

CapitaLand Ascott Trust



**CapitaLand Investment
and CLI REITs Corporate
Day 2023, Bangkok**

November 2023

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Overview of CapitaLand Ascott Trust

Ascott Orchard Singapore

CapitaLand
Ascott Trust

Largest Lodging Trust in Asia Pacific

Constituent of FTSE EPRA Nareit Global Developed Index

S\$8.1b

Total Assets

>18,000¹

Units

103¹

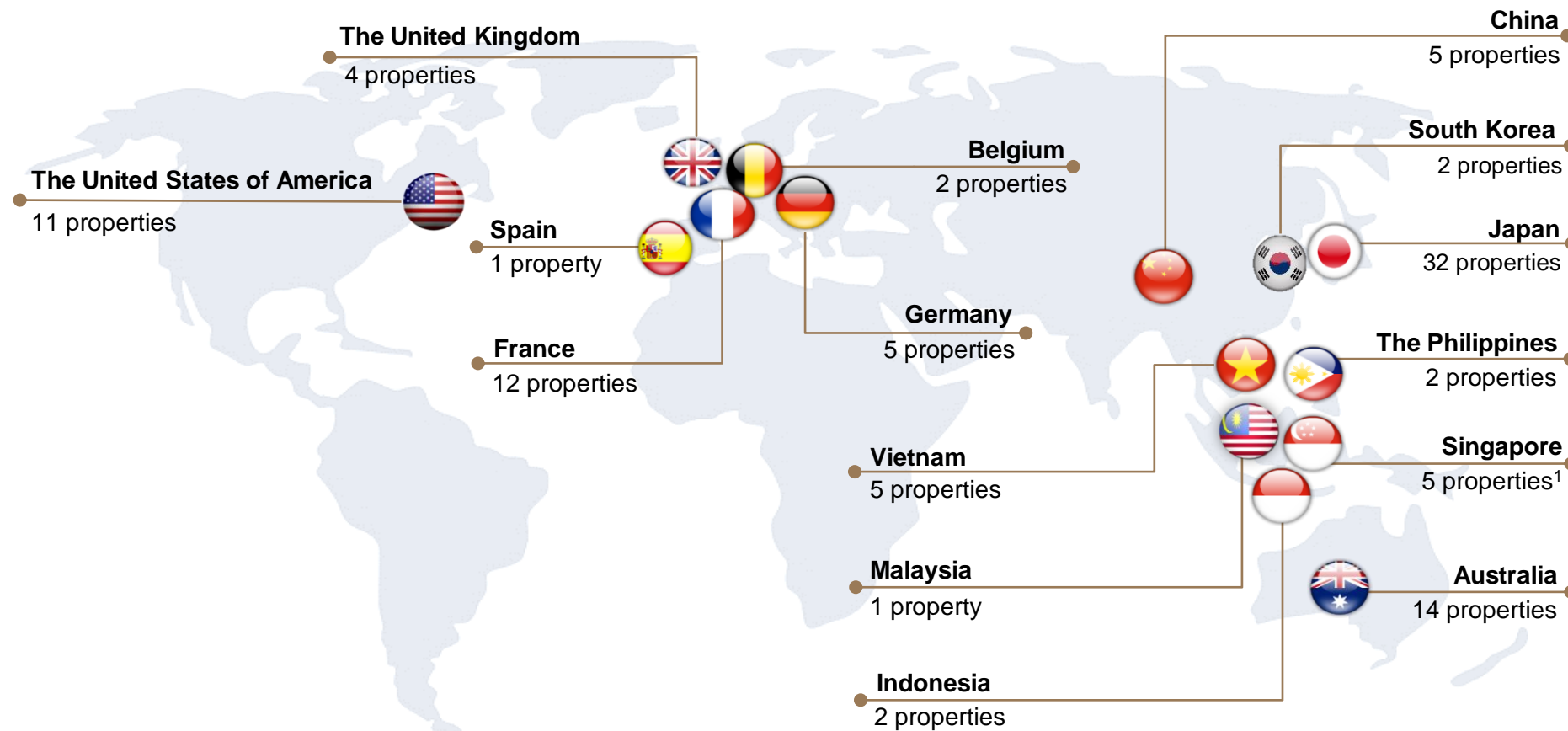
Properties

44

Cities in 15 countries

S\$3.6b

Market Capitalisation



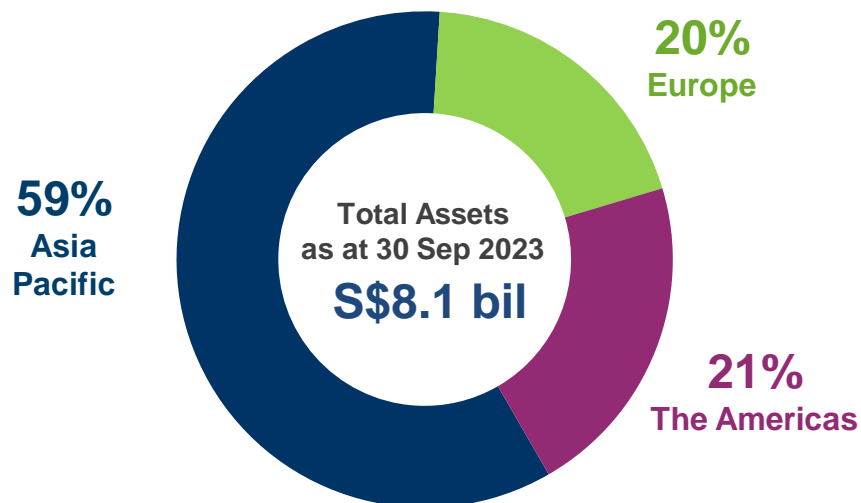
Notes: Above as at/for period ended 30 Sep 2023

1. Including Somerset Liang Court Singapore which is currently under development.

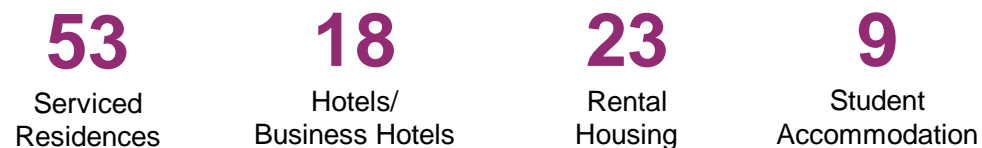
Marrying Stability with Growth

Diversified portfolio with balanced mix of income streams

Global presence across 15 countries,
anchored in Asia Pacific



Diversified lodging asset classes



Mix of stable and growth income sources¹

Stable Income			Growth Income
28²	8	31	35
Master Leases	MCMGI ³	Management Contracts for Rental Housing & Student Accommodation	Management Contracts for Hotels & Serviced Residences

Notes: Above are as at 30 Sep 2023 unless otherwise stated

1. Excludes Somerset Liang Court Singapore which is currently under development

2. Includes Eslead College Gate Kindaimae, a student accommodation property in Japan

3. Management contracts with minimum guaranteed income

Commitment to Sustainability & Corporate Governance

Aligned with CapitaLand Investment's 2030 Sustainability Master Plan (SMP)



Accolades & Awards

Constituent of

- iEdge-UOB APAC Yield Focus Green REIT Index
- iEdge-OCBC Singapore Low Carbon Select 50 Capped Index

New

Global Sector Leader (Listed – Hotel) for 3 consecutive years GRESB 2021, 2022 & 2023

Ranked 1st

Singapore Governance and Transparency Index 2021, 2022 & 2023
REITs and Business Trusts

Best Investor Relations – Gold

Singapore Corporate Awards 2022
REITs and Business Trusts

Best Annual Report Best ESG Materiality Reporting
IR Magazine Awards – SEA 2022
Mid-cap category

CLAS Sustainability Report 2022

CLAS' first externally assured report in accordance with ISAE 3000¹



Sustainable Finance

- Sustainability-linked Finance Framework published in 2022, with second party opinion by Moody's ESG
- c.S\$560 mil in sustainable financing to date, including:
 - First hospitality trust in Singapore to secure a green loan in Jan 2021
 - First hospitality trust globally to issue a sustainability-linked bond (SLB) in Apr 2022
 - Partnered International Finance Corporation to launch its first SLB in the hospitality sector in Nov 2022

Key environmental targets in alignment with SMP



Reduce by 2030 *(using 2019 as a base year)*

- **Carbon** emissions intensity by **72%** ----- 6.5% in 2022²
- **Energy** consumption intensity by **15%** ----- 11.6% in 2022²
- **Water** consumption intensity by **15%** ----- 11.2% in 2022²

CLAS' performance



Green certification

- **50%** of gross floor area by **2025** ----- 40% as at Sep 2023, up from 37% as at Dec 2022
- **100%** of gross floor area by **2030** -----



Commitment from the Top

- **CLAS Sustainability Committee set up in 2022**
- ESG targets and performance linked to **remuneration of staff and management**

Notes:

1. Limited assurance on the CLAS Sustainability Report 2022, selected Global Reporting Initiative Sustainability Reporting Standards disclosures and SLBs' key performance indicators, performed in accordance with International Standard on Assurance Engagement 3000 Assurance Engagements other than Audits or Reviews of Historical Financial Information (ISAE 3000)
2. Excludes new properties which are in operation for less than 12 months, properties undergoing asset enhancement programmes and third-party operated properties

