



# ASCOTT RESIDENCE TRUST

## 3Q 2006 Results

25 October 2006

# Agenda

- **Financial Review**
- **Q3 Updates**
- **Outlook & Prospects**

# Disclaimer

## *Important Notice*

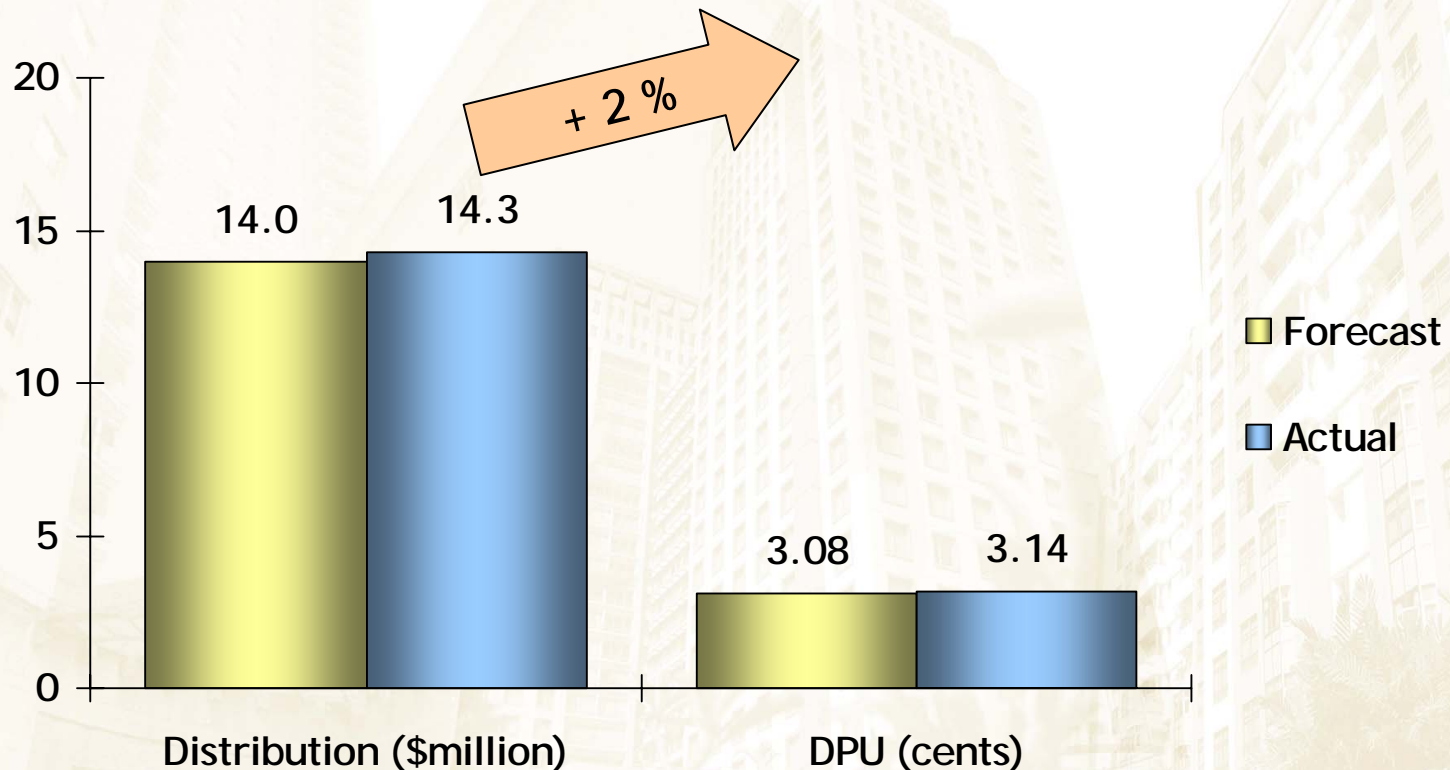
*The value of units in ART and the income derived from them may fall as well as rise. Units in ART are not obligations of, deposits in, or guaranteed by the Manager or any of its affiliates. An investment in the units in ART is subject to investment risks, include the possible loss of the principal amount invested. The past performance of ART is not necessarily indicative of its future performance.*

*This presentation may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from similar developments, shifts in expected levels of property rental income, changes in operating expenses, including employee wages, benefits and training, property expenses and governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. Investors are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of the Manager on future events.*

*Investors have no right to request the Manager to redeem their units in ART while the units in ART are listed. It is intended that unitholders may only deal in their units in ART through trading on the SGX-ST. Listing of the units in ART on the SGX-ST does not guarantee a liquid market for the units in ART.*

