

# 2H / FY 2024 Results Presentation

12 February 2025

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- Financial Highlights
- Portfolio Performance
- Outlook



## Financial Highlights





# Executive Summary for 2H 2024 – Performance vs LY

	2H 2024 S\$'000	2H 2023 S\$'000	Variance %
Gross Revenue	54,898	54,767	0.2
Hotels	40,581	40,964	(0.9)
Serviced Residences ("SR")	5,605	5,693	(1.6)
Commercial Premises	8,712	8,110	7.4
Net Property Income	49,871	49,771	0.2

- Gross Revenue for 2H 2024 increased 0.2% year-on-year to S\$54.9 million despite the absence of non-recurring revenue from hotels contracted for isolation purpose since the third quarter of the prior year.
- Excluding the effect of the one-off revenue, the Hotels segment would have posted an increase, and gross revenue would have risen by 4.1% for 2H 2024.
- The Commercial Premises segment performed strongly, rising 7.4% year-on-year to S\$8.7 million, driven by higher rental rates and improved occupancies in retail spaces.
- Net property income rose 0.2% to S\$49.9 million despite higher property expenses.



# Executive Summary for 2H 2024 – Performance vs LY

	2H 2024 S\$'000	2H 2023 S\$'000	Variance %
Income Available for Distribution <sup>1</sup>	32,697	39,996	(18.2)
Distribution to Stapled Securityholders comprises:	41,943	43,510	(3.6)
- from taxable income	32,062	39,299	(18.4)
- from other gains	9,881	4,211	>100.0
Distribution per Stapled Security ("DPS") (cents)	2.08	2.17	(4.1)

- Distribution to Stapled Securityholders decreased 3.6% to S\$41.9 million mainly due to higher finance expenses and change in the proportion of the REIT Manager's<sup>1</sup> fee paid/payable in the form of Stapled Securities and substantially offset by higher distribution of other gains from the divestment of Central Square.
- Other gains of S\$9.9 million comprises S\$2.9 million to cushion the impact of higher finance expenses, S\$3.0 million to negate the effect of change in proportion of the REIT Manager's fee paid/payable in the form of Stapled Securities and S\$4.0 million which was previously committed as part of the sharing of gains from the divestment of Central Square.
- This translates to a DPS of 2.08 cents which is still above the pre-COVID level of 2019.



Income available for distribution for 2H 2024 would have been 4.9% higher at S\$34.3 million if not for the change in the proportion of the REIT Manager's fee paid/payable in the form of Stapled Securities, which was reduced from 90% to 60% from 1 January 2024 onwards. For 2H 2023, it includes the release of S\$2.3 million of taxable income available for distribution to Stapled Securityholders that was not distributed in 1H 2023.

# Executive Summary for FY 2024 – Performance vs LY

	FY 2024 S\$'000	FY 2023 S\$'000	Variance %
Gross Revenue	108,706	106,805	1.8
Hotels	80,252	79,562	0.9
Serviced Residences ("SR")	11,111	11,087	0.2
Commercial Premises	17,343	16,156	7.3
Net Property Income	99,337	98,741	0.6

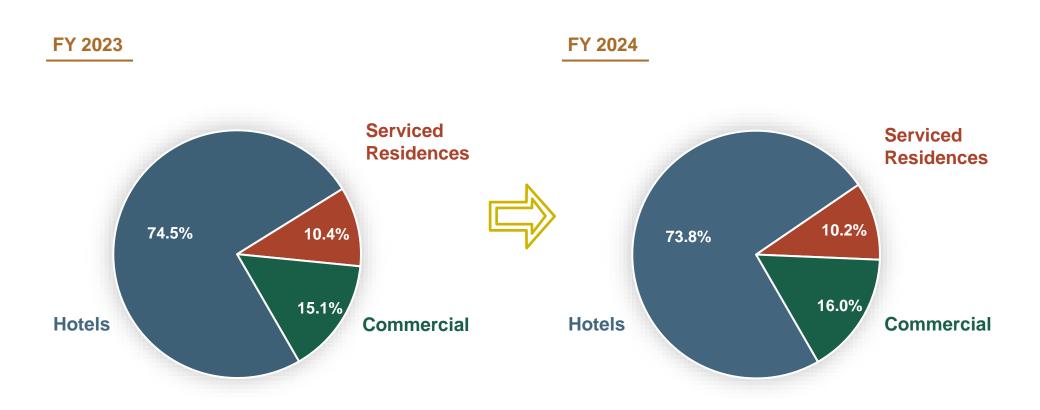
- Gross revenue for FY 2024 rose by 1.8% year-on-year to S\$108.7 million, supported by growth across all segments, particularly the Commercial Premises segment, despite the absence of non-recurring revenue from hotels contracted for isolation purpose in the prior year.
- Excluding the effect of the one-off revenue, the Hotels segment would have posted an increase, and gross revenue would have risen by 6.2% for FY 2024.
- Net property income rose 0.6% to S\$99.3 million despite higher property expenses.



