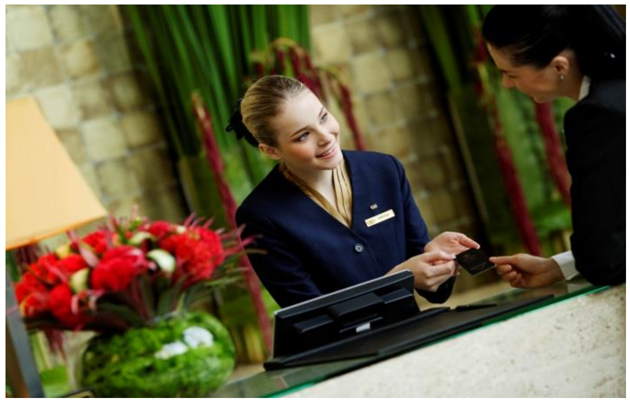


ASCOTT
RESIDENCE TRUST
A Member of CapitaLand

Ascott Residence Trust
A Leading Global Serviced Residence REIT

FY2018 Financial Results

29 January 2019

Important Notice

The value of units in Ascott Residence Trust ("Ascott REIT") (the "Units") and the income derived from them may fall as well as rise. The Units are not obligations of, deposits in, or guaranteed by Ascott Residence Trust Management Limited, the Manager of Ascott REIT (the "Manager") or any of its affiliates. An investment in the Units is subject to investment risks, including the possible loss of the principal amount invested. The past performance of Ascott REIT is not necessarily indicative of its future performance.

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, cost of capital and capital availability, competition from similar developments, shifts in expected levels of property rental income, 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. Prospective investors and Unitholders are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of the Manager on future events.

Unitholders of Ascott REIT (the "Unitholders") have no right to request the Manager to redeem their units in Ascott REIT while the units in Ascott REIT are listed. It is intended that Unitholders may only deal in their Units through trading on Singapore Exchange Securities Trading Limited (the "SGX-ST"). Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

Content

- Key Highlights of FY2018 and 4Q 2018
- Distribution Details
- Portfolio Performance
- Key Country Updates
- Outlook
- Value Creation Strategies
- Conclusion
- Other Information

Key Highlights of FY2018 and 4Q 2018

Ascott Orchard Singapore

Key Takeaways – FY2018

Revenue	Gross Profit	RevPAU	DPU
▲ 4% Y-o-Y	▲ 5% Y-o-Y	▲ 5% Y-o-Y	▲ 1% Y-o-Y

8 Key Markets[1] Contributed ~85% Total Gross Profit
Better Performance on a Same-Store Basis

Valuation Uplift of
S$35.5m
recorded for portfolio of properties

Acquisition of Prime Site to develop first coliving property
lyf one-north Singapore

Full Year Unitholders' Distribution
S$154.8m
(including S$6.5m Capital Gains Distribution)

Notes:
Figures above as at 31 December 2018
1. Refers to Australia, China, France, Japan, Singapore, United Kingdom, United States and Vietnam

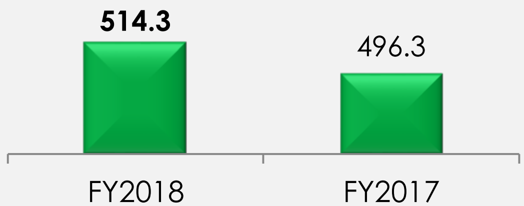
Financial Highlights
(FY2018 vs FY2017)

ASCOTT RESIDENCE TRUST
A Member of CapitaLand

Revenue and Gross Profit grew **4%** and **5%** y-o-y respectively boosted by enlarged portfolio from acquisitions and higher same-store contributions

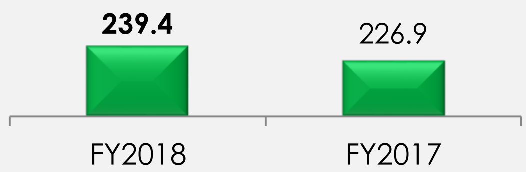
Revenue (S$m)

▲ **4%** Y-o-Y



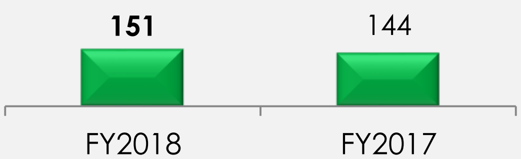
Gross Profit (S$m)

▲ **5%** Y-o-Y



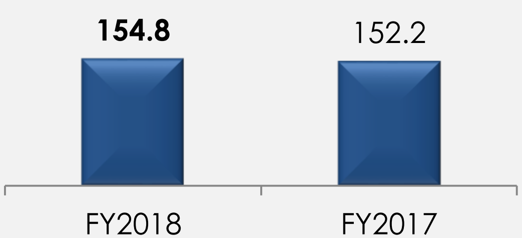
Revenue Per Available Unit (S$)

▲ **5%** Y-o-Y



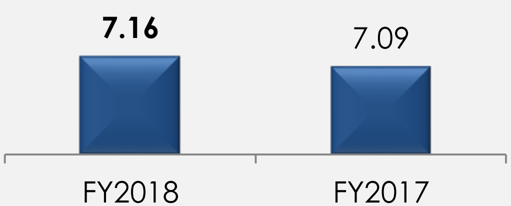
Unitholders' Distribution (S$m)

▲ **2%** Y-o-Y



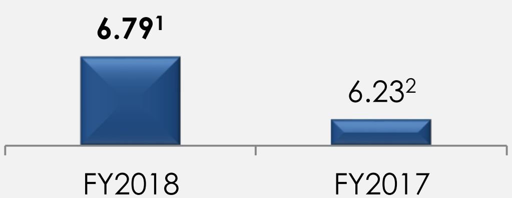
Distribution Per Unit (S cents)

▲ **1%** Y-o-Y



Adjusted Distribution Per Unit (S cents)

▲ **9%** Y-o-Y



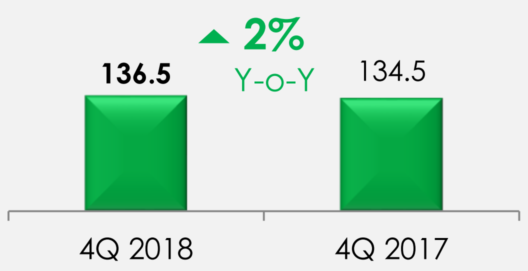
Notes:

1. *Excluding one-off realised foreign exchange gain of S$1.6m arising from the receipt of divestment proceeds and repayment of foreign currency bank loans with the divestment proceeds and one-off partial distribution of divestment gains of S$6.5m*
2. *Excluding one-off realised foreign exchange gain of S$11.9m arising from repayment of foreign currency bank loans with proceeds from Rights Issue and divestments and one-off partial distribution of divestment gains of S$6.5m*

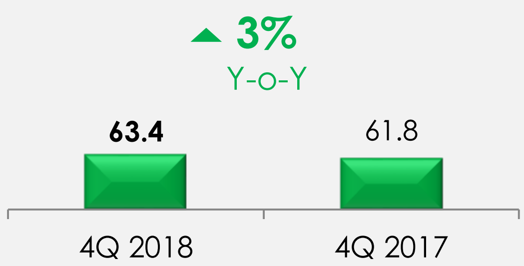
Financial Highlights
(4Q 2018 vs 4Q 2017)

Higher contributions from properties acquired in FY 2017 and better performance of existing properties

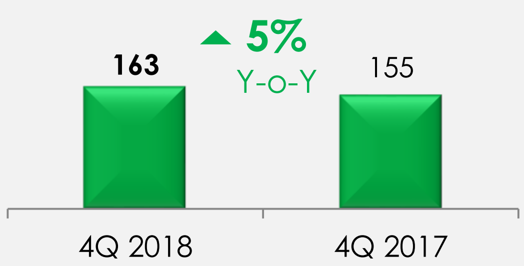
Revenue (S$m)



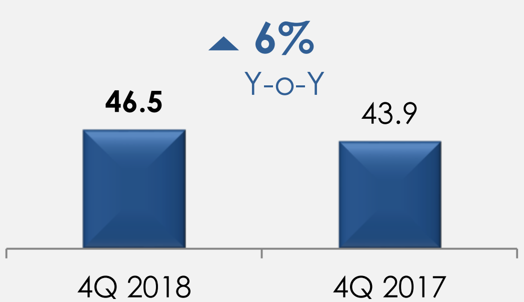
Gross Profit (S$m)



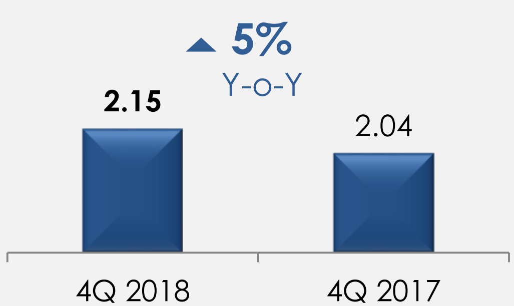
Revenue Per Available Unit (S$)



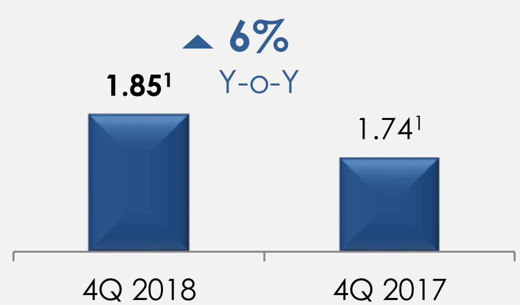
Unitholders' Distribution (S$m)



Distribution Per Unit (S cents)



Adjusted Distribution Per Unit (S cents)



Notes:

1. Excluding one-off partial distribution of divestment gains of S$6.5m in both 4Q 2018 and 4Q 2017

Revenue and Gross Profit by Contract Type (4Q 2018 vs 4Q 2017)

Higher Revenue and Gross Profit achieved
Better performance on same store basis

		Revenue (S$'mil)			Gross Profit (S$'mil)			RevPAU (S$)		
		4Q 2018	4Q 2017	% Change	4Q 2018	4Q 2017	% Change	4Q 2018	4Q 2017	% Change
Stable Income	Master Leases	20.0	19.8	1	17.8	17.9	(1)	n.a.	n.a.	n.a.
Stable Income	MCMGI[1]	20.5	19.3	6	8.2	8.2	-	196	179	10
Growth Income	Management Contracts	96.0	95.4	1	37.4	35.7	5	157	151	4
	Total 73 Properties[2]	136.5	134.5	2	63.4	61.8	3	163	155	5

