



Investor Presentation

March 2018

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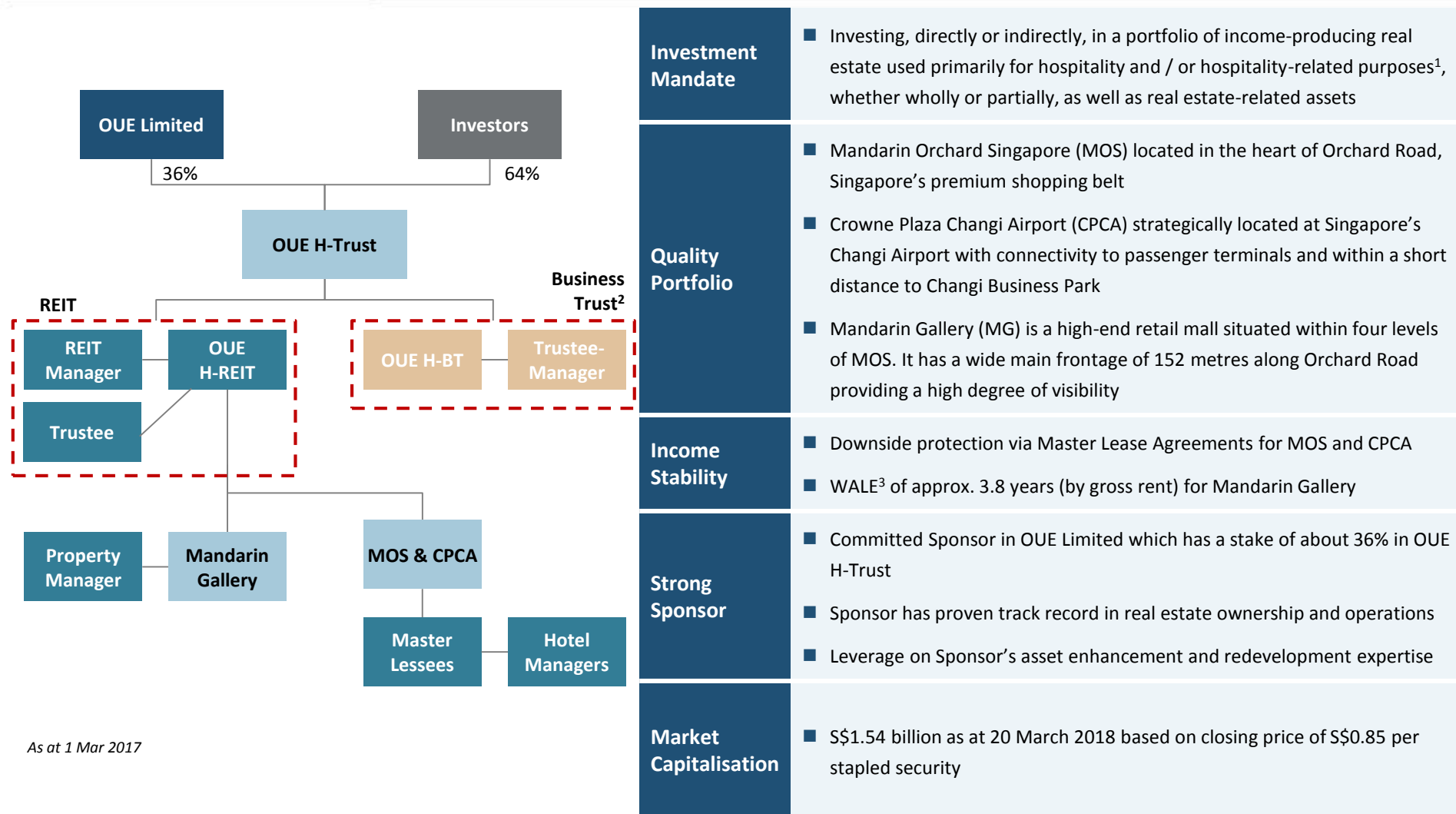
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Overview of OUE H-Trust

Overview of OUE H-Trust



As at 1 Mar 2017

¹ Real estate which is used for hospitality purposes includes hotels, serviced residences, resorts and other lodging facilities, whether in existence by themselves as a whole or as part of larger mixed-use developments, which may include commercial, entertainment, retail and leisure facilities, while properties which are used for hospitality-related purposes include retail and/or commercial assets which are either complementary to or adjoining hospitality assets which are owned by OUE H-REIT or which OUE H-REIT has committed to buy

