



**ASCOTT**  
RESIDENCE  
TRUST

A Member of CapitaLand

# Ascott Residence Trust

## A Leading Global Serviced Residence REIT

Acquisition of Prime one-north Site in Singapore  
for Development of Coliving lyf Property

20 September 2018

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- Acquisition Highlights
- Project Details
- Rationale for the Acquisition
- Summary

# Acquisition Highlights



lyf one-north Singapore  
(Artist Impression)

Concept Design by WOHA



# Acquisition of Prime one-north Site for Development of Coliving lyf Property

1



## Prime Site at one-north

- Prominent research hub and business center
- Catchment of young entrepreneurs, millennials and professionals
- Accessible to major expressway and public transport system

2

## lyf one-north Singapore : Ascott REIT's First Coliving Property

- Capture the rising demand for coliving spaces
- Leveraging on Sponsor's coliving lyf brand, new offering caters to a different market segment, providing earnings diversification



3



## Strengthen Ascott REIT's Presence in Singapore

- Singapore economy remains robust with strong development fundamentals
- Situated in western region, compliments current portfolio of city and city fringe properties

4

## Development Project Enhances Returns

- Lower investment outlay
- Fully funded by debt, utilising available debt headroom
- Project development within the 10% threshold limit set by MAS
- Yield on cost is ~6%



# Project Details



lyf one-north Singapore  
(Artist Impression)

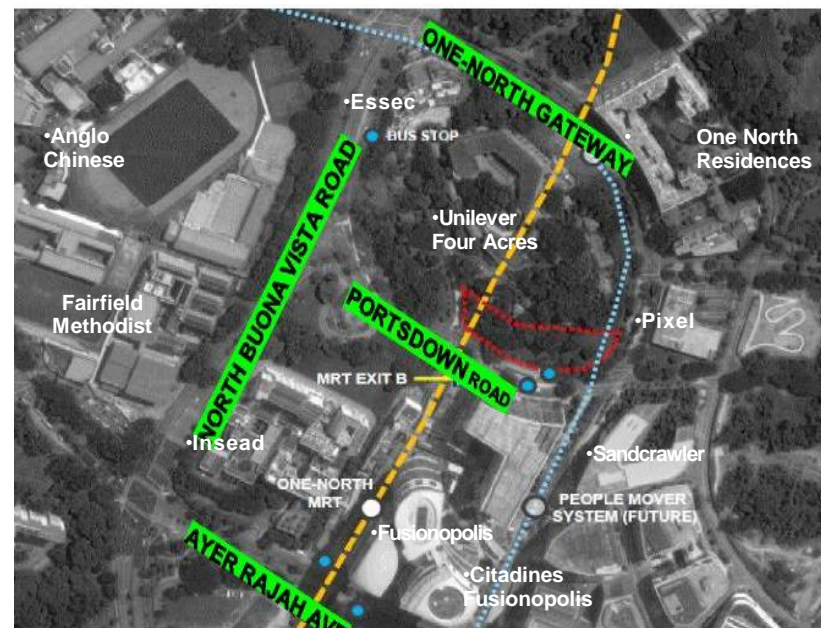
Concept Design by WOHA

## Located in one-north: Singapore's Research and Innovation Business Hub

<b>Location</b>	Nepal Hill, one-north
<b>Tenure</b>	60 years
<b>Type of Use</b>	Serviced Apartment (Coliving Residence)
<b>Zoning</b>	Residential
<b>Site Area</b>	4,549 sq m (48,965 sq ft) <sup>1</sup>
<b>Gross Plot Ratio</b>	1.5
<b>Gross Floor Area</b>	6,823.5 sq m (73,447 sq ft) <sup>2</sup>
<b>Winning Tender Price</b>	S\$62.4 million (S\$850 psf ppr)

Notes:

1. The site area is subject to final survey
2. Subject to change



### Enjoys accessibility to -

- the Central Business District and other key districts within the city via Ayer Rajah Expressway (AYE)
- Mass Rapid Transit (MRT) network via 100m walk to one-north MRT (Circle Line)
- F&B outlets, retail & offices within short walking distance

