



Presentation on Far East Hospitality Trust

March 2019

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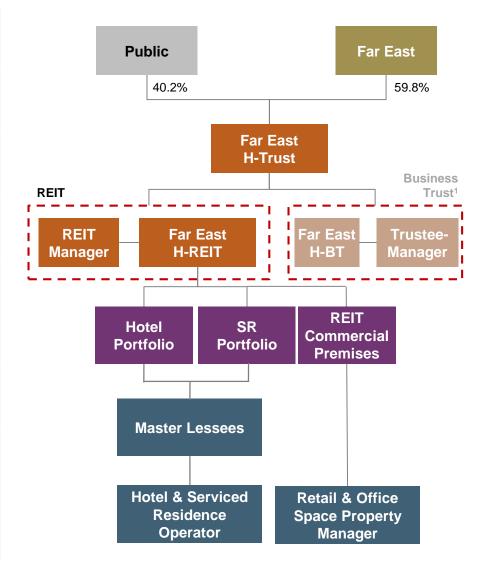
I. Overview of Far East Hospitality Trust





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					
5 46 11	13 properties valued at approximately S\$2.63 billion					
Portfolio	9 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					





(1)

Dormant at Listing Date and master lessee of last resort

Singapore-Focused Portfolio with High Quality Assets

13 Properties, totalling 3,143 hotel rooms and apartment units, valued at ~S\$2.63 bn¹





Sponsor & Master Lessee:

FEO – Singapore's Largest Private Real Estate Developer

Active developer with a track record of more than 50 years



Far East Organization

INSPIRE BETTER LIVES

Active Developer	 Bid and won >60 land sites¹ since 2010 Totalling >13.0 m sqft of NLA Valued at >S\$6.0bn²
Awards Received	 "Best Developer in South East Asia and Singapore" at the South East Asia Awards in 2011 and 2015 Winner of 10 FIABCI Prix d'Excellence awards
Hospitality Business	 #1 Market Share in Mid-Tier Hotels and Serviced Residences³: ~12% market share in Mid-Tier Hotels ~21% market share in SRs

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



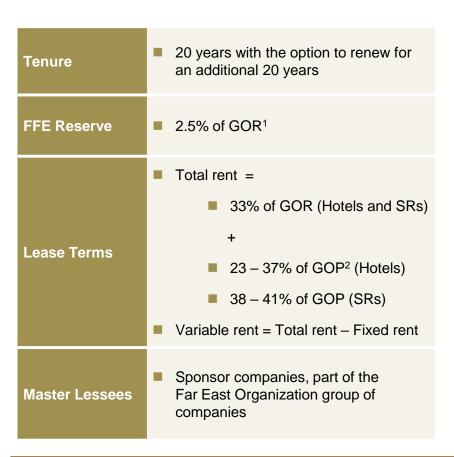
In Singapore and overseas, including property acquisitions

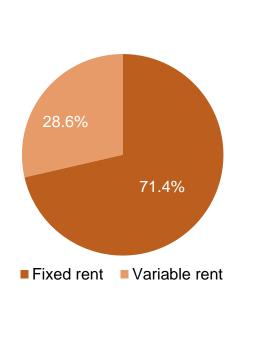
⁽²⁾ Including bids entered into through joint ventures

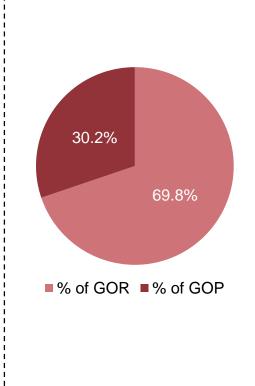
Attractive Master Lease Structure: Upside Sharing with Downside Protection

Key Terms of the Master Lease Agreement

Composition of the Master Lease Rental







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



REIT Commercial Premises

As at 31 December 2018

Types of Commercial Space	Retail, office and serviced offices
No. of Units / Tenants	286 units housed in 9 properties 164 tenants
Total NLA	Retail – 14,065 sqm Office – 7,101 sqm
Ave. Occupancy (FY 2018)	Retail – 93% Office – 84%
Revenue Contribution	\$22.1 million for FY 2018 19.4% of total Far East H-Trust gross revenue for FY 2018



Rendezvous Gallery (Rendezvous Hotel Singapore)



Central Square Serviced Offices (Village Residence Clarke Quay)



