


ASCOTT
RESIDENCE
TRUST
A Member of CapitaLand

Ascott Residence Trust

2H/FY 2020 Financial Results

27 January 2021

Important Notice

This presentation may contain forward-looking statements. 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, availability of real estate properties, competition from other developments or companies, shifts in customer demands, shifts in expected levels of occupancy rate, property rental income, charge out collections, changes in operating expenses (including employee wages, benefits and training, property operating expenses), governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business.

You are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of management regarding future events. No representation or warranty express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Neither Ascott Residence Trust Management Limited and Ascott Business Trust Management Pte. Ltd. ("**Managers**") nor any of their affiliates, advisers or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising, whether directly or indirectly, from any use of, reliance on or distribution of this presentation or its contents or otherwise arising in connection with this presentation.

The past performance of Ascott Residence Trust ("ART") is not indicative of future performance. The listing of the stapled securities in the ART ("Stapled Securities") on the Singapore Exchange Securities Trading Limited ("**SGX-ST**") does not guarantee a liquid market for the Stapled Securities. The value of the Stapled Securities and the income derived from them may fall as well as rise. Stapled Securities are not obligations of, deposits in, or guaranteed by, the Managers or any of their affiliates. An investment in the Stapled Securities is subject to investment risks, including the possible loss of the principal amount invested. Investors have no right to request that the Managers redeem or purchase their Stapled Securities while the Stapled Securities are listed on the SGX-ST. It is intended that holders of Stapled Securities may only deal in their Stapled Securities through trading on the SGX-ST.

This presentation is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for the Stapled Securities.

Content

Year in Review

Ascott Orchard Singapore

A Leading Global Hospitality Trust

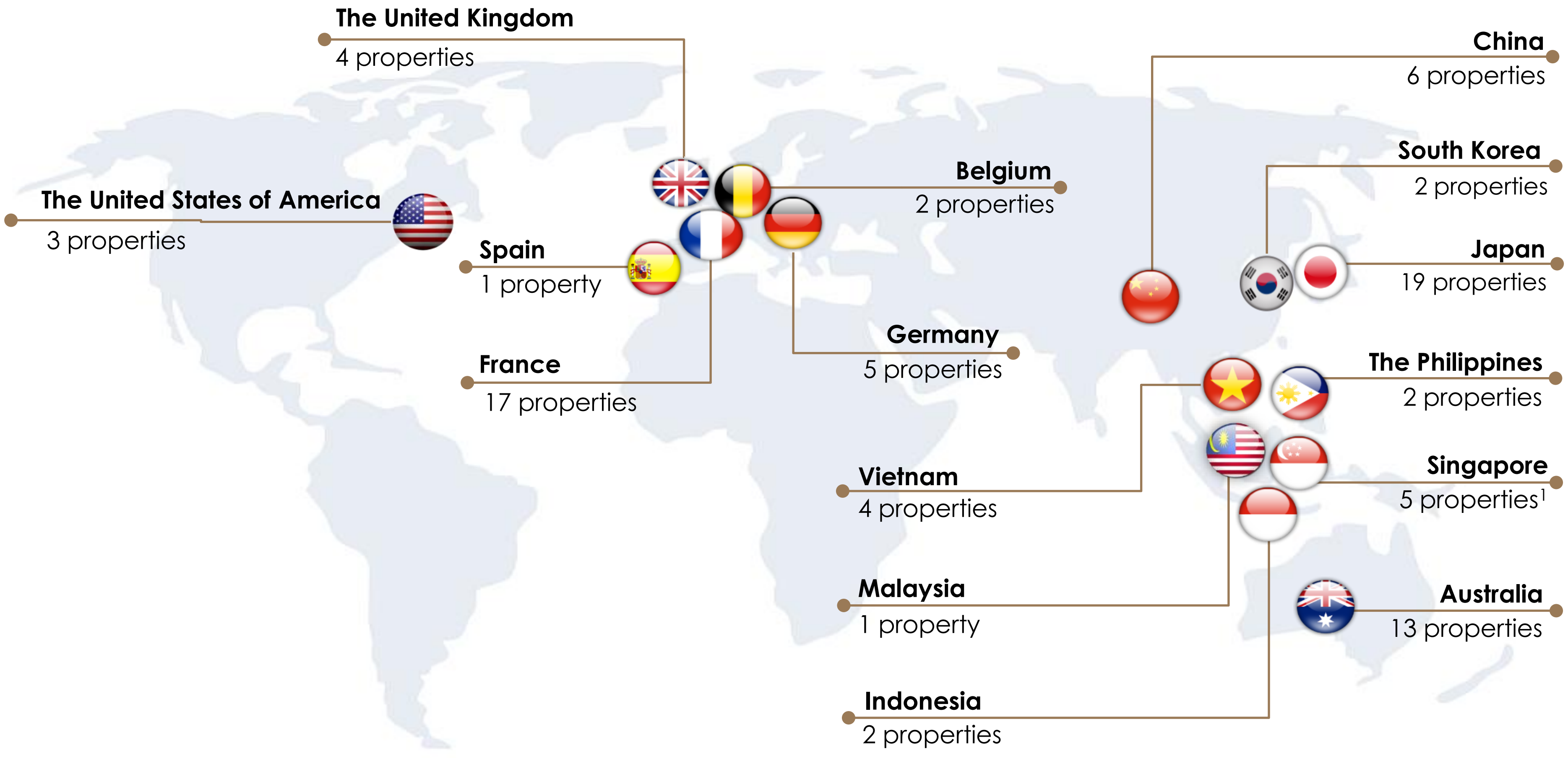
Constituent of FTSE EPRA Nareit Global Developed Index