# Executive Summary for FY 2024 – Performance vs LY

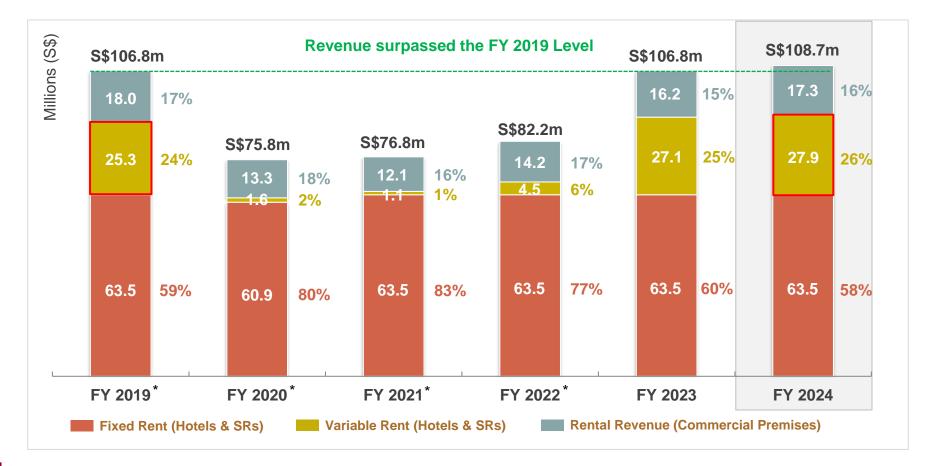
	FY 2024 S\$'000	FY 2023 S\$'000	Variance %
Income Available for Distribution <sup>1</sup>	66,587	75,060	(11.3)
Distribution to Stapled Securityholders comprises:	81,397	81,911	(0.6)
- from taxable income	65,276	73,700	(11.4)
- from other gains	16,121	8,211	96.3
Distribution per Stapled Security ("DPS") (cents)	4.04	4.09	(1.2)

- Distribution to Stapled Securityholders decreased marginally by 0.6% to S\$81.4 million. The higher finance expenses
  and change in the proportion of the REIT Manager's fee paid/payable in the form of Stapled Securities are largely offset
  by higher distribution of other gains from the divestment of Central Square.
- To mitigate higher finance expenses in 2024, the REIT Manager is distributing S\$5.1 million to cushion the impact and S\$3.0 million to negate the effect of change in the proportion of the REIT Manager's fee paid/payable in the form of Stapled Securities. This is in addition to the previously committed S\$8.0 million per year of capital distribution to share the gains from the divestment of Central Square<sup>2</sup>.
- DPS of 4.04 cents continues to be higher than pre-COVID level of 2019.
- 1 Income available for distribution for FY 2024 would have been 4.8% higher if not for the change in the proportion of the REIT Manager's fee paid/payable in the form of Stapled Securities, which was reduced from 90% to 60% from 1 January 2024 onwards.
- 2 As announced on 29 July 2022, the REIT Manager intended to distributing S\$8.0 million annually for three years from the divestment gain of Central Square which was completed in March 2022.



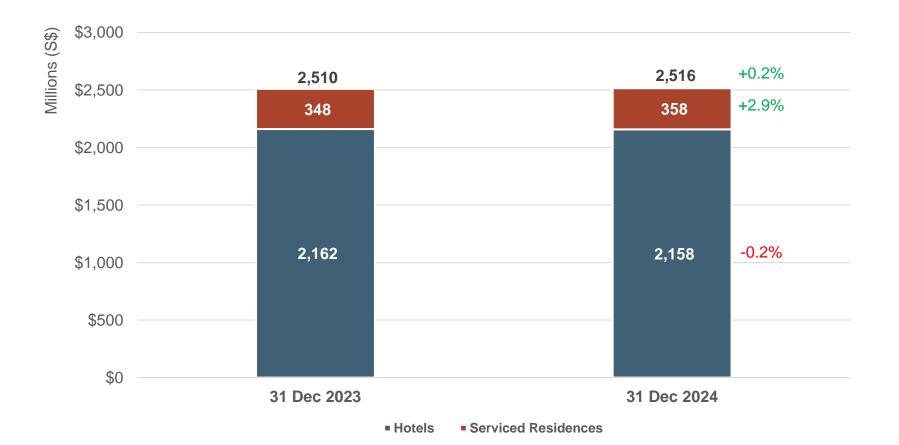


Variable rent revenue increased, accounting for 26% or S\$27.9 million of gross revenue





