



# Presentation on Far East Hospitality Trust

May/June 2015

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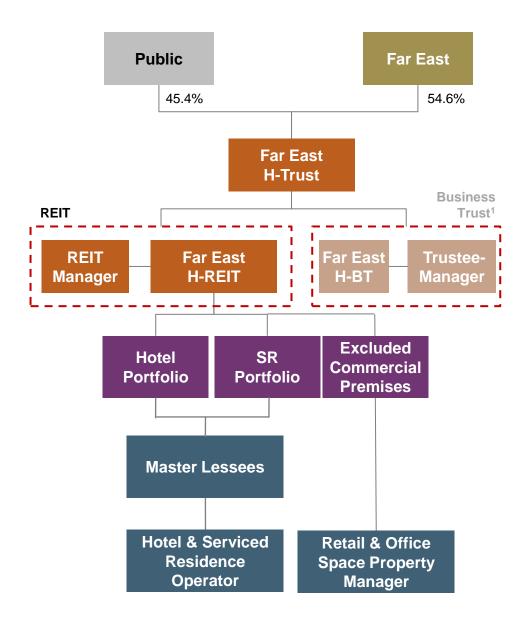
## I. Overview of Far East Hospitality Trust





## **Overview of Far East H-Trust**

Issuer	Far East Hospitality Trust
Sponsor	Far East Organization group of companies
REIT Manager	FEO Hospitality Asset Management Pte. Ltd.
Investment Mandate	Hospitality and hospitality-related assets in Singapore
Parifolia.	12 properties valued at approximately S\$2.48 billion
Portfolio	8 hotel properties ("Hotels") and 4 serviced residences ("SR" or "Serviced Residences")
Hotel and SR Operator	Far East Hospitality Management (S) Pte Ltd
Retail & Office Space Property Manager	Jones Lang LaSalle Property Consultants Pte Ltd
Master Lessees	Sponsor companies, part of the Far East Organization group of companies





## **Unique Position Among Singapore REITs**

### Far East H-Trust's unique pure-play Singapore hospitality exposure





## II. Investment Highlights





## **Key Investment Highlights**

- First and only Singapore-focused hotel and serviced residence REIT
- Economic, hospitality and tourism growth potential
- Committed and reputable Sponsor
- Well-positioned to capitalise on growth opportunities
- Downside protection from the Master Lease Agreement with expected rental growth