II. Financial Highlights



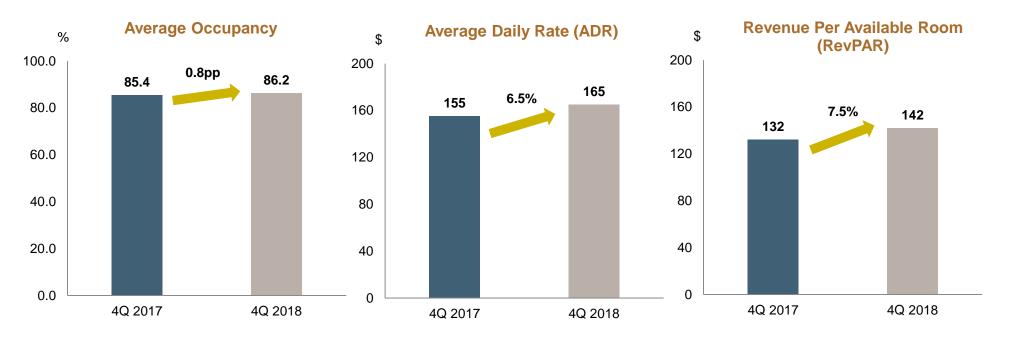


Executive Summary – Performance vs LY

	4Q 2018 \$'000	4Q 2017 \$'000	Variance %	FY 2018 \$'000	FY 2017 \$'000	Variance %
Gross Revenue	28,919	25,718	12.4	113,678	103,825	9.5
Net Property Income	26,324	23,114	13.9	102,755	93,154	10.3
Income Available for Distribution	19,097	18,205	4.9	75,363	72,013	4.7
Distribution per Stapled Security (cents)	1.00	0.97	3.1	4.00	3.90	2.6



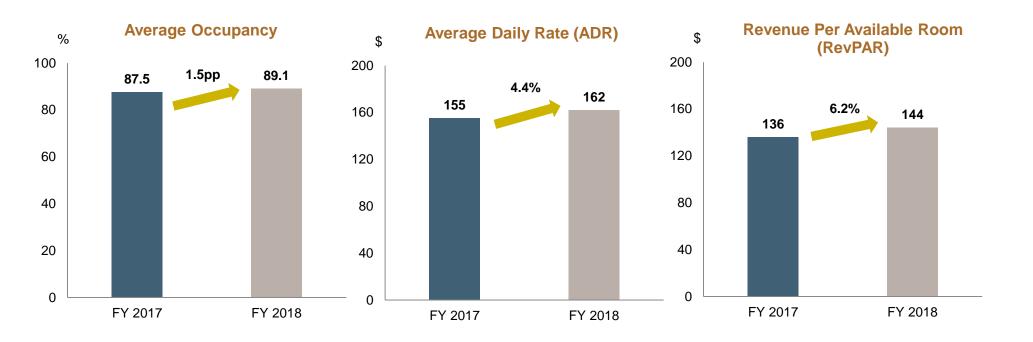
Portfolio Performance 4Q 2018 - Hotels



- Revenue per available room ("RevPAR") of the hotel portfolio grew 7.5% year-on-year to S\$142 in 4Q 2018 with the average daily rate ("ADR") growing by 6.5% and occupancy by 0.8pp.
- The performance improved year-on-year as the hotels benefitted from an uptick in overall market demand, the positive impact from the addition of Oasia Hotel Downtown to the portfolio and the recent renovation of Orchard Rendezvous Hotel (formerly known as Orchard Parade Hotel).