# Project Details: lyf one-north Singapore

The First Coliving Development in one-north Capturing Untapped Demand in the Area



<b>Proposed Development</b>	lyf one-north Singapore
<b>Target Market</b>	Millennial-minded business travellers, working professionals, executive education program participants seeking coliving residences with strong social ties with other fellow residents
<b>No. of Units</b>	324 units <sup>1</sup>
<b>Branding</b>	Intend to be managed by CapitaLand/Ascott as lyf coliving property
<b>Target Year of Opening</b>	2021
<b>Total Development Cost</b>	~ S\$117.0 million
<b>Source of Funding</b>	100% debt
<b>Construction Period</b>	~ 2 years from 4Q 2018 to 4Q 2020

Note:  
1. Subject to change





Artist Impression of Aerial View

*Designed as a dynamic “Lightning Bolt”, a symbol of energy & vibrancy, lyf one-north Singapore will be the first standalone serviced residence for hip and chic co-living in Singapore.*

*It is shaped around a variety of public plazas, green terraces and communal facilities where residents will live, work and play, before retreating to the privacy of their apartment’s rooms.*

## Green Social Spaces

*Sandwiched between two blocks, the activity terrace provides cool and shaded recreational space for fun social and wellness activities.*



*The ground level will feature a welcoming entrance plaza designed for public events and activities for lyf residents and the one-north community.*

*An elevated verandah deck overlooking the entrance plaza and the lush Nepal Hills also features the communal amenities such as the social kitchen, gymnasium and lap pool.*

## Design of Studio and Loft Units



**Studio units will feature hanging pin boards and shelves as creative spaces, hanging rails for flexible clothing storage as well as built-in platform beds doubling up as luggage storage.**

**For those who prefer bigger spaces, the loft units offer a high ceiling and an additional furniture deck.**

**All rooms will include ensuite bathrooms.**

# Design Concept

## Communal Spaces



Wash & Hang  
(Social Laundromat)



Connect  
(Communal Lounge)



Say Hi  
(Bar/Café Check-in)

## Communal Spaces

**Bond  
(Social  
Kitchen)**



**Connect  
(Event Space)**

# Rationale for the Acquisition

lyf one-north Singapore  
(Artist Impression)

Concept Design by WOHA



# Rationale for the Acquisition

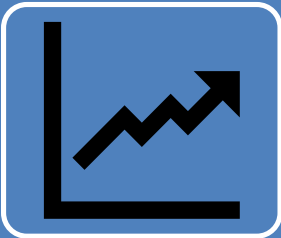
Broaden Earnings Base, Diversify and Strengthen Portfolio to Grow Unitholders' Returns

- 1 Secure High Potential Asset Upfront
- 2 Located in Prime Developing District; Acquisition Strengthens Singapore Presence
- 3 New Product Catered for the Rising Millennial-Minded Market



# 1 Secure High Potential Asset Upfront

## Limited Opportunities to Acquire Yield Accretive Completed Properties within Singapore's Developed Hospitality Market



### Higher Returns and DPU Enhancement

- Lower investment outlay compared to buying completed property
- Clean land title, low-rise building with no basement construction
- Potential for property value uplift upon completion
- Yield on cost is ~6%



### Building Specifications

- Coliving residences characterised by smaller units with larger and more communal spaces and facilities
- Undertaking development provides customisation of building design and specifications to better suit needs



### Within Regulatory Limits

- Project accounts for ~3% of Ascott REIT's deposited property, well within 10% regulatory limit<sup>1</sup>
- Project funded by available debt headroom. Post transaction gearing increase to 37.2%<sup>2</sup>, well within 45% regulatory limits<sup>3</sup>

Notes:

1. Property Fund Appendix rules on development projects proportion
2. Post transaction gearing as of 30 June 2018
3. Property Fund Appendix rules on gearing limit



