

Ascott Residence Trust

# SGX-REITAS Webinar for Financial Bloggers



lyf one-north Singapore



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# Ascott Residence Trust

## A proxy to the global hospitality recovery

### 1. Marked vaccination progress across ART's key markets

Majority have **exceeded vaccination targets** and have **>60% of population fully vaccinated**

### 2. Continued trend of easing internal restrictions

As at October, **most of ART's key markets have eased** internal Covid-19 measures

### 3. More countries reopening for international travel

**c.60% YoY increase** in international visitor arrivals in July 2021, the strongest pick-up since April 2020<sup>1</sup>



ART's 8 Key Markets	France	UK	USA	Japan	China	Australia	Singapore	Vietnam
2-dose / at least 1-dose vaccination rate	68% / 76%	79% / 86%	69% / 80%	71% / 77%	76% / 84%	76% / 88%	84% / 85%	23% / 55%
Internal restrictions	Most restrictions lifted since 2Q 2021			State of Emergency lifted in late-Sep	Tightening of restrictions in provinces with resurgence	Phased easing in New South Wales and Victoria from Oct	Differentiated measures for vaccinated and unvaccinated	Cautious easing from late Sep
International borders	Generally open			Reopening to business trips and foreign students from Nov	Generally closed	Phased reopening from Nov	Vaccinated travel lanes from Sep	Generally closed

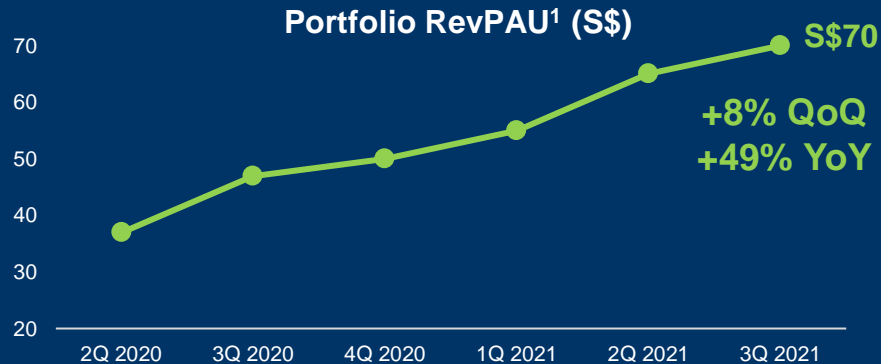
Notes: As at November 2021

Information on vaccination rates, restrictions and reopenings are compiled from various sources









1. Source: UNWTO, "Vaccines and reopen borders driving tourism's recovery", October 2021

# Ascott Residence Trust

## 3Q 2021 – Fifth consecutive quarter of recovery



- Quarter-on-quarter improvement in 3Q 2021 due to higher average daily rate; portfolio occupancy relatively stable at mid-50%
- Strong domestic leisure demand in Europe and USA, and uplift from Tokyo Olympic Games
- Block bookings and long stays offered resilience to countries experiencing resurgence
- Stable income sources<sup>2</sup> contributed about three-quarters of gross profit
- Rental housing and student accommodation properties >95% occupied

ART's 8 Key Markets								
	France	UK	USA	Japan	China	Australia	Singapore	Vietnam
% of total assets	7%	7%	14%	20%	5%	14%	18%	3%
RevPAU <sup>1</sup> QoQ	N.A. as under master lease	+45% due to market recovery	+50% due to market recovery	+108% due to Tokyo Olympics	+3% <sup>3</sup> due to long stay base	-28% due to lockdowns	+13% due to change in contract type <sup>4</sup>	-19% due to lockdowns
RevPAU <sup>1</sup> YoY	N.A. as under master lease	+276%	+85%	+784%	+21% <sup>3</sup>	+21%	-24% <sup>3</sup> due to lower rates	-13%

Notes: Statistics are as at/for the quarter ended 30 September 2021

1. Revenue per available unit of properties under management contracts and management contracts with minimum guaranteed income, excludes master leases, rental housing and student accommodation

2. Stable income sources include master leases, management contracts with minimum guaranteed income, rental housing and student accommodation properties

3. On a same-store basis, excluding properties acquired or divested, or changes in contract type, for a more meaningful comparison

4. Riverside Hotel Robertson Quay was converted from master lease to management contract

# Commitment to Sustainability & Corporate Governance

Aligned with CapitaLand's 2030 Sustainability Master Plan



## Leadership in Sustainability

**Global Sector Leader – Hotel**  
Global Real Estate Sustainability Benchmark 2021

**Ranked 1<sup>st</sup> in REITs and Business Trusts category**  
Singapore Governance and Transparency Index 2021

## CapitaLand's 2030 targets (using 2008 as a base year)



### Reduce:

- **Carbon** emissions intensity to **78%**
- **Energy** consumption intensity to **35%**
- **Water** consumption intensity to **45%**



**Increase** proportion of  
total electricity consumed  
from **renewable**  
**sources** to **35%**



### 21 green-certified properties

Target to green all properties in ART's portfolio by 2030

### Maiden green loan

for the development of lyf one-north Singapore, which has obtained BCA Green Mark Gold<sup>PLUS</sup>

## Caring for Our Guests, Employees & Community



### “Ascott Cares” commitment

Providing enhanced hygiene and safety standards, wellness support and implementing sustainable practices

- **Global agreement with Bureau Veritas** to provide audits and certification for hygiene and safety standards of Ascott properties
- **World's first hospitality company** to offer global telehealth, telecounselling and travel security advisory to guests



### Supporting the fight against Covid-19

Providing accommodation to affected communities and helping vulnerable groups with the support of CapitaLand Hope Foundation



# Thank You