3Q 2023 Highlights

CapitaLand
Ascott Trust

lyf one-north Singapore

9M 2023 Gross Profit Rose 23% Y-o-Y

Revenue growth outpaced increases in operating and financing costs



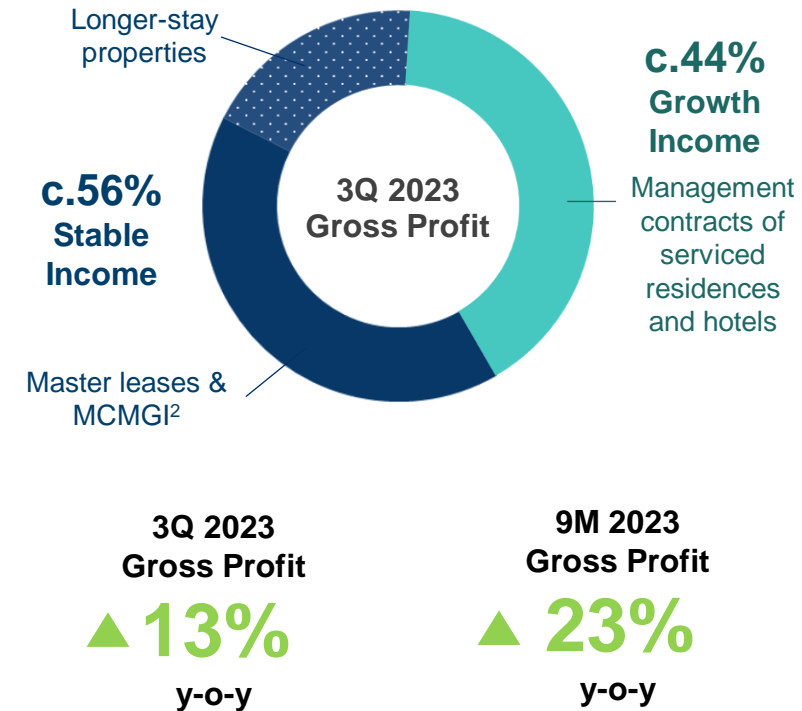
3Q 2023 gross profit increased 13% year-on-year (y-o-y)

- 3Q 2023 gross profit rose to 103% of 3Q 2019 *pro forma* gross profit¹
- Increase in revenue mitigated higher operating and financing costs



3.48 cents in Distribution per Stapled Security (DPS) paid for 1 Jan 2023 to 13 Aug 2023

- Advanced distribution of 0.701 cents was paid for the period 1 Jul 2023 to 13 Aug 2023
- Proceeds of the equity fund raising (EFR) in Aug 2023 are expected to be deployed **expeditiously by 4Q 2023**; EFR proceeds have been used to pare down higher-interest debt in the interim



Notes:

1. The combination with Ascendas Hospitality Trust (A-HTRUST) was completed on 31 Dec 2019 and the 2019 pro forma figures include the performance of the A-HTRUST portfolio
2. Management contracts with minimum guaranteed income

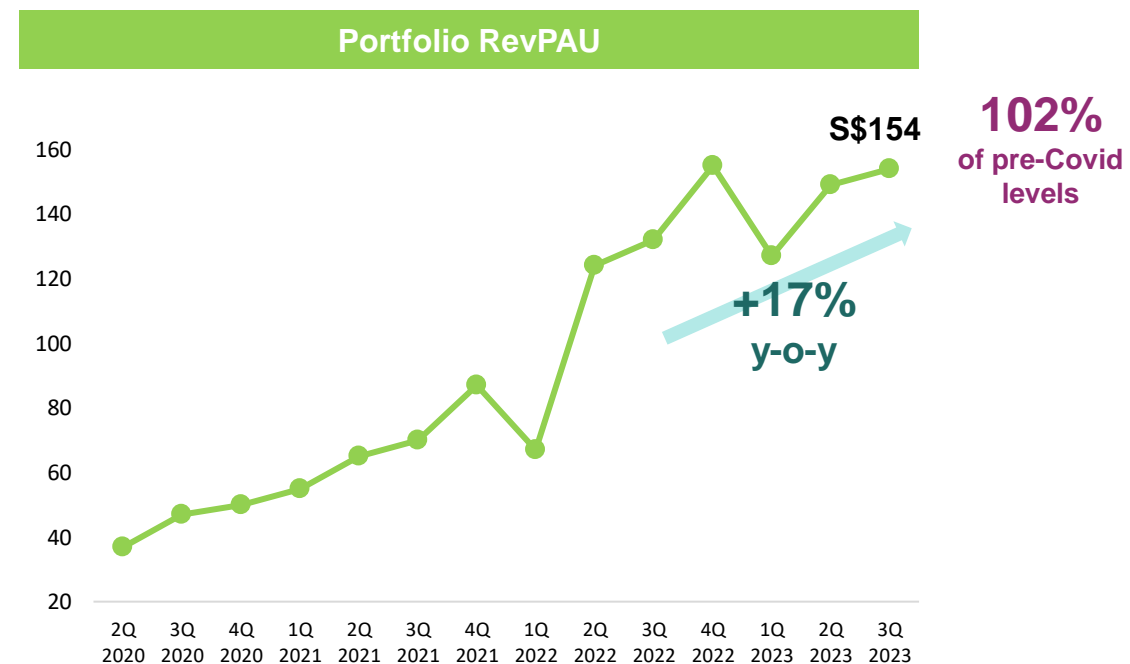
3Q 2023 Portfolio RevPAU Grew 17% Y-o-Y

Demand for lodging remained healthy, lifting RevPAU above pre-Covid levels



Growth Income: Contributed 44% of 3Q 2023 gross profit

- **Demand for lodging continued to be healthy, with portfolio RevPAU reaching 102% of pre-Covid 3Q 2019 *pro forma* RevPAU¹**
 - Portfolio RevPAU grew 17% y-o-y and 3% quarter-on-quarter (q-o-q)
 - Average daily rates (ADR) remained above pre-Covid levels
 - Average portfolio occupancy picked up from 75% in 2Q 2023 to 77% in 3Q 2023
- **Key markets Japan, Australia and USA showed the strongest q-o-q growth**, with RevPAU reaching 117%, 113%, and 110% of pre-Covid same-store² *pro forma* RevPAU¹ levels respectively
- **Singapore and UK continued to exceed pre-Covid RevPAU levels**
- **China and Vietnam performance continued to improve**, with same-store RevPAU at 80% and 84%³ of same-store² 3Q 2019 levels respectively



Notes: Revenue per available unit of properties under management contracts and MCMGI, excludes master leases, rental housing and student accommodation

1. The combination with A-HTRUST was completed on 31 Dec 2019 and the 2019 *pro forma* figures include the performance of the A-HTRUST portfolio

2. Same-store RevPAU excludes properties that were divested from 2019 to 2022

3. Excluding Somerset Central TD Hai Phong City which was acquired in Nov 2022

Resilience from Stable Income Sources

Delivering income resilience through market cycles, with upside potential in a strong market



Stable Income¹: Contributed 56% of 3Q 2023 gross profit

Master leases

- **Master lease gross profit rose 20% y-o-y** due to contributions from 2 new properties and higher variable rent
- **All 7 French master leases due in 2023 have been renewed in Oct 2023;** 1 Australia master lease pending finalisation
 - 4 of the new 12-year French master leases will commence from 1 Dec 2023 and the remaining 3 will commence from 1 Jan 2024
- **Total rent for all 7 master leases in FY 2024 projected to be c.28% higher under renewed French master lease rent structure²**



Longer-stay properties

- **Occupancy of the rental housing properties remained stable at >95%**
- Gross profit for student accommodation properties increased y-o-y mainly due to **contribution from Standard at Columbia**, which was completed on 30 Jun 2023 and began receiving students from Aug 2023
- Standard at Columbia was **>90% occupied upon opening**

MCMGI

- All European properties demonstrated strong performance, with **3Q 2023 RevPAU at >110% of pre-Covid levels**
- Ascott Orchard Singapore continued to register **ADR above pre-Covid levels**

Notes:

1. Stable income sources include master leases, MCMGI, rental housing and student accommodation
2. Please refer to pages 12-13 for more information on the new master leases
3. Percentage of gross rental income for master leases expiring at respective years over the total gross rental income for all master leases

Renewal of French Master Lease Agreements

Fixed rent under the new rent structure provides income resilience, and variable rent enables properties to capture upside from travel recovery

	Existing French Master Lease Agreements		Renewed French Master Lease Agreements	
	The aggregate of Fixed Rent (EUR'000)	Variable Rent (as a % of total revenue)	Higher of Fixed Rent (EUR'000)	Variable Rent (as a % of total revenue)
	Effective 1 Dec 2023			
Citadines Austerlitz Paris	327	-	217	26%
Citadines République Paris	1,022	-	754	33%
Citadines Montparnasse Paris	965	-	721	33%
Citadines Antigone Montpellier	290	10.35%	339	20% ⁽¹⁾
	Effective 1 Jan 2024			
La Clef Louvre Paris	850	10.35%	1,060	32%
Citadines Presqu'île Lyon	530	10.35%	669	28%
Citadines Place d'Italie Paris	1,130	10.35%	1,422	31%

- The fixed rent under the renewed French master lease agreements is indexed to the French commercial lease index, and will be automatically increased or decreased accordingly each year
- CLAS and the lessee will co-share the FF&E capital expenditure

Note:

(1) Citadines Antigone Montpellier's variable rent is 17% pre-renovation and 20% after completion of renovation which is estimated to be in 2027

