Asia, "Japan to join EU and China in issuing digital vaccine passport", March 2021

# 1Q 2021 Highlights



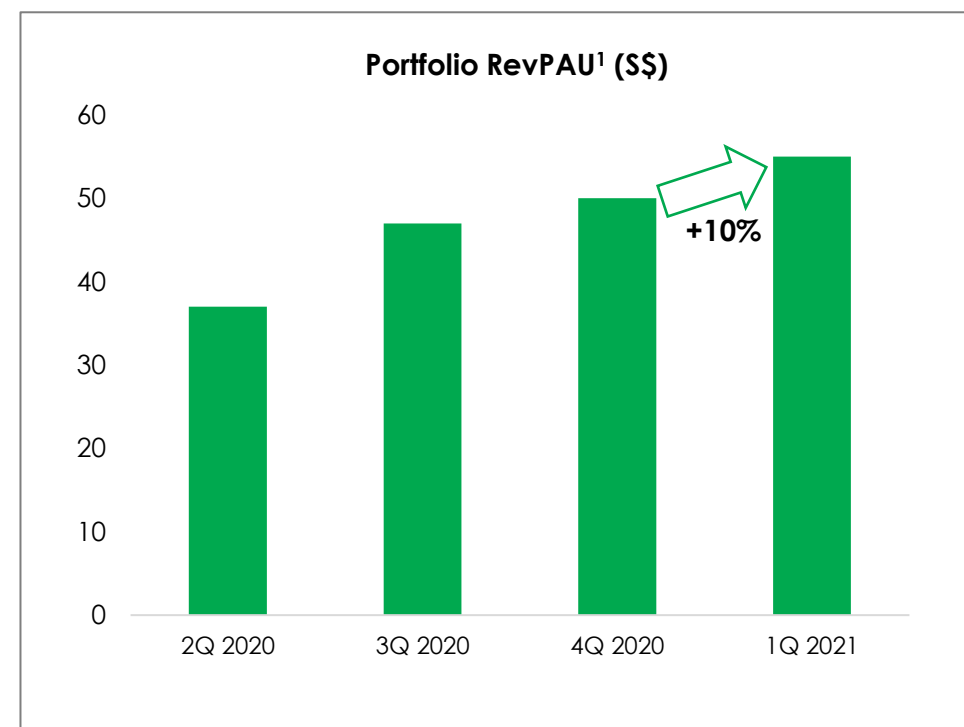
# 1Q 2021 Highlights

Sequential improvement despite seasonal lull



## Gradual quarter-on-quarter improvement in operating performance

- **Portfolio RevPAU<sup>1</sup> increased 10% quarter-on-quarter (q-o-q) to S\$55**
  - Increase in average portfolio occupancy from mid-40% in 4Q 2020 to c.50% in 1Q 2021, supported by block bookings
  - Sequentially higher RevPAU despite a resurgence in some countries during the winter and a seasonally softer quarter for corporate travel
  - RevPAU 47% lower year-on-year (y-o-y)
- **Strong domestic leisure demand on weekends and holidays; corporate activity picked up gradually in March 2021**
- **Varied pace of recovery across markets; China continues to lead with 1Q 2021 RevPAU stable y-o-y on a same-store basis<sup>2</sup>**
- **Countries with long stays**, such as Indonesia, Philippines and Vietnam, were more resilient with **smaller RevPAU declines y-o-y**
- **Distributable income boosted by termination fee<sup>3</sup> of S\$9.8 million and one-off realised exchange gain of S\$5.6 million**



Notes:

1. Portfolio RevPAU refers to the revenue per available unit of properties under management contracts and management contracts with minimum guaranteed income, excluding rental housing and student accommodation properties
2. Excluding Ascott Guangzhou which was divested in December 2020
3. For the divestments of Citadines Xinghai Suzhou and Citadines Zhuankou Wuhan which were terminated

# 1Q 2021 Highlights

Enhancing stability and working towards a sustainable recovery



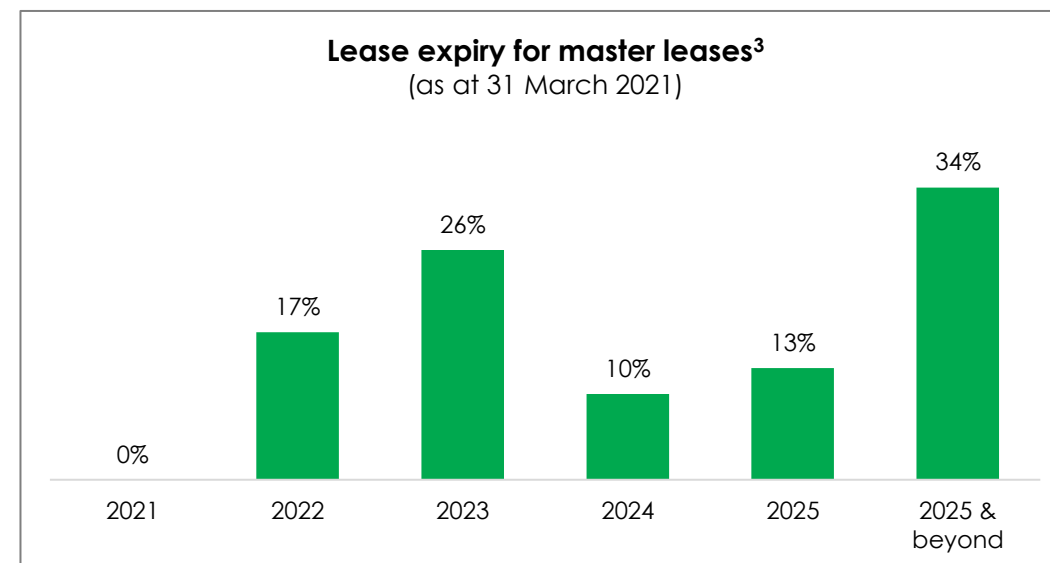
## Mitigating the impact of COVID-19

- **Stable income sources provided downside protection and resilience**
  - Longer-stay properties (rental housing and student accommodation) registered occupancies of >95%
  - Collectively, ART's master leases, management contracts with minimum guaranteed income and longer-stay properties contributed over three-quarters of gross profit in 1Q 2021
- **Portfolio continued to generate operating profits and positive cashflow**
  - c.88% of properties operational<sup>1</sup> – of the 10 temporarily closed properties<sup>2</sup>, 6 were on master leases and continued to receive fixed rent
  - Temporarily closed properties planned to reopen progressively in 2Q 2021 in preparation for the summer holiday season



