



ahtrust
ascendas hospitality trust

1Q FY2015/16
Financial Results Presentation
6 August 2015

SYDNEY • MELBOURNE • BRISBANE • BEIJING • TOKYO • OSAKA • SINGAPORE

Disclaimer

This presentation shall be read in conjunction with A-HTRUST's Unaudited Financial Results for the First Quarter ended 30 June 2015 ("1Q FY2015/16"), 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 and Singapore Dollar are defined herein as "AUD", "RMB", JPY" and "SGD" or "\$", respectively.

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



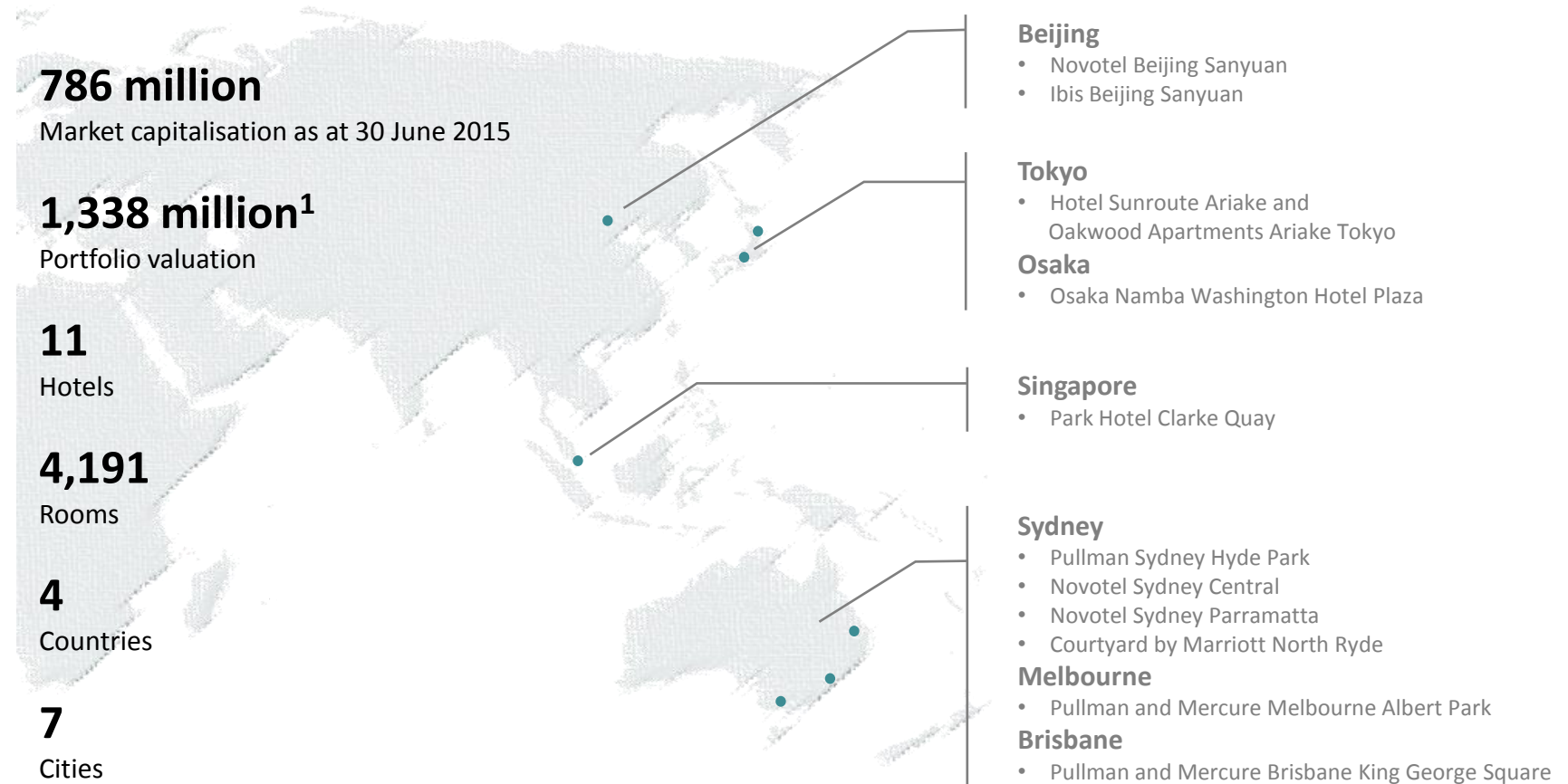


Contents

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

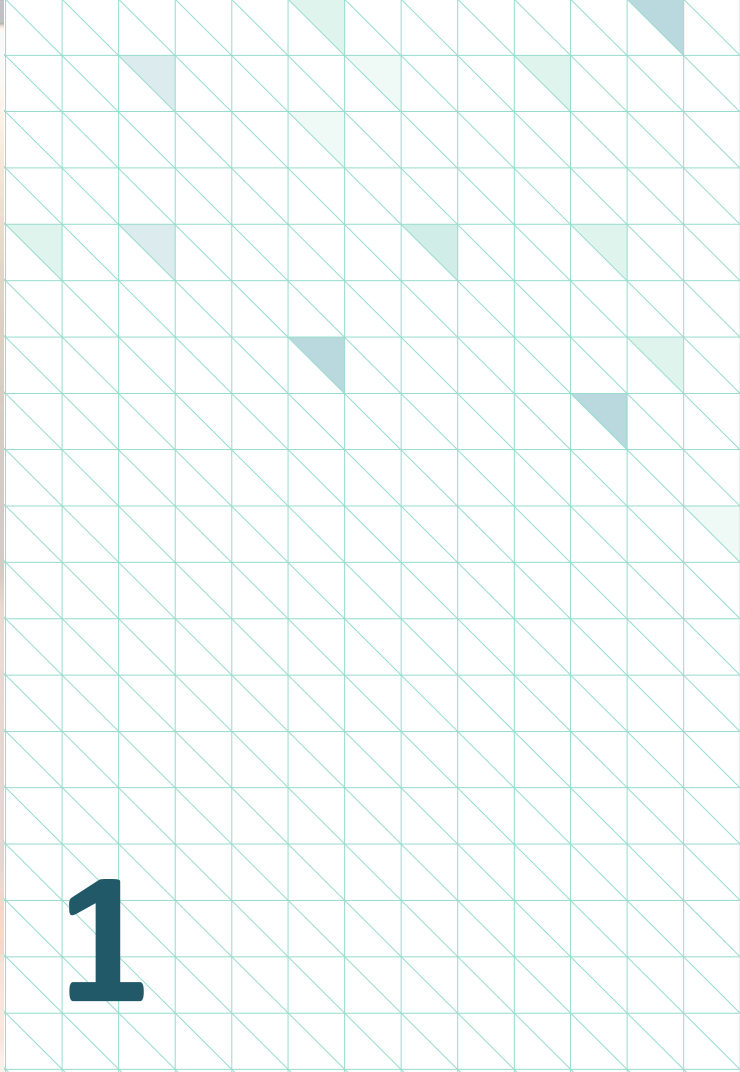
Overview of Ascendas Hospitality Trust

A hospitality trust with a focus on pan-Asian region



Note:

1. As at 31 March 2015 and excluded valuation of Pullman Cairns International which was divested in June 2015



1

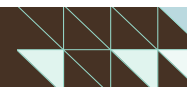
Key Highlights

1Q FY2015/16 Financial Highlights

| | 1Q FY2015/16 | |
|--|-------------------------------|--------------------|
| Gross Revenue | S\$52.8m | 2.7% y-o-y decline |
| Net Property Income | S\$21.4m | 0.9% y-o-y decline |
| Distributable Income | S\$15.0m | 9.5% y-o-y growth |
| Adjusted Distributable Income ¹ | S\$14.2 | 4.1% y-o-y growth |
| Distribution per Stapled Security ("DPS") | 1.28¹ cents | 3.2% y-o-y growth |

Note:.