Lobby of The Quincy Hotel



## Singapore-Focused Portfolio with High Quality Assets

### 12 Properties, totalling 2,829 hotel rooms and apartment units, valued at ~S\$2.48 bn¹

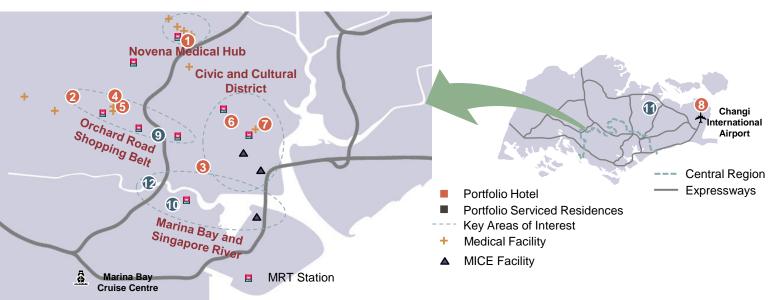




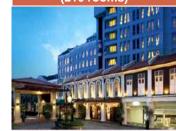












7 Village Hotel Bugis (393 rooms)















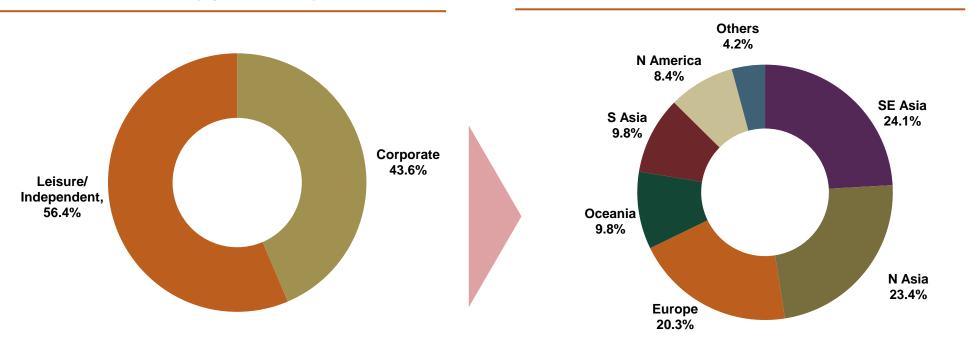




## **Market Segmentation 1Q 2015 - Hotels**



### Hotels (by Region)



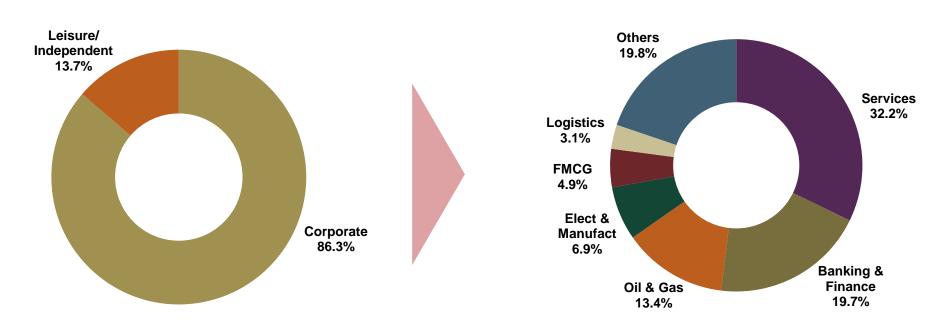
- Corporate segment contributed 43.6% of 1Q 2015 hotel revenue compared to 45.0% in 1Q 2014
- Contribution from some SE Asia countries declined year-on-year in 1Q 2015, partially mitigated by growth in N Asia



## Market Segmentation 1Q 2015 – Serviced Residences

### **Serviced Residences (by Revenue)**

### **Serviced Residences (by Industry)**



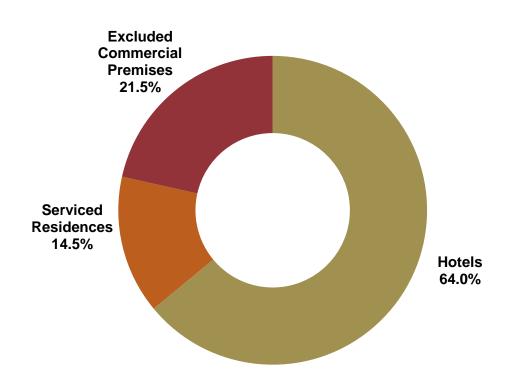
- Corporate segment contributed 86.3% of revenue for Serviced Residences in 1Q 2015, up from 76.8% in the preceding year
- Revenue contribution from Banking & Finance decreased year-on-year, partially mitigated by a growth in Services revenue

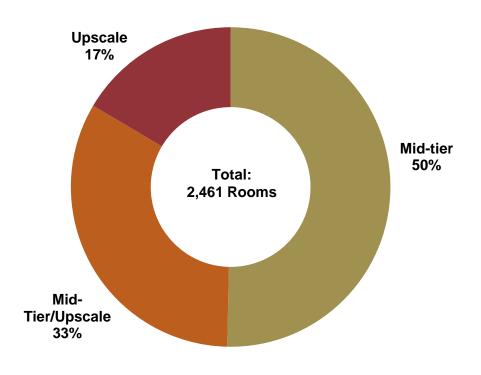


## **Asset Mix and Market Segmentation**

Far East H-Trust Revenue by Property Type (1Q 2015)

### **Far East H-Trust Hotel Properties by Tier**







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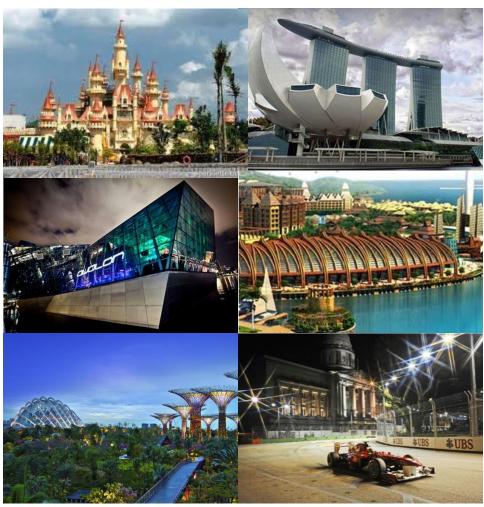


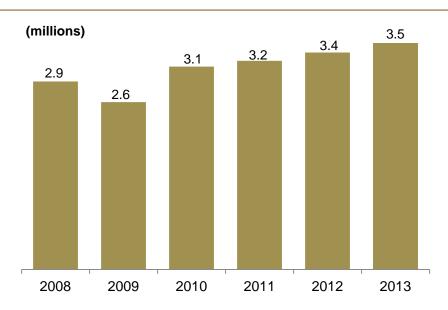
Photo Montage of Existing and Upcoming Tourist Attractions in Singapore

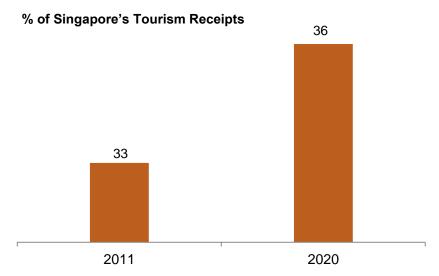


### Singapore as a Global Premier Business Destination

### Steady growth in business travel arrivals

## Business travel to contribute 36% of total tourism receipts by 2020





### An award-winning meeting city



TTG Travel Awards 2013/2014 Best BT MICE City



Business Traveller Asia-Pacific Travel Awards 2013/2014 est Business City in Southea