² Dormant as at listing and is the master lessee of last resort

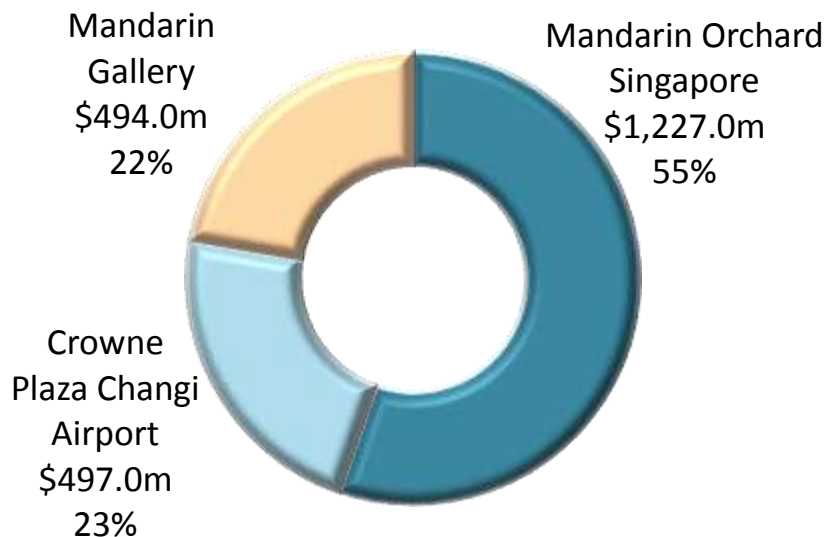
³ Weighted average lease expiry



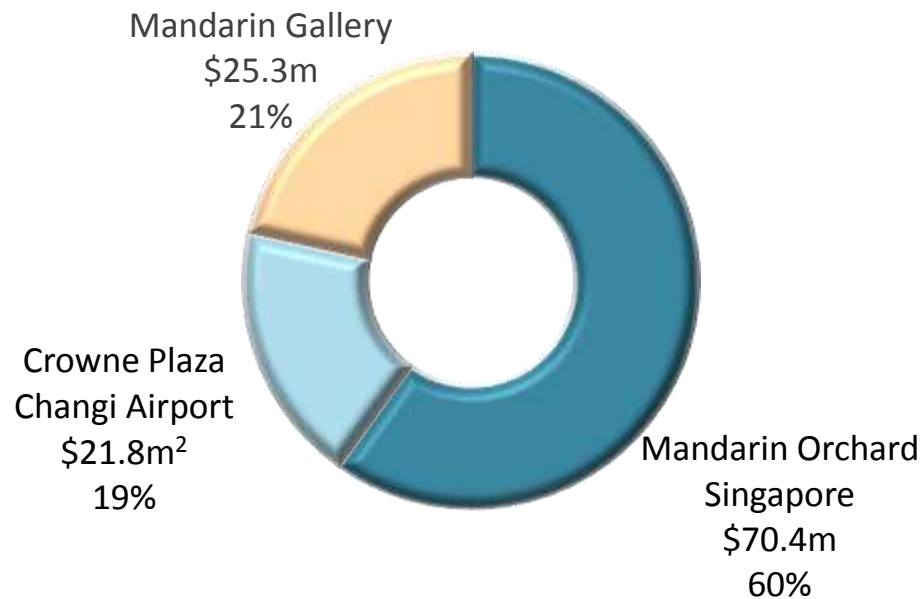
OUE H-Trust's Portfolio

Asset Value and NPI Contribution

Breakdown by Asset Value¹



FY2017 Breakdown by NPI Contribution



¹ Based on independent valuations as at 31 December 2017.

² Includes income support of \$4.82 million.

Premier Portfolio of High Quality Landmark Assets

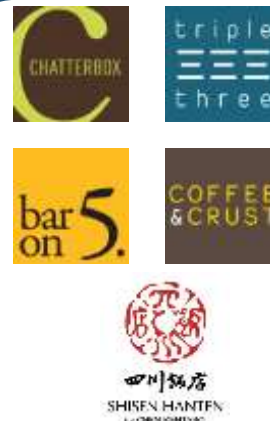
Mandarin Orchard Singapore



- ✓ Located in the heart of Orchard Road
- ✓ A world class hospitality icon in Singapore since 1971
- ✓ One of the top accommodation choices in Singapore for leisure and business travellers globally
- ✓ Largest hotel on Orchard Road with 1,077 rooms and more than 30,000 sqft of meeting and function space
- ✓ Shisen Hanten by Chen Kentaro awarded two stars in the Michelin Guide Singapore in the inaugural 2016 edition and in the 2017 edition
- ✓ Chatterbox, home of the legendary Mandarin Chicken Rice, made it to the Hall of Fame for winning the SPBA Heritage Brand distinction five years in a row

GFA (sq ft '000)	990
No. of Available Rooms	1,077
Car Park Lots	441
Valuation as at 31 Dec 2017	S\$1,227 million
Leasehold Tenure	99-yr lease commencing from 1 July 1957

Popular F&B



Awards & Accolades



**Best City Hotel,
Singapore**



Shisen Hanten

Overview of Master Leases

Mandarin Orchard Singapore

Property	Mandarin Orchard Singapore
No. of Guestrooms	1077
Master Lease Rental	<p>Variable Rent Comprising Sum of:</p> <p>(i) 33.0% of MOS GOR¹ ; and</p> <p>(ii) 27.5% of MOS GOP²;</p> <p>subject to Minimum Rent of \$45 million³</p>
Master Lessee	<ul style="list-style-type: none"> ▪ OUE Limited
Tenure	<ul style="list-style-type: none"> ▪ First term of 15 years to expire in July 2028 ▪ Option to renew for an additional 15 years on the same terms and conditions
FF&E Reserve	<ul style="list-style-type: none"> ▪ 3% of GOR

¹ Gross operating revenue

² Gross operating profit

³ The rental under the Master Lease will be the minimum rent if the amount of variable rent for that operating year is less than the amount of minimum rent

Premier Portfolio of High Quality Landmark Assets

Crowne Plaza Changi Airport



- ✓ Located at Singapore Changi Airport – The hotel has direct access to the passenger terminals and is within a short distance to Changi Business Park
- ✓ Designed by award-winning architectural firm WOHA
- ✓ The hotel has 563 rooms including 27 suites, four food & beverage outlets and eight meeting rooms (including a ballroom)
- ✓ Managed by InterContinental Hotels Group (IHG)

Awards & Accolades

- ✓ Best Airport Hotel – 27th Annual TTG Travel Awards
- ✓ World Best Airport Hotel - Skytrax World Airport Awards 2015, 2016 & 2017
- ✓ Travel Weekly Asia 2016 Readers Choice - Best Airport Hotel