1. After retaining 5% of distributable income for working capital purposes. There was no retention in 1QFY2014/15

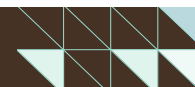


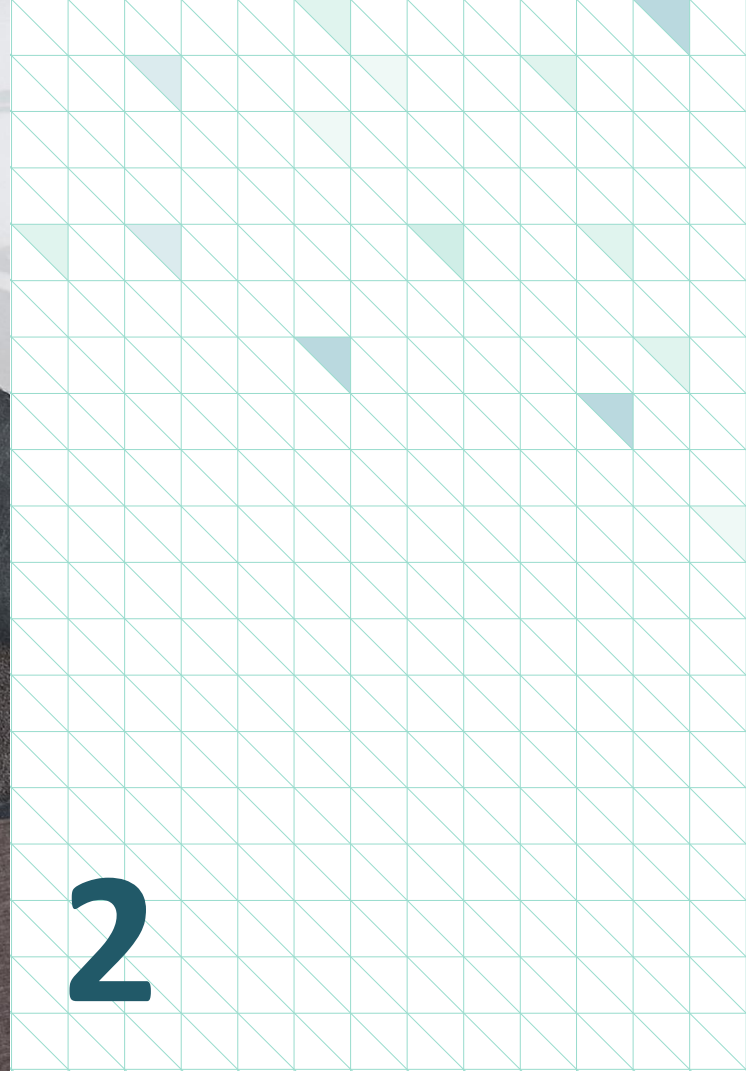
1Q FY2015/16 Portfolio Highlights

| | AOR ¹ | | ADR ¹ | | RevPAR ¹ | |
|------------------------|--|---------------------|------------------|--------------------|---------------------|--------------------|
| Australia ² | 81.8% | 3.3pp y-o-y growth | AUD 164 | 0.6% y-o-y decline | AUD 134 | 3.9% y-o-y growth |
| China | 82.9% | 0.8pp y-o-y decline | RMB 419 | 0.9% y-o-y decline | RMB 347 | 2.0% y-o-y decline |
| Japan | <ul style="list-style-type: none"> Applies to Oakwood Apartments only Mainly driven by increased ADR | | | | JPY 9,328 | 35.2% y-o-y growth |
| Singapore | <ul style="list-style-type: none"> Steady rental income contribution from Park Hotel Clarke Quay | | | | | |

Note:

1. AOR: Average Occupancy Rate; ADR: Average Daily Rate; RevPAR: Revenue per Available Room
2. Excludes Pullman Cairns International which was divested in June 2015





2

Financial Review

Results Summary – 1Q FY2015/16

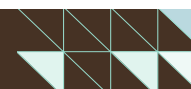
| S\$' million | 1 st Quarter | | Change |
|--|-------------------------|-------------------|--------|
| | FY2014/15 | FY2015/16 | |
| Gross Revenue | 54.3 | 52.8 | (2.7%) |
| Net Property Income | 21.6 | 21.4 | (0.9%) |
| NPI Margin | 39.8 | 40.5 | 0.7pp |
| Distributable Income | 13.7 | 15.0 | 9.5% |
| Adjusted Distributable Income ¹ | 13.7 | 14.2 | 4.1% |
| DPS (cents) | 1.24 | 1.28 ¹ | 3.2% |

- Overall improvement in portfolio performance
- Offset by weaker AUD and JPY against SGD

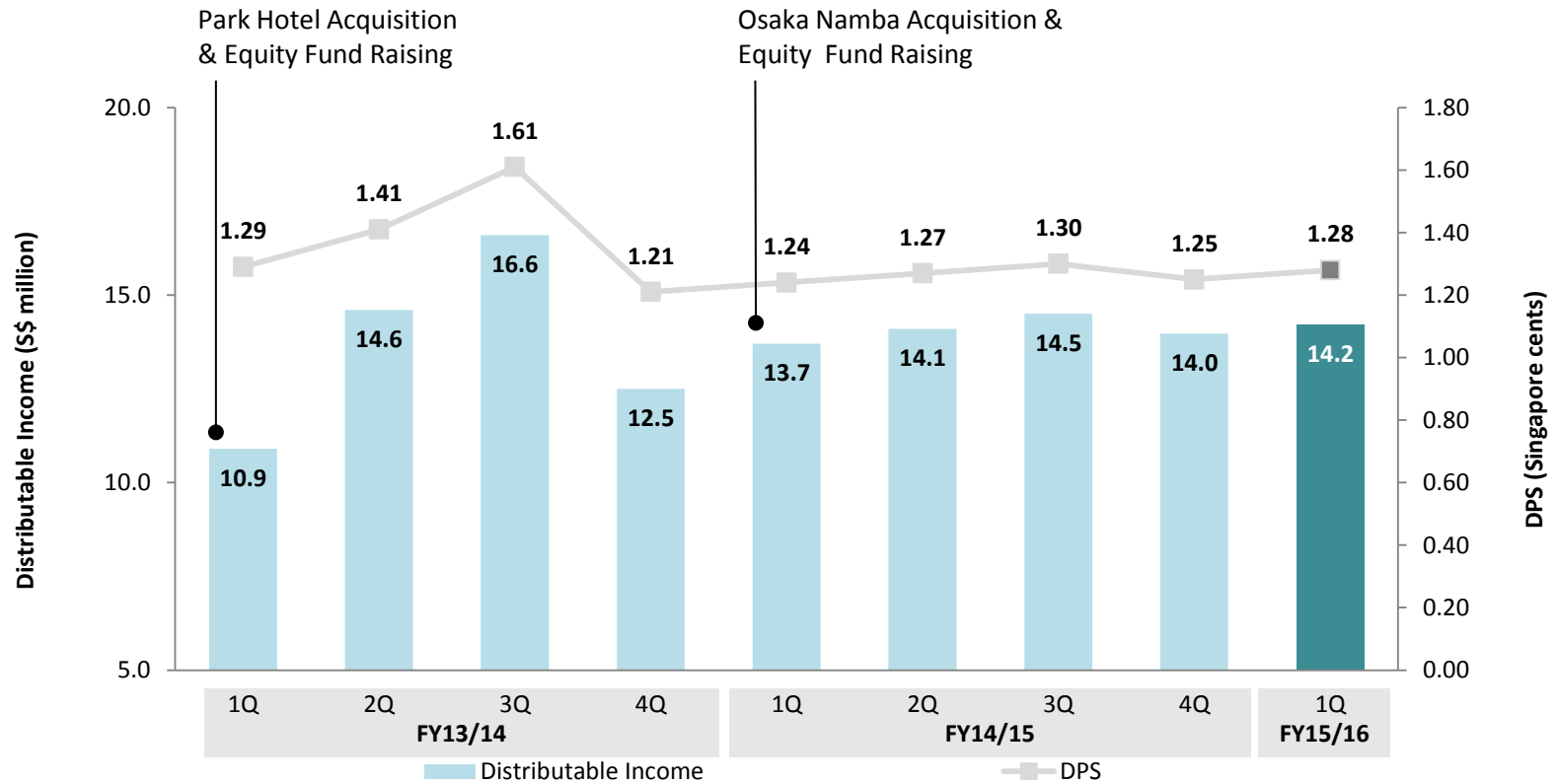
- Absence of costs of S\$1.8m related to unwinding of AUDSGD cross currency swap (“AUDSGD CCS”)
- Partially offset by higher finance costs of S\$0.4m