Best Business City in Southeast Asia



World Travel Awards 2013
Asia's Leading Meetings &
Conference Destination



International Congress and Convention Association Global Rankings 2013 Top Convention City in Asia for the 12<sup>th</sup> consecutive year

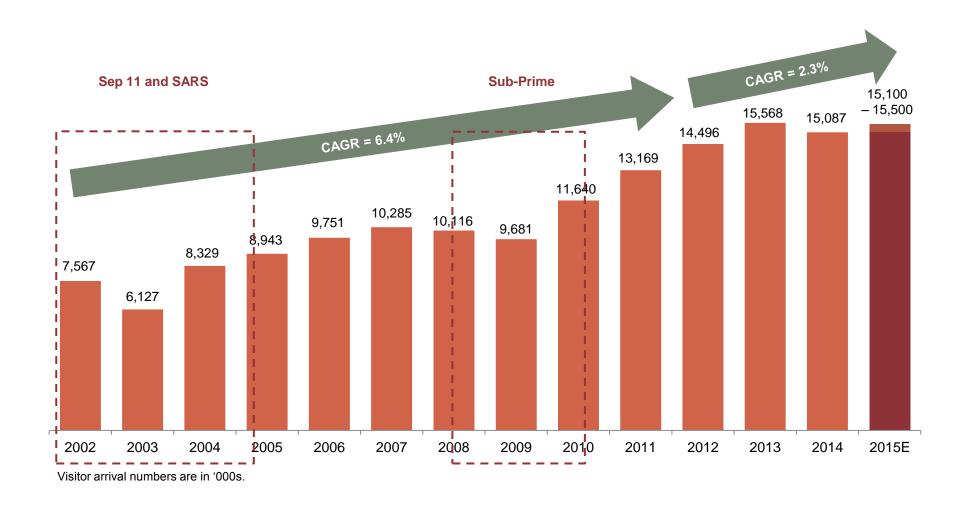


Union of International
Associations Global
Rankings 2013
Top International Meeting City
for the 7<sup>th</sup> consecutive year

Singapore's positioning as a key regional business hub and its increased profile as a MICE destination will continue to attract business travellers



## Historical and Forecast Visitor Arrivals in Singapore

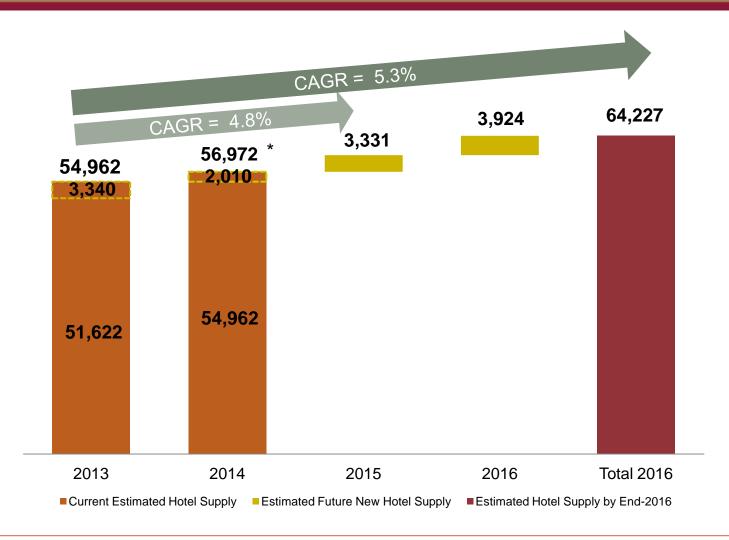


Visitor arrivals are projected to grow at a CAGR of up to 2.3% from 2012 to 2015



Sources: IPO Prospectus dated 16 August 2012 (2002 to 2011 visitor arrivals)
Singapore Tourism Board, International Visitor Arrivals Statistics, 11 February 2015
Speech by Mr S Iswaran, Second Minister for Trade and Industry, 6 March 2015 (2015E visitor arrivals)

## **Estimated Hotel Room Supply in Singapore**



- Hotel supply expected to increase at a CAGR of 5.3% from 2013 to 2016
- No hotel sites introduced in 2015 Government Land Sales (GLS) programme
- Urban Redevelopment Authority (URA) to tighten approvals for applications for new hotels,
   backpackers' hostels or boarding houses on sites that are not zoned or permitted for hotel use



## **Major Sporting Events in 2015/2016**









Junior Championships: 25-30 August 2015 World Cup: 3-4 October 2015 18-20 September 2015



