

4Q FY2017/18 Financial Results Presentation

10 May 2018



Disclaimer

This presentation shall be read in conjunction with A-HTRUST's Unaudited Financial Results for the Fourth Quarter ended 31 March 2018 ("4Q FY2017/18") a copy of which is available on www.sgx.com or www.a-htrust.com.

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

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

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

Contents



- 1 Key Highlights
- 2 Financial Review
- 3 Portfolio Performance
- 4 Capital Management
- 5 Looking Ahead



1

Key Highlights

4Q FY2017/18 Financial Highlights

	4Q FY2017/18 ¹			FY2017/18 ¹		
Gross Revenue ²	S\$54.7m	4.6% y-o-y	▼	S\$224.7m	0.1% y-o-y	▲
Net Property Income ("NPI") ²	S\$23.7m	8.0% y-o-y	▼	S\$95.7m	3.5% y-o-y	▼
Income available for distribution	S\$21.1m	30.7% y-o-y	▲	S\$71.3m	6.1% y-o-y	▲
Adjusted Income available for distribution ³	S\$19.5m	26.3% y-o-y	▲	S\$66.2m	3.7% y-o-y	▲
Distribution per Stapled Security ("DPS") ³	1.72 cents	25.5% y-o-y	▲	5.86 cents	3.2% y-o-y	▲

1. Save for DPS, percentage changes are based on figures rounded to nearest thousands.

2. Presented on a "same-store" basis inclusive of contribution from China portfolio. The China portfolio was classified as "Profit from discontinued operation, net of tax" following the announcement of the divestment of the two hotels in Beijing dated 29 January 2018.

3. After retaining distributable income for working capital purposes.

4Q FY2017/18 Portfolio Highlights

	AOR ¹		ADR ¹		RevPAR ¹	
Australia	84.1%	3.6pp y-o-y ▼	AUD 184	1.1% y-o-y ▲	AUD 154	3.1% y-o-y ▼
China	79.7%	3.6pp y-o-y ▲	RMB 417	7.5% y-o-y ▲	RMB 333	12.5% y-o-y ▲
Japan	<ul style="list-style-type: none"> Applies to Oakwood Apartments only Mainly due to lower occupancy 				JPY 9,007	3.9% y-o-y ▼
Singapore	<ul style="list-style-type: none"> Stable contribution from Park Hotel Clarke Quay 					

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

Distribution Details

Distribution for the period 1 October 2017 to 31 March 2018: **3.13** Singapore cents per stapled security

10 May 2018	Notice of Books Closure Date
16 May 2018, 9.00 am	Ex-Distribution Date
18 May 2018, 5.00 pm	Books Closure Date
19 June 2018	Date of Distribution

May 2018						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

June 2018						
S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30



2

Financial Review

Results Summary – 4Q FY2017/18

S\$' million	4 th Quarter		Change ¹
	FY2017/18	FY2016/17	
Gross Revenue ²	54.7	57.4	(4.6)%
Net Property Income ²	23.7	25.8	(8.0)%
NPI Margin (%)	43.3	44.9	(1.6)pp
Income available for distribution	21.1	16.2	30.7%
Adjusted Income available for distribution ³	19.5	15.4	26.3%
DPS (cents) ³	1.72	1.37	25.5%

- Mainly due to weaker performance from Australia portfolio
- Weakening of AUD and JPY against SGD

- Largely due to look fee received in connection with the divestment of China portfolio

1. Save for DPS, percentage changes are based on figures rounded to nearest thousands

2. Presented on a "same-store" basis including China portfolio.

3. Net of retention of distributable income for working capital purposes. Retention of income for 4Q FY2017/18 was based on 7.8% of distributable income, while retention of income for 4Q FY2016/17 was based on 4.7% of distributable income.

Results Summary – FY2017/18

S\$' million	Full Year		Change ¹
	FY2017/18	FY2016/17	
Gross Revenue ²	224.7	224.4	0.1%
Net Property Income ²	95.7	99.2	(3.5)%
NPI Margin (%)	42.6	44.2	(1.6)pp
Income available for distribution	71.3	67.2	6.1%
Adjusted Income available for distribution ³	66.2	63.9	3.7%
DPS (cents) ³	5.86	5.68	3.2%

- NPI was affected by lower contribution from the Australia portfolio, partially mitigated by stronger performance from China and Singapore hotels