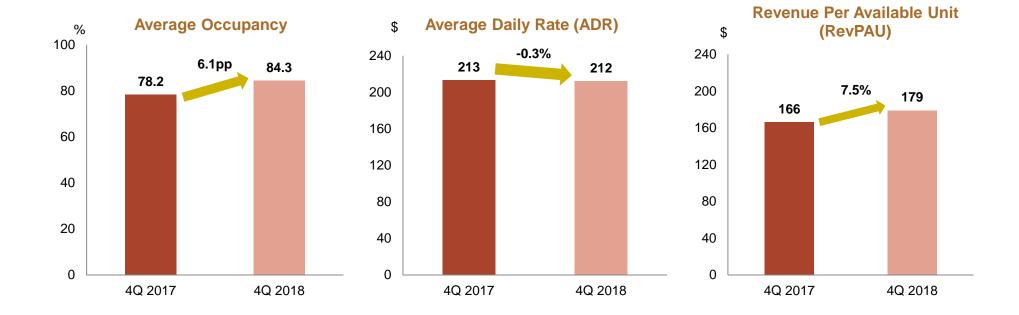
Portfolio Performance FY 2018 - Hotels



- Revenue per available room ("RevPAR") of the hotel portfolio grew 6.2% to S\$144 due to an increase in both occupancy and average daily rate ("ADR") of 1.5pp and 4.4% respectively.
- The overall improvement was partly attributed to the uplift from major biennial MICE events in 2018, e.g. Singapore Airshow in February and Food & Hotel Asia (FHA) in April.



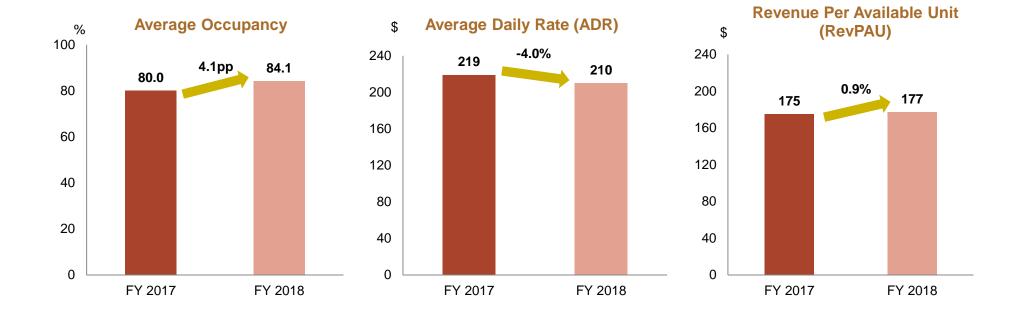
Portfolio Performance 4Q 2018 – Serviced Residences



- The serviced residences ("SRs") portfolio showed a healthy improvement in 4Q 2018, with a year-on-year occupancy growth of 6.1pp. Average daily rate ("ADR") in 4Q 2018 was marginally lower year-on-year by 0.3%.
- As a result, revenue per available unit ("RevPAU") of the SR portfolio grew 7.5% to S\$179 in 4Q 2018.



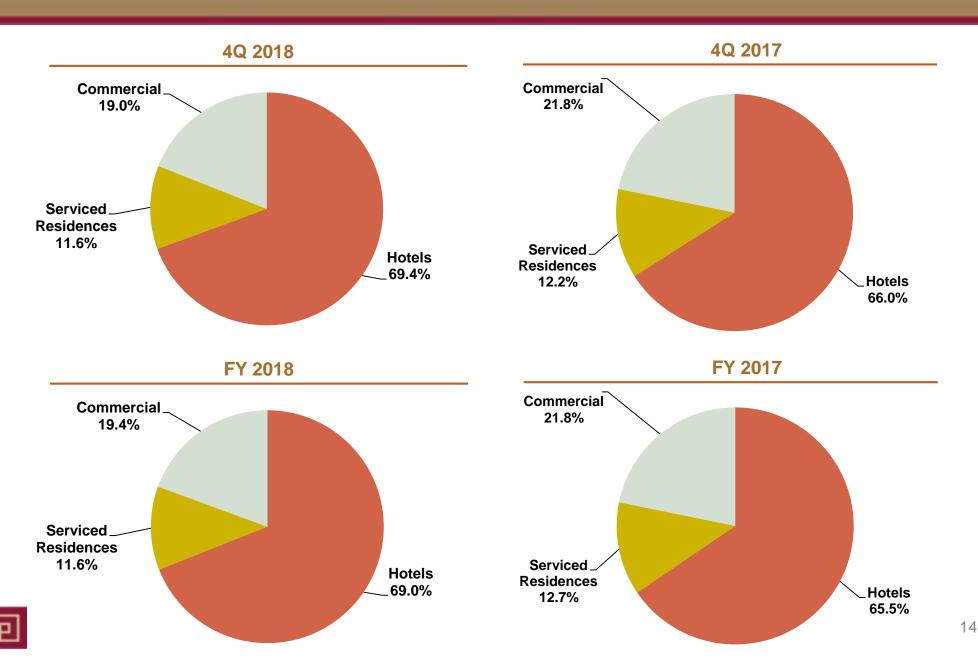
Portfolio Performance FY 2018 – Serviced Residences



- There was a slight improvement in the performance of the SRs year-on-year in FY 2018. Average occupancy for the SRs improved 4.1pp to 84.1% while the average daily rate ("ADR") was 4.0% lower at S\$210.
- Correspondingly, revenue per available unit ("RevPAU") of the SR portfolio increased marginally by 0.9% year-on-year to S\$177.