23 October – 1 November 2015



3-9 December 2015



**April 2016** 



# Transformation of Tourism Landscape – New & Upcoming Developments & Events



Singapore Tourism Board launches \$20 mil global marketing campaign (2015)

Attracting visitors from key growth markets with flight and hotel deals, retail offerings and entertainment options



**National Gallery Singapore (2015\*)** 

The largest gallery to showcase Singaporean and Southeast Asian arts



**KidZania (2015\*)** 

The World's fastest growing entertainment centre for children, opening at Sentosa Island



Changi Terminal 4 (2017\*) & Project Jewel (2018\*)

Catering for greater air traffic and creating a unique airport hub experience



Novena Health City (2018\*)

Integrating health services, research and education, commercial and leisure facilities



Mandai Makeover (2020\*)

A wildlife and nature heritage project, integrating new attractions with the Singapore Zoo, Night Safari and River Safari



## **Key Investment Highlights**

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AMOY Hotel – Awarded Top Hotel in Singapore and Best Hotel for Service by TripAdvisor Traveller's Choice 2015



### FEO – Singapore's Largest Private Real Estate Developer

## Active developer with a track record of more than 50 years



FEO's >54% stake in Far East H-Trust is a strong demonstration of its ongoing support and confidence in the trust

<sup>&</sup>lt;sup>2</sup> Including bids entered into through joint ventures Source: IPO Prospectus dated 16 Aug 2012

## Proven Track Record in Hospitality Ownership and Operations

1980s and Before

1990s

### 2000s and Beyond









Since 1987, FEO has on average added to their portfolio a new hotel or serviced residence every 1.5 years



## **Key Investment Highlights**

- First and only Singapore-focused hotel and serviced residence REIT
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This picture is an artist's impression of Oasia Downtown Hotel and may differ from the actual view of Oasia Downtown Hotel



## Well-Positioned to Capitalise on Growth Opportunities

B **Active Asset Management Potential Organic Growth Strong Potential Pipeline** and Enhancement Growth in RevPAR and Sponsor ROFR properties Refurbishment programmes RevPAU to refresh and upgrade the 3rd party acquisitions **Properties** Well-aligned with market / Additional pipeline from industry growth Selective optimisation of future government land sites commercial spaces + +

Key initiatives that will help to drive both immediate and long-term growth



## Organic Growth Opportunities





- ✓ Increased level of MICE activities
- ✓ Completion of future developments e.g. South Beach, M+S Pte Ltd
- √\$105m expansion of Raffles Hospital: +20,612sqm (+72%)



- ✓ Prime Orchard Road location
- ✓ Continued focus on corporate customers

- ✓ Stabilisation of Mount Elizabeth Novena Hospital in 2013
- ✓ Ramping up of Novena Specialist Centre
- ✓ Active brand marketing





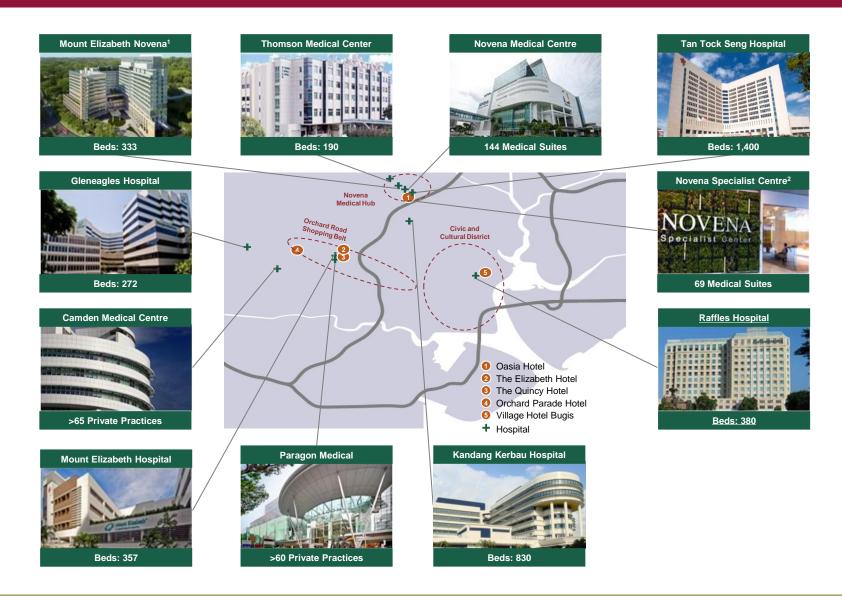
- ✓ Prime location
- Optimisation of commercial space

Potential to extract significant organic growth going forward



**Dasia Hotel** 

## Proximity to Key Medical Facilities



Five of FEHT's properties are strategically located within close proximity to reputable hospitals and medical centres in Singapore, placing it in prime position to benefit from a medical tourism boom