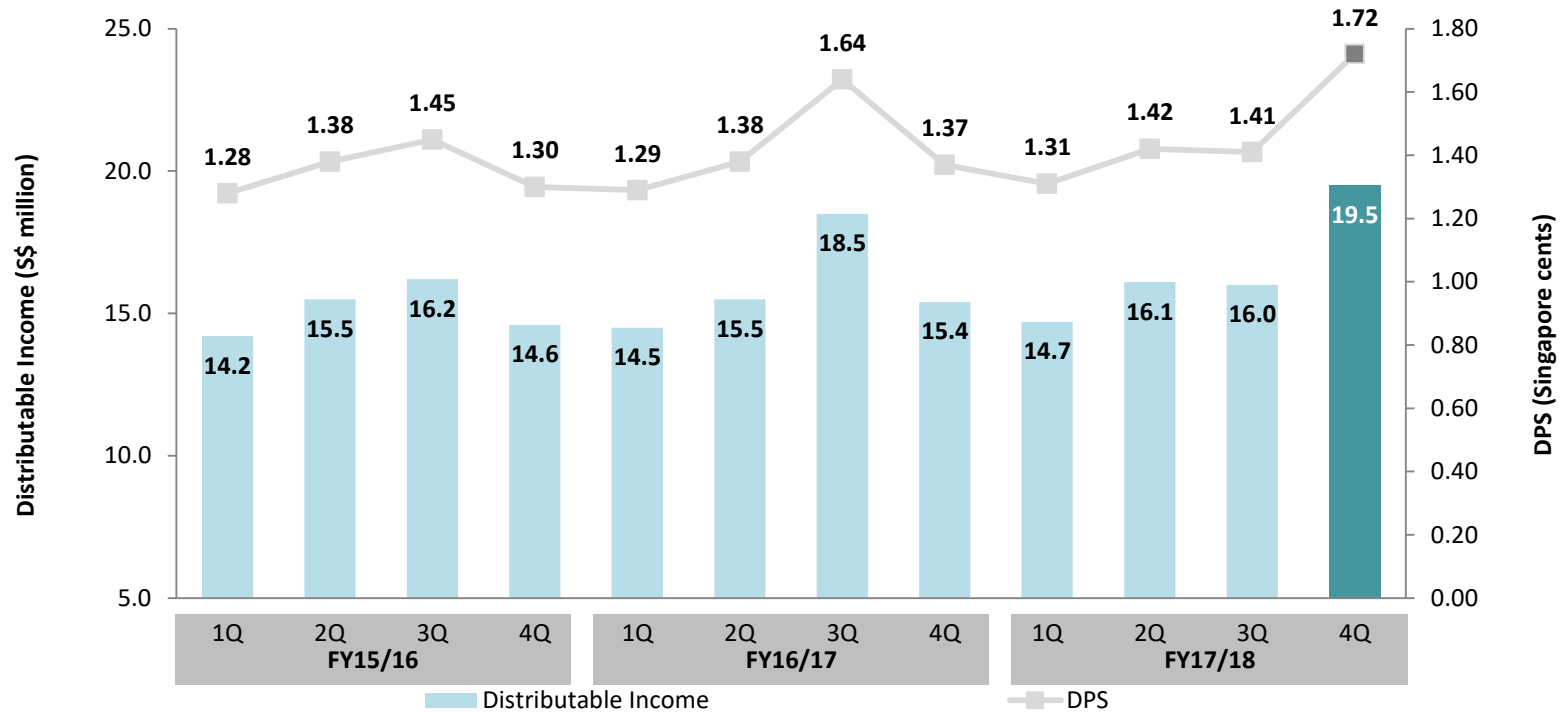
- Largely due to look fee received in connection to the divestment of China portfolio and lower net finance costs

1. Save for DPS, percentage changes are based on figures rounded to nearest thousands

2. Presented on a "same-store" basis including China portfolio.

3. Net of retention of distributable income for working capital purposes. Retention of income for FY2017/18 was based on 7.1% of distributable income, while retention of income for FY2016/17 was based on 4.9% of distributable income.