Renewal of French Master Lease Agreements

Total rent for all 7 master leases in FY 2024 projected to be c.28% higher under the new structure

	New Rent (FY 2024) EUR ('mil)	Existing Rent (FY 2022) EUR ('mil)	Rent Increase EUR ('mil)	Rent Increase %
Effective 1 Dec 2023				
Citadines Austerlitz Paris	0.5 ⁽¹⁾	0.4	0.1	▲ 33% ⁽⁸⁾
Citadines République Paris	1.1 ⁽²⁾	0.9	0.2	▲ 26% ⁽⁸⁾
Citadines Montparnasse Paris	1.0 ⁽³⁾	0.8	0.2	▲ 24% ⁽⁸⁾
Citadines Antigone Montpellier	0.6 ⁽⁴⁾	0.6	<0.1	▲ 1% ⁽⁸⁾
Effective 1 Jan 2024				
La Clef Louvre Paris	2.1 ⁽⁵⁾	1.5	0.6	▲ 40%
Citadines Presqu'île Lyon	1.1 ⁽⁶⁾	0.9	0.2	▲ 22%
Citadines Place d'Italie Paris	2.4 ⁽⁷⁾	1.8	0.6	▲ 33%
Total	8.8	6.9	1.9	▲ 28%

- An **independent consultant**, HVS, was engaged to assess the prevailing market rent for each of the properties
- **The rent to revenue ratio** under the renewed French master lease agreements **are in line with the range of the market rent to revenue ratio of between 15% and 36%**

Notes:

- (1) Based on the higher of 26% of revenue for FY 2024 (as per HVS' report) and fixed rent of EUR 0.2 mil
- (2) Based on the higher of 33% of revenue for FY 2024 (as per HVS' report) and fixed rent of EUR 0.8 mil
- (3) Based on the higher of 33% of revenue for FY 2024 (as per HVS' report) and fixed rent of EUR 0.7 mil
- (4) Based on the higher of 17% of revenue for FY 2024 (as per HVS' report) and fixed rent of EUR 0.3 mil
- (5) Based on the higher of 32% of revenue for FY 2024 (as per HVS' report) and fixed rent of EUR 1.1 mil
- (6) Based on the higher of 28% of revenue for FY 2024 (as per HVS' report) and fixed rent of EUR 0.7 mil
- (7) Based on the higher of 31% of revenue for FY 2024 (as per HVS' report) and fixed rent of EUR 1.4 mil
- (8) As per announcement dated 5 Oct 2023; figures may not tie due to rounding

3Q 2023 RevPAU Performance of CLAS' Key Markets

Y-o-Y growth across all key markets; majority performing above pre-Covid RevPAU levels

		3Q 2023	3Q 2022	% Change	% of 3Q 2019 same-store <i>pro forma</i> RevPAU ¹
Management Contracts with Minimum Guaranteed Income (MCMGI)					
Singapore ²	S\$	406	-	n.m.	n.m.
United Kingdom	GBP	168	148	▲ 14%	110%
Management Contracts					
Australia	AUD	152	129	▲ 18%	113%
China	RMB	304	278	▲ 9%	80%
Japan	JPY	13,804	4,633	▲ 198%	117%
Singapore ³	S\$	214	178	▲ 20%	126%
USA	USD	233	209	▲ 12%	110%
Vietnam ⁴	VND	1,411 ⁵	1,158	▲ 22%	84%

Notes: RevPAU relates to properties under management contracts and MCMGI, excludes master leases, rental housing and student accommodation

1. 3Q 2019 same-store *pro forma* RevPAU includes the A-HTRUST portfolio and excludes properties that were divested from 2019 to 2022

2. The master lease for Ascott Orchard Singapore was converted to MCMGI from Dec 2022

3. Only pertains to Citadines Mount Sophia Singapore, excludes Riverside Hotel Robertson Quay which was reclassified from master lease to management contract in 3Q 2021, and Iyf one-north Singapore which commenced operations in phases from Nov 2021

4. RevPAU for Vietnam is stated in thousands

5. Excluding Somerset Central TD Hai Phong City which was acquired in Nov 2022



Portfolio Strategy & Updates



CapitaLand Ascott Trust's Positioning

Committed to delivering sustainable returns to Stapled Securityholders

Geographical Allocation

Global in Presence,
Anchored in Asia Pacific



Predominantly in Asia Pacific

Remainder in Europe/USA

- Largest lodging trust in Asia Pacific
- Diversified across 15 countries, Asia Pacific remains core
- Presence in large domestic markets and key gateway cities

Target Asset Allocation

Stable Income Base from Longer-stay Lodging

25-30% in longer-stay accommodation

Resilient and counter-cyclical assets

Capturing Growth as Travel Restarts

70-75% in serviced residences and hotels

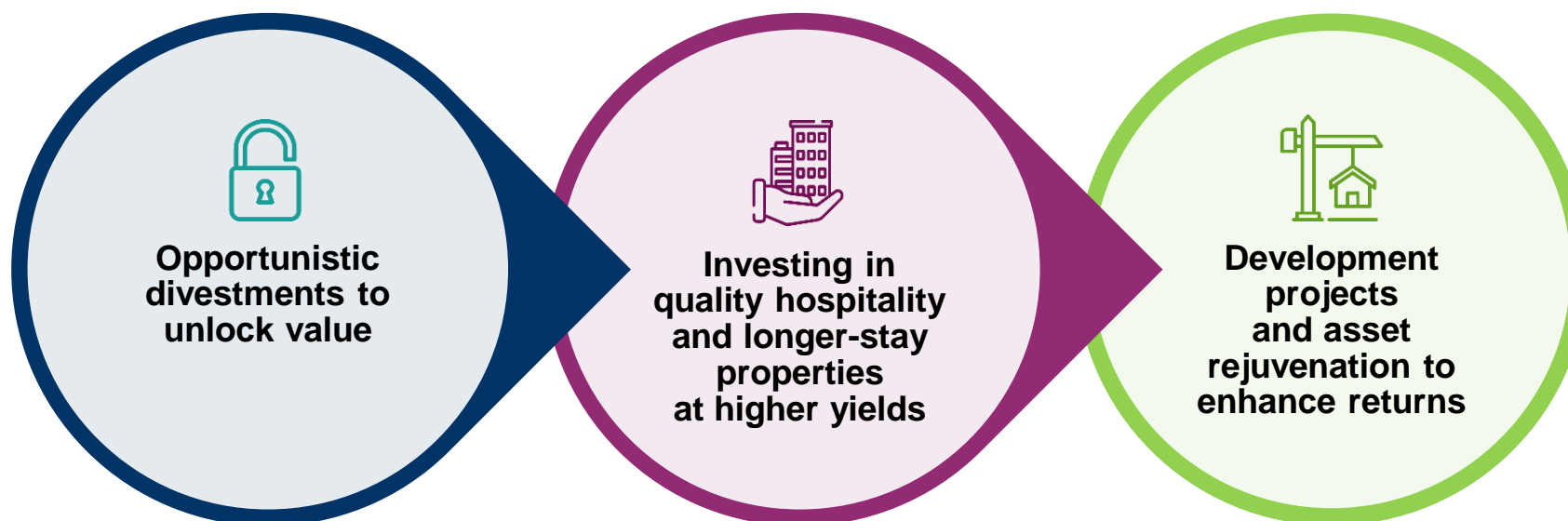
Beneficiaries of travel recovery



- Backed by strong sponsor, The Ascott Limited, one of the leading international lodging owner-operators

Investment & Portfolio Reconstitution Strategy

With its healthy financial position, CLAS has the flexibility to reconstitute and enhance its portfolio to drive sustainable returns



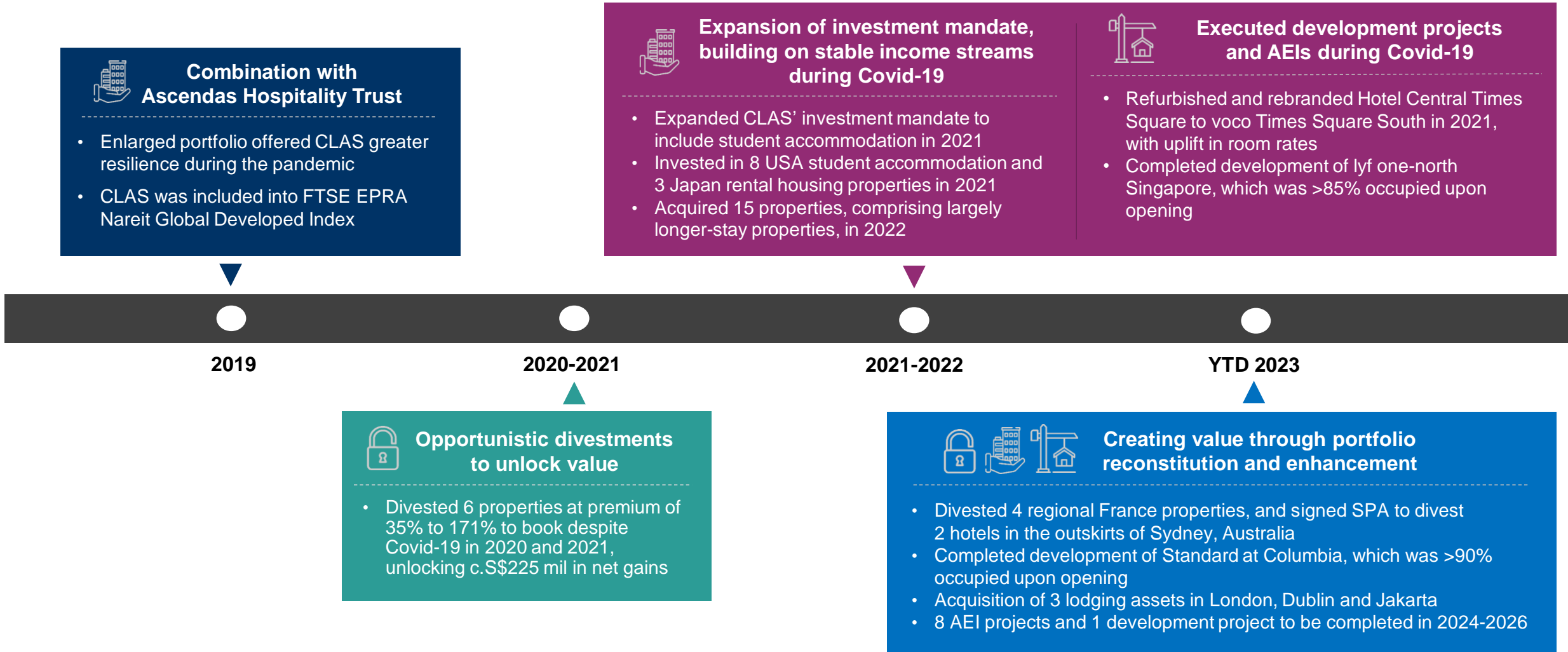
- **Stable income base:** Target to increase asset allocation in longer-stay accommodation to **25-30%** in the medium term
 - Including the acquisitions announced year-to-date, **c.19%** of CLAS' portfolio value¹ is currently in longer-stay accommodation
- **Capturing growth:** Pursuing suitable acquisition, asset enhancement and development opportunities