## Supporting tenants and extending lease expiry profile

- **No master leases expiring in 2021**
- **Relief extended to some lessees** and other rental negotiations ongoing

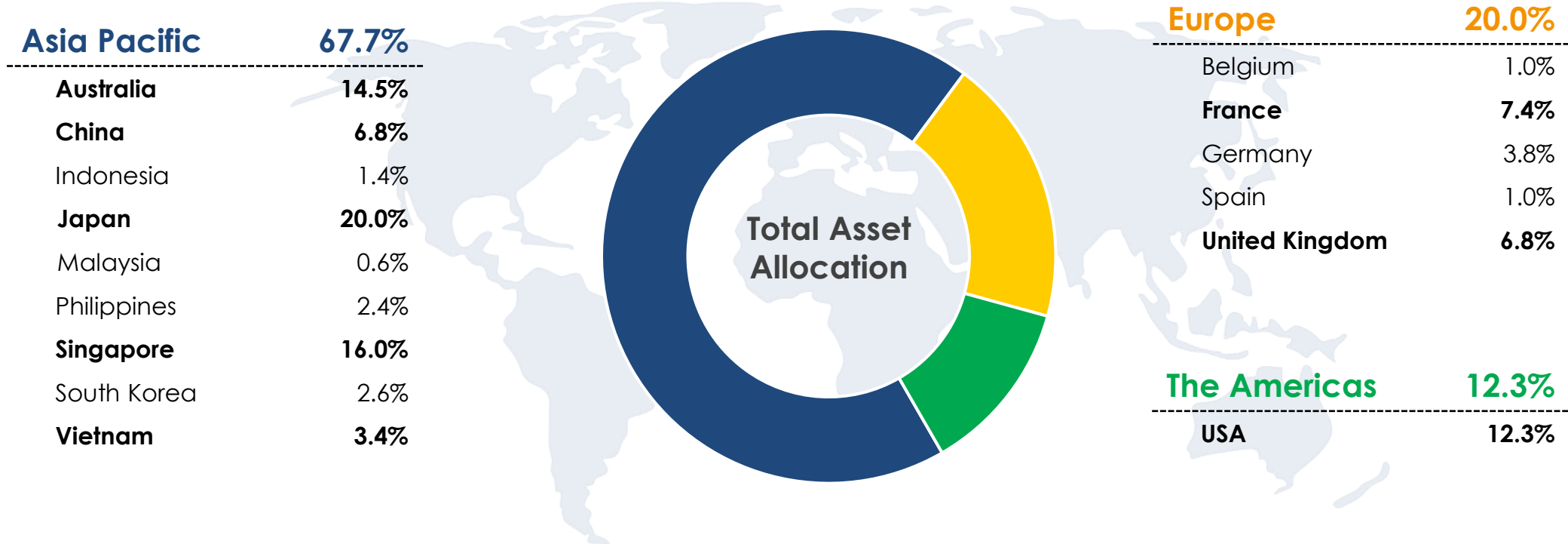


Notes:

1. Excludes properties under development, includes Citadines City Centre Grenoble which was divested in March 2021 and Paloma West Midtown (formerly Signature West Midtown) which was acquired in February 2021
2. Temporarily closed properties as at 31 March 2021 comprise 5 properties in France, 2 in Japan, 1 each in Belgium, Spain and South Korea
3. Percentage of gross rental income for master leases expiring during the respective periods over the total gross rental income for all master leases

# Diversified Asset Allocation

Well-placed to recover with predominantly Asia Pacific-centric portfolio and presence in countries with large domestic markets



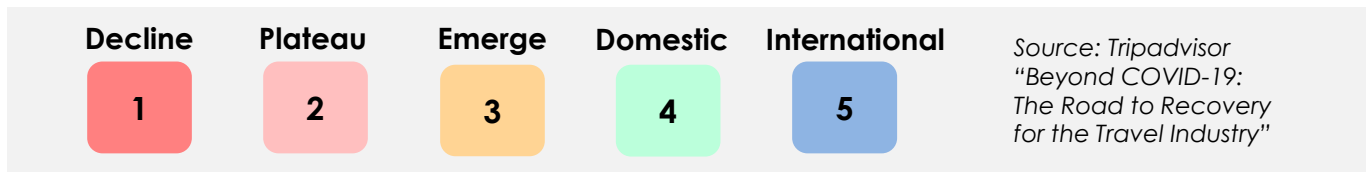
Notes:  
Figures above as at 31 March 2021. Markets in bold are ART's 8 key markets



# Varied Pace of Recovery Across Markets

Large domestic markets leading recovery before international travel reopens

Based on Tripadvisor's 5 stages to recovery



## Australia

4

- **Sequential q-o-q recovery; block bookings** supported occupancies in 1Q 2021
- **Demand for domestic travel picked up since March**, supported by large local market and vaccine rollout
- **Gradual recovery in corporate and MICE activity**
- Rental waiver provided to support master lessees

## China

4

- **COVID-19 situation generally under control**
- **Seasonal lull for corporate travel and localised lockdowns** affected 1Q 2021 performance
- **Demand for corporate long stays ramped up** since March 2021 as business and industrial activities picked up pace
- **Outlook positive** as quarantine requirements ease and vaccinations are underway

## France

3

to

4

- **Demand for accommodation muted** in 1Q 2021 due to movement restrictions
- 5 of 17 ART France properties remained closed but continued to receive **fixed rent under master lease arrangement**
- **Long stays and group bookings** supported occupancies, while higher leisure demand provided an uplift during the February winter holiday