Distribution History





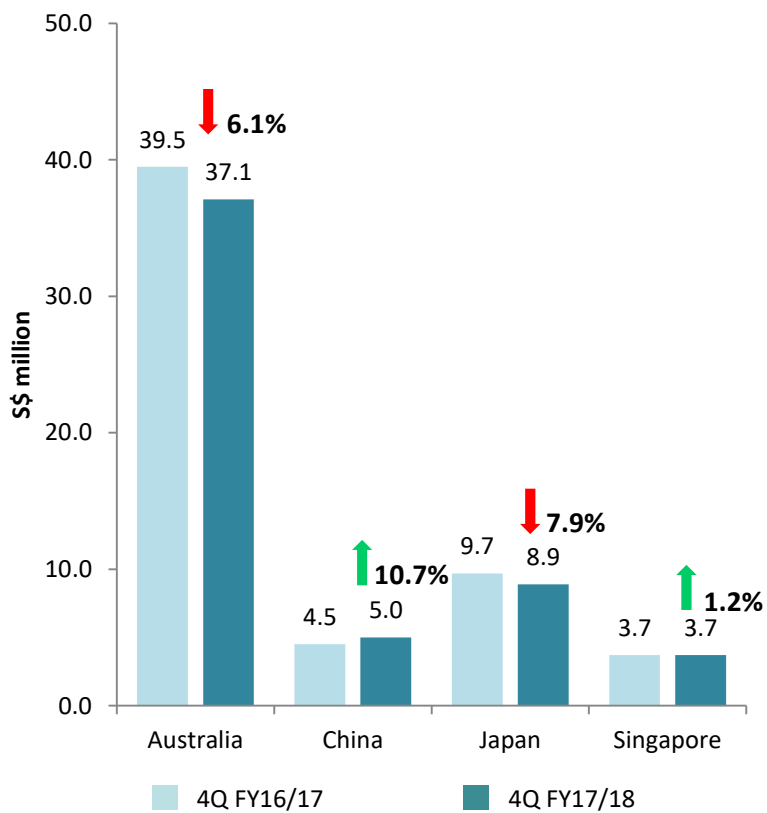
3

Portfolio Performance

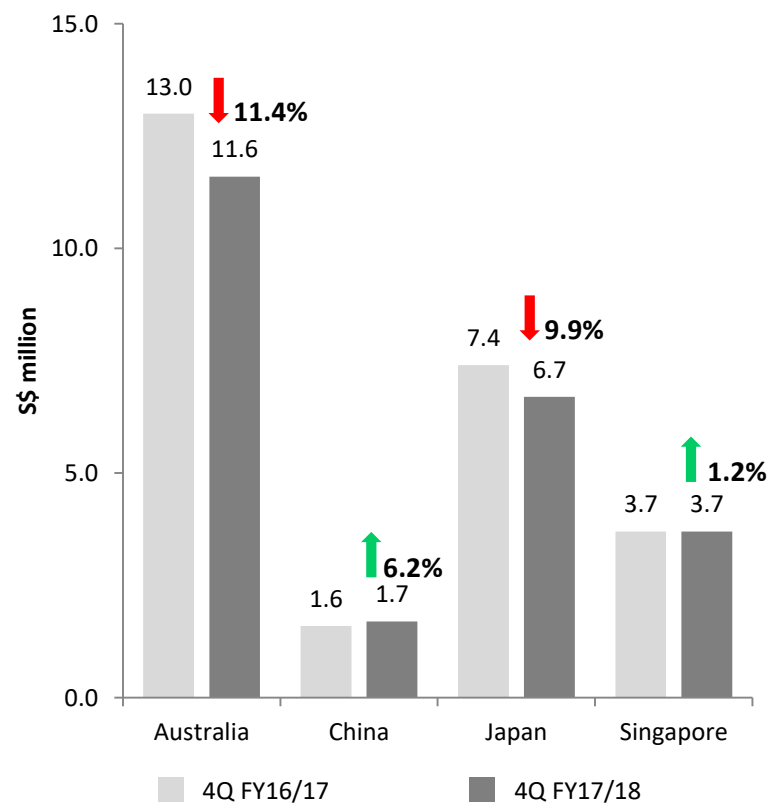
Performance by Country

- ✦ Weaker performance from Australia portfolio exacerbated by the weaker JPY and AUD against SGD

Gross Revenue



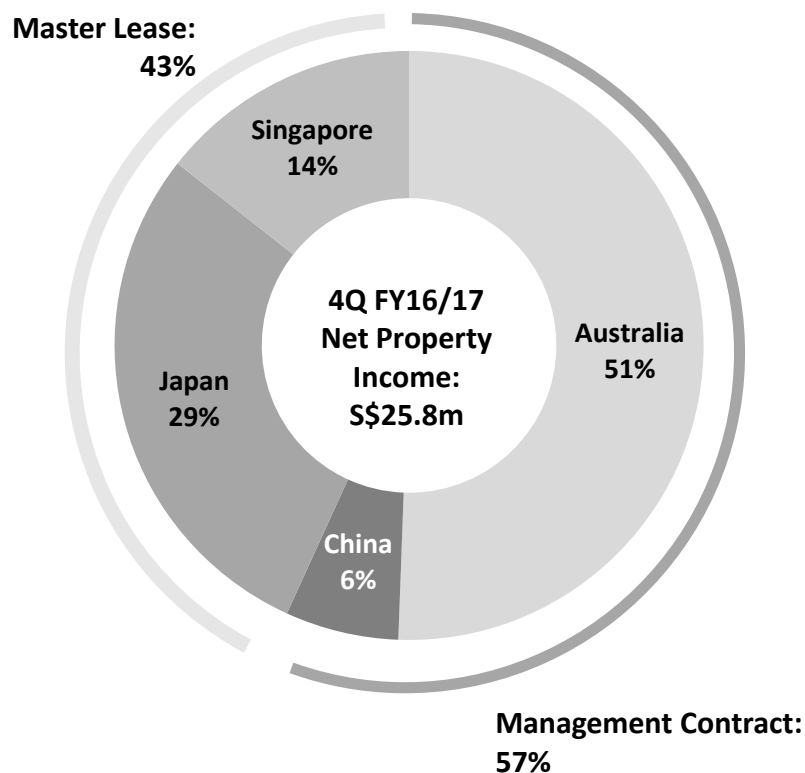
Net Property Income



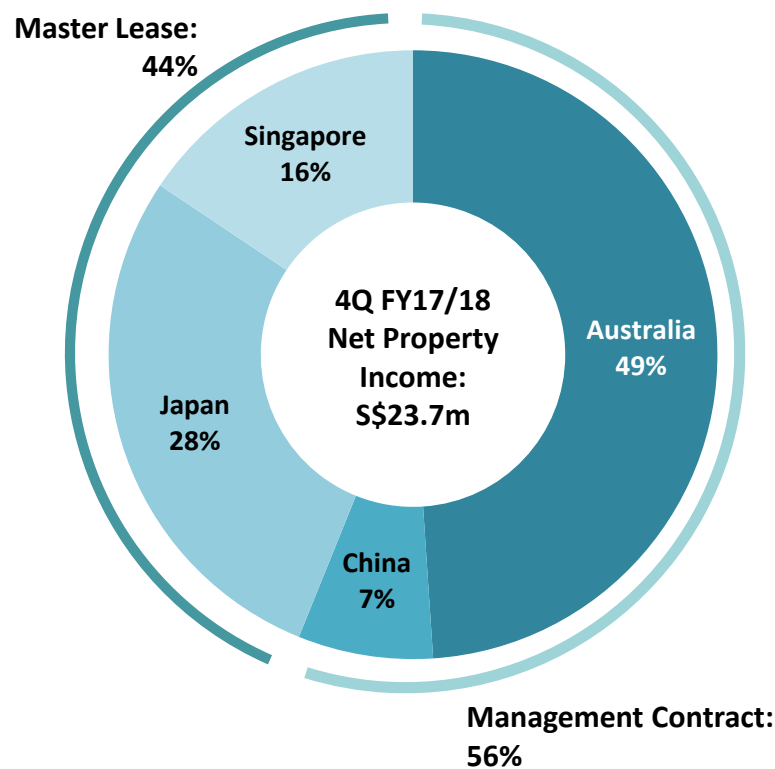
NPI Breakdown by Country and Contract Type