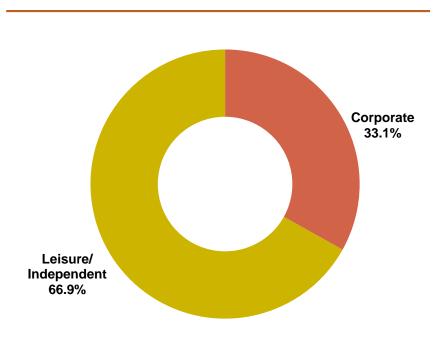
Breakdown of Gross Revenue – Total Portfolio

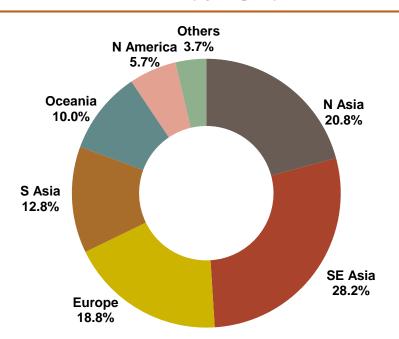


Market Segmentation 4Q 2018 – Hotels



Hotels (by Region)





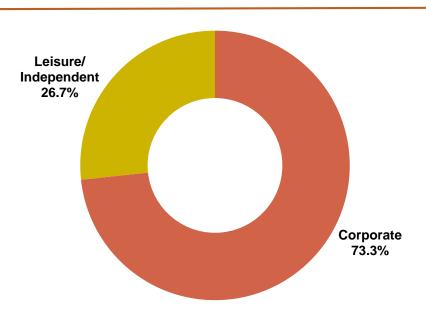
- The Corporate segment contributed 33.1% to the overall hotel revenue. The contribution from the Leisure segment has increased from 66.2% a year ago to 66.9%.
- The proportions of revenue contribution from South Asia, SE Asia and Europe have increased.

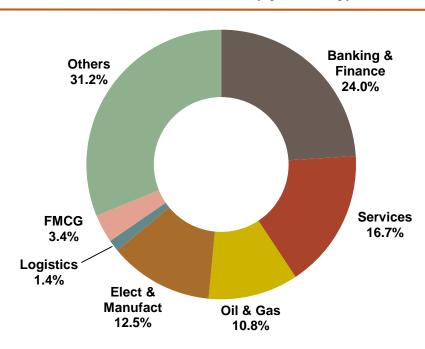


Market Segmentation 4Q 2018 – Serviced Residences

Serviced Residences (by Revenue)

Serviced Residences (by Industry)





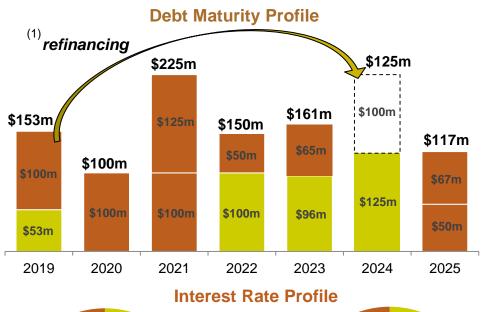
- Revenue contribution from the Corporate segment was 73.3% in 4Q 2018. The increase in online bookings has led to a larger contribution by the Leisure segment.
- The Banking & Finance, Electrical & Manufacturing, and FMCG industries delivered a year-on-year increase in revenue contribution for the quarter.

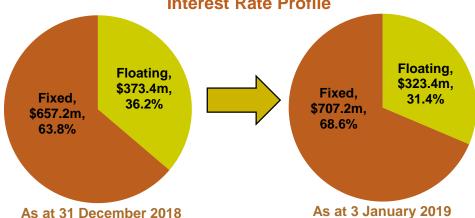


Capital Management

As at 31 December 2018

Total debt	\$1,030.6m
Available revolving facility	\$247.3m
Gearing ratio	40.1%
Unencumbered asset as % total asset	100%
Proportion of fixed rate ⁽²⁾	63.8%
Weighted average debt maturity	3.3 years
Average cost of debt	2.7%





Note:

- (1) The REIT Manager has received commitment from the existing lender to refinance the term loan of S\$100.0 million ahead of its maturity in August 2019.
- (2) The REIT Manager has entered into a new interest rate swap contract in December 2018, effective in January 2019. The proportion of fixed rate borrowings would increase to about 68.6%.

