



# Presentation on Far East Hospitality Trust

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November 2015

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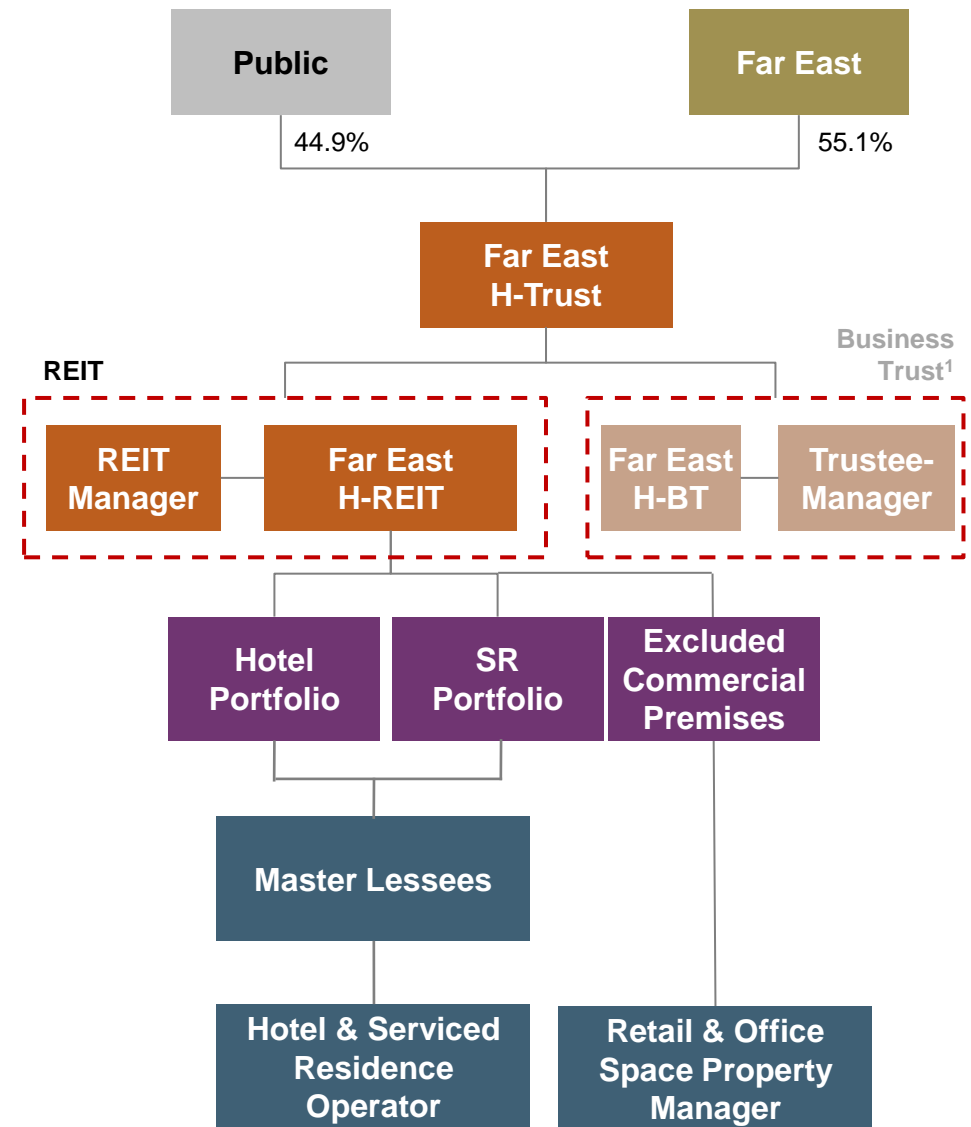


## I. Overview of Far East Hospitality Trust



# Overview of Far East H-Trust

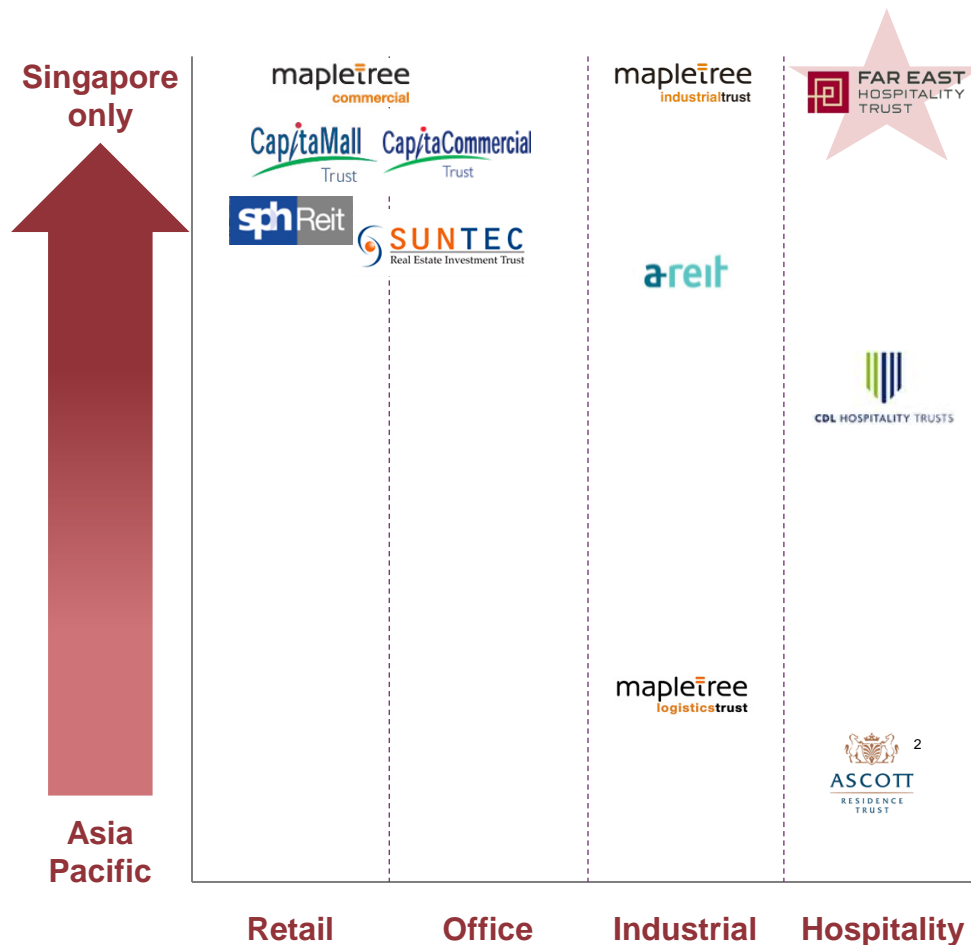
<b>Issuer</b>	Far East Hospitality Trust
<b>Sponsor</b>	Far East Organization group of companies
<b>REIT Manager</b>	FEO Hospitality Asset Management Pte. Ltd.
<b>Investment Mandate</b>	Hospitality and hospitality-related assets in Singapore
<b>Portfolio</b>	12 properties valued at approximately S\$2.48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



<sup>1</sup> Dormant at Listing Date and master lessee of last resort

# Unique Position Among Singapore REITs

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



<sup>1</sup> Singapore-Focused REITs include Mapletree Commercial Trust, Mapletree Industrial Trust, Capitaland Mall Trust, Capitaland Commercial Trust and SPH REIT, all of which have total assets of more than S\$2.0 billion. Market data as at August 2015.

<sup>2</sup> Ascott Residence Trust's portfolio also has exposure to the European Serviced Residences market

## II. Investment Highlights



# Key Investment Highlights

**1** First and only Singapore-focused hotel and serviced residence REIT

**2** Economic, hospitality and tourism growth potential

**3** Committed and reputable Sponsor

**4** Well-positioned to capitalise on growth opportunities

**5** 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 ~\$2.48 bn<sup>1</sup>

1 Oasia Hotel (428 rooms)



2 Orchard Parade Hotel (388 rooms)



3 Rendezvous Hotel Singapore (298 units)



4 The Elizabeth Hotel (256 rooms)



5 The Quincy Hotel (108 rooms)



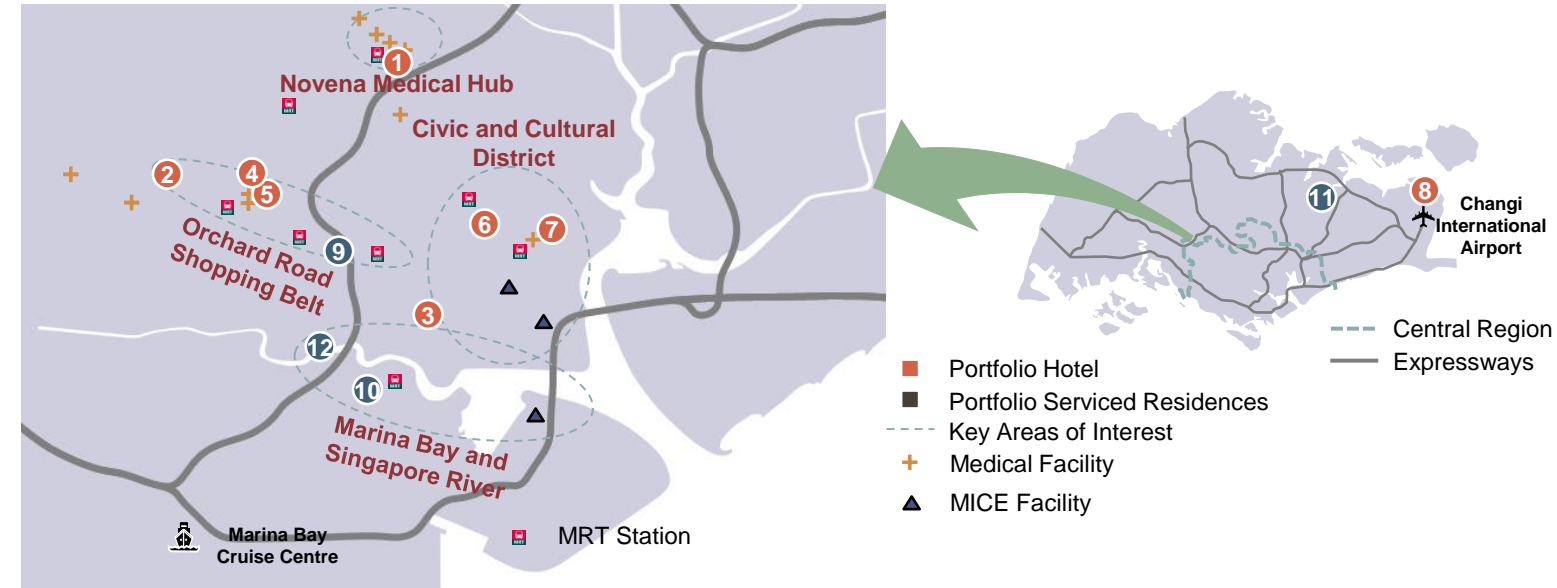
6 Village Hotel Albert Court (210 rooms)



