

FAR EAST ORCHARD LIMITED

Investor Presentation
January 2025

Disclaimer

This presentation should be read in conjunction with the full-year financial results and business performance update announced by Far East Orchard Limited ("Far East Orchard") for the year ended 31 December 2023 ("FY2023") and for the nine-month period ended 30 September 2024 ("3Q FY24") on 28 February 2024 and 7 November 2024, respectively.

This presentation is for information only and may contain forward-looking statements that involve assumptions, risks and uncertainties.

Statements in this presentation that are not historical facts are statements of future expectations with respect to the financial conditions, results of operations and businesses, and related plans and objectives. These forward-looking statements are based on Far East Orchard's current intentions, plans, expectations, assumptions and views about future events and are subject to risks, uncertainties and other factors, many of which are outside Far East Orchard's control. Because actual results, performance or events could differ materially from Far East Orchard's current intentions, plans, expectations, views and assumptions about the future, such forward-looking statements are not, and should not be construed as a representation of the future performance of Far East Orchard.

It should be noted that the actual performance of Far East Orchard may vary significantly from such statements. Far East Orchard shall not be liable for any loss or damage of any kind suffered due to any omission, error, inaccuracy, incompleteness in this presentation, or any reliance on this presentation. Far East Orchard shall not be liable for the content of the information provided by or quoted from third parties.

Unless explicitly indicated otherwise, all monetary values denoted as "\$" within this presentation are to be interpreted as referring to Singapore dollars.

Far East Orchard Overview

Far East Orchard is today a real estate company with a lodging platform, with global hospitality operations and a growing portfolio of Purpose-built student accommodation assets in the UK.

> 50 years

Expertise in real estate development, investment and asset management capabilities across our business.

\$183.6 M

FY2023 Revenue

\$2.6 B

Total Assets as at
31 Dec 2023

\$503.8 M

Market Cap as at
13 Jan 2025

Business Structure



Hospitality



PBSA



Property Investment



Property Development

Investment and Asset Management Capabilities

Hospitality Management



Hospitality Assets

Hospitality Investment

PBSA Operations



PBSA Assets

PBSA Investment / Fund Management

Commercial Units

Mixed-used Development

> 17,000

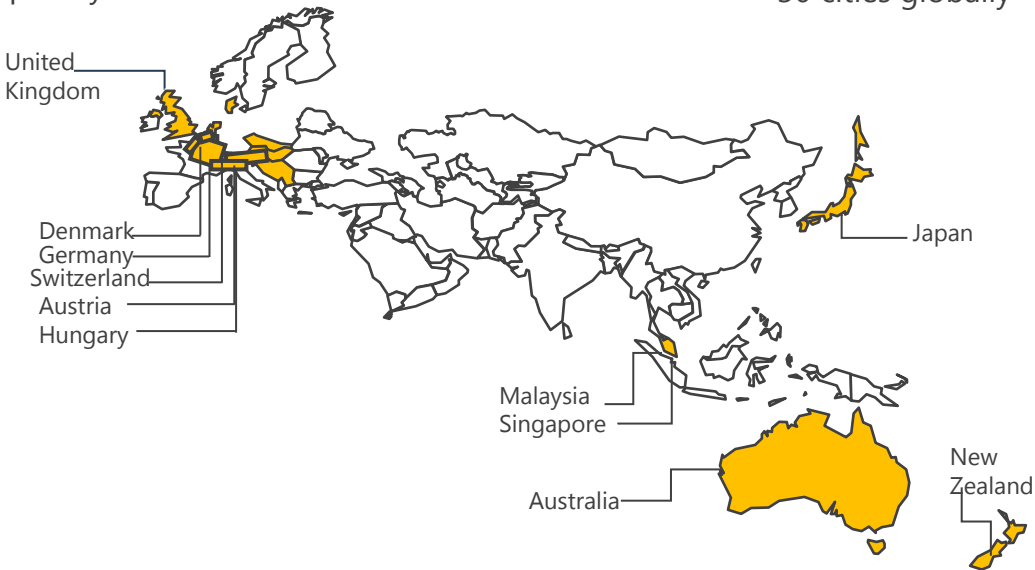
Hospitality Rooms

> 3,700

PBSA Beds

11 Countries

> 30 cities globally*



* Includes cities with Hospitality and PBSA assets.