S$7.2 bil
Total Assets

>16,000[1]
Units

86[1]
Properties

38
Cities in 15 countries



Notes: Above as at/for period ended 31 December 2020 unless otherwise stated
1. Including lyf one-north Singapore and Somerset Liang Court Singapore (currently under development)

FY 2020 – A Year Like No Other

ASCOTT RESIDENCE TRUST
A Member of CapitaLand

Sharing past divestment gains with Stapled Securityholders

S$45 mil in distribution top-up
to mitigate the impact of COVID-19

Index inclusion

FTSE EPRA Nareit Global Developed Index

Enhancing the portfolio

Acquisition of Quest Macquarie Park Sydney

Ongoing development of lyf one-north Singapore and Somerset Liang Court Singapore

Unlocking gains through capital recycling

Completed divestments include:
- Somerset Liang Court Singapore
- Somerset Azabu East Tokyo
- Ascott Guangzhou

Ongoing divestments include:
- Citadines Didot Montparnasse Paris
- Citadines City Centre Grenoble

Discipline in capital management

c.S$1.05 bil
in total available funds, comprising cash on-hand, available credit facilities and net divestment proceeds to be received

Low gearing of 36.3%
Debt headroom of S$1.9 bil

Lower interest on perpetual securities
by c.S$4.0 mil a year

Commitment to Sustainability & Corporate Governance

ASCOTT RESIDENCE TRUST
A Member of CapitaLand

Environment

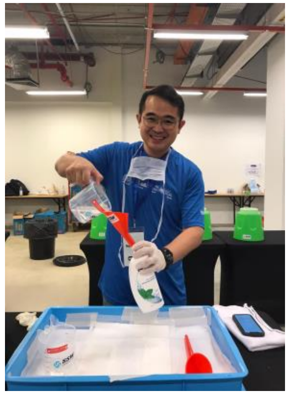
15 new green certifications

Maiden green loan
for the development of lyf one-north Singapore, which has obtained BCA Green Mark Gold[PLUS]

Governance

Ranked 3rd
in Singapore Governance and Transparency Index for three consecutive years

Social



- Providing a home away from home for healthcare workers, returning nationals, migrant workers and other affected communities
- Distributing meals to the elderly and vulnerable groups
- Distributing hand sanitisers to local community
- Packing school bags and schooling essentials for children from low-income families