Note:

1. Portfolio value is based on property valuations as at 31 Dec 2022, value of acquisitions announced or completed up to 30 Sep 2023

Track Record in Managing the Portfolio Through Market Cycles

Over the years, CLAS has demonstrated the ability to enhance and strengthen the portfolio



Divestment of Mature Properties in France and Australia

In line with CLAS' active portfolio reconstitution strategy; recycling capital into more optimal uses



Citadines City Centre Lille



Citadines Croisette Cannes



Citadines Castellane Marseille

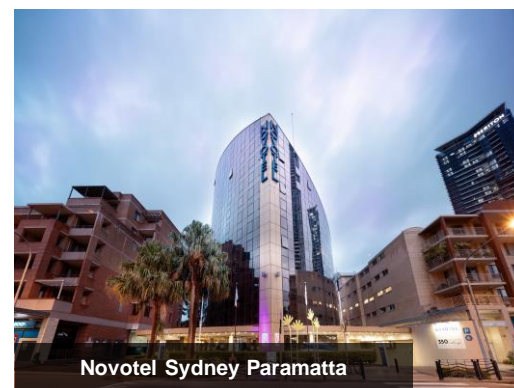


Citadines Prado Chanot Marseille

- Completed divestment of 4 properties in regional France for EUR 44.4 mil (S\$64.7 mil) in Sep 2023
- Divested at **premium of 63%** above properties' book value and **exit yield¹ of about 4%**
- **Net proceeds of EUR 34.1 mil (c.S\$49.7 mil)**
- Unlocked **net gain of EUR 1.2 mil (c.S\$1.8 mil)**
- **Part of the proceeds will be used to partially finance the acquisition** of three lodging assets in London, Dublin and Jakarta



Courtyard by Marriott Sydney North-Ryde



Novotel Sydney Paramatta

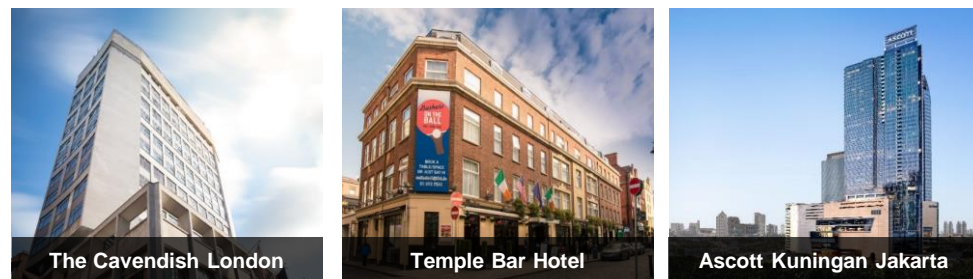
- **Entry into sale and purchase agreement to divest 2 properties in Sydney, Australia for AUD 109.0 mil (S\$95.6 mil)**
- Divesting at **premium of 5%** above properties' book value and **exit yield¹ of 4.4%**
- **Net proceeds of AUD 98.0 mil (S\$85.9 mil)**
- Unlocking **net gain of AUD 14.2 mil (S\$12.4 mil)**
- Divestment of Courtyard by Marriott Sydney North-Ryde and Novotel Sydney Paramatta is expected to be completed in **1Q 2024** and **3Q 2024** respectively
- **Proceeds will be redeployed into more optimal uses** such as but not limited to paying down debt and funding AElS

Notes: Based on exchange rate of EUR 1 = S\$1.4568 and AUD 1 = S\$0.87683

1. Exit yield is computed based on FY 2022 Earnings Before Interest, Taxes, Depreciation and Amortisation

Acquisition of S\$530.8 mil¹ in Lodging Assets

Stapled Securityholder approval obtained for the acquisition of 3 properties in the key capital cities of London, Dublin and Jakarta



DPS accretive		NAV accretive
<p>✓ DPS accretion 1.8%¹</p> <p>on a FY 2022 pro forma basis</p>	<p>✓ EBITDA yield 6.2%²</p>	<p>✓ Expected increase in property value of The Cavendish London GBP 101.0 mil (S\$174.9 mil) from valuation as of 30 Jun 2023</p>
<p>✓ Further accretion expected post-AEI of The Cavendish London c.6.5%³ Expected post-renovation stabilised yield</p>		<p>✓ Co-sharing of renovation costs with operator GBP 27.5 mil (S\$47.6 mil) Estimated proportion of project cost attributable to CLAS</p>
<p>✓ CLAS will distribute past divestment gains to mitigate the impact from the renovation</p>		
<p>Acquisition expected to complete in 4Q 2023</p>		

Notes:

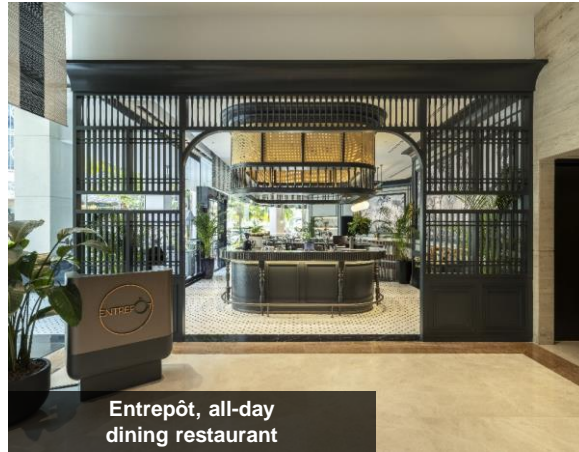
- The effects of the renovations of The Cavendish London and Temple Bar Hotel and the costs of financing the Milestone Payments are not taken into account in determining the pro forma financial effects, as the Milestone Payments will be made only when 70% of the renovations of The Cavendish London and Temple Bar Hotel are completed.
- Excluding the Milestone Payments which are to be made only when 70% of the renovations of The Cavendish London and Temple Bar Hotel are completed. Including the Milestone Payments, the EBITDA yield is 5.1% on a FY 2022 pro forma basis.
- Based on stabilised EBITDA before FF&E reserves in year 2027/28 over The Cavendish London's agreed property value (GBP 215.0 mil (c.S\$372.3 mil)), estimated capitalised costs (GBP 3.8 mil (c.S\$6.6 mil)), and estimated proportion of project cost attributable to CLAS (GBP 27.5 mil (c.S\$47.6 mil)). Such EBITDA figures are from the HVS valuation on a stabilised basis. The property's EBITDA yield is 4.1% on a FY 2022 pro forma basis.

Asset Enhancement Initiative – The Robertson House

Rebranding and refurbishment of Riverside Hotel Robertson Quay into a luxury hotel



Hotel lobby



Entrepôt, all-day dining restaurant



Suite bedroom



Panoramic Riverview Room

- Formerly the Riverside Hotel Robertson Quay, the hotel was **rebranded as The Robertson House by The Crest Collection, a luxury brand managed by The Ascott Limited** in Oct 2023
- The property is undergoing a phased renovation, which started in Mar 2023 and is expected to complete in 1Q 2024
- Scope of works include the refurbishment of guest rooms, lobby, restaurant, gym, function rooms and executive lounge, and other M&E works
- The uplift in performance post-renovation is expected to **enhance the property's profitability and valuation**

The Robertson House by The Crest Collection takes its name from its prime location in Robertson Quay. Situated along the historical Singapore River, the refurbished 336-room hotel was conceptualised by Ascott's in-house design team and exudes stately and old-world colonial charm that harks back to the days of Singapore as a bustling entrepôt trade hub.

From design inspirations to curated dining options including an all-day dining restaurant and speakeasy bar, The Robertson House offers guests an experience that is both bespoke and nostalgic. A club lounge designed as the 1823 Reading Room allows guests to gather over meaningful conversations, while exclusive partnerships with local purveyors ensure a hint of the locale across every touchpoint of each stay.