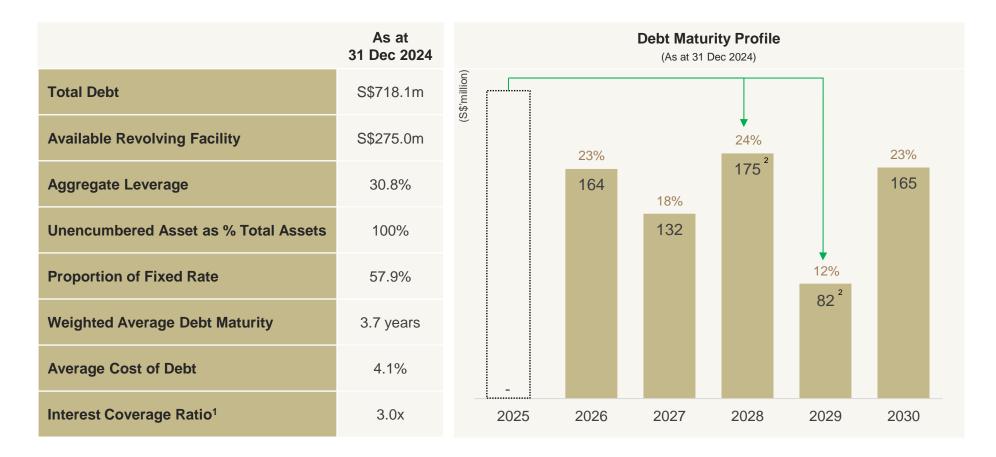
# Investment properties in the portfolio increased by S\$6.0 million in FY 2024, with a total value of S\$2,516 million

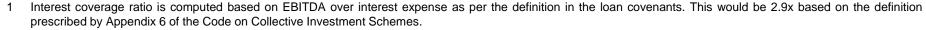


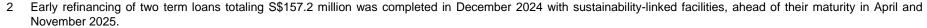


# Healthy Balance Sheet with Prudent Capital Management

## One of the lowest geared S-REITs at 30.8% aggregate leverage







# Interest Rate Management

## Positioned to benefit from potential interest rate cuts

- Amid an elevated interest rate environment, the weighted average cost of debt stabilised at 4.1% for FY 2024.
- Singapore interest rate is expected to ease which will lead to lower financing costs for Far East H-Trust.

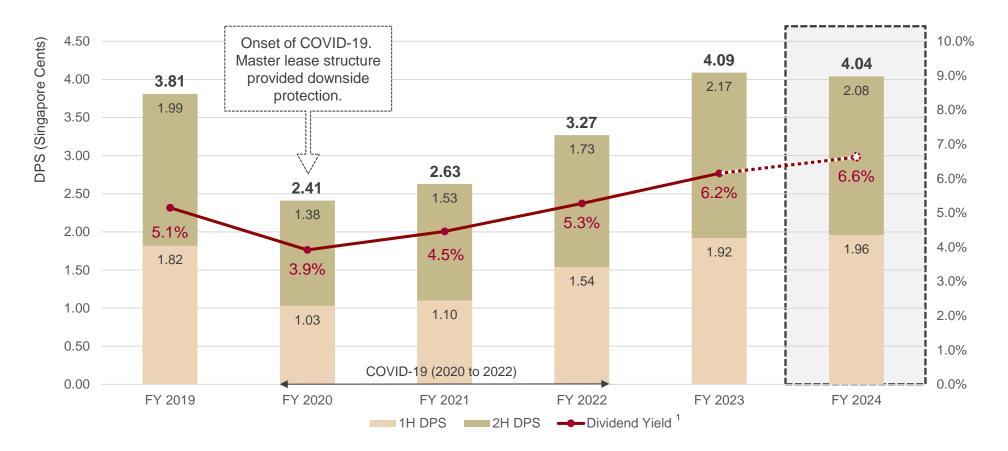
## Support to cushion effects of higher interest rates

- On 28 July 2023, the REIT Manager announced that it plans to utilise a portion of the S\$18.0 million incentive fee received by Far East H-Trust in March 2023 for the divestment of Central Square to cushion the impact from possible higher interest expenses.
- For FY 2024, the REIT Manager used S\$5.1 million of the incentive fee as other gain distribution to mitigate the impact of the increased interest costs.