# Higher Net Distributable Income and DPU Than Forecast

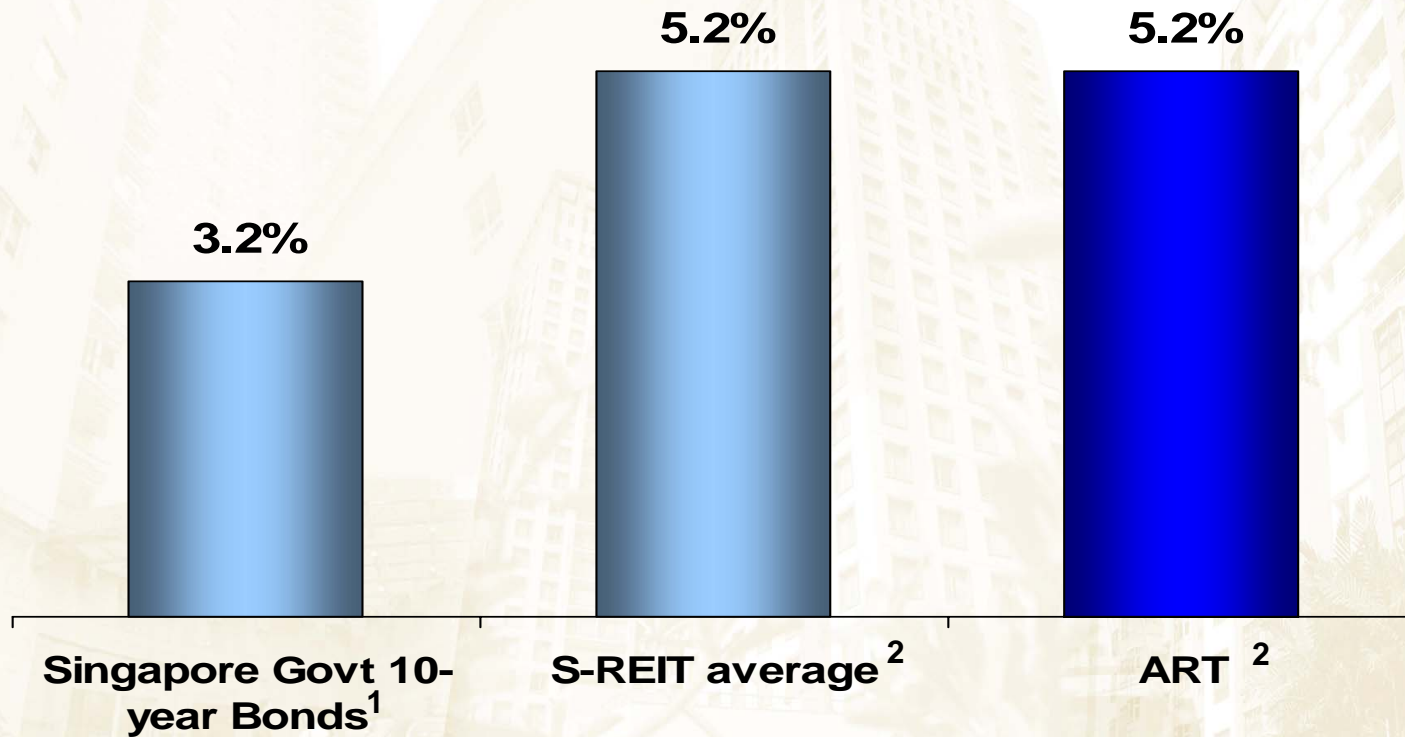
For the period 31 March 2006 - 30 September 2006



**Net Distributable Income and DPU<sup>#</sup> Exceeded Forecast\* by 2%**

#There is no distribution declared for the period from 01 July to 30 September 2006. Distribution declared for the period from 31 March to 30 June was paid on 28 August 2006. ART makes distributions to unitholders on a semi-annual basis, with the amount calculated as at 30 June and 31 December each year for the six-month period ending on each of the said dates.  
\* The forecast numbers for 2006 are extracted from the forecast which was disclosed in the prospectus and pro-rated to correspond to the period from 31 March to 30 September.

# Attractive Trading Yield



<sup>1</sup> As at 29 September 2006. Source: Singapore Government Securities website.

<sup>2</sup> Based on closing price as at 29 September 2006.



