

# Investor Presentation August 2015



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

# Content

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- ➔ Results Review from 3Q FY2015
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- ➔ Appendix





## Overview of Fraser's Hospitality Trust

# Pure-Play Global Hospitality Trust Backed By a Strong Sponsor

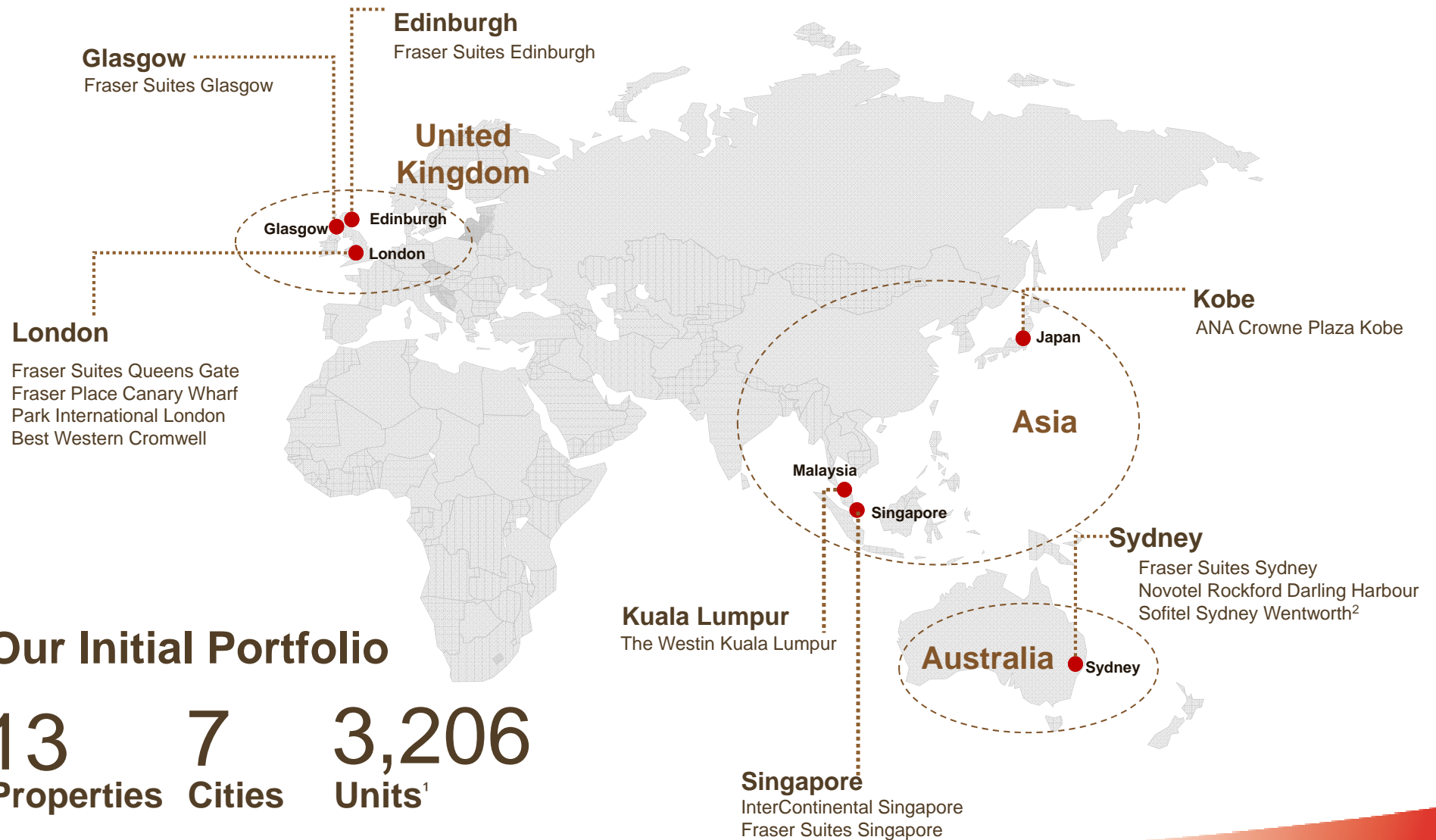
An independent platform with properties managed by multiple global hotel operators

- ✓ **Strong developer sponsor in Frasers Centrepoint Limited**  
One of the largest real estate groups in Singapore with strong real estate capability and proven track record in REIT management
- ✓ **Independent hospitality trust platform**  
Best of both worlds – leverage on resources of both in-house Frasers Hospitality and 3<sup>rd</sup> party operators
- ✓ **Access to multiple renowned global hotel operators**  
Leverage on renowned international chain operators to tap on their network and distribution channels
- ✓ **Full flexibility to source for acquisition opportunities**  
Pure-play hospitality trust with widest mandate to source for acquisition opportunities



# FHT – Global Hotel and Serviced Residence Trust

Diversified Portfolio Across Key Gateway Cities in Asia, Australia and UK



## Our Initial Portfolio

**13** Properties  
**7** Cities  
**3,206** Units<sup>1</sup>




<sup>1</sup>Comprising 2,364 hotel rooms and 842 serviced residence units.