7 Village Hotel Bugis (393 rooms)



8 Village Hotel Changi (380 rooms)



12 Village Residence Robertson Quay (72 units)



11 Village Residence Hougang (78 units)



10 Village Residence Clarke Quay (128 units)



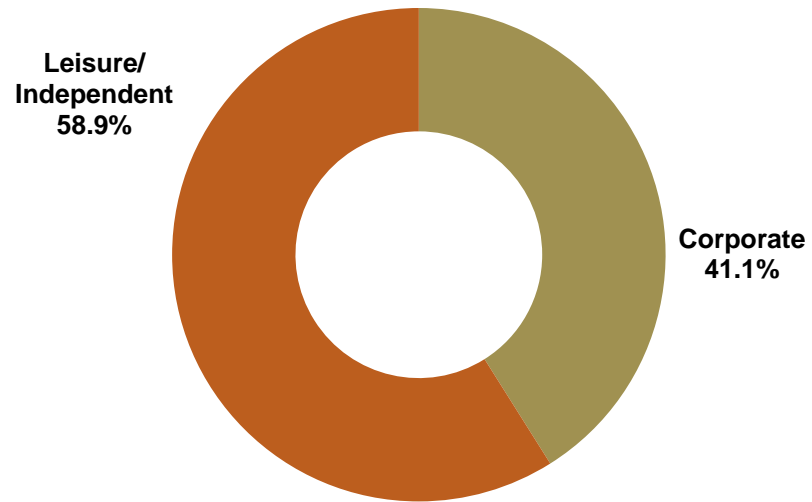
9 Regency House (90 units)



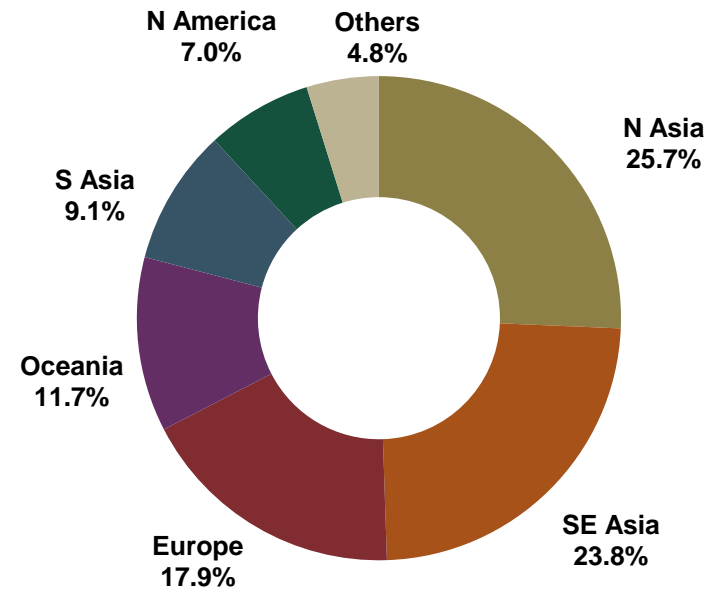
<sup>1</sup> Hotels 1-8 were valued by Knight Frank and serviced residences 9-12 were valued by CBRE on 31 Dec 2014

# Market Segmentation 3Q 2015 - Hotels

## Hotels (by Revenue)



## Hotels (by Region)

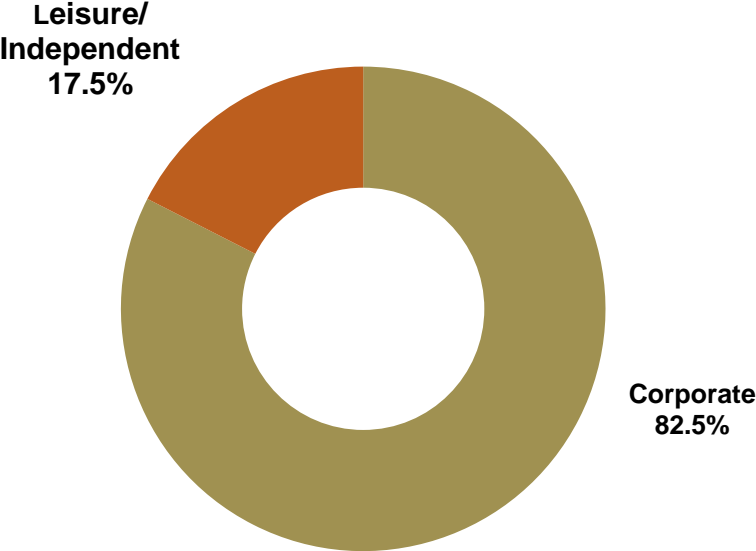


- Corporate segment contributed 41.1% of 3Q 2015 hotel revenue compared to 41.4% in 3Q 2014
- Contribution from N Asia increased 2.1pp while contribution from SE Asia decreased 2.8pp year-on-year in 3Q 2015

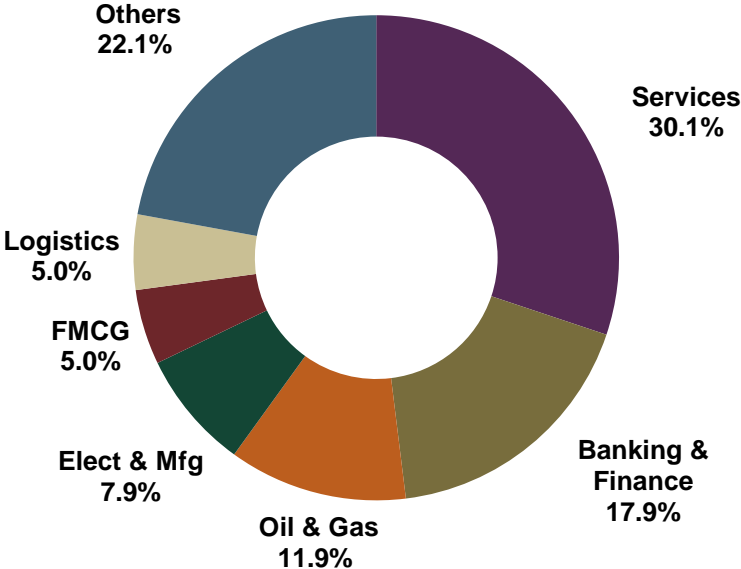


# Market Segmentation 3Q 2015 – Serviced Residences

Serviced Residences (by Revenue)



Serviced Residences (by Industry)

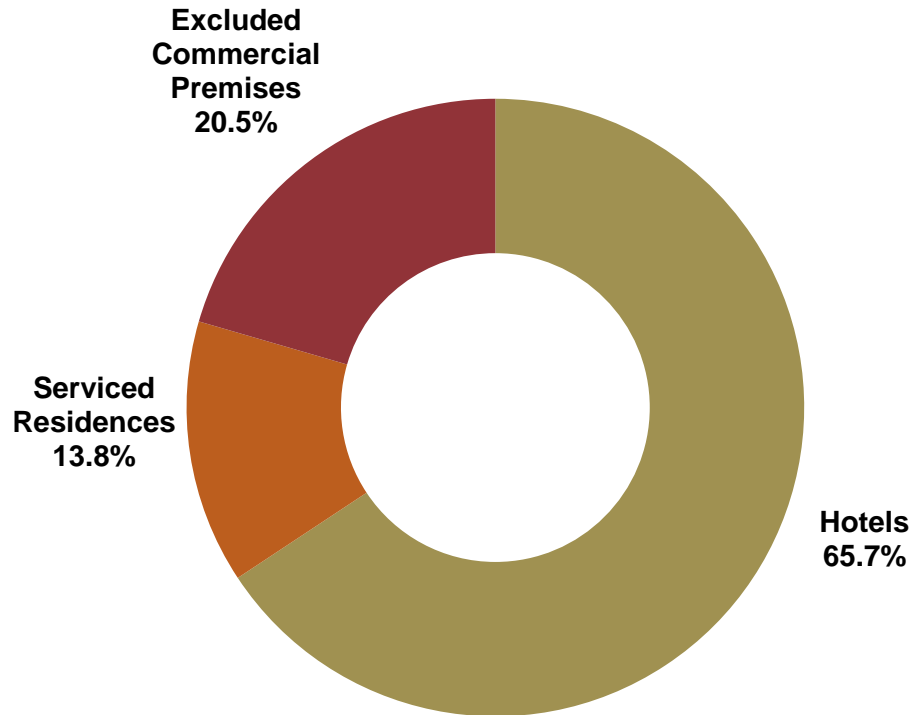


- Corporate segment contributed 82.5% of revenue for Serviced Residences in 3Q 2015, down from 82.8% in the preceding year
- Continuing efforts to diversify revenue sources

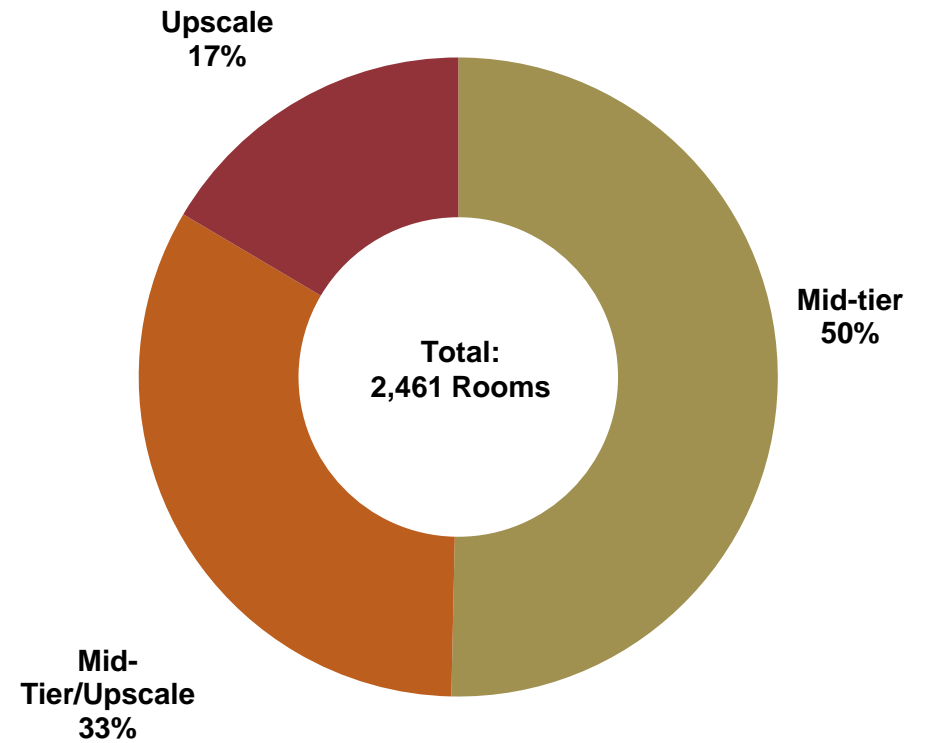


# Asset Mix and Market Segmentation

Far East H-Trust Revenue by Property Type (3Q 2015)