Supporting the fight against COVID-19

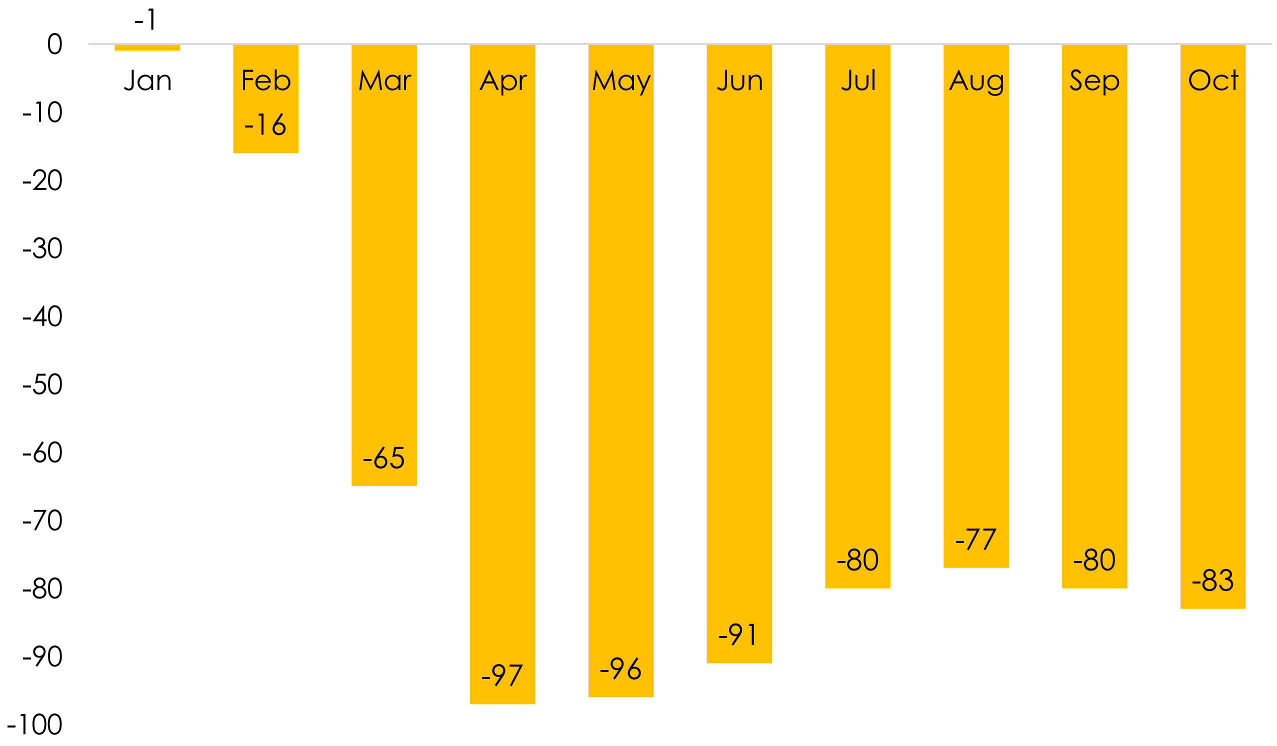
COVID-19
Situational Update

Novotel Sydney Central

Unprecedented Decline in Travel

International visitor arrivals fell by more than 70% to 1990 levels

World International Tourist Arrivals, monthly change (%)



70-75%

Expected decline in international arrivals in 2020

US$1.1 trillion

Expected losses in international tourism receipts in 2020

Source:
UNWTO, "Tourism back to 1990 levels as arrivals fall by more than 70%", 17 December 2020

Varied Pace of Recovery Across Regions

China continues to lead, Europe and US set back by resurgence

ASCOTT RESIDENCE TRUST
A Member of CapitaLand

The United States of America

- **Infections continue to be high and situation remains volatile**
- Stricter restrictions in New York City due to high caseloads and denser population
- **Limited service, extended stay hotels in drive-to and suburban locations have outperformed**

Europe

- **Resurgence of the virus** has led to **lockdowns and strict measures** being imposed in France, Germany and UK
- **Borders shut to UK travellers** to curb spread of new COVID-19 strain
- **Operating environment challenging** but **fewer hotel closures** during the second lockdown compared to the first