<sup>2</sup>The acquisition of Sofitel Sydney Wentworth, Australia was completed on 7 Jul 2015 and its performance is not included in 3Q FY2015 results









# Portfolio Overview

## Hotel Properties Managed by Third-Party Operators

	Property	Country	Description	Tenure	Class	Rooms
	InterContinental Singapore	Singapore	Only 5-star luxury hotel in Singapore to preserve Peranakan heritage in a shop house style setting	75 years	Luxury	406
	Novotel Rockford Darling Harbour	Australia	4.5-star hotel located within close proximity of Sydney's Darling Harbour & Chinatown	84 years	Mid-scale	230
	Sofitel Sydney Wentworth	Australia	Iconic 5-star hotel in Sydney's core CBD within a short walk to major office buildings, tourist attractions and transport hubs	75 years	Luxury	436
	Park International London	United Kingdom	Elegant hotel ideally located in the heart of Kensington & Chelsea	75 years	Mid-scale	171
	Best Western Cromwell London	United Kingdom	Distinctive white Victorian façade located in the heart of London	75 years	Mid-scale	85
	ANA Crowne Plaza Kobe	Japan	Unique panoramic view of Kobe city from Rokko mountain	Freehold	Upper Upscale	593
	Westin Kuala Lumpur	Malaysia	5-star luxury hotel located in the center of Kuala Lumpur's bustling Golden Triangle area	Freehold	Upper Upscale	443

# Portfolio Overview

## Serviced Residences Managed by Frasers Hospitality

	Property	Country	Description	Tenure	Class	Rooms
	Fraser Suites Singapore	Singapore	Luxurious serviced residences in the prime residential district of River Valley	75 years	Upper Upscale	255
	Fraser Suites Sydney	Australia	First luxury apartments in Sydney designed by internationally renowned architects	75 years	Upper Upscale	201
	Fraser Place Canary Wharf	United Kingdom	Stunning apartments located by River Thames showcasing chic contemporary design	75 years	Upper Upscale	108
	Fraser Suites Queens Gate	United Kingdom	Beautiful Victorian apartment hotel in Kensington	75 years	Upper Upscale	105
	Fraser Suites Glasgow	United Kingdom	Stunning renovated 1850s building formerly the city bank of Glasgow	75 years	Upper Upscale	98
	Fraser Suites Edinburgh	United Kingdom	Rustic 1750s sandstone building located in the heart of Edinburgh's Old Town	75 years	Upper Upscale	75



# Results Review Highlights

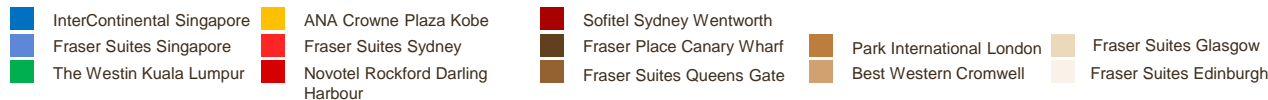
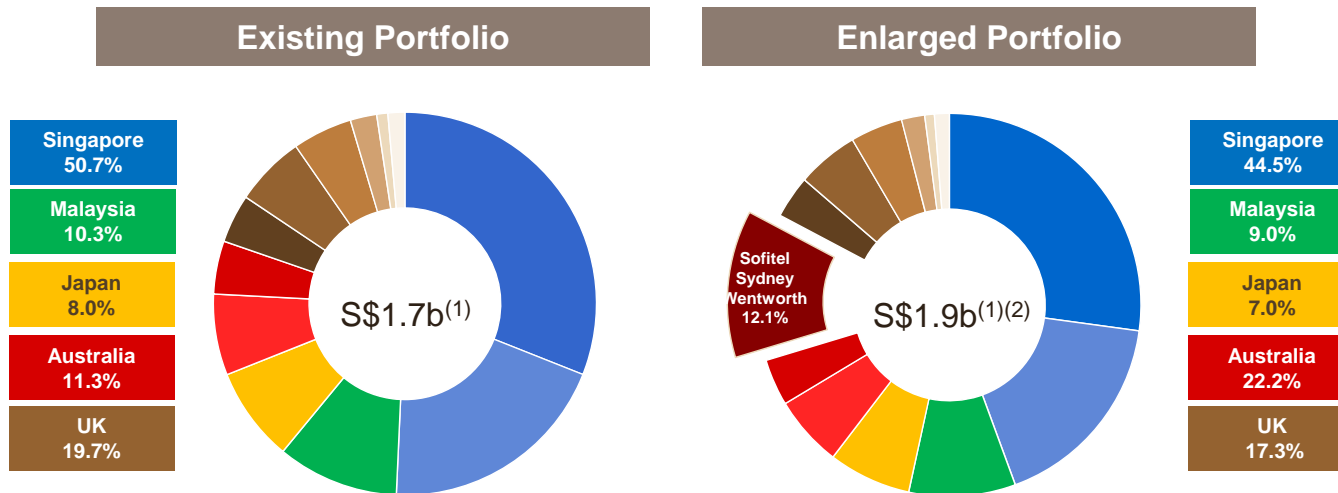
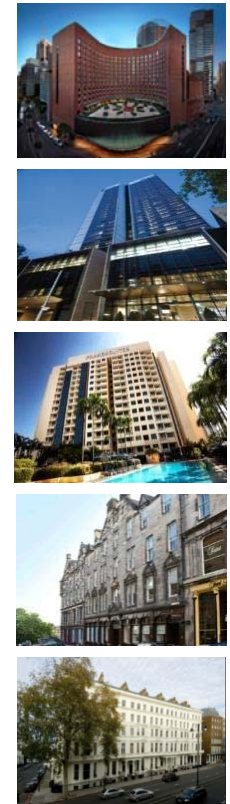
*Best Western Cromwell, London*