Note:.

1. After retaining 5% of distributable income for working capital purposes. There was no retention in 1QFY2014/15



Distribution History





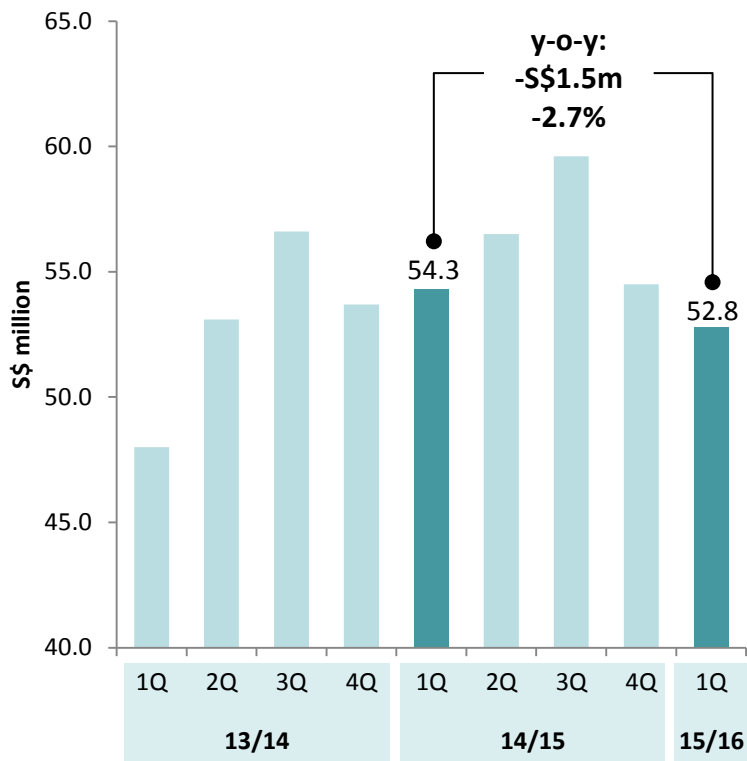
3

Portfolio Performance

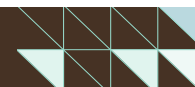
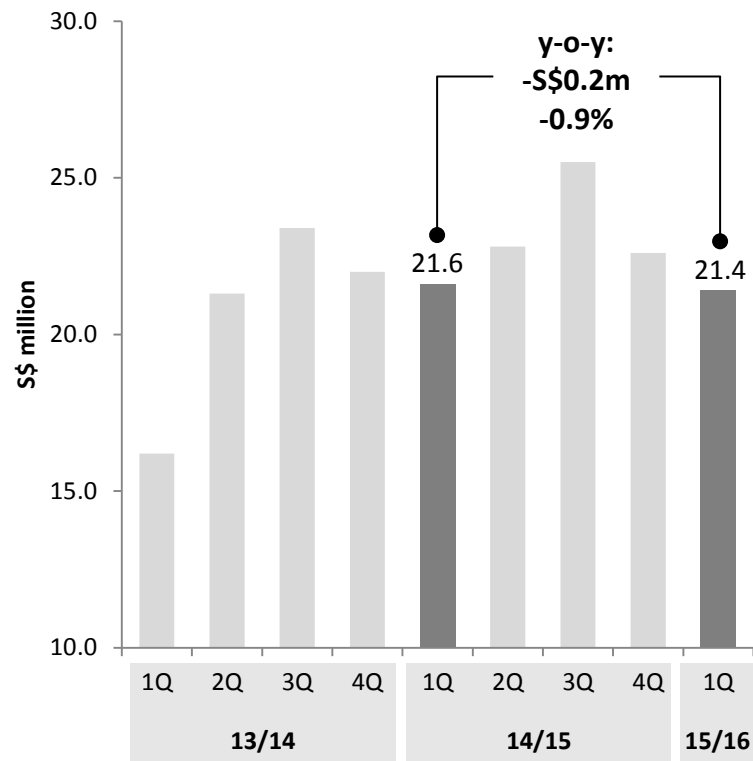
1Q FY2015/16 – Revenue and NPI Affected by Forex

- ✦ Overall improvement in portfolio performance moderated by adverse movement in AUD and JPY against SGD