	Crowne Plaza Changi Airport (CPCA)
Completion of Acquisition	30 January 2015 (for the operating hotel) 1 August 2016 (for the extension)
Approx. GFA (sq ft '000)	439
No. of Available Rooms	563
Valuation as at 31 Dec 2017	\$497 million
Leasehold Tenure	Approx. 66 years remaining, expiring on 29 August 2083

Overview of the Master Leases

Crowne Plaza Changi Airport

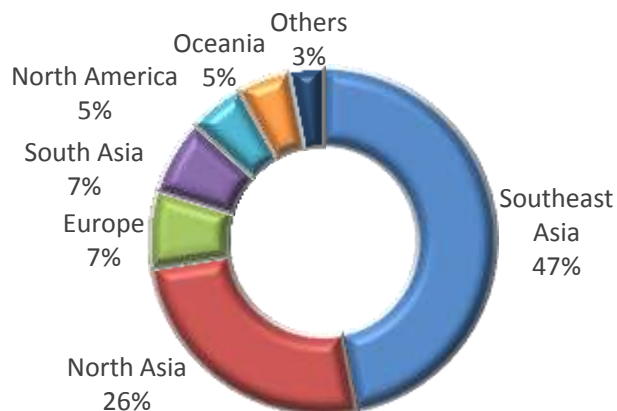
Property	CPCA and CPEX (w.e.f. 1 August 2016)
No. of Guestrooms	563
Master Lease Rental	<p>Variable Rent Comprising Sum of:</p> <ul style="list-style-type: none"> (i) 4% of Hotel F&B Revenues; (ii) 33% of Hotel Rooms and Other Revenues not related to F&B; (iii) 30% Hotel Gross Operating Profit; and (iv) 80% of Gross Rental Income from leased space; <p>subject to Minimum Rent of \$22.5 million¹</p>
Income Support	Aggregate of \$7.5 million has been fully drawn down in 3Q2017 ²
Master Lessee	OUE Airport Hotel Pte. Ltd. (OUEAH)
Tenure	<ul style="list-style-type: none"> ■ First term of Master Lease to expire in May 2028 ■ Master Lessee has option to renew for an additional two consecutive 5-year terms
Capital Replacement Contribution	<ul style="list-style-type: none"> ■ Aligned with hotel management agreement between OUEAH and IHG ■ Generally at 3% of GOR

¹ The rental under the Master Lease will be the minimum rent if the amount of variable rent for that operating year is less than the amount of minimum rent

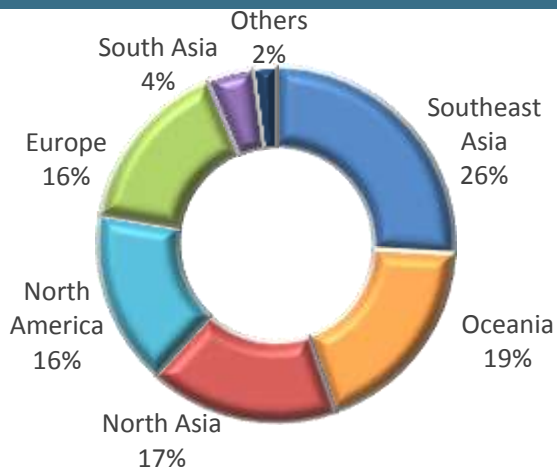
² In 3Q2017, OUE H-REIT has fully drawn down the full income support of \$7.5 million with a final claim of the remaining \$1.6 million.

Portfolio Customer Profile (By Geography)

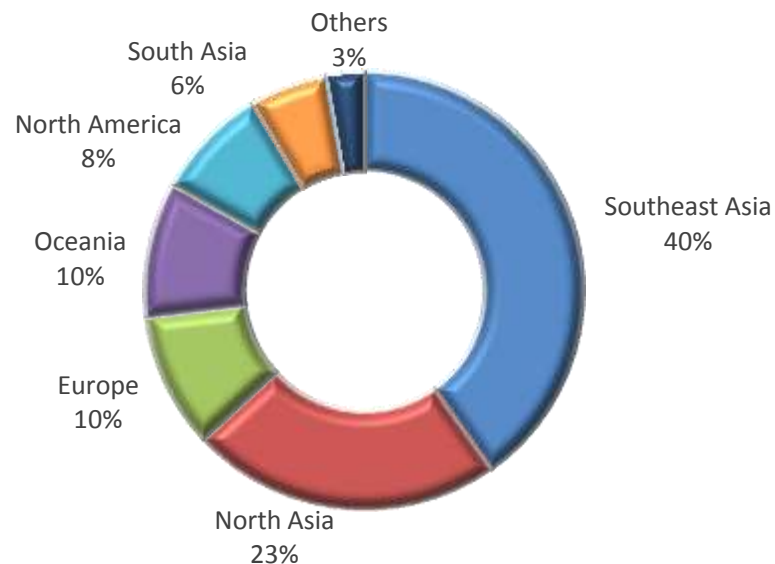
**Customer Profile for Mandarin Orchard Singapore
(By Geography Based on Room Nights Occupied)
FY2017**



**Customer Profile for Crowne Plaza Changi Airport
(By Geography Based on Room Nights Occupied)
FY2017**



**Portfolio Customer Profile
(By Geography Based on Room Nights Occupied)
FY2017**

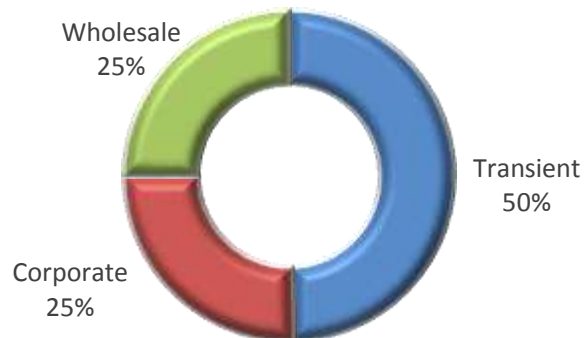


Note: Excludes aircrew

Portfolio Customer Profile (By Segment Based on Room Revenue)