# Highlights (3Q FY2015)

## Acquisition of Sofitel Sydney Wentworth

- EGM approval obtained on 24 Jun 2015
- Acquisition completed on 7 Jul 2015, funded by a combination of debt and equity
- Proportion of Australia assets (by valuation) increased from 11.3% to 22.2%



Notes:

(1) As at 31 March 2015

(2) The valuation of Sofitel Sydney Wentworth was based on an assumed exchange rate of A\$1: S\$1.0303

## Highlights (Actual vs Forecast 3Q FY2015)

**Gross Revenue (GR) S\$23.7m**

- GR is 3.0% lower than forecast due to weak performance from Malaysia
- Implementation of GST in Malaysia has affected consumption and resulted in lower F&B revenue at Westin KL

**Net Property Income (NPI) S\$19.2m**

- NPI is 1.2% lower than forecast. There is a more muted difference because of lower owner's expenses

**Distributable Income (DI) S\$18.8m**

- DI is in line with forecast due to other income being higher than forecast

**Distribution Per Unit (DPU) 1.56 cents**

- DPU is marginally higher than forecast for the quarter



## Highlights (Actual vs Forecast 14 Jul 2014 to 30 Jun 2015)

**Gross Revenue (GR)                      S\$97.9m**

- GR is 1.4% lower than forecast due to continued weak performance from Malaysia

**Net Property Income (NPI)        S\$80.0m**

- NPI is in line with forecast due to lower owner's expenses

**Distributable Income (DI)        S\$71.2m**

- DI exceeded forecast by 2.2% due to other income being higher than forecast

**Distribution Per Unit (DPU)    5.90 cents**

- DPU exceeded forecast by 3.7%

# Key Financials

## 3Q FY2015

*Fraser Suites Sydney*



## Key Financials

	3Q FY2015			14 Jul 2014 to 30 Jun 2015		
	Actual	Forecast	Variance	Actual	Forecast	Variance
Gross Revenue (GR)(S\$ mil)	23.7	24.5	-3.0%	97.9	99.3	-1.4%
Net Property Income (NPI) (S\$ mil)	19.2	19.5	-1.2%	80.0	80.1	-0.1%
NPI Margin	81.1%	79.6%	1.5ppt	81.7%	80.7%	1.0ppt
Distributable Income (DI) (S\$ mil)	18.8	18.8	0.1%	71.2	69.7	2.2%
DPU (cents)	1.56	1.55	0.6%	5.90 <sup>1</sup>	5.69	3.7%
Number of Stapled Securities issued and issuable (mil)	1,210.4	1,209.9	N.A	1,210.4	1,209.9	N.A

<sup>1</sup>3.69 cents was paid on 29 Jun 2015. Balance of 2.21 for the period from 1 Apr to 30 Jun 2015 will be paid on 28 Sep 2015 as part of the Advanced Distribution in "Notice of Advanced Distribution Books Closure and Distribution Payment Dates" announced on 25 Jun 2015



## Balance Sheet

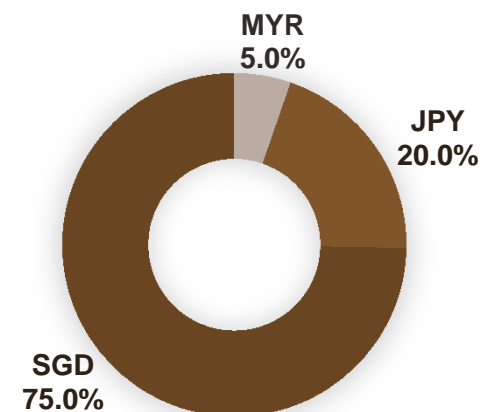
As at 30 Jun 2015	S\$ mil
Investment properties (including Fixed Assets)	1,653.1
Current assets	72.0
Total assets	1,739.5
Non current liabilities	697.3
Current liabilities	22.0
Total liabilities	719.3
Net Asset Value (NAV) per unit (cents) <sup>1</sup>	84.3