Far East H-Trust Hotel Properties by Tier



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**5** Downside protection from the Master Lease Agreement with expected rental growth

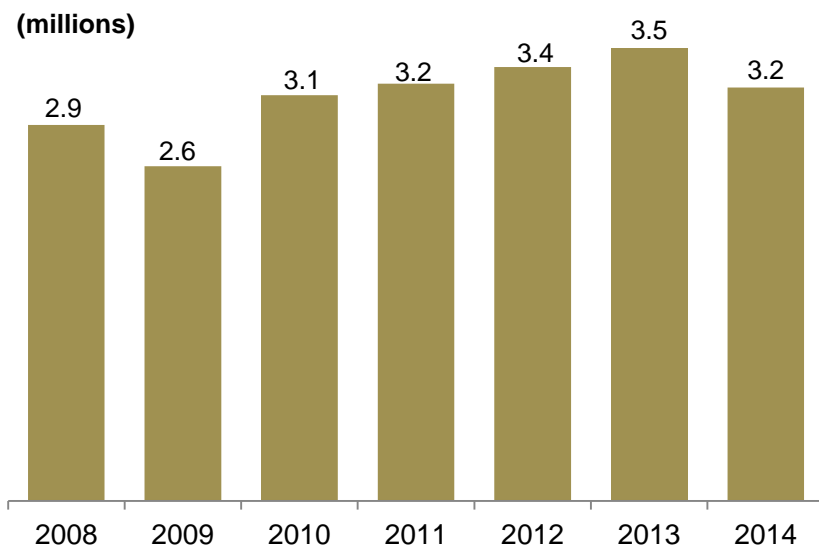


*Tourist Attractions in Singapore*



# 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 2015**  
Best BT MICE City



**Business Traveller Asia-Pacific Travel Awards 2015**  
Best Business City in Southeast Asia



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



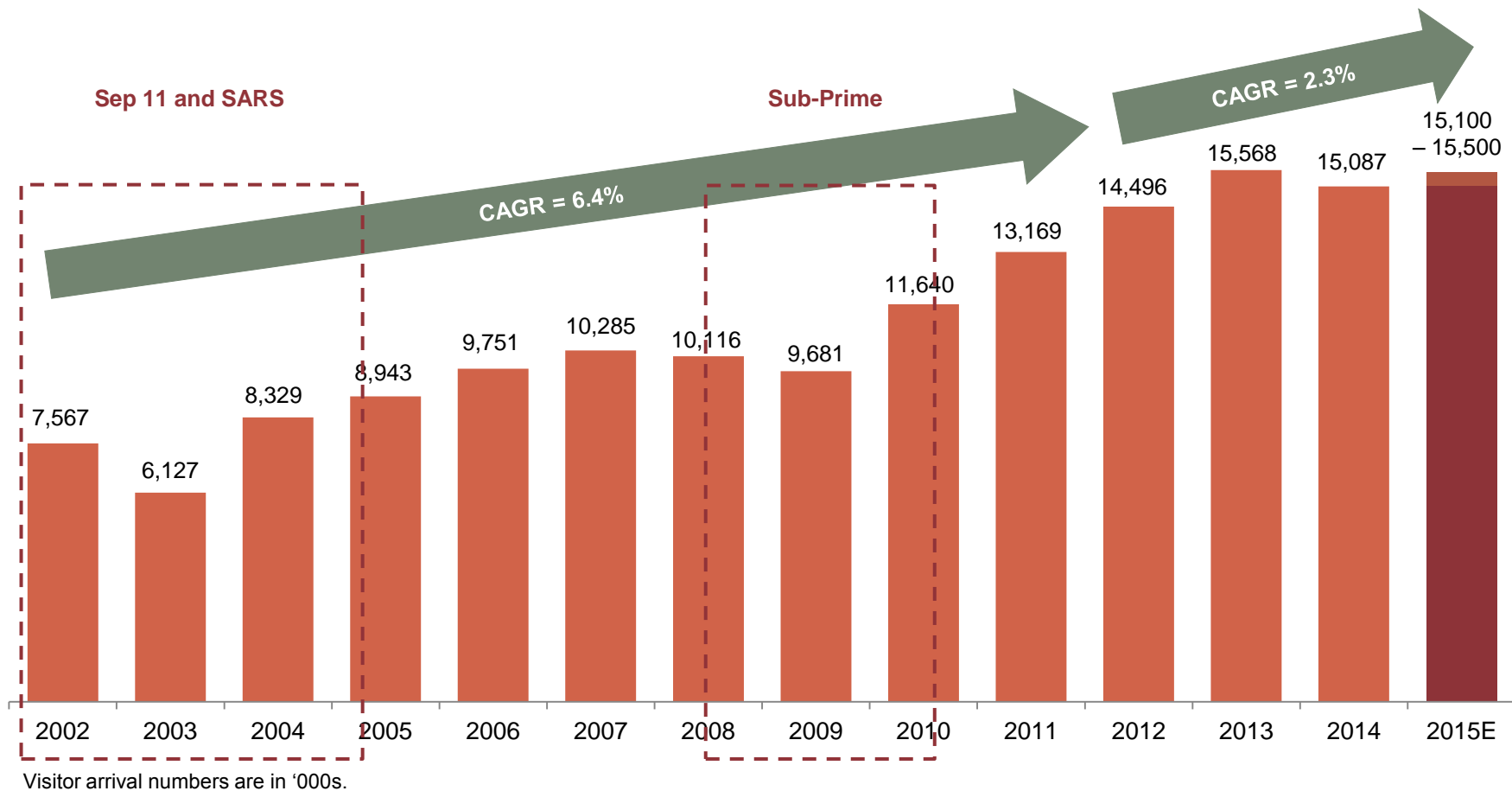
**International Congress and Convention Association Global Rankings 2014**  
Top Convention City in Asia for the 13<sup>th</sup> consecutive year



**Union of International Associations Global Rankings 2014**  
Top International Meeting City for the 8<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

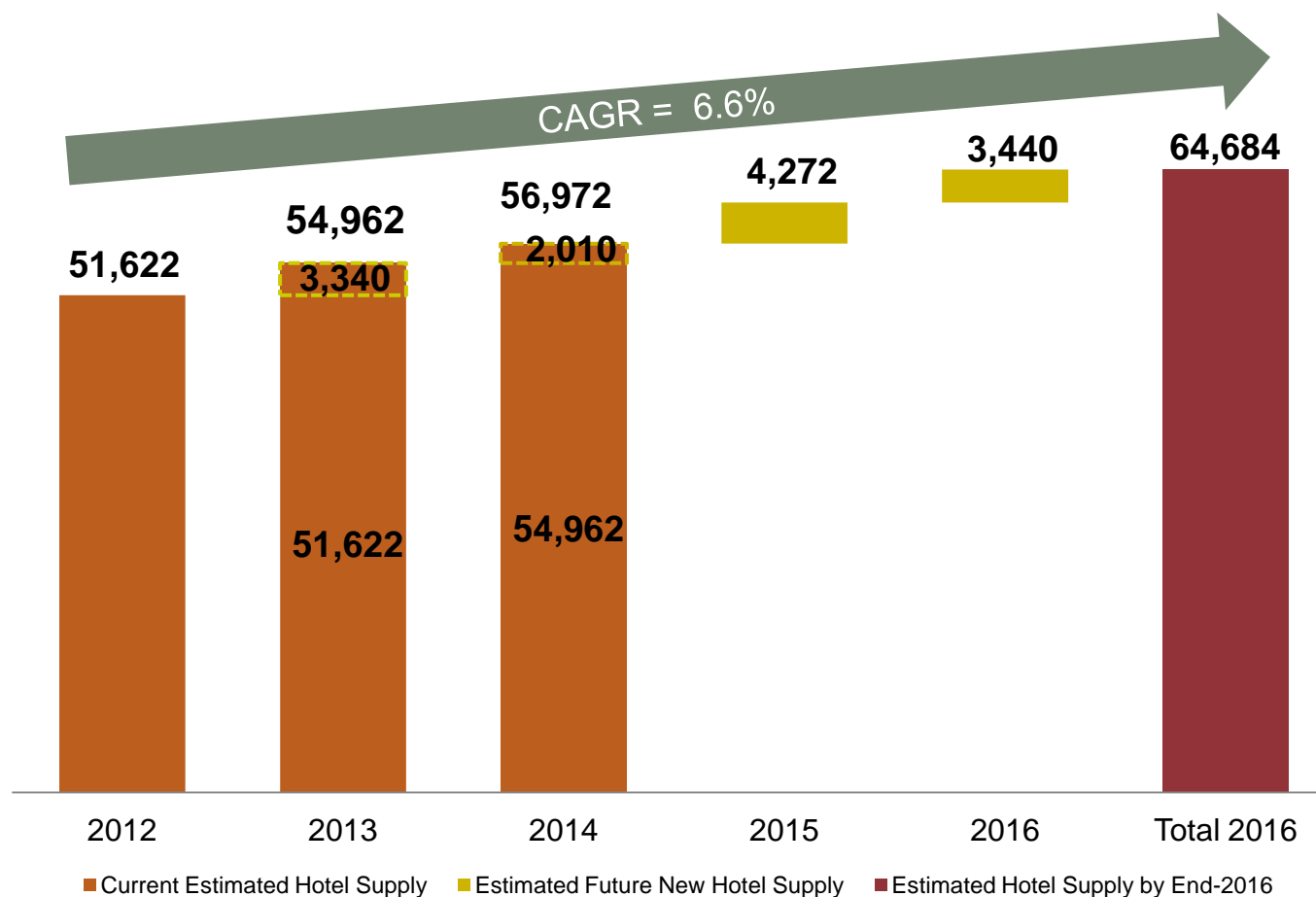


- **Visitor arrivals are projected to grow at a CAGR of up to 2.3% from 2012 to 2015**

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 6.6% from 2012 to 2016
- No hotel sites introduced in Government Land Sales (GLS) programme since 2014
- Urban Redevelopment Authority (URA) has tightened approvals for applications for new hotels, backpackers' hostels or boarding houses on sites that are not zoned for hotel use

Note: The above chart does not take into account the following closures for renovations and re-openings:

- 30 out of 215-room The Singapore Resort and Spa Sentosa in 2014, expected to reopen in 2015 as Sofitel Singapore Sentosa Resort & Spa
- 223-room Gallery Hotel in 2014, expected to reopen in 2016 as 227-room Intercontinental Singapore Robertson Quay
- 262 out of 476-room Swissotel Merchant Court in 2015, expected to reopen in 2016

Sources: CBRE report issued as at March 2015 and Far East H-Trust's compilation  
 Urban Redevelopment Authority, Second Half 2014 Government Land Sales (GLS) Programme, 10 June 2014  
 Channel News Asia, New hotels cannot be built on non-designated sites: URA, 7 July 2014