**Customer Profile for Mandarin Orchard Singapore
(By Segment Based on Room Revenue)¹**

FY2017



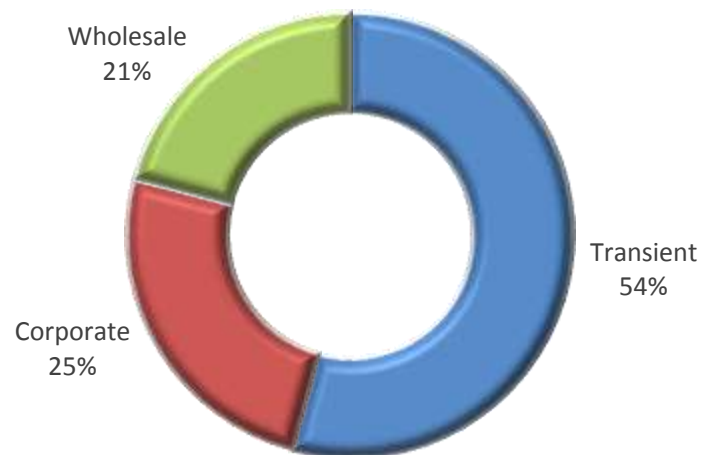
**Customer Profile for Crowne Plaza Changi Airport
(By Segment Based on Room Revenue)¹**

FY2017



**Portfolio Customer Profile
(By Segment Based on Room Revenue)¹**

FY2017



¹**"Transient"** refers to revenue derived from rental of rooms and suites to individuals or groups, who do not have a contract with the Hotel

"Corporate" refers to revenue derived from the rental of rooms and suites booked via a corporate or government company that has contracted annual rates with the Hotel

"Wholesale" refers to revenue derived from the rental of rooms and suites booked via a third party travel agent on a wholesale contracted rate basis

Note: Excludes aircrew and delays.

Premier Portfolio of High Quality Landmark Assets

Mandarin Gallery



- ✓ Prime retail landmark on Orchard Road featuring six duplexes and six street front shop units
- ✓ Completed in 2009 with a high degree of prominence given 152-metre wide frontage along Orchard Road
- ✓ Preferred location for flagship stores of international brands
- ✓ Minimal brand duplication versus neighbouring malls
- ✓ Tailored destination for its specific target audience

GFA (sq ft '000)	196
Retail NLA (sq ft '000)	126
Valuation as at 31 Dec 2017	\$494 million
Leasehold Tenure	99-yr lease commencing from 1 July 1957

High Quality and Diverse Tenant Base

Retail

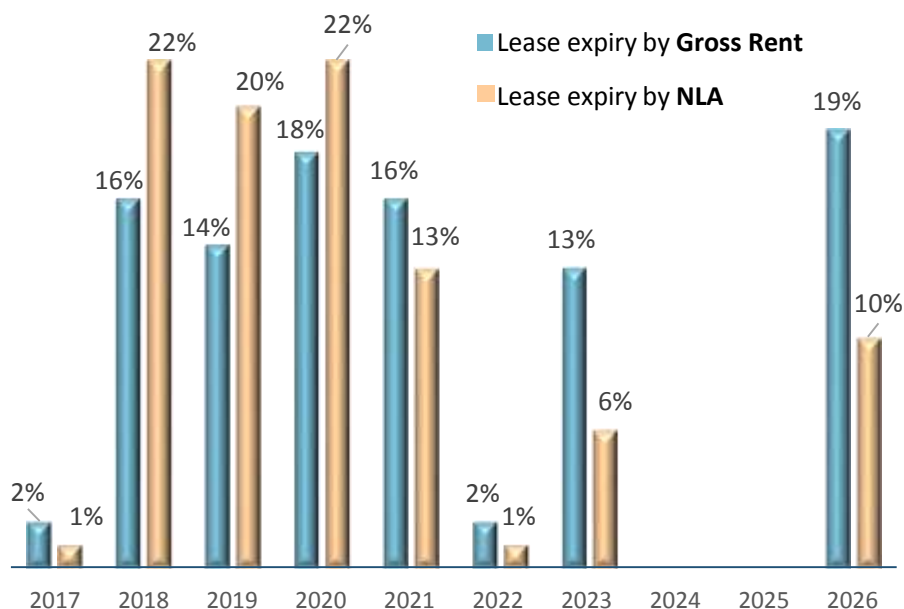
VICTORIA'S SECRET
MICHAEL KORS
MaxMara RIMOWA
BIMBA Y LOLA Y-3

F&B



Mandarin Gallery – Lease Profile

Mandarin Gallery Lease Expiry Profile as at 31 December 2017¹



As at 31 Dec 2017:

- Mandarin Gallery was approx. 94.6% committed⁵.
- Average occupancy⁶ of about 96.9% for 4Q2017.

Leasing Update

- Rental reversion for base rent was about +3.8% for leases signed in 4Q2017, for approx. 7.0% of the NLA.
- The weighted average rental reversion for FY2017 is approx. -12% for about 28% of NLA.