<sup>1</sup> Based on NAV of S\$1,020.2 million and 1,210.4 million units

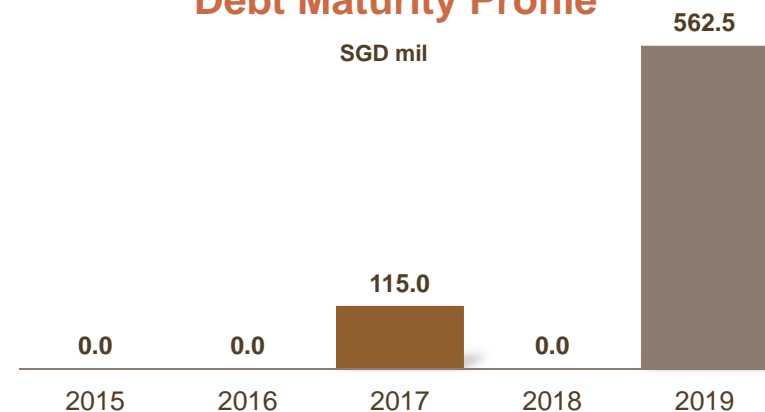
# Capital Management

As at 30 Jun 2015	
Gearing	38.8%
Weighted Average Years to Maturity	3.7 years
Unsecured debt	95.0%
Proportion of fixed debt	78.7%
Effective Cost of Borrowing including amortization of upfront debts costs	2.2%
Interest Cover <sup>1</sup>	5.8 times
FHT's Issuer Rating	Baa2 by Moody's

## Debt Currency Profile<sup>2</sup>



## Debt Maturity Profile



<sup>1</sup>Interest coverage ratio computation: EBITDA / Interest expense

<sup>2</sup>The debt currency profile will change to include AUD borrowings with the acquisition of Sofitel Sydney Wentworth in July 2015.

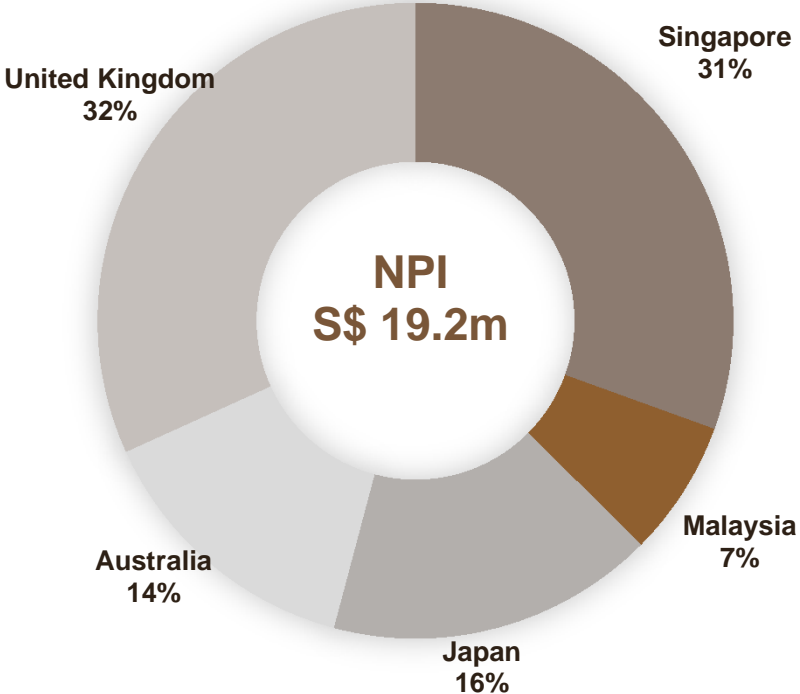
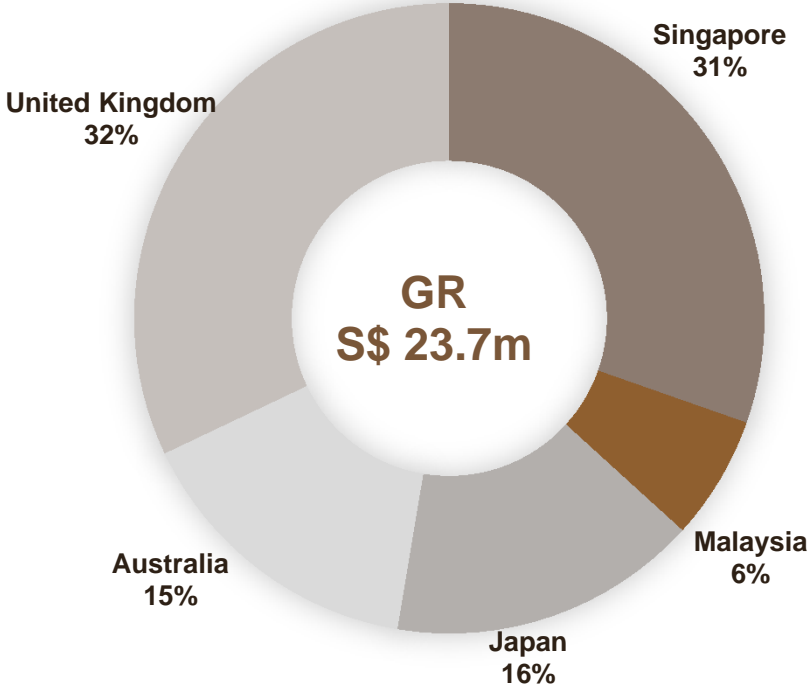
# Portfolio Performance 3Q FY2015

