

## NEWS RELEASES - 2007

12 MAR 2007

### Ascott Residence Trust's Private Placement Of New Units More Than 15 Times Subscribed

ATM Offering to Retail Investors Opens Tomorrow

Announcement: Offer And Placement Of Up To 108,107,462 New Units In Ascott Residence Trust

**Singapore, 12 March 2007** – Ascott Residence Trust Management Limited (ARTML), the manager of Ascott Residence Trust (ART), is pleased to announce that the private placement (the "Private Placement") of 47,322,440 new units in ART (the "New Units") launched on 12 March 2007 to institutional and other investors was more than 15 times subscribed at the close of the accelerated book-building exercise at 5.00pm on the same day. The New Units were allocated to about 80 institutional and other investors from Asia, Australia, Europe and the Gulf region.

As a result of the strong demand, ARTML, together with DBS Bank Ltd and J.P. Morgan (S.E.A.) Limited, the joint lead managers, bookrunners and underwriters, have decided to offer the New Units at an issue price<sup>[1]</sup> of S\$1.90 per New Unit (the "ATM and Placement Issue Price") under the Private Placement and the ATM offering (the "ATM Offering"). Existing Singapore Registered Unitholders<sup>[2]</sup> of ART subscribing for New Units under the preferential offering (the "Preferential Offering") will enjoy an issue price<sup>[3]</sup> of S\$1.88 per New Unit.

The Private Placement, Preferential Offering and ATM Offering are part of an equity fund raising exercise (the "Equity Fund Raising") by ART to raise gross proceeds of approximately S\$199.0 million to part finance and re-finance the acquisition of five properties in Australia, Japan, the Philippines and Vietnam.

- **Preferential Offering**

Under the Preferential Offering, Singapore Registered Unitholders will be offered, on a non-renounceable basis, one New Unit for every 10 Existing Units<sup>[4]</sup> held on 8 March 2007 at 5.00pm and subject to the rounding mechanism as described in the offer information statement lodged with the Monetary Authority of Singapore on 12 March 2007 (the "Offer Information Statement"). 49,940,088 New Units are offered to Singapore Registered Unitholders under the Preferential Offering.

The Preferential Offering will open on 14 March 2007, at 9.00am, and will close<sup>[5]</sup> on 20 March 2007. Singapore Registered Unitholders can accept their provisional allocations of New Units under the Preferential Offering in full or in part. No application for excess New Units will be permitted. In addition to accepting their provisional allocations of New Units under the Preferential Offering, Singapore Registered Unitholders<sup>[6]</sup> may also apply for New Units under the ATM Offering.

- **ATM Offering**

The ATM Offering to retail investors in Singapore through the automated teller machines (ATMs) of DBS Bank Ltd (including POSB) on a "first-come, first-served" basis will open on 13 March 2007, at 10.00am, and will close at 5.00pm on the same day (subject to earlier closure upon full subscription). The ATM Offering is subject to a maximum of 50,000 New Units per applicant. 8,000,000 New Units are available under the ATM Offering. Details of the ATM Offering are set out below and in the OIS.

ARTML's Chairman, Mr Lim Jit Poh said, "The overwhelming response from many institutional and other investors from Asia, Australia, Europe and the Gulf region demonstrates investor confidence in Ascott Residence Trust to continue growing both organically and through acquisitions of quality serviced residence properties. This has enabled us to achieve an issue price for the private placement tranche which is at an approximate 0.5 percent premium to the volume weighted average price for trades done for the five market days preceding 12 March 2007."

Mr Chong Kee Hiong, ARTML's Chief Executive Officer said, "The Equity Fund Raising exercise has enabled ART to increase its free float and improve trading liquidity. This Equity Fund Raising exercise has broadened our investor base to include more retail and institutional investors."

Upon completion of the acquisitions and the Equity Fund Raising, unitholders can expect a higher annualised distribution per unit<sup>[7]</sup> (DPU) of 7.28 cents in 2007. This is a 11.5 percent increase over the annualised forecast DPU<sup>[8]</sup> of 6.53 cents in 2007 for the 14 properties in ART's portfolio prior to the acquisition.

In conjunction with the Equity Fund Raising, ARTML intends to declare, in lieu of the scheduled distribution for ART's distributable income for the period 1 January 2007 to 30 June 2007 for the Existing Units, a distribution of ART's distributable income for the period from 1 January 2007 to and including the day immediately prior to the date on which the New Units are issued (the "Advanced Distribution"). The next distribution following the Advanced Distribution will comprise ART's distributable income for the period from the day that the New Units are issued to 30 June 2007. Semi-annual distributions will resume thereafter.

The books closure date for the Advanced Distribution is 23 March 2007 at 5.00 p.m. The estimated

quantum of the distribution per Existing Unit under the Advanced Distribution will be between 1.50 cents and 1.55 cents, and the actual quantum will be announced in due course.

The New Units are expected to commence trading on the existing ART stock counter on the SGX-ST on 26 March 2007 at 9.00 a.m.

<sup>1</sup>This represents a discount of approximately 7.4 percent to the volume weighted average price for the trades done on the Singapore Exchange Securities Trading Limited (the "SGX-ST") on 9 March 2007.

<sup>2</sup>"Singapore Registered Unitholders" as defined in the Offer Information Statement.

<sup>3</sup>This represents a further discount of two cents from the ATM and Placement Issue Price.

<sup>4</sup>"Existing Units" means the outstanding Units in issue on the day immediately prior to the date on which the New Units are issued.