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

4Q FY16/17 Net Property Income



4Q FY17/18 Net Property Income

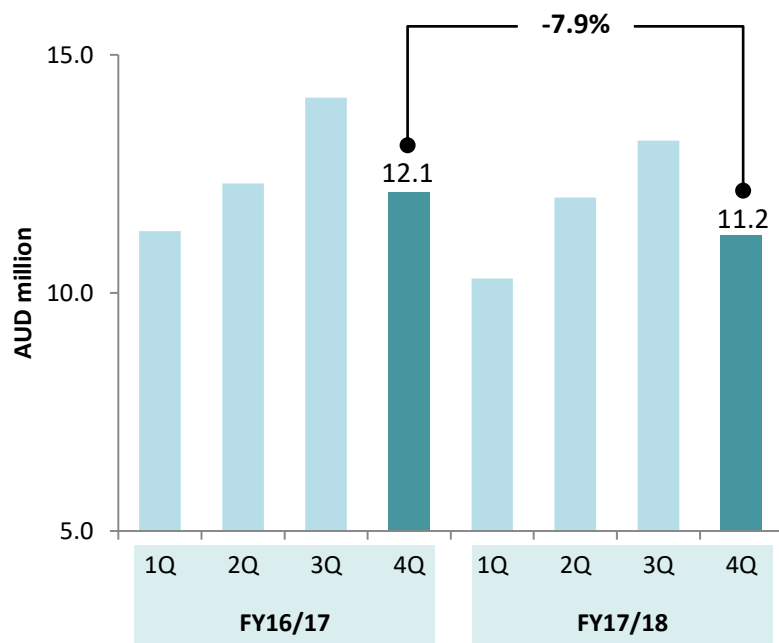


Australia portfolio faced challenges

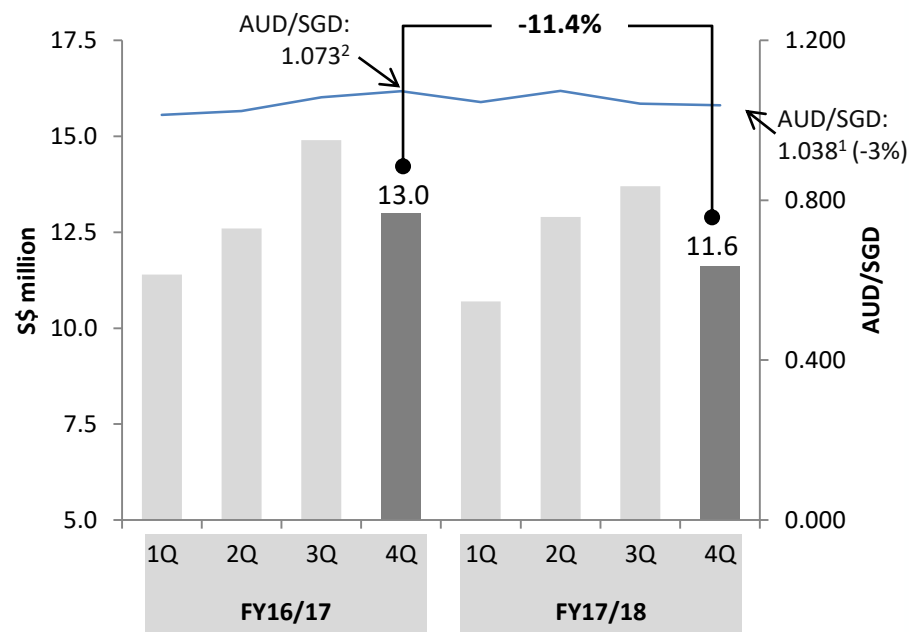
AUD	4 th Quarter		Change
	FY17/18	FY16/17	
AOR (%)	84.1	87.7	↓ 3.6pp
ADR	184	182	↑ 1.1%
RevPAR	154	159	↓ 3.1%

- Mainly due to lower contribution from hotels in Melbourne and Brisbane
- Melbourne hotel hotel impacted by weaker C&E business, while Brisbane hotel affected by oversupply of rooms
- Novotel Sydney Central continue to improve on the back of strong demand

Net Property Income in AUD



Net Property Income in S\$



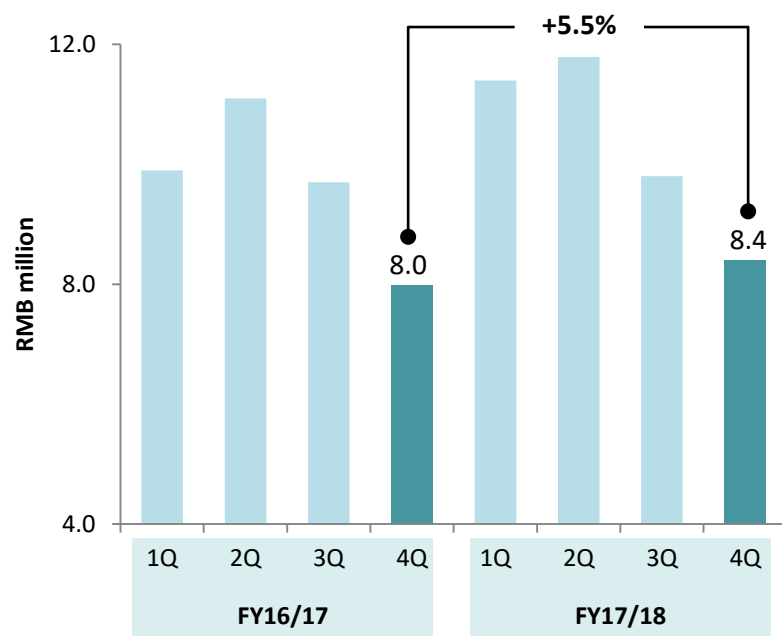
1. Based on average rate used for the respective quarter

