



Ascott Residence Trust

A Leading Global Serviced Residence REIT

1Q 2015 Financial Results

23 April 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
- Financial Highlights
- Portfolio Performance
- Capital and Risk Management
- Portfolio Information
- Outlook and Prospects
- Appendix



Overview of Ascott REIT

A Leading Global Serviced Residence REIT

S\$2.0b¹
Market Capitalisation

S\$4.1b
Total Asset Size

10,500
Apartment Units

90
Properties

37
Cities in 13 Countries



Note: Figures above as at 31 March 2015
1. Market capitalisation as at 22 April 2015



Financial Highlights

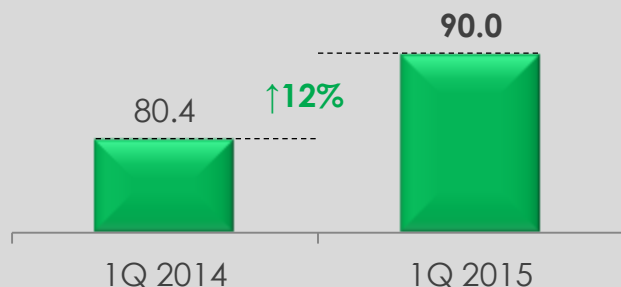
Ascott Raffles Place Singapore



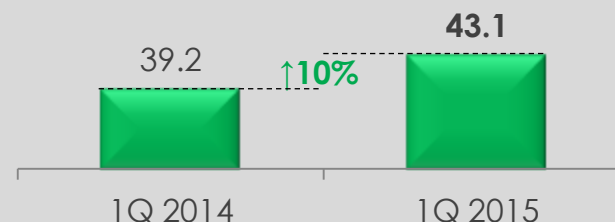
Key Financial Highlights

Summary of Group Results

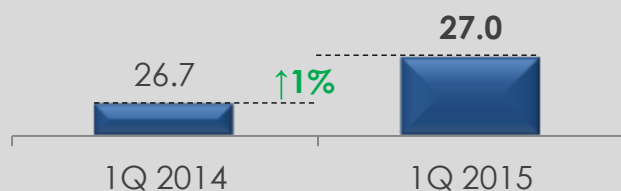
Revenue (\$\$ million)



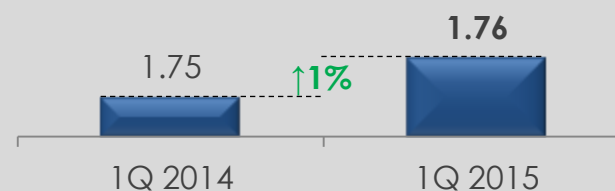
Gross Profit (\$\$ million)



Unitholders' Distribution (\$\$ million)



Distribution Per Unit (cents)



- Revenue and gross profit increased mainly due to contribution from the properties acquired in 2014¹ partially offset by lower revenue from existing properties and expiry of the deed of yield protection for Somerset West Lake Hanoi.
- Overall RevPAU decreased 8% YoY from S\$124 in 1Q 2014 to S\$114 in 1Q 2015 due to weaker performance from properties in Singapore and Vietnam and lower ADR from the China properties acquired in 2014.
 - On a same store basis, RevPAU decreased 2% YoY

Note:

1. Acquisition of nine properties in Australia, China, Japan and Malaysia

Portfolio Performance



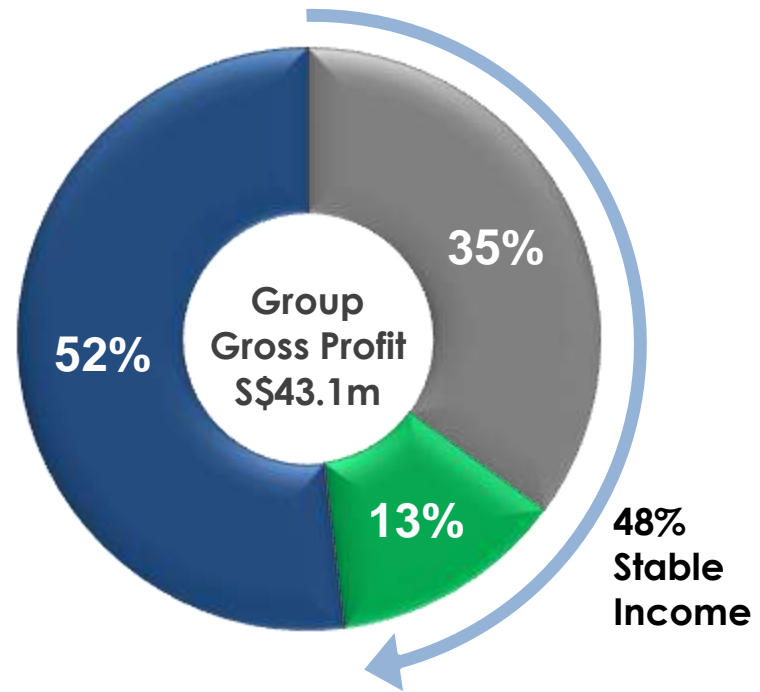
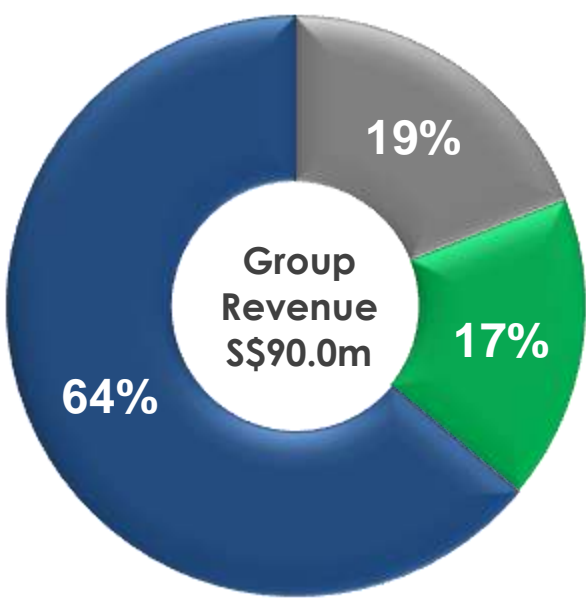


Portfolio Highlights

Revenue and Gross Profit (By Category)

**Revenue
1Q 2015**

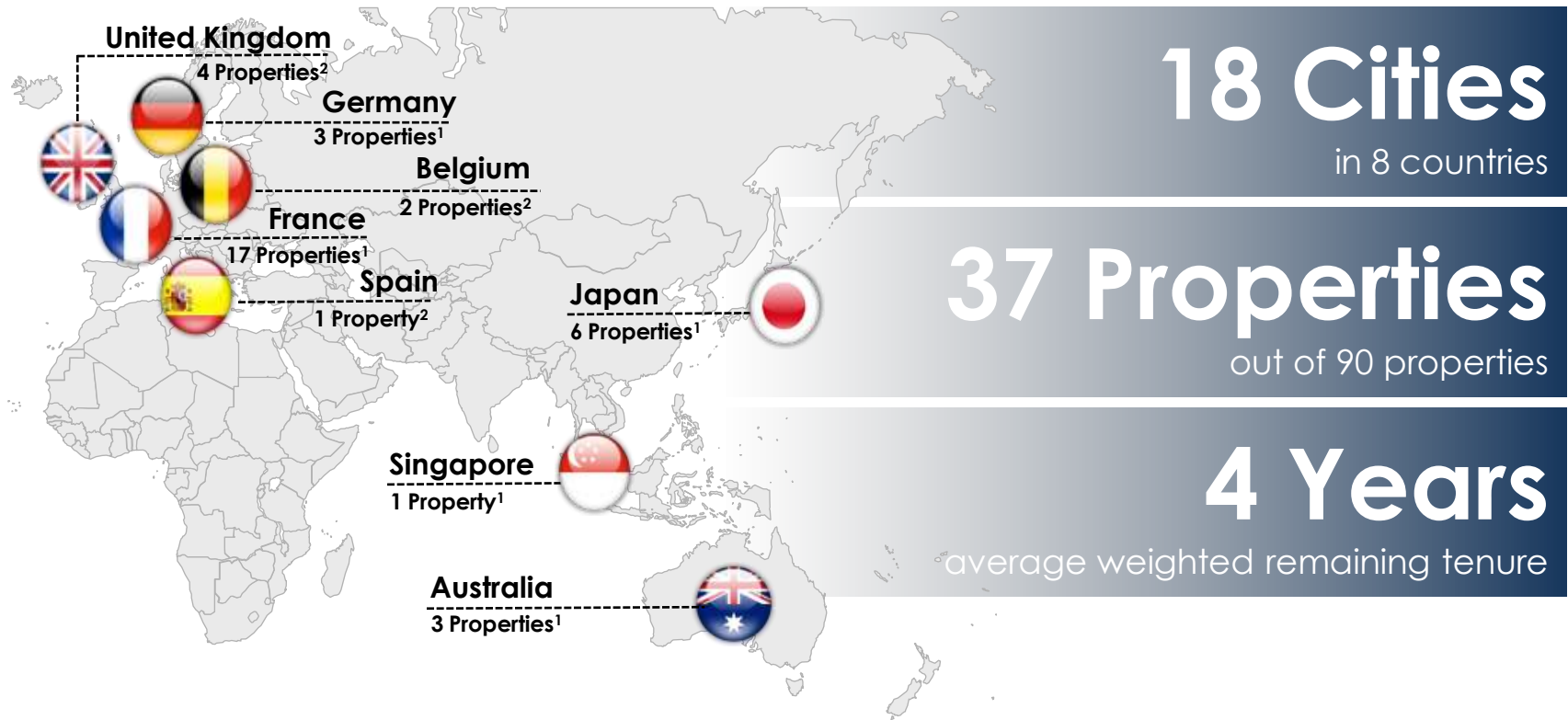
**Gross Profit
1Q 2015**



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

Income Stability

48% of the Group's gross profit for 1Q 2015 is contributed by master leases and management contracts with minimum guaranteed income