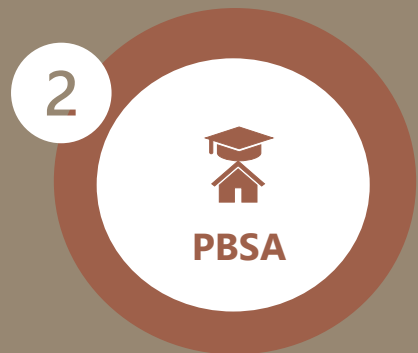
Strategic Focus FEOR25 Strategy

Adding Scale, Building Resilience

2025 Target



25,000 rooms

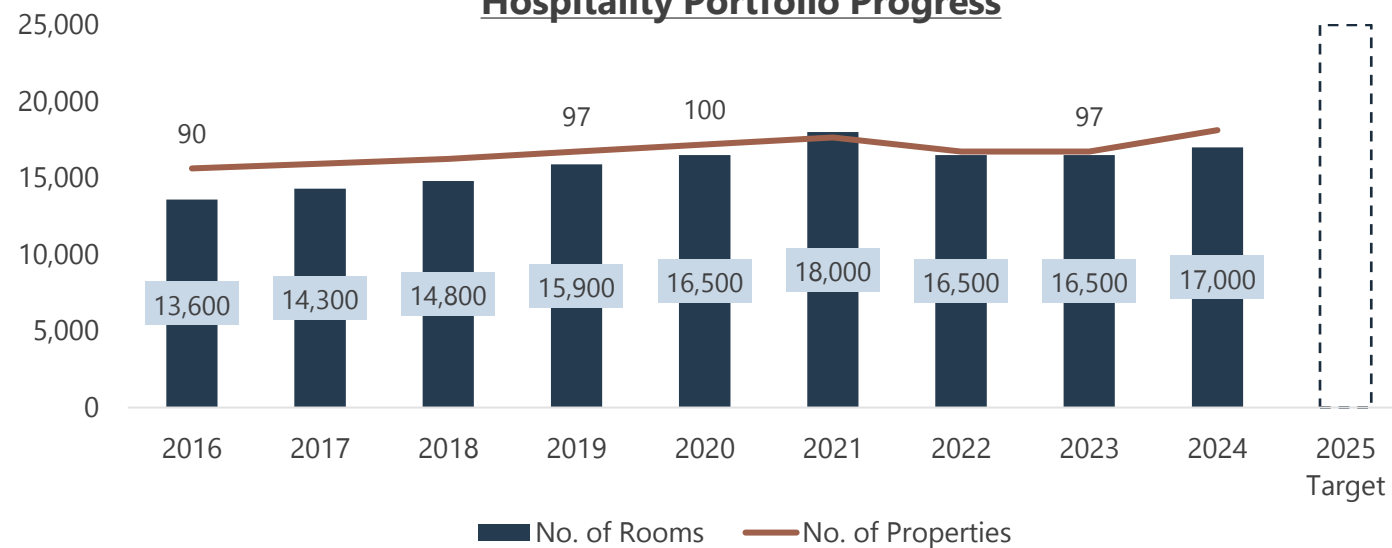


5,000 beds

Grow portfolios through a combination of **strategic partnerships, hotel management agreements and selective acquisitions.**