# DPS Remains Above Pre-COVID Level







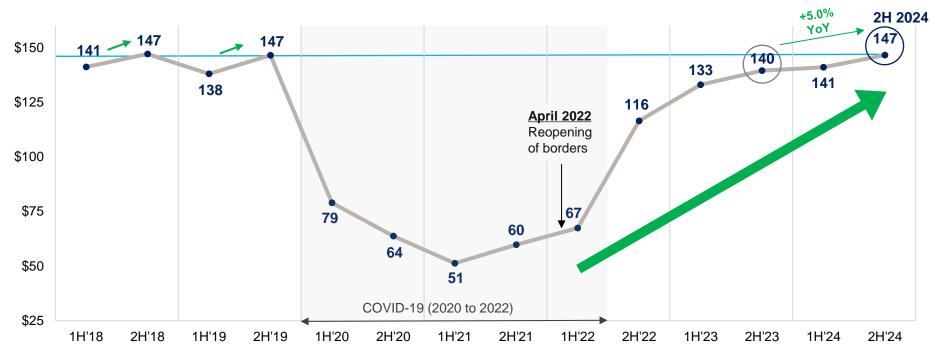
## **Portfolio Performance**





# Hotels RevPAR Trend (2018 - 2024)

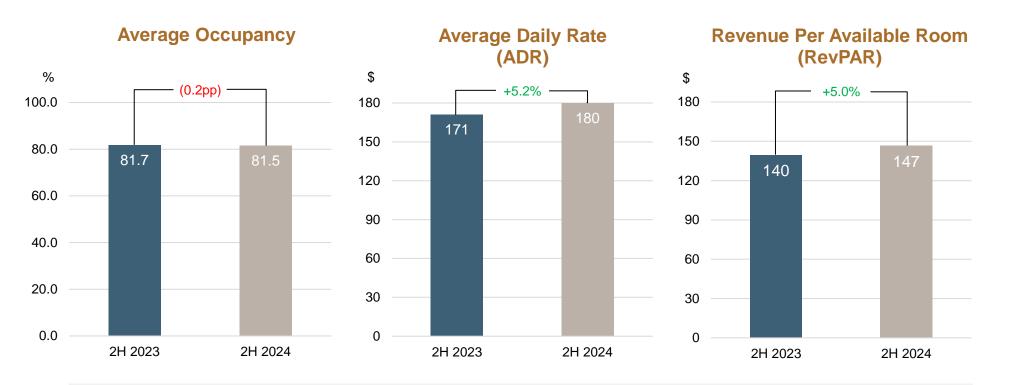
## **Revenue Per Available Room**



- The hotel portfolio demonstrated continued improvement in operating performance, with RevPAR rising 5% year-on-year to S\$147. This marks an increase of more than double from the RevPAR of S\$67 since the reopening of borders in April 2022.
- Recovery was partly supported by the return of the remaining four hotels previously contracted to the Government, which exited in 2023 and continued improving their performance throughout 2024.



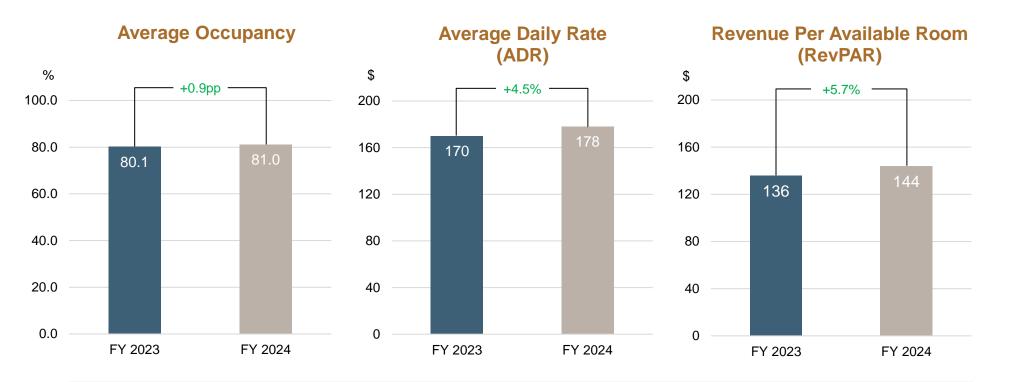
# Portfolio Performance 2H 2024 – Hotels



- ADR recorded a 5.2% increase to S\$180 as the hotels were able to achieve higher rate increases in tandem with the market after the last of the hotels exited the government contracts by end 2023.
- Average occupancy was marginally lower by 0.2 pp to 81.5%, reflecting the transition from government contracts with full occupancy to market-driven performance.
- Overall, RevPAR increased by 5.0% year-on-year to S\$147.