# Financial Review



# Statement of Total Return

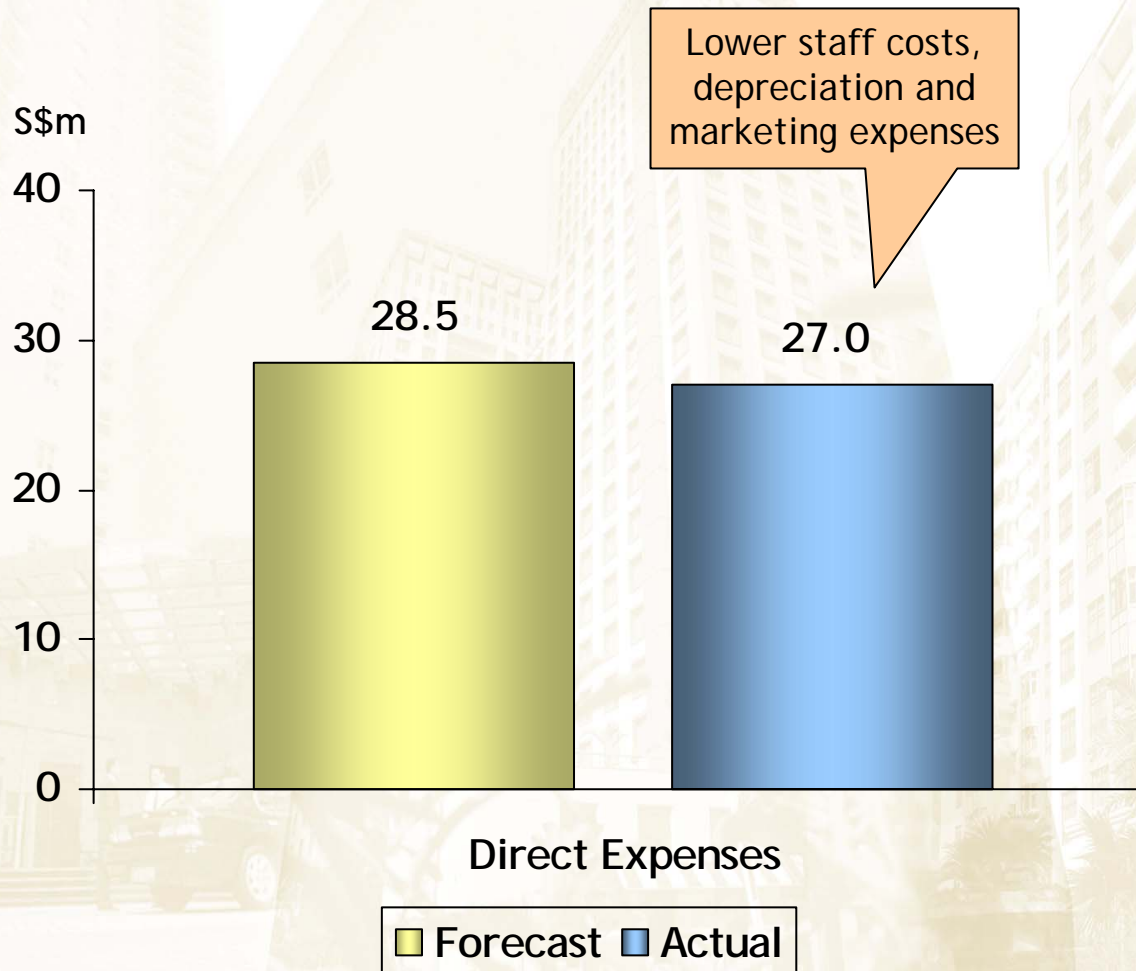
For the period 31 March 2006 - 30 September 2006

S\$m	Public Trust		Growth (%)
	Actual	Forecast	
Revenue	52.3	52.7	- 1%
Gross Profit	25.2	24.1	+5%
Unitholders' Distribution	14.3	14.0	+2%
Distribution Per Unit (cents)	3.14	3.08	+2%

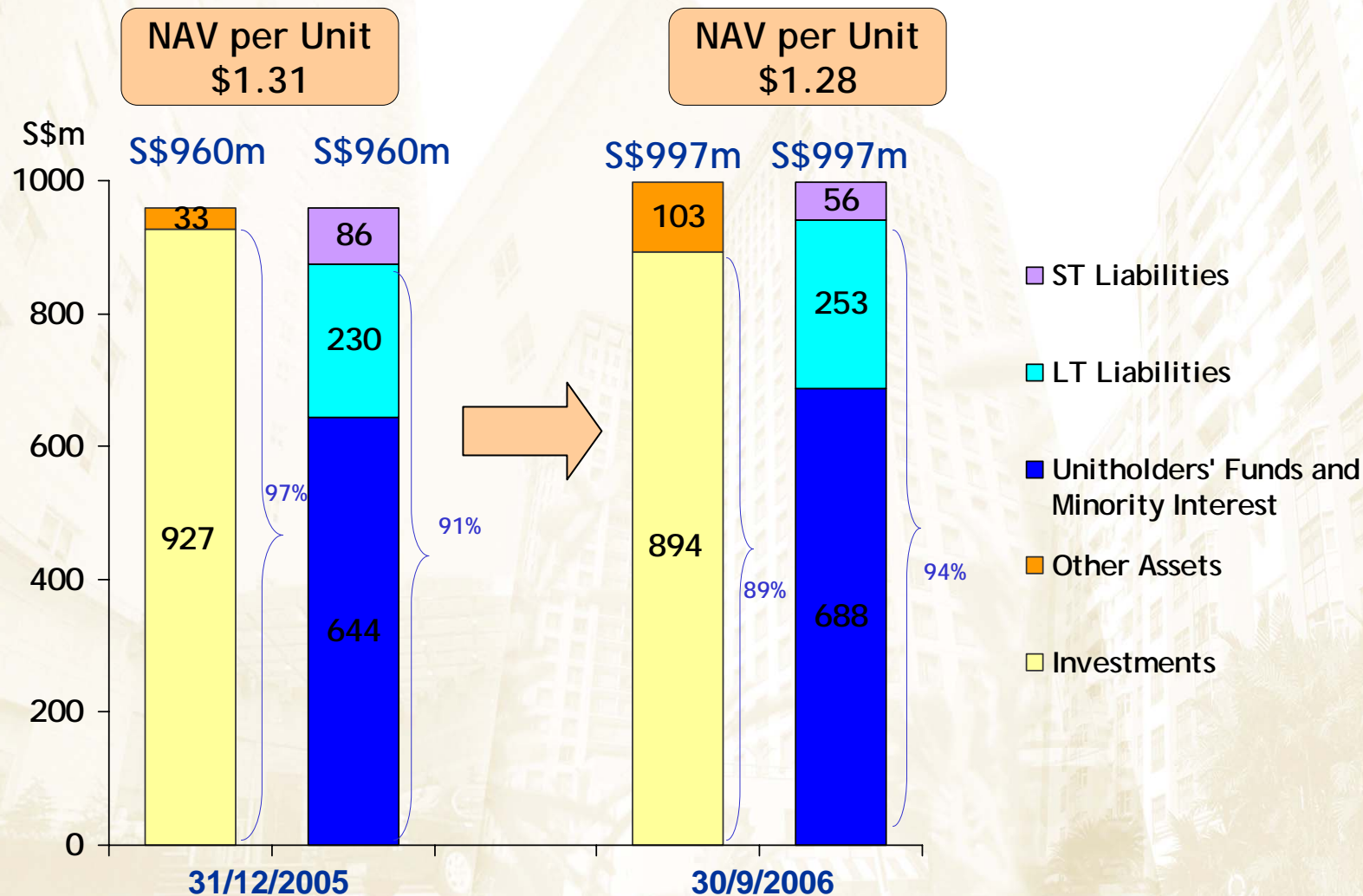
**Distributable Income Exceeded Forecast by S\$0.3 million**