# 2 Located in Prime Developing District

Strengthens Ascott REIT's Presence in Singapore

## Singapore's Economy Remains Robust



Ranked top 5%<sup>1</sup> for ease of starting and doing business



2018 GDP growth forecasted at 2.5% to 3.5%<sup>2</sup>



Fixed asset investments of S\$8 billion to S\$10 billion expected for 2018<sup>3</sup>

## with Strong Development Fundamentals in one-north

Home to 400 companies, 800 startups and 50,000 professionals<sup>4</sup>



in critical growth sectors such as biomedical, info-communications and media industries



Attracting over S\$7 billion worth of investments<sup>4</sup>, one-north will be developed to host cluster of world class research facilities and business parks

### Sources

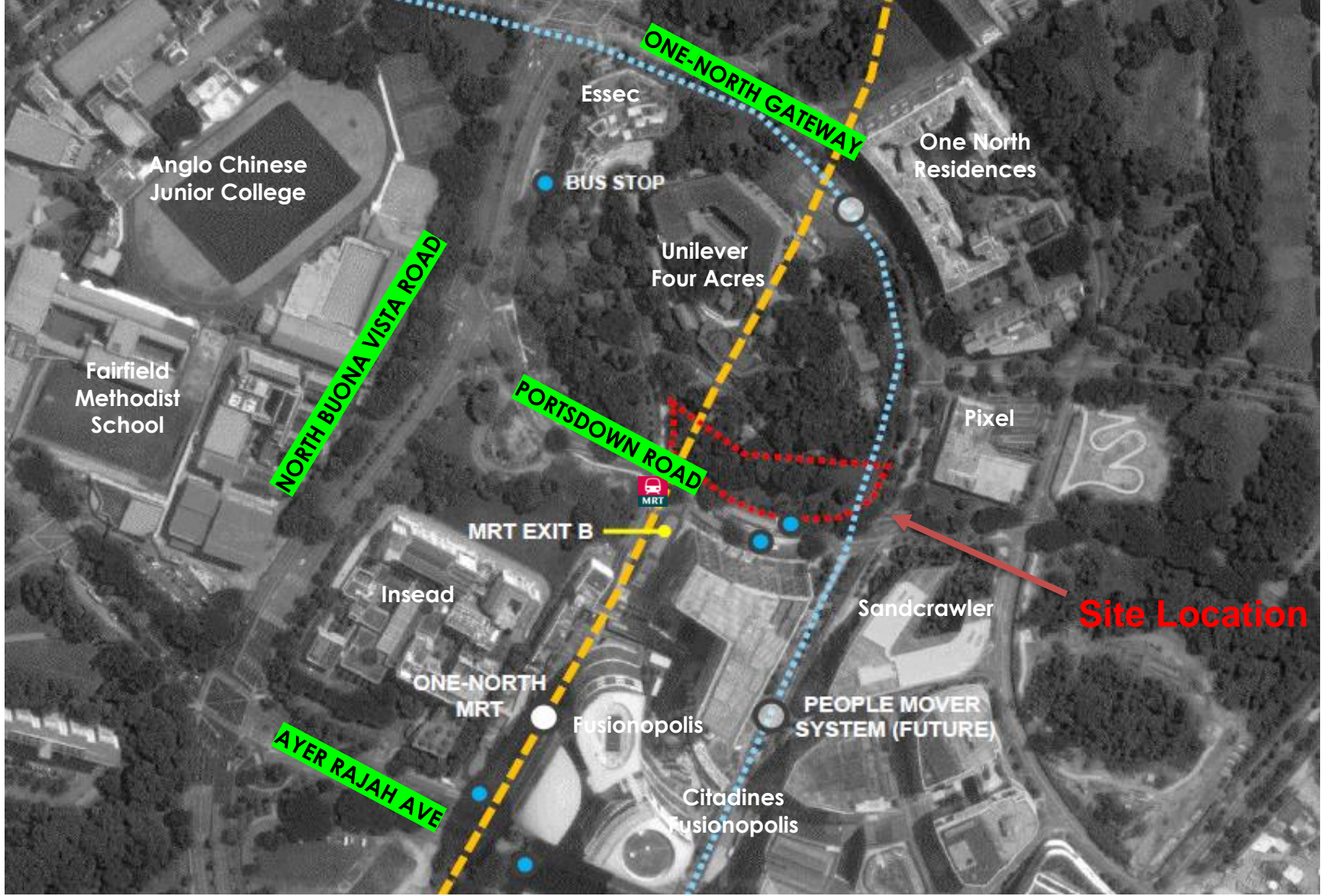
1. World Bank
2. Monetary Authority of Singapore
3. Economic Development Board of Singapore
4. JTC Corporation



