

#### PRESS RELEASE

For Immediate Release

# Frasers Hospitality Trust's Distributable Income and DPU Higher than Forecast For 3Q FY15

- Year-to-date Distributable Income was up 2.2% to \$71.2 million while DPU was up 3.7% to 5.90 cents against forecast
- Stronger operating performances from properties in Japan, Australia and United Kingdom

Singapore, 29 July 2015 – Frasers Hospitality Asset Management Pte. Ltd. (the "REIT Manager"), as manager of Frasers Hospitality Real Estate Investment Trust ("FH-REIT") and Frasers Hospitality Trust Management Pte. Ltd. (the "Trustee-Manager"), as trustee-manager of Frasers Hospitality Business Trust ("FH-BT") today are pleased to announce Frasers Hospitality Trust's ("FHT") performance for third quarter ended 30 June 2015 ("3Q FY2015").

## **Summary of Results**

	3Q FY2015			14 Jul 2014 to 30 Jun 2015		
S\$ mil	Actual	Forecast	Variance	Actual	Forecast	Variance
Gross Revenue ("GR")	23.7	24.5	-3.0%	97.9	99.3	-1.4%
Net Property Income ("NPI")	19.2	19.5	-1.2%	80.0	80.1	- 0.1%
Distributable Income ("DI")	18.8	18.8	+0.1%	71.2	69.7	+2.2%
DPU (cents)	1.56	1.55	+0.6%	5.90 <sup>1</sup>	5.69	+3.7%

Any discrepancies in the figures included herein are due to rounding

## Japan, Australia and United Kingdom properties turned in strong performances in 3Q FY2015

For 3Q FY2015, GR and NPI declined 3.0% and 1.2% to \$23.7 million and \$19.2 million respectively. DI of \$18.8 million was in line with forecast while DPU of 1.56 cents was 0.6% higher than forecast. Year-to-date ("YTD"), DI beat forecast by 2.2% at \$71.2 million and DPU outperformed forecast by 3.7% at 5.90 cents. DI increased due to other income being higher than forecast.

The Singapore property portfolio saw a slight decline in its GR and NPI of 4% and 1% respectively compared to forecast as Fraser Suites Singapore continued to face headwinds with softening of the longer stay rental market. Performance of InterContinental Singapore held up with occupancy of 87% on available rooms despite ongoing renovation which started in April 2015.

DBS Bank Ltd. is the Sole Global Coordinator and Issue Manager for the initial public offer of stapled securities in FHT (the "Offering"). DBS Bank Ltd., Morgan Stanley Asia (Singapore) Pte., Standard Chartered Securities (Singapore) Pte. Limited and United Overseas Bank Limited are the Joint Bookrunners and Underwriters for the Offering.

<sup>&</sup>lt;sup>1</sup> 3.69 cents was paid on 29 Jun 2015. Balance of 2.21 cents will be paid on 28 September 2015 as part of the Advanced Distribution in "Notice of Advanced Distribution Books Closure and Distribution Payment Dates" announced on 25 June 2015

Weak leisure and corporate tourism arrivals in Malaysia continued to result in lacklustre performance of The Westin Kuala Lumpur (KL). Following the three aviation tragedies involving national carrier Malaysia Airlines (MAS) and AirAsia and consequently the reduction in tourism demand<sup>1</sup>, some flight routes by MAS were cut and frequency of other routes reduced. In 3Q FY2015, the oil and gas industry remained soft and against increased supply and competition in the accommodation market, occupancy contracted across the city. Furthermore, recent GST implementation in April 2015 deterred consumer consumption which affected the food and beverage outlets in the hotel. These factors led to the drop of GR and NPI of 35% and 39% respectively at The Westin KL compared to its forecast.

Strong RevPAR growth of approximately 15% at the ANA Crowne Plaza Kobe in Japan contributed to GR growth of 17% to JPY341.4 million while NPI was 21% higher at JPY290.3 million. The property enjoyed good rates and strong occupancy especially during the Japanese golden week in May 2015.

RevPAR of the properties in Sydney grew approximately 9% while GR and NPI of the Australia properties at AUD3.5 million and AUD2.6 million, were 18% and 24% higher than forecast respectively. Demand for accommodation is well-supported by strong corporate and leisure demand as well as special events such as the Queen's Birthday Weekend and Vivid Festival in Sydney.

The United Kingdom ("UK") properties recorded a stable performance with strong demand from the corporate business segment. Overall GR and NPI exceeded forecast by 4% and 8% respectively.