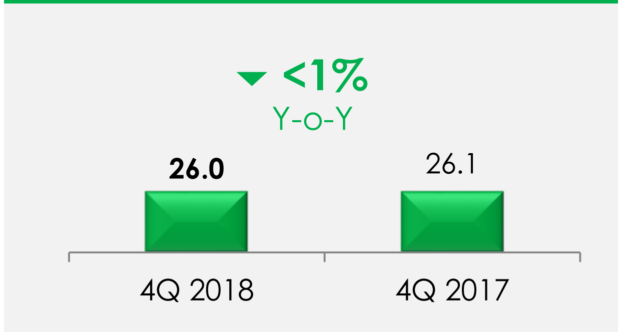
- **Master Leases:** Revenue increased mainly due to full quarter contribution from Ascott Orchard Singapore
- **MCMGI:** Revenue grew 6% y-o-y underpinned by strong demand in Spain and United Kingdom.
- **Management Contracts:** Higher Revenue contributed by better performance of United States, Japan and Singapore properties, partially offset by loss of contribution from the two divested China properties, Citadines Biyun Shanghai and Citadines Gaoxin Xi'an

Notes:
1. *MGMGI refers to Management Contracts with Minimum Guaranteed Income*
2. *Relates to operating properties only and excludes lyf one-north Singapore (under development)*

Strong Performance

- 4Q 2018 Gross Profit comprised by **41% Stable** Income and **59% Growth** Income

Gross Profit from Stable Income (S$m)



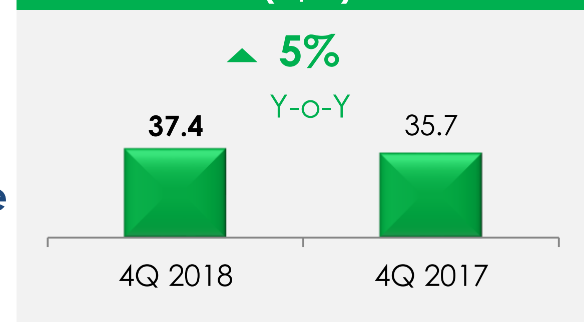
Stable Income:

- Refers to Master Leases and Management Contracts with Minimum Guaranteed Income. Weighted average tenure of contracts of ~ **5 Years**
- Impact from rent reduction in French master leases renewal offset by better operating performance from Singapore and Spain which saw higher RevPAU with stronger demand

Growth Income:

- **5% increase** Y-o-Y due to better performance on a portfolio basis, partially offset by loss of contribution from two divested China properties
- On same store basis, **better operating performance in Key Markets** of China, Japan and United States

Gross Profit from Growth Income (S$m)

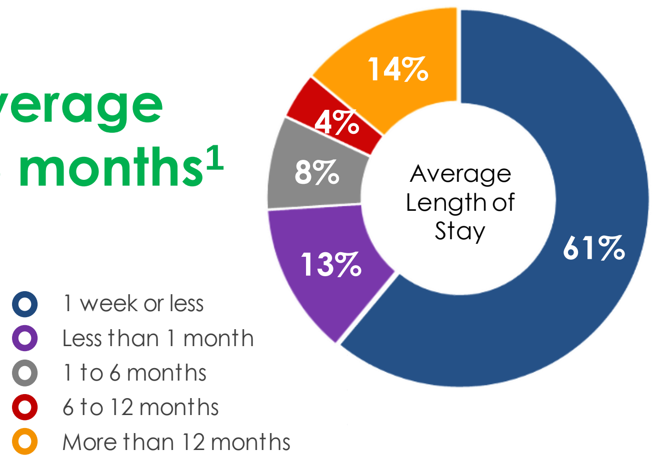


- Reversal of accrued transaction costs from divestment of China properties in 4Q 2018 increased **Divestment Gains by S$3.3m** to a total of **S$54.9m**
- 4Q 2018 **Unitholders' Distribution of S$46.5m** to be paid out together with 3Q 2018's distribution in 1Q 2019. This includes **one-off Capital Distribution of S$6.5m**

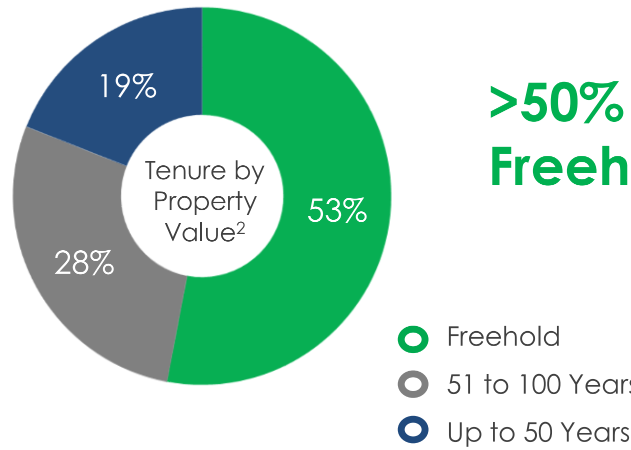
Resilient Portfolio

▪ Stable
length of stay

Average ~3 months[1]



▪ Valuable
freehold land lease portfolio



>50% Freehold

Inorganic and Organic Growth Strategies

- Active capital recycling : Acquisition of site in September 2018 to develop maiden coliving property, **lyf one-north Singapore**; followed by divestment of **Ascott Raffles Place Singapore** announced in January 2019
- Access to **~20** pipeline properties from Sponsor via ROFR
- AEI completion of Somerset Grand Hanoi in 4Q 2018
- Proactive **yield management** and **marketing strategies** to capture rising global travelling trends in both business and leisure segments

Notes:
As at 31 December 2018 (unless otherwise indicated)
1. Average length of stay computed based on rental income for the year ended 31 December 2018, excluding properties on Master Leases
2. Proportion based on total Property Value of S$4,942.9m as of 31 December 2018

Yield-Enhancing Capital Recycling

Investment in lyf one-north Singapore

- Maiden **development project**; first **coliving** property
- Yield on cost of **~6%**
- Site handed over and hoarding in place. Tender for main contract works in progress, with the Project slated to complete in **2021**

Divestment of Ascott Raffles Place Singapore

- Sale Price of **S$353.3m**, or **64.3%** above book value
- Exit Yield of **~2%**
- Estimated net gain of **S$134.0m**

Disciplined Capital and Risk Management

Prudent Capital and Debt Management

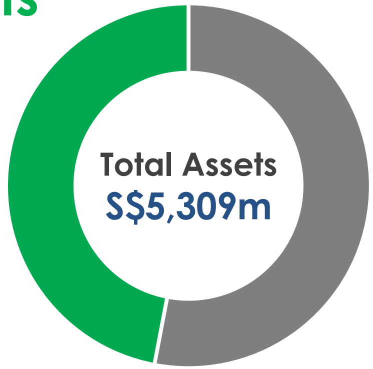
80% Debt Fixed

- Gearing: **36.7%** (debt headroom[1] of ~S$788m)
- Interest Cover: **4.8 times**
- Effective Borrowing Cost: **2.3%** p.a.
- Debt Maturity 2020 and beyond: **96%**

Successfully refinanced S$100m Medium Term Note and proceeds swapped into EUR ***at a lower fixed rate of 1.56%[2] p.a.*** *for 5 years*

Risk Management – Forex Hedging

49% Assets Hedged



- Impact of foreign exchange fluctuation after hedges on FY2018 Gross Profit was **0%**

Historical impact of exchange rate movement on gross profit largely kept within ***the threshold of +/-1.4% for the past 5 years***

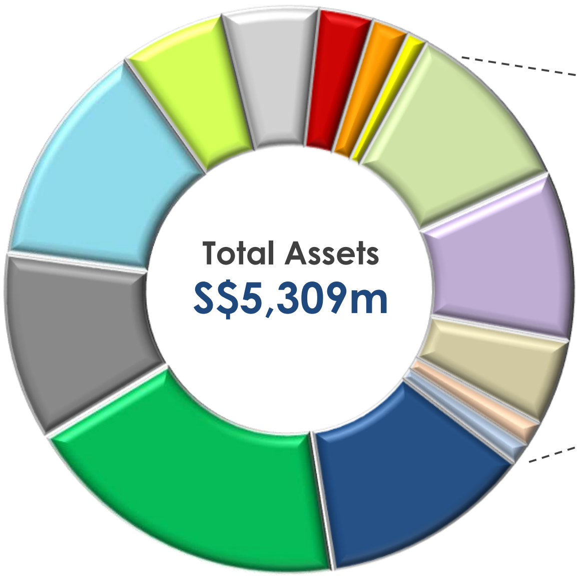
Notes:
As at or for the year ending 31 December 2018
1. *Refers to the amount of additional debt before reaching aggregate leverage limit of 45% set by MAS*
2. *Prior to re-financing, the original cost of borrowing was 4.30% p.a.*

Performance Driven by Balanced and Diversified Asset Allocation

60% Asia Pacific

40% Europe/Americas

Asia Pacific	60.2%
Singapore	20.3%
Japan	12.8%
China	10.0%
Vietnam	5.7%
Australia	5.3%
Philippines	3.0%
Indonesia	2.1%
Malaysia	1.0%



Europe	27.3%
France	10.3%
UK	9.5%
Germany	4.8%
Spain	1.4%
Belgium	1.3%

The Americas	12.5%
USA	12.5%

Notes:
As at 31 December 2018

Distribution Details

Somerset Ho Chi Minh City

Distribution Details

Distribution of **3.966 cents per Unit** for period from **1 July 2018 to 31 December 2018**

February 2019						
Sun	**Mon**	**Tue**	**Wed**	**Thu**	**Fri**	**Sat**
					1	2
3	**4**	5 Chinese New Year	6 Chinese New Year	**7**	**8**	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	**28**		

4 February
Last Day of Trading on "cum" Basis

7 February
Ex-Date

8 February
Books Closure

28 February
Distribution Payment

Portfolio Performance

Citadines St Georges Terrace Perth

Balanced Portfolio of Stable Income and Growth Income

	Stable Income		Growth Income
	Master Lease	**Management Contracts with Minimum Income Guarantee**	**Management Contracts**
Description	Fixed rental[1] received	Enjoy minimum guaranteed income	Variable amount (no fixed or guaranteed rental)
Location and Number of Properties[2]	27 properties mainly in Europe France(17) Germany(5) Australia(3) Singapore(2)	7 properties in Europe United Kingdom(4) Belgium(2) Spain(1)	39 properties mainly in Asia Pacific Australia(2) China(7) Indonesia(2) Japan(15) Malaysia(1) The Philippines(2) Singapore(2) United States(3) Vietnam(5)
Percentage of Gross Profit[3]	**28%**	**13%**	**59%**

41% Stable **59% Growth**

Notes:
1. Rental received under master leases are generally fixed. However, some contracts provide for annual rental revisions pegged to indices; while some contracts include a variable rental above fixed rental if certain conditions are met
2. As at 31 December 2018 and excluding lyf one-north (under development)
3. Based on 4Q 2018 Gross Profit