## Japan

3

to

4

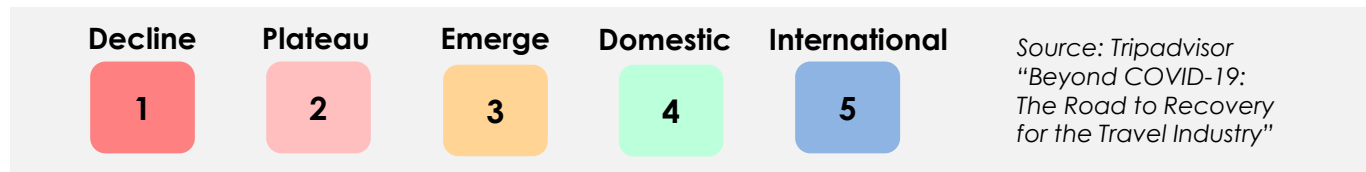
- **Non-essential travel discouraged during state of emergency** for Tokyo and Osaka region
- **Fixed rent from master leases** and resilient contribution from **rental housing** mitigated softer performance of other properties
- **Spikes in leisure demand** during autumn foliage season and Japan's Golden Week

Note: The classification of each market's stage of recovery is ART's own assessment and does not represent the views of Tripadvisor

# Varied Pace of Recovery Across Markets

Large domestic markets leading recovery before international travel reopens

Based on Tripadvisor's 5 stages to recovery



Singapore **3** to **4**

- **Occupancies remain elevated** as properties are block booked by government and serve corporate long stays
- Letter of demand issued to master lessee of Park Hotel Clarke Quay to recover rent due; security deposits held in cash and negotiations ongoing
- **Currently under tightened measures until mid-June** to control rising community cases

United Kingdom **3** to **4**

- Limited demand due to lockdown restrictions in 1Q 2021 **mitigated by long stays** from student groups and corporates, as well as essential business travel
- **Easing of restrictions** in April led to **spike in leisure demand** on weekends
- **Positive trend expected to continue**

United States **4**

- **Sequential q-o-q recovery** as economy reopens and leisure demand gradually picks up
- **Block booking** at Sheraton Tribeca New York through 2Q 2021
- **Renovation of Hotel Central Times Square** underway
- **First contribution from student accommodation property** acquired in February

Vietnam **4**

- **Largely stable performance** with COVID-19 situation generally under control
- **Long stays, corporate guests and project groups** formed a resilient occupancy base
- **Gradual increase in domestic corporate demand and business travel** between Hanoi and Ho Chi Minh City

Note: The classification of each market's stage of recovery is ART's own assessment and does not represent the views of Tripadvisor

# Portfolio Updates



lyf one-north, Singapore (Artist's Impression)  
Concept Design by WOHA

# Investment & Portfolio Reconstitution Strategy

Virtuous cycle to enhance yield for Stapled Securityholders

**Investments** in  
longer-stay  
asset classes



**Divestments**  
at premium to  
book value



**Development**  
projects



- Recycling capital into higher-yielding investments with a focus on increasing proportion of stable income
- c.\$216 million in net gains from divestments that are ongoing and completed in FY 2020 and year-to-date 2021
- Development projects to rejuvenate the portfolio and enhance returns

# First Foray into Student Accommodation

Pivoting towards longer-stay accommodation for income stability

- Freehold property with 183 units and 525 beds in Atlanta, Georgia, USA acquired in February 2021
- Agreed property value of **USD\$95.0 million**
- 5 to 15-minute walk to Georgia Institute of Technology (Georgia Tech)
- **Long average length of stay of c.1 year** and **c.95% occupancy rate**
- **EBITDA yield of 5%** and expected **DPS accretion of 4.4%**<sup>1</sup>



**Enhancing returns to Stapled Securityholders**, replacing lost income from recent divestments and reinvesting at higher yield



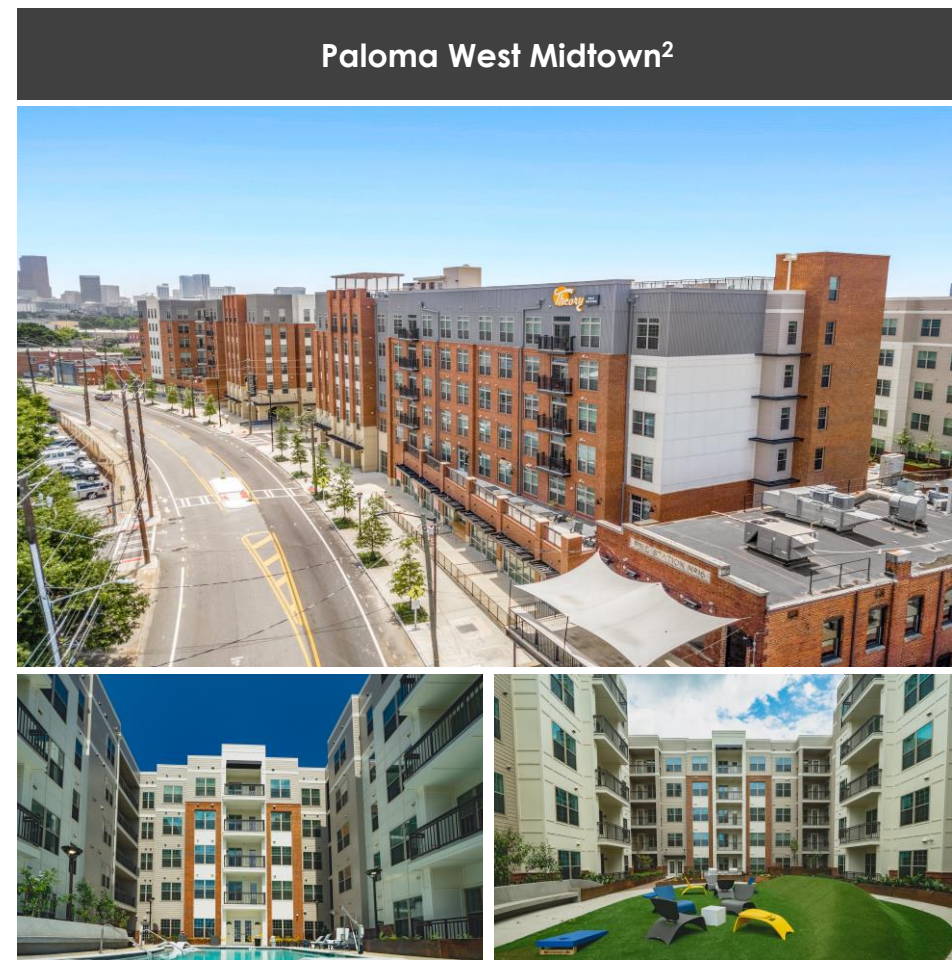
**Strong property fundamentals** coupled with robust pre-leasing momentum, supported by steady enrolment growth at Georgia Tech