# Portfolio Performance FY 2024 – Hotels

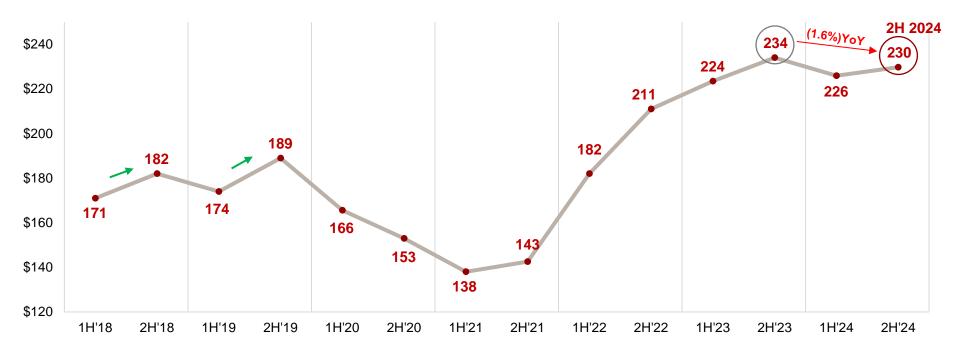


- For the year, average occupancy improved by 0.9 pp to 81.0%, with ADR rising 4.5% to S\$178, reflecting the portfolio's steady recovery. Demand was further supported by major events and large-scale performances, particularly in first and third quarters of 2024.
- Overall, RevPAR increased 5.7% year-on-year to S\$144.



# Serviced Residences RevPAU Trend (2018 – 2024)

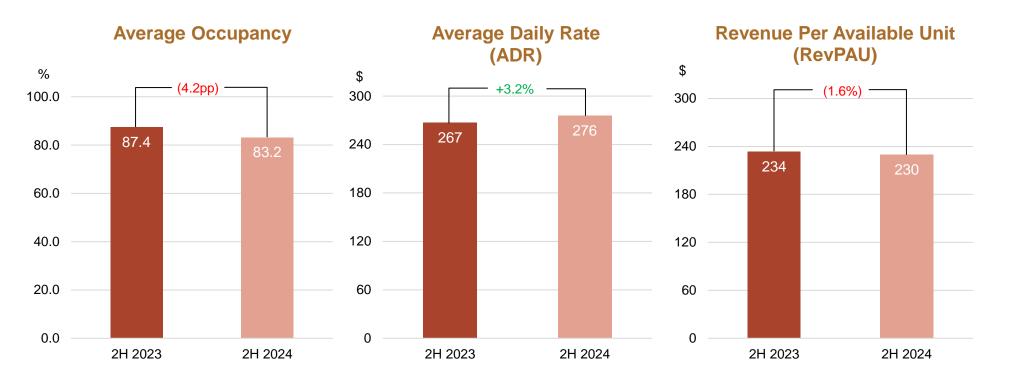




The average RevPAU for the SRs for 2H 2024 moderated to S\$230 from the record high in 2H 2023. It remained stable
despite lift upgrading works, which affected room availability at one property in the last quarter of 2024.



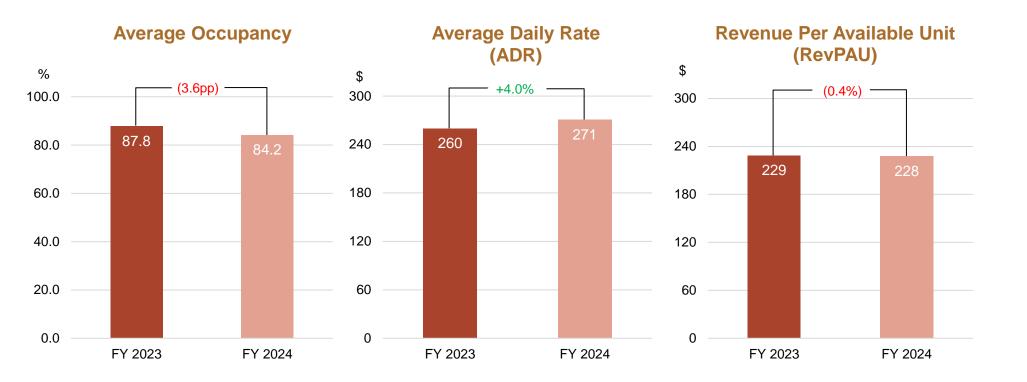
# Portfolio Performance 2H 2024 – Serviced Residences



- For the period, average occupancy eased to 83.2%, primarily due to lift upgrading works at one of the apartment blocks at Village Residence Robertson Quay which temporarily affected accessibility during the fourth quarter.
- ADR increased by 3.2% year-on-year to S\$276, reflecting positive pricing trends in the market.
- Consequently, RevPAU decreased 1.6% year-on-year to S\$230.