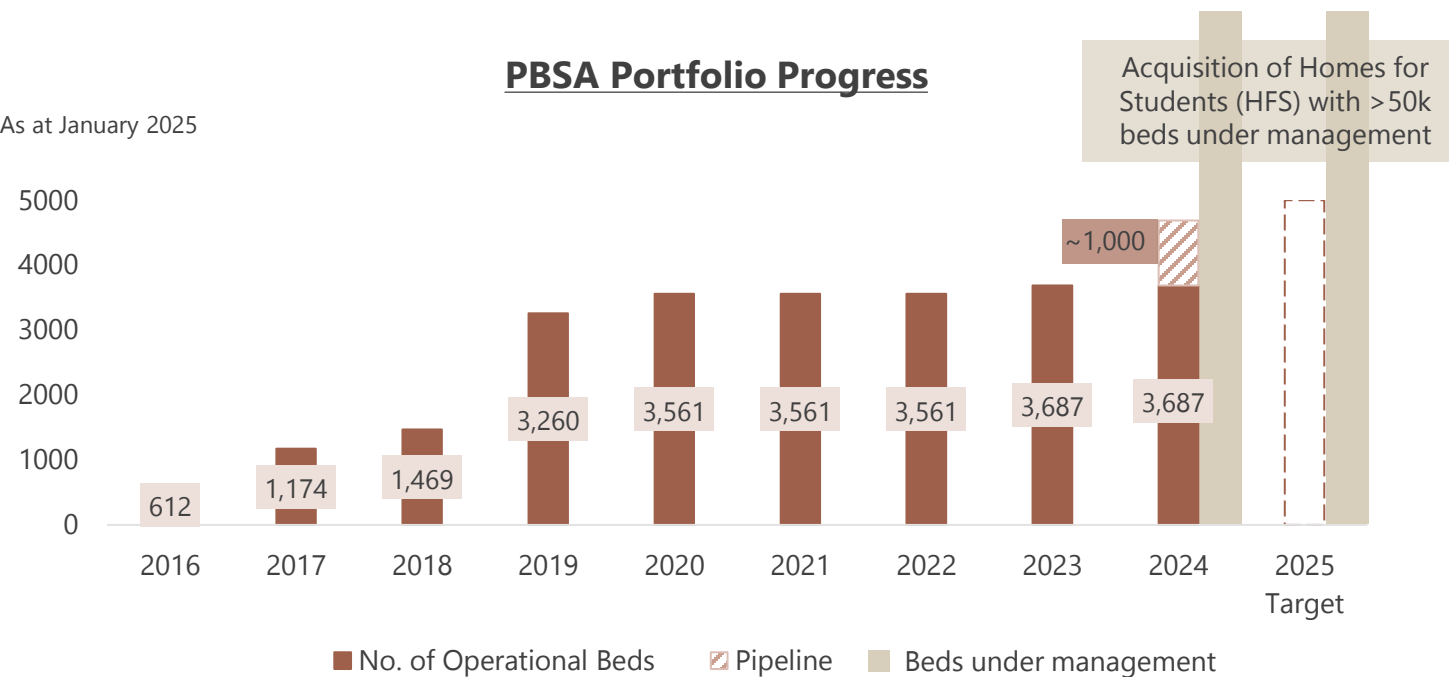
As at January 2025

Hospitality Portfolio Progress

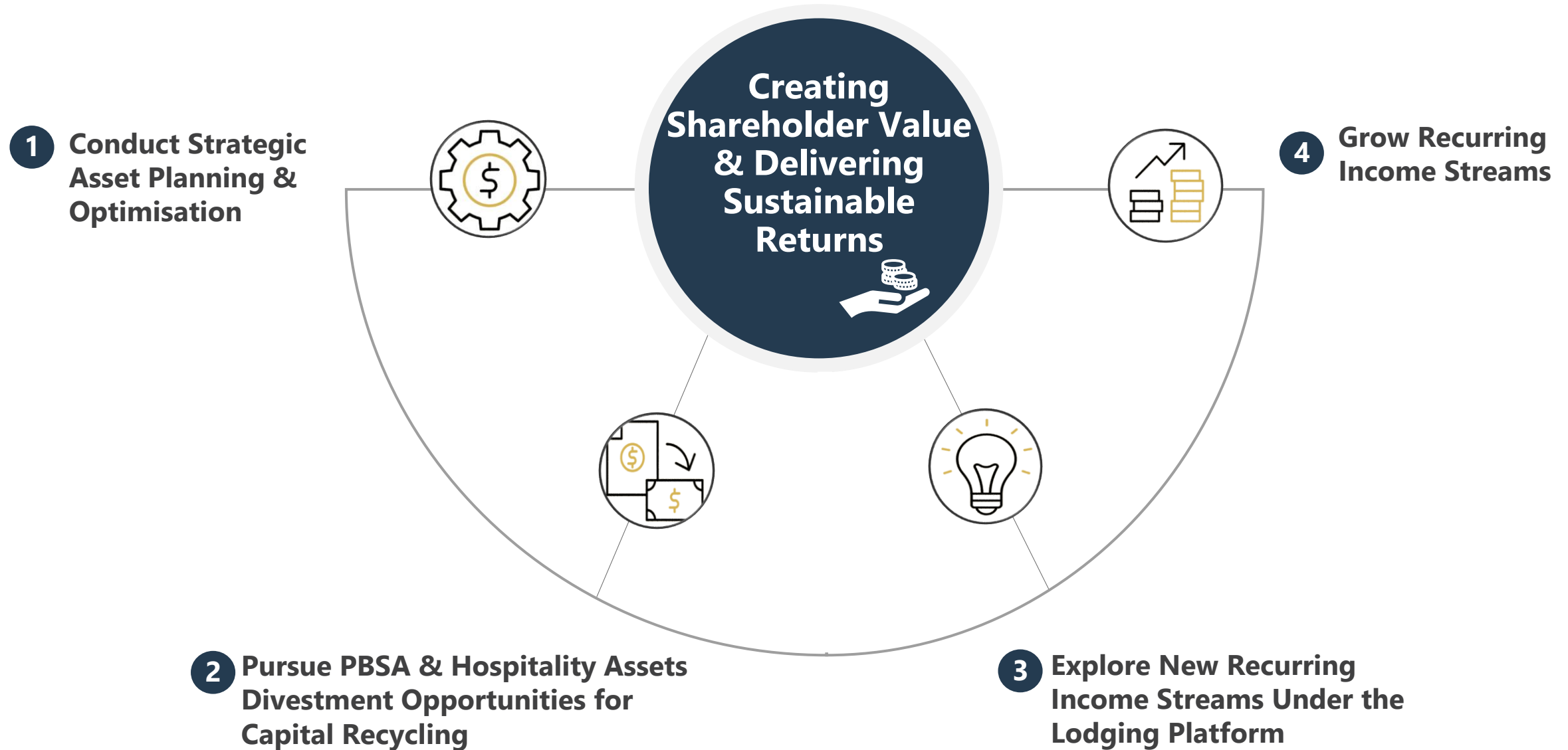


As at January 2025

PBSA Portfolio Progress



Strategic Focus: Creating Value for Shareholders



Positioned for Growth | Purpose-Built Student Accommodation

Our Focus: The UK Advantage

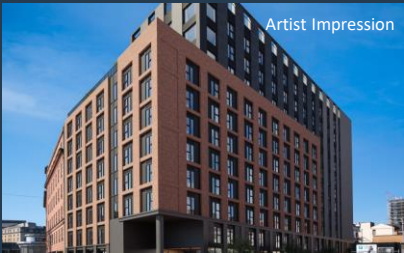
Favourable supply and demand dynamics

Sector resilience appeals to investors

2024: Positive Momentum

1

Mar: Acquire Central Glasgow site to develop a 273 bed



2

Apr: Acquired a 49% stake in HFS

HFS is UK's largest independent PBSA operator.



>50,000 beds



>50 towns and cities

Will boost the Group's recurring income stream and strengthen its operating management capabilities in the UK.

To acquire remaining 51% stake, subject to conditions in the sale & purchase agreement

~3,700 beds

~60,000 beds

Prior acquisition

3

Aug: First Closing of a Private Fund

Established FE UK Student Accommodation Development Fund (FESAD) in Singapore.

- Completed first closing, securing £70 million of the targeted £100 million in aggregate commitment.

Seed Development: Osborne Street, Glasgow (273 bed)

Scaling Up our Global Presence