# Major Sporting Events in 2015/2016



**Women's Tennis Association**  
25 October – 1 November 2015



**Asia MMA Championships**  
13 November 2015



**Liverpool Masters vs Man Utd Masters**  
Football Match  
14 November 2015



**8th ASEAN Para Games**  
3-9 December 2015



**International Premier Tennis League**  
18-20 December 2015



**World Rugby Series**  
April 2016

# Major Exhibitions & Conferences in 2016

## January to March



Asia's biggest aerospace and defence exhibitions  
16-21, 23-24 February 2016



15-16 MARCH 2016  
PAN PACIFIC SINGAPORE

Spotlight on  
Southeast Asia



16-17 MARCH 2016  
PAN PACIFIC SINGAPORE

AOCAP is Now Part of  
HICAP, Asia Pacific's  
Premier Hospitality  
Conferences



Hotel Investment Conference/ Alternative  
Ownership Conference Asia Pacific  
15-17 March 2016



International Exhibition &  
Convergence of Internet of Things  
30-31 March 2016

## April to July



Food & Hotel Asia 2016  
12-15 April 2016



Annual travel conference  
for travel executives  
12-15 April 2016



APAC The Duty Free &  
Travel Retail Summit  
8-12 May 2016



BroadcastAsia 2016/  
CommunicAsia 2016/  
EnterpriseIT 2016  
31 May – 3 June 2016



Forum for local, regional  
and international MICE  
professionals  
28-29 July 2016

## August to December



APAC Airline Training  
Symposium  
30-31 August 2016



MICE Expo 2016  
22-23 September 2016



Multi-level marketing convention  
Dates to be confirmed

\*Images from Singapore Airshow, Aviation Festival Asia, HICAP, HotelAsia, EyeForTravel, IoT Asia, FoodAsia, Singapore MICE, apats and Unicity websites

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



**Singapore Tourism Board, Changi Airport Group & Singapore Airlines**  
**\$20 mil partnership (2015)**

Boosting Singapore experience to leisure, business & MICE audiences in more than 15 markets



**National Gallery Singapore**  
**(November 2015)**

The largest gallery to showcase Singaporean and Southeast Asian arts



**KidZania (End 2015\*)**

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



**Changi Terminal 4 (2017\*) & Project Jewel (end 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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**2** Economic, hospitality and tourism growth potential

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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



<b>Active Developer</b>	<ul style="list-style-type: none"><li>■ Bid and won &gt;20 land sites<sup>1</sup> since 2010<ul style="list-style-type: none"><li>— Totalling &gt;7.0 m sqft of NLA</li><li>— Valued at &gt;S\$4.0bn<sup>2</sup></li></ul></li></ul>
<b>Awards Received</b>	<ul style="list-style-type: none"><li>■ “Best Developer in South East Asia and Singapore” by BCA</li><li>■ Winner of multiple FIABCI Prix d’Excellence awards</li></ul>
<b>Hospitality Business</b>	<ul style="list-style-type: none"><li>■ #1 Market Share in Mid-Tier Hotels and &amp; Serviced Residences:<ul style="list-style-type: none"><li>— ~12% market share in Mid-Tier Hotels</li><li>— ~21% market share in SRs</li></ul></li></ul>

**FEO’s >55% stake in Far East H-Trust is a strong demonstration  
of its ongoing support and confidence in the trust**

<sup>1</sup> Including property acquisitions

<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

Orchard Parade Hotel



Village Hotel Bugis



Village Hotel Changi



Far East Plaza



## 1990s

The Elizabeth Hotel



Village Hotel Albert Court



Village Residence Clarke Quay



Village Residence Robertson Quay



Village Residence West Coast

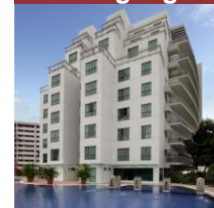


Orchard Parksuites



## 2000s and Beyond

Village Residence Hougang



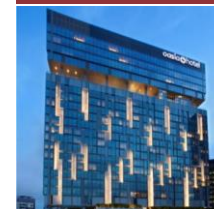
Regency House



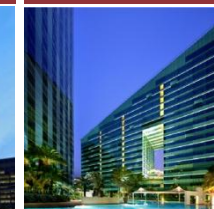
The Quincy Hotel



Oasia Hotel



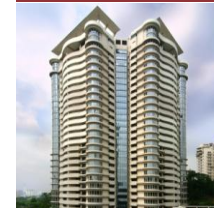
Orchard Scotts Residences



Hospitality Brands



Sri Tiara Residences<sup>1</sup>



Village Hotel Katong



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

<sup>1</sup> Located in Kuala Lumpur, Malaysia  
Source: IPO Prospectus dated 16 Aug 2012

# Key Investment Highlights

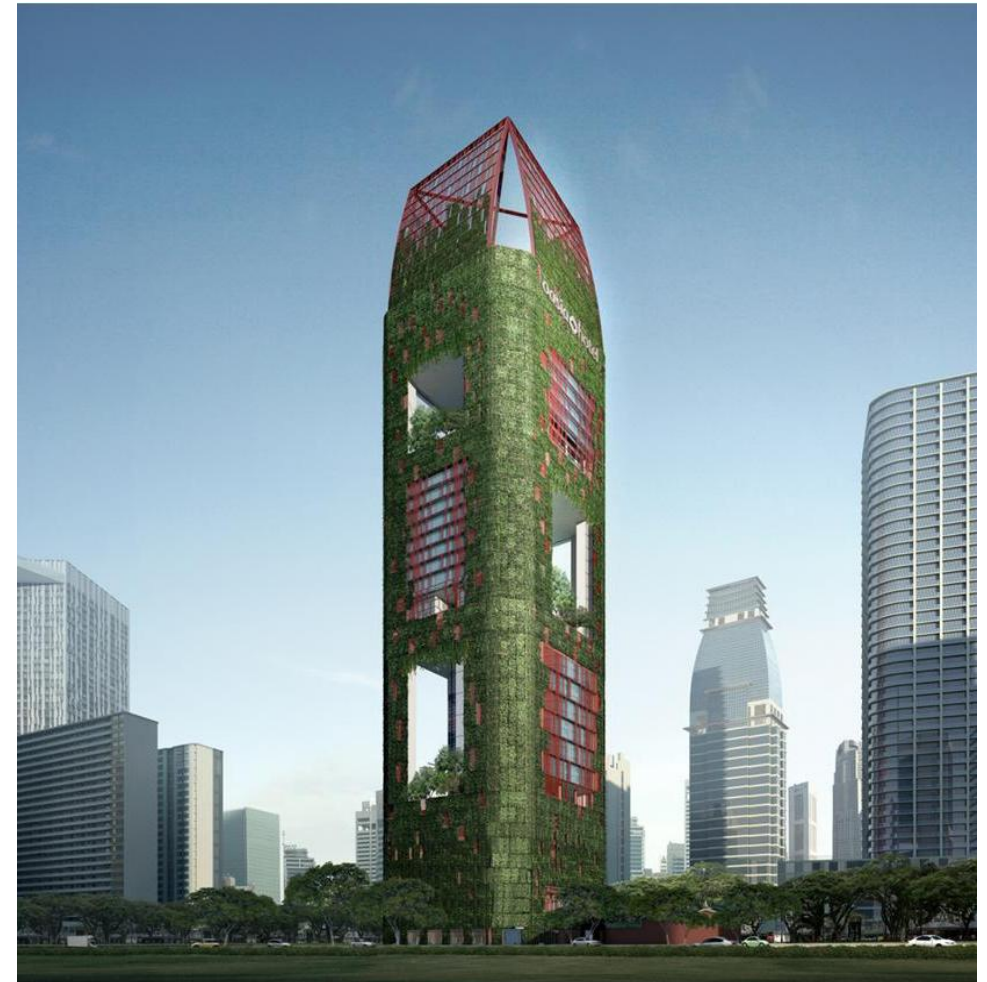
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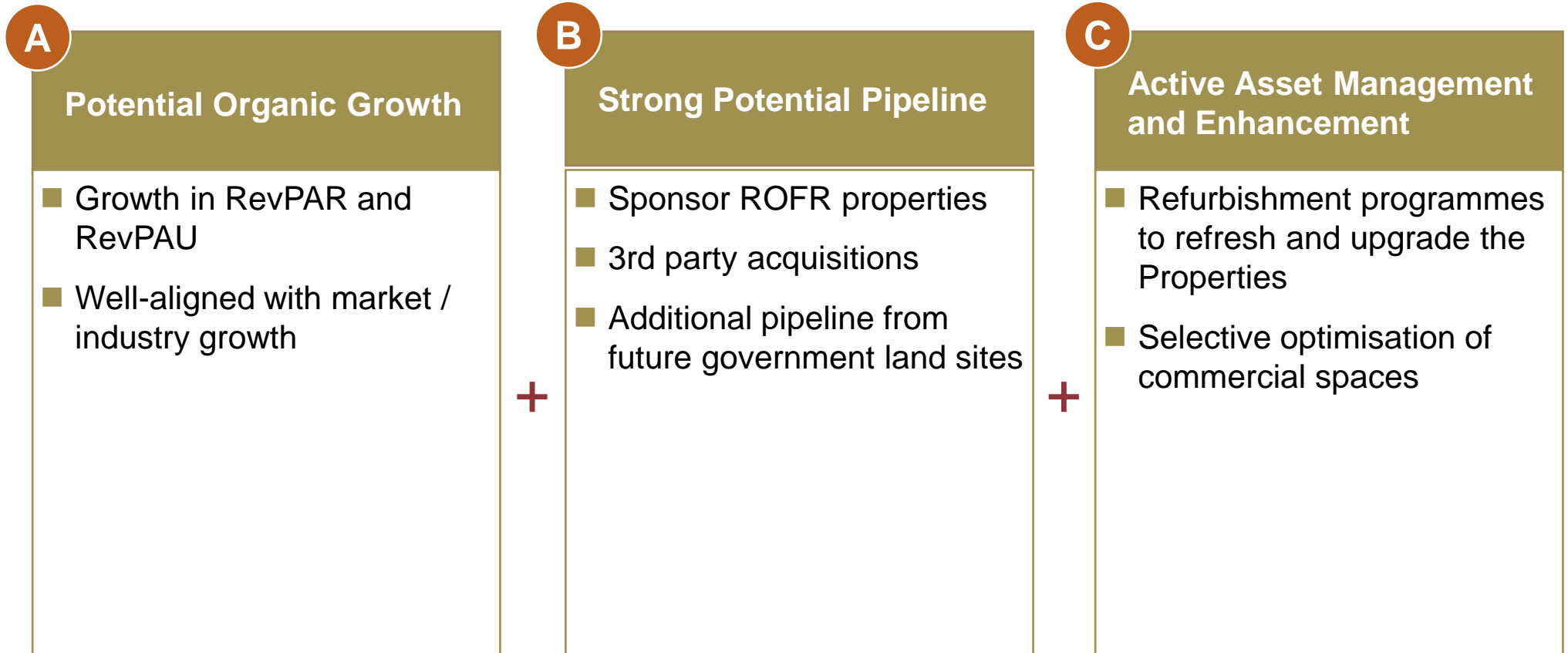
**5** Downside protection from the Master Lease Agreement with expected rental growth