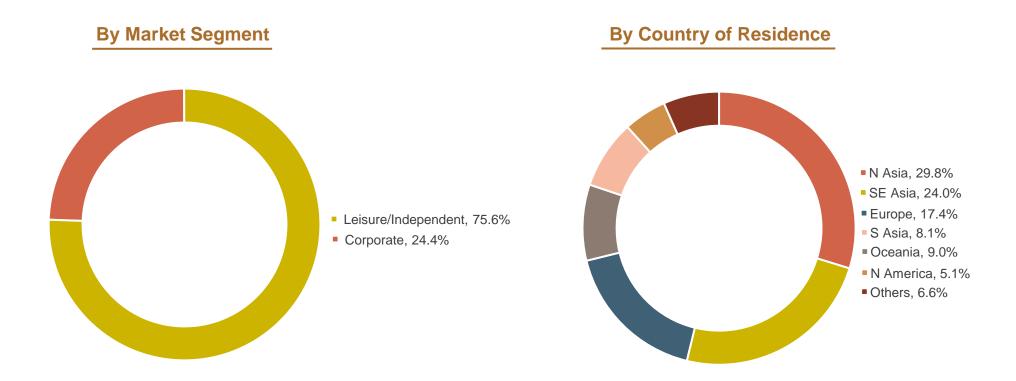
# Portfolio Performance FY 2024 – Serviced Residences



- For the year, average occupancy remained healthy at 84.2%, comparable to the pre-pandemic level of 83.5% in 2019.
- ADR grew 4.0% to S\$271, supported by favorable pricing trends and a greater proportion of short-stay leisure bookings.
- Overall, RevPAU held steady S\$228.



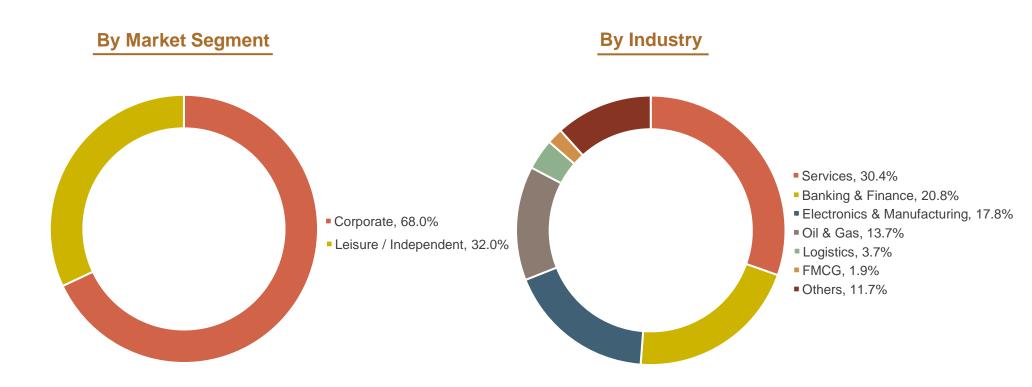
# FY 2024 Revenue Contribution – Hotels



- Revenue from the leisure segment increased by 1.4 times compared to 2023 and exceeded 2019 by 13.9%, accounting for 75.6% of the total revenue in 2024.
- Healthy growth recorded from the North Asia market.
- Guests from North Asia, South-East Asia and Europe formed the top 3 markets, contributing 71.2% of overall revenue.



# FY 2024 Revenue Contribution – Serviced Residences



- The Corporate segment contributed 68.0%, up from 67.3% a year ago, supported by higher rates across the market.
- The top three segments, Services, Banking & Finance, and Electronics & Manufacturing, contributed 69.0% of the Corporate segment's total revenue.



## Outlook





# Increasing Visitor Arrivals to Singapore

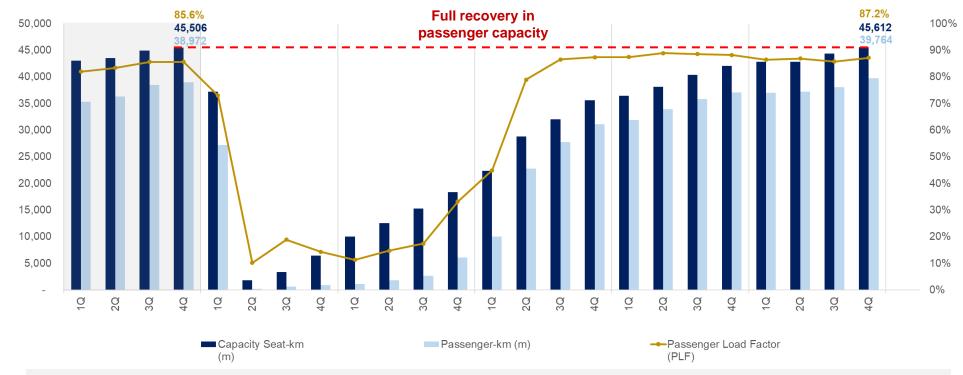


In the fourth quarter, visitor arrivals reached 3.9 million, a 13.7% year-on-year increase, reflecting the continued recovery
of Singapore's tourism sector.