**Pivoting towards longer stay accommodation for income stability**



**Enhancing diversification** given countercyclical nature of asset class, adding a new platform for growth



## Notes:

1. The pro forma DPS is calculated based on the unaudited consolidated financial statements of ART for FY 2020 and 3,108,047,703 Stapled Securities in issue as at 31 December 2020 and on the following assumptions: (i) ART had completed the Acquisition on 1 January 2020 and (ii) the acquisition is funded based on a funding structure of 40% debt and 60% divestment proceeds.
2. Formerly Signature West Midtown

# Acquisition of 2<sup>nd</sup> Rental Housing Property in Sapporo

Building a resilient portfolio

New

## Alpha Square Kita 15 jo



### About the Property

- Acquisition price of JPY 2.03 billion (\$25.5 million)
- 127-unit rental housing property in Sapporo, Japan
- Newly opened in March 2020
- Walking distance to amenities, train station, Hokkaido University and ART's other rental housing property, Big Palace Kita 14 jo Residence
- DPS-accretive acquisition with expected EBITDA yield of c.4%
- Expected completion in 2Q 2021

### About Sapporo



Japan's 5<sup>th</sup> largest city and 6<sup>th</sup> fastest growing city which benefits from net migration from neighbouring cities within Hokkaido



Key economic and logistics hub that is well-supported by a large and well-educated workforce

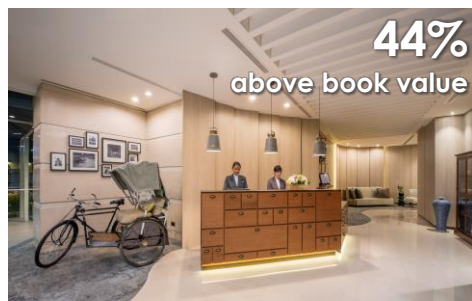


Resilient rental rates and declining new supply

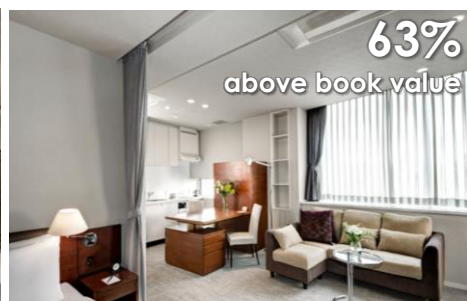
# Divesting at Premium to Book Despite COVID-19

Divesting properties that have reached their optimal stage of life cycle

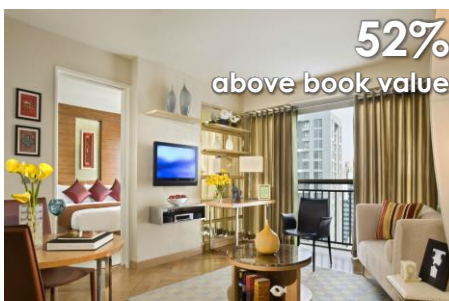
## Completed in 2020



Somerset Liang Court Singapore



Somerset Azabu East Tokyo



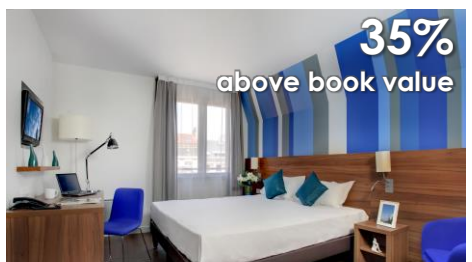
Ascott Guangzhou

**c. S\$570 mil in proceeds**  
from completed and ongoing divestments

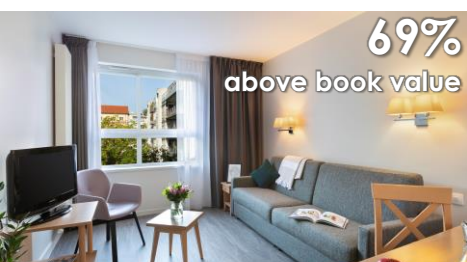
Enhancing liquidity and flexibility to

- Pare down debt;
- Rejuvenate portfolio; and/or
- Recycle capital into higher-yielding assets

## Recently completed / ongoing divestments



Citadines City Centre Grenoble  
Completed in March 2021



Citadines Didot Montparnasse Paris  
Completed in May 2021



Somerset Xu Hui Shanghai  
Target to complete in 3Q 2021

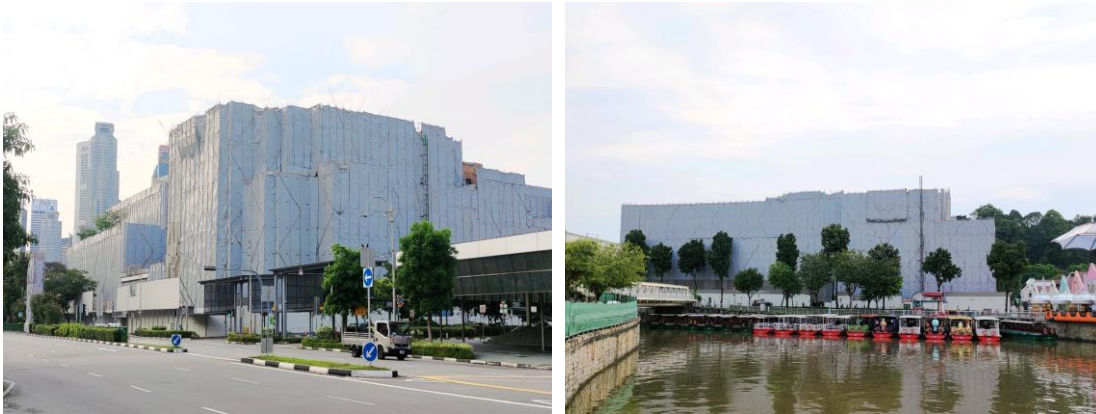
**c. S\$216 mil in net gains**  
from completed and ongoing divestments