WALE² (by Gross Rent^{1,3}) : 3.8 yrs

WALE (by NLA^{1,4}) : 2.7 yrs

¹Based on committed tenancies

²Weighted average lease expiry

³Excludes turnover rent

⁴Net lettable area

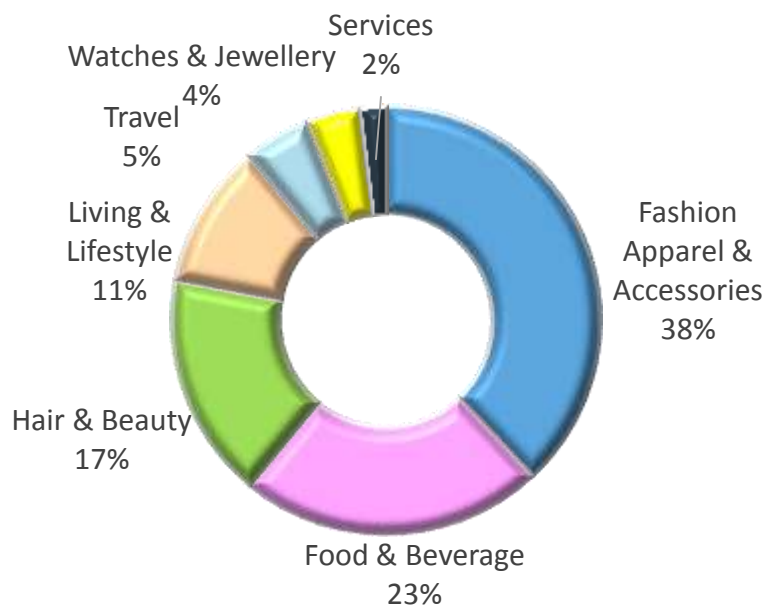
⁵Excludes pop-up stores

⁶Includes pop-up stores

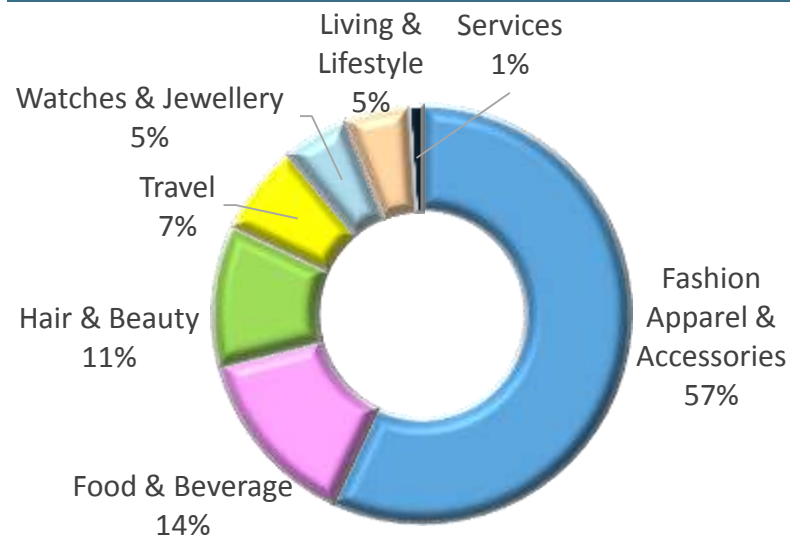
Note: Rental reversion is based on the variance between the average rental rates between the new leases and the preceding leases. New leases for space not leased for more than 12 months are excluded.

Mandarin Gallery - Tenant Mix

NLA
As at 31 Dec 2017¹



Gross Rent (excludes turnover rent)
As at 31 Dec 2017¹



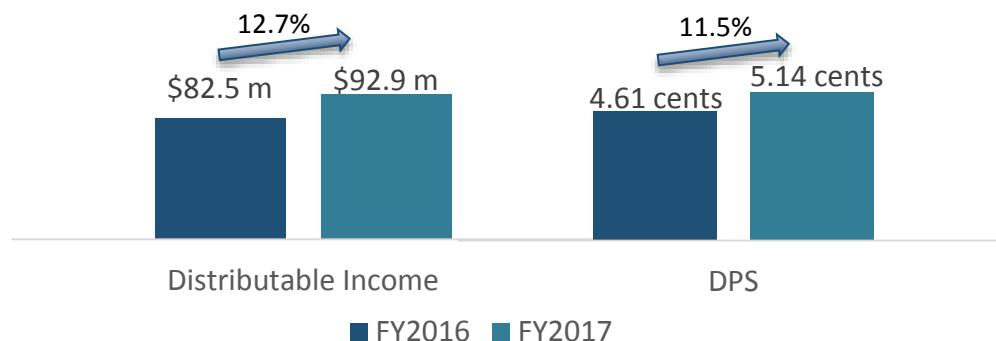
¹Based on committed tenancies



Financial Highlights & Capital Management

FY2017 Highlights

- Distribution per Stapled Security (DPS) for 2017 of 5.14 cents was 11.5% higher than 2016



- Distributable Income in 2017 of \$92.9 million highest recorded annual DI since listing
- Hospitality segment recorded higher income due to better operating performance of Mandarin Orchard Singapore and full-year contribution from the enlarged 563-room Crowne Plaza Changi Airport
- Mandarin Gallery also achieved higher income as average occupancy jumped to 95.5% from 86.3% the previous year
- Completed renovation of 430 guest rooms and the meeting facilities located on level 8 of the Main Tower of Mandarin Orchard Singapore in 1Q2017
- On 19 December 2017, re-financed outstanding term loans of \$859 million ahead of their maturity with new term loan facilities. Following the refinancing, QUE H-Trust has no loan due until December 2020