Source: STB. CBRE Hotels

## **Strong Potential Pipeline**







Number of Units: 207



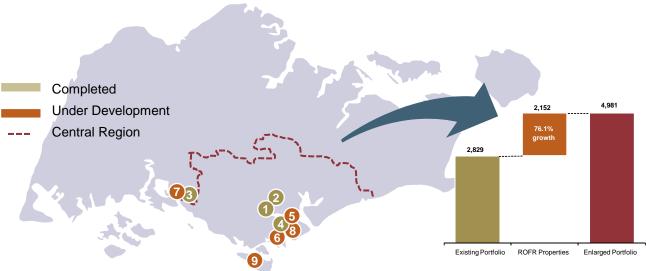


Number of Units: 51

**AMOY Hotel (Phase 1)** 



**Number of Rooms: 37** 



Name of POED Property	Expected Completion Date	Est. No of Rooms / Units
Name of ROFR Property	Completion Date	Rooms / Units
1 Orchard Parksuites	Completed	225
Orchard Scotts Residences	Completed	207
3 West Coast Village Residences	Completed	51
4 The Amoy Hotel (Phase 1)	Completed	37
Completed Subtotal		520
Under Development		
5 AMOY Hotel (Phase 2)	1H2016	60
Oasia Downtown Hotel	1H2016	314
Oasia West Residences	1H2016	116
8 The Clan	1H2017	292
Outpost Hotel Sentosa & Village Hotel Sentosa	2018	850
Under Development Subtotal		1,632
Total		
Hotel Rooms		1,553
Serviced Residence Units		599
Grand Total		2,152

(5)





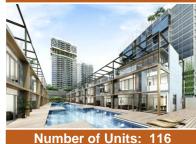
Number of Rooms: 850

The Clan<sup>1</sup>



Number of Rooms: 292

Oasia West Residences<sup>1</sup>



6 Oasia Downtown Hotel<sup>1</sup>



**AMOY Hotel (Phase 2)** 



**Number of Rooms: 60** 



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# Development with Sponsor – Outpost Hotel Sentosa & Village Hotel Sentosa





### **Joint Venture with Far East Organization**

- Far East H-REIT holds a 30% interest
- Integrated development comprising 2 hotels
- Outpost Hotel Sentosa Upscale Village Hotel Sentosa – Mid-tier
- 60-year leasehold interest from 7 March 2014
- Land area Approx 45,000 sqm (484,400 sqft)
   Maximum permissible GFA Approx 36,000 sqm (387,500 sqft)
- Expected to complete in 2018
- Far East H-REIT's agreed proportion of projectrelated costs is approx \$133.1 million (of a total estimated cost of \$443.8 million)
- Far East H-REIT entitled to purchase remaining 70% of the development should a sale be contemplated by the Sponsor



# Development with Sponsor – Outpost Hotel Sentosa & Village Hotel Sentosa

### **Outpost Hotel Sentosa & Village Hotel Sentosa (Groundbreaking)**





Joint venture parties with counterparts from Sentosa Development Corporation and project consultants

Driving the first pile into the ground



## Acquisition from Third Party – Rendezvous Hotel Singapore







Completion	1 Aug 2013
Leasehold Tenure	70 years from Completion Date
Market Segment	Upscale
Rooms	298

Retail Net Floor Area	2,295 sqm
Purchase Price	\$264.3m (Hotel: S\$216.6m / Retail: S\$47.7m) <sup>(1)</sup>
Valuation as at 31 Dec 2014	\$282.3m (Hotel: S\$224.0m / Retail: S\$58.3m) <sup>(2)</sup>

Master Lessee	Serene Land Pte Ltd
Term	20 years + 20 years
Fixed Rent	\$6.5m p.a.
Variable Rent	33% of GOR + 25% of GOP less Fixed Rent <sup>(3)</sup>

Source: Circular dated 15 May 2013

Notes

(1) Based on the average proportion of hotel and retail valuations by Colliers and JLL

(2) Based on the valuation by Knight Frank as at 31 Dec 2014

(3) If the calculation of the Variable Rent yields a negative figure, the Variable Rent will be deemed to be zero



## 2015 Asset Enhancement Plan

Village Residence **Robertson Quay** 

**Extension of** outdoor refreshment area

> **Targeted to** complete by 2Q 2015

**Village Hotel** Changi

Soft refurbishment of club & suite rooms and meeting areas

> Targeted to complete by 4Q 2015

Regency House

Refurbishment of 2 and 3-bedroom units

> Targeted to complete by 1Q 2016

**Village Hotel Albert Court** 

Change of aircon chiller system

> **Completed in** 1Q 2015



## **Asset Enhancement Initiatives – Completed in Feb 2015**

### **Village Hotel Albert Court**



**Platinum** 

Replacement of old chillers with new chiller plant system with improved efficiency

Village Hotel Albert Court awarded BCA Green Mark Platinum certification for its energy and water saving initiatives