Other Asset Enhancement Initiatives

Uplifting the value and profitability of properties in prime locations of key gateway cities

Pipeline of asset enhancement projects to unlock organic growth potential and drive higher returns

- Capital expenditure to be partially funded by master lessee / operator
- CLAS' contribution expected to be funded by proceeds from the EFR in Aug 2023, divestment proceeds, debt facilities and/or cash generated from properties



Note: Images are artist's impressions (except for Temple Bar Hotel which is an image of an existing room) and timelines of the asset enhancement initiatives are subject to change

Development Projects

Rejuvenating the portfolio with new, differentiated offerings

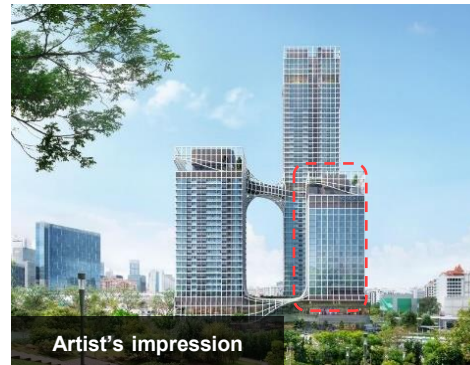
Standard at Columbia, South Carolina, USA



- 678-bed freehold student accommodation
- Temporary certificate of occupancy was obtained on 30 Jun 2023 and property **started receiving students for AY 2023-2024** in Aug 2023
- **Strong occupancy of >90%**

Somerset Liang Court Singapore

- 192-unit Somerset serviced residence with hotel licence in the popular riverfront lifestyle and entertainment Clarke Quay precinct
- Substructure works are ongoing and targeted to complete in 2024
- Development **expected to complete in 2H 2025**



Note: Expected opening date and property details for Somerset Liang Court Singapore are subject to change

Capital & Risk Management

Somerset Millennium Makati

CapitaLand
Ascott Trust

Capital Management

Strong financial capacity and healthy liquidity position



Strong capital management

S\$1.12

NAV per Stapled Security

50%

Total assets in foreign
currency hedged

0.7% (loss)

Impact of foreign exchange after hedges
on gross profit for 9M 2023



Robust financing flexibility

35.2%

Gearing¹
(c.S\$2.3 bil debt
headroom²)

2.4%

per annum
Low effective
borrowing cost

BBB (Stable Outlook)
Fitch Ratings

Interest cover

4.2X³

63%

of property value
unencumbered



Fortifying liquidity reserves

c.S\$1.3 bil

Total available funds

=

c.S\$500 mil

Cash on-hand

+

c.S\$790 mil

Available credit facilities⁴

Notes: Above as at/for period ended 30 Sep 2023

1. The ratio of net debt to net assets for CapitaLand Ascott REIT Group and CapitaLand Ascott Business Trust Group is 59.2% and 16.8% respectively; the ratio for CLAS is 52.4%

2. Refers to the amount of additional debt before reaching aggregate leverage of 50%; based on an aggregate leverage limit of 45%, the debt headroom is c.S\$1.4 bil

3. Computed based on trailing 12 months from Oct 2022 to Sep 2023

4. Balances as at 30 Sep 2023; includes committed credit facilities amounting to approximately S\$358 mil

Capital Management

Well-staggered debt maturity profile and diversified funding sources

62% : 38%

Bank loans : Medium Term Notes

c.83%

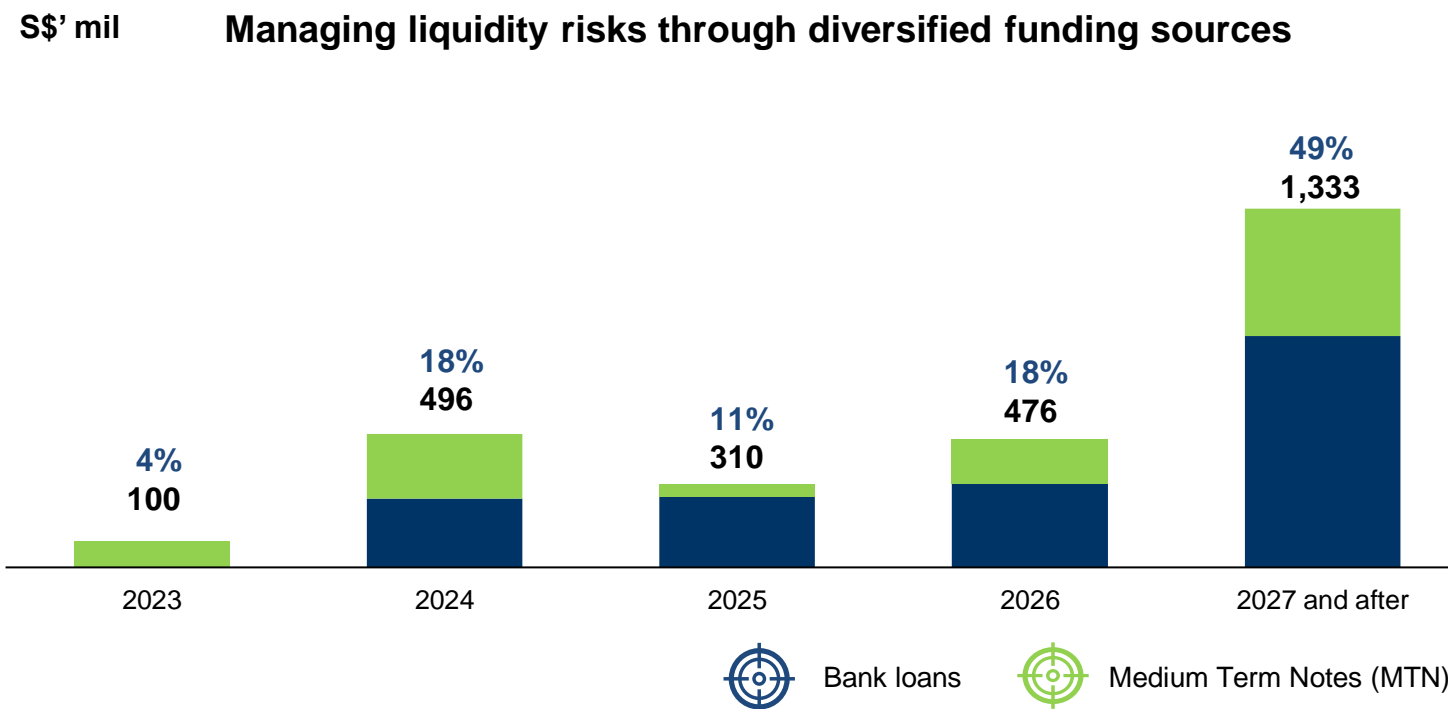
Total debt on fixed rates

3.7 years

Weighted average debt to maturity

Key Highlights

- Debt due in 2023 largely refinanced or repaid
- Proceeds from the EFR in Aug 2023 were partially used to **pare down loans maturing in 2023 and higher-interest floating rate debt**, pending deployment into acquisitions in 4Q 2023
- Gearing decreased from 38.6% to 35.2% q-o-q, and expected to **remain under 40%**
- Interest cover remained healthy at 4.2X
- Low impact of foreign exchange on gross profit (after hedges) at -0.7%



Note: Above as at 30 Sep 2023



Looking Ahead

CapitaLand
Ascott Trust

La Clef Tour Eiffel Paris

Well-balanced and Resilient Portfolio to Deliver Returns

Underpinned by healthy financial position, with uplift coming from value creation initiatives

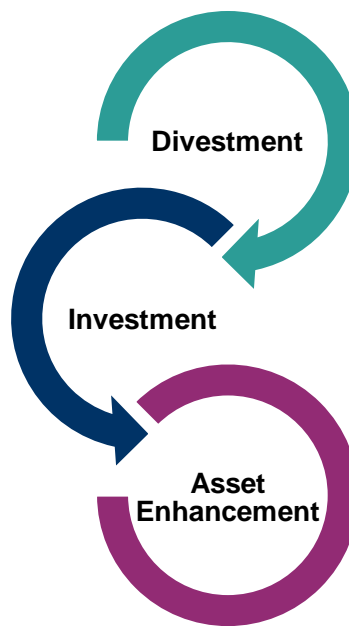
Resilient portfolio: Marrying stability with growth

- CLAS' **portfolio of growth and stable income assets offer resilience** amidst macroeconomic uncertainties and global geopolitical tensions
- CLAS' properties are mainly located in key gateway cities or manufacturing hubs which are **supported by corporate and leisure demand drivers**
- Revenue growth has **outpaced higher operating and financing costs**

Value creation: Portfolio reconstitution and enhancement

- **Acquisitions and AEs are expected to offer the next wave of uplift, beyond the travel recovery**
- **Divestments improve CLAS' portfolio quality and yield, and offer greater financial flexibility**

- ✓ Acquisitions in London, Dublin and Jakarta
- ✓ Ongoing redevelopment of Somerset Liang Court Singapore



✓ Divested regional France properties at 63% above book value in Sep 2023

✓ AEI for 8 properties in 2023 and beyond

Prudent capital management: Healthy financial position

- Healthy financial position with a **low effective borrowing cost of 2.4%** and **high proportion of debt on fixed rates of 83%** as at 30 Sep 2023
- **Gearing and property valuations are expected to remain healthy**, supported by active portfolio reconstitution and positive operating performance
- **CLAS is well-positioned to navigate the higher-for-longer interest rate environment**