4Q2017 Financial Highlights

	4Q2017 S\$'000	4Q2016 S\$'000	Increase/ (Decrease) %	FY2017 S\$'000	FY2016 S\$'000	Increase/ (Decrease) %
Gross revenue:						
- Hospitality	25,212	24,482	3.0	96,341	89,919	7.1
- Retail	8,596	8,742	(1.7)	34,722	32,575	6.6
	33,808	33,224	1.8	131,063	122,494	7.0
Net property income:						
- Hospitality	23,267	22,485	3.5	87,417	82,875	5.5
- Retail	5,958	7,070	(15.7)	25,328	24,520	3.3
	29,225	29,555	(1.1)	112,745	107,395	5.0
Other income¹:	-	1,625	n.m.	4,818	2,682	79.6
Distributable income	22,990	23,997	(4.2)	92,940	82,504	12.7
DPS (cents)	1.27	1.36	(6.6)	5.14	4.61	11.5

- Gross revenue for 4Q2017 was \$0.6 million higher than 4Q2016. Hospitality segment posted higher revenue which was partially offset by the lower revenue from retail segment.
- NPI for 4Q2017 was \$0.3 million lower than 4Q2016 due to higher property expenses by the retail segment, partially offset by higher NPI from hospitality segment.
- Income available for distribution was \$1.0 million lower than 4Q2016 mainly due to the absence of income support and higher interest expense, partially mitigated by higher income received from hospitality and retail segments. While retail segment recorded a lower revenue in 4Q2017, it contributed to higher income available for distribution after adjustment for non-cash straight-line lease incentives.
- The DPS for 4Q2017 was 1.27 cents, 6.6% lower as compared to 1.36 cents for 4Q2016.

¹Other income relates to income support provided by OUEAH pursuant to the Deed of Income Support. In 3Q2017, OUE H-REIT has fully drawn down the full income support of \$7.5 million with a final claim of the remaining \$1.6 million.

4Q2017 vs 4Q2016 – Hospitality Highlights

	Revenue			Net property income		
	4Q2017 S\$m	4Q2016 S\$m	Increase/ (Decrease) %	4Q2017 S\$m	4Q2016 S\$m	Increase/ (Decrease) %
Mandarin Orchard Singapore (MOS)	19.6	18.9	3.9	18.8	18.3	2.7
Crowne Plaza Changi Airport (CPCA)	5.6	5.6	-	4.5	4.2	9.1
Hospitality segment	25.2	24.5	3.0	23.3	22.5	3.5

- Hospitality revenue was \$0.7 million higher than 4Q2016 due to higher master lease income from MOS.
- Master lease income from MOS was higher as MOS recorded a higher RevPAR of \$225 (4Q2016: \$220) due to higher average room rates. Higher master lease income was also attributable to higher banquet sales and in food and beverage outlets.
- Master lease income from CPCA (including CPCA extension) was the same as 4Q2016 at minimum rent. The RevPAR for CPCA has improved to \$176 (4Q2016: \$133).

4Q2017 vs 4Q2016 – Retail Highlights

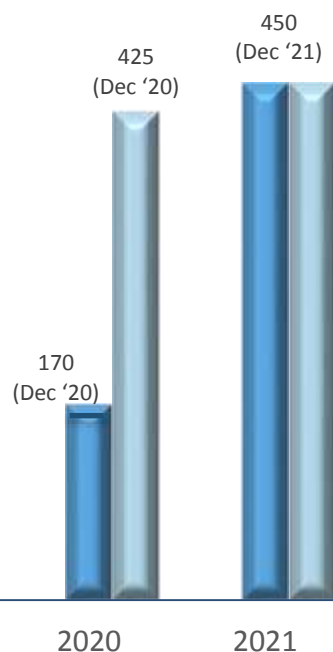
	4Q2017 S\$'000	4Q2016 S\$'000	Increase/ (Decrease) %
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	29,225	29,555	(1.1)
Other income:	-	1,625	n.m.
Distributable income	22,990	23,997	(4.2)
DPS (cents)	1.27	1.36	(6.6)

- Retail segment pertains to rental and other income from the Mandarin Gallery shopping mall.
- Retail revenue for 4Q2017 was \$0.1 million lower than 4Q2016.
- The lower retail revenue in 4Q2017 was due to lower effective rent per square foot per month of \$22.8 (4Q2016: \$23.6) as a result of negative rental reversion in the preceding quarters.
- Occupancy rate was higher in 4Q2017 at 96.9% (4Q2016: 94.1%).

Capital Management (As at 31 Dec 2017)

Debt and Interest Maturity Profile (\$'m)

■ IRS Maturity ■ Loan Maturity



Interest Rate Profile



Gearing	38.8%
Average Cost of Debt	2.5% per annum (4Q2017)
Debt Maturity	Weighted average remaining tenor of 3.5 years
Interest Cover Ratio	4.5 times (4Q2017)
Revolving Credit Facilities	\$105 million (undrawn)

- On 19 December 2017, OUE H-REIT had re-financed the outstanding term loans of \$859 million ahead of their maturity with the new term loan facilities, including the \$294 million that was due in July 2018.
- OUE H-Trust's weighted average loan maturity has increased by about 2 years to 3.5 years as at 31 December 2017.
- OUE H-REIT has no loan due until December 2020.

Property Valuations

- As at 31 December 2017, independent full valuations for the properties were carried out by independent valuer Savills.
- Valuations were determined using the discounted cash flow analysis, income capitalisation and direct comparison methods.

Property	Valuation as at 31 Dec 2017 (S\$'000)	Valuation as at 31 Dec 2016 (S\$'000)
Mandarin Orchard Singapore	1,227,000	1,210,500
Mandarin Gallery	494,000	501,000
Crowne Plaza Changi Airport	497,000	496,600 ¹
Total	2,218,000	2,208,100

¹Crowne Plaza Changi Airport valuation without income support as determined by independent valuer as at 31 December 2016.