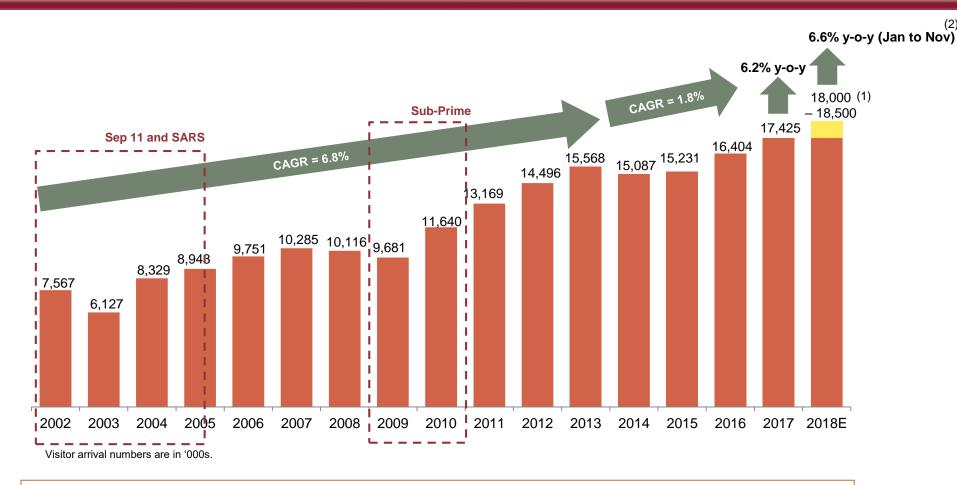


III. Industry Outlook & Prospects





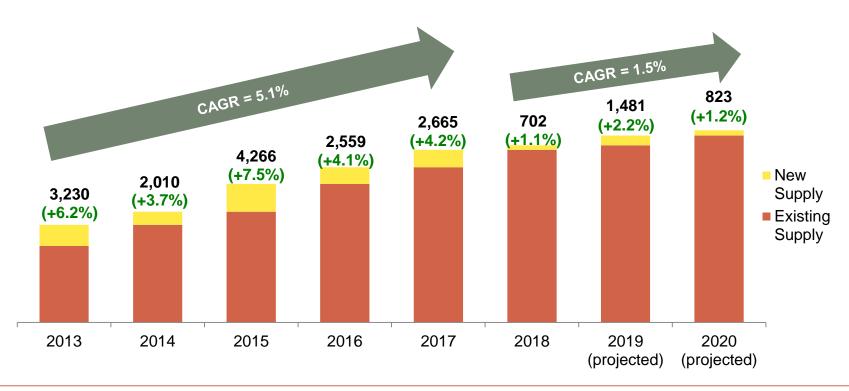
Historical and Forecast Visitor Arrivals in Singapore



- Visitor arrivals grew at a CAGR of 1.8% between 2014 to 2016.
- From the start of 2017, growth of arrivals has gained pace, with a year-on-year increase of 6.2% in 2017, and 6.6% for the period of Jan to Nov 2018.



Estimated Hotel Room Supply in Singapore



- Hotel supply is expected to show a CAGR of 1.5% between 2018 to 2020, as compared to 5.1% between 2013 to 2017. There was an increase in supply of 702 rooms in 2018, and a projected increase of 1,481 rooms in 2019 and 823 rooms in 2020.
- After a 4-year moratorium on the release of new hotel sites in the Government Land Sales (GLS) programme, the
 Urban Redevelopment Authority (URA) introduced two new sites in 2H2018 in tandem with the expected growth in
 visitor arrivals (Hotel Site on Club Street & White Site at Marina View). The URA also announced in December 2018
 that a new hotel site at Sims Avenue will be added to the 1H2019 Reserve List.