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Orchard Parade Hotel

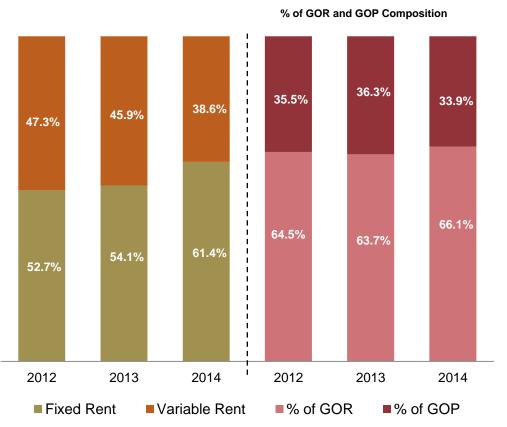


# Attractive Master Lease Structure: Upside Sharing with Downside Protection

### **Key Terms of the Master Lease Agreement**

## Fixed and Variable Rent Composition of Total Master Lease Rental<sup>2</sup>





% of GOR component contributes > 60% of Far East H-Trust's Gross Revenue, ensuring less sensitivity to cost increases

<sup>&</sup>lt;sup>2</sup> 2013 data includes acquisition of Rendezvous Hotel Singapore & Rendezvous Gallery on 1 Aug 2013



<sup>&</sup>lt;sup>1</sup> Except for Oasia Hotel which is 1% for the first three years and 2.5% thereafter

## **III. Financial Highlights**





## **Executive Summary – Performance vs LY**

	1Q 2015 \$	1Q 2014 \$	Variance %
Gross Revenue (\$'000)	27,365	30,669	(10.8)
Net Property Income (\$'000)	24,487	27,594	(11.3)
Income Available for Distribution (\$'000)	19,203	23,121	(16.9)
Distribution per Stapled Security (cents)	1.07	1.30	(17.7)

- Gross revenue decreased to \$27.4 million in 1Q 2015 mainly due to softer demand for accommodation, in line with the fall in visitor arrivals and uncertain economy.
- A spike in short-term interest rates in 1Q 2015 resulted in an increase in finance costs, which also contributed to the lower income available for distribution.
- Distribution per stapled security ("DPS") was 1.07 cents in 1Q 2015.



## Financial Results From 1 January to 31 March 2015

	1Q 2015	1Q 2014	Variance	Change +/(-)
	S\$'000	S\$'000	S\$'000	%
Master lease rental	21,485	24,935	(3,450)	(13.8)
Retail and office revenue	5,880	5,734	146	2.5
Gross revenue	27,365	30,669	(3,304)	(10.8)
Property tax	(2,054)	(2,107)	53	2.5
Property insurance	(32)	(45)	13	28.9
MCST contribution	(16)	(14)	(2)	(14.3)
Retail and office expenses	(665)	(767)	102	13.3
Property manager fees	(111)	(134)	23	17.2
Other property expenses	-	(8)	N.M.	N.M.
Property expenses	(2,878)	(3,075)	197	6.4
Net property income	24,487	27,594	(3,107)	(11.3)
REIT Manager's fees	(2,859)	(2,979)	120	4.0
Trustee's fees	(78)	(78)	0	-
Other trust expenses	(278)	(180)	(98)	(54.4)
Trust level expenses	(3,215)	(3,237)	22	0.7
Total finance costs	(5,006)	(4,192)	(814)	(19.4)
Net income before tax and fair value changes	16,266	20,165	(3,899)	(19.3)
Fair value change in interest rate swap	3,102	177	2,925	1,652.5
Total return for the period before income tax	19,368	20,342	(974)	(4.8)



## Statement of Distribution to Stapled Securityholders

	1Q 2015	1Q 2014	Variance	Change +/(-)
	S\$'000	S\$'000	S\$'000	%
Total return for the period before income tax	19,368	20,342	(974)	(4.8)
Income tax expense	-	-	-	-
Total return for the period after income tax	19,368	20,342	(974)	(4.8)
Add/(less) non tax deductible/(chargeable) items :				
REIT Manager's fees paid/payable in Stapled Securities	2,573	2,682	(109)	(4.1)
Amortisation of debt upfront cost	188	200	(12)	(6.0)
Trustee's fees	78	78	0	-
Other Adjustment	98	(4)	102	N.M.
Fair value change in interest rate swap	(3,102)	(177)	(2,925)	1,652.5
Net tax adjustment	(165)	(2,779)	2,614	94.1
Income available for distribution	19,203	23,121	(3,918)	(16.9)



### **Market Environment**

### Singapore Economy

### 1Q 2015

- Singapore economy grew by 2.1% year-on-year in 1Q 2015
- On a seasonally-adjusted annualised basis, the economy expanded by 1.1% year-on-year,
   slower than the 4.9% expansion in 4Q 2014