Balance Sheet Highlights (As at 31 Dec 2017)

	S\$ 'm
Investment Properties	2,218.0
Total assets	2,256.9
Borrowings (secured)	875.0
Total liabilities	880.8
Net assets	1,376.1
NAV per Stapled Security (S\$)	0.76
Closing price on 29 Dec 2017 (S\$)	0.85
Premium to NAV (%)	11.8%



OUE HOSPITALITY
TRUST

Outlook

According to the International Monetary Fund (“**IMF**”), the global upswing in economic activity has gained momentum and it has projected global growth at a rate of 3.6% in 2017 and 3.7% in 2018. However, risks to a sustained recovery remain.¹

Singapore’s economic growth similarly picked up pace in 2017, recording a growth rate of 3.5% compared to the 2.0% registered for 2016.² Against a backdrop of an improving global economy, the pace of growth of the Singapore economy in 2018 is expected to remain firm though it is projected to moderate as compared to 2017.³

In the tourism sector, Singapore Tourism Board (“**STB**”) reported a 6.4%⁴ year-on-year increase in international visitor arrivals in the first eleven months of 2017. The number of visitor days had also increased by 4.6%.⁴ Changi Airport’s Terminal 4 commenced operations on 31 October 2017 and on 18 December, Changi Airport recorded its 60th million passenger within a calendar year for the first time.⁵

In 2018, the return of large biennial events, such as the Singapore Airshow and Food & Hotel Asia, are expected to increase demand for hotel accommodation. New supply in 2018 is expected to be lower but the market has to absorb the additional rooms that came on stream in the second half of 2017. As such, the market environment remains competitive.

Challenges in Singapore’s retail scene remain, with tenants more cautious and taking a longer time to renew or commit to leases. Whilst we continue to explore leasing opportunities to optimise the occupancy of Mandarin Gallery, we remain committed to curating the right tenant mix to retain the mall’s positioning as a destination mall.

In December 2017, OUE H-Trust completed the refinancing of its total outstanding debts amounting to \$859 million ahead of their maturity, including the \$294 million term loan that was due in July 2018. This is in line with OUE H-Trust’s pro-active and prudent approach to capital management, strengthening its debt profile in an environment of rising interest rates. In addition, OUE H-Trust has also secured revolving credit facilities of \$105 million which increases OUE H-Trust’s financial flexibility. Following the refinancing, OUE H-Trust has no loan due until December 2020.

We will continue to actively seek growth opportunities and yield accretive acquisitions from our Sponsor and third parties.

¹International Monetary Fund. 2017. *Seeking Sustainable Growth: Short-Term Recovery, Long-Term Challenges*. Washington, DC, October.

²MTI Press Release. *Singapore’s GDP Grew by 3.1 Per Cent in the Fourth Quarter of 2017*, 2 January 2018

³MTI Press Release. *MTI Forecasts GDP to Grow by “3.0 to 3.5 Per Cent” in 2017 and “1.5 to 3.5 Per Cent” in 2018*, 23 November 2017

⁴Singapore Tourism Board, *International Visitor Arrivals Statistics*, 29 January 2018

⁵Changi Airport Group Press Release. *Flying higher, Changi Airport crosses 60-million milestone in 2017*, 18 December 2017



Thank You



Appendices

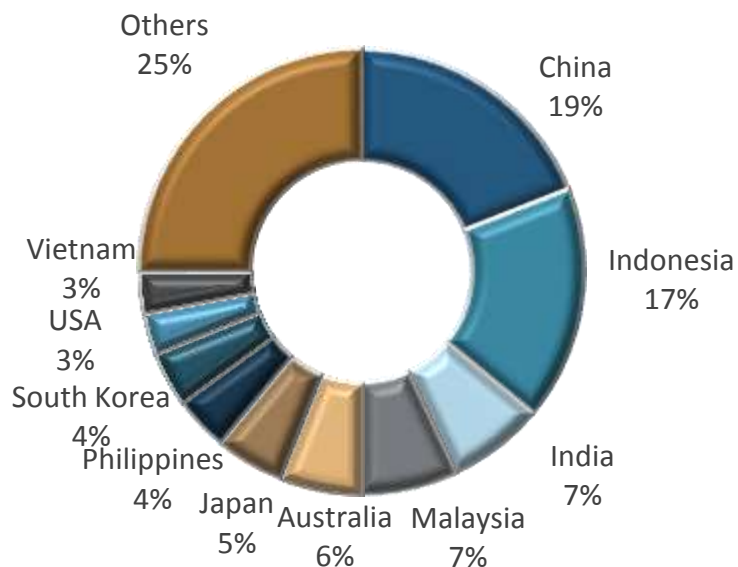
- **Singapore Tourism - Highlights**
- **About the Sponsor – OUE Limited**



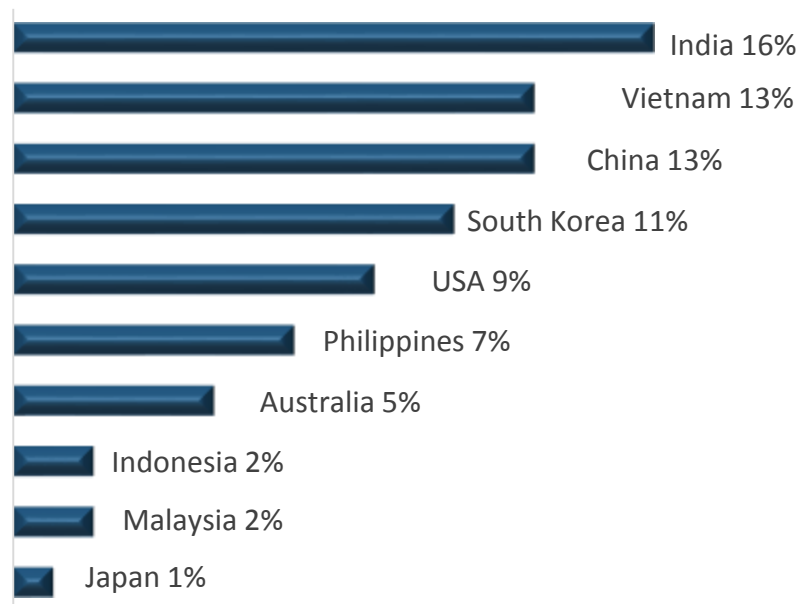
Singapore Tourism - Highlights

International Visitor Arrivals to Singapore (Top Markets)