Note: The above chart does not take into account closures for renovations and re-openings (e.g. re-opening of Swissotel The Stamford rooms which were under refurbishment) Sources: Horwath/CBRE data and Far East H-Trust compilation

Transformation of Tourism Landscape – Recent Developments

Singapore's Bicentennial Commemoration

2019 will mark 200
years of history for
Singapore, and events
have been lined up to
commemorate the
nation's bicentennial
milestone, e.g.
augmented reality trails
of Singapore River,
experiential showcases,
heritage festivals, etc.





Strengthening of Singapore as global air hub

As Qantas resumed
Sydney-London
services via
Singapore in April
2018, CAG & STB
entered into a \$5
million, 3-year
marketing partnership
with them to grow
traffic to and through
Singapore

Leveraging of Flycruise connections

Costa Cruises, STB & CAG enter tripartite partnership which is expected to bring in over 100,000 international flycruise visitors to Singapore over 3 years





Tapping of Regional Secondary Cities

Continued
promotion efforts by
the Singapore
Tourism Board
(STB) to Tier 2 & 3
regional cities, to
drive visitor arrivals



Transformation of Tourism Landscape – Upcoming Developments

Jewel Changi Airport (Expected Opening: early 2019)

Augmenting Changi Airport's status as a leading air hub serving 8 million passengers annually and provision of world-class retail experience





Revamp of Orchard Road

The Singapore government announced plans to revamp the Orchard Road shopping belt to include more activities and attractions, e.g. urban garden, living lab for a new innovation district

Plans to revamp Sentosa & Pulau Brani

Pulau Brani and
Sentosa Island will be
redeveloped and
integrated with the
Greater Southern
Waterfront project. This
whole area would
include new tourism
attractions and be
branded as the
Southern Gateway of
Asia





Mandai Makeover (2023*)

Wildlife and nature heritage project, integrating new attractions with the Singapore Zoo, Night Safari, River Safari and Bird Park



Outlook & Prospects

Performance of Far East H-Trust's hotel portfolio reflects improvement

- Operating environment for hotels in Singapore continues to trend in a positive direction, benefitting from a better balance in demand and supply in the industry.
 - International visitor arrivals grew 6.6% year-on-year in first 11 months of 2018¹
 - Contributing to this growth are developments such as the expansion of flight and cruise connectivities to key visitor markets and continued marketing and promotion efforts by the Singapore Tourism Board and the travel industry
 - New hotel room supply registered a more moderate increase of 1.1% in 2018², as compared to a growth of 5.1% between 2013 to 2017³. Supply is expected to increase by 2.2% in 2019.⁴

Slow corporate demand remains a factor

- With higher trade policy uncertainties and slowing economic growth in key markets, the hospitality sector could see a dampening in corporate demand.
- The serviced residences have shown signs of turning around but corporate demand is still expected to remain subdued.

IV. Growth Strategy





Key Engines of Growth



Driving Organic Growth

- Optimising the performance of hospitality assets
- Growing contribution from commercial spaces

B

+

Executing Asset Enhancement Initiatives

- Implementing refurbishment programmes to refresh and upgrade the properties
- Optimizing plant and equipment for greater energy efficiency and cost savings

C

Growing the Portfolio

- Acquiring completed Sponsor ROFR properties
- Seeking suitable 3rd party acquisitions
- Developing a new hotel with Sponsor

Key initiatives to drive both immediate and long-term growth



Orchard Rendezvous Hotel (Phase 1, completed in 2016)

Upgrading of swimming pool, pool deck, gym







Before



Orchard Rendezvous Hotel (Phase 2, completed in 2016)

Renovation of reception, lobby bar, function rooms and pre-function areas



After



Before



Orchard Rendezvous Hotel (Phase 3, completed in 1Q 2018)

Refurbishment of Superior, Deluxe Plus and Club guest rooms, suites and club lounge



After



Before



Orchard Rendezvous Hotel (Phase 3, completed in 1Q 2018)

Refurbishment of Superior, Deluxe Plus and Club guest rooms, suites and club lounge





After

Before



Orchard Rendezvous Hotel (Phase 3, completed in 1Q 2018)

Refurbishment of Superior, Deluxe Plus and Club guest rooms, suites and club lounge







Before



Potential Pipeline Projects from the Sponsor





Acquisition of Oasia Hotel Downtown – Overview

Location	100 Peck Seah Street, Singapore 079333
Tier	Upscale
Leasehold Tenure ⁽¹⁾	65 years commencing from the Completion Date
Number of Guest Rooms	314
Food & Beverage Outlets	3
Independent Valuation by Knight Frank	S\$210.0m (as at 5 January 2018)
Independent Valuation by	S\$226.0m (as at 29 December 2017)
Savills	S\$236.4m (as at 31 December 2018)
Purchase Consideration Amount	S\$210.0m
	S\$210.0m S\$668,789
Amount	
Amount Price per Key	S\$668,789