Improved performance from China portfolio

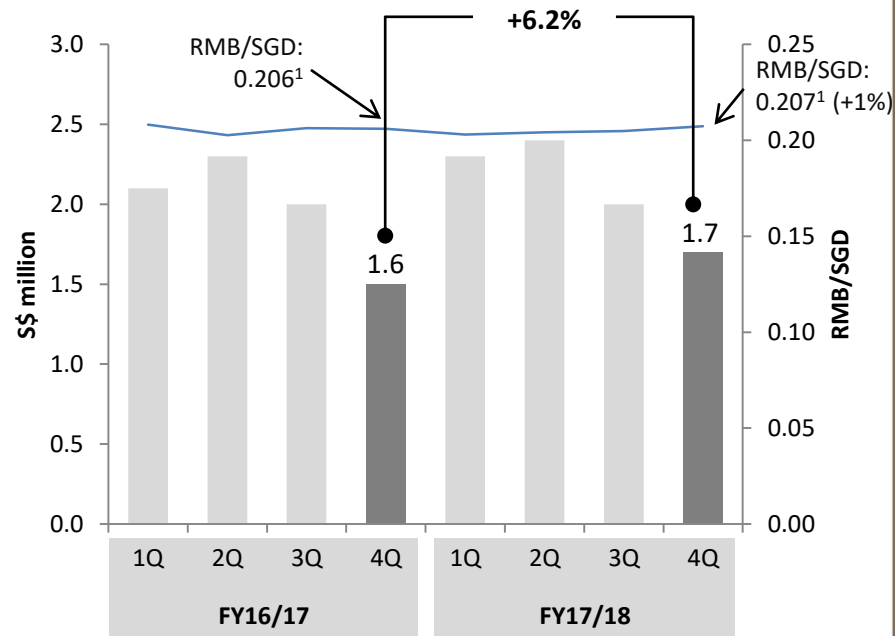
RMB	4 th Quarter		Change
	FY17/18	FY16/17	
AOR (%)	79.7%	76.1	↑ 3.6pp
ADR	417	388	↑ 7.5%
RevPAR	333	296	↑ 12.5%

- Both hotel benefited from healthy public and corporate demand coupled with limited new supply in the city centre to drive performance

Net Property Income in RMB



Net Property Income in S\$



1. Based on average rate used for the respective quarter

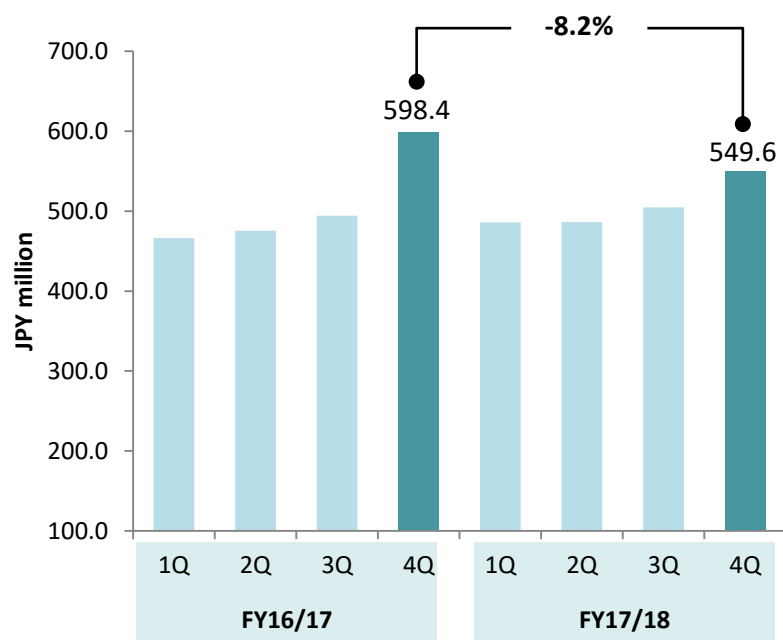
Japan portfolio affected by ongoing renovation

JPY	4 th Quarter		Change
	FY17/18	FY16/17	
RevPAR¹	9,007	9,377	↓ 3.9%

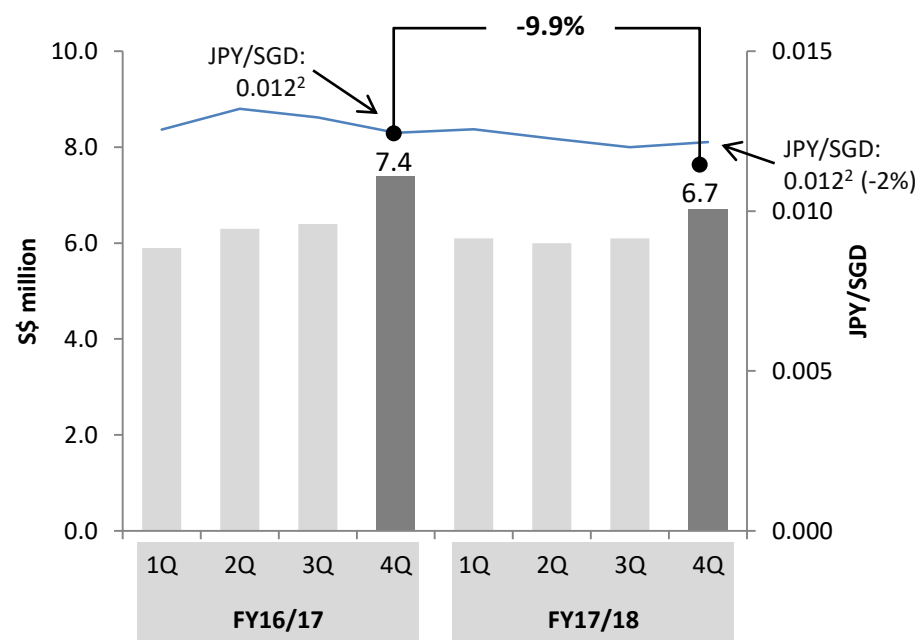
- Weaker performance mainly due to the ongoing renovation of the rooms in Hotel Sunroute Ariake
- With effect from 1 April 2018, the entire hotel in Tokyo will be under a master lease arrangement and operated under the “Sunroute” brand