Notes:

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



Master Leases (1Q 2015 vs 1Q 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)

	1Q 2015	1Q 2014		1Q 2015	1Q 2014	
Australia (AUD) 3 Properties ¹	1.7	-	-	1.6	-	-
France (EUR) 17 Properties	5.8	5.9	↓	5.3	5.4	↓
Germany (EUR) 3 Properties	1.4	1.4	-	1.1	1.3	↓
Japan (JPY) 6 Properties	187.8	99.2	↑	150.4	83.6	↑
Singapore (SGD) Ascott Raffles Place Singapore	2.2	2.1	↑	1.8	1.7	↑

Revenue and gross profit from properties in France decreased due to negative indexation. Gross profit from properties in Germany decreased due to higher repair and maintenance costs. Higher revenue and gross profit for properties in Japan was mainly attributed to the acquisition of Infini Garden in March 2014.

Note:

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



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

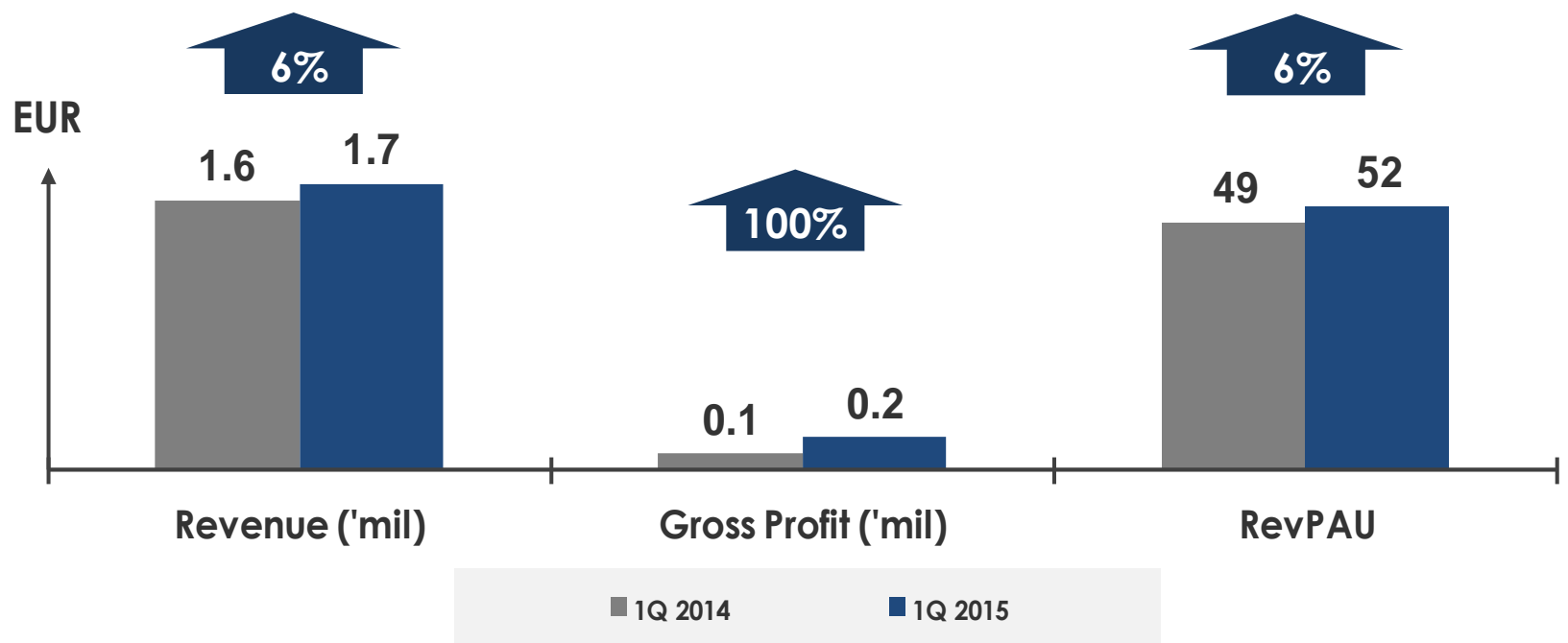
	Revenue ('mil)			Gross Profit ('mil)		
	1Q 2015	1Q 2014		1Q 2015	1Q 2014	
Belgium (EUR) 2 Properties	1.7	1.6	↑	0.2	0.1	↑
Spain (EUR) 1 Property	0.9	0.6	↑	0.3	0.1	↑
United Kingdom (GBP) 4 Properties	5.7	5.5	↑	2.2	1.6	↑



Citadines
Sainte-Catherine
Brussels



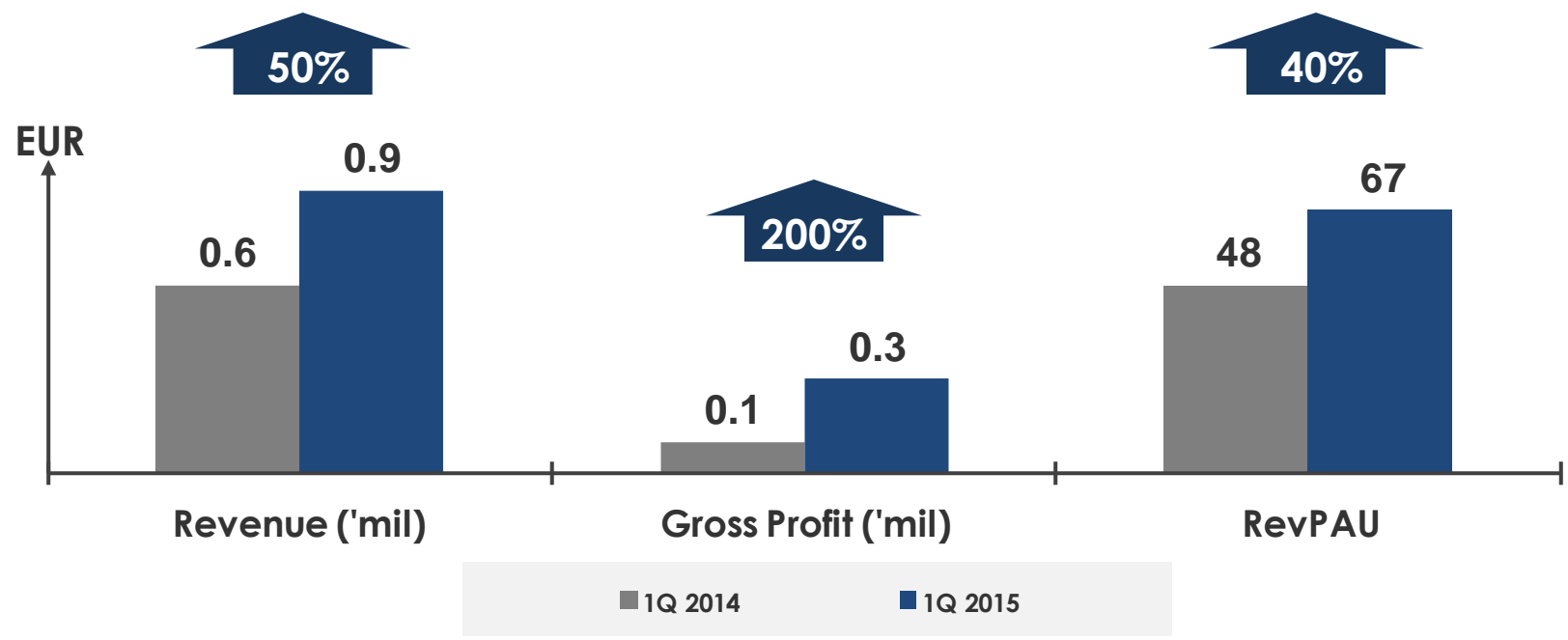
Citadines
Toison d'Or
Brussels



Revenue and RevPAU increased mainly due to refurbishment of Citadines Toison d'Or Brussels during 1Q 2014. Gross profit increased due to higher revenue, coupled with lower staff costs and operation and maintenance expense.