*InterContinental Singapore*





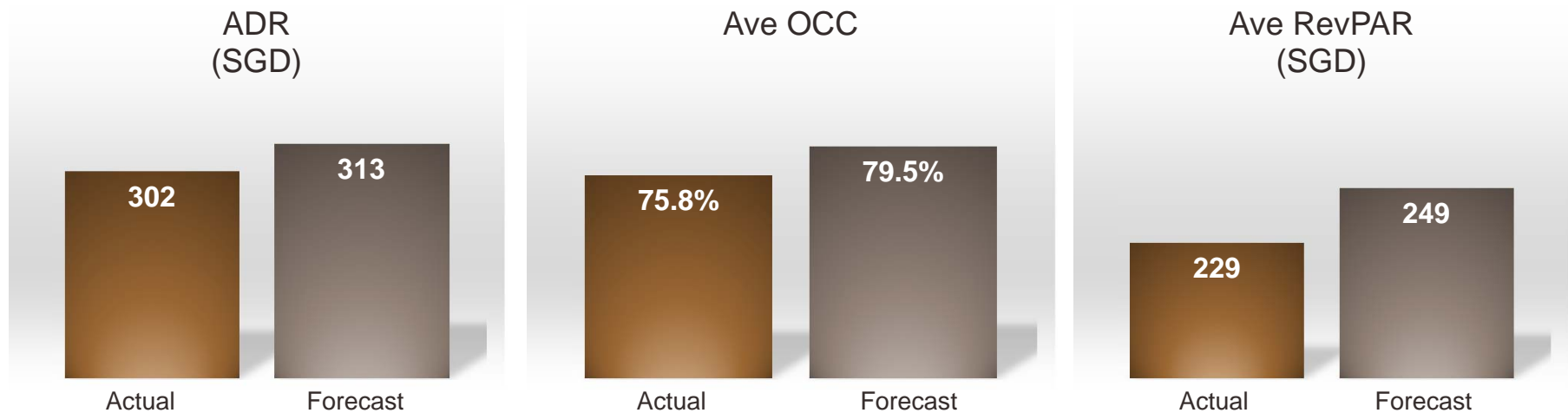
# Portfolio Contribution by Country



# Singapore Portfolio Performance

SGD mil	Actual	Forecast <sup>1</sup>	Variance
GR	7.2	7.5	▼ 4%
NPI	5.9	5.9	▼ 1%

- InterContinental Singapore
- Fraser Suites Singapore



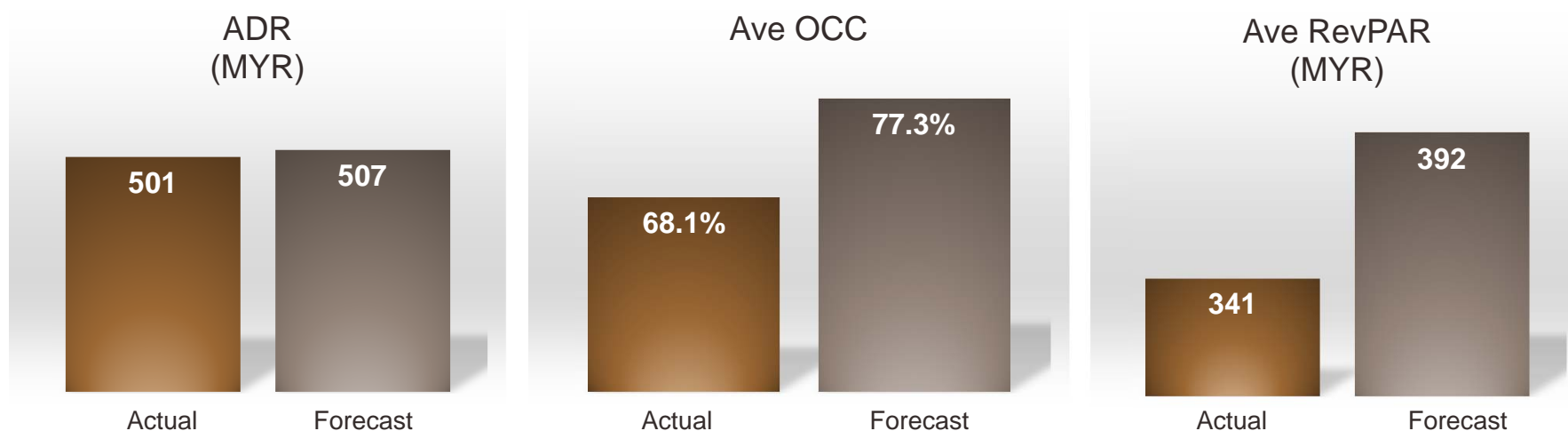
- Fraser Suites Singapore registered weaker performance vis-à-vis forecast, in line with the soft Singapore's rental property market
- InterContinental Singapore's ("ICSG") held up its performance with high occupancy of 87% on available rooms despite on-going renovation
- Income top-up for ICSG was drawn down, in tandem with the extent of renovation work
- NPI shortfall was muted due to lower owner's costs