• The Singapore Tourism Board expects visitor arrivals to reach between 17.0 and 18.5 million in 2025, representing a year-on-year increase of 3.0% to 12.1% from 16.5 million in 2024.

# **Recovery of Air Passengers Numbers**

## **SIA Group Passenger Capacity**



- As a primary connector for Singapore's cross-border travel, Singapore Airlines' ("SIA") recovery highlights the rebound in regional and global air travel.
- In 4Q 2024, the SIA Group fully restored its passenger capacity (Available Seat-KM) to pre-pandemic levels of 2019 for the same period.
- The International Air Transport Association ("IATA") expects global passenger numbers to reach 5.2 billion, marking a 6.7% increase from 2024 and surpassing the five billion mark for the first time.

Available Seat-KM ('m)

(%)

Passenger Load Factor

# **Recent Tourism Developments**



## **Rejuvenation of Sentosa**

- SensoryScape, a two-tiered walkway offering a multisensory experience connecting Resorts World Sentosa ("RWS") in the north with Sentosa's beaches in the south opened in March 2024.
- Revitalisation of Palawan Beach and its vicinity into a lifestyle and entertainment precinct with new leisure attractions such as KidZania (2Q 2024).
- New masterplan to further transform Sentosa and Brani.



## Mandai Wildlife Reserve

- A major wildlife and nature heritage project integrating five zoological parks: the Singapore Zoo, Night Safari, River Wonders, Bird Paradise and Rainforest Wild.
- Bird Paradise opened in May 2023, while Rainforest Wild Asia is set to be operational in March 2025, followed by Rainforest Wild Africa.
- Night Safari celebrated its 30th anniversary with the launch of the fully sheltered Pangolin Trail and has since begun upgrades to enhance visitor experiences.



# **Upcoming Tourism Developments**



## **Resorts World Sentosa**

- Universal Studios Singapore will welcome two new zones: Minion Land, set to open in February 2025, and Super Nintendo World.
- The S.E.A aquarium will also be expanded by three times its current size and rebranded as the Singapore Oceanarium in the first half of 2025.



## **Marina Bay Sands**

• Expansion plans comprising of a fourth tower consisting of a hotel and a 15,000-seat entertainment arena for events and large conferences slated for completion in 2029.



### Leisure Events

- Anime Festival Asia 2025
- Artbox Singapore 2025
- ART SG 2025
- BLAST Dota Slam
- Brewnanza Fest by Brewlander
- Christmas on a Great Street 2025
- Christmas Wonderland 2025
- Fashion's Alchemists
- Formula 1 Singapore Grand Prix 2025
- Glow Festival 2025
- HSBC SVNS Singapore 2025
- HSBC Women's World Championship 2025
- JSSL Singapore Professional Academy 7s Football Tournament
- Kita Food Festival
- LIV Golf Singapore 2025
- SingaCup 2025
- Singapore Art Week 2025
- Singapore Biennale 2025
- Singapore Food Festival
- Singapore Floorball Open 2025
- Singapore T100 2025
- SneakerCon SEA 2025
- Standard Chartered Singapore Marathon 2025
- World Aquatics Championships 2025

## **MICE Events**

- Asia Energy Week 2025
- HealthTechX Asia 2025
- ICMF International Insurance Cultural Festival 2025
- International Association for Hydro-Environment Engineering and Research World Congress 2025
- ITMA Asia + CITME 2025
- Safety and Security Asia 2025
- SEMICON SEA 2025
- USANA Regional Convention 2025
- World Accountancy Forum 2025
- World Robot Olympiad International Finals 2025
- World Sleep 2025

#### **Developments**

- Boardwalk at the Mandai Wildlife Reserve
- Disney Cruise Line's Disney Adventure maiden sailing and year-round homeport
- Groundbreaking of Marina Bay Sands' expansion project
- Illumination's Minion Land at Universal Studios Singapore
- Mandai Rainforest Resort by Banyan Tree
- Rainforest Wild Asia at the Mandai Wildlife Reserve
- Singapore Oceanarium
- Singapore Pavilion at Expo 2025 Osaka
- The Ritz Carlton Yacht Collection's Luminara maiden sailing and seasonal homeport