- Capacity to supplement distributions to Staped Securityholders, if necessary
- S\$45 million in past divestment gains distributed in FY 2020

# Rejuvenating the Portfolio with New Developments

New product offerings to cater to the new normal

## Redevelopment of Somerset Liang Court Singapore



- 192-unit Somerset serviced residence with hotel licence in the popular riverfront lifestyle and entertainment Clarke Quay precinct
- Sale of partial GFA **completed on 15 July 2020** and **S\$163.3 mil of cash proceeds collected**
- **Demolition works underway and construction expected to commence in 3Q 2021**
- Development expected to **complete in 2025**

## Development of lyf one-north Singapore



- 324-unit coliving property located in the **vibrant research and business hub** of one-north, Singapore
- Development update:
  - Main structural and façade works completed in 1Q 2021
  - External works, internal architectural and mechanical & engineering works in progress
- Expected to **complete in 4Q 2021**




# Capital Management



# Strong Financial Capacity & Healthy Liquidity Position

Sufficient liquidity to cover three years' fixed costs under a worst-case, zero-income scenario




### Strong capital management

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**S\$1.15**  
NAV per Unit

**51%**  
Total assets in foreign currency hedged

**0.8% (gain)**  
Impact of foreign exchange



### Robust financing flexibility

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**36.1%**  
Gearing  
(c. S\$1.9 billion debt headroom<sup>1</sup>)

**1.7%**  
per annum  
Low effective borrowing cost

**BBB (Negative Outlook)**  
Fitch Ratings

Interest cover  
**2.1X<sup>2</sup>**

**71%**  
of property value unencumbered



### Fortifying liquidity reserves

---

**c.S\$1.2 bil**  
Total available funds

=

**c.S\$360 mil**  
Cash on-hand

+

**c.S\$830 mil**  
Available credit facilities and net divestment proceeds to be received<sup>3</sup>

Notes:  
Above as at/for period ended 31 March 2021

1. Refers to the amount of additional debt before reaching aggregate leverage of 50%
2. Refers to the 12-month trailing interest cover
3. Balances as at 31 March 2021; includes committed credit facilities of approximately S\$183 mil and outstanding proceeds from the divestments of Citadines Didot Montparnasse Paris, Citadines City Centre Grenoble and Somerset Xu Hui Shanghai

# Strong Financial Capacity & Healthy Liquidity Position

Diversified funding sources and well spread-out debt maturity profile

**69% : 31%**

Bank loans : Medium Term Notes

**10%**

Total debt due in 2021

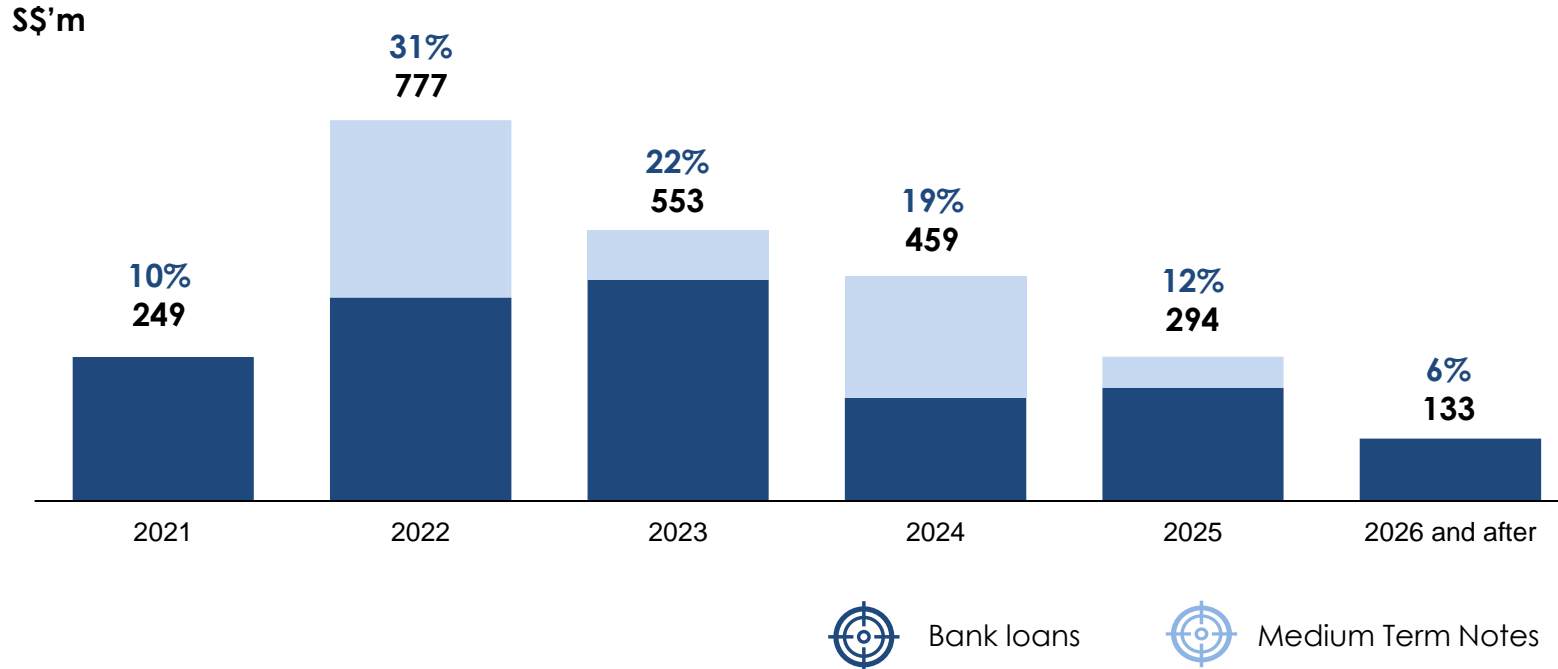
**c.78%**

Total debt on fixed rates

**3.0 years**

Weighted average debt to maturity

## Managing liquidity risks through diversified funding sources



- Commenced negotiations to refinance debt due in 2021
- Lenders remain supportive