Citadines Ramblas
Barcelona



Revenue, gross profit and RevPAU increased mainly due to refurbishment last year.



United Kingdom



Citadines Barbican London



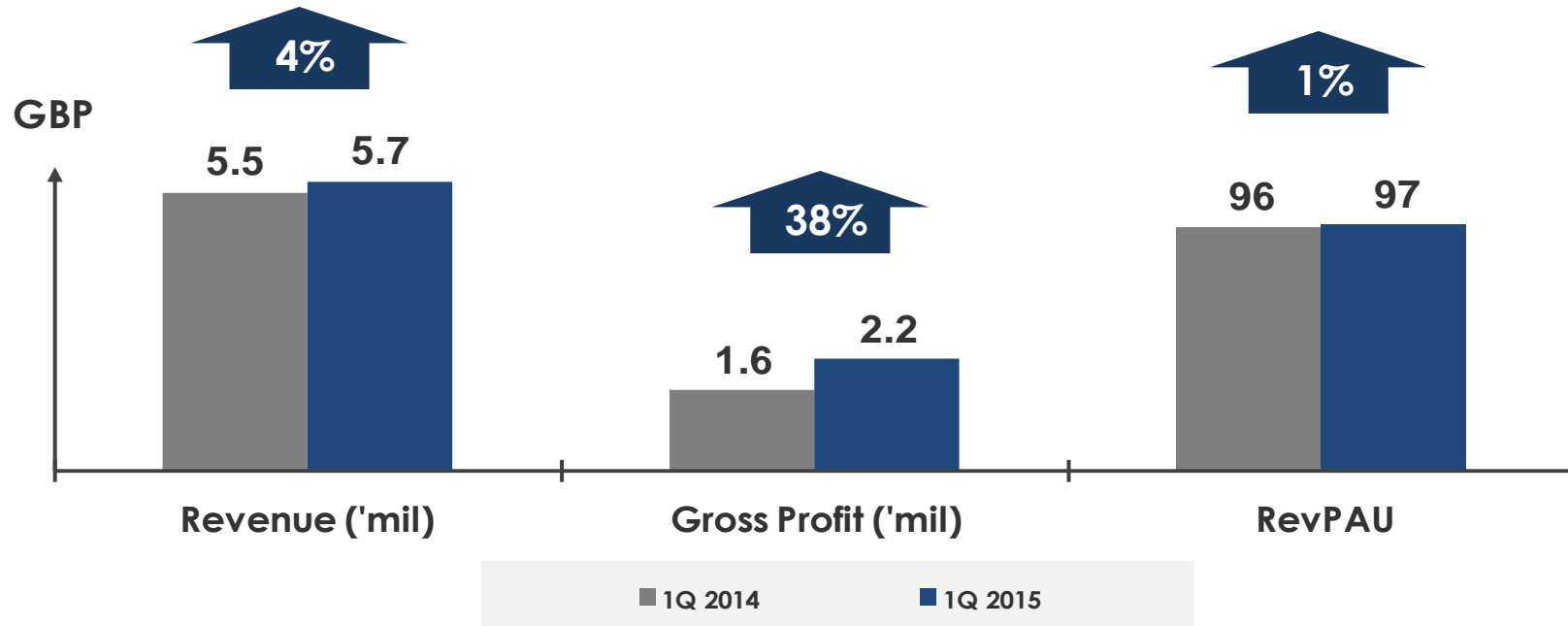
Citadines Holborn-Covent Garden London



Citadines South Kensington London



Citadines Trafalgar Square London

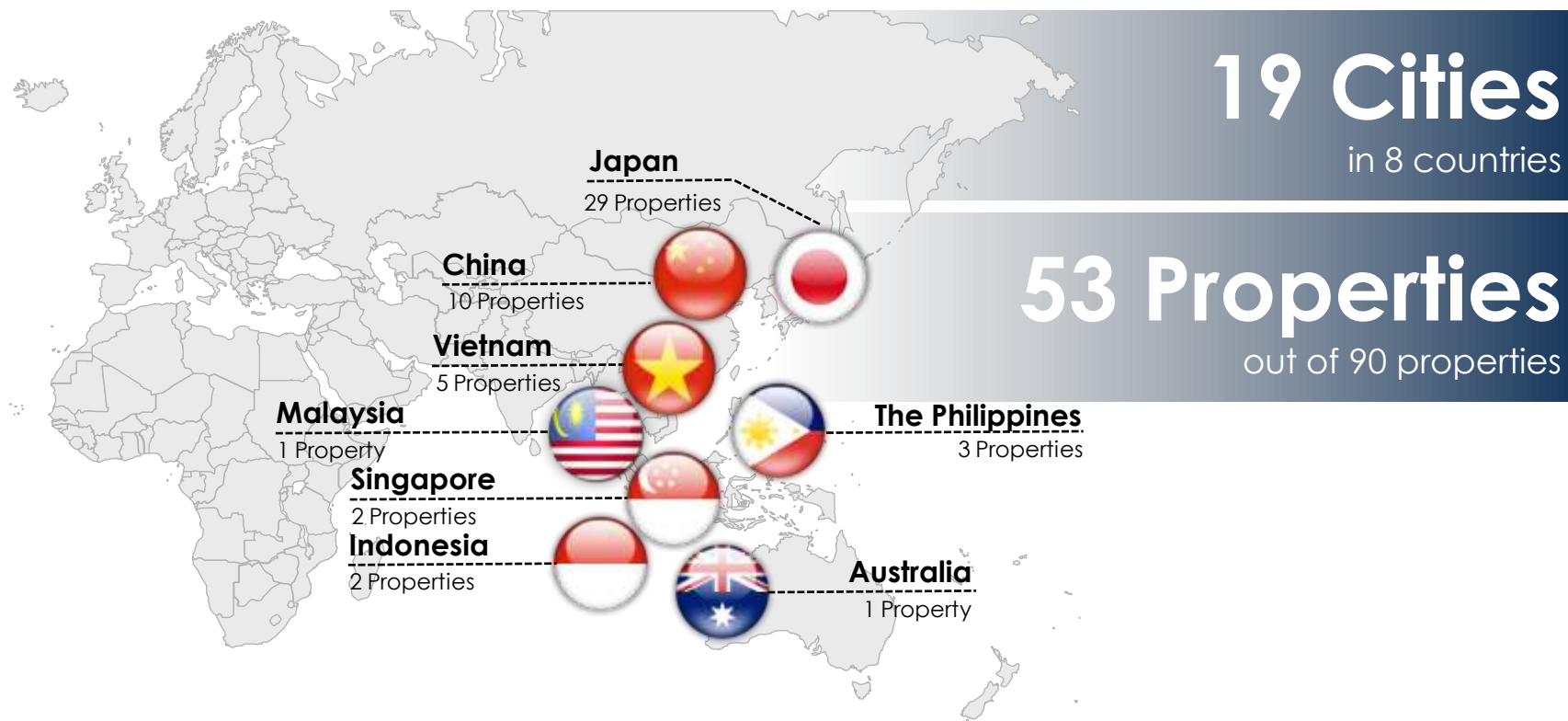


Revenue and RevPAU increase was mainly due to stronger demand from corporate sector and higher retail income. Gross profit increased mainly due to higher revenue, coupled with lower property tax and staff costs.