*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



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





# A Organic Growth Opportunities

## Oasia Hotel



- ✓ Ramping up of Novena Health City
- ✓ Active brand marketing

## Village Hotel Bugis



- ✓ Increased level of MICE activities
- ✓ Completion of future developments e.g. M+S Pte Ltd
- ✓ \$310m expansion of Raffles Hospital: +20,600sqm (+70%)

## Orchard Parade Hotel



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

## Regency House



- ✓ Prime location
- ✓ Optimisation of commercial space

Potential to extract significant organic growth going forward

# 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**

<sup>1</sup>This picture is an artist's impression of the property and may differ from the actual view of the property

<sup>2</sup> Novena Specialist Center is part of the Oasia Hotel building

Source: STB, CBRE Hotels

# B Strong Potential Pipeline

1 Orchard Parksuites



Number of Units: 225

2 Orchard Scotts Residences



Number of Units: 207

3 Village Residence West Coast

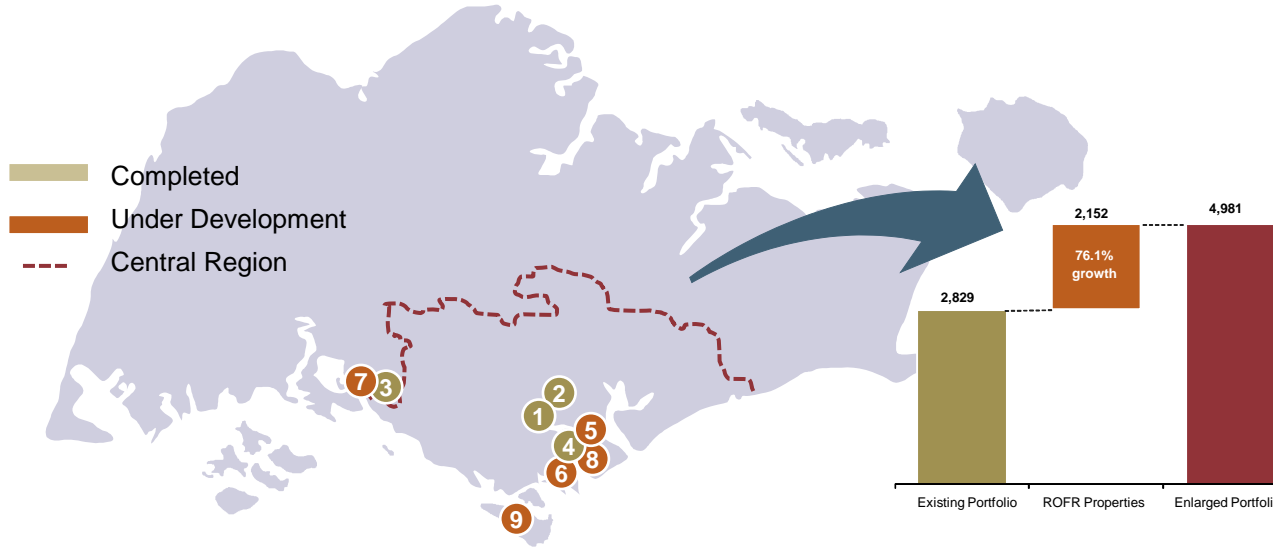


Number of Units: 51

4 AMOY Hotel (Phase 1)



Number of Rooms: 37



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

9 Outpost Hotel Sentosa & Village Hotel Sentosa<sup>1</sup>



Number of Rooms: 850

8 The Clan<sup>1</sup>



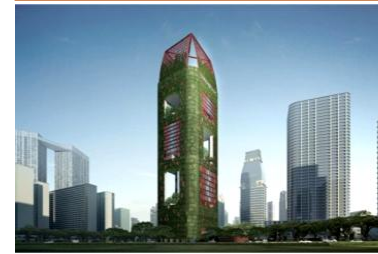
Number of Rooms: 292

7 Oasia West Residences<sup>1</sup>



Number of Units: 116

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



Number of Rooms: 314

5 AMOY Hotel (Phase 2)



Number of Rooms: 60

(1) This picture is an artist's impression of the property and may differ from the actual view of the property

# 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 project-related 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

# Acquisition from Third Party – Rendezvous Hotel Singapore



<b>Completion</b>	<b>1 Aug 2013</b>
<b>Leasehold Tenure</b>	<b>70 years from Completion Date</b>
<b>Market Segment</b>	<b>Upscale</b>
<b>Rooms</b>	<b>298</b>

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

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

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

## Village Residence Robertson Quay

Creation of  
outdoor  
refreshment area

Completed in  
3Q 2015

## Village Hotel Changi

Soft refurbishment  
of club & suite  
rooms and  
meeting areas

Targeted to  
complete by  
1Q 2016

## Village Residence Clarke Quay

Refurbishment of  
serviced offices,  
lobby and  
common areas

Targeted to  
complete by  
1Q 2016

## Regency House

Refurbishment of  
2 and 3-bedroom  
units

Targeted to  
complete by  
2Q 2016



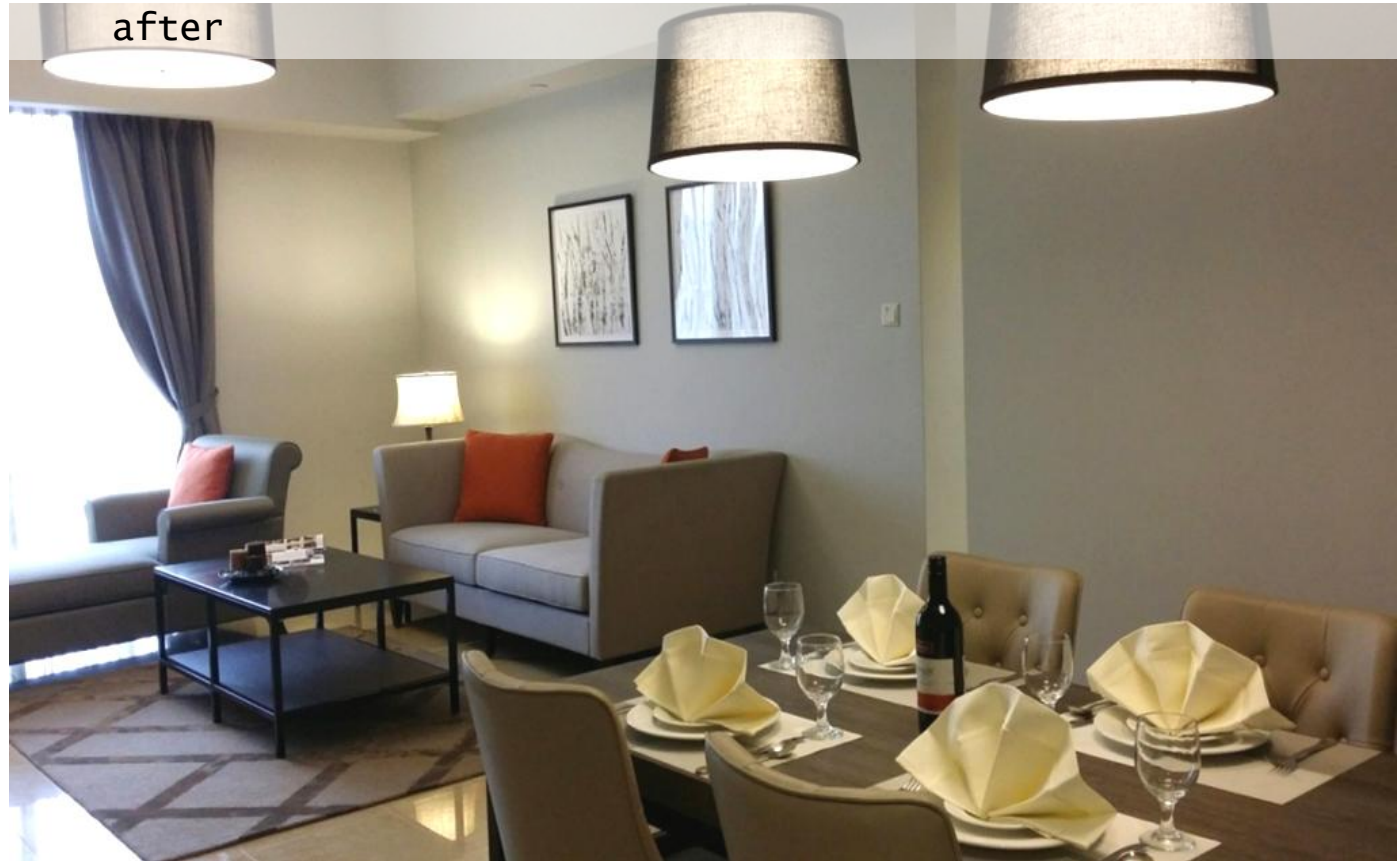
# Asset Enhancement Initiatives – Ongoing Refurbishments

## Regency House

before



after

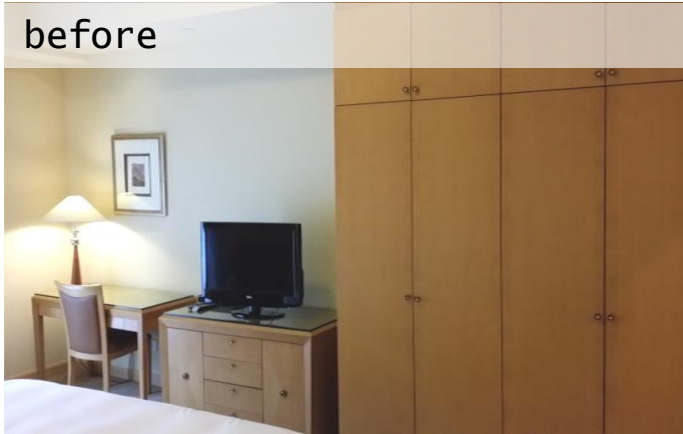


Refurbishment of 2 and 3 bedroom apartments (living area)