**Ms Eu Chin Fen, Chief Executive Officer of the REIT Manager**, said, "Our properties in Japan, Australia and UK continued to outperform forecast due to strong occupancies and growth in RevPAR despite unfavourable foreign exchange movements. These strong performances helped to balance our portfolio in weaker markets in Malaysia and Singapore. Moving forward, FHT will benefit from the contribution of our first acquisition of Sofitel Sydney Wentworth<sup>2</sup> in the favourable Sydney hospitality market."

## Over 78% of debt hedged to mitigate risk of fluctuating interest rates

As at 30 June 2015, total debt stood at S\$669.0 million with gearing at 38.8%. 78.7% of debt has been hedged to fixed interest rates. Total cost of debt YTD is at 2.2% per annum with a healthy interest cover of 5.8 times. There is no immediate risk of refinancing as weighted average years to maturity stands at 3.7 years. Net asset value was 84.3 cents per stapled security.

### Outlook

In Singapore, the growth of the serviced residences sector is expected to be impacted by lower corporate budgets and a wider array of cheaper options of private apartments in the market<sup>3</sup>. In general, the Singapore hospitality industry is expected to remain soft with competition from other tourism markets on top of increased supply of hotel rooms in 2015 and beyond.

Recognising the challenges, the Singapore Tourism Board ("STB") has been active in promoting a full events calendar with a wide spectrum of activities in Singapore. In May 2015, Singapore saw an increase of 1% in tourism arrivals which was its first increase in 16 consecutive months<sup>4</sup>. On 30 June 2015, STB, Singapore Airlines and Changi Airport Group announced its largest collaboration to date to spend SGD20 million over the next 2 years in marketing campaigns to target leisure, business and Meetings, Incentives, Conferences and Exhibitions ("MICE") travel from more than 15 markets worldwide<sup>5</sup>. To move upwards in the value chain towards quality tourism, a new Singapore Premium Stopover package is planned to target premium leisure and business travellers. On 5 July 2015, Singapore Botanic Gardens was accorded the UNESCO World Heritage Site status<sup>6</sup> and this is expected to support tourism initiatives to the country.

<sup>&</sup>lt;sup>1</sup> The Business Times, 15 Jul 2015 "M'sia visitor arrivals down 9% in Q1 despite weak ringgit"

<sup>&</sup>lt;sup>2</sup> The acquisition of Sofitel Sydney Wentworth, Australia was completed on 7 Jul 2015 and its performance is not included in 3Q FY2015 results

<sup>&</sup>lt;sup>3</sup> Singapore Business Review, Jul 2015 "Demand for longer leases in serviced residences declines"

<sup>&</sup>lt;sup>4</sup> Singapore Tourism Board, May 2015

<sup>&</sup>lt;sup>5</sup> The Straits Times, 30 Jun 2015 "\$20 million tie-up to boost Singapore's tourism numbers"

<sup>&</sup>lt;sup>6</sup> The Straits Times, 5 Jul 2015 "UNESCO title plants Singapore firmly on world map"

Malaysia's tourism industry may register lower arrivals in 2015 after it recorded a drop of 8.6% to 6.5 million tourist arrivals between January and March 2015<sup>7</sup>. The lower arrivals were partly due to the on-going search for MH370 which discouraged Chinese arrivals as well as cancellation or reduction of MAS flights in certain countries. Tourists from China was down by 27% while Australian arrivals was down by 23%. In May 2015, general RevPAR dropped 10.1% to MYR217.379 in KL and further weakness in the hospitality market is expected with about 3,500 hotel rooms and 1,700 serviced residence units from 2015 to 2018 coming on stream<sup>10</sup>. In the latest effort to boost inbound tourism arrivals to Malaysia, Tourism Malaysia signed a global partnership agreement with Etihad Airways in June 2015 to target visitors from UK, Europe, US and Middle East countries.

For Japan, international tourist arrivals is expected to continue its strong momentum in 2015 with inbound tourism in May 2015 up 49.6% year on year to reach over 1.64 million visitors<sup>11</sup>. In May 2015, all of Japan's top source markets such as South Korea, China, Taiwan, Hong Kong amongst others have recorded double digit growth in tourism numbers. Kobe, well-known for its gourmet selection and with its proximity to Osaka and other cities, is well-placed to capture the MICE and leisure tourism segments. For 2015, strong international arrivals in the leisure segment and recovery of its domestic economy is expected to continue to support ADR growth<sup>12</sup>.

In Australia, strong international arrivals of over 2.9 million visitors from January to May 2015 represented an increase of 7.3% relative to the previous year<sup>13</sup>. With the recent signing of the Free Trade Agreement between China and Australia, this is expected to further boost the Australian tourism industry. Sydney's hospitality market is expected to grow given its strong trading performance on the back of a benign room supply pipeline. This is evidenced by international investment in several recent hotel transactions<sup>14</sup>.