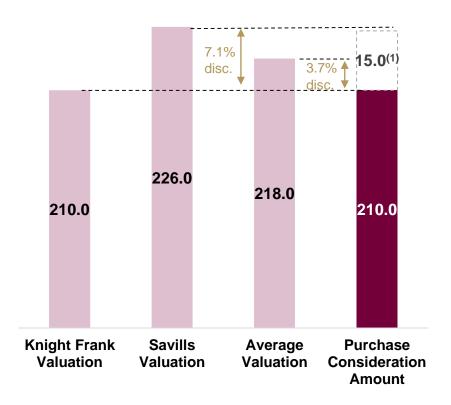
(1)

The Vendor currently owns a leasehold interest of 99 years commencing from 13 April 2011. As the leasehold tenure in the Property to be acquired by the REIT Trustee is in respect of a shorter leasehold period than the length of the leasehold title held by the Vendor, upon expiry of the leasehold tenure held by the REIT Trustee, the title to the Property will revert back to the Vendor.

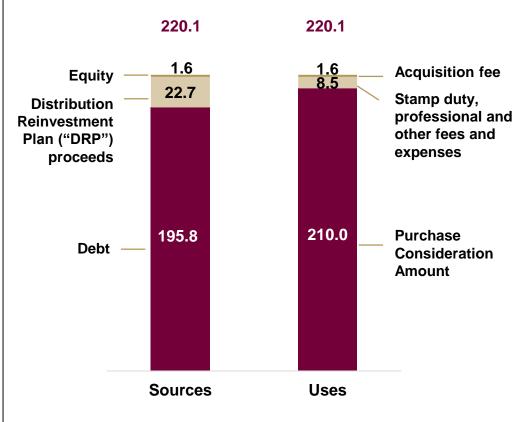
Based on the NPI of the Property for the nine-month period ended 30 September 2017 ("9M2017") and annualised to full year.

Acquisition of Oasia Hotel Downtown – Valuations & Funding

Purchase Price Relative to Valuation (in S\$m)



Funding Sources and Uses of Proceeds (in S\$m)



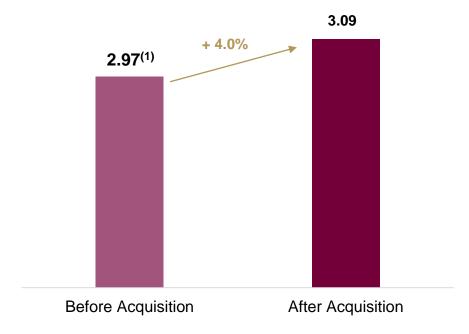


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Acquisition of Oasia Hotel Downtown – Rationale for and Key Benefits of the Acquisition

Yield Accretion

Distribution per Stapled Security for 9M2017 (in Singapore cents)



Stapled Securityholders would have enjoyed an increase in distribution per Stapled Security as a result of the Acquisition, assuming that the Property was acquired on 1 January 2017

High Quality Property with Strategic Location to Increase Exposure to Upscale Segment and Growth in Corporate Contribution



Oasia Hotel Downtown's proximity to the CBD appeals to business travellers, to drive mid-week corporate business

Its upscale positioning also creates a better balance between mid-tier and upscale hotel assets in the portfolio



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Hotel Development on Sentosa with Sponsor – Expected Completion in 2019