<sup>1</sup>Forecast adjusted to account for the shift in renovation period for InterContinental Singapore

# Malaysia Portfolio Performance

MYR mil	Actual	Forecast	Variance
GR	4.3	6.6	▼ 35%
NPI	3.8	6.2	▼ 39%

## ▪ The Westin Kuala Lumpur



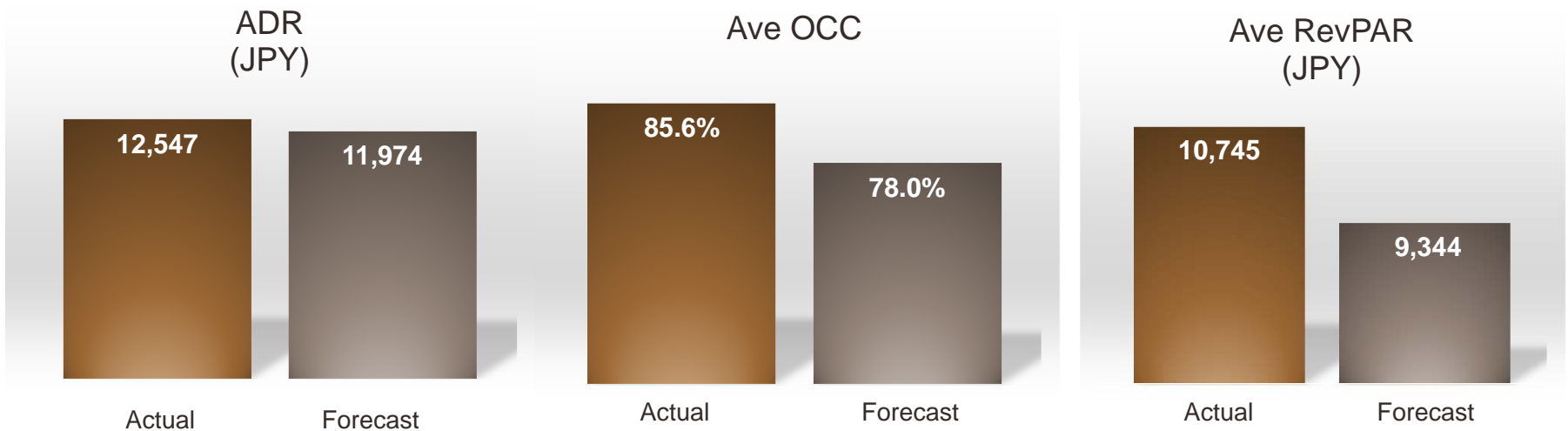
- Continued decline in oil & gas industry led to drop in corporate demand
- Tourist arrivals suffered significant drop since the three aviation incidents<sup>1</sup> and have yet to pick up
- Cancellation or reduction of MAS flights also affected arrivals into and from KL
- Increase in room supply added to the challenging market
- The overall weakening of Malaysia market led to contracted occupancy across the city
- Recent implementation of GST in Apr 2015 deterred consumption which affected F&B revenue
- Westin KL is working on increasing targeted leisure business by driving more leisure and corporate volume through medium-sized wholesale channel distributors

<sup>1</sup>The Business Times, 15 Jul 2015 "M'sia visitor arrivals down 9% in Q1 despite weak ringgit"