Gross Revenue



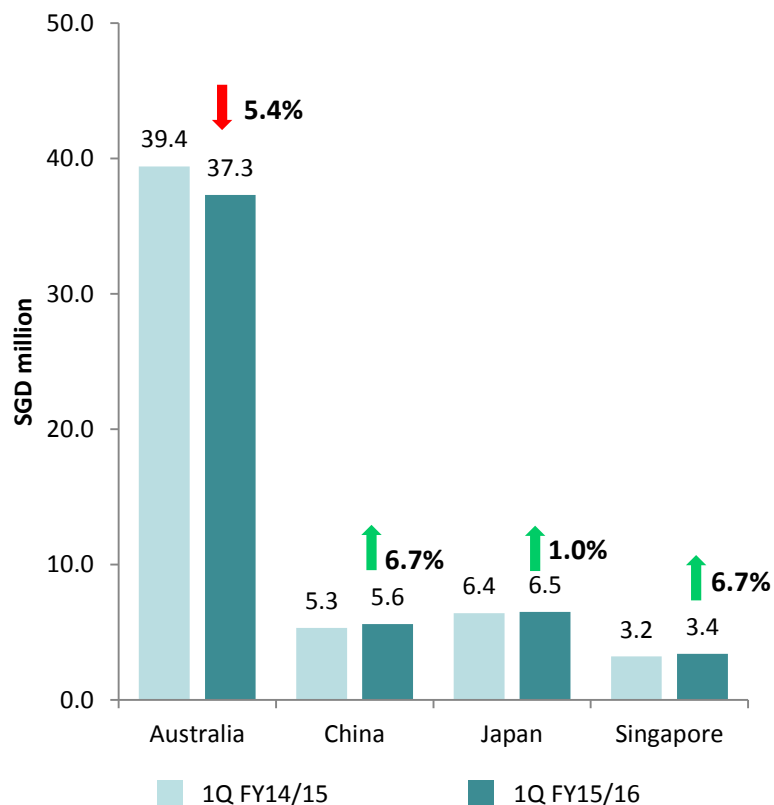
Net Property Income



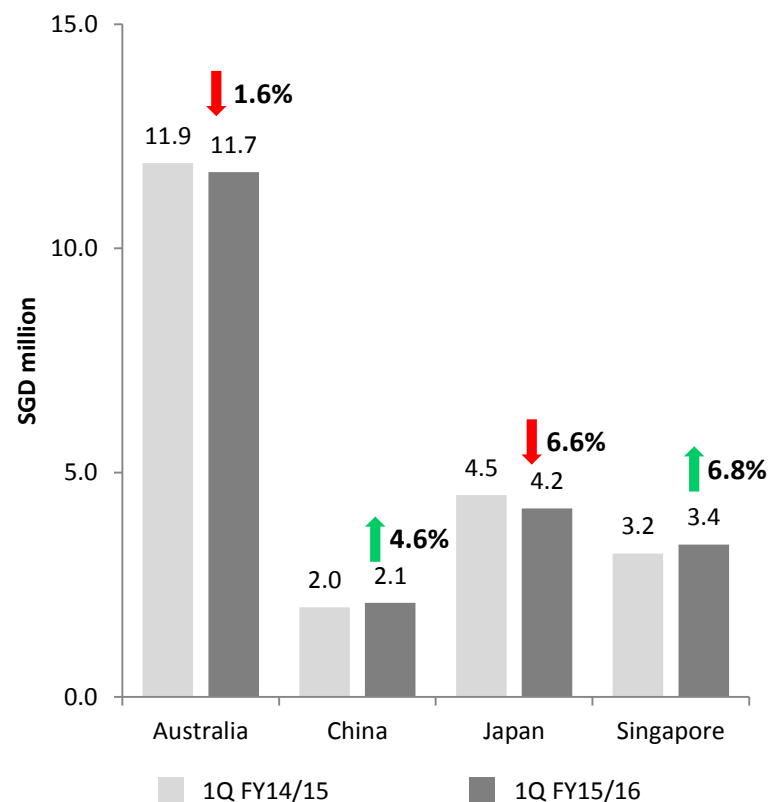
Performance by Country

- Australia and Japan portfolio performances were weaker due to continual depreciation of AUD and JPY against SGD, average rates of the two currencies both fell 10% y-o-y

Gross Revenue



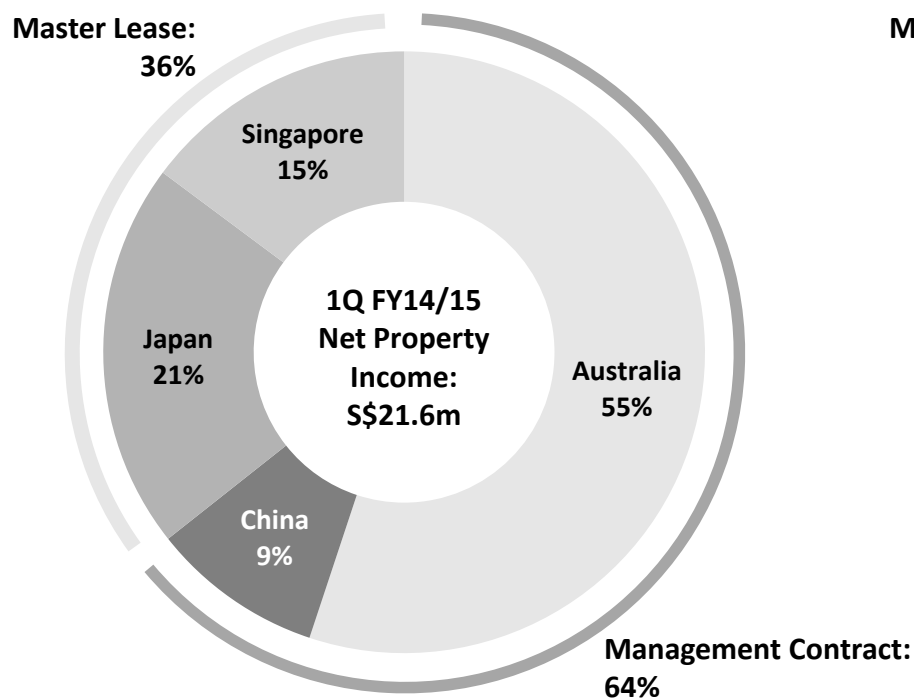
Net Property Income



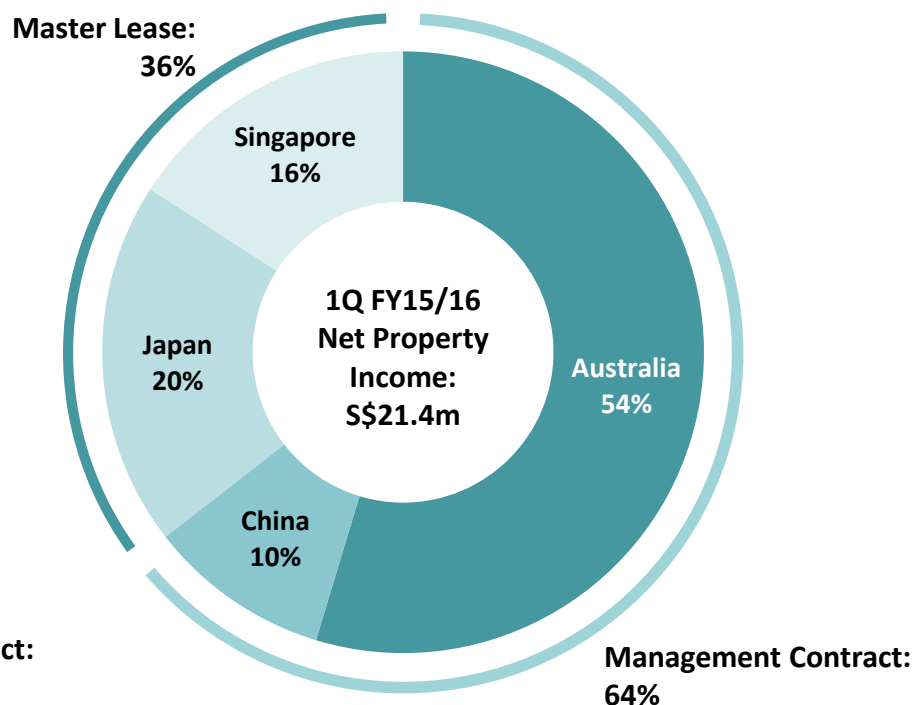
NPI Breakdown by Country and Contract Type