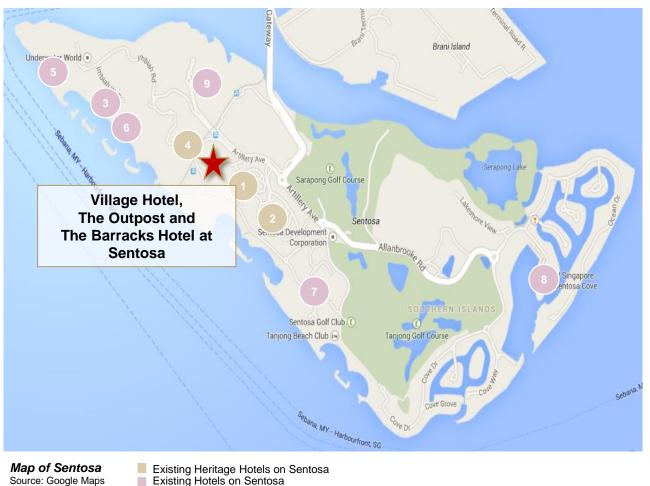




- A 30% stake in a joint venture with Far East Organization
- Integrated development comprising 3 hotels and 839 rooms Village Hotel, The Outpost Hotel and The Barracks Hotel
- 60-year leasehold interest from 7 March 2014
- Far East H-REIT's agreed proportion of investment is approx \$133.1 million (of 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



Hotel Development on Sentosa with Sponsor – Village Hotel, The Outpost Hotel and The Barracks Hotel



- Amara Sanctuary Resort Sentosa (140 keys)
- Capella Singapore (112 keys)
- Costa Sands Resort (49 keys)
- Le Meridien Singapore (191 keys)
- Shangri-La's Rasa Sentosa (454 keys)
- Siloso Beach Resort (196 keys)
- The Singapore Resort & Spa Sentosa (215 keys)
- 8 W Singapore Sentosa Cove (240 keys)
- Resorts World Sentosa
 - Festive Hotel (387 keys)
 - Hard Rock Hotel (364 keys)
 - Hotel Michael (476 keys)
 - Equarius Hotel (183 keys)
 - Crockfords Tower (by invite only)
 - Beach Villas (22 keys)
 - Ocean Suites (11 keys)
 - TreeTop Lofts (2 keys)



Hotel Development on Sentosa with Sponsor – Village Hotel



Expected Opening in 2Q 2019







Hotel Development on Sentosa with Sponsor – The Outpost Hotel



Expected Opening in 2Q 2019







Hotel Development on Sentosa with Sponsor – The Barracks Hotel



Expected Opening in 4Q 2019







Artist Impression of Retail / F&B Spaces



Expected Opening in 2Q 2019







Thank You

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Appendix





Far East H-Trust Asset Portfolio Overview

Hotels



















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	Village Hotel Albert Court	Village Hotel Changi	The Elizabeth Hotel	Village Hotel Bugis	Oasia Hotel Novena	Orchard Rendezvous Hotel	The Quincy Hotel	Rendezvous Hotel & Gallery	Oasia Hotel Downtown	Total / Weighted Average
Market Segment	Mid-tier	Mid-tier	Mid-tier	Mid-tier	Mid-tier / Upscale	Mid-tier / Upscale	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	100 Peck Seah St, S'pore 079333	
Date of Completion	3 Oct 1994	30 Jan 1990 ²	3 May 1993	19 Oct 1988	2 June 2011	20 June 1987 ²	27 Nov 2008	5 June 2000 ²	30 Dec 2015	
# of Rooms	210	380	256	393	428	388	108	298	314	2,775
Lease Tenure ¹	69 years	59 years	69 years	60 years	86 years	44 years	69 years	65 years	64 years	NA
GFA/Strata Area (sq m)	11,426	22,826	11,723	21,676	22,457	34,072	4,810	19,720	11,863	
Retail NLA (sq m)	1,003	805	583	1,166	NA	3,778	NA	2,799	NA	10,134
Office NLA (sq m)	NA	NA	NA	NA	NA	2,509	NA	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.	Far East Orchard Limited	Golden Development Private Limited	Serene Land Pte Ltd	Far East SOHO Pte Ltd	
Valuation (S\$ 'mil) ¹	127.2	209.2	163.7	232.4	330.0	431.1	83.3	282.1	236.4	2,095.4

¹ As at 31 December 2018

² Date of acquisition by Sponsor, as property was not developed by Sponsor



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 ¹	74 years	75 years	72 years	75 years	NA	
GFA/Strata Area (sq m)	17,858	14,257	10,570	10,723	53,408	
Retail NLA (sq m)	2,213	NA	1,179	539	3,931	
Office NLA (sq m)	Office: 1,474 Serviced Office: 823	NA	NA	2,295	4,592	
Master Lessee / Vendor	OPH Riverside Pte Ltd	Serene Land Pte Ltd	Riverland Pte Ltd	Oxley Hill Properties Pte Ltd		
Valuation (S\$ 'mil) ¹	204.1	60.2	105.2	168.6	538.1	