<sup>5</sup>The Preferential Offering will close at 4.45pm for acceptances made through Acceptance Forms (as defined in the Offer Information Statement), and at 9.30pm for acceptances made through an ATM of a Participating Bank (as defined in the Offer Information Statement).

<sup>6</sup>Except for Restricted Places but not including Directors and their immediate family members (as defined in the Offer Information Statement).

<sup>7</sup>Based on the weighted issue price of S\$1.891 per New Unit and that 105.3 million New Units are issued under the Equity Fund Raising, as well as other assumptions and the sensitivity analysis set out in the Offer Information Statement. Annualised DPU is based on the nine-month period ending 31 December 2007.

<sup>8</sup>Annualised DPU is based on the nine-month period ending 31 December 2007.

## **About Ascott Residence Trust**

Ascott Residence Trust (Ascott Reit) is the first Pan-Asian serviced residence real estate investment trust established with the objective of investing primarily in real estate and real estate-related assets which are income-producing and which are used or predominantly used, as serviced residences or rental housing properties in the Pan-Asian region.

Comprising an initial asset portfolio of 12 strategically located properties in seven Pan-Asian cities, ART was listed with an asset size of about S\$856 million. Upon completion of the latest acquisitions, ART's portfolio will expand to S\$1.2 billion, comprising 18 properties with 2,904 units in ten cities across seven countries.

Launched in March 2006, ART is managed by the Ascott Residence Trust Management Limited, a wholly-owned subsidiary of The Ascott Group Limited (Ascott). Listed on the Main Board of the Singapore Exchange, Ascott is the largest international serviced residence owner-operator outside the United States, with about 19,000 serviced residence units in key cities of Asia Pacific, Europe and the Gulf region. Ascott boasts a 23-year industry track record and serviced residence brands that enjoy recognition worldwide.

For more information about Ascott Reit, please visit <http://www.ascottreit.com>.

## **Important Notice**

This press release is for information purposes only and does not, constitute an invitation or offer to acquire, purchase or subscribe for Units. This press release is qualified in its entirety by, and should be read in conjunction with the full text of the Offer Information Statement. Terms not defined in this press release adopt the meanings in the Offer Information Statement.

An electronic copy of the Offer Information Statement is available on ART's website at and on the website of the MAS at . The MAS assumes no responsibility for the contents of the Offer Information Statement. The availability of the Offer Information Statement on the MAS website does not imply that the Securities and Futures Act, Chapter 289 of Singapore, or any other legal or regulatory requirements, have been complied with. The MAS has not, in any way, considered the investment merits of ART. A potential investor should read the Offer Information Statement before deciding whether to subscribe for or purchase the New Units.

The value of Units and the income derived from them may fall as well as rise. Units are not obligations of, deposits in, or guaranteed by, ARTML (the "Manager"), or any of its affiliates. An investment in Units is subject to investment risks, including the possible loss of the principal amount invested.

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

This press release may not be used for the purpose of, and does not constitute, an offer, invitation or solicitation in any jurisdiction or in any circumstances in which such offer, invitation or solicitation is unlawful or unauthorised, or to any person to whom it is unlawful to make such offer, invitation or solicitation (including, without limitation, the United States, Canada and Japan). In addition, other than in Singapore, no action has been or will be taken in any jurisdiction that would permit a public offering of the New Units or the possession, circulation or distribution of this press release or any other material relating to ART or the New Units in any jurisdiction where action for that purpose is required. The New Units may not be offered or sold, directly or indirectly and neither this press release nor any other offering material or advertisements in connection with the New Units may be distributed or published in or from any country or jurisdiction except, in each case, under circumstances that will result in compliance with any applicable rules and regulations of any such

country or jurisdiction. No information in this press release should be considered to be business, legal or tax advice regarding an investment in the New Units and/or the Units.

The distribution of this press release and the placement of the New Units in certain jurisdictions may be prohibited or restricted by law. Persons who come into possession of this press release and/or its accompanying documents are required by the Manager, DBS Bank Ltd and J.P. Morgan (S.E.A.) Limited to inform themselves of, and observe, any such prohibitions and restrictions.

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Neither this press release, nor any copy or portion of it, may be sent, taken, transmitted or distributed, directly or indirectly, in or into the United States, Japan or Canada, or to any U.S. person (as such term is defined in Regulation S under the U.S. Securities Act of 1933, as amended). It is not an offer of securities for sale into the United States. The New Units may not be offered or sold in the United States or to, or for the account or benefit of, U.S. persons unless they are registered or exempt from registration. The New Units have not been and will not be registered under the U.S. Securities Act of 1933, as amended, or the securities laws of any state of the United States. There will be no public offer of securities in the United States.

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**Issued by:**

**Ascott Residence Trust Management Limited**  
8 Shenton Way, #13-01, Singapore 068811  
Tel : (65) 6389 9388 Fax : (65) 6389 9399  
Website: <http://www.ascottreit.com>

**For more information, please contact:**

Sonia Meyer  
Investor Relations and Communications  
Tel: (65) 6389 9310 Hp: (65) 9724 8748  
Email: [sonia.meyer@the-ascott.com](mailto:sonia.meyer@the-ascott.com)

Sandy Leng  
Investor Relations and Communications  
Tel: (65) 6586 7150 Hp: (65) 9018 5168  
Email: [sandy.leng@the-ascott.com](mailto:sandy.leng@the-ascott.com)

In relation to the preferential offering by The Ascott Group Limited of units in Ascott Residence Trust, J.P. Morgan (S.E.A.) Limited acted as the Joint Financial Adviser, Sole Global Coordinator and Sole Lead Underwriter.