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

1Q FY14/15 Net Property Income



1Q FY15/16 Net Property Income



Australia Portfolio Posted Strong Quarter Performance

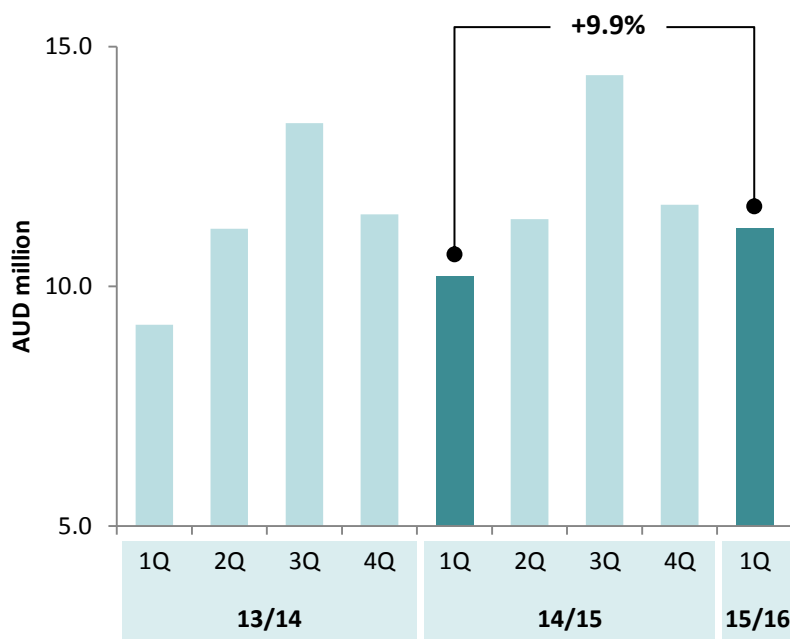
| AUD | 1 st Quarter | | Change |
|---------------|-------------------------|---------|---------|
| | FY14/15 | FY15/16 | |
| AOR | 78.5% | 81.8% | ↑ 3.3pp |
| ADR | 165 | 164 | ↓ 0.6% |
| RevPAR | 129 | 134 | ↑ 3.9% |

Note:

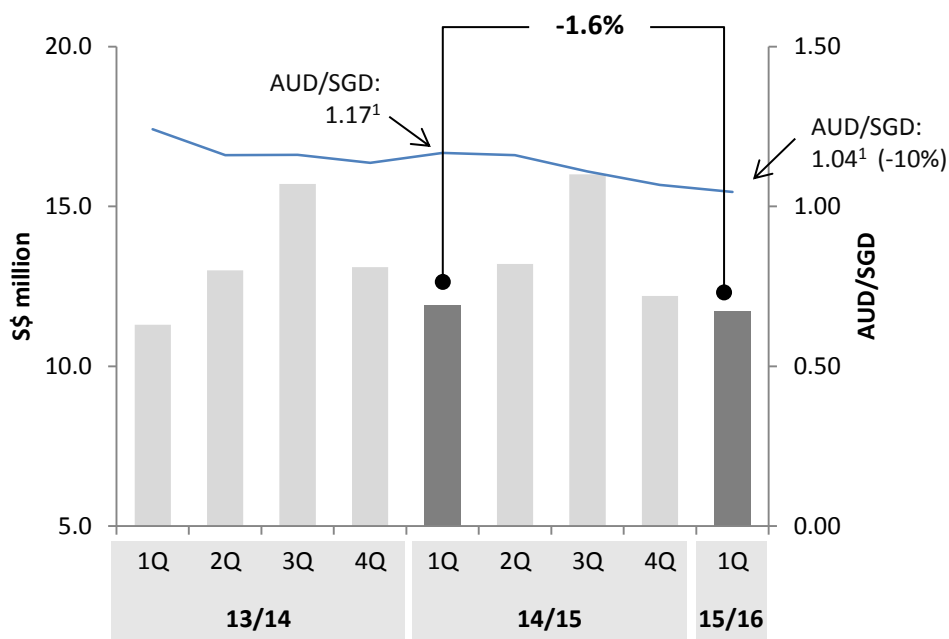
1. Excludes Pullman Cairns International which A-HTRUST owns 50%

- Overall improvement in Australia portfolio led by:
 - Strong demand at the Sydney hotels
 - Improved F&B revenue from Novotel Sydney Parramatta
 - Higher occupancy at Pullman Sydney Hyde Park office space
- Offset by weaker AUD against SGD

Net Property Income in AUD



Net Property Income in S\$



Note:

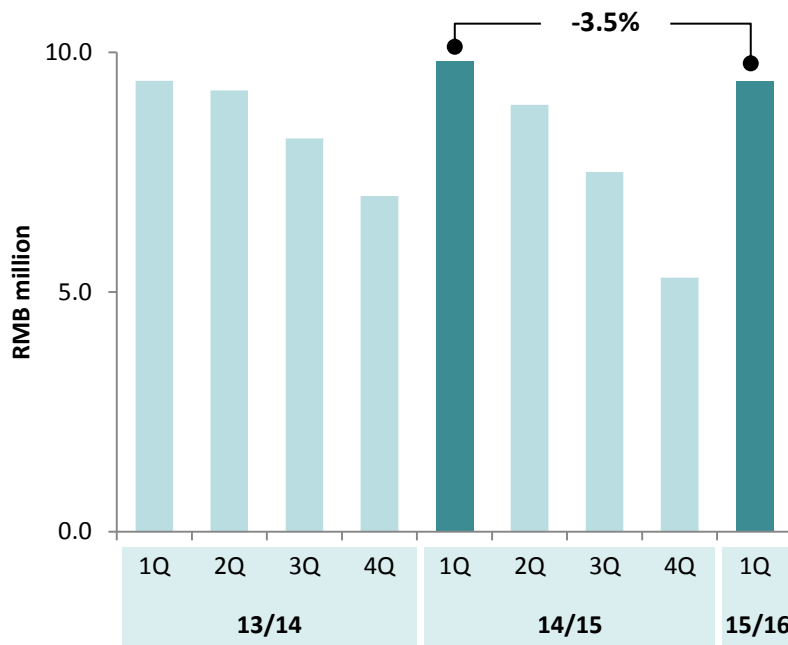
1. Based on average rate used for the respective quarter

China Portfolio Faced with Further Competition

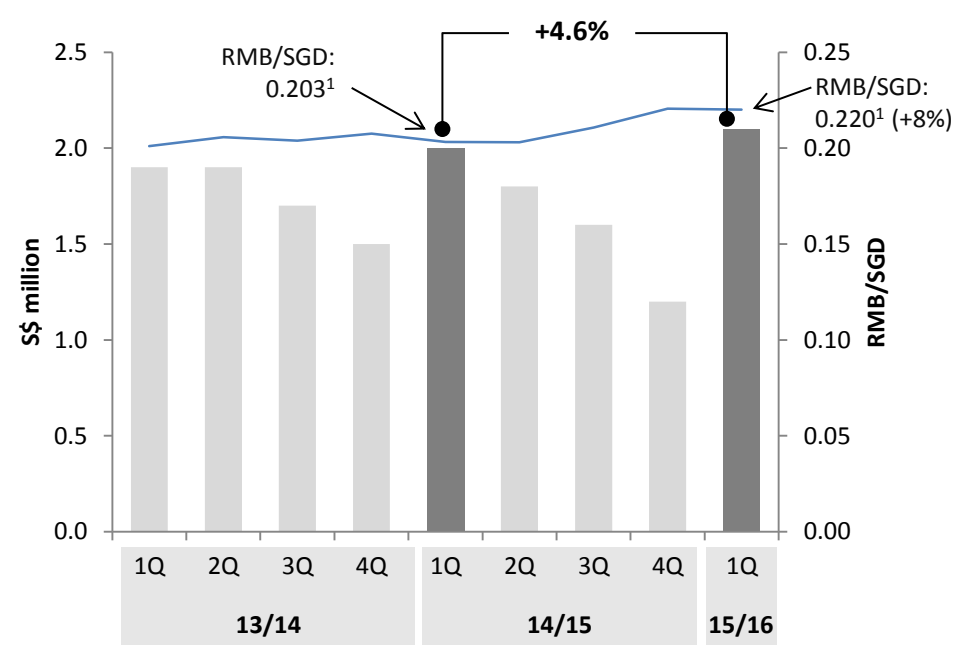
| RMB | 1 st Quarter | | Change |
|--------|-------------------------|---------|---------|
| | FY14/15 | FY15/16 | |
| AOR | 83.7% | 82.9% | ↓ 0.8pp |
| ADR | 423 | 419 | ↓ 0.9% |
| RevPAR | 354 | 347 | ↓ 2.0% |