# Japan Portfolio Performance

JPY mil	Actual	Forecast	Variance
GR	341.4	291.4	▲ 17%
NPI	290.3	239.4	▲ 21%

## ▪ ANA Crowne Plaza Kobe



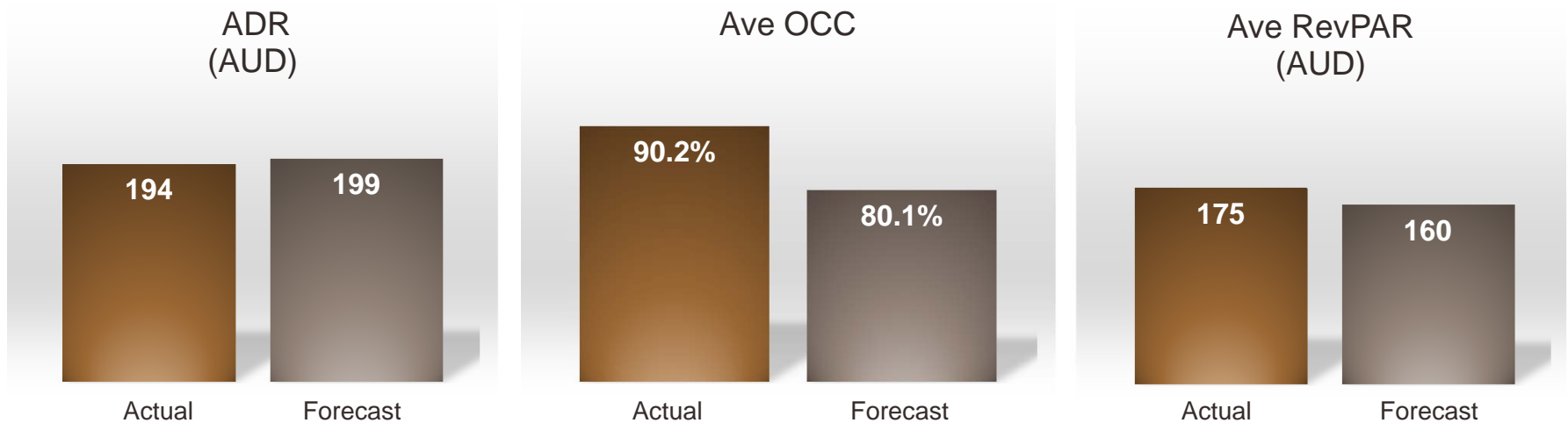
- Japan's GR exceeded forecast with stronger than expected performance in occupancy and ADR
- Weaker yen has resulted in increased international arrivals across Japan, including Kobe
- Japan's economic recovery has led to increase in domestic demand for accommodation
- Increase in NPI was higher due to savings in owner's expenses



# Australia Portfolio Performance

AUD mil	Actual	Forecast	Variance
GR	3.5	3.0	▲ 18%
NPI	2.6	2.1	▲ 24%

- Novotel Rockford Darling Harbour
- Fraser Suites Sydney

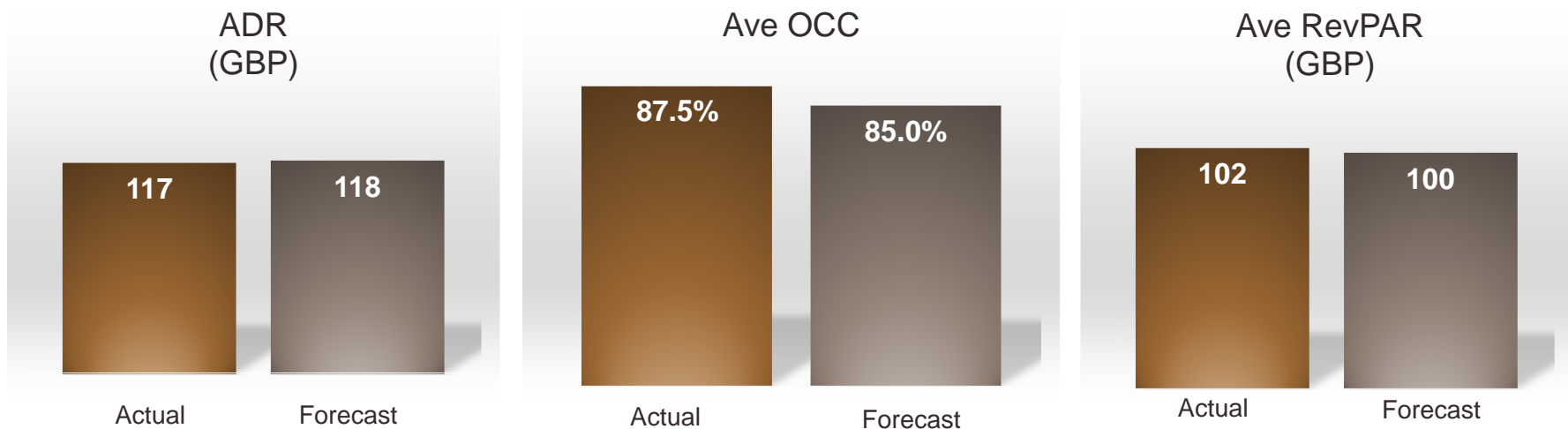


- Australia’s portfolio performance exceeded forecast
- Strong international and domestic arrivals continued in Sydney
- Demand for accommodation was well-supported by strong corporate and leisure demand as well as special events such as Queen’s Birthday Weekend and Vivid Festival in Sydney

# United Kingdom Portfolio Performance

GBP mil	Actual	Forecast	Variance
GR	3.7	3.5	▲ 4%
NPI	3.0	2.8	▲ 8%

- Fraser Suites Glasgow
- Fraser Suites Edinburgh
- Fraser Suites Queens Gate, London
- Park International London
- Best Western Cromwell London
- Fraser Place Canary Wharf, London