Management Contracts

52% of the Group's gross profit for 1Q 2015 is contributed by management contracts



Management Contracts (1Q 2015 vs 1Q 2014)

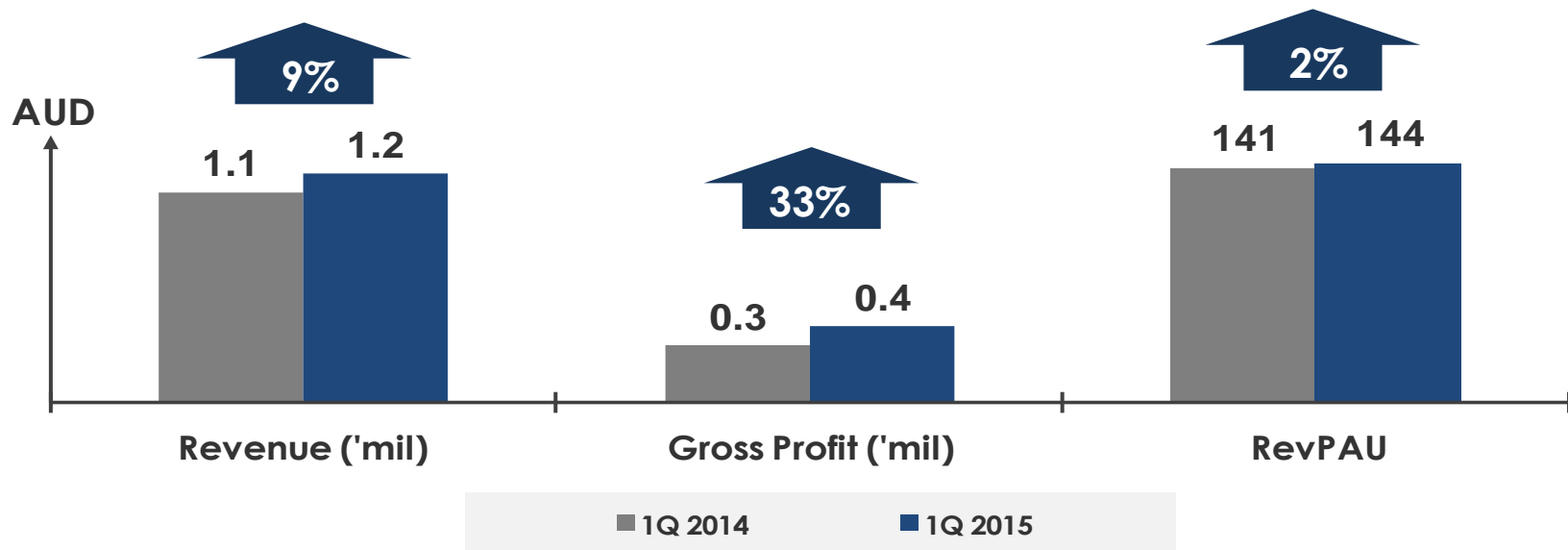
	Revenue ('mil)			Gross Profit ('mil)			RevPAU		
	1Q 2015	1Q 2014		1Q 2015	1Q 2014		1Q 2015	1Q 2014	
Australia (AUD)	1.2	1.1	↑	0.4	0.3	↑	144	141	↑
China (RMB)	70.2	53.6	↑	14.7	14.7	-	377	464	↓
Indonesia (USD)	2.9	3.2	↓	1.1	1.2	↓	77	85	↓
Japan (JPY)¹	1,020.7	675.0	↑	553.9	390.8	↑	11,158	9,553	↑
Malaysia (MYR)	4.3	-	-	1.3	-	-	227	-	-
Philippines (PHP)	252.1	263.5	↓	87.4	84.7	↑	4,253	4,491	↓
Singapore (SGD)	6.2	6.5	↓	2.6	2.8	↓	197	205	↓
Vietnam (VND)^{2,3}	153.2	169.4	↓	84.1	101.2	↓	1,496	1,604	↓

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. Revenue and gross profit for Somerset West Lake in 1Q 2015 have been classified under "Management Contracts" category as the deed of yield protection has expired on 31 March 2014. For comparison purpose, the revenue and gross profit for Somerset West Lake for 1Q 2014 have been classified under "Management Contracts" category.



Citadines
St Georges
Terrace Perth



Revenue, gross profit and RevPAU increased mainly due to refurbishment last year.



Somerset Grand Central Dalian



Citadines Zhuankou Wuhan



Citadines Gaoxin Xi'an



Somerset Heping Shenyang



Ascott Guangzhou



Somerset Olympic Tower Property Tianjin



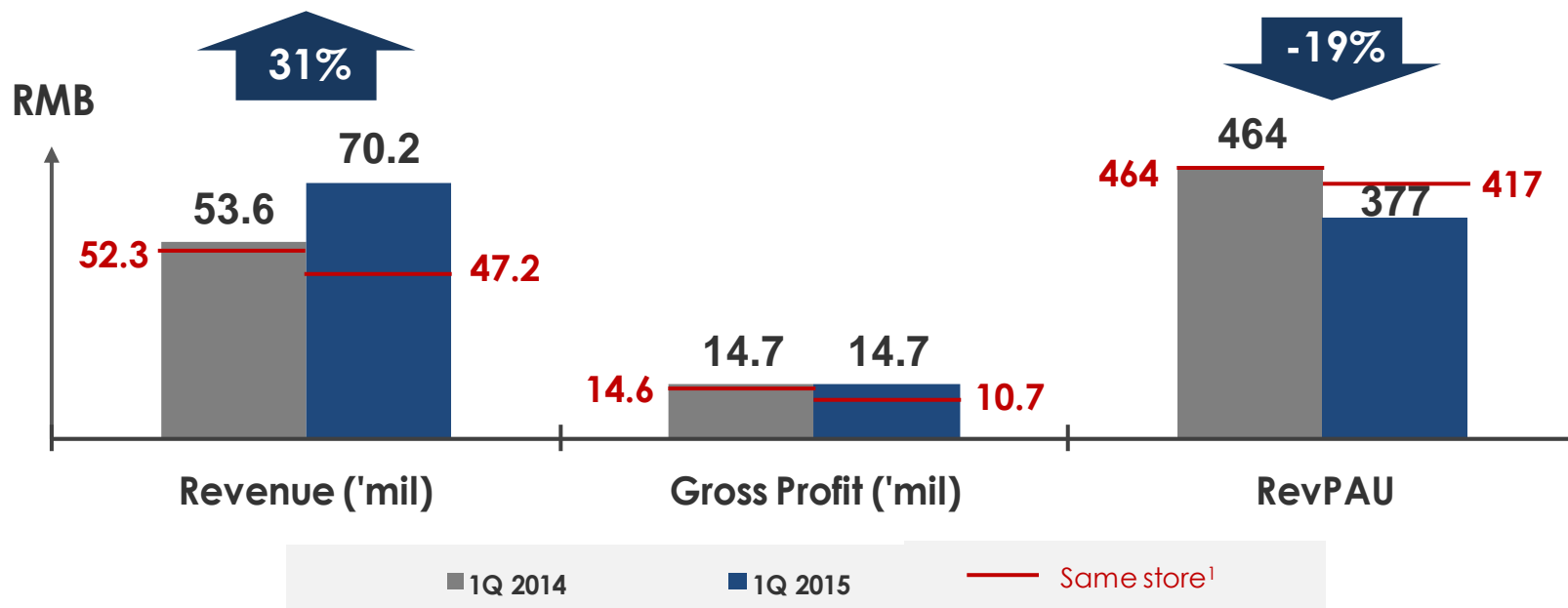
Citadines Xinghai Suzhou



Citadines Biyun Shanghai



Somerset Xu Hui Shanghai



Revenue increased mainly due to contribution from the properties acquired in 2014². Excluding the contribution from the acquisitions, performance was weaker as a result of ongoing refurbishment at Somerset Xu Hui Shanghai and Somerset Olympic Tower Property Tianjin.

Notes:

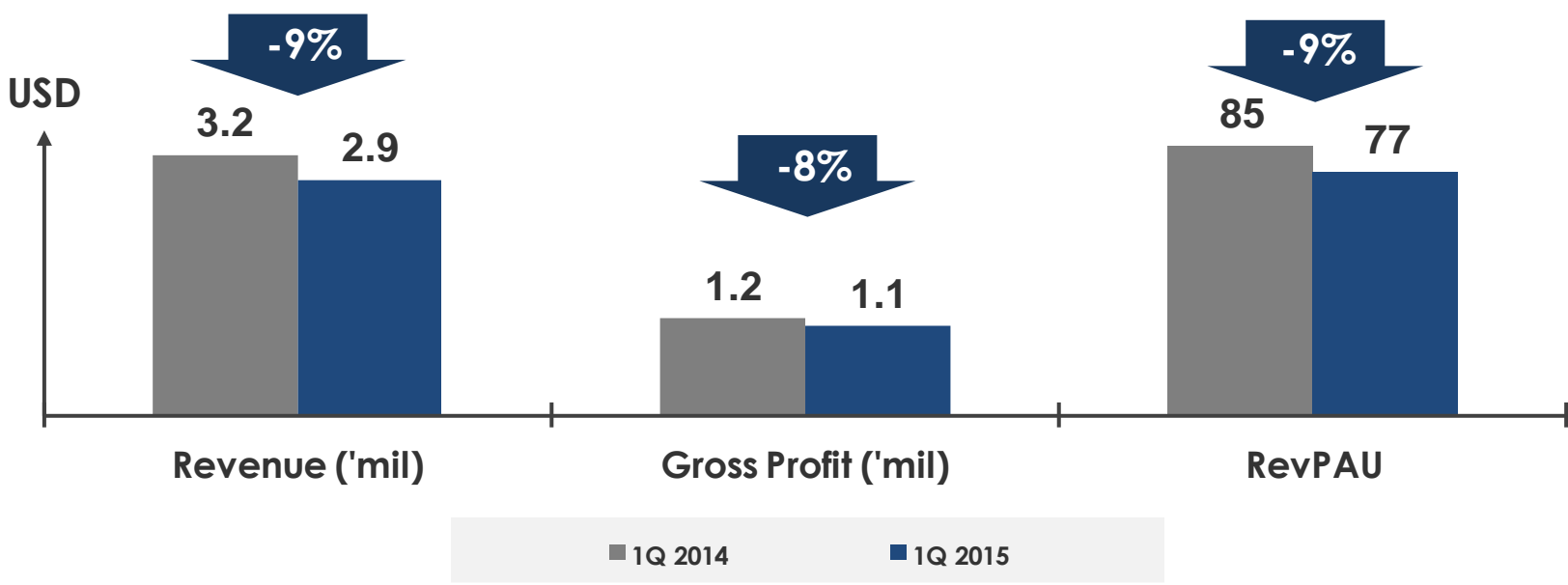
1. Excluding Somerset Grand Central Dalian acquired in June 2014, Citadines Zhuankou Wuhan and Citadines Gaoxin Xi'an acquired in August 2014, and Somerset Grand Fortune Garden Property Beijing which had commenced strata sale of units since October 2013.
2. Acquisition of Somerset Grand Central Dalian (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, partially offset by lower utility expense.