Note:  
As at 31 March 2021

# Outlook & Prospects



# Well-positioned for Recovery

Underpinned by strong fundamentals, poised to capture pent-up demand

UNWTO expects a rebound in international arrivals by 2H 2021  
Recovery to 2019 levels could take 2.5 - 4 years<sup>1</sup>



## Uneven recovery across markets, dependent on easing of restrictions

Stable income sources and long stays to continue offering resilience



## Acceleration of vaccinations and reopening of borders

Countries with large domestic markets poised to recover first, fuelled by local leisure demand



## Strengthening and future-proofing the portfolio

Reinvesting divestment proceeds into longer-stay assets at higher yields, supported by a strong financial position

# The View Ahead

Gradual pick-up in demand, but near-term outlook challenging



## Pace of recovery varied across markets, dependent on easing of restrictions

- **Market conditions expected to remain challenging in the near term**, given the resurgence and new variants of the virus, as well as movement restrictions in various countries
- **Stable income sources and long stays** expected to cushion the impact in the interim
- **Working with lessees and operators** towards a sustainable recovery
- **Vaccinations and reopening of borders to spur travel revival**



## Strengthening and future-proofing the portfolio

- **Expanding investment mandate and redeploying divestment proceeds into longer-stay lodging asset class for stable income**
- **Leveraging operational expertise of Sponsor and operators** – proactively sourcing for alternative business, preparing for the upturn with future-ready offerings
- **Cost containment measures and digital acceleration**
- **Strong financial position and disciplined capital management**

With its **scale, diversification**, predominantly **extended-stay** portfolio and **strong financial capacity & flexibility**, ART is well-positioned to **capture the upturn**



# Thank you



ASCOTT  
RESIDENCE  
TRUST

A Member of CapitalLand

# Appendix: Key Country Updates

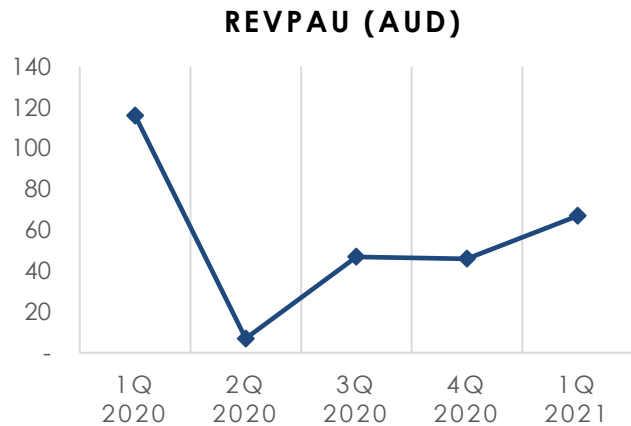
*As announced on 29 April 2021*





# Australia

## Domestic demand improves as state borders reopen



**Social-distancing measures have largely been eased except during 3-5 day snap lockdowns**



**International borders closed except for Australia-New Zealand travel bubble which started on 19 April 2021**



**Domestic travel generally permitted except during lockdowns**

**15%** of total assets: **4** Master Leases; **9** Management Contracts

- **1Q 2021 RevPAU increased 46% q-o-q to AUD 67<sup>1</sup>** as several hotels were block booked by the government for self-isolation; RevPAU decreased 42% y-o-y
- **Snap lockdowns** across various states affected overall confidence in travel in 1Q 2021 but **demand picked up** since March 2021 **with the reopening of borders**
- **Strong pent-up demand** from domestic leisure segment observed, especially on weekends and during the Easter holiday
- **Large-scale sporting and entertainment events** have resumed at full capacity in most states
- **Corporate demand** has also improved gradually, with an **increase in enquiries** for conferences and meetings
- Aircrew bookings secured following **travel bubble with New Zealand**
- **Rental waiver provided to support master lessees** and in compliance with Australia's mandatory code of conduct

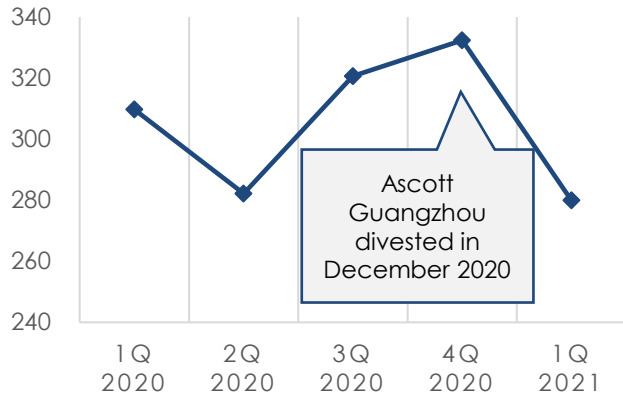
Notes: Updates on travel and movement restrictions above as at 27 April 2021

1. Pertains to the properties under management contracts only

# China

Recovery picks up pace with stronger demand for corporate long stays

REVPAU (RMB)



7% of total assets: 6 Management Contracts

- **1Q 2021 RevPAU decreased 10% y-o-y to RMB 280** due to the divestment of Ascott Guangzhou
- **On a same-store basis<sup>1</sup>, RevPAU was stable y-o-y and decreased 9% q-o-q** due to localised lockdowns
- **Second-tier cities registered a y-o-y increase in RevPAU**
- Average occupancy of the China portfolio was mid-50%, on par with a year ago, due to a **seasonal lull for corporate travel** and as **travel was discouraged** during the Chinese New Year in February 2021
- **Demand for corporate long stays ramped up** since March 2021 as business and industrial activities picked up pace
- **Inter-city conferences and events** also increased in numbers and scale, providing an uplift to the market
- Demand for accommodation continues to be **predominantly domestic** due to limitations around visa approvals for foreign travellers
- **Outlook positive as recovery momentum continues** with the easing of quarantine requirements and vaccinations underway
- **Received S\$9.8 million in termination fee** following the termination of divestments of Citadines Xinghai Suzhou and Citadines Zhuankou Wuhan



**COVID-19 situation generally under control; localised lockdowns imposed on areas experiencing a resurgence**



**International borders remain closed except for green lane arrangements**



**Domestic travel permitted**

Notes: Updates on travel and movement restrictions above as at 27 April 2021

1. Excluding Ascott Guangzhou which was divested in December 2020

# France

## Extended lockdown hampers recovery



**Third national lockdown imposed from April to May 2021**



**International borders reopened to countries outside Schengen Zone but with COVID-19 tests and self-isolation requirements**