1. Applies to Oakwood Apartments Ariake Tokyo only

Net Property Income in JPY



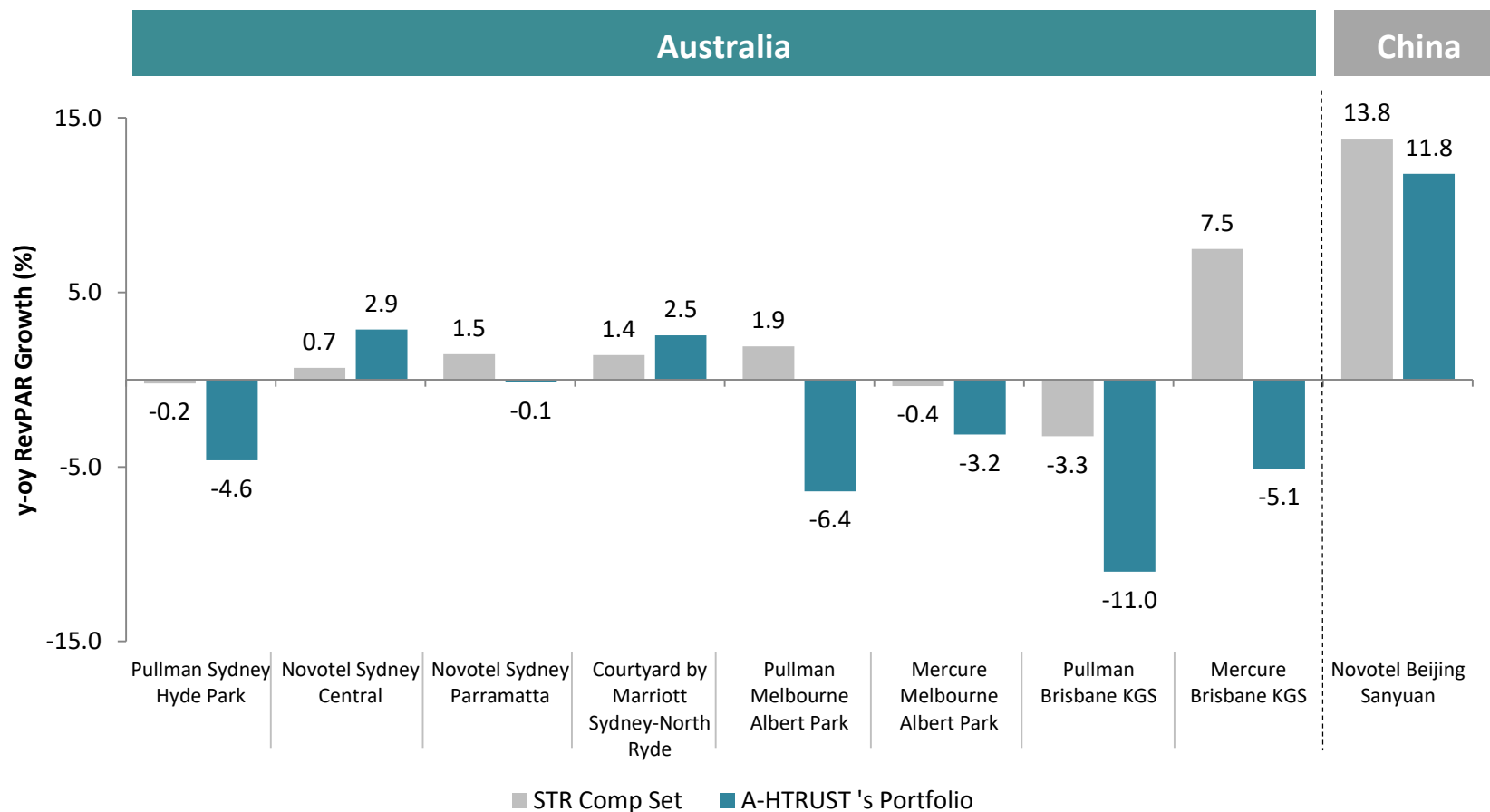
Net Property Income in S\$



2. Based on average rate used for the respective quarter

How our hotels performed

✦ Comparing of A-HTRUST's hotels performance against peers during the quarter

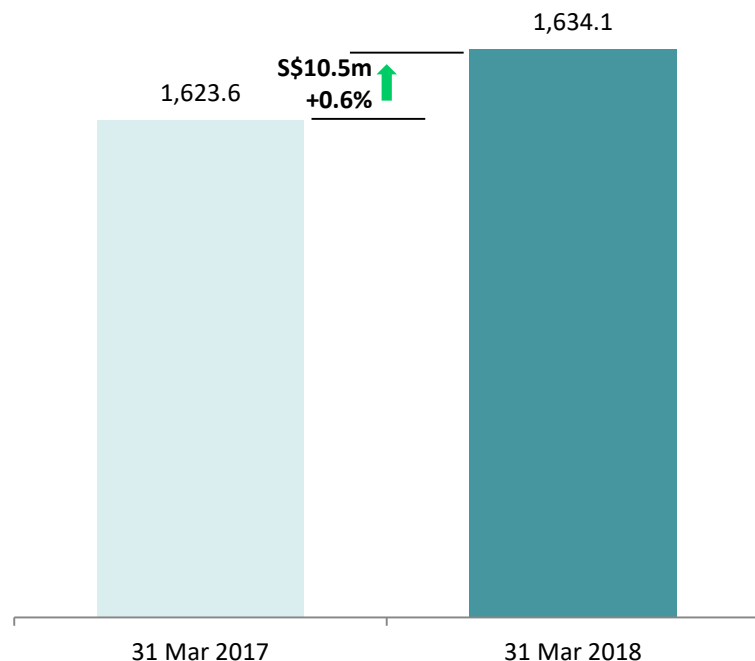


1. Source: STR (Smith Travel Research) Global Report. STR Global Report tracks a hotel's occupancy, ADR and RevPAR performance against its selected comparable competitors. STR Competitive Set ("STR Comp Set") refers to the average performance of the hotel and its competitors.