## Regency House

before



after



Master Bedroom





# Asset Enhancement Initiatives – Completed Refurbishments

## Village Residence Robertson Quay



**Extension of Outdoor Refreshment Areas  
New ORA Facing Singapore River including New Walkway  
Completed in 3Q 2015**

# Key Investment Highlights

**1** First and only Singapore-focused hotel and serviced residence REIT

**2** Economic, hospitality and tourism growth potential

**3** Committed and reputable Sponsor

**4** Well-positioned to capitalise on growth opportunities

**5** Downside Protection from the Master Lease Agreement with expected rental growth



*Orchard Parade Hotel*

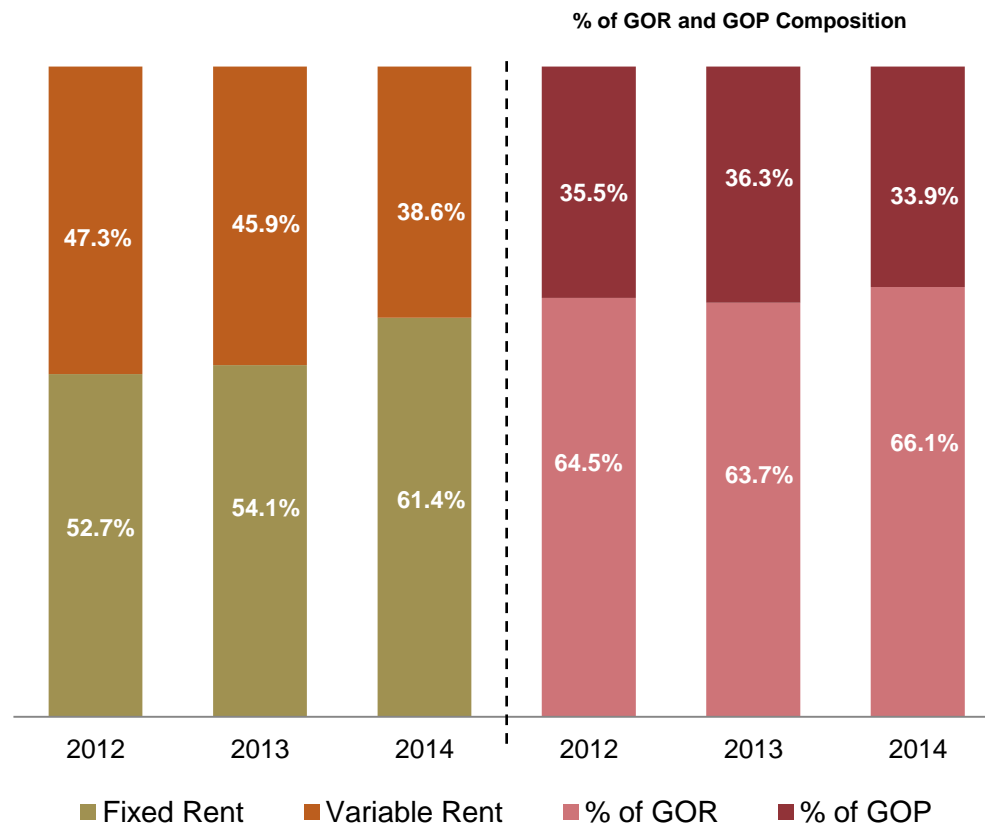


# Attractive Master Lease Structure: Upside Sharing with Downside Protection

## Key Terms of the Master Lease Agreement

<b>Tenure</b>	<ul style="list-style-type: none"> <li>20 years with the option to renew for an additional 20 years</li> </ul>
<b>FFE Reserve</b>	<ul style="list-style-type: none"> <li>2.5% of GOR<sup>1</sup></li> </ul>
<b>Lease Terms</b>	<ul style="list-style-type: none"> <li>Total rent =                             <ul style="list-style-type: none"> <li>33% of GOR (Hotels and SRs) plus</li> <li>23 – 37% of GOP (Hotels) or</li> <li>38 – 41% of GOP (SRs)</li> </ul> </li> <li>Variable rent = Total rent – Fixed rent</li> </ul>
<b>Master Lessees</b>	<ul style="list-style-type: none"> <li>Sponsor companies, part of the Far East Organization group of companies</li> </ul>

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

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



### III. Financial Highlights



# Executive Summary – Performance vs LY

	3Q 2015	3Q 2014	Variance	9M 2015	9M 2014	Variance
	\$	\$	%	\$	\$	%
Gross Revenue (\$'000)	29,655	31,147	(4.8)	85,766	91,439	(6.2)
Net Property Income (\$'000)	26,894	28,189	(4.6)	77,368	82,374	(6.1)
Income Available for Distribution (\$'000)	21,565	23,452	(8.0)	61,573	68,637	(10.3)
Distribution per Stapled Security (cents)	1.20	1.32	(9.1)	3.43	3.86	(11.1)

- **Gross revenue in 3Q 2015 was 4.8% lower compared to S\$31.1 million in 3Q 2014 primarily due to softer hotel and SR performance which in turn reduced the Gross Revenue.**
- **The lower income available for distribution was partly due to the increase in finance costs as short term interest rates had risen considerably in 3Q 2015 as compared to last year.**
- **Distribution per stapled security (“DPS”) was 1.20 cents for 3Q 2015.**



# Financial Results From 1 July to 30 September 2015

	3Q 2015	3Q 2014	Variance	Better/(Worse)
	S\$'000	S\$'000	S\$'000	%
Master lease rental	23,570	25,285	(1,715)	(6.8)
Retail and office revenue	6,085	5,862	223	3.8
<b>Gross revenue</b>	<b>29,655</b>	<b>31,147</b>	<b>(1,492)</b>	<b>(4.8)</b>
Property tax	(1,926)	(2,077)	151	7.3
Property insurance	(34)	(45)	11	24.4
MCST contribution	(16)	(14)	(2)	(14.3)
Retail and office expenses	(655)	(688)	33	4.8
Property manager fees	(111)	(140)	29	20.7
Other property expenses	(19)	6	N.M.	N.M.
<b>Property expenses</b>	<b>(2,761)</b>	<b>(2,958)</b>	<b>197</b>	<b>6.7</b>
<b>Net property income</b>	<b>26,894</b>	<b>28,189</b>	<b>(1,295)</b>	<b>(4.6)</b>
REIT Manager's fees	(3,002)	(3,047)	45	1.5
Trustee's fees	(80)	(80)	0	-
Other trust expenses	(250)	(875)	625	71.4
<b>Trust level expenses</b>	<b>(3,332)</b>	<b>(4,002)</b>	<b>670</b>	<b>16.7</b>
<b>Total finance costs</b>	<b>(5,184)</b>	<b>(4,297)</b>	<b>(887)</b>	<b>(20.6)</b>
Share of results of joint venture	(40)	-	(40)	N.M.
<b>Net income before tax and fair value changes</b>	<b>18,338</b>	<b>19,890</b>	<b>(1,552)</b>	<b>(7.8)</b>
Fair value change in interest rate swap	2,778	3,979	(1,201)	(30.2)
<b>Total return for the period before income tax</b>	<b>21,116</b>	<b>23,869</b>	<b>(2,753)</b>	<b>(11.5)</b>



# Statement of Distribution to Stapled Securityholders

	3Q 2015	3Q 2014	Variance	Better/(Worse)
	S\$'000	S\$'000	S\$'000	%
<b>Total return for the period before income tax</b>	<b>21,116</b>	<b>23,869</b>	<b>(2,753)</b>	<b>(11.5)</b>
Income tax expense	-	-	-	-
<b>Total return for the period after income tax</b>	<b>21,116</b>	<b>23,869</b>	<b>(2,753)</b>	<b>(11.5)</b>
Add/(less) non tax deductible/(chargeable) items :				
REIT Manager's fees paid/payable in Stapled Securities	2,701	2,743	(42)	(1.5)
Amortisation of debt upfront cost	186	205	(19)	(9.3)
Trustee's fees	80	80	-	-
Share of results of joint venture	40	-	40	N.M.
Other Adjustments	110	534	(424)	(79.4)
Fair value change in interest rate swap	(2,778)	(3,979)	1,201	30.2
Net tax adjustment	339	(417)	756	N.M.
Rollover adjustment	110	0	110	N.M.
<b>Income available for distribution</b>	<b>21,565</b>	<b>23,452</b>	<b>(1,887)</b>	<b>(8.0)</b>



# Financial Results From 1 January to 30 September 2015

	9M 2015	9M 2014	Variance	Better/(Worse)
	S\$'000	S\$'000	S\$'000	%
Master lease rental	67,880	73,985	(6,105)	(8.3)
Retail and office revenue	17,886	17,454	432	2.5
<b>Gross revenue</b>	<b>85,766</b>	<b>91,439</b>	<b>(5,673)</b>	<b>(6.2)</b>
Property tax	(5,998)	(6,290)	292	4.6
Property insurance	(102)	(136)	34	25.0
MCST contribution	(49)	(41)	(8)	(19.5)
Retail and office expenses	(1,863)	(2,118)	255	12.0
Property manager fees	(333)	(414)	81	19.6
Other property expenses	(53)	(66)	13	19.7
<b>Property expenses</b>	<b>(8,398)</b>	<b>(9,065)</b>	<b>667</b>	<b>7.4</b>
<b>Net property income</b>	<b>77,368</b>	<b>82,374</b>	<b>(5,006)</b>	<b>(6.1)</b>
REIT Manager's fees	(8,802)	(8,985)	183	2.0
Trustee's fees	(236)	(237)	1	0.4
Other trust expenses	(748)	(1,373)	625	45.5
<b>Trust level expenses</b>	<b>(9,786)</b>	<b>(10,595)</b>	<b>809</b>	<b>7.6</b>
<b>Total finance costs</b>	<b>(15,161)</b>	<b>(12,737)</b>	<b>(2,424)</b>	<b>(19.0)</b>
Share of results of joint venture	(40)	-	(40)	N.M.
<b>Net income before tax and fair value changes</b>	<b>52,381</b>	<b>59,042</b>	<b>(6,661)</b>	<b>(11.3)</b>
Fair value change in interest rate swap	4,335	297	4,038	N.M.
<b>Total return for the period before income tax</b>	<b>56,716</b>	<b>59,339</b>	<b>(2,623)</b>	<b>(4.4)</b>





# Statement of Distribution to Stapled Securityholders

	9M 2015	9M 2014	Variance	Better/(Worse)
	S\$'000	S\$'000	S\$'000	%
<b>Total return for the period before income tax</b>	<b>56,716</b>	<b>59,339</b>	<b>(2,624)</b>	<b>(4.4)</b>
Income tax expense	-	-	-	-
<b>Total return for the period after income tax</b>	<b>56,716</b>	<b>59,339</b>	<b>(2,624)</b>	<b>(4.4)</b>
Add/(less) non tax deductible/(chargeable) items :				
REIT Manager's fees paid/payable in Stapled Securities	7,921	8,087	(166)	(2.1)
Amortisation of debt upfront cost	564	609	(45)	(7.4)
Trustee's fees	236	237	(1)	(0.4)
Share of results of joint venture	40	-	40	N.M.
Other Adjustments	320	661	(341)	(51.6)
Fair value change in interest rate swap	(4,335)	(297)	(4,038)	N.M.
Net tax adjustment	4,746	9,297	(4,551)	(49.0)
Rollover adjustment	110	-	110	N.M.
<b>Income available for distribution</b>	<b>61,572</b>	<b>68,636</b>	<b>(7,064)</b>	<b>(10.3)</b>



- **Singapore Economy**

- 3Q 2015

- Singapore economy grew by 1.4% year-on-year in 3Q 2015
    - On a quarter-on-quarter seasonally-adjusted annualised basis, the economy expanded 0.1% year-on-year, a reversal from the 2.5% contraction in the preceding quarter

- **Singapore Hospitality Market**

- Jul-Sep 2015 (Based on STB figures)

- According to Singapore Tourism Board (“STB”), revenue per available room (“RevPAR”) across all hotel segments decreased by 2.9% year-on-year
    - RevPAR of Upscale and Mid-tier hotels decreased by 0.7% and decreased by 3.0% year-on-year respectively

# Portfolio Performance – Key Highlights for 3Q 2015

## Hotels

- **Both the average daily rate (“ADR”) and revenue per available room (“RevPAR”) of the hotel portfolio in 3Q 2015 declined 6.0% and 5.6% year-on-year respectively while the occupancy rate held steady at 87.4%.** The operating environment for the hotels had remained challenging amidst the softness in corporate travel demand which was impacted by the uncertain global economic climate. This was further exacerbated by the weak leisure demand due in part to the relatively strong Singapore currency and the haze which has persisted since August 2015.