through Strategic JVs

Focus on growth of
asset-light hotel
management contracts
to meet target

~1,000 rooms in the
pipeline beyond 2025

2024: Foraging Opportunities

1

Hotel Openings



Opened Vibe Hotel
Melbourne Docklands in Apr
(273 rooms)



Opened Quincy House
Singapore in Oct
(255 rooms)



TFE Hotels and Heritage Hotels
collaborate to refurbish and
rebrand 500+ rooms across NZ
under Adina and Rendezvous

2

Growing Japan Footprint

Inaugural
Expansion
into Japan in
2020

Jul:
Take over
operations

Far East Village
Hotel Ariake,
Tokyo
(306 rooms)

Far East Village
Hotel, Yokohama
(277 rooms)

Far East Village
Hotel Asakusa,
Tokyo
(134 rooms)

3

Portfolio Refurbishment and Enhancement Strategy Updates



Rendezvous Perth
Scarborough (337 rooms)
In progress. Expected
completion: 2H 2028



Adina Apartment Hotel Sydney
Darling Harbour (114 rooms)
Close for refurbishment in
2Q 2025



Adina Apartment Hotel
Frankfurt Neu Oper (134 rooms)
Refurbishment from 3Q 2025

4

Capital Recycling

Completed disposal
in Dec



Rendezvous Hotel Perth
Central (103 rooms)

Aligns with the Group's proactive asset management strategy
to realise the value of RHPC and improve capital allocation.