Asia Pacific

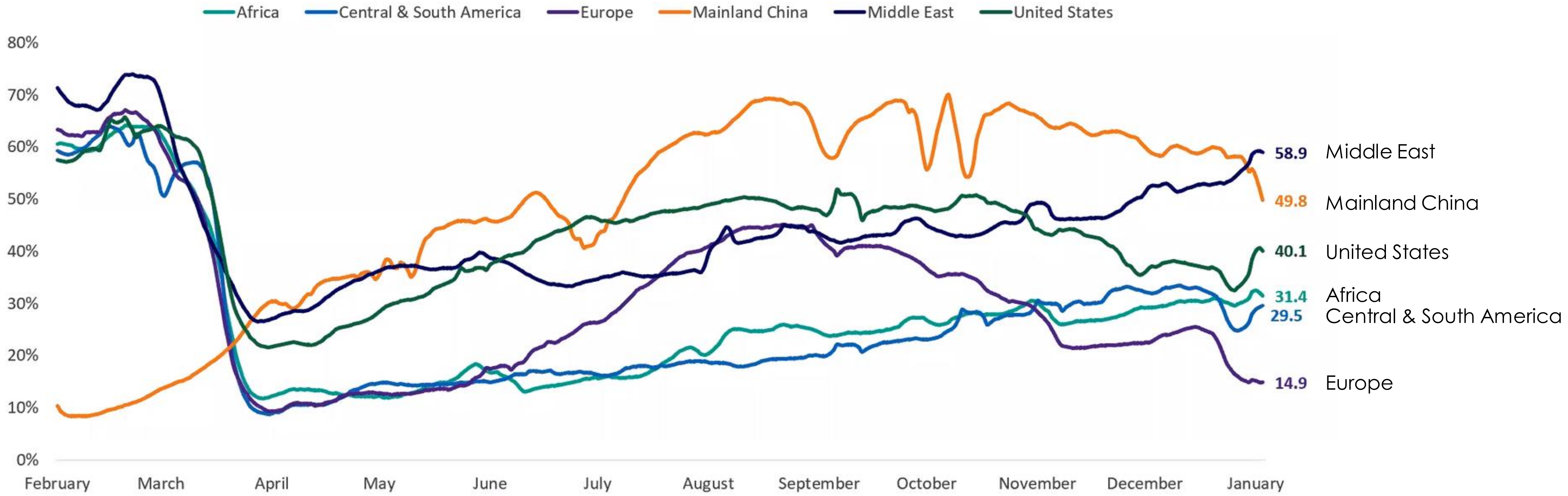
- **China: Normalcy has returned and domestic travel has resumed**; sporadic outbreaks in various cities
- **Australia: Gradual recovery;** some states have re-imposed travel restrictions to curb new outbreaks
- **Japan:** Domestic travel campaign suspended as **regional travel boom has led to a surge in cases**
- **Singapore: COVID-19 situation in check; staycation-driven demand** as government self-isolation business wanes

Note: Updates on travel and movement restrictions above as at 17 January 2021

Varied Pace of Recovery Across Regions

Occupancies stagger on travel curbs and movement restrictions

Occupancy rate (%)



Source: STR[1]

Note:

1. *STR statistics as at 3 January 2021*

2H/FY 2020 Highlights

Citadines Tour Eiffel Paris, France

Financial Highlights

A Member of CapitaLand

2H 2020

Revenue	Gross Profit	Portfolio RevPAU	Distributable Income
S$161.4 mil	S$61.1 mil	S$49[1]	S$61.7 mil
▼ 39% y-o-y	▼ 53% y-o-y	▼ 69% y-o-y	▼ 32% y-o-y

FY 2020

Revenue	Gross Profit	Portfolio RevPAU	Distributable Income
S$369.9 mil	S$149.6 mil	S$59[1]	S$94.2 mil
▼ 28% y-o-y	▼ 41% y-o-y	▼ 61% y-o-y	▼ 43% y-o-y

Note:

1. *Portfolio RevPAU refers to the revenue per available unit of properties under management contracts and management contracts with minimum guaranteed income*

2H 2020 Financial Highlights

Gradual, uneven path to recovery

ASCOTT RESIDENCE TRUST
A Member of CapitaLand

Sequential improvement in portfolio revenue per available unit (RevPAU) from 3Q 2020 to 4Q 2020

- **Quarter-on-quarter increase in average portfolio occupancy** to mid 40%; ADR stable
- **Domestic travel demand picked up in 3Q 2020 but was dampened in 4Q 2020 by new outbreaks**
- **Countries with long stays**, such as China and Vietnam, performed better than those traditionally dependent on transient travellers
- **88% of properties operational**[1]; 6 of the 10[2] properties temporarily closed are on master leases
- **Loss of income from divestment** of partial gross floor area (GFA) of Somerset Liang Court Singapore in July 2020
- Portfolio continued to **generate operating profits and positive cashflow**

Stable income sources partially mitigated COVID-19 impact

- **Master leases and management contracts with minimum guaranteed income (MCMGI)** comprised about 67% of 2H 2020 gross profit
- **Master lease amendment agreements** were entered into for properties in France in December 2020; revisions made to rent structure and/or terms of expiring leases extended by 2 to 3 years
- **Rental relief** extended to some lessees
- **Income top-up** partially mitigated impact on MCMGI properties

Notes:
1. *Excludes properties under development and Ascott Guangzhou and Somerset Azabu East Tokyo which were divested in December 2020*
2. *Temporarily closed properties as at 31 December 2020 comprise 5 properties in France, 2 in Japan, 1 each in Belgium, Spain and South Korea*