### Singapore Hospitality Market

### January - February 2015

- According to Singapore Tourism Board ("STB"), revenue per available room ("RevPAR") across all hotel segments decreased by 6.4% year-on-year
- RevPAR of Upscale and Mid-tier hotels decreased by 4.0% and fell by 9.1% year-on-year respectively



## Portfolio Performance – Key Highlights for 1Q 2015

### **Hotels**

- The average occupancy of the hotels was 1.0pp below last year while the average daily rate ("ADR") was 9.9% lower. The Singapore Airshow which took place in February 2014 helped to lift the ADR in 1Q 2014. In addition, the hotel portfolio experienced less demand from the higher-yielding corporate segment.
- Revenue per available room ("RevPAR") was \$141 in 1Q 2015, 11.0% lower year-onyear.

### **Serviced Residences**

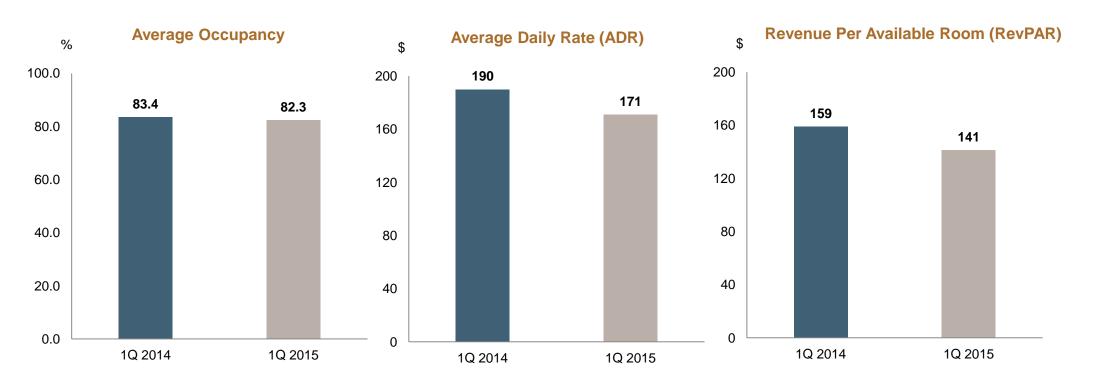
- The average occupancy for the serviced residences was 85.8%, 1.5pp below last year, and the ADR was 5.5% lower. The serviced residence portfolio experienced a reduction in bookings from project groups. Lower rates were introduced to address the decline in occupancy and to widen the target market.
- Revenue per available serviced residence unit ("RevPAU") was \$206 in 1Q 2015, 7.1% lower year-on-year.

#### **Excluded Commercial Premises**

Revenue from the excluded commercial premises (i.e. retail and office spaces) grew 2.5% year-on-year to \$5.9 million in 1Q 2015. The increase was due to both an improvement in occupancy and rates.



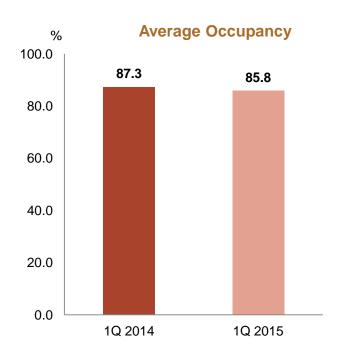
## Portfolio Performance 1Q 2015 - Hotels

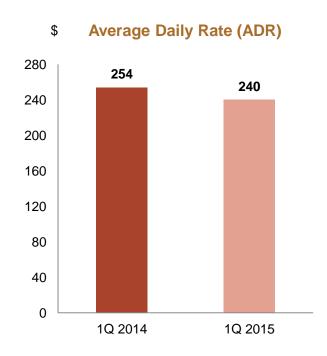


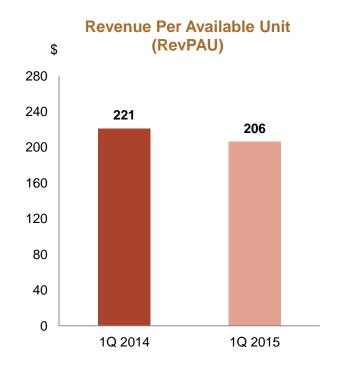
	1Q 2014	1Q 2015	Variance
Average Occupancy (%)	83.4	82.3	(1.0pp)
ADR (\$)	190	171	(9.9%)
RevPAR(\$)	159	141	(11.0%)



## Portfolio Performance 1Q 2015 – Serviced Residences







	1Q 2014	1Q 2015	Variance
Average Occupancy (%)	87.3	85.8	(1.5pp)
ADR (\$)	254	240	(5.5%)
RevPAU (\$)	221	206	(7.1%)