Thank You





Appendix: 3Q 2023 Key Market Updates

La Clef Louvre Paris

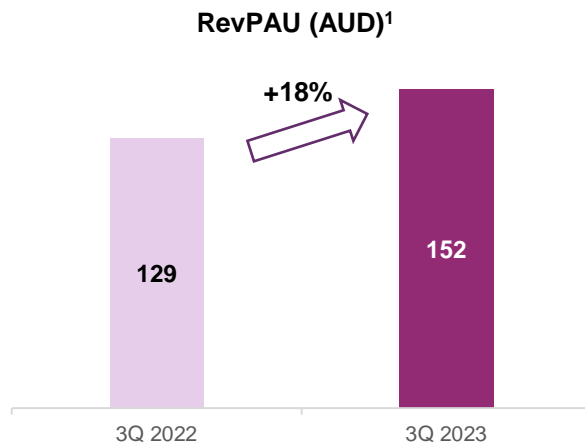
CapitaLand
Ascott Trust

Australia

Demand from all segments, boosted by sporting events in 3Q 2023

12% of total assets:

5 serviced residences (SRs) under master leases; 7 hotels and 2 SRs under management contracts



Management Contracts – SRs & Hotels

- 3Q 2023 RevPAU was **18% higher y-o-y at AUD 152, exceeding 3Q 2019 pro forma RevPAU² by 13%**, due to **improved occupancy** y-o-y from both SRs and hotels
- 3Q 2023 RevPAU was a sequential growth from 2Q 2023 when RevPAU was 5% above pre-Covid levels; **significant uplift from large-scale sporting events** such as the FIFA Women’s World Cup held across Australia and the AFL Grand Final in Melbourne
- Domestic travellers continued to drive the performance, with a healthy level of **short-stay demand** from both **corporate and leisure segments**; **international bookings** continued to return to the SRs

- **Positive outlook for 4Q 2023** with demand from FIT travellers expected during the summer season; **conferences and several smaller scale events** are also expected to drive corporate bookings

Master Leases – SRs

- 3Q 2023 revenue from master leases was **18% higher y-o-y**, mainly due to contribution from Quest Cannon Hill which was acquired in Nov 2022
- **Corporate demand** remained the main contributor in 3Q 2023, supplemented by demand from sporting events, such as the FIFA Women’s World Cup and National Rugby League
- Properties continue to collect **fixed rent (with annual indexation)**, providing stable income to the portfolio

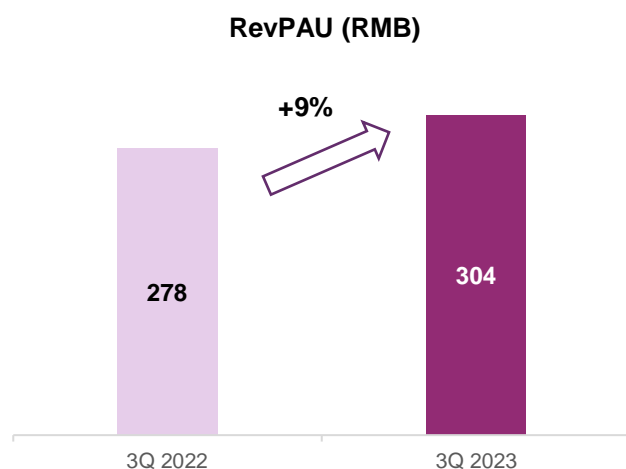
Notes:

1. Pertains to the hotels and serviced residences under management contracts only
2. The combination with A-HTRUST was completed on 31 Dec 2019 and the 2019 pro forma RevPAU includes the performance of the A-HTRUST properties

China

Performance anchored by long stays with uplift from short stays during the summer

4% of total assets: 5 SRs under management contracts



- 3Q 2023 RevPAU increased **9% y-o-y to RMB 304**, which is **80% of 3Q 2019 same-store RevPAU¹**, on the back of **higher ADR y-o-y** following the easing of Covid-19 restrictions in early 2023
- **Long stays** continued to be the primary source of demand at CLAS' China properties; the average length of stay was **c.6 months** in 3Q 2023
- **Demand for short stays rose** in 3Q 2023, mainly due to an increase in leisure travel during the **summer holidays and Golden Week**; **concerts, exhibitions and events** also drove corporate and leisure bookings
- Forward bookings for 4Q 2023 reflect a **pick-up in corporate demand**, boosted by **several events and conferences**
- International demand has picked up and is expected to improve further, as airline capacity to and from China increases progressively

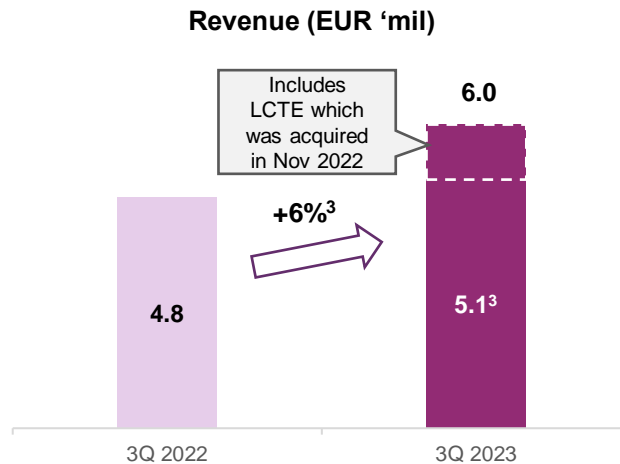
Note:

1. Excluding Somerset Xu Hui Shanghai which was divested in May 2021 and Ascott Guangzhou which was divested in Dec 2020

France

Leisure demand and contribution from La Clef Tour Eiffel Paris boosted performance; outlook remains positive

8% of total assets: **12** SRs under master leases¹



- **3Q 2023 revenue² increased 25% y-o-y** mainly due to contribution from La Clef Tour Eiffel Paris (LCTE) which was acquired in Nov 2022 and higher variable rent at the other properties; excluding LCTE, 3Q 2023 revenue **increased 6% y-o-y**
- Operational performance of the properties **surpassed 3Q 2019 pre-Covid levels on higher ADRs**, while **average occupancy remained healthy**
- Demand was mainly driven by **leisure bookings during the summer holidays**, with **uplift from events** such as the Rugby World Cup and Fashion Week in Sep 2023
- **Outlook for 4Q 2023 remains positive**, with forward bookings from both corporate and leisure segments
- **All 7 French master leases due in 2023 have been renewed in Oct 2023**
 - 4 of the new 12-year French master leases will commence from 1 Dec 2023 and the remaining 3 will commence from 1 Jan 2024
 - **Total rent in FY 2024 projected to be c.28% higher under the renewed rent structure**
- Citadines Les Halles Paris and LCTE are currently undergoing refurbishment
 - The renovation capex for both properties are **largely borne by the master lessees**; the properties will remain operational and **continue to receive rent during the refurbishment**
- Divestment of 4 mature properties in regional France was completed in Sep 2023, at **premium of 63%** above book value and **exit yield⁴ of c.4%**

Notes:

1. As at 30 Sep 2023; excludes Citadines Castellane Marseille, Citadines Prado Chanot Marseille, Citadines City Centre Lille and Citadines Croisette Cannes which were divested in Sep 2023
2. Includes the contribution from the above-mentioned four properties which were divested
3. Excludes LCTE which was acquired in Nov 2022
4. Exit yield is computed based on FY 2022 Earnings Before Interest, Taxes, Depreciation and Amortisation

Japan

Strong international leisure demand in the summer season; outlook is robust

17% of total assets: **3** hotels and **1** student accommodation under master lease;
3 SRs, **2** hotels and **23** rental housing under management contracts

Management Contracts – SRs

- 3Q 2023 RevPAU was **198% higher y-o-y at JPY 13,804, exceeding 3Q 2019 same-store RevPAU² by 17%**, a sequential growth from 2Q 2023 when RevPAU was 9% above pre-Covid levels
- The Tokyo properties led the strong performance with **ADR at >20% above pre-Covid levels**
- The strong performance in 3Q 2023 was driven primarily by **international leisure travellers during the summer holiday season**
- In the last quarter of the year / autumn travel season, **outlook is positive** as demand from the **leisure visitor segment** is expected to be robust, from **both international and domestic** sources; more **visitors from China** are also expected during this period

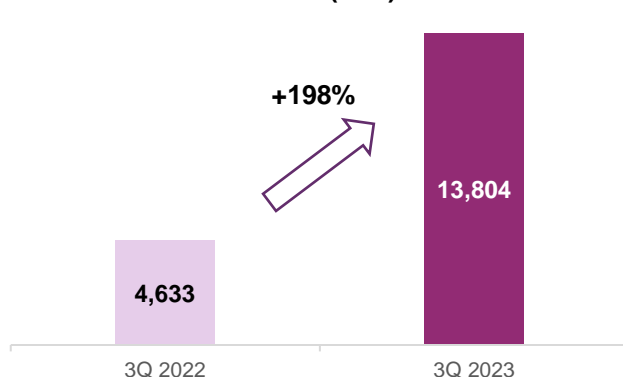
Management Contracts – Rental Housing

- In 3Q 2023, the rental housing portfolio **continued to offer stable income** with an **average occupancy of >95%**; first full quarter of income contribution from the two turnkey properties acquired in Apr 2023 and May 2023 respectively
- One more turnkey acquisition in Fukuoka is expected to complete in 2024