# Lower Direct Expenses Than Forecast

For the period 31 March 2006 - 30 September 2006



# Balance Sheet



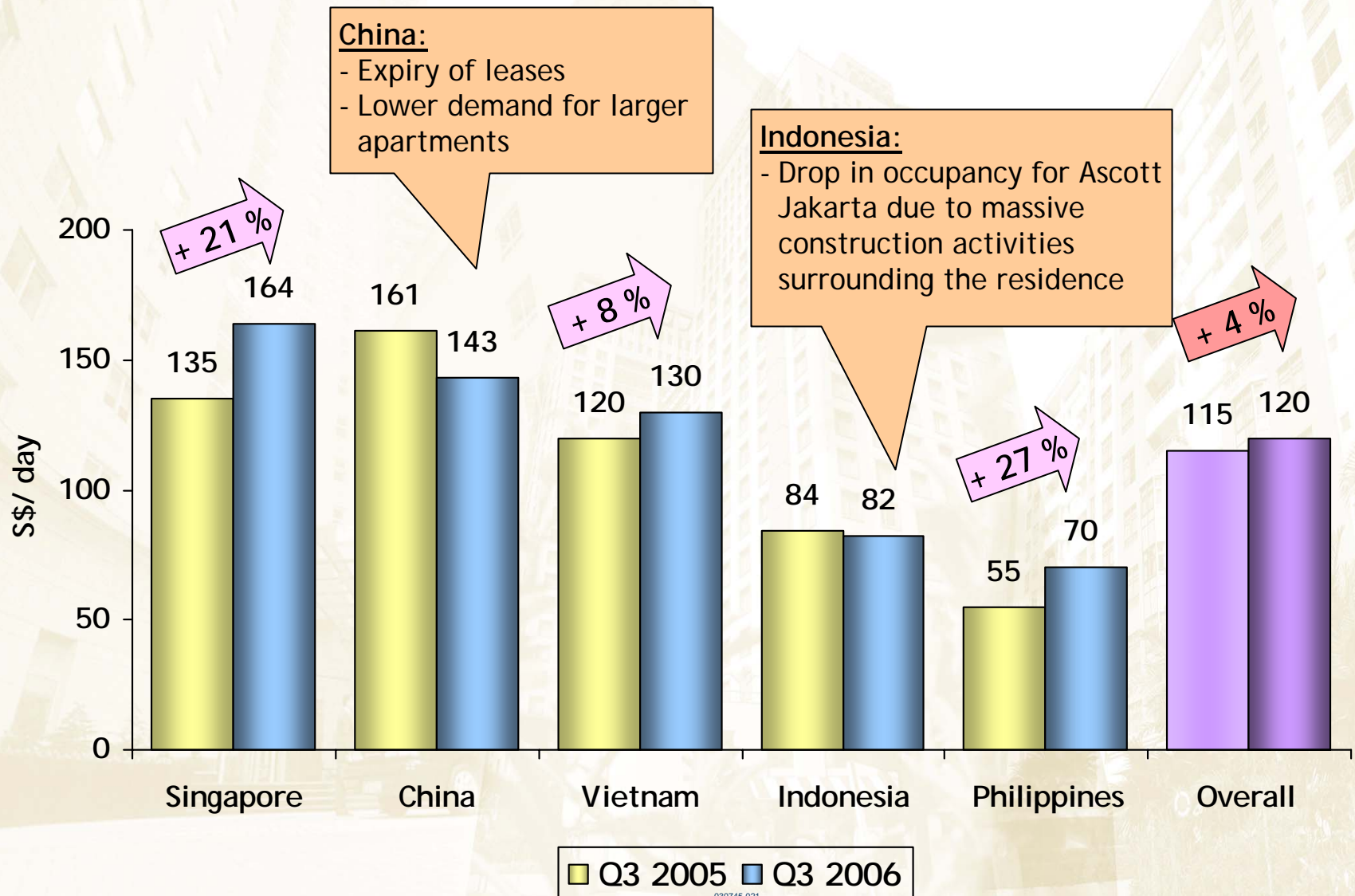
**INVESTMENTS FUNDED BY BOTH EQUITY AND LT BORROWINGS**