2020 Distribution Details

Top-up of distribution to mitigate impact of COVID-19

ASCOTT RESIDENCE TRUST
A Member of CapitaLand

2H 2020 Distribution per Stapled Security

1.99 cents

▼ 52% y-o-y

FY 2020 Distribution per Stapled Security

3.03 cents

▼ 60% y-o-y

Sharing past divestment gains with Stapled Securityholders

- **Release of S$5 mil of income available for distribution retained in 1H 2020**
- **Total top-up of S$45 mil in FY 2020** (1H 2020: S$5 mil, 2H 2020: S$40 mil) to mitigate the impact of COVID-19 on distributions, replace lost income from divestments and to share past divestment gains with Stapled Securityholders
- **Financial standing remains robust** with healthy credit metrics and adequate liquidity to cover c.3 years' fixed costs under worst-case, zero-income scenario

Distribution Details

Last Day of Trading on "cum" basis	2 February 2021
Ex-Date	3 February 2021
Books Closure Date	4 February 2021
Distribution Payment	26 February 2021

2H 2020 - Financial Performance by Contract Types

Overall performance adversely impacted by COVID-19; higher master lease contributions due to acquisitions

ASCOTT RESIDENCE TRUST
A Member of CapitaLand

	Revenue (S$'mil)			Gross Profit (S$'mil)			RevPAU (S$)		
	2H 2020	2H 2019	% Change	2H 2020	2H 2019	% Change	2H 2020	2H 2019	% Change
Master Leases	43.8	36.2	21%	37.9	32.6	16%	n.a.	n.a.	n.a.
Management Contracts with Minimum Guaranteed Income[1]	7.4	17.6	-58%	3.1	7.3	-58%	25	157	-84%
Management Contracts[1]	110.2	212.8	-48%	20.1	90.4	-78%	50	158	-68%
Total	**161.4**	**266.6**	**-39%**	**61.1**	**130.3**	**-53%**	**49**	**158**	**-69%**

- **Master Leases (62% of total GP) :** Higher revenue and gross profit due to the addition of the A-HTRUST properties in Japan, South Korea and Singapore from 1 January 2020, and the acquisition of Quest Macquarie Park Sydney in February 2020
- **Management Contracts with Minimum Guaranteed Income (5% of total GP):** Lower revenue and gross profit due to lockdown measures and temporary property closures in Europe, partially offset by income top-up from the operator
- **Management Contracts (33% of total GP):** Lower revenue and gross profit due to weak demand for accommodation and temporary property closures in Japan and US, partially mitigated by the addition of the A-HTRUST properties in Australia from 1 January 2020

Note:
1. *The management contracts with minimum guaranteed income for 3 of the properties in United Kingdom expired on 30 April 2020 and were converted to management contracts from May 2020 for one year. For comparison purposes, the revenue, gross profit and REVPAU amounts of the three properties from July 2019 to December 2019 have been reclassified from the "Management Contracts with Minimum Guaranteed Income" category to "Management Contracts" category.*

FY 2020 - Financial Performance by Contract Types

Overall performance adversely impacted by COVID-19; higher master lease contributions due to acquisitions

ASCOTT RESIDENCE TRUST
A Member of CapitaLand

	Revenue (S$'mil)			Gross Profit (S$'mil)			RevPAU (S$)		
	FY 2020	FY 2019	% Change	FY 2020	FY 2019	% Change	FY 2020	FY 2019	% Change
Master Leases	101.9	74.6	37%	90.1	67.1	34%	n.a.	n.a.	n.a.
Management Contracts with Minimum Guaranteed Income[1]	25.8	47.7	-46%	9.5	19.1	-50%	58	167	-65%
Management Contracts[1]	242.2	392.6	-38%	50.0	166.4	-70%	59	150	-61%
Total	**369.9**	**514.9**	**-28%**	**149.6**	**252.6**	**-41%**	**59**	**152**	**-61%**

- **Master Leases (60% of total GP) :** Higher revenue and gross profit due to the addition of the A-HTRUST properties in Japan, South Korea and Singapore from 1 January 2020, and the acquisition of Quest Macquarie Park Sydney in February 2020
- **Management Contracts with Minimum Guaranteed Income (6% of total GP):** Lower revenue and gross profit due to lockdown measures and temporary property closures in Europe, partially offset by income top-up from the operator
- **Management Contracts (34% of total GP):** Lower revenue and gross profit due to weak demand for accommodation and temporary property closures in Japan and US, partially mitigated by the addition of the A-HTRUST properties in Australia from 1 January 2020