Master Leases – Hotels & Student Accommodation

- **Received variable rent in addition to fixed rent** at two hotels
- **Received fixed rent** at the remaining hotel and the student accommodation property in Osaka

RevPAU (JPY)¹



Notes:

1. Pertains to the serviced residences under management contracts only; excludes rental housing properties and Hotel WBF Kitasemba East and Hotel WBF Kitasemba West which are temporarily closed
2. Excluding Somerset Azabu East Tokyo which was divested in Dec 2020

Singapore

Healthy performance driven by international visitors and boosted by city-wide events

18% of total assets: **2** SRs and **1** hotel under management contracts;

1 SR under management contract with minimum guaranteed income (MCMGI); **1** SR under development

Management Contracts – SRs & Hotel

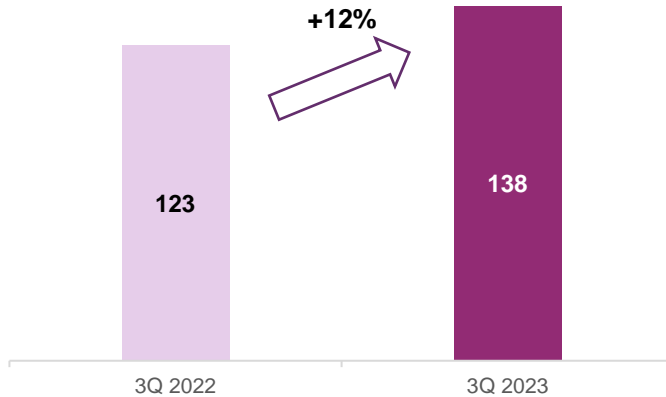
- 3Q 2023 RevPAU was **12% higher y-o-y at S\$138**; on a same-store basis, 3Q 2023 RevPAU for Citadines Mount Sophia Singapore was **26% higher than 3Q 2019 same-store RevPAU²**, attributed primarily to higher ADR
- Performance was driven mainly by **corporate transient demand** arising from several **MICE and city-wide events** held in the quarter, such as the F1 Grand Prix in Sep 2023
- RHRQ has undergone phased renovation since Mar 2023, and was **launched as The Robertson House in Oct 2023** under The Crest Collection, a luxury brand managed by The Ascott Limited, with works expected to fully complete in 1Q 2024; the uplift in performance post-renovation is expected to **enhance the property's profitability and valuation**

- Outlook for 4Q 2023 remains positive; guest mix will comprise more **leisure transient international travellers**, with peak demand during the **year-end Christmas to New Year period**

MCMGI – SR

- In 3Q 2023, Ascott Orchard Singapore's (AOS) **RevPAU was 134% of pre-Covid levels**
- AOS saw increased demand from the **corporate transient segment** in the quarter, **boosted by MICE events; corporate long stays** continue to be the mainstay

RevPAU (SGD)¹



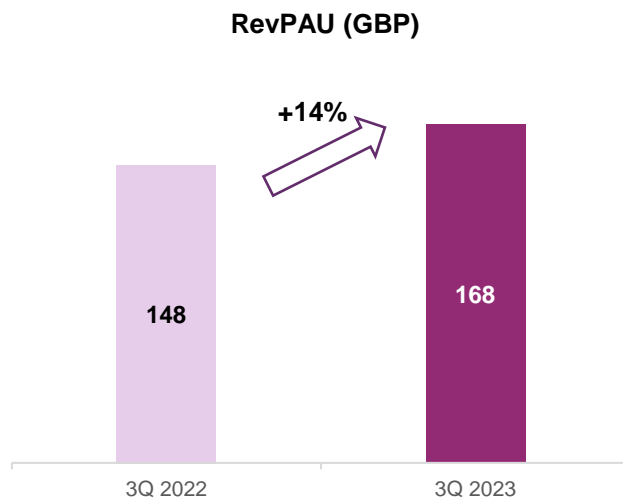
Notes:

1. Pertains to the hotels and serviced residences under management contracts only; excludes AOS which was under a master lease arrangement previously, and converted to MCMGI from Dec 2022 onwards
2. Excluding Somerset Liang Court Singapore which was divested in Jul 2020

United Kingdom

Positive performance across all properties driven by international leisure demand during summer

7% of total assets: 4 SRs under management contracts with minimum guaranteed income (MCMGI)

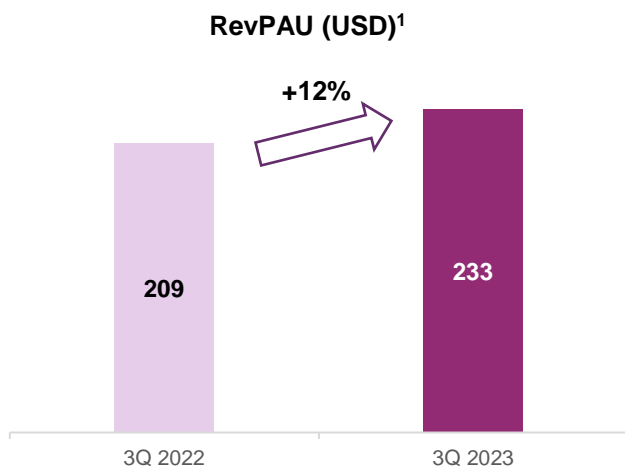


- 3Q 2023 RevPAU was **14% higher y-o-y** at **GBP 168, 10% higher than pre-Covid levels in 3Q 2019**
- **Leisure demand during the summer holidays**, as well as demand from **groups and corporates**, drove the recovery with **ADR surpassing pre-Covid levels by >20%**
- **Several city-wide events** such as the London Design Festival provided additional uplift in 3Q 2023
- **Outlook for 4Q 2023 is positive**, with forward bookings supported by **strong business and leisure demand**, and boosted by **city-wide events**
- Refurbishment works at Citadines Holborn-Covent Garden London have begun; **property will remain operational** during the refurbishment
- All properties are under MCMGI; variable income will allow CLAS to enjoy the **upside of the travel recovery** while the guaranteed income continues to **offer downside protection**

United States

Healthy performance from hotels; student accommodation continue to provide stable income

22% of total assets: **3** hotels and **8** student accommodation under management contracts



Management Contracts – Hotels

- 3Q 2023 RevPAU **increased 12% y-o-y** to **USD 233, exceeding 3Q 2019 RevPAU levels by 10%**, a sequential growth from 2Q 2023 when RevPAU was in line with pre-Covid levels
- Healthy performance was reflected in the quarter as **international guests, both leisure and corporate**, continued to return to New York City
- **Large-scale events** such as the 78th session of the UN General Assembly (UNGA) provided a **further boost to the strong corporate demand** in 3Q 2023
- Outlook remains positive as the city heads into the last quarter of the year, a **seasonally stronger one** with the year-end holidays, corporate activity and events

Management Contracts – Student Accommodation

- **Gross profit increased y-o-y in 3Q 2023 mainly due to new contribution from Standard at Columbia**, which was completed on 30 Jun 2023 and began receiving students for the academic year (AY) 2023-2024 in Aug 2023
- **Average occupancy of the properties was 94%** in 3Q 2023
- Rent growth for the AY is c.5.5% y-o-y²; **excluding Wildwood Lubbock** which is undergoing light AEI to refresh the property, **rent growth is c.6.5% y-o-y²**

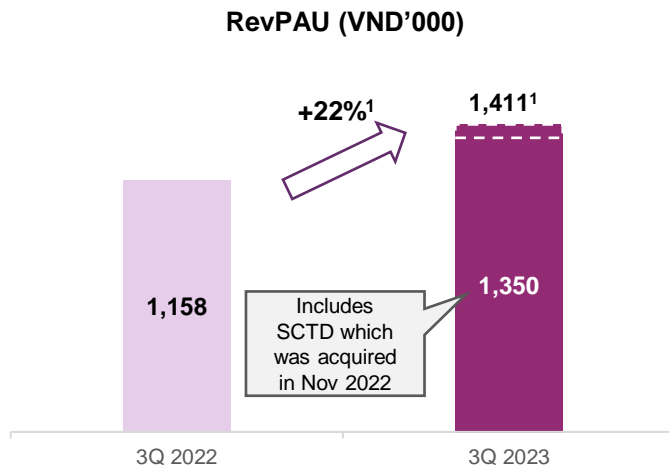
Note:

1. Pertains to the 3 hotels and excludes the student accommodation properties
2. Excluding Standard at Columbia which began receiving students in Aug 2023

Vietnam

Continued recovery as demand continues to return, further boosted by corporate events

3% of total assets: **5** SRs under management contracts



- 3Q 2023 RevPAU **increased 17% y-o-y to VND 1,350,000**; on a same-store basis¹, 3Q 2023 RevPAU **increased 22% y-o-y to VND 1,411,000**, which is **84% of 3Q 2019 same-store RevPAU²**
- **Continued improvement in 3Q 2023** on the back of demand from **international corporate and relocation segments**, coupled with an increase in **international leisure travellers**
- **Corporate group demand** was further boosted by several **MICE events and tradeshows held in the quarter** which led to an increase in bookings
- **Long stays** remained the primary source of business in 3Q 2023, and the average length of stay of CLAS' properties was **c.5 months**
- Moving into the year-end period, demand for accommodation is expected to be healthy with more **mid- and long-stay bookings**; properties continue to receive flow of enquiries
- **Retail and commercial spaces** in CLAS' Vietnam properties continue to be **well-leased**, offering diversification and a resilient income stream