## Serviced Residences

- **The average occupancy and ADR of the serviced residences (“SR”) portfolio in 3Q 2015 were 2.0pp and 7.2% lower respectively year-on-year.** Demand for SR accommodation was soft due primarily to the weaker demand from project groups and lower corporate travel budgets.
- **Revenue per available unit (“RevPAU”) declined 9.2% year-on-year to S\$209 in 3Q 2015.**

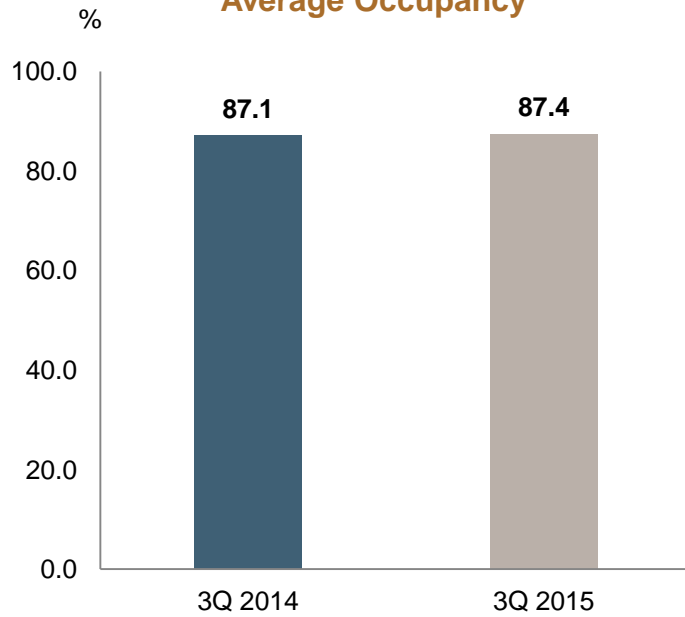
## Excluded Commercial Premises

- **The excluded commercial premises (i.e. retail and office spaces) continued to provide stability to the portfolio, with revenue of S\$6.1 million, or an increase of 3.8% over the corresponding quarter last year.** Contribution from the retail and office spaces formed 20.5% of the gross revenue of Far East H-Trust in 3Q 2015.

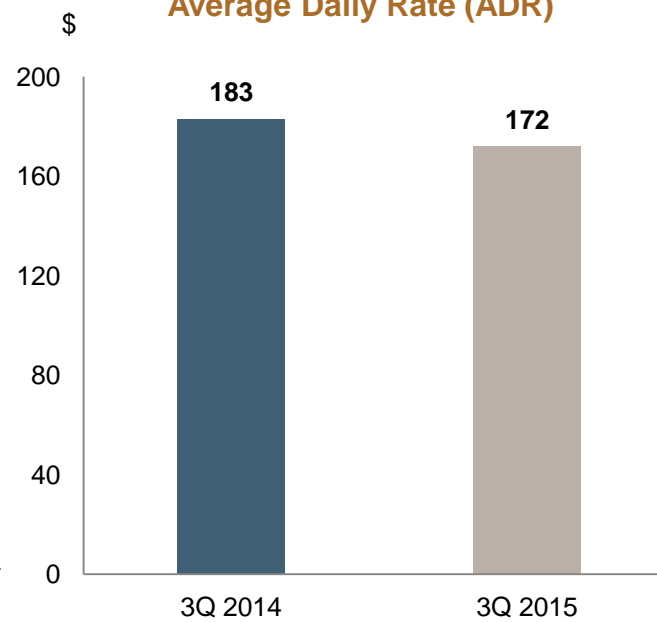


# Portfolio Performance 3Q 2015 - Hotels

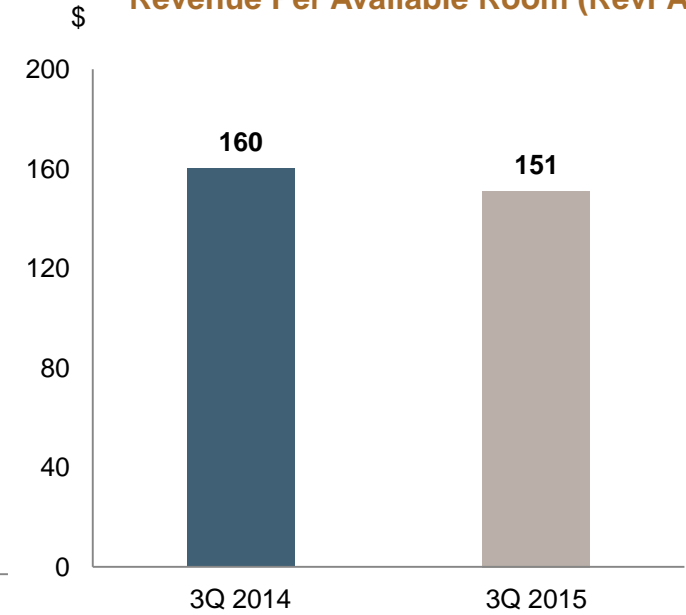
**Average Occupancy**



**Average Daily Rate (ADR)**



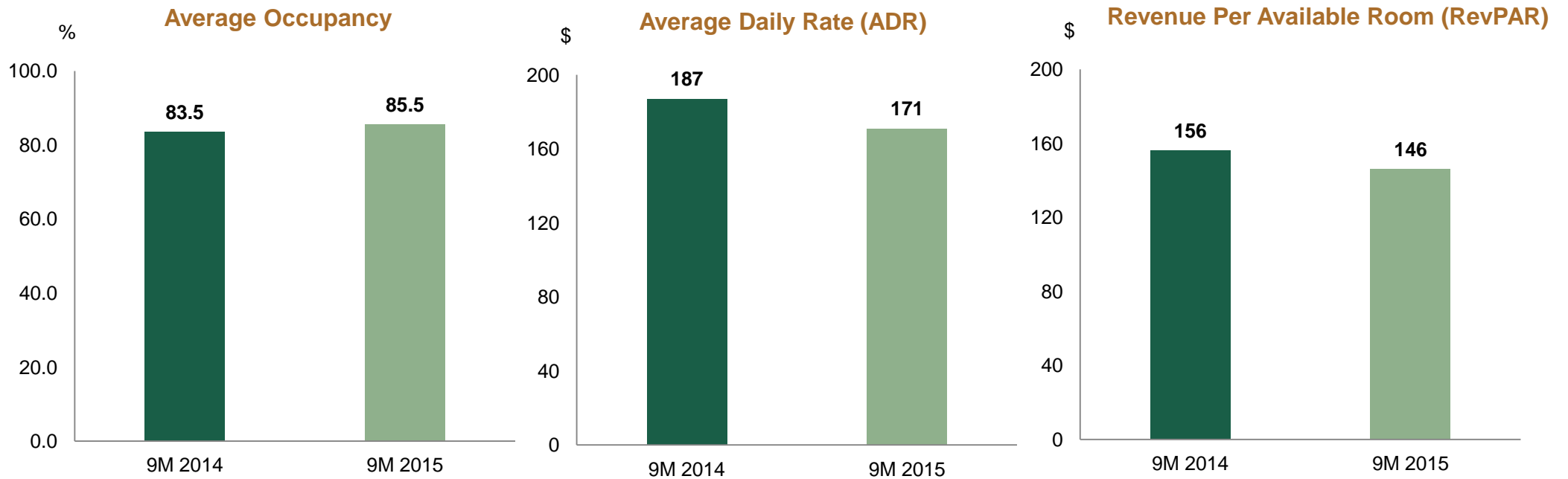
**Revenue Per Available Room (RevPAR)**



	3Q 2014	3Q 2015	Variance
Average Occupancy (%)	87.1%	87.4%	0.3pp
ADR (\$)	183	172	(6.0%)
RevPAR(\$)	160	151	(5.6%)



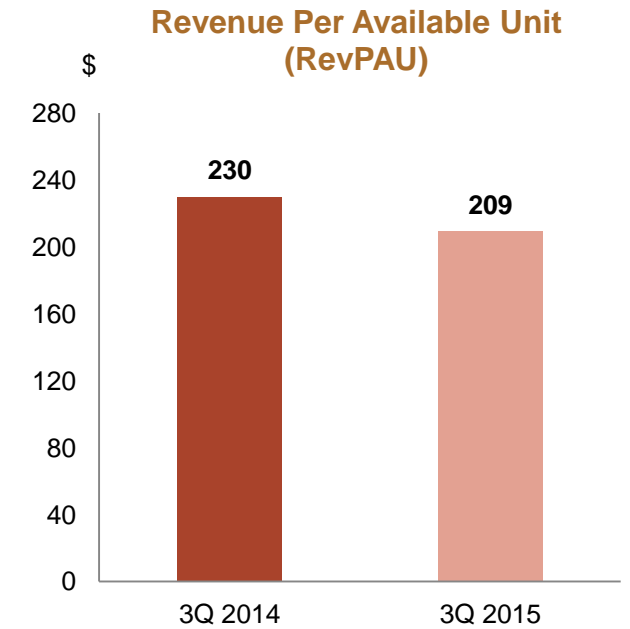
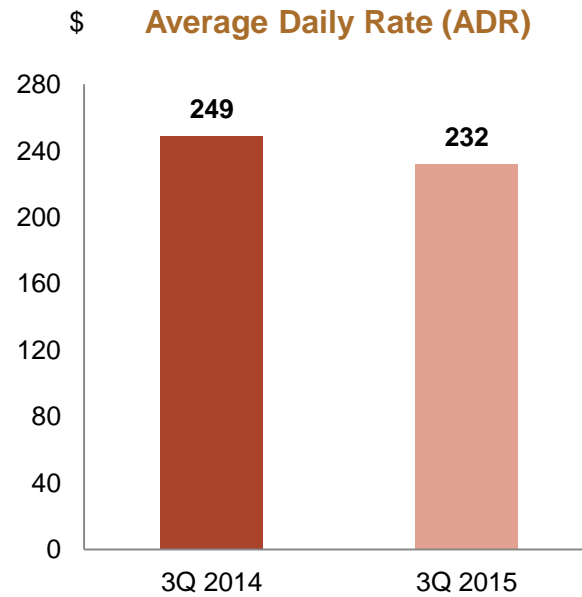
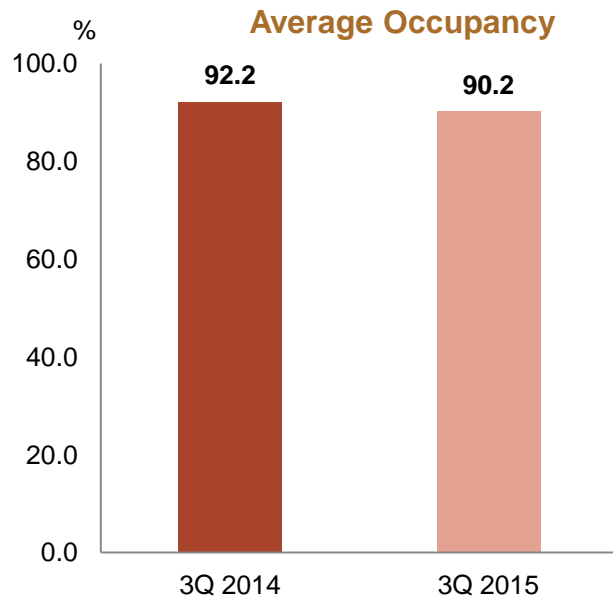
# Portfolio Performance 9M 2015 - Hotels