## Q3 Updates

1. Portfolio Performance
  - RevPAU
  - Revenue & Gross Profit
2. Acquisitions

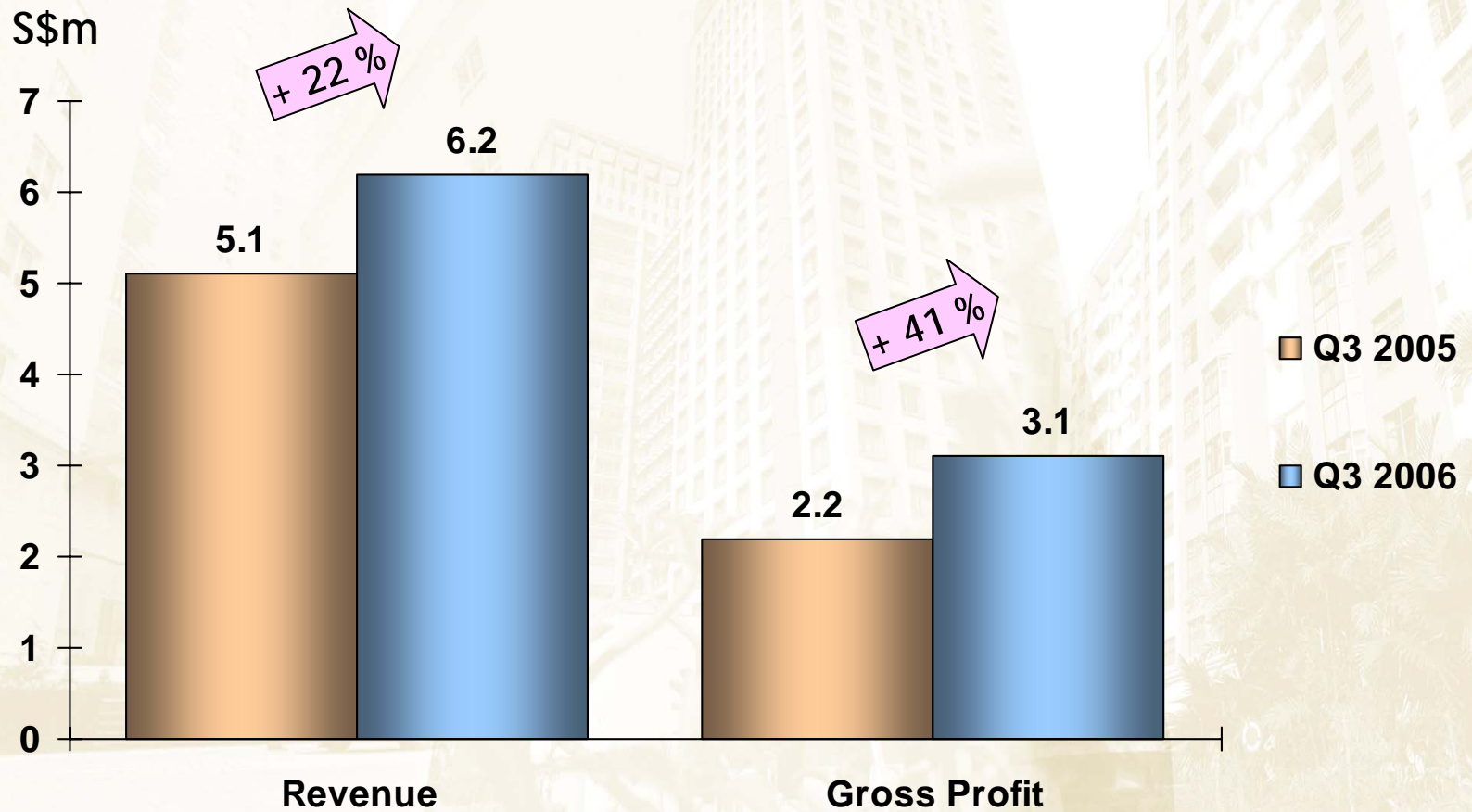
# Double Digit RevPAU Growth in Singapore and the Philippines