Notes:

1. Excluding Somerset Central TD Hai Phong City (SCTD) which was acquired in Nov 2022
2. Excluding Somerset West Lake Hanoi which was divested in Oct 2019

Appendix: Others



Citadines on Bourke Melbourne

CapitaLand
Ascott Trust

Balanced Mix of Stable and Growth Income




	Stable Income			Growth Income
	<p>28¹</p> <p>Master Leases 16 leases with Sponsor</p>	<p>8</p> <p>Management Contracts with Minimum Guaranteed Income All Sponsor-operated</p>	<p>31</p> <p>Management Contracts (Longer-stay: Rental Housing & Student Accommodation) All Third-party-operated</p>	<p>35</p> <p>Management Contracts (Serviced Residences & Hotels) 24 Sponsor-operated</p>
Description	<ul style="list-style-type: none"> CLAS leases property to a master lessee Master lessee undertakes operating performance of the property, and pays CLAS rental income Rent structure typically has a fixed rent component; some come with variable rent components and indexation 	<ul style="list-style-type: none"> CLAS engages operator to manage property for a fee Revenue that CLAS receives is based on operating performance of the property Operator provides a minimum guaranteed net operating profit to CLAS 	<ul style="list-style-type: none"> CLAS engages operator to manage property for a fee Revenue that CLAS receives is based on operating performance of the property 	<ul style="list-style-type: none"> CLAS engages operator to manage property for a fee Revenue that CLAS receives is based on operating performance of the property
Location and Number of Properties	<p>France (12) Germany (5) Australia (5) Japan (4) South Korea (2)</p>	<p>Belgium (2) Singapore (1) Spain (1) United Kingdom (4)</p>	<p>Japan (23) USA (8)</p>	<p>Australia (9) USA (3) China (5) Indonesia (2) Japan (5) Philippines (2) Vietnam (5) Malaysia (1) Singapore (3)</p>

Note: Above as at 30 Sep 2023 and excludes Somerset Liang Court Singapore, which is under development

1. Includes Eslead College Gate Kindaiaae, a student accommodation property in Japan

Overview of the Acquisitions in London, Dublin and Jakarta

Expected to contribute to earnings accretively, with EBITDA yield at 6.2%¹

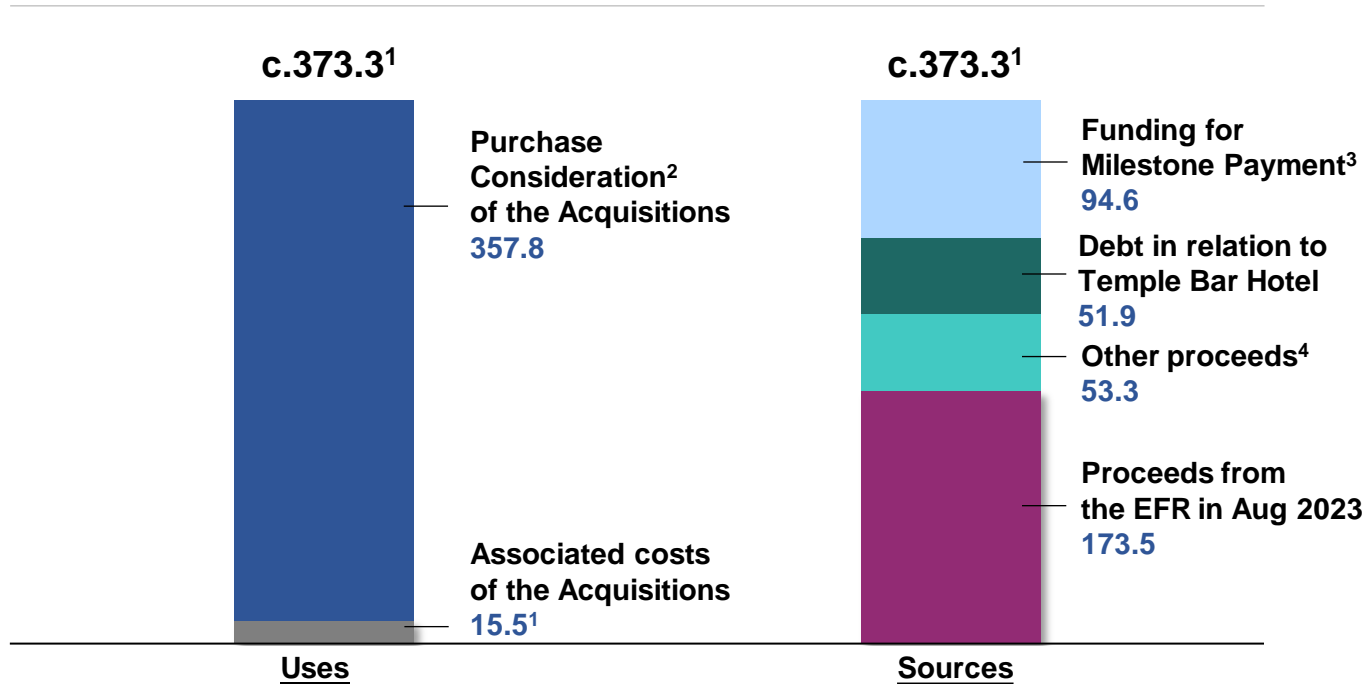
	 The Cavendish London	 Temple Bar Hotel	 Ascott Kuningan Jakarta	Total		
Lodging Type & Number of Units	230-unit hotel	136-unit hotel	185-unit serviced residence			
Address	81 Jermyn St, St. James's, London SW1Y 6JF, United Kingdom	13-17 Fleet St, Temple Bar, Dublin 2, D02 WD51, Ireland	Ciputra World 1 Jalan Prof Dr Satrio Kav. 3-5 Jakarta 12940, Indonesia			
Title	Leasehold estate expiring on 11 Nov 2158	Freehold	Strata titles on land with leasehold estates expiring on 19 May 2027 and extendable			
Contract Type	Management contract with minimum guaranteed income	Management contract with minimum guaranteed income	Management contract			
EBITDA Yield²	4.1% on a FY 2022 pro forma basis	5.0% excluding Milestone Payment and before AEI	c.6.5% post-renovation stabilised EBITDA based on HVS' projections	7.6% on a FY 2022 pro forma basis	10.8% excluding Milestone Payment	6.7% on a FY 2022 pro forma basis
Valuations as of 30 Jun 2023	<u>HVS</u> GBP 215.0 mil (c.S\$372.3 mil)	<u>Cushman & Wakefield</u> GBP 215.5 mil (c.S\$373.2 mil)	<u>HVS</u> EUR 78.2 mil (c.S\$115.9 mil)	<u>Cushman & Wakefield</u> EUR 71.9 mil (c.S\$106.5 mil)	<u>HVS</u> IDR 642.4 bil (c.S\$56.8 mil)	<u>Cushman & Wakefield</u> IDR 636.0 bil (c.S\$56.2 mil)
Agreed Property Value	GBP215.0 mil (c.S\$372.3 mil)	EUR70.0 mil (c.S\$103.7 mil)	IDR620.0 bil (c.S\$54.8 mil)	c.S\$530.8 mil		
Purchase Consideration	GBP116.3 mil (c.S\$201.3mil) ³	EUR70.0 mil (c.S\$103.7 mil) ⁴	USD40.0 mil (c.S\$52.8 mil) ³	c.S\$357.8 mil		

1. Excluding the Milestone Payments which are to be made only when 70% of the renovations of The Cavendish London and Temple Bar Hotel are completed. Including the Milestone Payments, the EBITDA yield is 5.1% on a FY 2022 pro forma basis.
2. The earnings before interest, taxes, depreciation and amortisation (EBITDA) yield is based on Agreed Property Value and before asset enhancement initiatives, if any (unless otherwise stated).
3. Based on (i) the consolidated net asset value of the TargetCos (which takes into account the Agreed Property Values) and (ii) the assignment of shareholder's loans, and is subject to post completion adjustments.
4. Subject to the value of stock as at completion of the Temple Bar Property Acquisition and the apportionment of expenses and revenue between the Temple Bar Purchaser and the Temple Bar Vendor.

Financing of the Acquisitions

Acquisitions to be funded by a combination of equity and debt

Method of Financing (S\$'mil)



Providing DPS accretion

Excluding the Milestone Payment³ and acquisition fee payable in Stapled Securities, the remaining acquisition outlay will be funded by:

- **Equity**
 - **Proceeds from the EFR in Aug 2023:**
c.S\$173.5 mil (includes S\$3.3 mil of EFR associated costs)
 - **Other proceeds⁴:**
c.S\$53.3 mil
- **Debt**
 - c.S\$51.9 mil

CLAS' aggregate leverage is expected to remain under 40%

Notes:

1. Excludes the acquisition fee payable in Stapled Securities of c.S\$5.3 mil.
2. The purchase consideration will be subject to completion adjustments.
3. The renovations for The Cavendish London and Temple Bar Hotel are expected to be completed by 4Q 2025 and 4Q 2024 respectively, and the Milestone Payment amounts are GBP37.0 mil (S\$64.1 mil) and EUR20.6 mil (S\$30.5 mil) respectively. The exact method of funding for the Milestone Payments will be determined closer to the time the Milestone Payments are required. Possible sources of funding are drawdown of debts, cash generated from operations or divestment proceeds.
4. Comprising c.S\$45.1 mil from the proceeds raised from the placement in August 2022 and c.S\$8.2 mil from divestment proceeds.