	9M 2014	9M 2015	Variance
Average Occupancy (%)	83.5%	85.5%	1.9pp
ADR (\$)	187	171	(8.5%)
RevPAR(\$)	156	146	(6.3%)



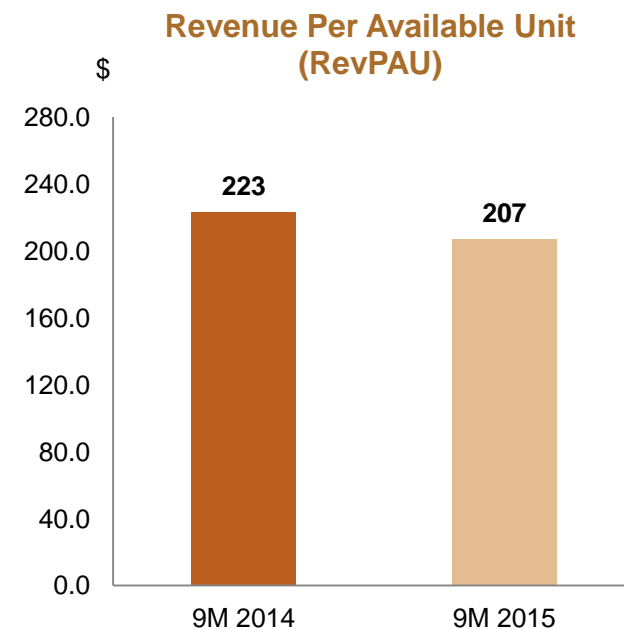
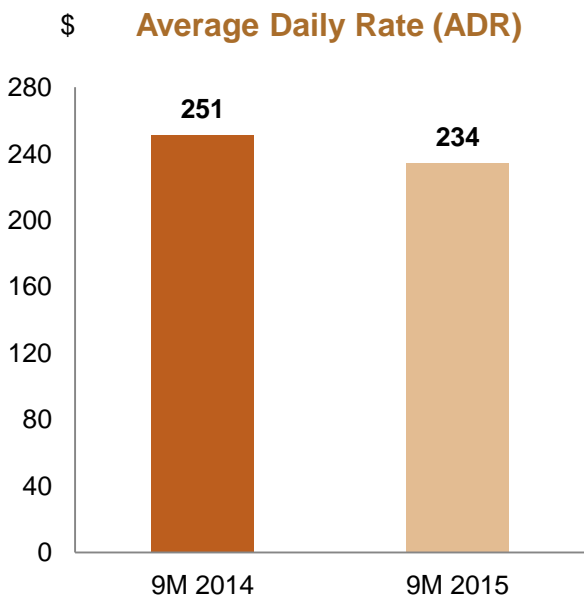
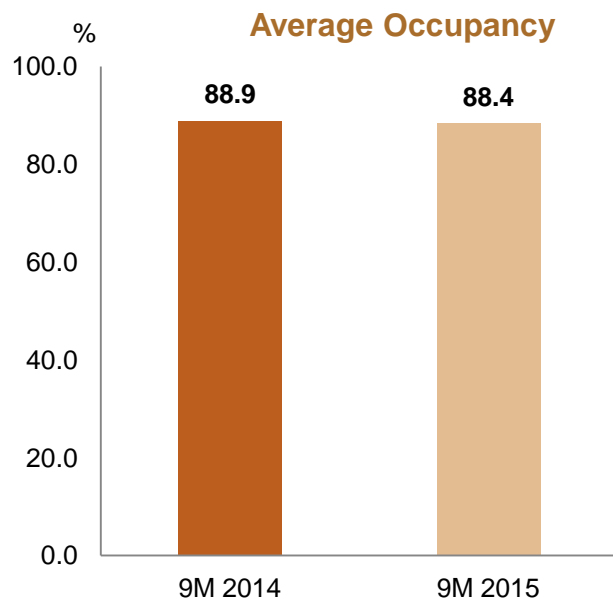
# Portfolio Performance 3Q 2015 – Serviced Residences



	3Q 2014	3Q 2015	Variance
Average Occupancy (%)	92.2%	90.2%	(2.0)pp
ADR (\$)	249	232	(7.2%)
RevPAU (\$)	230	209	(9.2%)



# Portfolio Performance 9M 2015 – Serviced Residences



	9M 2014	9M 2015	Variance
Average Occupancy (%)	88.9%	88.4%	(0.5)pp
ADR (\$)	251	234	(6.8%)
RevPAU (\$)	223	207	(7.3%)

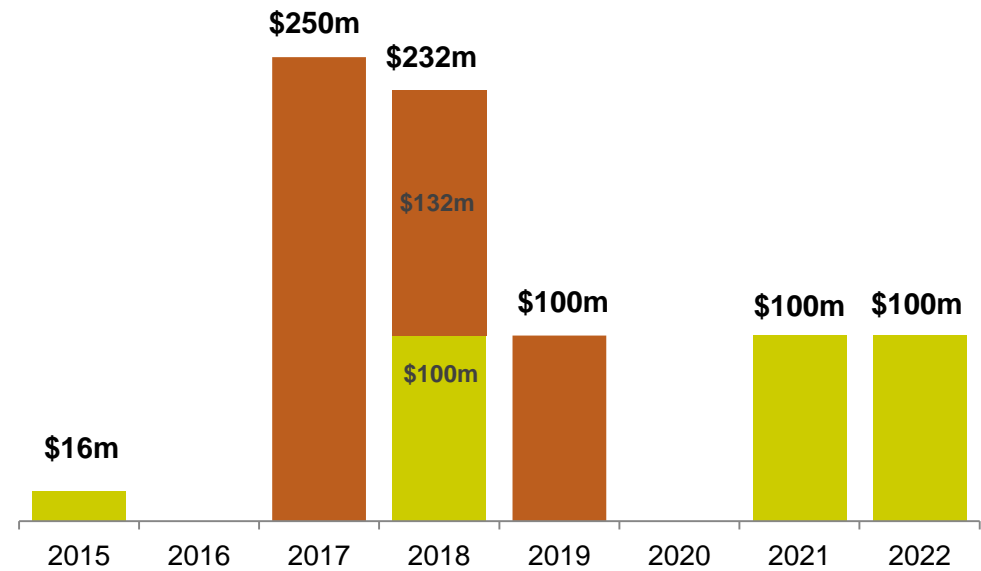


# Capital Management

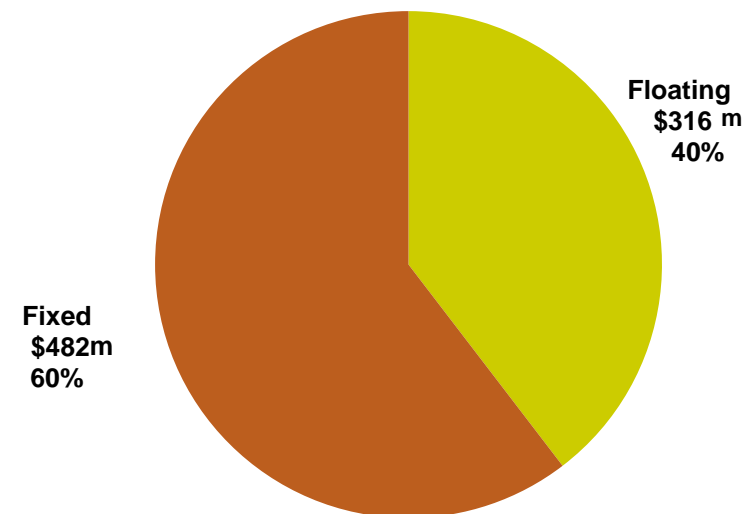
As at 30 September 2015

Total debt	\$798 m
Available revolving facility	\$84 m
Gearing ratio	31.4%
Unencumbered asset as % total asset	100%
Proportion of fixed rate	60%
Weighted average debt maturity	3.6 years
Average cost of debt	2.5%

Debt Maturity Profile



Interest Rate Profile





# Outlook & Prospects

- **Singapore economy expected to show moderate growth**
  - Singapore economy is projected to expand at a modest pace for the rest of 2015 and in 2016<sup>1</sup>
  - GDP forecasted to grow by 2 – 4% from now to 2020<sup>2</sup>
- **Competition in hospitality market expected to remain intense**
  - Supply of about 4,300 new hotel rooms<sup>3</sup>
  - Softness in corporate and leisure travel demand may persist
- **Potential drivers to grow visitor arrivals**
  - Continuing efforts by the government and industry players to strengthen Singapore as a choice travel destination are expected to benefit inbound tourism moving forward
  - Over the next twelve months, major events such as the Singapore Airshow, Food & Hotel Asia and World Rugby Sevens Series will provide an uplift
  - Ongoing efforts to rejuvenate existing attractions and the opening of new attractions will enhance Singapore's attractiveness as a tourist destination

<sup>1</sup>Macroeconomic Review October 2015". Monetary Authority of Singapore, 14 October 2015

<sup>2</sup>The Business Times, "Singapore's GDP growth revised down to average 2-4% per year from now to 2020: MTI", 26 May 2015

<sup>3</sup>CBRE report issued as at March 2015 and Far East H-Trust's compilation



# 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'pore 189971	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) <sup>1</sup>	128.3	244.4	187.5	230.0	339.0	423.4	84.7	282.3	1,919.6

<sup>1</sup> As at 31 December 2014

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

# Far East H-Trust Asset Portfolio Overview

## Serviced Residences

					Total / Weighted Average
	<b>Village Residence Clarke Quay</b>	<b>Village Residence Hougang</b>	<b>Village Residence Robertson Quay</b>	<b>Regency House</b>	
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 Units	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	8,598	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) <sup>1</sup>	205.8	70.0	117.3	163.4	556.5

<sup>1</sup> As at 31 December 2014