Japan



Somerset Azabu East Tokyo



Citadines Shinjuku Tokyo



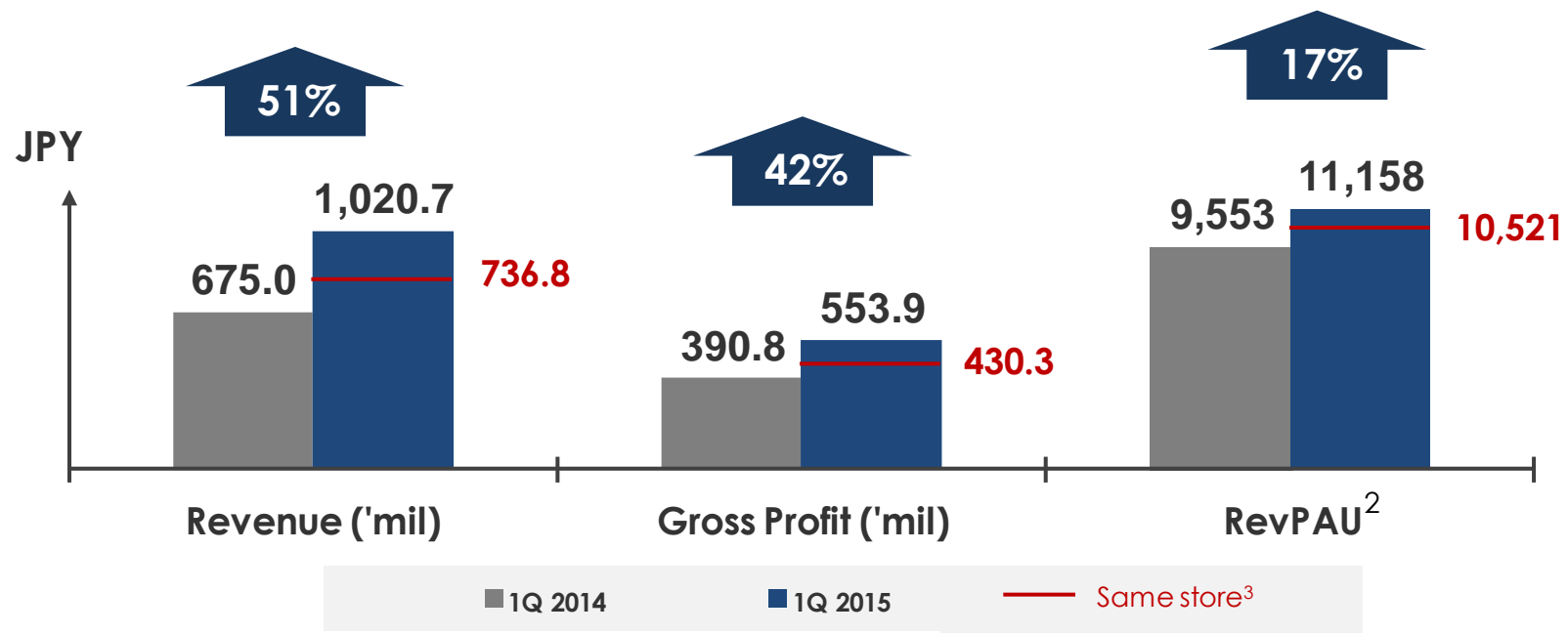
Citadines Karasuma-Gojo Kyoto



Citadines Central Shinjuku Tokyo¹



25 rental housing properties in Japan

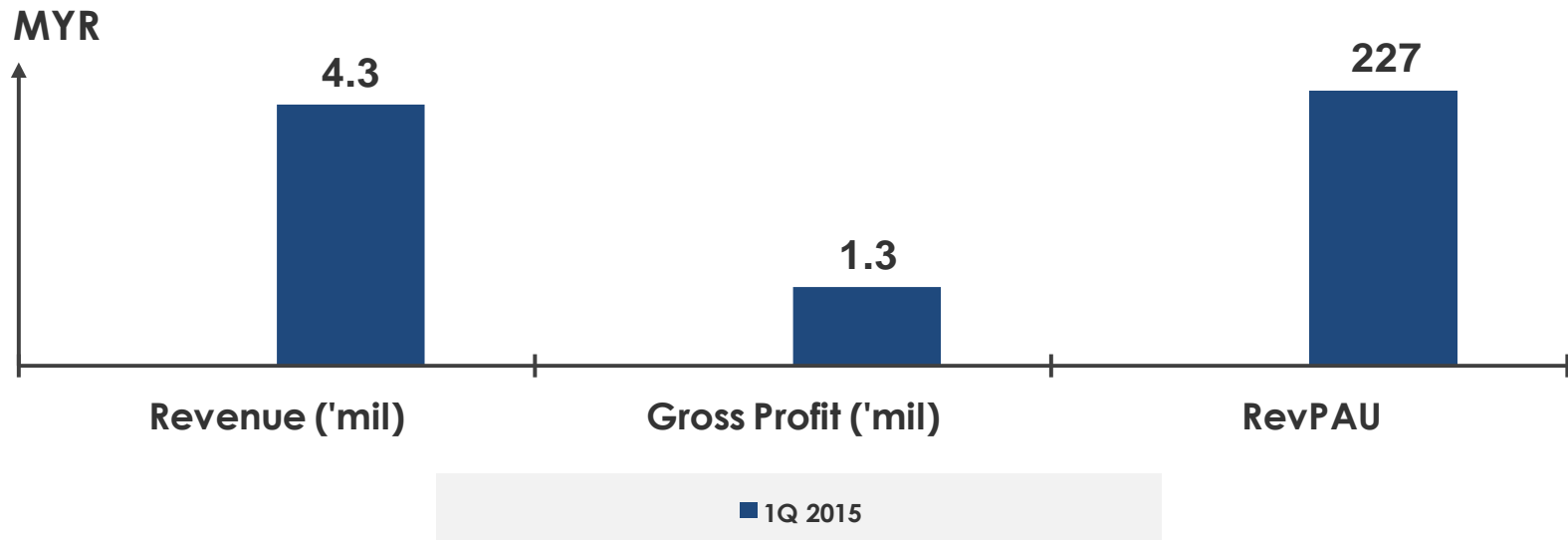


Revenue and gross profit increased mainly due to the contribution from Citadines Central Shinjuku Tokyo¹ acquired in October 2014, as well as stronger demand from the corporate and leisure sectors for all the serviced residence properties.

- Notes:
- Formerly known as Best Western Shinjuku Astina Hotel
 - RevPAU for serviced residence properties only
 - 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.