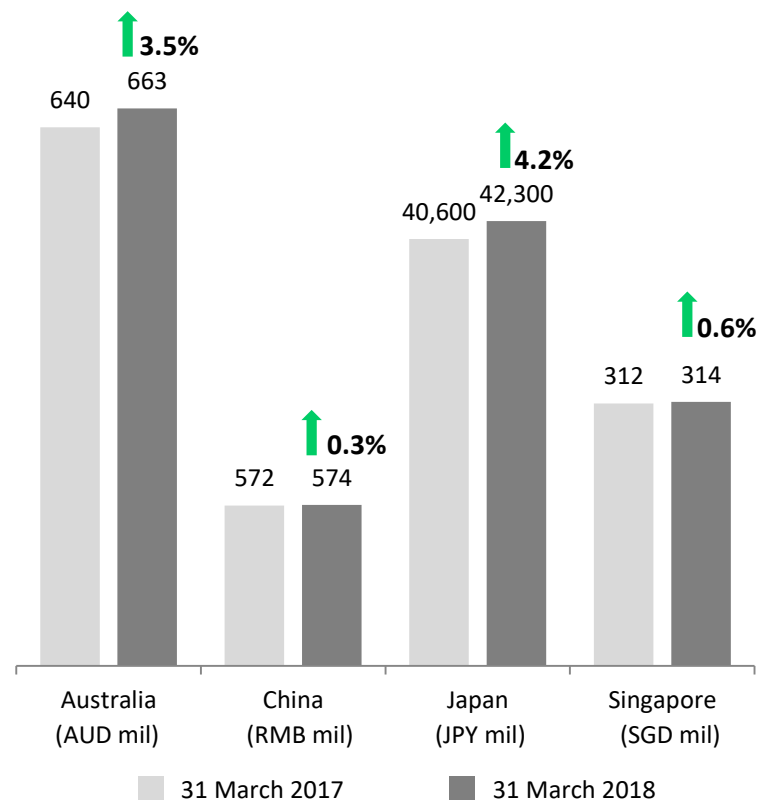
Portfolio valuation as at 31 March 2018

✦ Valuation increased across the portfolio in each of the four countries

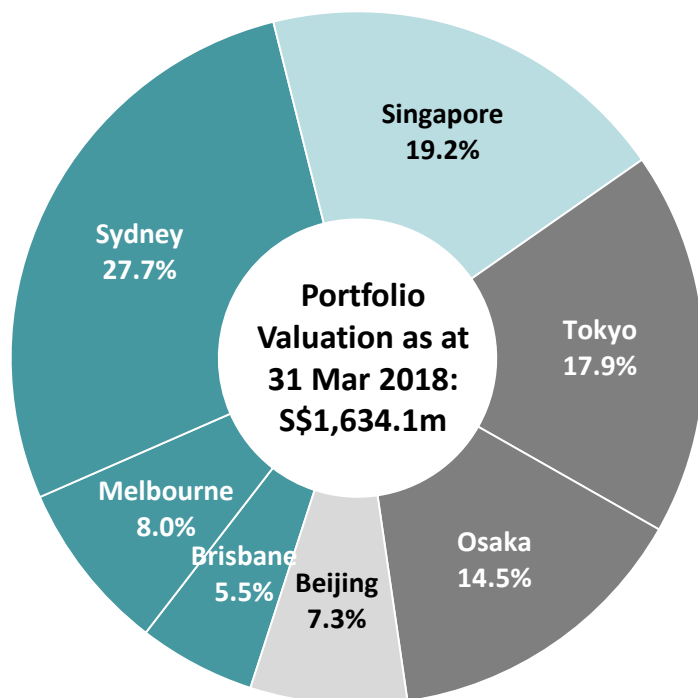
Portfolio Valuation (S\$m)



Valuation by Country (Local Currency)



Portfolio valuation as at 31 March 2018



Copies of the valuation reports are available for inspection by prior appointment at the Managers' registered office during normal business hours for a period of three months from the date of this document.

AUSTRALIA¹	AUD mn	SGD mn⁵	41.1%
Pullman Sydney Hyde Park	177.5	179.9	11.0%
Novotel Sydney Central	168.0	170.2	10.4%
Novotel Sydney Parramatta	49.0	49.7	3.0%
Courtyard by Marriott Sydney-North Ryde	51.5	52.2	3.2%
Pullman and Mercure Melbourne Albert Park	128.7	130.4	8.0%
Pullman and Mercure Brisbane King George Square	88.0	89.2	5.5%

CHINA²	RMB mn	SGD mn⁶	7.3%
Novotel Beijing Sanyuan	256.0	53.2	3.3%
Ibis Beijing Sanyuan	318.0	66.1	4.0%

JAPAN³	JPY mn	SGD mn⁷	32.4%
Hotel Sunroute Ariake	23,400	292.8	17.9%
Hotel Sunroute Osaka Namba	18,900	236.5	14.5%

SINGAPORE⁴	SGD mn	19.2%
Park Hotel Clarke Quay	314.0	19.2%

TOTAL	1,634.1	100.0%
--------------	----------------	---------------

1. Australia portfolio valued by Knight Frank Valuations
 2. China portfolio valued by CBRE Limited
 3. Japan portfolio valued by Cushman & Wakefield K.K.
 4. Singapore portfolio valued by CBRE Pte Ltd
 5. Based on exchange rate of AUD1.00 : SGD1.0133
 6. Based on exchange rate of RMB1.00: SGD0.2079
 7. Based on exchange rate of JPY1.00 : SGD0.0125
- * Any discrepancies are due to rounding