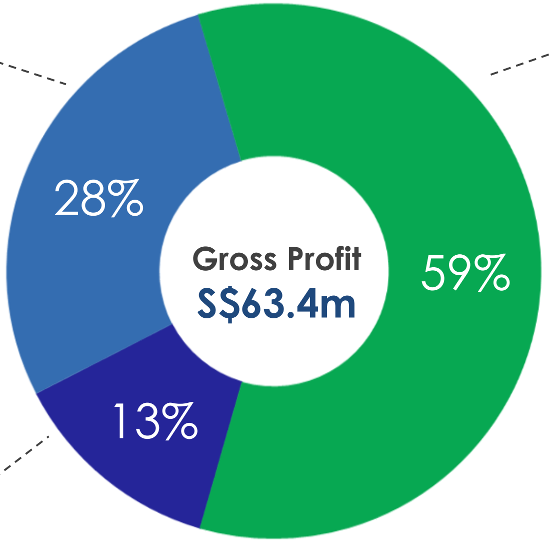
Delivering Resilient Performance

8 Key Markets contribute ~**85%** of Total Gross Profit
No concentration in any single market

41% Stable

Master Leases	28%
France	***12%***
Singapore	***7%***
Germany	6%
Australia	***3%***

MCMGI[1]	13%
United Kingdom	***9%***
Belgium	2%
Spain	2%



59% Growth

Management Contracts	59%
United States	***16%***
Japan	***13%***
Vietnam	***9%***
China	***7%***
Australia	***5%***
Singapore	***4%***
Philippines	3%
Indonesia	2%
Malaysia	<1%

8 Key Markets: **Australia (8%), China (7%), France (12%), Japan (13%)**, **Singapore (11%), United Kingdom (9%)**, **United States (16%)** and **Vietnam (9%)** contribute ~85% of Total Gross Profit

Notes:
Based on 4Q 2018 Gross Profit
1. Management Contracts with Minimum Guaranteed Income

8 Key Markets Generally Performed Well

Contributed to ~85% Total Gross Profit

		Gross Profit (LC'mil)			RevPAU (LC)			Key Reason for Change
		4Q 2018	4Q 2017	% Change	4Q 2018	4Q 2017	% Change	
Stable Income	Australia (AUD)	1.8	1.8	-	n.a.	n.a.	n.a.	
	France (EUR)	4.9	5.2	(6)	n.a.	n.a.	n.a.	Lower rent upon lease renewal
	Singapore (SGD)	4.6	4.2	10	n.a.	n.a.	n.a.	Full quarter contribution from Ascott Orchard Singapore
	United Kingdom (GBP)	3.4	3.4	-	137	125	10	Higher leisure demand
Growth Income	Australia (AUD)	3.1	3.1	-	158	154	3	Higher corporate and leisure demand in Melbourne
	China (RMB)	23.9	21.2	13	472	446	6	Higher long stay demand and lower depreciation expense. Divestment of two properties with lower RevPAU led to 6% increase
	Japan (JPY)[1]	666.7	596.7	12	12,642	12,312	3	Stronger corporate and leisure demand in Tokyo
	Singapore (SGD)	2.5	2.7	(7)	198	185	7	Higher operating costs partially offset by higher market demand
	United States (USD)	7.4	6.3	17	255	242	5	Stronger market demand and higher contribution from refurbished apartments at Sheraton Tribeca
	Vietnam (VND)[2]	91.1	94.7	(4)	1,555	1,599	(3)	Fewer project groups in Hanoi and increased supply and competition

Notes: All figures above are stated in local currency

1. *RevPAU for Japan refers to serviced residences and excludes rental housing*
2. *Gross Profit figures for VND are stated in billions. RevPAU figures are stated in thousands.*

Key Country Updates

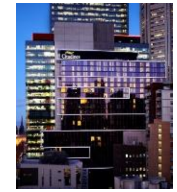
Ascott Makati

Australia

Contributed 8% to Gross Profit[1]

Master Lease | Management Contracts

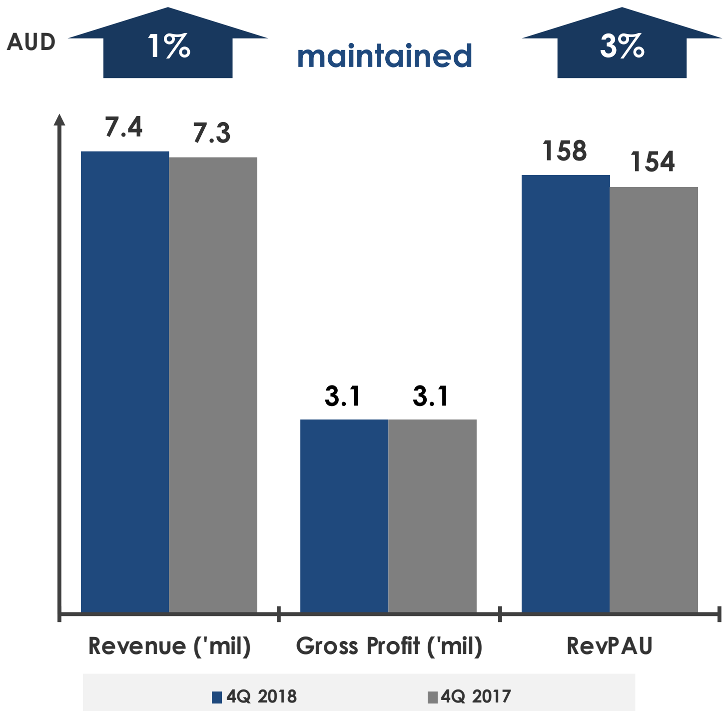
3 Quest Properties



Citadines on Bourke Melbourne

Citadines St Georges Terrace Perth

Higher corporate and leisure demand in Melbourne



relates to properties under Management Contracts only

Performance Highlight and Market Outlook

- Revenue increased due to higher corporate and leisure demand in Melbourne
- Continued weakness of the AUD has put pressure on Revenue and Gross Profit in SGD terms
- IMF forecasted GDP growth of 2.8% for 2019 and a decline in unemployment rate[2]
- 2019 RevPAU for Melbourne is expected to be stable with strong fundamentals due to growth from inbound segments[3]
- Perth remains challenging as it is uncertain if investments and a possibly improving economy can enhance performance with increasing supply[3]

Note:

1. *Of which, 3 properties under Master Lease contracts and 2 properties under Management Contracts contributed 3% and 5% respectively*
2. *Source: International Monetary Fund (2018) and OECD (2018)*
3. *Source: Colliers International (2018)*

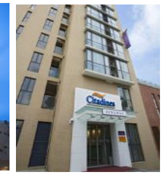
China

Contributed 7% to Gross Profit

Management Contracts


Somerset Xu Hui Shanghai


Ascott Guangzhou


Citadines Xinghai Suzhou

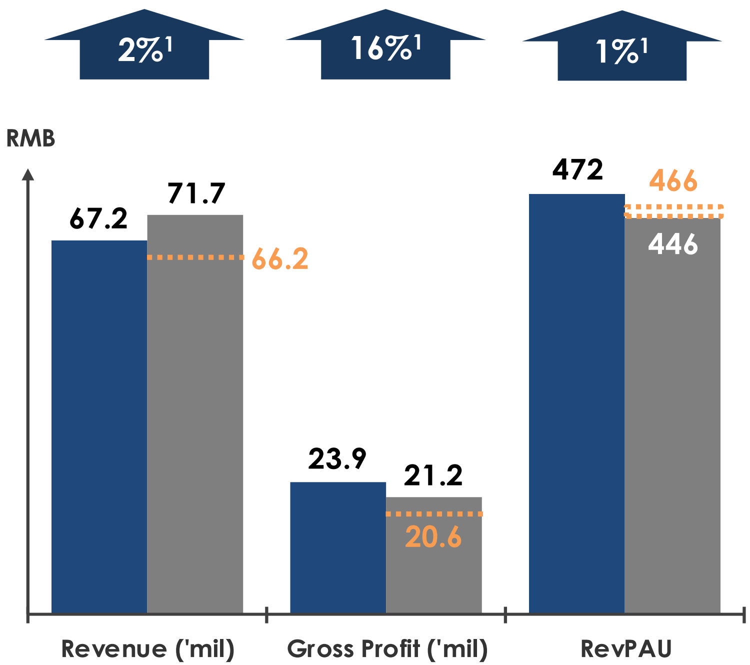

Somerset Olympic Tower Property Tianjin


Somerset Grand Central Dalian


Citadines Zhuankou Wuhan


Somerset Heping Shenyang

Higher RevPAU from re-constitution of properties



■ 4Q 2018 ■ 4Q 2017

--- Excluding Citadines Biyun Shanghai and Citadines Gaoxin Xi'an

Performance Highlight and Market Outlook

- Y-o-Y Revenue decreased due to divestment of Citadines Biyun Shanghai and Citadines Gaoxin Xi'an on 5 January 2018. However, RevPAU increased as the two divested properties had relatively lower RevPAU against the other properties
- On a same store basis, Revenue and RevPAU increased 2% and 1% respectively due to higher long stay demand
- Same store Gross Profit increased 16% due to higher revenue, lower depreciation expense and marketing expense
- Forecasted 2019 GDP growth weakened to 6.2% due to ongoing trade tensions. Domestic demand will remain as a stable driver of growth[2] with corporate accounts driving the properties' performance. Market remains challenging with new supply expected to be injected across China[3]

Notes:
1. *Excluding Citadines Biyun Shanghai and Citadines Gaoxin Xi'an which were divested on 5 January 2018*
2. *Source: International Monetary Fund (2019) and OECD (2018)*
3. *Source: Hotel Management (2018)*

Japan

Contributed 13% to Gross Profit

Management Contracts

Citadines Central Shinjuku Tokyo

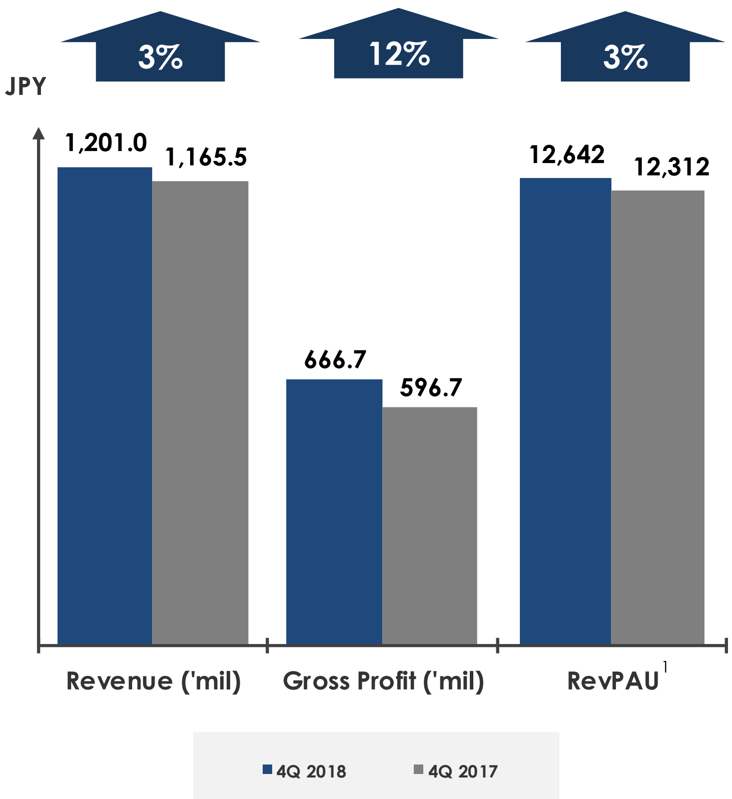
Citadines Shinjuku Tokyo

Citadines Karasuma-Gojo Kyoto

Somerset Azabu East Tokyo

11 rental housing properties in Japan

Higher corporate and leisure demand



Performance Highlight and Market Outlook

- Revenue and RevPAU increased 3% due to higher corporate and leisure demand in Tokyo, partially offset by keen competition arising from new supply in Kyoto
- Stronger JPY and better underlying performance widened the increase in Revenue and RevPAU in SGD terms
- Projected GDP growth of 1.1% in 2019 by IMF. Growth is driven by wage hikes supporting private consumption and higher expected investments for 2020 Tokyo Olympics partially offset by planned sales tax hike in October 2019[2]
- Catalytic events including the 2019 Rugby World Cup are expected to pull tourists into the country, growing the visitor arrivals to the 40 million target by 2020[3]
- New supply is expected to enter the market in preparation for the 2020 Tokyo Olympics and may put pressure on the properties' performance[4]