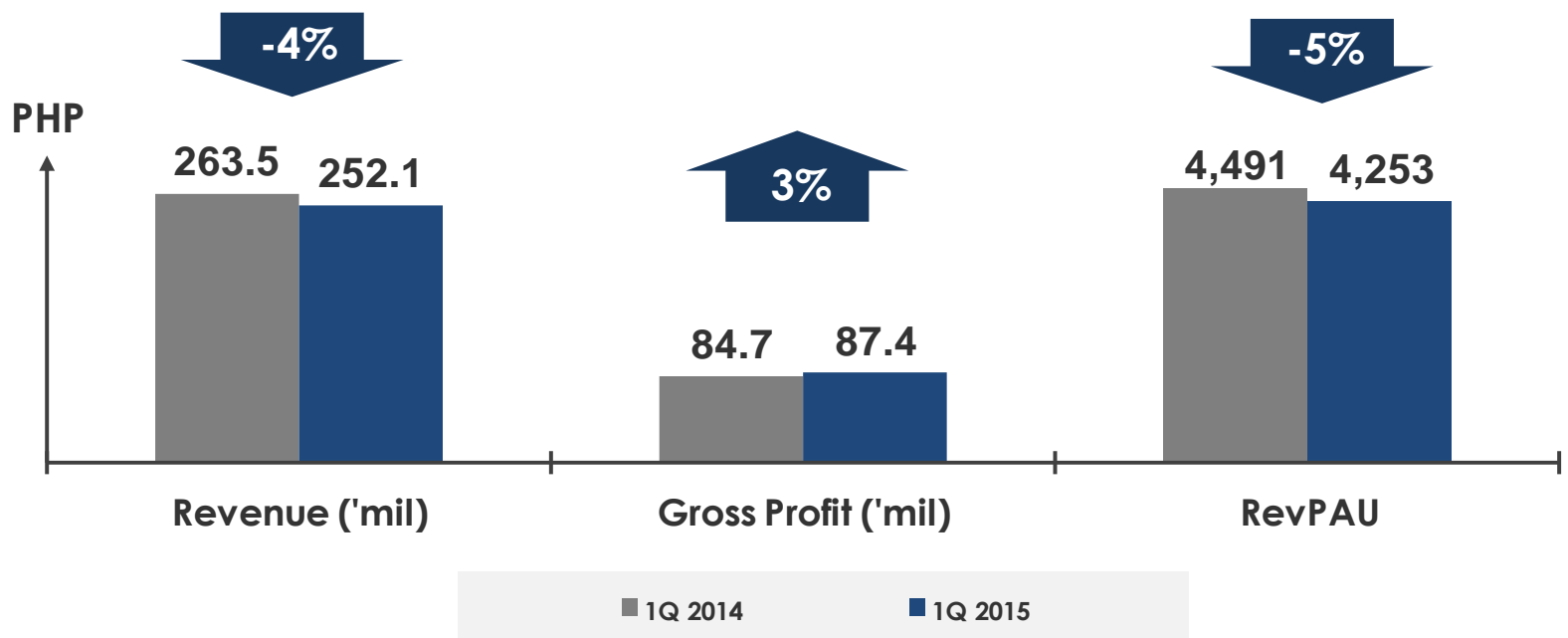
Ascott Makati



Somerset Millennium Makati



Salcedo Residences



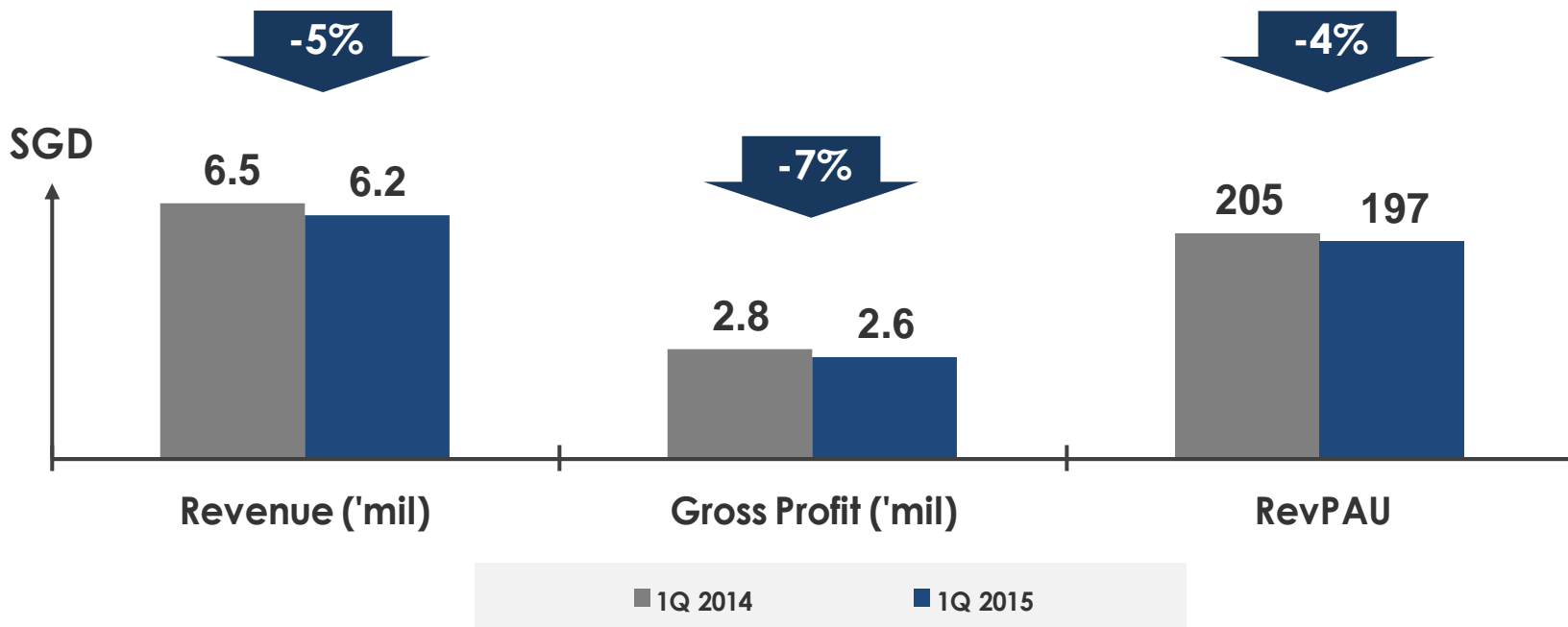
Revenue and RevPAU decreased mainly due to weaker demand from corporate accounts. Gross profit increased mainly due to lower utility expense and property tax.



Somerset
Liang Court
Property
Singapore



Citadines
Mount Sophia
Property
Singapore



Revenue, gross profit and RevPAU decreased mainly due to lower corporate accommodation budgets.



Somerset
Grand Hanoi



Somerset
Hoa Binh Hanoi



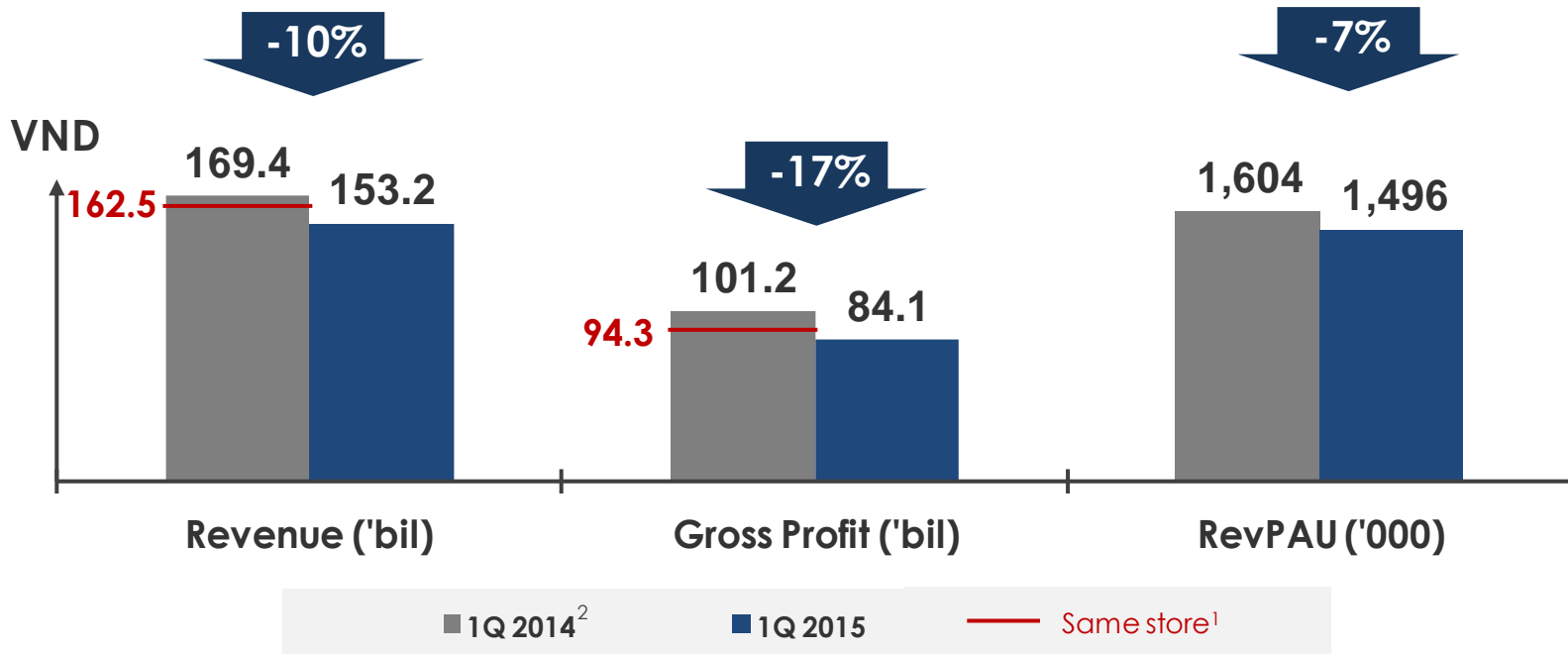
Somerset West
Lake Hanoi



Somerset Ho
Chi Minh City



Somerset
Chancellor Court
Ho Chi Minh City



Revenue and RevPAU decreased mainly due to the expiry of the deed of yield protection², ongoing refurbishment at Somerset Ho Chi Minh City and weaker market demand. Gross profit decreased mainly due to lower revenue and higher staff costs.