4

Capital Management

Healthy balance sheet

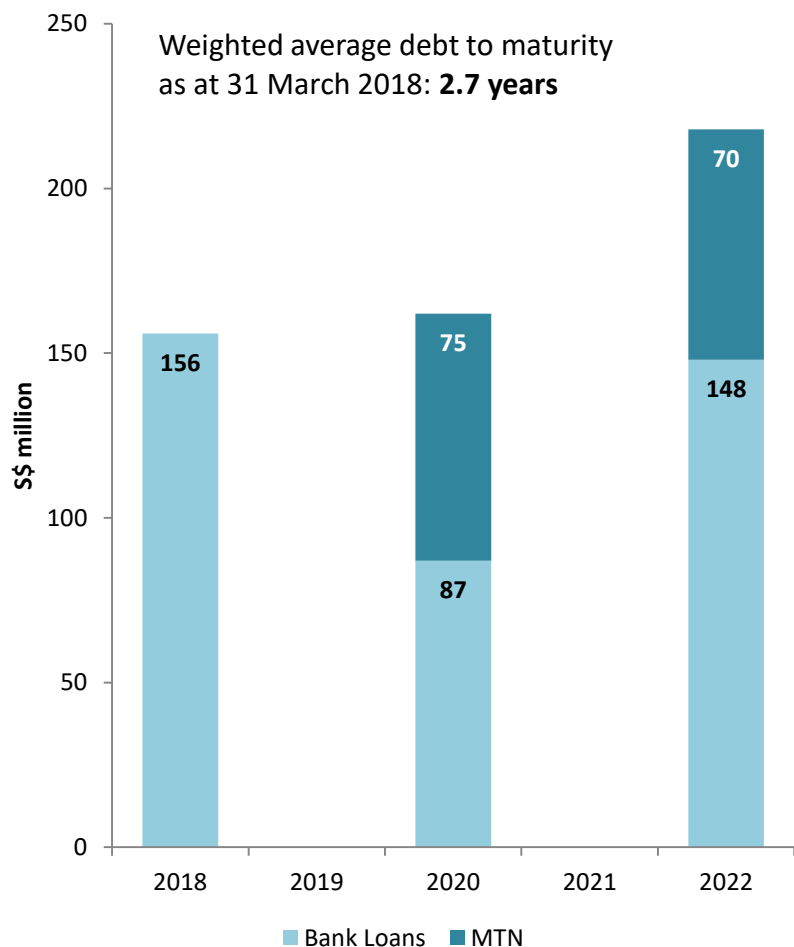
	As at 31 March 2018	As at 31 December 2017
Borrowings (S\$ m)	535.2	546.9
Total Assets (S\$ m)	1,739.3	1,646.3
A-HTRUST Gearing (%) ¹	30.8	33.2
- A-HREIT Gearing (%)	24.1	25.6
- A-HBT Gearing (%)	34.4	37.4
Weighted average interest rate (%)	2.6	2.7
Weighted average debt to maturity (years)	2.7	2.8
Net asset value per stapled security (S\$)	0.92	0.86

Note:

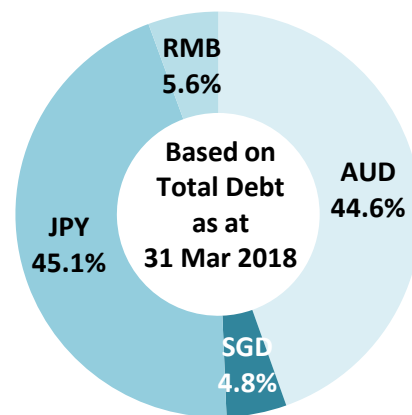
1. Gearing is computed based on total debt over total assets

Balanced debt profile and prudent capital management

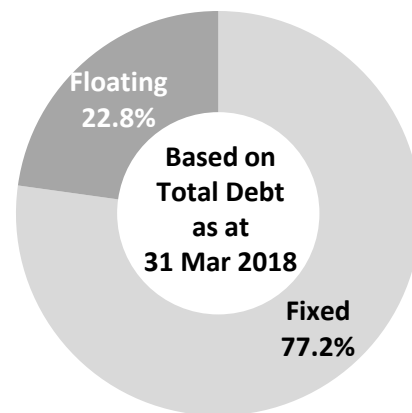
Debt Maturity Profile



Debt Currency Profile



Interest Rate Profile





5

Looking Ahead

Australia



- Demand is expected to remain healthy within Sydney city centre with limited upcoming supply of hotel rooms. However, challenges are expected for hotel markets in suburban Sydney from increased competition.
- Competition is expected to intensify in the Melbourne hotel market with influx of rooms coming into the market over the next 24 month, while the city will also continue to face competition from Sydney ICC for share of the C&E business.
- While oversupply situation continue to affect the Brisbane hotel market in the near term, supply growth is expected to ease off after 2018, which will provide reprieve to the hotel market in the city.

Japan



- Inbound arrivals into Japan continued to grow in 2018, with 15.7% y-o-y increase for the first two months of the year¹.
- Inbound arrivals are expected to continue growing, benefitting particularly hotels in Tokyo.
- Despite upcoming supply of hotel rooms, the hotel market performance for Osaka is expected to remain stable with moderate growth in the near term as inbound visitors to the city is expected to continue supporting the hotel market.

1. Source: Japan National Tourism Organisation

Singapore



- Singapore welcomed a record number of foreigners in 2017, and the positive momentum continued with 7.3% y-o-y increase in the first two months of 2018¹.
- Based on forecast from Singapore Tourism Board, international arrivals for 2018 is forecasted to grow by 1% to 4%.
- As the supply growth tapers off from 2018, the competition in the hotel market is expected to ease.



1. Source: Singapore Tourism Board



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

Managers of A-HTRUST

1 Fusionopolis Place

#10-10 Galaxis

Singapore 138522

Tel: +65 6774 1033

Email: info-aht@ascendas-singbridge.com

www.a-htrust.com