- UK's portfolio exceeded forecast due to strong demand from corporate travel and beginning of peak travel season in June

## Asset Enhancement Initiatives : InterContinental Singapore

Total capital expenditure	S\$26 million
Renovation works	Tower rooms and public areas comprising F&B areas and gymnasium
Renovation period	Renovation for the rooms commenced in Apr 2015 and is on track for completion by Feb 2016  Renovation for the public areas will commence in May 2015 and is targeted for completion by Sep 2015



*The visual is illustrative only and may be subject to changes*





Thank you



# Appendix Market Outlook

*Park International London*



# Singapore

## STB strengthening leisure, business and MICE tourism

- In May 2015, Singapore Tourism Board posted increase of 1% in tourism arrivals to Singapore, the first increase in 16 consecutive months
- On 30 Jun 2015, STB announced the largest collaboration to date, partnering with Singapore Airlines and Changi Airport Group to spend SGD20 million over the next 2 years in marketing campaign to target leisure, business and MICE from more than 15 markets worldwide (The Straits Times, 30 Jun 2015)
- As part of quality tourism, a new Singapore Premium Stopover package is planned to target premium leisure and business travelers
- On 5 Jul 2015, Singapore Botanic Gardens was accorded UNESCO World Heritage Site status and this is expected to support tourism initiatives



*Pictures from Singapore Tourism Promotion Board, Fraser Suites Singapore, Singapore Botanic Gardens and Singapore50*

# Malaysia

## Continued weakness in tourist arrivals

- Malaysia recorded 8.6% decline to 6.5 million tourist arrivals between January and March 2015
- The on-going search for MH370 as well as reduced or cancelled MAS flight connections in certain countries affected arrivals, especially from China, into and from Kuala Lumpur
- In May 2015, RevPAR dropped 10.1% to MYR217.37 in Kuala Lumpur, Malaysia (STR Global, May 2015)
- Heightened competition from about 3,500 hotel rooms and 1,700 serviced residence units from 2015 to 2018 is expected (JLL, Hotel Intelligence Malaysia, Feb 2015)
- Tourism Malaysia signed a global partnership agreement in June 2015 with Etihad Airways to boost inbound tourism to Malaysia from UK, Europe, US and Middle East countries. The joint marketing campaign is expected to help support Malaysia's Year of Festivals 2015 and the Malaysia's government's goal of reaching RMB168 billion and 36 million tourist arrivals by 2020 (Knight Frank, The Week That Was, 8-14 Jun 2015)



*Pictures from The Westin Kuala Lumpur, MyFEST2015 and KLCC Convention Centre*



# Japan

## Strong international arrivals to Japan

- International tourist arrivals in May 2015 increased 49.6% to reach over 1.64 million (Japan National Tourism Agency)
- The weakening yen was attractive for inbound visitors. In May 2015, all of Japan's top arrival markets such as South Korea, China, Taiwan, Hong Kong amongst others have all recorded double digit growth in tourism numbers (Japan National Tourism Agency)
- In line with buoyant tourism, Japan has recorded growth of 16.2% in RevPAR in May 2015 to JPY12,223.56 (STR Global, May 2015)
- For 2015, strong international arrivals in the leisure segment and recovery of its domestic economy is expected to continue to support ADR growth (Horwath HTL, Hotel Yearbook 2015 Asia)



*Pictures from IHG Kobe and Feel- Kobe Japan*



# Australia

## Strong international arrivals continues

- Strong international arrivals of over 2.9 million visitors from Jan to May 2015 represented an increase of 7.3% relative to the previous year (Australia Bureau of Statistics, May 2015)
- Recent signing of FTA between China and Australia is expected to further boost the Australian tourism industry (Andrew Robb, Minister for Trade and Investment, Nov 2014)
- Outlook for Sydney is expected to be positive with weaker Australian dollar, its proximity to the growth markets of Asia and support from tourism investment pipeline such as the SICEEP development
- Evidence of a growing hospitality market, international investors have been active in recent hotel transactions in Sydney, given its strong trading performance on the back of a benign supply pipeline (AFR, 26 May 2015)



*Pictures from Frasers Suites Sydney and Sofitel Sydney Wentworth*

# United Kingdom

## Further tourism initiatives to boost arrivals

- In April 2015, inbound visitors to the UK increased 6% to 3.1 million and tourism receipts increased 1% to GBP1.5 billion. Visits hit record levels from Jan to Apr, having exceeded 10 million for the first time ([www.visitbritain.com](http://www.visitbritain.com))
- On 17 Jul 2015, UK government announced a new 5 point plan to boost tourism in the UK on top of the new visa refund scheme to generate additional visits from China to Britain.
- Occupancy is expected to grow by 1.5% in London and 1.6% in the regions (Horwath HTL, Hotel Yearbook 2015 EMEA)



*Pictures from Visit London, Fraser Suites Edinburgh and Fraser Suites Queens Gate, London*