Notes:

1. Excluding the yield protection amount for 1Q 2014.
2. Revenue and gross profit for Somerset West Lake in 1Q 2015 have been classified under "Management Contracts" category as the deed of yield protection has expired on 31 March 2014. For comparison purpose, the revenue and gross profit for Somerset West Lake for 1Q 2014 have been classified under "Management Contracts" category.

Capital and Risk Management



Ascott Raffles Place Singapore



Healthy Balance Sheet and Credit Metrics

Key Financial Indicators

	As at 31 Mar 2015	As at 31 Dec 2014
Gearing	38.7%	38.5%
Interest Cover	3.7X	4.3X
Effective Borrowing Rate	2.9%	3.0%
Total Debts on Fixed Rates	80%	80%
Weighted Avg Debt to Maturity (Years)	4.3	4.4
NAV/Unit	S\$1.36	S\$1.37
Ascott REIT's Issuer Rating by Moody's	Baa3	Baa3



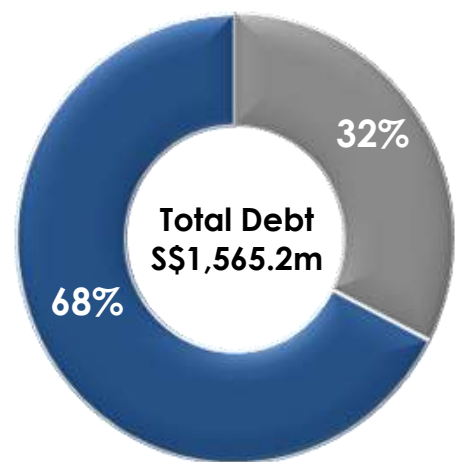
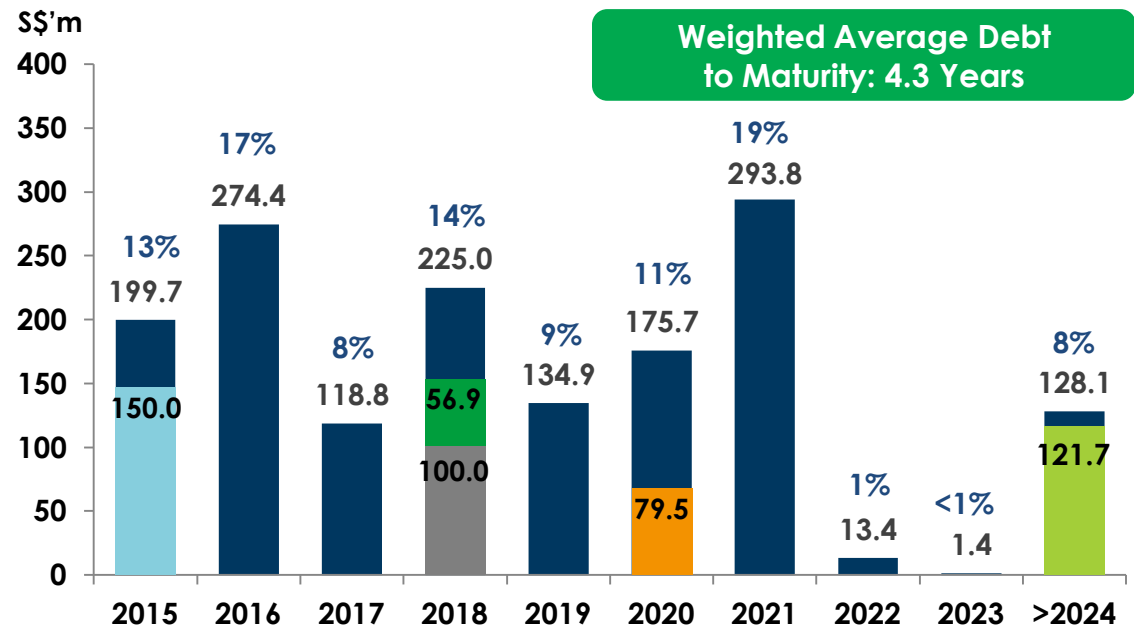
Capital and Risk Management

Debt Profile as at 31 March 2015

Debt Maturity Profile

By Debt Type

Weighted Average Debt to Maturity: 4.3 Years



- Bank loans
- 3.80% p.a. fixed rate S\$150m MTN
- 2.01% p.a. fixed rate JPY5b MTN
- 4.30% p.a. fixed rate S\$100m MTN
- 1.65% p.a. fixed rate JPY7b MTN
- 2.75% p.a. fixed rate EUR80m MTN

- Bank Loans
- Medium Term Notes ("MTN")

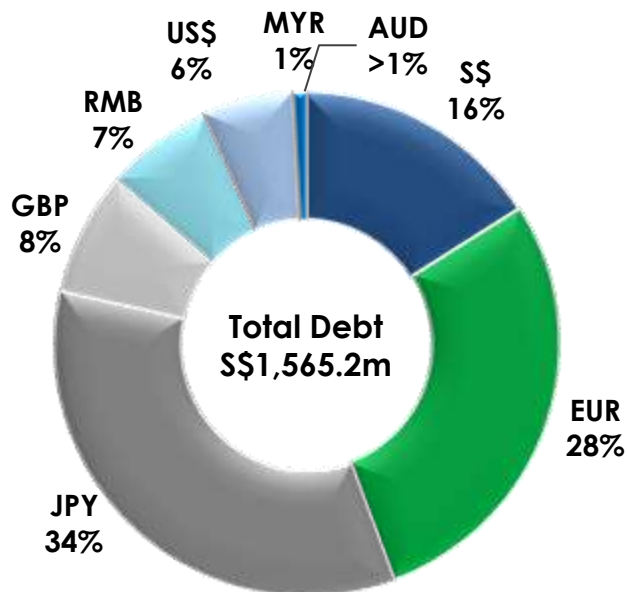
Ascott REIT seeks to diversify funding sources and secure long-term financing at an optimal cost.



Capital and Risk Management

Debt Profile as at 31 March 2015

By Currency



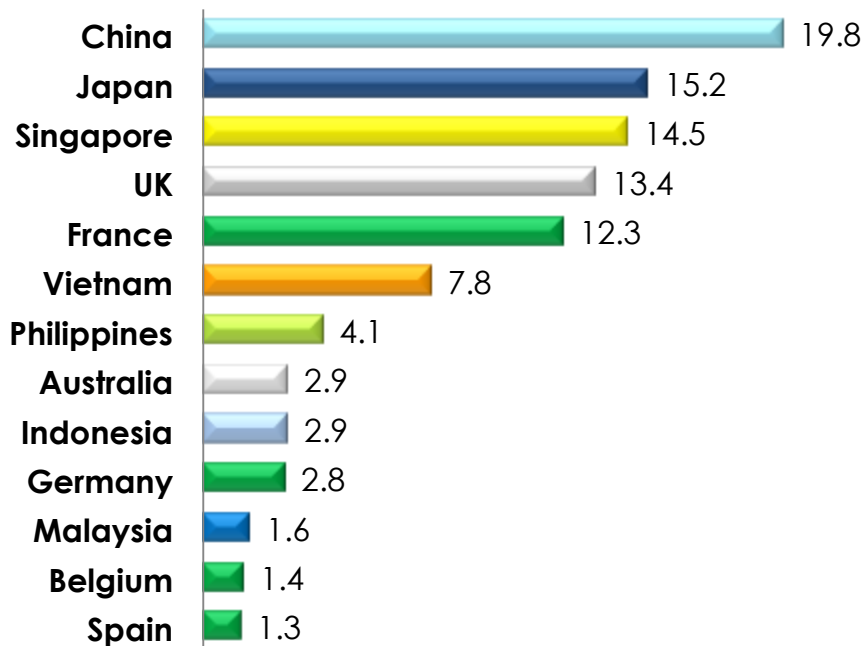
Ascott REIT adopts a natural hedging strategy to the extent possible.