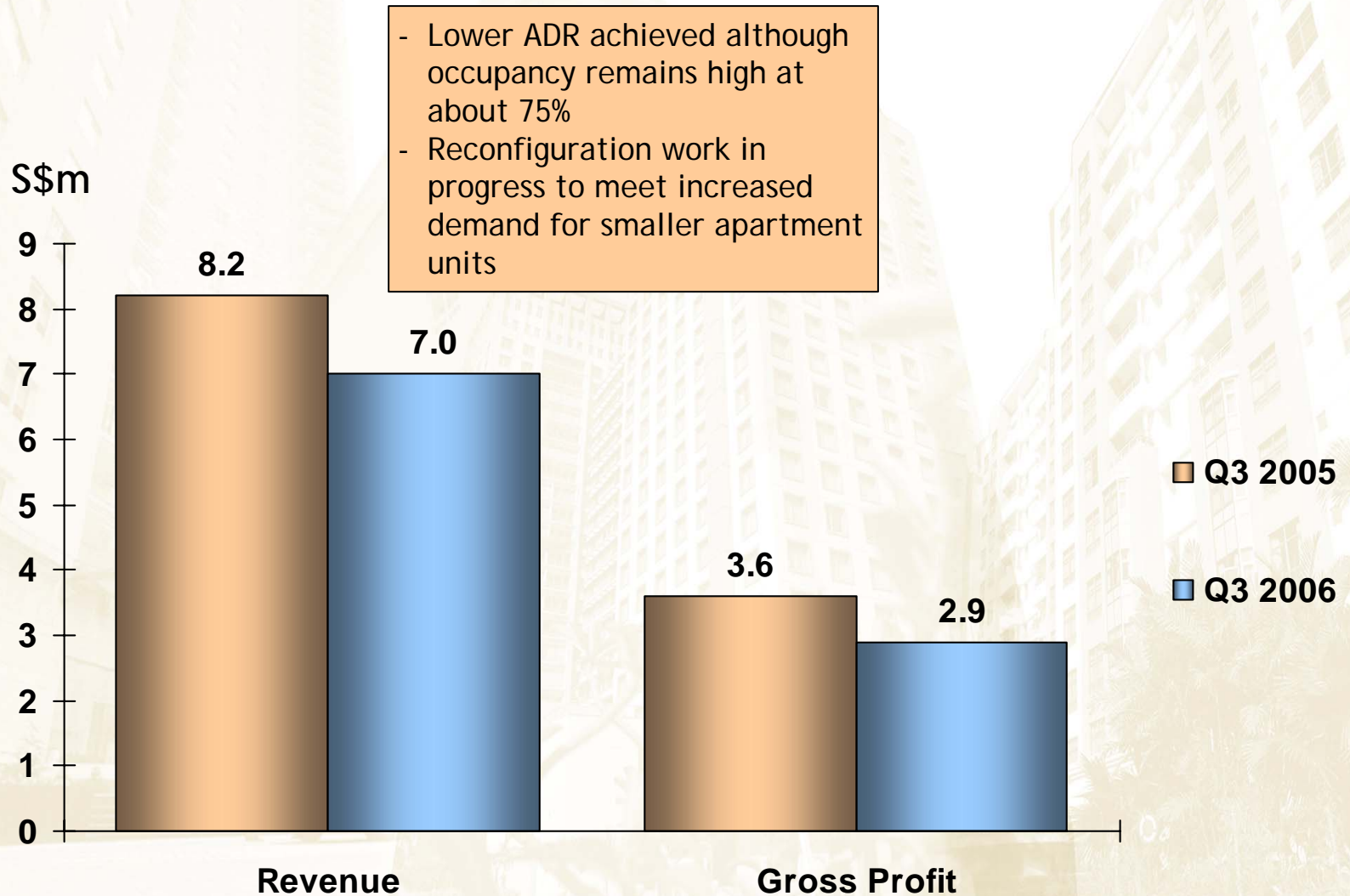
# Singapore



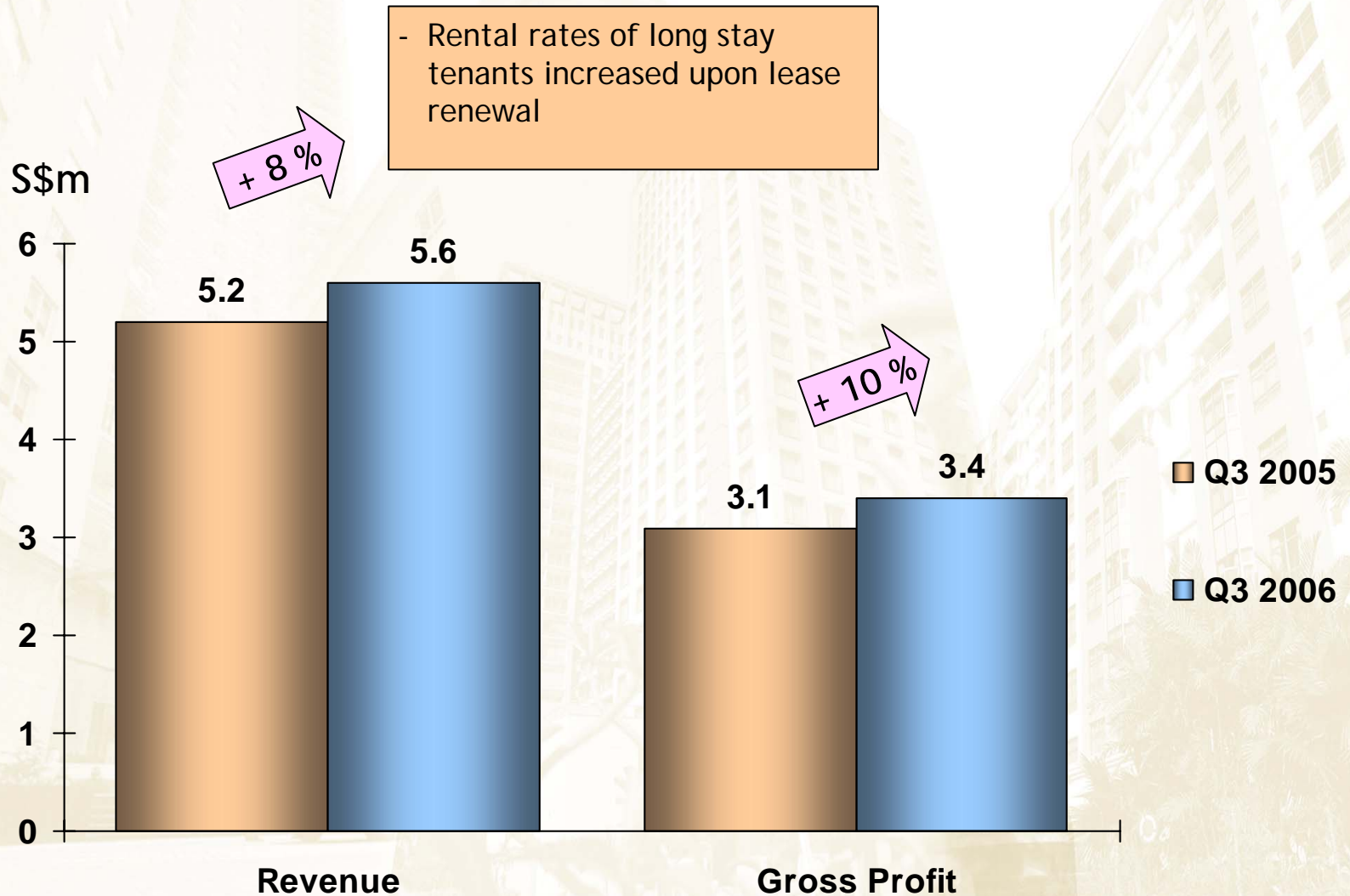
- Revenue increase driven by higher rates