In April 2015, inbound visitors to the UK increased 6% to 3.1 million and tourism receipts increased 1% to GBP1.5 billion. For the first time, tourism arrivals hit record levels of over 10 million visitors for the 4 months from January 2015 to April 2015<sup>15</sup>. On 17 July 2015, the UK government announced a new 5 point plan to boost tourism in the UK on top of the new visa refund scheme to generate additional visits from China to Britain.

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<sup>7</sup> The Business Times, 15 Jul 2015 "M'sia visitor arrivals down 9% in Q1 despite weak ringgit"

<sup>&</sup>lt;sup>8</sup> The Business Times, 15 Jul 2015 "M'sia visitor arrivals down 9% in Q1 despite weak ringgit"

<sup>&</sup>lt;sup>9</sup> STR Global, May 2015

<sup>&</sup>lt;sup>10</sup> JLL, Hotel Intelligence Malaysia, Feb 2015

<sup>&</sup>lt;sup>11</sup> Japan National Tourism Agency, May 2015

<sup>&</sup>lt;sup>12</sup> Horwath HTL, Hotel Yearbook 2015 Asia

<sup>&</sup>lt;sup>13</sup> Australia Bureau of Statistics, May 2015

<sup>&</sup>lt;sup>14</sup> Australia Financial Review Magazine, 26 May 2015

<sup>15</sup> www.visitbritain.org

## **About Frasers Hospitality Trust**

Frasers Hospitality Trust ("FHT") is the first global hotel and serviced residence trust listed in Singapore on 14 July 2014, comprising Frasers Hospitality Real Estate Investment Trust ("FH-REIT") and Frasers Hospitality Business Trust ("FH-BT").

FHT is established with the principal investment strategy of investing on a long-term basis, directly or indirectly, in a diversified portfolio of income-producing real estate located anywhere in the world except Thailand, used primarily for hospitality and/or hospitality-related purposes, whether wholly or partially, as well as real estate-related assets in connection to the foregoing.

The Initial Portfolio is valued at approximately S\$1,653.1 million as at 30 June 2015, with 12 quality properties strategically located across seven key gateway cities in Asia, Australia and the United Kingdom. These six hotels and six serviced residences are: InterContinental Singapore, Fraser Suites Singapore, The Westin Kuala Lumpur, ANA Crowne Plaza Kobe, Novotel Rockford Darling Harbour, Fraser Suites Sydney, Park International London, Best Western Cromwell London, Fraser Suites Queens Gate, Fraser Place Canary Wharf, Fraser Suites Glasgow and Fraser Suites Edinburgh. Collectively, the Initial Portfolio has a total of 1,928 hotel rooms and 842 serviced residence units, for a total of 2,770 rooms.

For more information on FHT, please visit www.frasershospitalitytrust.com

#### **About the Sponsor: Frasers Centrepoint Limited**

Frasers Centrepoint Limited ("FCL") is a full-fledged international real estate company and one of Singapore's top property companies with total assets above S\$22 billion as at 31 March 2015. FCL has four core businesses focused on residential, commercial, hospitality and industrial properties spanning 77 cities across Asia, Australasia, Europe, and the Middle-East.

FCL is listed on the Main Board of the Singapore Exchange Securities Trading Limited ("SGX-ST"). The Company is also the sponsor of three real estate investment trusts listed on the Main Board of the SGX-ST. They are Frasers Centrepoint Trust, Frasers Commerical Trust, and Frasers Hospitality Trust (a stapled group comprising Frasers Hospitality Real Estate Investment Trust and Frasers Hospitality Business Trust), which are focused on retail properties, office and business space properties, and hospitality properties, respectively.

As a testament to its excellent service standards, best practices, and support of the environment, FCL is the proud recipient of numerous awards and accolades both locally and aboard.

For more information on FCL, please visit www.fraserscentrepoint.com

## **About the Strategic Partner: The TCC Group**

The TCC Group is among the largest businesses in Southeast Asia and is engaged in a variety of businesses including real estate. The TCC Group invests in and develops a wide range of real estate projects globally, including hotels, office towers, retail centres, residences, serviced apartments, convention centres, golf courses and resorts. As at 31 December 2013, it owns, among others, 17 retail shopping centres with approximately 500,000 sq m of retail space, seven commercial offices with approximately 810,000 sq m of office space, 40 hotels with over 10,000 keys/rooms in Thailand and 10 countries worldwide and over 48,000 acres of land bank for development.

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This publication 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 costs), 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.

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Any discrepancies in the figures included herein between the listed amounts and total thereof are due to rounding.