**Travel beyond 10km from one's home not permitted during lockdown**

**7%** of total assets: **17** Master Leases<sup>1</sup>

- **Demand for accommodation muted due to movement restrictions in 1Q 2021**; 5 of 17<sup>1</sup> ART France properties remained temporarily closed<sup>2</sup>
- **Long stays and group bookings** supported occupancies, while **higher leisure demand in the regional cities** provided an uplift during the February 2021 winter holiday
- **Lockdown measures from April 2021** expected to curtail domestic leisure travel; long stays, corporate, student and cultural group bookings expected to cushion impact
- Temporarily closed properties **received fixed rent** under master lease arrangement and planned to **progressively reopen** for the summer holiday season, subject to changes in COVID-19 restrictions

Note: Updates on travel and movement restrictions above as at 27 April 2021

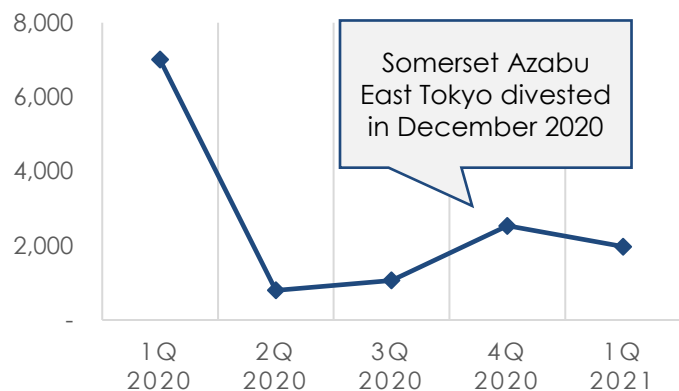
1. Including Citadines City Centre Grenoble which was divested on 31 March 2021

2. The 5 properties are Citadines Les Halles Paris, Citadines Republique Paris, Citadines Maine Montparnasse Paris, La Clef Louvre Paris and Citadines Croisette Cannes

# Japan

Limited demand as non-essential travel remains discouraged

REVPAU (JPY)



**20%** of total assets: **5** Master Leases; **3** serviced residences under Management Contracts (MC) and **11** rental housing properties under MC

- **1Q 2021 RevPAU decreased 72% y-o-y to JPY 1,976<sup>1</sup>** due to the divestment of Somerset Azabu East Tokyo and as Japan was under a state of emergency from January to March 2021
- **On a same-store basis<sup>2</sup>, RevPAU decreased 70% y-o-y and 15% q-o-q**
- Fixed rent from **master leases** and resilient contribution from **rental housing properties** (high occupancies of >90%) mitigated softer performance of other properties under MC
- **Domestic leisure demand increased** during the autumn foliage season but **remained limited as non-essential travel was discouraged**
- **Month-long corporate bookings** secured at two of the serviced residences in April 2021 and some initial group bookings secured for **Tokyo Olympics** in July 2021
- **Third state of emergency expected to dampen demand for travel** during Japan's Golden Week holiday from late April to first week of May 2021
- Update on WBF properties:
  - WBF Hotel Kitasemba East and WBF Hotel Kitasemba West converted from master leases to management contracts; to remain closed due to poor demand in Osaka
  - WBF Hotel Honmachi continues under a master lease arrangement with a revised rent structure



**State of emergency lifted in March 2021 but re-introduced from 26 April through 11 May 2021 for Tokyo and Osaka region**



**International borders closed except to nationals and long-term visa holders**



**Domestic travel discouraged under state of emergency**

Note: Updates on travel and movement restrictions above as at 27 April 2021

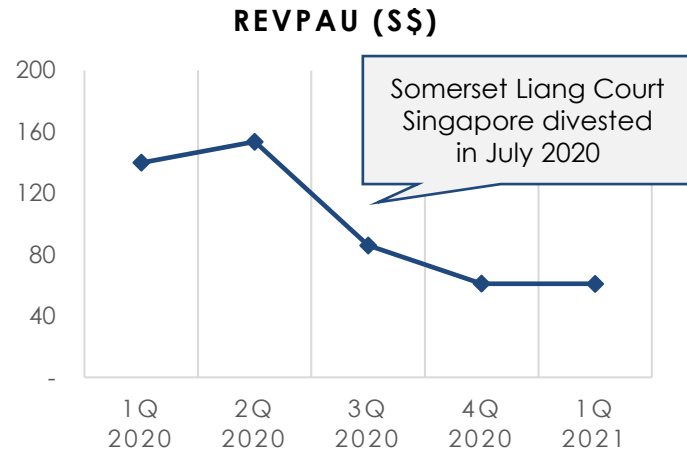
1. Pertains to the properties under management contracts only

2. Excluding Somerset Azabu East Tokyo which was divested in December 2020

# Singapore

## Government-contracted business supports occupancies

**16%** of total assets: **2** Master Leases; **1** Management Contract



Currently in Phase 3 of reopening



International borders remain closed except for green lane and official business travel arrangements



Hotels approved by Singapore Tourism Board can accept staycation bookings

- **1Q 2021 RevPAU decreased 56% y-o-y to S\$61<sup>1</sup>** due to the divestment of Somerset Liang Court Singapore and lower room rates at Citadines Mount Sophia Singapore (CMSS) which was block booked by the government for self-isolation
- **On a same-store basis<sup>2</sup>, RevPAU decreased 42% y-o-y and increased 14% q-o-q**
- **Occupancy at CMSS expected to remain high through 2Q 2021** under the government contract
- **Corporate long stays and staycation bookings** were key drivers for Ascott Orchard Singapore in 1Q 2021; **corporate and relocation enquiries have gradually increased**

- **Park Hotel Clarke Quay (PHCQ)**, previously block booked by the government from April to December 2020, has been **re-booked by the government from May 2021**
- Letter of demand issued to master lessee of PHCQ to recover S\$5.4 million<sup>3</sup> due as at 1 March 2021. In addition, S\$3.5 million of rent under the Statutory Repayment Schedule is outstanding as at 31 March 2021. Security deposits amounting to S\$6.8 million (c.6 months' rent) is held in cash.
- COVID-19 situation under control; Singapore government currently exploring **travel bubbles** with various countries and may **reopen international borders end-2021**