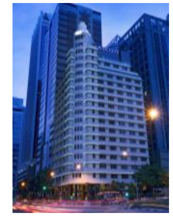
Notes:

1. *RevPAU relates to serviced residences and excludes rental housing properties*
2. *Source: International Monetary Fund (2019) and OECD (2018)*
3. *Source: Savills (2018)*
4. *Source: CBRE (2018)*

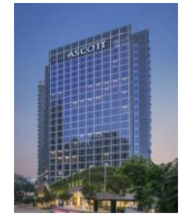
Singapore

Contributed 11% to Gross Profit[1]

Master Lease | Management Contracts



Ascott Raffles Place Singapore

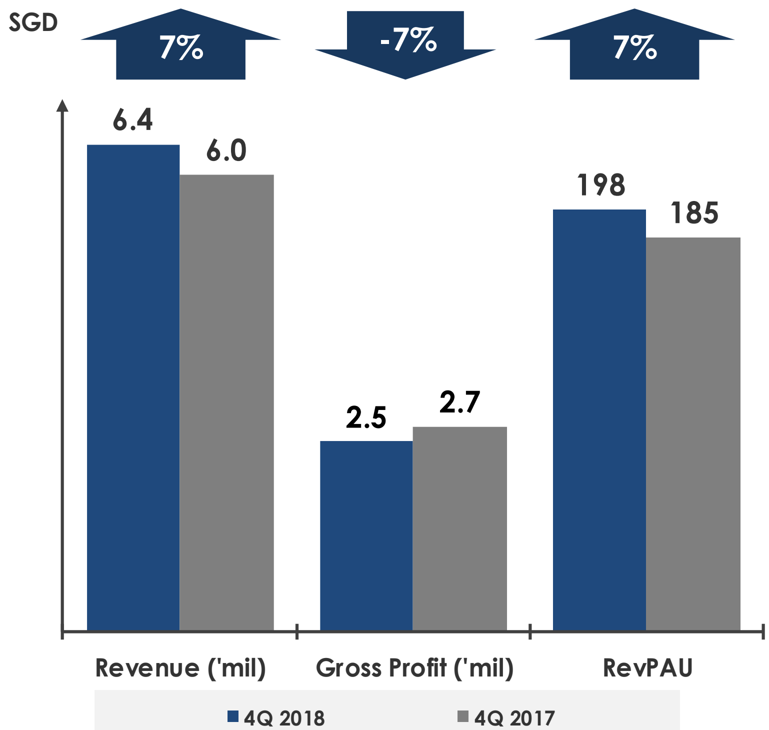


Ascott Orchard Singapore

Somerset Liang Court Property Singapore

Citadines Mount Sophia Property Singapore

Higher market demand



relates to properties under Management Contracts only

Performance Highlight and Market Outlook

- Revenue and RevPAU increased 7% due to higher market demand. Gross Profit decreased due to higher staff costs and marketing expense, partially mitigated by higher revenue
- Singapore's economy is forecasted to grow modestly at 2.5% in 2019 and is relatively well-positioned amongst the trade tension with its numerous bilateral and regional Free Trade Agreements[2]. As an advocate of innovation, Singapore has drawn big technology firms to set up shop locally and work on projects to fuel the fintech industry[3]
- In 2019, the opening of Jewel Changi Airport and the recent commencement of Seletar Airport grows private and business jet arrivals and increases the capacity of Changi Airport for larger planes[3]
- Hotel supply is expected to taper down to a compounded annual growth rate of 1.3% between 2017 to 2020 from 5.5% in the prior 3 years from 2017. The hospitality sector can brace itself for a RevPAU uplift in 2019[4]

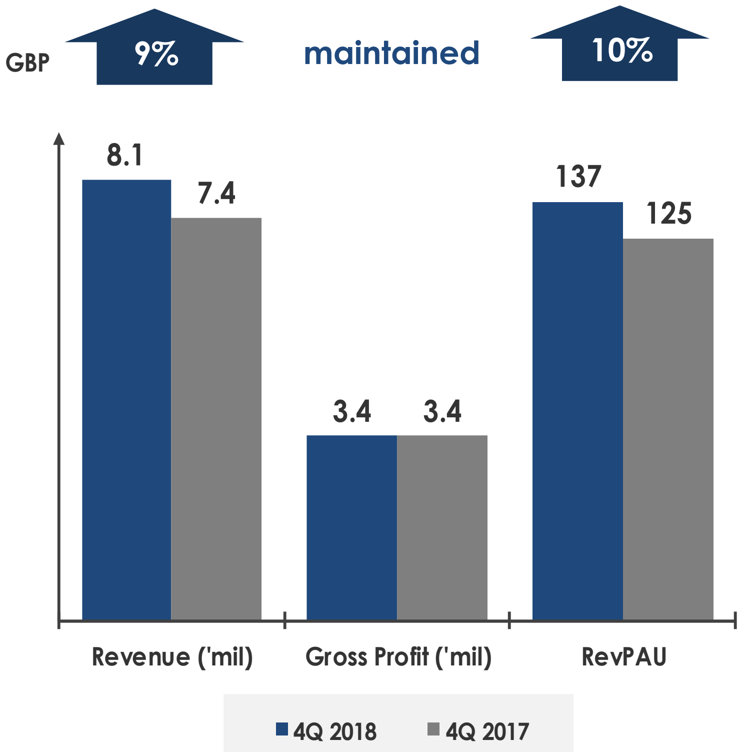
Note:

1. *Of which, 2 properties under Master Lease contracts and 2 properties under Management Contracts contributed 7% and 4% respectively*
2. *Source: International Monetary Fund (2018) and DBS (2018)*
3. *Source: The Straits Times (2018)*
4. *Source: Singapore Business Review (2018)*

United Kingdom

Contributed 9% to Gross Profit

Higher leisure demand



Management Contracts with Minimum Guaranteed Income

Citadines Trafalgar Square London

Citadines Holborn-Covent Garden London

Citadines Barbican London

Citadines South Kensington London

Performance Highlight and Market Outlook

- Higher Revenue and RevPAU led by higher leisure demand
- Gross Profit remained stable due to higher staff costs and marketing expense, offset by higher revenue
- On the assumption of a smooth Brexit, UK's economic growth is expected to grow at 1.5% in 2019. While it is still uncertain the eventualities of Brexit, trade arrangements and employment shortages are affected[1]
- Key events such as the Cricket World Cup and the NBA London Games are expected to drive demand. In 2019, ~4,300 rooms are expected to enter the market so overall RevPAU is forecasted to weaken minimally by 0.3% in 2019[2]
- Ascott REIT's UK portfolio, structured as management contracts with minimum guaranteed income, limits downside risks

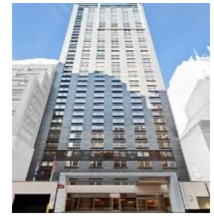
Note

1. *Source: International Monetary Fund (2019) and OECD (2018)*
2. *Source: PwC (2018)*

United States

Contributed 16% to Gross Profit

Management Contracts

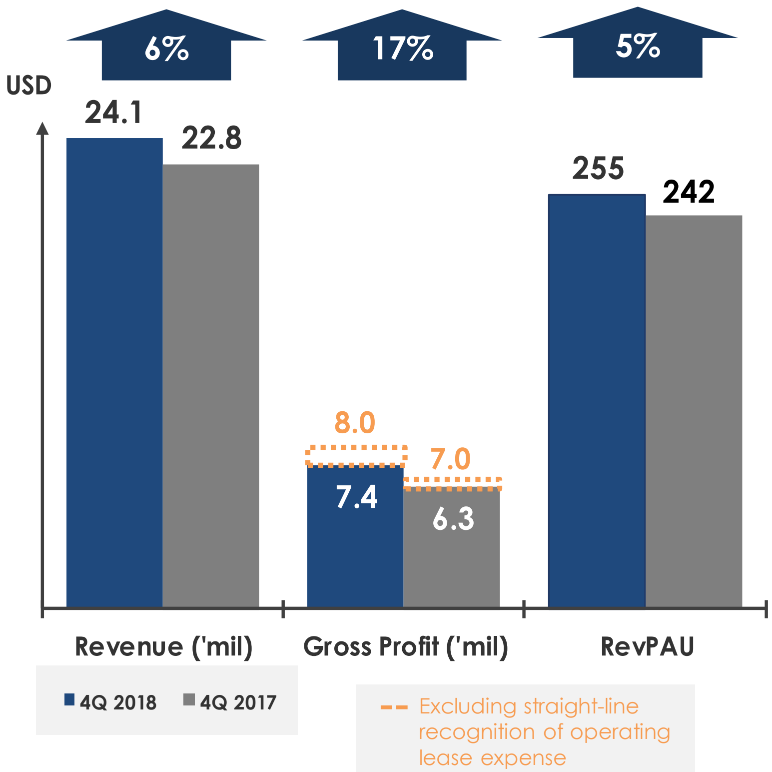


Element New York Times Square West

DoubleTree by Hilton Hotel New York – Times Square South

Sheraton Tribeca New York Hotel

Higher revenue from refurbished apartments and improved market



Performance Highlight and Market Outlook

- Higher Revenue and Gross Profit due to higher revenue from refurbished apartments at Sheraton Tribeca New York Hotel and stronger market demand
- Excluding straight-line recognition of operating lease expense, Gross Profit increased by USD1.0 million (14%) due to higher revenue
- IMF forecasted US economic growth to slow to 2.5% in 2019. Supported by solid consumption growth and a tightening labour market, growth is partially weighed down by tapering fiscal policy[1]
- Average room rates and RevPAU are projected to increase by 2.3% and 2.4% respectively in 2019, in spite of supply growth outshining demand growth[2]