- Added competition from opening of new hotels in the vicinity which resulted in lower rates and occupancy
- The decline was moderated by stronger RMB against SGD

Net Property Income in RMB



Net Property Income in S\$



Note:

1. Based on average rate used for the respective quarter

Japan Portfolio Continued to Improve

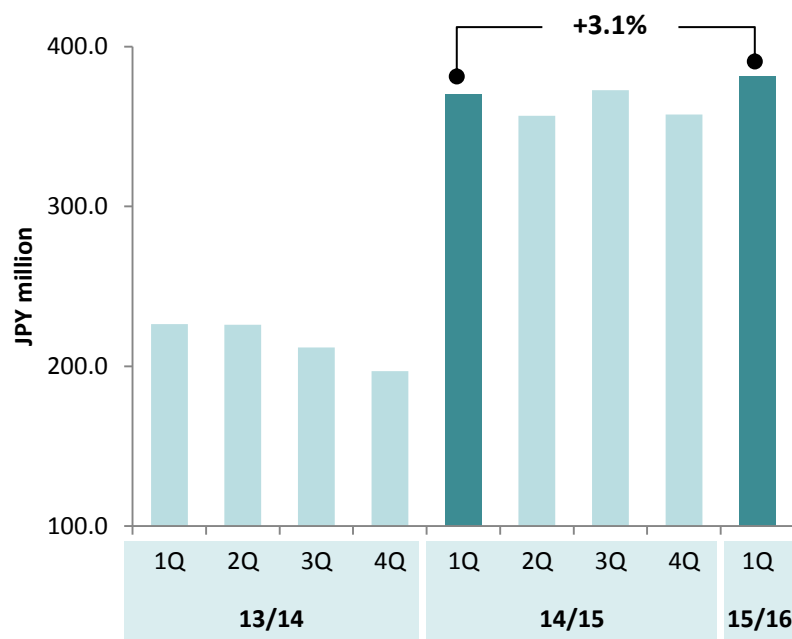
| JPY | 1 st Quarter | | Change |
|---------------------|-------------------------|---------|---------|
| | FY14/15 | FY15/16 | |
| RevPAR ¹ | 6,900 | 9,328 | ↑ 35.2% |

Note:

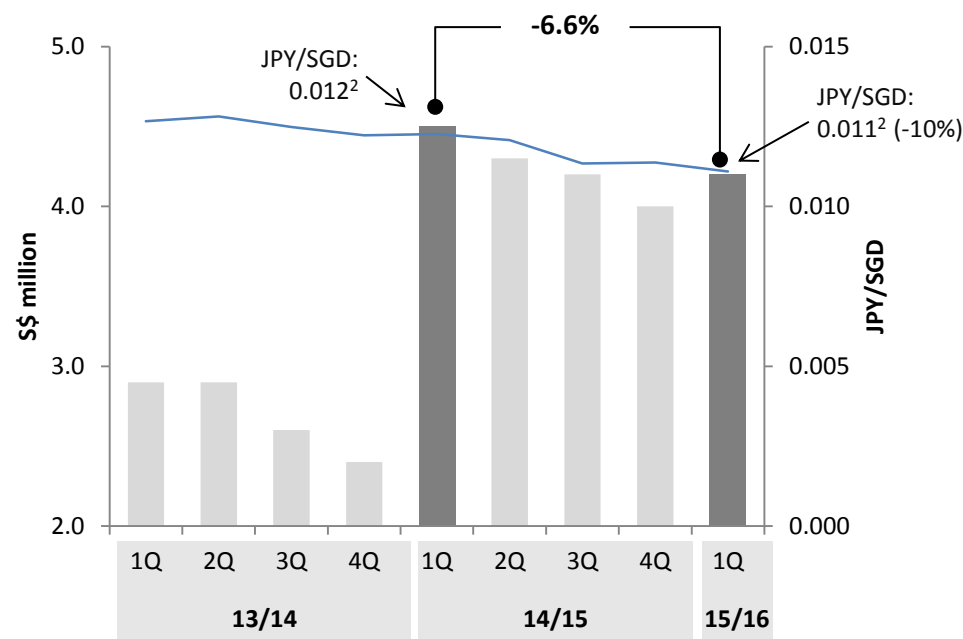
1. Applies to Oakwood Apartments only

- Full quarter contribution from Osaka Namba compared to corresponding period last year as acquisition completed on 15 April 2014
- Oakwood Apartments continued to show improvement
- Offset by weaker JPY against SGD

Net Property Income in JPY



Net Property Income in S\$



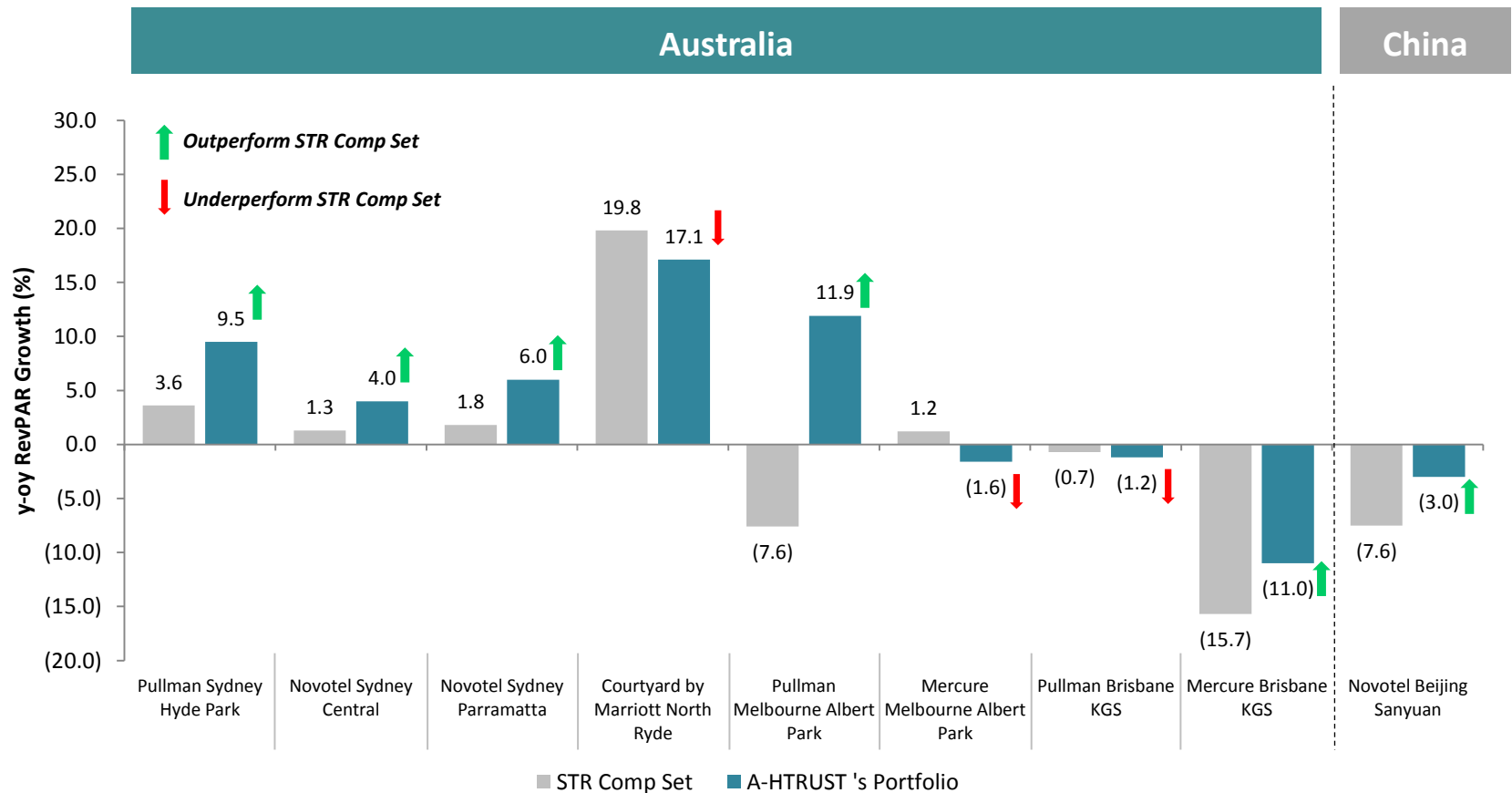
Note:

2. Based on average rate used for the respective quarter



Quality Portfolio

- ✦ Majority of our hotels outperformed their peers in terms of y-o-y RevPAR growth for 1Q FY15/16, when compared against STR Comp Set¹



Note:

1. STR (Smith Travel Research) 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.

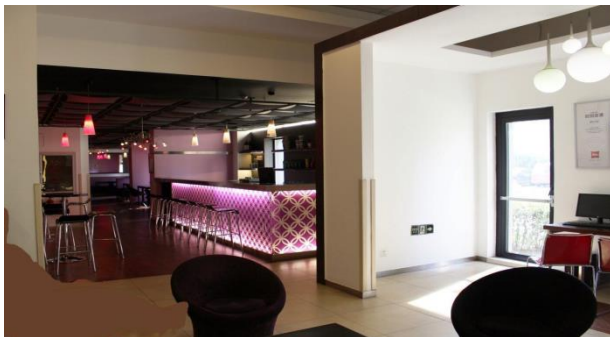
Conversion of Space for Better Use

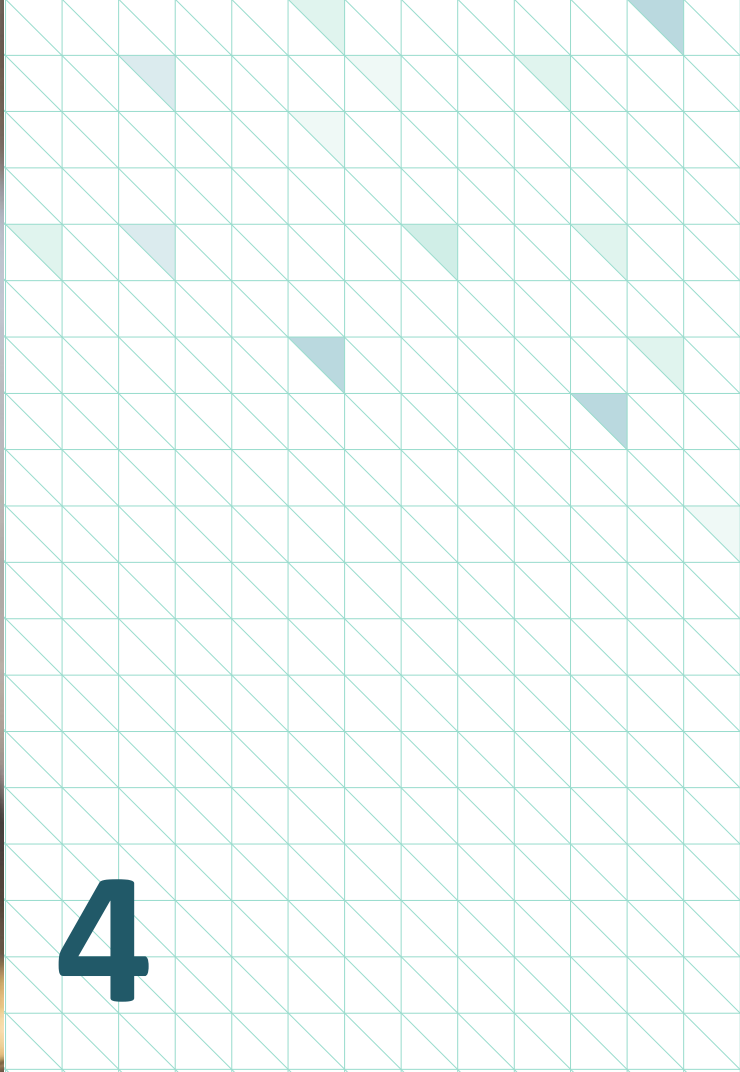
- ✦ A F&B outlet and unutilised space at Ibis Beijing Sanyuan was converted to rentable space
- ✦ The space was leased to a convenience store in June 2015, and will provide the hotel with a steady stream of income

Before Conversion



After Conversion





4

Capital Management

Healthy Balance Sheet

✦ Total assets of S\$1,415.1 million as at 30 June 2015

| | As at 31 March 2015 | As at 30 June 2015 |
|--------------------------------------|------------------------|-----------------------|
| Borrowings | S\$543.7 million | S\$538.2 million |
| Total Assets | S\$1,459.7 million | S\$1,415.1 million |
| A-HTRUST Gearing ¹ | 37.2% | 38.0% |
| - A-HREIT Gearing | 28.2% | 28.8% |
| - A-HBT Gearing | 42.3% | 43.2% |
| Weighted average interest rate | 3.2% | 3.4% |
| Weighted average debt to maturity | 2.5 years | 2.8 years |
| Net asset value per stapled security | S\$0.74 | S\$0.71 |

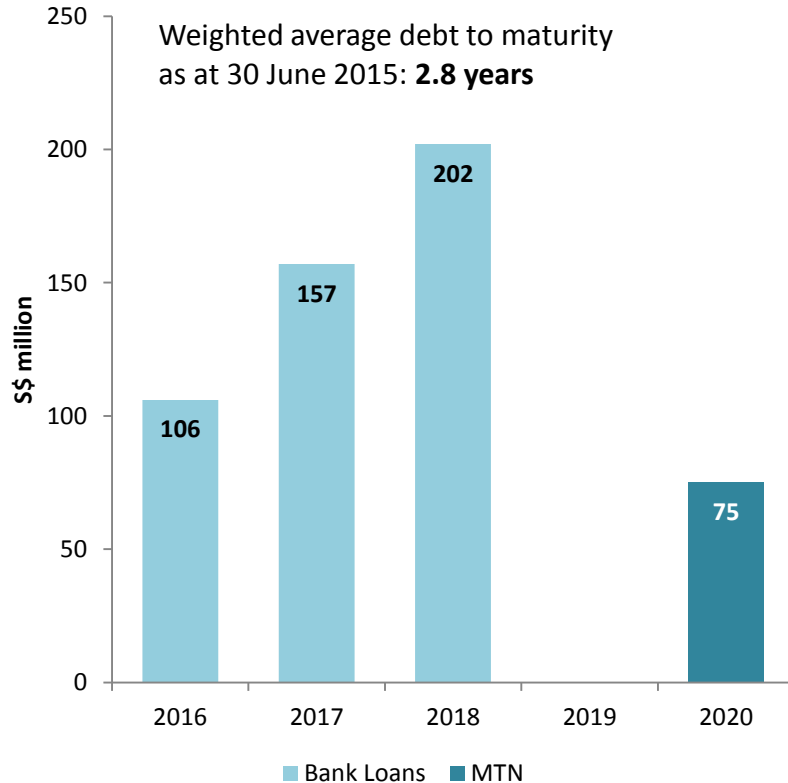
Note:

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



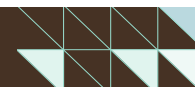
Balanced Debt Profile

Debt Maturity Profile



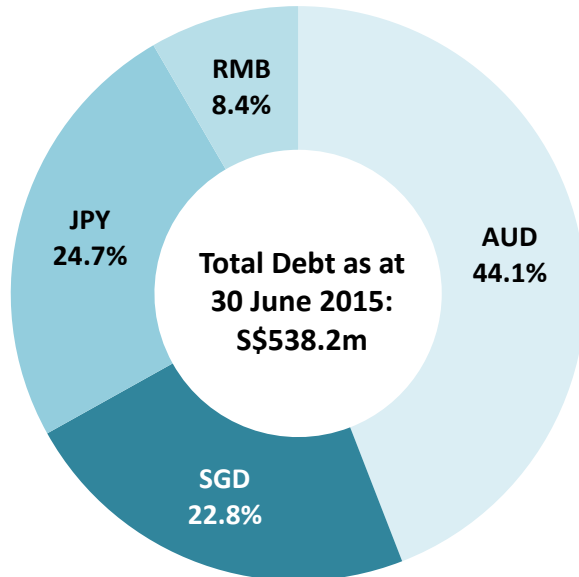
Debt Facilities

- **Term loan facilities:**
3 to 5-year term loan facilities
- **Revolving credit facility (“RCF”):**
3-year S\$60 million RCF
- **Medium term notes (“MTN”):**
S\$1 billion Multicurrency Stapled MTN programme established in October 2014
- **No refinancing requirement until July 2016**

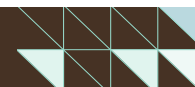
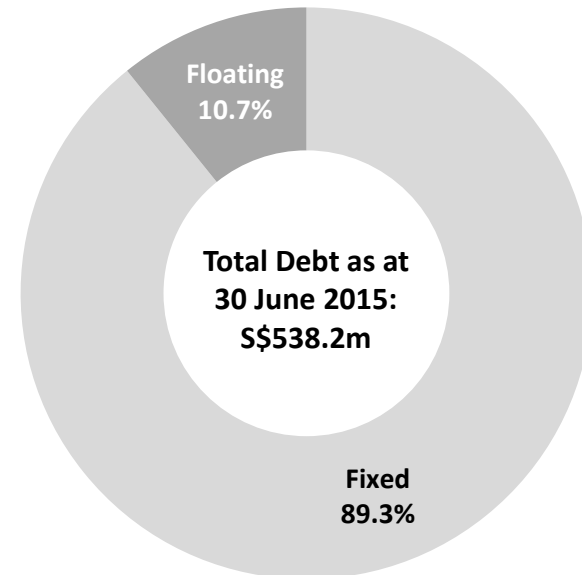


Prudent Capital Management

Debt Currency Profile



Interest Rate Profile

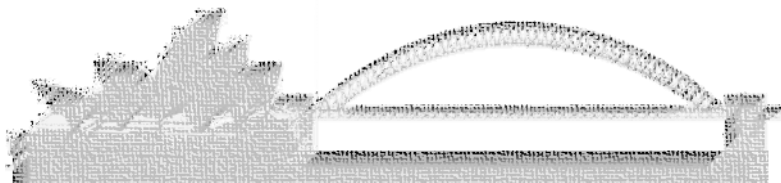




5

Looking Ahead

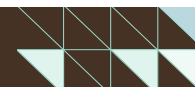
Australia –Tourism Sector Healthy



- Australia tourism remained healthy supported by both international arrivals and domestic travelling
- Number of international visitors to Australia was up by 8% y-o-y to 6.5 million for the 12-month period ended 31 March 2015¹
- Domestic travelling for the 12-month period ended 31 March 2015 was up 6% y-o-y reaching 82.3 million overnight trips¹
- However, continual weakening of AUD against SGD will impact A-HTRUST's earnings in SGD terms

Note:

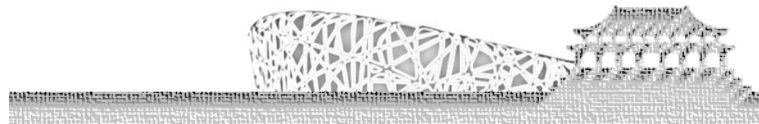
1. Source: Tourism Research Australia



China – Challenges Persist



- International visitors to Beijing YTD May 2015 declined by 0.2% y-o-y ¹ as appreciation of RMB and concerns over Europe economy affected international arrivals
- Opening of new hotels likely to constrain hotel performances in Beijing in the near term
- Domestic tourism is expected to remain robust and is likely to support the tourism sector in Beijing
- The World Championship in Athletics, a 13-day international event, will be hosted at the Beijing National Stadium in August 2015



Note:

1. Source: Beijing Statistics Bureau



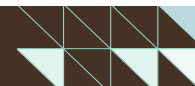
Japan – Positive Trends Continue



- The positive trend in the tourism sector continued as international arrivals to Japan recorded an increase of 46% y-o-y to 9.1 million¹ for the period YTD June 2015
- Pro-tourism government initiatives have helped drive international arrivals
- The sector has also benefitted from the impact of low cost carriers
- Expansion / developments at various airports to support the tourism sector

Note:

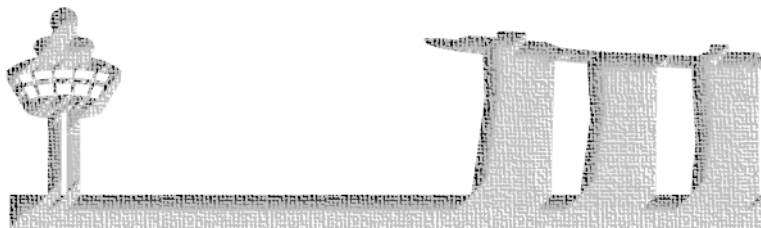
1. Source: Japan National Tourism Organisation



Singapore – Near Term Outlook Stable

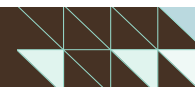


- May 2015 provided some reprieve in terms of number of international visitors as the month saw the first y-o-y increase this year
- Although international visitors YTD May 2015 was down 4% y-o-y, the month of May saw an increase of 1% y-o-y¹
- The Singapore Tourism Board is stepping up its marketing efforts to stem the decline:
 - ✓ Launching a marketing campaign in conjunction with SG50
 - ✓ Collaborating with Singapore Airlines and Changi Airport to jointly promote inbound travel to Singapore and Changi Airport



Note:

1. Source: Singapore Tourism Board





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

Managers of A-HTRUST
61 Science Park Road #04-01 The Galen
Singapore Science Park II
Singapore 117525
Tel: +65 6774-1033
Email: info-aht@ascendas.com
www.a-htrust.com

ahtrust
ascendas hospitality trust