Property Development & Property Investments

Maintaining Recurring Rental Income

Property Development



Woods Square
Commercial

Far East Orchard's effective interest	33%
Total units*	534
Units held as investment property	68
Units launched for sale	414
% of units sold (as at 31 Dec 24)	53%
TOP	5 Feb 2020



Westminster Fire Station
Residential

Far East Orchard's effective interest	100%
Total units	17 units 1 restaurant
% of units sold (as at 31 Dec 24)	N.A
TOP	31 Aug 2021

Property Investments



Novena Medical Center

Total no. of units	44
Units held for sale	7
Units for investments	37



Novena Specialist Center

Total no. of units	39
Units held for sale	29
Units for investments	10

* Comprises units held as investment property that generates recurring income and units held for sale.

9M FY2024 Financial Highlights

- Achieved net profit of \$18.0 million for 9M FY2024
- Operating profit increased 16.4% YoY to \$47.6 million



REVENUE

\$140.1 M

▲ 4.5%

9M FY2023: \$134.1 M



OPERATING PROFIT

\$47.6 M

▲ 16.4%

9M FY2023: \$40.9 M



PROFIT AFTER TAX

\$18.0 M

▲ >100%

9M FY2023: \$7.0 M



PROFIT ATTRIBUTABLE TO SHAREHOLDERS

\$16.9 M

▲ >100%

9M FY2023: \$7.6 M

- **Hospitality Business Segment**

- Maintained stable contributions.
- Supported by strong performance in Japan and Europe markets.

- **PBSA Business Segment**

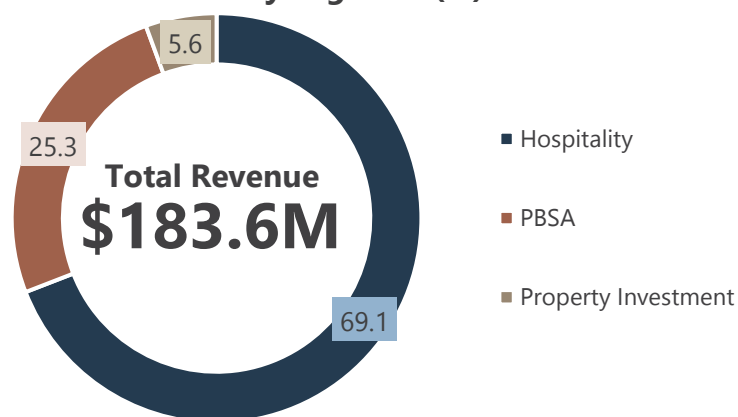
- Continued demonstrating strong performance due to rental growth and added contribution from a PBSA in Southampton, Emily Davis.

FY2023 Key Financial Highlights

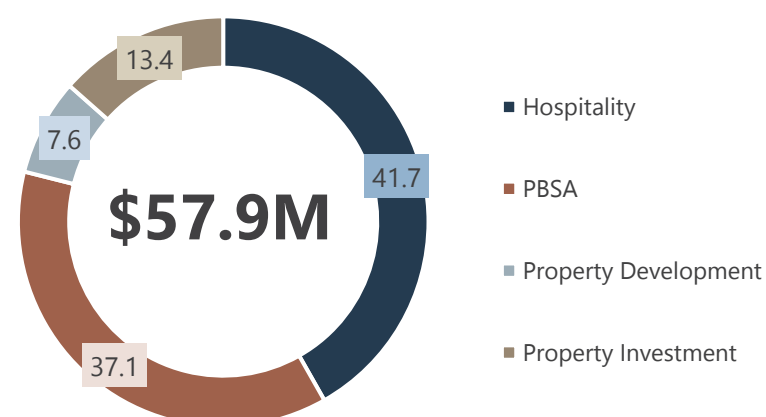
- Higher net profit after tax mainly due to fair value gains on investment properties
- Achieved highest operating profit in 10 years driven by hospitality recovery and robust performance of the PBSA business