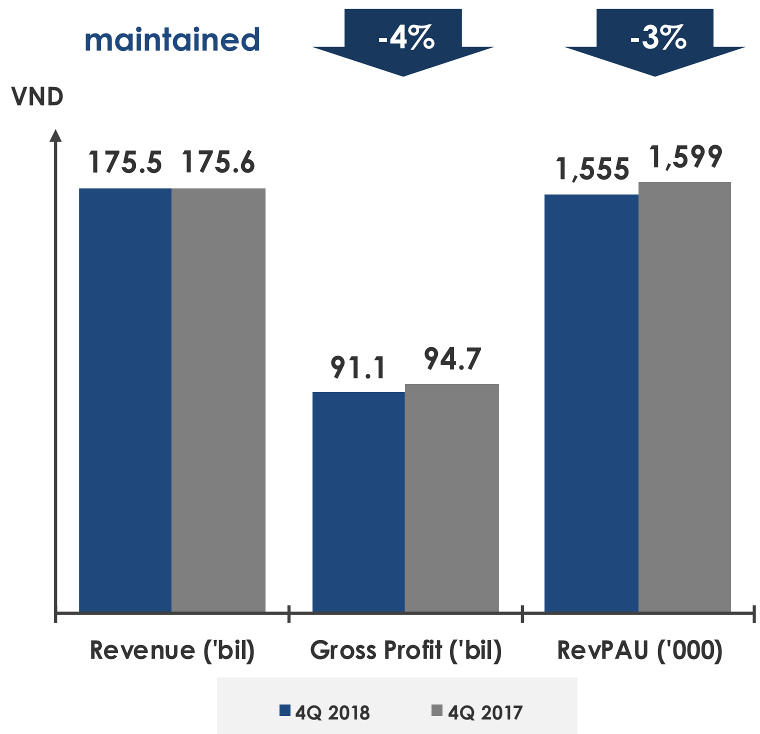
Notes:

1. *Source: International Monetary Fund (2019) and OECD (2018)*
2. *Source: STR and Tourism Economics (2018) and CBRE (2018)*

Vietnam

Contributed 9% to Gross Profit

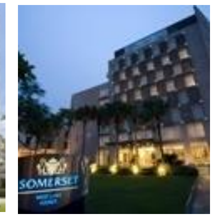
Revenue stable despite competition



Management Contracts

Somerset Grand Hanoi

Somerset Hoa Binh Hanoi



Somerset West Lake Hanoi

Somerset Ho Chi Minh City

Somerset Chancellor Court Ho Chi Minh City

Performance Highlight and Market Outlook

- Revenue and RevPAU increased from post renovation of Somerset Grand Hanoi, offset by lower revenue from fewer project groups and increased supply in Hanoi
- Gross Profit decreased 4% due to higher depreciation expense and operation and maintenance expense
- Vietnam's economy is expected to grow at 6.5% in 2019 driven by processing-manufacturing and services sector[1]. As companies reassess their global supply chains in the medium term with the ongoing trade tensions, Vietnam is poised to be a beneficiary[2]
- The hosting of the Formula 1 Grand Prix Project in 2020 is expected to ramp up tourist arrivals and investments in infrastructure in Hanoi[3]
- New supply of approximately 3,000 and 1,700 units are expected to be injected into Ho Chi Minh City and Hanoi[4]

Notes:
1. *Source: International Monetary Fund (2018) and Vietnam News (2018)*
2. *Source: DBS (2018)*
3. *Source: Bloomberg (2018)*
4. *Source: Savills (2018)*

CapitaLand


Outlook
Citadines Trafalgar Square London

Short Term Outlook

Strategies cushion effects of impending challenges

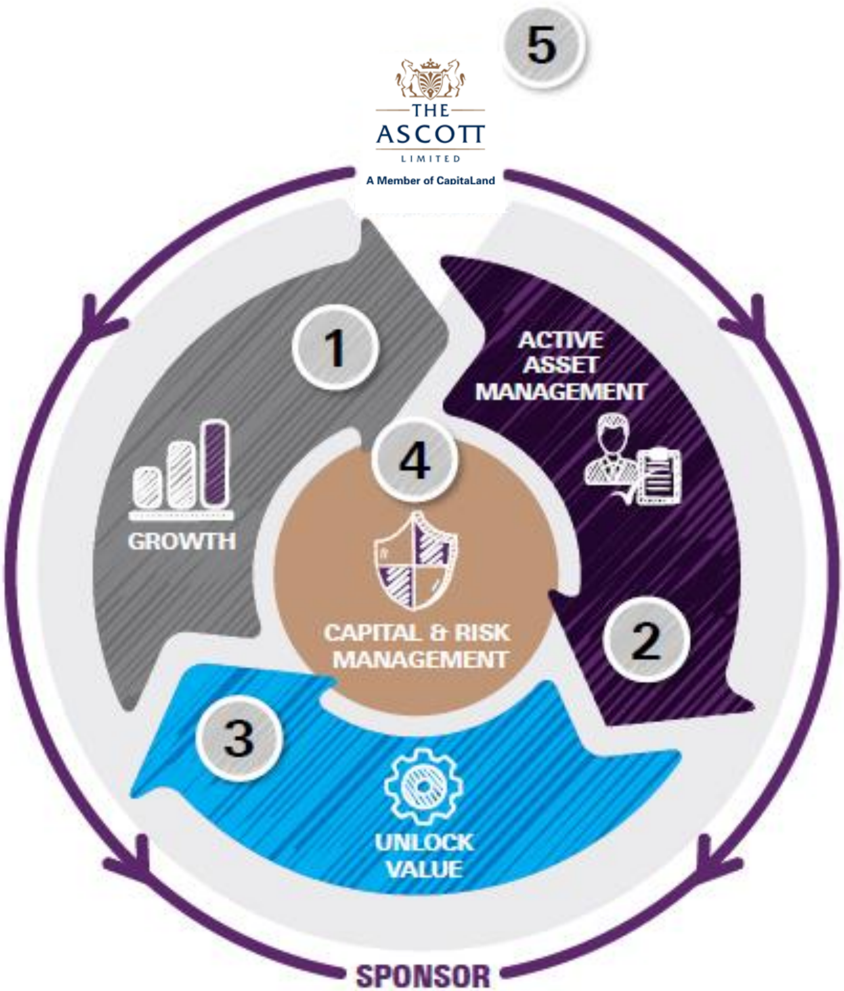
Opportunities/Threats	Strategies Adopted
Tapered Economic Growth • Continued trade tensions • Policy uncertainties **Rising Global Travelling Trends**	**Diversification** • No Gross Profit concentration from any single market **Global Reach** • 73 properties spanning across 14 countries and 37 cities; well-positioned to capture growth in travelling trends
Potential Rising Interest Rate Environment	**Capital & Risk Management** • ~80% of total debt on fixed rates • Debt maturity of 3.9 years • <5% of debt expiring in 2019, low re-financing risk **Fitch Reaffirmed Ratings as "BBB" with Stable Outlook** • Maintained investment grade status; ability to borrow at attractive rates
Competition and New Supply	**Active Asset Management** • Asset Enhancement Initiatives • Leveraging on technology

Value Creation Strategies

Citadines City Centre Frankfurt

Value Creation Strategies

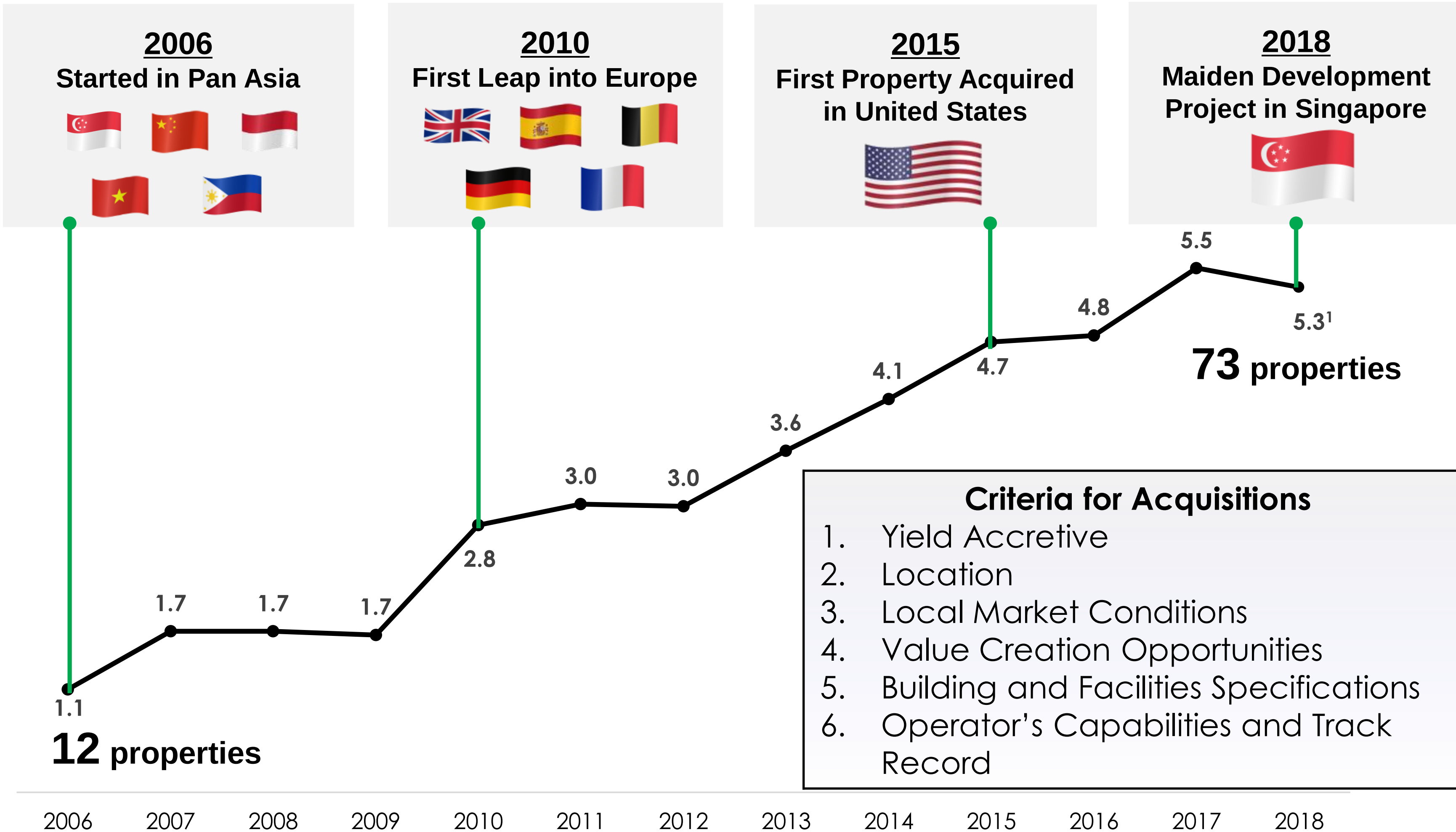
Five pronged strategies to deliver value to Unitholders