2

# Located in Prime Developing District

## Site Location Map





2

# Located in Prime Developing District

## One-north Estate Map

### VISTA

- The Metropolis
- MOE
- BASF Learning Campus
- The Star Vista
- Rochester Park
- Park Avenue Rochester & Rochester Mall
- GSK Asia house

### NEPAL HILL

- Unilever Four Acres
- ESSEC Business School

### FUSIONOPOLIS

- Fusionopolis One & Two
- Solaris
- Nexus @ one-north
- Sandcrawler
- Galaxis
- PIXEL
- one-north Residences
- INSEAD Asia Campus
- NTU Alumni Club



### LAUNCHPAD

- JTC LaunchPad (Blks 67 – 81; spaces for startups and enablers)
- Timbre + (gastropub)

### BIOPOLIS

- A\* STAR
- Biomedical R&D
- P&G Innovation Centre
- Facilities for biomedical startups

### WESSEX

- Wessex Residences
- Wessex Village Square (lifestyle & dining)
- Tanglin Trust School

### MEDIAPOLIS

- Mediacorp Campus
- Infinite Studios

### AYER RAJAR

- Seagate Design Centre
- STT MediaHub
- Technopreneur Centre

# New Product Catered for the Rising Millennial-Minded Market

Ascott REIT's First Coliving Property Set to be the First Coliving Development in one-north Precinct



**designed by millennials for millennials**

**a new co-living concept that connects you with like-minded travellers while setting the stage for jetsetters and trendsetters to “live your freedom” in a dynamic environment. bond in an array of social spaces and foster a new way of community living.**

**live lyf now.**

- lyf, a coliving brand designed and managed by millennials for millennials and millennial-minded travellers
- Signifies a new way of living and collaborating as a community
- ‘Connect’ communal spaces designed to facilitate interaction – coworking areas easily converted to workshop zones or social gathering spaces
- Managed by lyf guards – millennials who may be residents themselves - acting as community managers, city and food guides and problem solvers all rolled into one

3

# New Product Catered for the Rising Millennial-Minded Market

Ascott REIT's First Coliving Property Set to be the First Coliving Development in one-north Precinct

## Under-served Demand in one-north

- Strong demand for community living and collaboration from the catchment of 50,000 professionals who are majority young entrepreneurs, millennials and executives
- Limited lodging supply in the vicinity with about 500 rooms
- lyf one-north Singapore set to be the first coliving development, serving the untapped demand in the area

## First Coliving Property within Ascott REIT Portfolio

- Introduction of lyf coliving property, adds to Ascott REIT's current suite of brands, providing more choices catering to different guests' experiences and needs



citadines  
APART' HOTEL



*The Crest Collection*



# Summary



lyf one-north Singapore  
(Artist Impression)

Concept Design by WOHA

## Acquisition of Prime one-north Site for Development of Ascott REIT's First Coliving lyf Property

1

### Secure High Potential Asset Upfront

- Lower investment outlay; potential for uplift at property completion
- Undertaking development enables building design customisation, important for coliving properties with larger communal spaces
- Development within 10% MAS regulatory limit

2

### Prime Developing District in Singapore

- Singapore's economy and hospitality market outlook remains positive
- one-north district to thrive as the prime research and business hub, with continuous development of innovation and R&D initiatives
- Ready catchment of millennials and millennial-minded professionals

3

### New Product Catered for Rising Millennial-Minded Market

- Set to be the first coliving development in one-north, lyf one-north Singapore caters to untapped demand for communal living and working spaces
- Addition of new product targeted at different market segment provides further income and earnings diversification and stability



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# Thank You

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