Revenue	Operating Profit	Profit after Tax	Profit Attributable to Equity Holders	Earnings per share
\$183.6 M ▲ 30.3% FY2022: \$141.0 M	\$57.9 M ▲ 7.2% FY2022: \$54.0 M	\$66.1 M¹ ▲ > 100.0% ² ▼ 14.9% ³ FY2022: \$21.5 M	\$65.9 M¹ ▲ > 100.0% ² ▼ 17.3% ³ FY2022: \$21.9 M	13.7 cents ▲ > 100.0% ² ▼ 19.4% ³ FY2022: 4.7 cents

FY2023 Revenue by Segment (%)



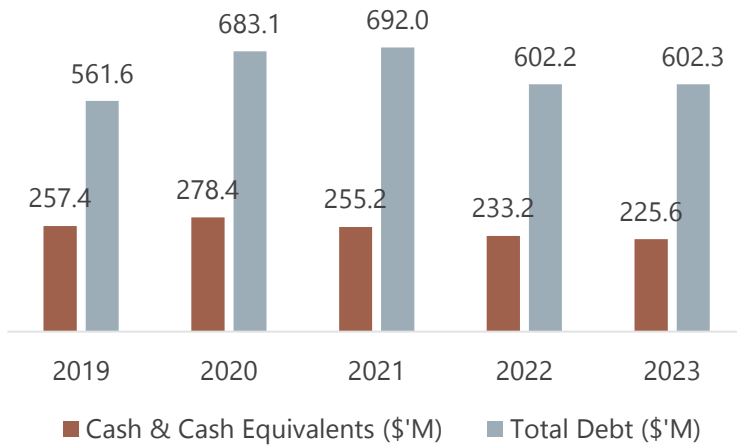
Total Operating Profit/(Loss) by Business Segment (%)



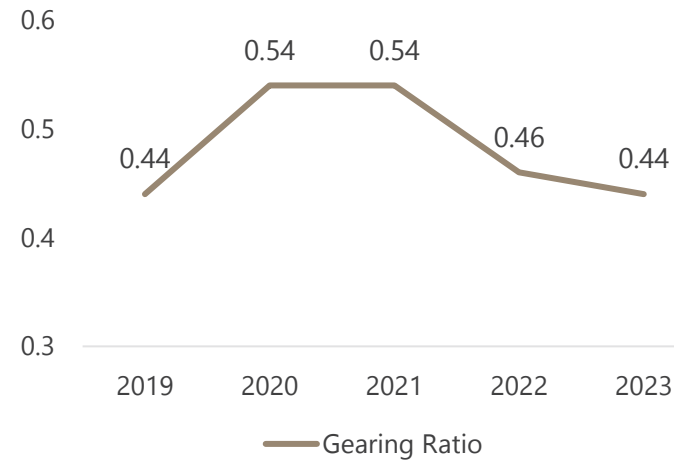
1. FY2023 included net fair value gains on investment properties (fair value gains of \$58.3m, pre-tax). Excluding this, net profit and profit attributable to equity holders would have been \$18.3m and \$18.1m respectively, and EPS would have been at 3.77 cents. 2. Compared to FY2022 3. Compared to FY2022 excluding the net fair value gains in FY2023.