Key Milestone Acquisitions since IPO

1

Total Assets since Listing (S$b)



Criteria for Acquisitions

1. Yield Accretive
2. Location
3. Local Market Conditions
4. Value Creation Opportunities
5. Building and Facilities Specifications
6. Operator's Capabilities and Track Record

Notes: Figures above exclude lyf one-north Singapore (under development)

1. The decrease in total assets is due to the divestment of Citadines Biyun Shanghai and Citadines Gaoxin Xi'an on 5 January 2018

Acquisition of Prime Site 1

lyf one-north Singapore - new coliving product targeted at rising millennial-minded business travellers market

Artist's impression

- Located in **prime** developing district; Strengthening presence in Singapore
- Comprising 324 studio and loft units[1] , project targets to open in **2021**
- Total project cost of ~S$117.0 million[2]
- Yield on cost **~6%**

Note:
1. *Subject to change*
2. *Including S$62.4 million site tender price; development to be 100% debt funded*

Active Asset Management 2
(Completed Asset Enhancement Initiatives)

Achieved ADR uplift of 10% to 20% upon completion of Asset Enhancement Initiatives

Ascott Makati

Completed in 2018

Somerset Grand Hanoi

Completed in 2018

Criteria for Asset Enhancement Initiatives

1. Age of the Property
2. Market Outlook
3. Yield Accretion

Active Asset Management 2
(Updates[1] on Asset Enhancement Initiatives)

Ascott Makati (Phase II)
The Philippines

Renovation of 183 apartment units

Completed end July 2018

Somerset Grand Hanoi
Vietnam

Renovation of apartment units, toilets and public area

Phase I : completed in December 2017
Phase II : **completed in December 2018**

Somerset Grand Citra Jakarta
Indonesia

Renovation of 84 apartment units

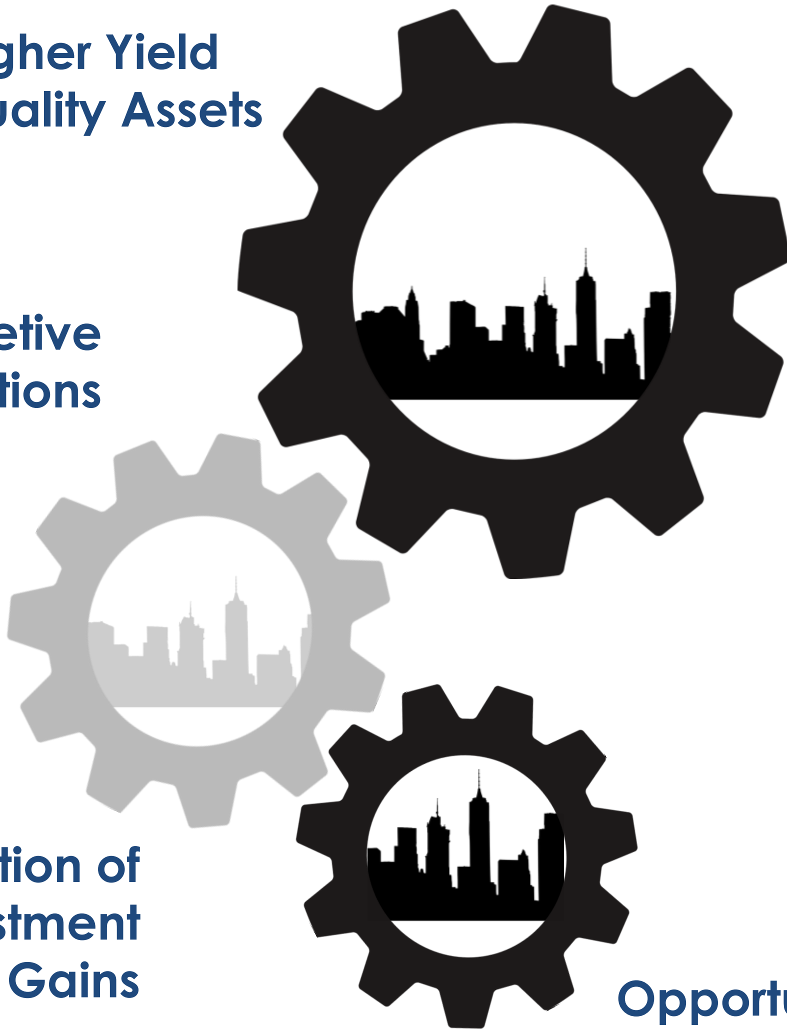
Target to complete in 2Q 2019

Note:
1. Excluding properties under Master Leases

Unlocking Value 3

Higher Yield Quality Assets

Accretive Acquisitions



Distribution of Divestment Gains

Opportunistic Divestments

Generated …

Total Net Divestment Gains

S$441.6 million

Total Divestment Proceeds

S$1.6 billion

Criteria for Divestment

1. Property Life Cycle
2. Market Conditions
3. Requirement for additional capital outlay

Notes

- Divestment figures above relates to ~10 transactions involving over 30 properties since listing to January 2019 and includes expected divestment gains of ~S$134.0 million from the sale of Ascott Raffles Place Singapore, to be completed in May 2019 at a sale price of S$353.3 million

Opportunistic Divestments 3

Divestment of Ascott Raffles Place Singapore

- **Opportunistic divestment**: The sale price of **S$353.3 million** was the highest offer received during marketing exercise
- Consideration was **64.3%** above book value, with a net gain of **~S$134.0 million**
- Deliver **financial flexibility**; proceeds to pare down debts and fund potential acquisitions
- **Collected 15%** Sale Price; balance to be received on completion in May 2019

Capital & Risk Management

4

Strong Balance Sheet	Liquidity and Interest Rate Risk Management	Foreign Exchange Risk Management
At comfortable target gearing of approximately 40%	Diversified funding sources and proactive interest rate management	Manage exposure through natural hedges and derivatives

Gearing remained low at

36.7%

(vs 36.4%)

3.9 years

Weighted average debt to maturity

(vs 3.8 years)

~80%

Total debts on fixed rates to hedge against rising interest rates

(vs ~82%)

'BBB' (stable outlook)

Long-term rating by Fitch

Healthy Metrics

Interest cover

4.8X

(vs 4.7X)

Effective borrowing cost maintained at

2.3% per annum

(vs 2.3% p.a.)

NAV Per Unit

S$1.22[1]

(vs S$1.22)

Historical impact of exchange rate movement of

±1.4% on Gross Profit

for the past 5 years

Notes:

Figures above as at/for the period ending 31 December 2018, with 30 September 2018 comparable in brackets

1. Adjusted NAV per unit, excluding the distributable income to Unitholders, is S$1.18

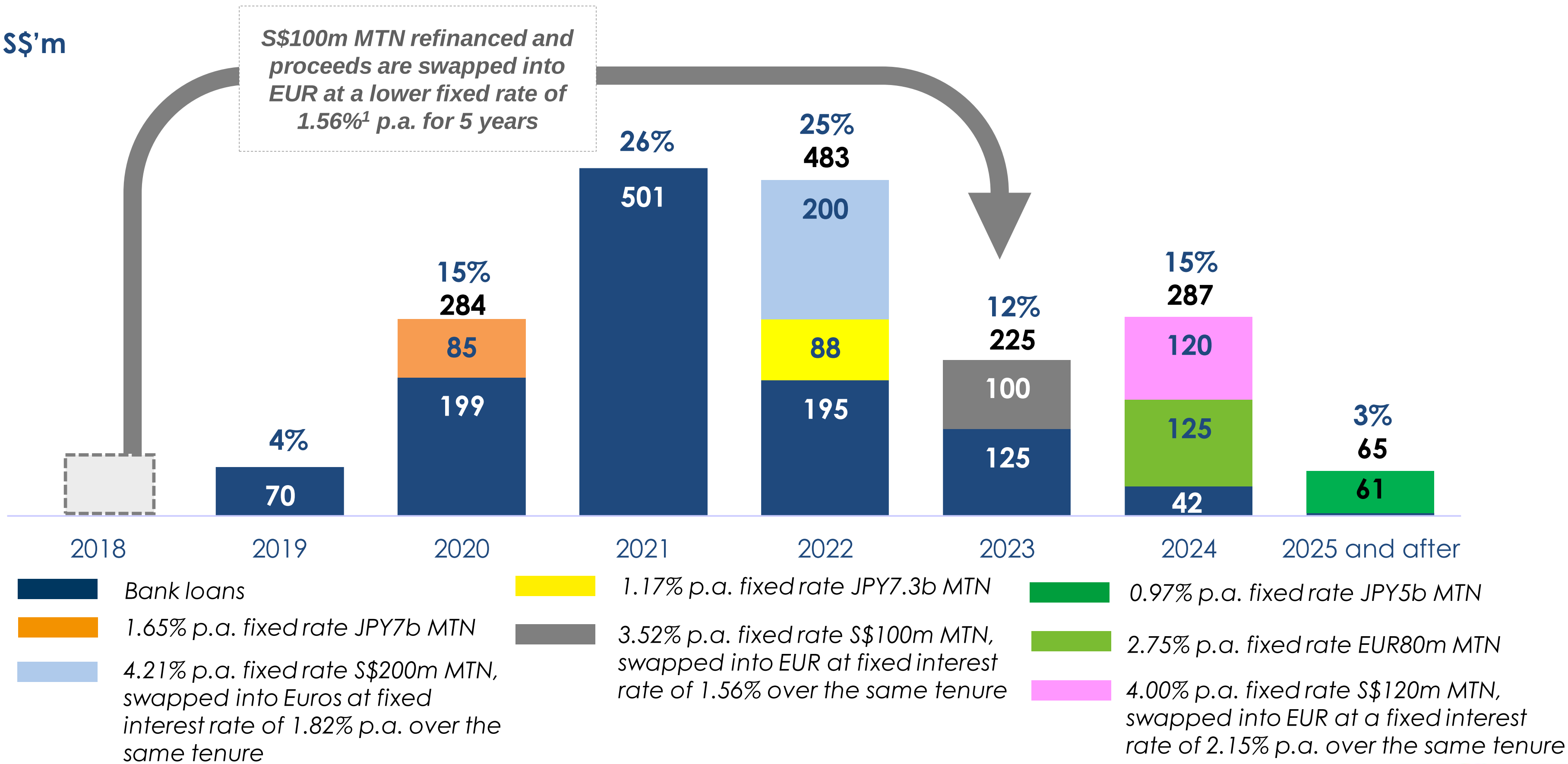
Diversified Funding Sources Well Spread-out Debt Maturity