## Positive Tourism and Macroeconomic Environment Outlook

Macroeconomic Environment	Tourism and Infrastructure				
<ul> <li>Global economic growth is expected to remain stable</li> <li>The International Monetary Fund expects global growth to rise to 3.3% in 2025 and 2026, exceeding the rate in 2024.</li> <li>However, geopolitical and trade-related challenges could affect inflation and hinder growth.</li> </ul>	<ul> <li>Further recovery of visitor arrivals to Singapore</li> <li>Exciting new attractions opening in 2025, such as Minion Land at Universal Studios Singapore, Singapore Oceanarium at Resorts World Sentosa, and Rainforest Wild Asia at Mandai Wildlife Reserve, along with the expansion of the integrated resorts in the coming years.</li> </ul>				
<ul> <li>Interest rates are expected to moderate</li> <li>Central banks are likely to adopt a cautious approach to avoid derailing economic recovery while managing inflationary pressures.</li> </ul>	<ul> <li>Increasing flight capacities between Singapore and the key markets.</li> <li>STB has earmarked S\$300 million to strengthen Singapore's global standing as a tourist destination and business hub.</li> </ul>				
<ul> <li>Singapore continues to appeal as an attractive business hub</li> <li>Singapore attracted S\$13.5 billion in 2024, up 6.3% from the prior year, exceeding the Economic Development Board's annual target of S\$8.0 – S\$10.0 billion.</li> </ul>	<ul> <li>Continual infrastructure projects for Singapore's global connectivity and relevance</li> <li>Changi Airport Terminal 5, Tuas Mega port, the North-South Corridor and the Cross Island MRT line.</li> </ul>				



Distribution per Stapled Security	2.08 cents
Ex-Date	19 February 2025
Book Closure Date	20 February 2025
Distribution Payment Date	20 March 2025



# **Thank You**

For more information please visit <u>https://www.fehtrust.com</u>



## Far East H-Trust Asset Portfolio Overview

#### **Hotels**

	Village Hotel Albert Court	Village Hotel Changi	Vibe Hotel Singapore Orchard	Village Hotel Bugis	Oasia Hotel Novena	Orchard Rendezvous Hotel	The Quincy Hotel	Rendezvous Hotel Singapore	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 <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>	30 Dec 2015	
# of Rooms	210	380	256	393	428	388	108	298	314	2,775
Lease Tenure <sup>1</sup>	63 years	53 years	63 years	54 years	80 years	38 years	63 years	59 years	58 years	NA
GFA/Strata Area (sq m)	11,426	22,826	11,723	21,761	22,516	34,072	4,810	19,720	17,967	166,821
Retail NLA (sq m)	1,003	805	583	1,164	NA	3,790	NA	2,799	NA	10,144
Office NLA (sq m)	NA	NA	NA	NA	NA	2,318	NA	NA	NA	2,318
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	132.5	193.3	184.6	247.5	349.0	401.5	87.0	284.3	278.0	2,157.7



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

# Far East H-Trust Asset Portfolio Overview

#### **Serviced Residences**





Village Residence Hougang	Village Residence Robertson Quay	Adina Serviced Apartments Singapore Orchard	Total / Weighted Average	
Mid-tier	Mid-tier	Upscale	NA	
1 Hougang Street 91, S'pore 538692	30 Robertson Quay, S'pore 238251	121 Penang House, S'pore 238464		
30 Dec 1999	12 July 1996	24 Oct 2000		
78	72	90	240	
69 years	66 years	69 years	NA	
14,257	10,570	10,723	35,550	
NA	1,179	539	1,718	
NA	NA	2,291	2,291	
Serene Land Pte Ltd	Riverland Pte Ltd	Oxley Hill Properties Pte Ltd		
66.3	117.2	174.3	357.8	
	Mid-tier         1 Hougang Street 91,         S'pore 538692         30 Dec 1999         78         69 years         14,257         NA         NA         Serene Land Pte Ltd	Midge Residence HougangRobertson QuayMid-tierMid-tier1 Hougang Street 91, S'pore 53869230 Robertson Quay, S'pore 23825130 Dec 199912 July 1996787269 years66 years14,25710,570NA1,179NANASerene Land Pte LtdRiverland Pte Ltd	Vilage Residence HougangRobertson QuaySingapore OrchardMid-tierMid-tierUpscale1 Hougang Street 91, S'pore 53869230 Robertson Quay, S'pore 238251121 Penang House, S'pore 23846430 Dec 199912 July 199624 Oct 200078729069 years66 years69 years14,25710,57010,723NA1,179539NANA2,291Serene Land Pte LtdRiverland Pte LtdOxley Hill Properties Pte Ltd	