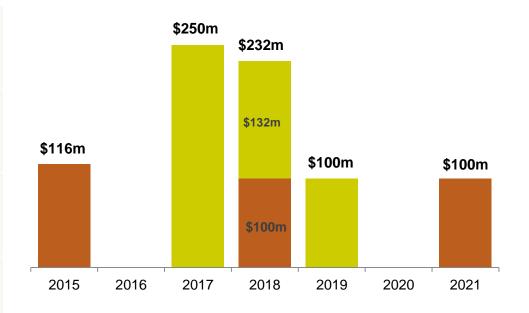


## Capital Management

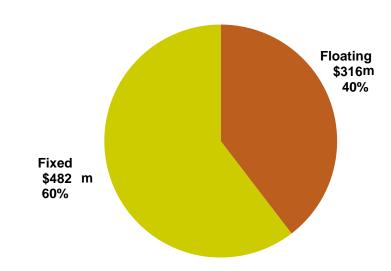
### As at 31 March 2015

Total debt	\$798 m
Available revolving facility	\$84 m
Gearing ratio	31.5%
Unencumbered asset as % total asset	100%
Proportion of fixed rate	60%
Weighted average debt maturity	3.2 years
Average cost of debt	2.5%

### **Debt Maturity Profile**



### **Interest Rate Profile**





## **Thank You**

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## Appendix





## **Far East H-Trust Asset Portfolio Overview**

#### Hotels

















	Village Hotel Albert Court	Village Hotel Changi	The Elizabeth Hotel	Village Hotel Bugis	Oasia Hotel	Orchard Parade Hotel	The Quincy Hotel	Rendezvous Hotel & Gallery	Total / Weighted Average
Market Segment	Mid-tier	Mid-tier	Mid-tier	Mid-tier	Mid-tier / Upscale	Mid-tier / Upscale	Upscale	Upscale	NA
Address	180 Albert Street, S'pore189971	1 Netheravon Road, S'pore 508502	24 Mount Elizabeth, S'pore 228518	390 Victoria Street, S'pore 188061	8 Sinaran Drive, S'pore 307470	1 Tanglin Road, S'pore 247905	22 Mount Elizabeth Road, S'pore 228517	9 Bras Basah Road, S'pore 189559	
Date of Completion	3 Oct 1994	30 Jan 1990 <sup>2</sup>	3 May 1993	19 Oct 1988	2 June 2011	20 June 1987 <sup>2</sup>	27 Nov 2008	5 June 2000 <sup>2</sup>	
# of Rooms	210	380	256	393	428	388	108	298	2,461
Lease Tenure <sup>1</sup>	73 years	63 years	73 years	64 years	90 years	48 years	73 years	69 years	NA
GFA/Strata Area (sq m)	11,426	22,826	11,723	21,676	22,457	34,072	4,810	19,720	
Retail NLA (sq m)	1,003	778	583	1,164	NA	3,761	NA	2,824	10,113
Office NLA (sq m)	NA	NA	NA	NA	NA	2,509	NA	NA	2,509
Master Lessee / Vendor	First Choice Properties Pte Ltd	Far East Organization Centre Pte. Ltd.	Golden Development Private Limited	Golden Landmark Pte Ltd	Transurban Properties Pte. Ltd.	Orchard Parade Holdings Limited	Golden Development Private Limited	Serene Land Pte Ltd	
Valuation (S\$ 'mil)1	128.3	244.4	187.5	230.0	339.0	423.4	84.7	282.3	1,919.6

<sup>&</sup>lt;sup>2</sup> Date of acquisition by Sponsor, as property was not developed by Sponsor



<sup>&</sup>lt;sup>1</sup> As at 31 December 2014

## **Far East H-Trust Asset Portfolio Overview**

#### **Serviced Residences**









Village Residence Clarke Quay

Village Residence Hougang

Village Residence Robertson Quay

Regency House

Total / Weighted Average

	Clarke Quay	Hougang	Robertson Quay	House	Weighted Average
Market Segment	Mid-tier	Mid-tier	Mid-tier	Upscale	NA
Address	20 Havelock Road, S'pore 059765	1 Hougang Street 91, S'pore 538692	30 Robertson Quay, S'pore 238251	121 Penang House, S'pore 238464	
Date of Completion	19 Feb 1998	30 Dec 1999	12 July 1996	24 Oct 2000	
# of Rooms	128	78	72	90	368
Lease Tenure <sup>1</sup>	78 years	79 years	76 years	79 years	NA
GFA/Strata Area (sq m)	17,858	14,635	10,570	10,723	53,808
Retail NLA (sq m)	2,213	NA	1,179	539	3,931
Office NLA (sq m)	Office: 1,474 Serviced Office: 696	NA	NA	2,307	4,477
Master Lessee / Vendor	OPH Riverside Pte Ltd	Serene Land Pte Ltd	Riverland Pte Ltd	Oxley Hill Properties Pte Ltd	
Valuation (S\$ 'mil) ¹	205.8	70.0	117.3	163.4	556.5