4

<5% debt maturing in 2019

Well-diversified funding sources of 59% Bank Loans : 41% MTN

Debt Maturity Profile



Notes:

As at 31 December 2018

1. Prior to re-financing, the original cost of borrowing was 4.30% p.a.

Foreign Currency Risk Management

4

Striking a balance between cost of hedging and uncertainty in currency fluctuations

Considerations for Hedging

1. Natural Hedge Proportion
2. Portfolio Diversification
3. Cost of Hedging
4. Need for Certainty

~49%

Total Assets in Foreign Currency Hedged

0%

Impact of Foreign Exchange after hedges on Gross Profit for FY2018

Balance Sheet Hedge

Use of foreign borrowings as natural hedge and swaps to match the capital value of assets on a portfolio basis

Income Hedge

Use of forward contracts to hedge foreign currencies income to protect distribution

Strong Sponsor – The Ascott Limited

A wholly-owned subsidiary of CapitaLand Limited

One of the leading international serviced residence owner-operators with extensive presence

>30 year track record, pioneered Pan-Asia's first international-class serviced residence property in 1984

Sponsor: ~45% CapitaLand ownership in Ascott REIT

Award-winning brands with worldwide recognition

Note:
1. Exclude the number of properties under the Synergy corporate housing portfolio

Conclusion

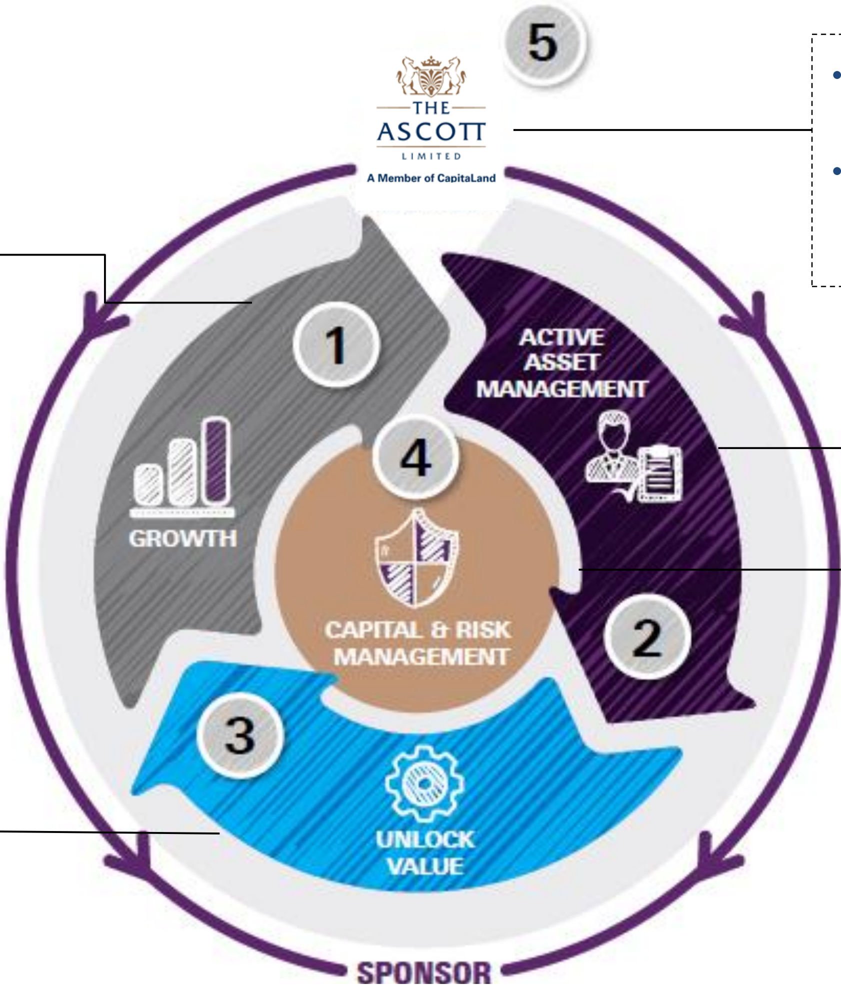
La Clef Louvre Paris

Conclusion

Creation of long term, stable returns to Unitholders through diversified portfolio and extended-stay business model

- ***Total assets worth S$5.3 bil***
- ***Acquired lyf one-north Singapore***

- ***Achieved net divestment gains[1] of S$441.6 mil***



- ***Strong brand recognition and global footprint***
- ***Strong alignment of interest with Unitholders with ~45% stake in Ascott REIT***

- ***Well-diversified portfolio of assets***

- ***Asset Enhancement Initiatives***
- ***Portfolio optimisation***

Note:

1. For sale of over 30 properties since listing to January 2019 and includes expected divestment gains of ~S$134.0 mil from the sale of Ascott Raffles Place Singapore, to be completed in May 2019 at a sale price of S$353.3 mil

Awards and Accolades

Clinched Highly Coveted Accolades

World Travel Awards 2018

- Leading Serviced Apartments in respective countries
  - Citadines Arnulfpark Munich
  - Citadines Sainte-Catherine Brussels
  - Citadines Ramblas Barcelona

TripAdvisor Awards

- Travellers' Choice Award 2018
  - Ascott Makati
  - Citadines South Kensington London
  - La Clef Louvre Paris
  - Somerset Ampang Kuala Lumpur
  - Somerset Grand Hanoi
  - Somerset Ho Chi Minh City
  - Somerset Xu Hui Shanghai
- Certificate of Excellence Award 2018
  - 24 properties[1]

Asia Pacific Best of the Breeds REITs Awards 2018

- Best Hospitality REIT - Platinum (Second year in a row)

Singapore Governance and Transparency Index 2018

- Ranked **3** out of the 43 Trusts

Business Traveller Asia-Pacific Awards 2018

- Best Serviced Residence Brand in Asia Pacific

Travel Weekly Asia Readers' Choice Awards 2018

- Best Serviced Residence Group

Note:

1. For the full list of the awards, please refer to https://www.the-ascott.com/tripadvisor_awards_2018.html

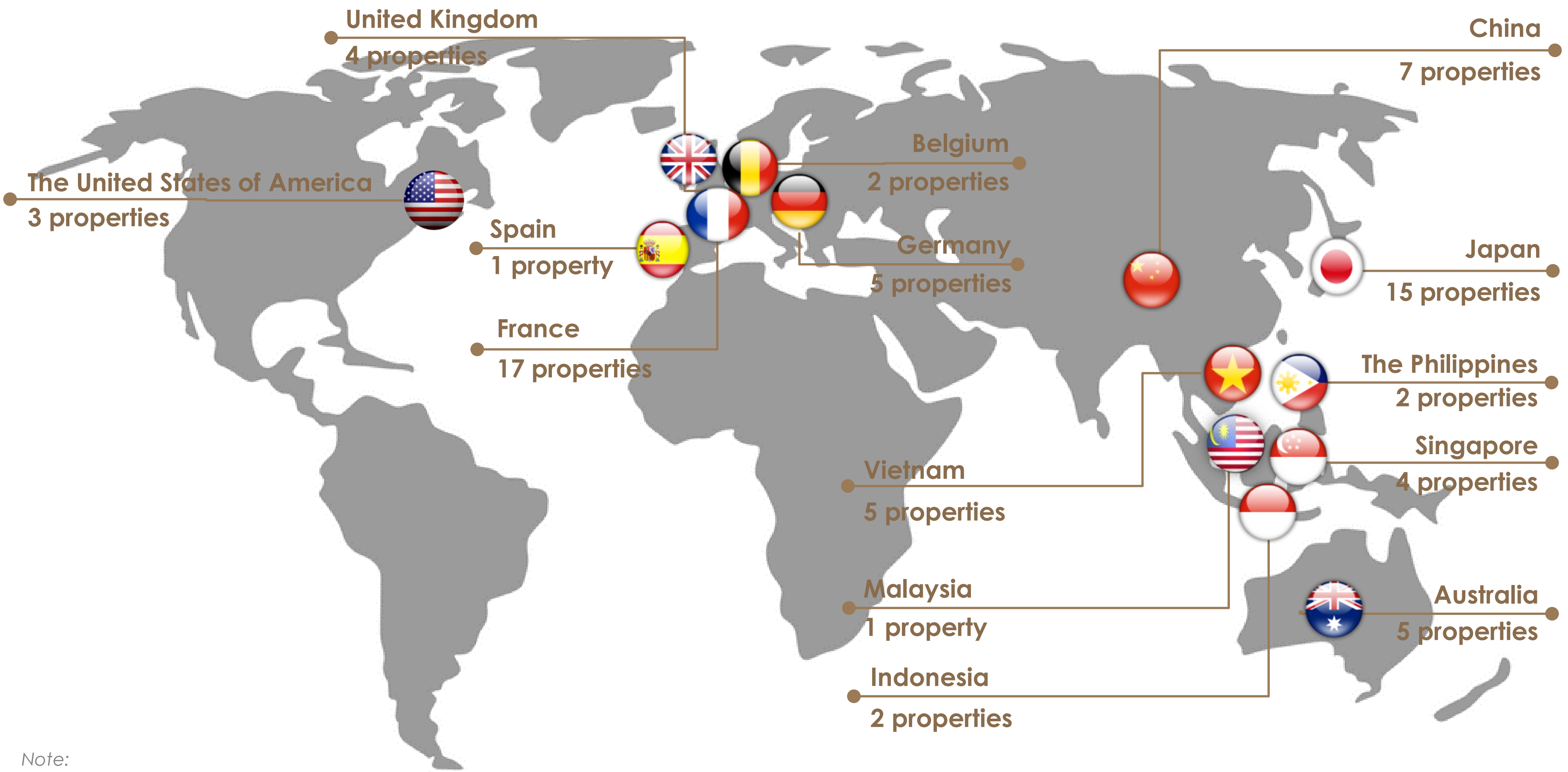
Other Information

Somerset Grand Central Dalian

Ascott REIT – A Leading Global Serviced Residence REIT

Well-diversified portfolio of quality assets located in major gateway cities

S$2.5b[1]	S$5.3b	11,430	73	37
Market Capitalisation	Total Assets	Apartment Units	Properties	Cities in 14 Countries



Note:

Figures above as at 31 December 2018 (unless otherwise indicated) and exclude lyf one-north Singapore (under-development)