**Visitor Arrivals (By Country)
FY2017**



**Top 10 Inbound Markets Growth Rate (Year-on-Year)
FY2017**



- **For FY2017, international visitor arrivals to Singapore was 17.42 million, an increase of 6.2% over the same period last year**
- **No. of visitor days increased 4.6% for the same period**

Singapore – Multi-Faceted Offerings

Increased Prominence as Host Venue for Regional and International Sports Events



Established Cultural and Leisure Marquee Events



Top International MICE Destination

- ✓ **Top APAC Meeting City**
- Union of International Associations 2016
- ✓ **Asia Pacific Top Convention City**
- ICCA Global Rankings 2016
- ✓ **Best BT MICE City**
- TTG Travel Awards 2016
- ✓ **Top Asia Pacific Destination**
- Inaugural CVENT Top 25 Asia Pacific Destinations 2016

Source: Singapore Tourism Board

<http://www.yoursingapore.com/content/mice/en.html>

Other Initiatives

- ✓ **Changi Airport Group, Singapore Airlines and STB** sign new \$34 million joint tripartite partnership to strengthen Singapore's destination appeal, promoting Singapore as an attractive stopover and twinning destination.
- ✓ **STB and The Walt Disney Company Southeast Asia** to form multi-year collaboration – provide unique and fun experiences themed around Disney's biggest brands and most popular stories and characters.

Source: Singapore Tourism Board Media Releases

Singapore – Multi-Faceted Offerings (cont'd)

Singapore Botanic Gardens – Inscribed as a UNESCO World Heritage Site on 4 July 2015



Upcoming Attractions and Developments



Revamp and expansion of Mandai zoo precinct
Est Completion ~ 2020



About the Sponsor – OUE Limited

OUE – Leading Property Developer in Singapore

Track Record in Real Estate Ownership and Operations

Diversified real estate owner, developer and operator with a real estate portfolio located in Asia and the United States, across commercial, hospitality, retail, residential and healthcare segments

Commercial



OUE Bayfront
OUE Commercial REIT



Lippo Plaza, Shanghai
OUE Commercial REIT



One Raffles Place
Towers 1 & 2, and Shopping Mall
OUE Commercial REIT



OUE Downtown
Towers 1 and 2
(100% stake)



U.S. Bank Tower,
Los Angeles
(100% stake)

Hospitality



Mandarin Orchard
Singapore
OUE Hospitality Trust



Crowne Plaza Changi
Airport
OUE Hospitality Trust



Marina Mandarin
(30% stake)



Crowne Plaza Changi
Airport Extension¹

Healthcare



Chengdu Hospital
Development Project, China

Portfolio of 16 healthcare
assets across China,
Japan and Malaysia

Retail



Mandarin Gallery
OUE Hospitality Trust



Downtown Gallery
(100% stake)

Residential



OUE Twin Peaks
(100% stake)

OUE – Leading Property Developer in Singapore

Proven Track Record in Asset Enhancement

Mandarin Gallery

Before redevelopment:



After redevelopment:



- S\$200 million conversion of the old hotel lobby of Mandarin Orchard Singapore
 - Addition of 67,447 sq ft of prime retail space
 - Repositioned as a high-end shopping and lifestyle destination
 - Completed in November 2009

OUE Bayfront

Before redevelopment:



After redevelopment



- Redevelopment of the well located former site of Overseas Union House into a premium commercial development comprising a Grade A office building, complemented by retail facilities at its ancillary properties, OUE Tower and OUE Link
- Completed in 2011

U.S. Bank Tower

Before redevelopment:



After redevelopment:



- Transformed tallest office building into a vibrant tourist destination (two outdoor observation decks with 360-degree views of California, 45-foot-long outdoor glass slide from 70th to 69th storey - OUE Skyslide, private event venue and bar for corporate meetings, social events and weddings).
- OUE Skyspace and Skyslide LA opened on 25 June 2016.

Ability to leverage on the Sponsor's asset enhancement and redevelopment expertise

OUE – Leading Property Developer in Singapore

Proven Track Record in Asset Enhancement

OUE Downtown

Before Conversion:



After Conversion:



- Transformed two landmark towers – 50 storey Tower 1 and 37-storey Tower 2 – linked by a podium, auditorium and multi-storey carpark into a vibrant mixed-use development encompassing offices, a retail podium and serviced residences
- A podium and auditorium were converted into Downtown Gallery, a retail podium with six levels of exciting retail and dining concepts, and a 262-metre-wide frontage and pedestrian walkway
- The 7th to 32nd storeys of the 50-storey Tower 1 were converted into serviced residences, Oakwood Premier OUE Singapore. The total of 268 serviced residences comprise 82 studio, 139 one-bedroom and 47 two-bedroom units.
- OUE Downtown reshapes work, life and play on Shenton Way

RETAIL: **DOWNTOWN** Gallery



SERVICED APARTMENT:



Ability to leverage on the Sponsor's asset enhancement and redevelopment expertise



Thank you