Resilient Financial Position and Delivering Consistent Shareholder Returns

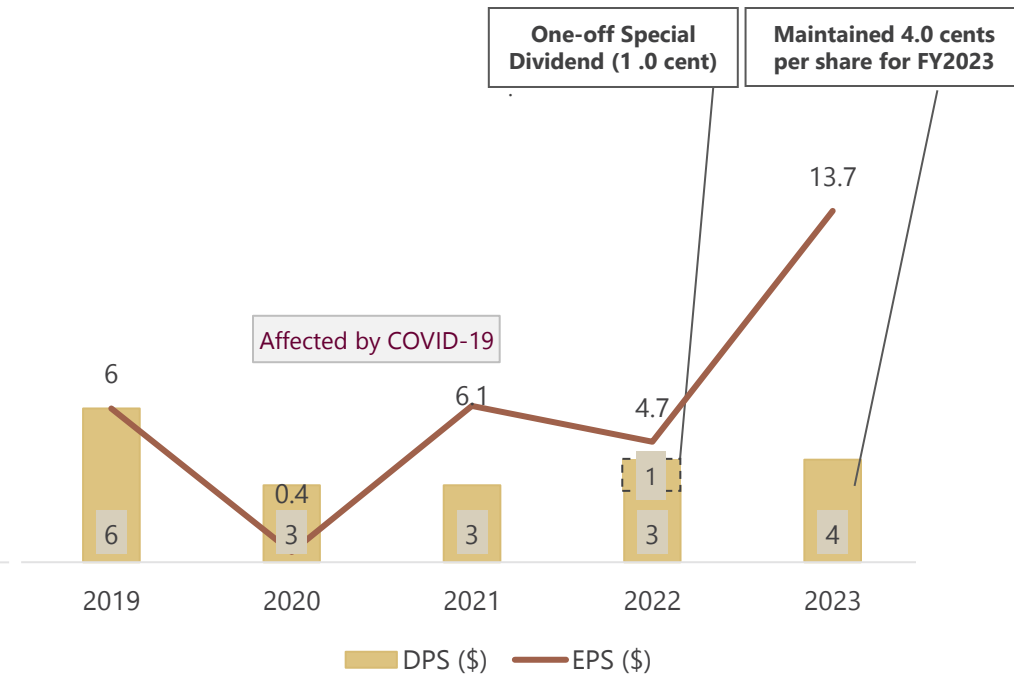
Disciplined Financial Management



Resilient Capital Structure



Commitment to Shareholders



FY2023 Sustainability Highlights

Minimising Environmental and Climate-related Impact (Environmental)



5%



Scope 1 and 2 emissions of owned properties



Disclosed

Scope 3

- **Category 3:** Fuel-related and energy-related emissions not included in Scope 1 and 2
- **Category 6:** Business Travel

Supporting People (Social)



14%



In workplace reportable injuries



0

Incidence of discrimination and no corrective action taken



81.7hrs

Average annual training hours given per team member



319.5hrs

Volunteer hours dedicated to local community engagement

Upholding Integrity (Governance)



Awarded

Most Transparent Company Award (Real Estate)

Securities Investors Association Singapore ("SIAS") Investors' Choice Awards 2023



SGTI

Ranked 38th out of 474

(Singapore Governance & Transparency Index 2023)



0

violations of the Competition Act and CCCS guidelines and lapses with SGX Listing Rules and no known incidents of bribery or corruption

Global Economy

The International Monetary Fund projects stable but modest global growth at 3.2% for 2025. While global inflation is set to decline¹, geopolitical tensions and financial volatility remain key risks.



International tourism has rebounded to 98% of pre-pandemic levels as of September 2024, driven by strong demand in Europe and Asia-Pacific markets.²



Visitor arrivals from January to November 2024 increased by 22.3% year-on-year, totalling 15.1 million, falling within the Singapore Tourism Board's forecast of 15-16 million arrivals for 2024. However, albeit still below the 19.1 million visitors recorded in 2019.³



Recovery remains uneven, with international arrivals still below pre-pandemic figures but domestic travel showing signs of stabilising.⁴



International arrivals from January to November 2024, reached 33.4 million exceeding pre-pandemic levels.⁵



Demand for student accommodation remains healthy, with full-time undergraduate acceptances rising by 0.9% for AY24/25, driven by growth in UK 18-year-olds.⁶

Supply-demand imbalance persists despite record-high student numbers. Rental rate growth may moderate due to softer demand from international students following immigration policy changes.

As of 30 Sep 2024, achieved portfolio occupancy rate of 91% for academic year ("AY24/25"), commenced in September 2024.

1. IMF. "[Policy Pivots, Rising Threats](#)." Oct'24. 2. UNWTO. "[World Tourism Barometer](#)." Sep'24. 3. STB. "[Singapore Tourism Analytics Network](#)." Sep'24. 4. Colliers. "[Hotels 3Q Research Report - Australia](#)." Oct'24. 5. Japan National Tourism Organization. "[Japan Tourism Statistics](#)" Dec'24. 6. UCAS. "[Record acceptances for UK 18-year olds as international growth flattens out](#)." 19 Sep'24.

Thank you!

For enquiries, please contact Investor Relations

Email: ir@fareastorchard.com.sg

Website: <https://www.fareastorchard.com.sg>