1. Based on closing share price of S$1.15 as at 18 January 2019

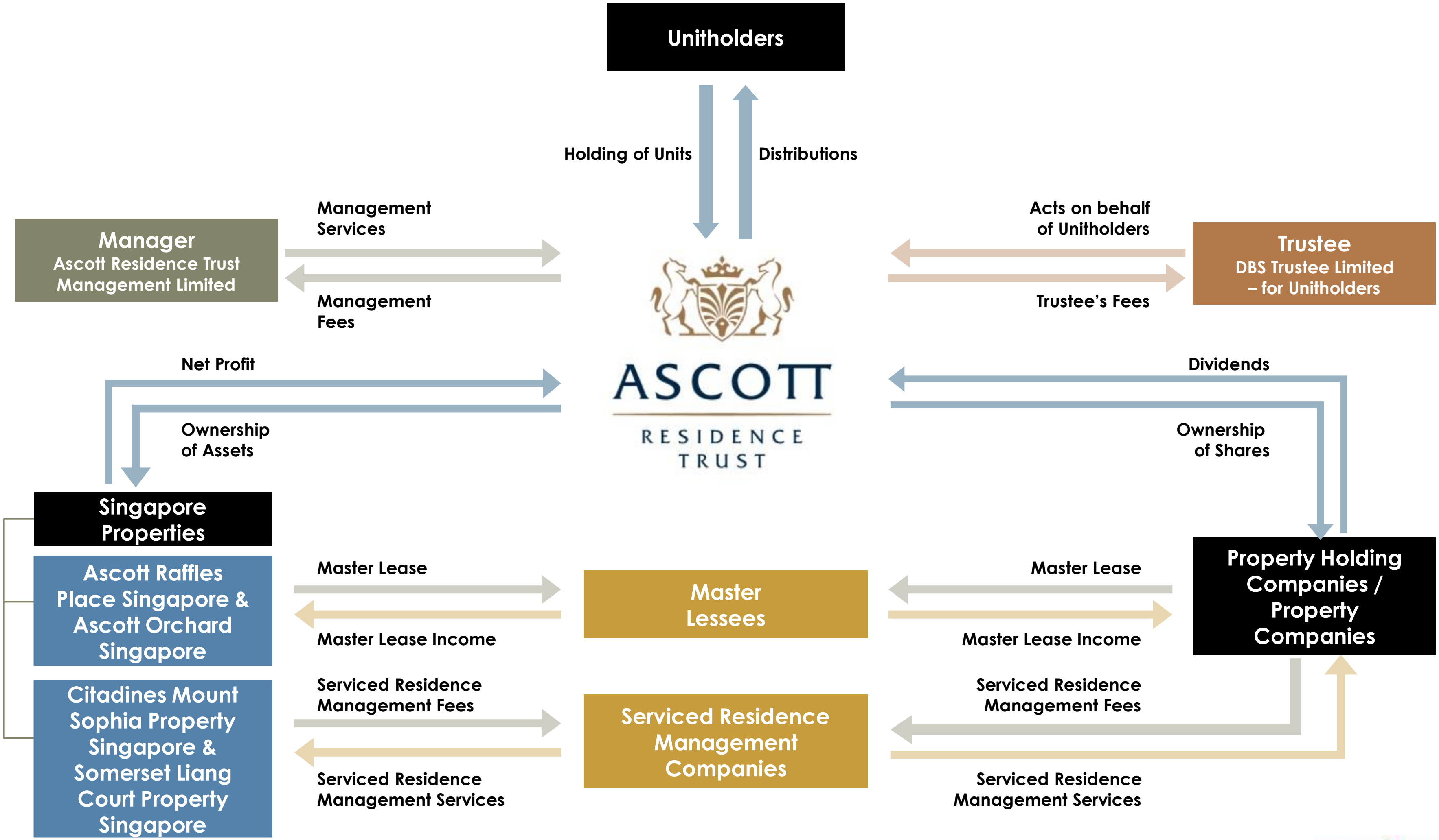
Key Features of Ascott REIT

Investment Mandate	• Invests primarily in real estate and real estate-related assets which are income-producing and which are used, or predominantly used, as serviced residences, rental housing properties and other hospitality assets in any country in the world
Leverage	• Based on regulatory requirements, Ascott REIT's aggregate leverage limit cannot exceed 45%[1] • Historically, Ascott REIT's aggregate leverage has been at approximately 34%-41%[2]
Minimum Distribution Payout Ratio	• Required to distribute at least 90% of its taxable income to Unitholders to qualify for the Inland Revenue Authority of Singapore tax transparency treatment for REITs • Since its listing, Ascott REIT has paid out **100%** of its distributable income to Unitholders
Sponsor-aligned Interest	• CapitaLand Limited, the parent company of The Ascott Limited ("Ascott"), is a substantial Unitholder of Ascott REIT (~45% interest in Ascott REIT)
Corporate Governance	• Externally managed by Ascott Residence Trust Management Limited[3] – Majority Independent Non-Executive Directors on the Board

Notes:
1. *Ascott REIT is governed by the Code on Collective Investment Schemes ("CIS Code") issued by the Monetary Authority of Singapore.*
2. *Based on Ascott REIT's gearing for financial years 2011 – 2018.*
3. *An indirect wholly-owned subsidiary of CapitaLand Limited*

Overview of Ascott REIT

Trust Structure



Note:

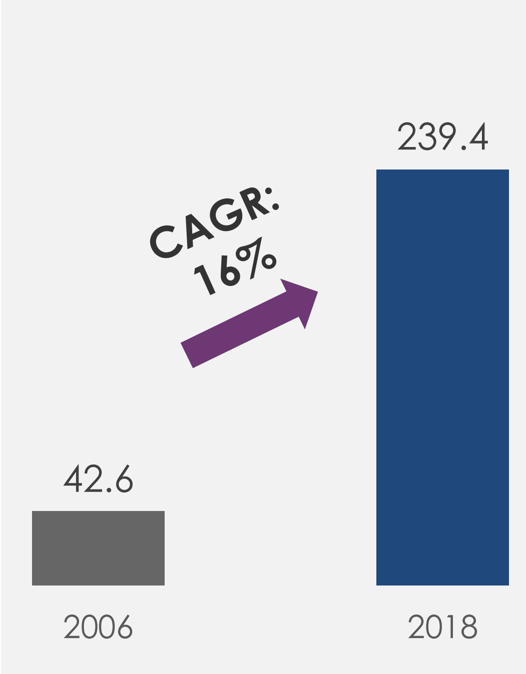
- As at 31 December 2018, which excludes lyf one-north Singapore (under development)

Where is Ascott REIT since IPO 12 Years Ago

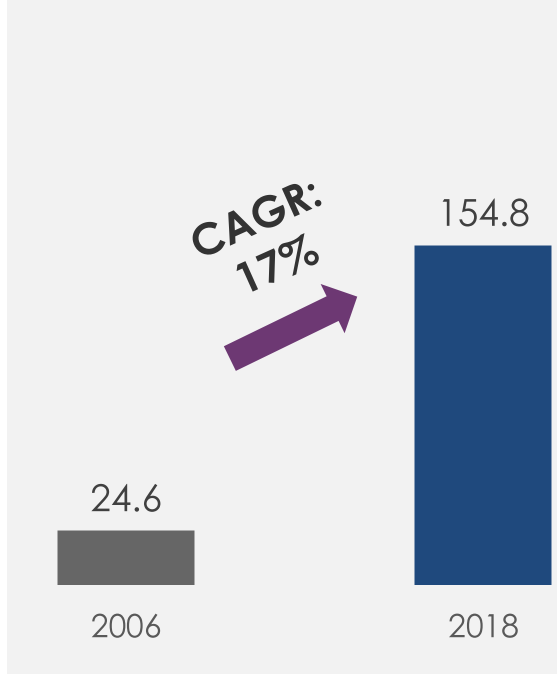
ASCOTT RESIDENCE TRUST
A Member of CapitaLand

Geographical presence deepened from 7 to 37 cities

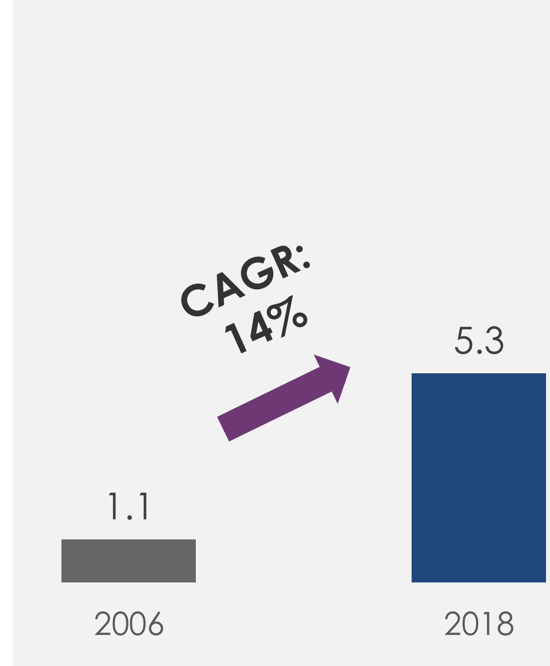
Gross Profit
(S$ million)



Unitholders' Distribution
(S$ million)



Total Assets
(S$ billion)



Total Unitholder's Return[1]
>300%

Notes:

1. *Consists all distributions and capital appreciation of Ascott Reit's unit price from IPO in March 2006 to 31 December 2018 (Source: Bloomberg as at 31 December 2018)*

What Are Serviced Residences?

Characterised By

Fully Furnished Apartments

- Including kitchen facilities, living and dining area
- May also include gyms and laundry services
- Limited services provided; with lower staff-to-room ratio

Flexibility of Short and Extended Stay Catered to

- Leisure guests
- Corporate guests travelling alone or with families

Seasonality

- Predominantly driven by long term macroeconomic factors; GDP & FDI inflows

Providing a

"Home away from home"


Ascott Orchard Singapore

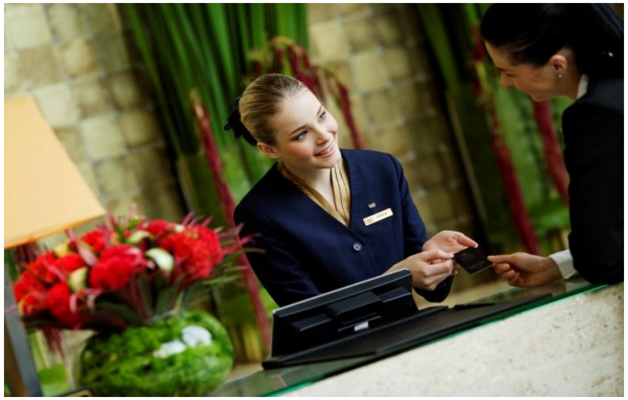

Somerset Grand Hanoi

Business Model

Engages Service of Operator

Owner *Ascott Reit*	Sponsor/Operator *The Ascott Limited*	Guests
What we do: Invest in serviced residences, rental housing properties and other hospitality assets around the world **Value Creation:** To deliver stable and sustainable returns to Unitholders through the ownership of the assets	**What we do:** Experienced Operator of Serviced Residence & Lodging Product **Value Creation:** Experience, Deepened Presence for Economies of Scale; Suite of Brands	**Description:** A good mix of corporate vs leisure customers; varying across length of stay Enjoyment of different experience

Provision of Customer Service



ASCOTT
RESIDENCE TRUST
A Member of CapitaLand

Thank You

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