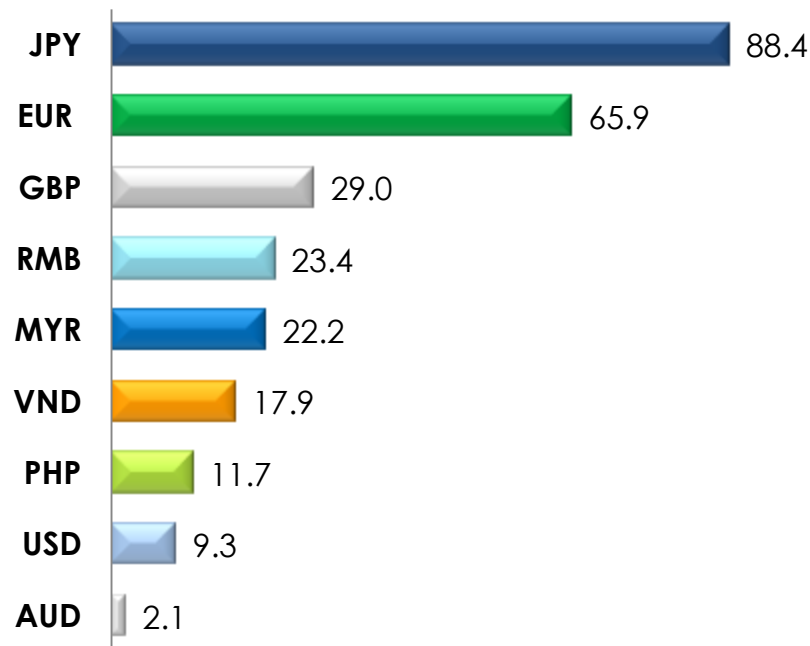
Capital and Risk Management

Foreign Currency Risk Management

Total Assets by Geography (%)
As at 31 March 2015



Balance Sheet Hedging (%)
As 31 March 2015



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



Capital and Risk Management

Foreign Currency Risk Management

Currency	Gross Profit YTD Mar 2015 (%)	Exchange Rate Movement From 31 Dec 2014 to 31 Mar 2015 (%)
SGD	10	-
EUR	25	-0.1
JPY	19	2.5
VND	12	3.3
GBP	11	1.0
RMB	7	2.8
PHP	6	4.8
AUD	5	-1.2
USD	4	3.5
MYR	1	-4.7
Total	100	1.5

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

Portfolio Information

SOMERSET

Somerset Liang Court Singapore

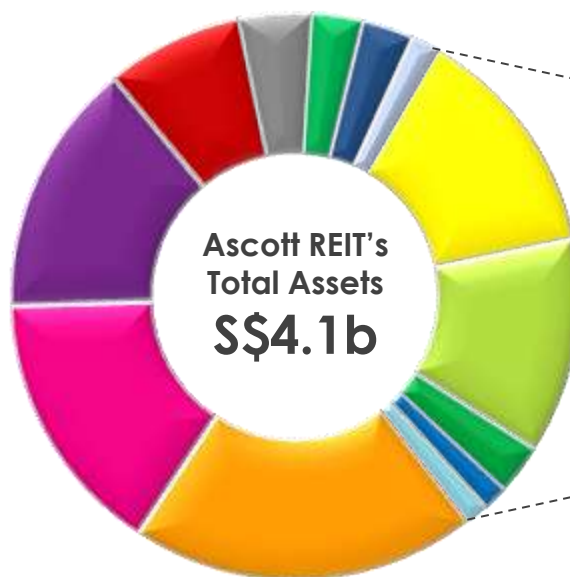


Geographical Diversification

Ascott REIT's Total Assets

As at 31 March 2015

Asia-Pacific	68.8%
China	19.8%
Japan	15.2%
Singapore	14.5%
Vietnam	7.8%
Philippines	4.1%
Australia	2.9%
Indonesia	2.9%
Malaysia	1.6%



Europe	31.2%
UK	13.4%
France	12.3%
Germany	2.8%
Belgium	1.4%
Spain	1.3%

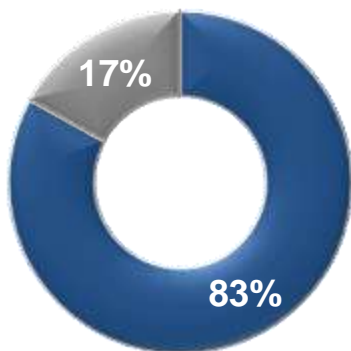
Portfolio diversified across property and economic cycles

Focus on Corporate and Long Stay Segments

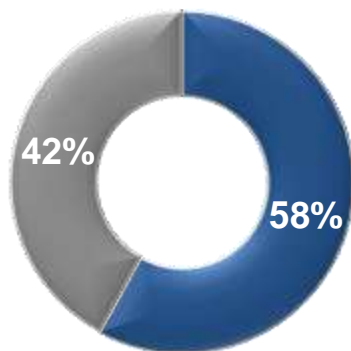
Breakdown of Apartment Rental Income¹
By Market Segment

Breakdown of Apartment Rental Income¹
By Length of Stay

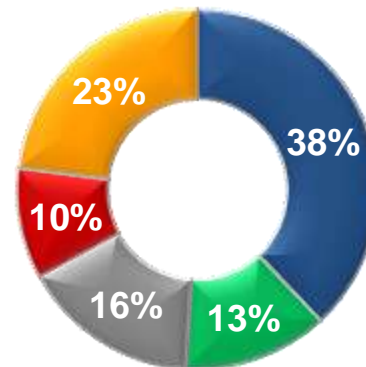
Asia-Pacific



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 4.4 months

Note:

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



Outlook and Prospects

Ascott Raffles Place Singapore

Ascott Reit's total assets as at 31 March 2015 was S\$4.1 billion, and has grown at a compound annual growth rate of 18% since listing. We will continue to actively look for accretive acquisitions to achieve our target portfolio size of S\$6.0 billion by 2017.

The Group will continue to refurbish Ascott Reit's properties to enhance guest experience and maximise returns to Unitholders. Approximately 80% of Ascott Reit's serviced residences have undergone or are undergoing asset enhancement and another 20% will undergo refurbishment by 2016.

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.

The Manager maintains a disciplined and prudent capital management approach. As at 31 March 2015, 80% of the total borrowings are on fixed interest rates. The Manager remains vigilant to changes in the macro and credit environment that may impact the Group's financing plans.

In 2015, the operational performance of our portfolio is expected to remain healthy through our resilient extended-stay business model and geographical diversification. The Group's financial performance for FY 2015 should remain profitable.

Appendix



Citadines Mount Sophia

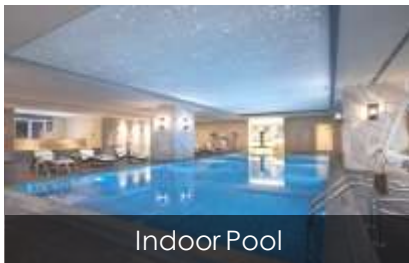


Completed Asset Enhancement Initiative

Somerset Grand Central Dalian



Capex incurred	RMB 7.8m (\$1.5m)
Capex work being done	Refurbishment of common areas and enhancement of facilities to improve overall guests experience – added poolside jacuzzi/steam room, home theatre, golf simulator room and enlarged breakfast kitchen
Period of renovation	3Q 2014 to 1Q 2015



Indoor Pool



Gym



Residence Lounge



Golf Simulator



Movie Theatre



Completed Asset Enhancement Initiative

Somerset Ho Chi Minh City (Phase 1)



Capex incurred	US\$3.3 (S\$4.2m)
Capex work being done	Renovation of 59 units
Period of renovation	2Q 2014 to 1Q 2015
ADR uplift for renovated units	c.27%





Completed Rebranding Initiative

Best Western Shinjuku Astina Hotel rebranded into Citadines Central Shinjuku Tokyo

Rebranding work done

- Replaced all external and internal signages
- Integrated rebranded property into Ascott's global network and system





Ongoing Asset Enhancement Initiatives

Properties		Costs	Time Period
1	Somerset Olympic Tower Property Tianjin - Phased renovation of 86 units	RMB 29.5m (S\$5.9m) ¹	2Q 2014 to 4Q 2015
2	Somerset Xu Hui Shanghai (Phase 2B) - Renovation of 42 units of 1BR, 2BR and 3BRs and other works	RMB18.3 m (S\$3.7m)	1Q 2015 to 2Q 2015
3	Ascott Makati - Renovation of selected units, café, business centres and public area - Upgrade mechanical and electrical infrastructure	US\$25.3m (S\$34.3m)	3Q 2015 4Q 2017
4	Citadines Barbican London - Phased renovation of 129 units	£3.7m (S\$7.6m)	4Q 2015 to 2Q 2016
Total		S\$51.5m	

Note:

1. For the entire refurbishment project