# China



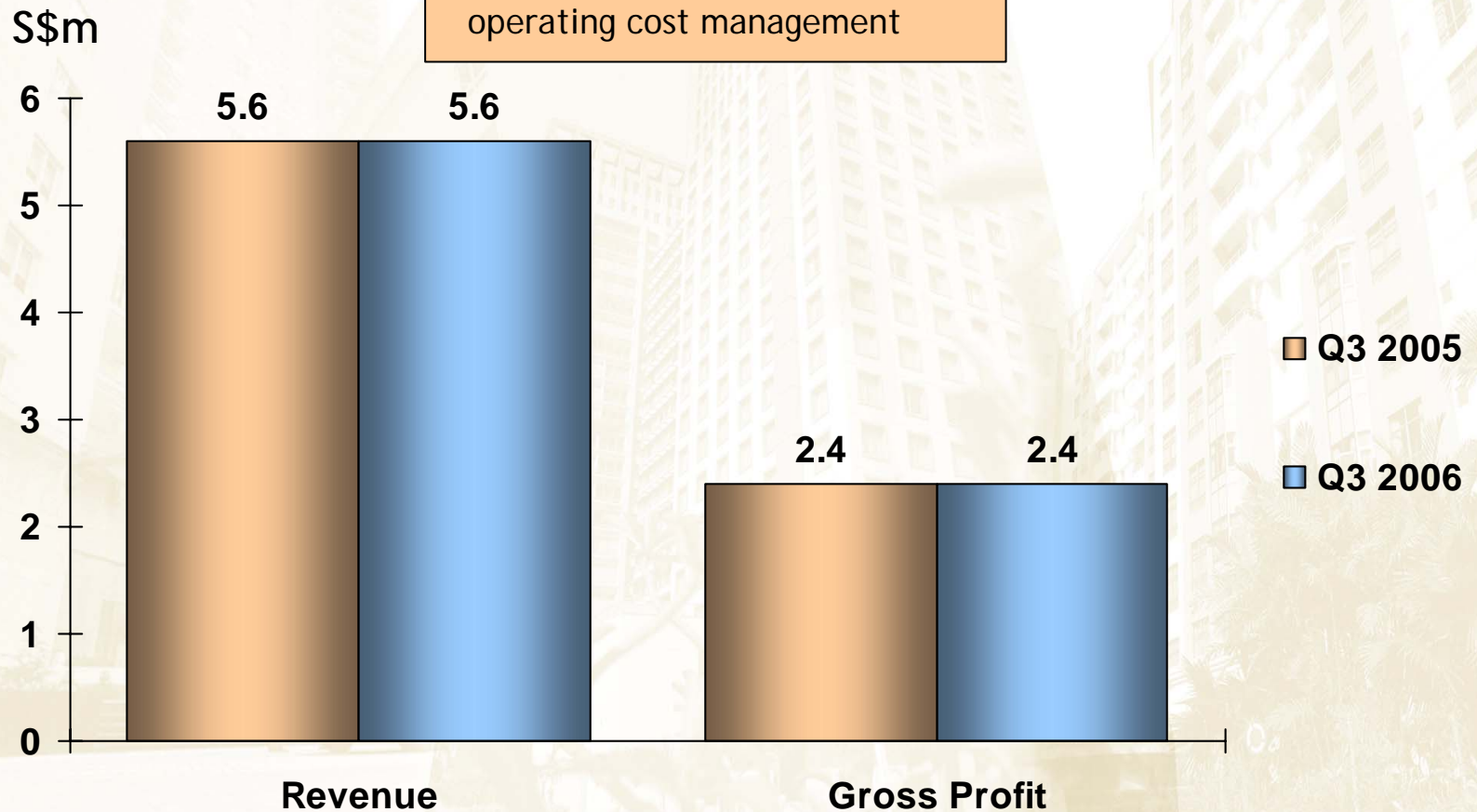
# Vietnam



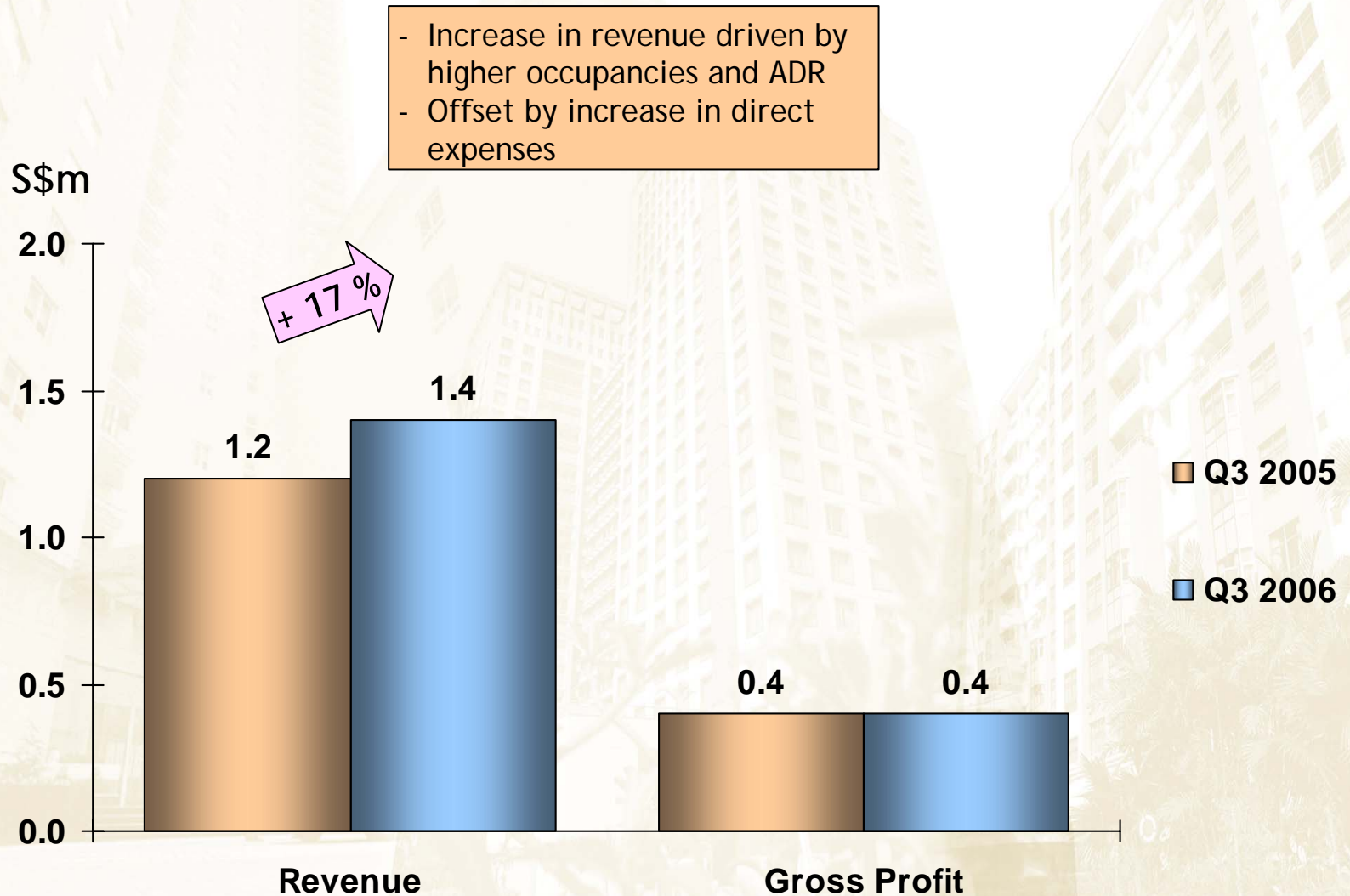
# Indonesia



- Despite drop in RevPAU, revenue and gross profit remained at the same level due to higher non-room revenue and improved operating cost management



# The Philippines



# Yield-Accretive Acquisitions

- Two yield-accretive acquisitions since listing
  - Somerset Olympic Tower Property in Tianjin, China acquired at a 7% yield<sup>1</sup> on 24 July 2006
  - Somerset Roppongi, Tokyo in Japan acquired at a 5% yield<sup>1</sup> on 4 September 2006
- Funded by equity and assumption of bank debt
  - Placement on 19 September 2006 of 44,000,000 new units @ S\$1.10
    - Raised S\$48.4 m
    - 1.5 times subscribed
    - Increased free float from 23% to 30%



*Somerset Olympic Tower Property, Tianjin*



*Somerset Roppongi, Tokyo*

<sup>#</sup> Annualised property yield. For the forecast year 2006.

<sup>2</sup> VWAP of S\$1.14 from 18 September 2006 to 19 September 2006 (up to 12.30pm).



# Outlook & Prospects



# Prospects

- Business environment in Asia remains positive
  - Continue to attract FDI from MNCs
  - Continued strong demand for quality serviced accommodation
  - ART will continue to benefit from the positive business and market conditions

For full year 2006, ARTML is confident of delivering the forecast distribution per unit of 6.11 cents (on an annualised basis) for 2006 as disclosed in the Prospectus



**Thank You**