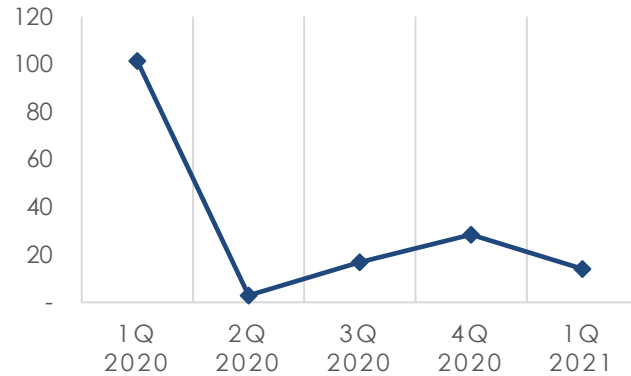
Note: Updates on travel and movement restrictions above as at 27 April 2021

1. RevPAU pertains to property under management contract, CMSS, only
2. Excluding Somerset Liang Court Singapore which was divested in July 2020
3. Comprises fixed rent, top-up of cash security deposit and property tax for March 2021

# United Kingdom

Lockdown restrictions limit demand for accommodation

REVPAU (GBP)



Four-step plan to ease lockdown between April to June 2021, if strict conditions are met



International borders open to countries under airbridge arrangements



Non-essential travel discouraged; hotels to reopen and operate without constraints in May 2021

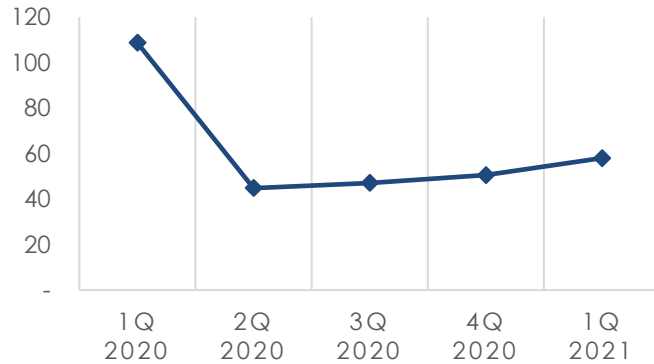
## 1 7% of total assets: 3 Management Contracts (MCs); Management Contract with Minimum Guaranteed Income (MCMGI)

- **1Q 2021 RevPAU decreased 50% q-o-q to GBP 14** as restrictions were imposed on UK hotels under the country's lockdown system; RevPAU decreased 86% y-o-y
- **Long stays by student groups and corporates** comprised most of the bookings in 1Q 2021, with the remainder being essential business travel
- **Leisure demand spiked on weekends** with the easing of lockdown measures in April 2021; **positive trend expected to continue** with further relaxation of measures in May 2021
- **Vaccination programme underway**, with 75% of the population forecasted to be fully immunised by August 2021
- **Income top-up mitigated the drop** at Citadines South Kensington, under MCMGI arrangement
- 3 MCs expiring in April 2021 will be **renewed as MCs for another year, under the same terms**

# United States


Gradual pick-up in leisure demand, supported by long stays and block bookings

REVPAU (USD)



12% of total assets: 4 Management Contracts

- **1Q 2021 RevPAU increased 16% q-o-q to USD 58<sup>1</sup>** due to higher demand; RevPAU decreased 47% y-o-y
- **Block booking cushioned occupancy of Sheraton Tribeca New York**, and is expected to continue through 2Q 2021
- Element New York Times Square West **enjoyed higher occupancy and room rates on weekends and holidays**, primarily driven by leisure demand, while being supported by **long stays** from healthcare personnel
- Previously closed room inventory to be reopened in anticipation of a **pick-up in demand, supported by the easing of state border restrictions**
- **Vaccines have been widely distributed** with over 40% of the population having received at least one dose
- **Renovation and rebranding of Hotel Central Times Square commenced** in April 2021; property remains operational and booking momentum has begun to pick up
- **Completed acquisition of student accommodation property** in February 2021; occupancy resilient at >90% and leasing activity has ramped up



Many states have reopened fully and several others have lifted indoor capacity limits and COVID-19 related restrictions



International travel restrictions on arrivals from Europe



Domestic travel increasingly permitted as state-mandated restrictions are eased

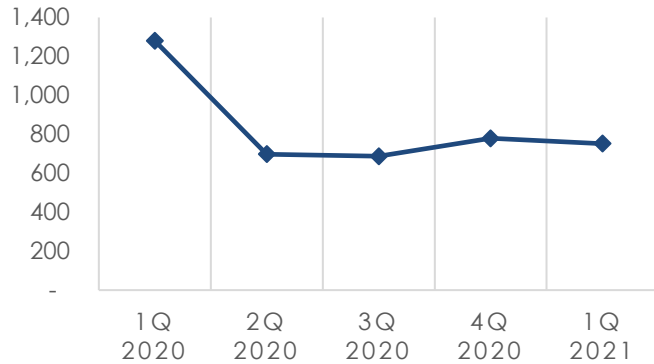
Note: Updates on travel and movement restrictions above as at 27 April 2021

1. Pertains to the 3 business hotels and excludes the student accommodation property

# Vietnam

Long stays continue to provide resilience

REVPAU (VND'000)



3% of total assets: 4 Management Contracts

- 1Q 2021 RevPAU decreased 4% q-o-q to VND 752,000, impacted by a resurgence during the Tet holiday in February 2021; RevPAU decreased 41% y-o-y
- Long stays, corporate guests and project groups formed majority of the properties' bookings, providing a resilient occupancy base
- Gradual increase in domestic corporate demand as well as business travel between Hanoi and Ho Chi Minh City
- Continue to build on long stays and domestic corporate market share, with a focus on project group and relocation segments
- Marketing initiatives to capture domestic leisure and alternative sources of business have also been introduced



COVID-19 situation generally under control; localised lockdowns imposed on areas experiencing a resurgence



International borders remain closed except to selected officials and skilled workers



Domestic travel permitted