Note:
1. *The management contracts with minimum guaranteed income for 3 of the properties in United Kingdom expired on 30 April 2020 and were converted to management contracts from May 2020 for one year. For comparison purposes, the revenue, gross profit and REVPAU amounts of the three properties from May 2019 to December 2019 have been reclassified from the "Management Contracts with Minimum Guaranteed Income" category to "Management Contracts" category.*

Asia Pacific Makes Up >70% of Total Gross Profit

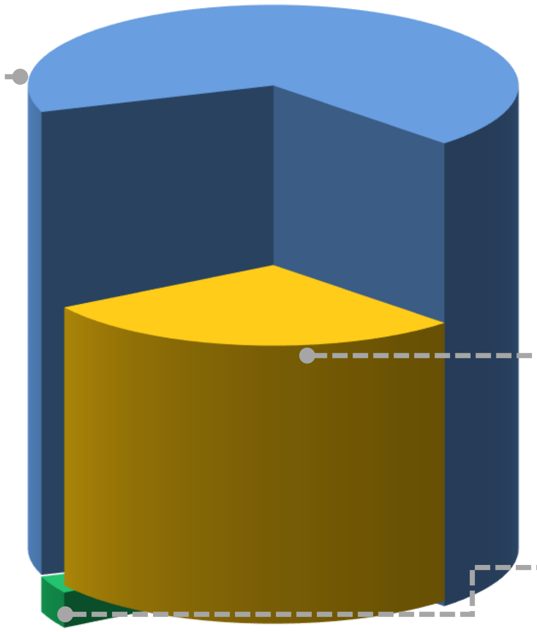
Master leases and long-stay markets in Asia Pacific key contributors to gross profit

ASCOTT RESIDENCE TRUST
A Member of CapitaLand

2H 2020 Gross Profit Contribution

8 key markets contributed **83.1%** of total gross profit

Asia Pacific	78.5%
Australia	**13.0%**
China	**8.3%**
Indonesia	1.5%
Japan	**30.3%**
Malaysia	-0.1%
Philippines	-0.6%
Singapore	**13.6%**
South Korea	2.9%
Vietnam	**9.6%**



Europe	27.4%
Belgium	0.8%
France	**11.1%**
Germany	11.3%
Spain	1.1%
United Kingdom	**3.1%**

The Americas	-5.9%
USA	**-5.9%**

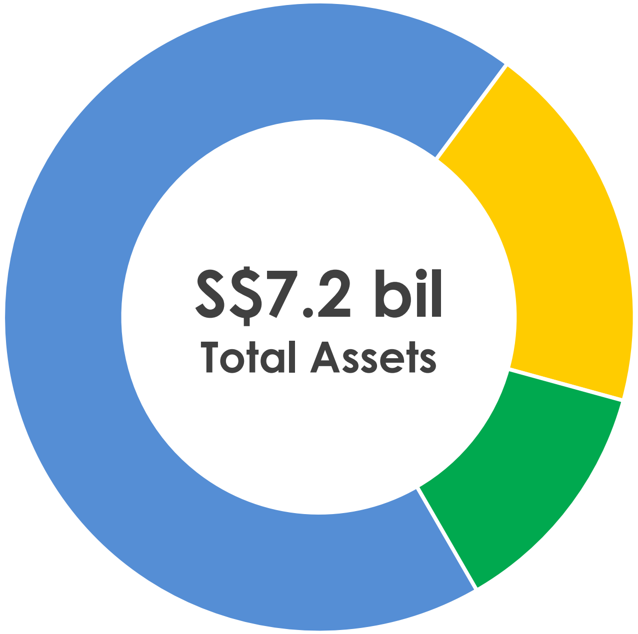
Master Leases
Management Contracts with Minimum Guaranteed Income
Management Contracts

Note: Markets in bold are ART's 8 key markets.

Diversified Portfolio with No Concentration Risk

Offers resilience during unprecedented times

Asia Pacific	69.5%
Australia	**13.9%**
China	**8.2%**
Indonesia	1.4%
Japan	**21.0%**
Malaysia	0.6%
Philippines	2.5%
Singapore	**15.9%**
South Korea	2.6%
Vietnam	**3.4%**



Europe	19.7%
Belgium	0.9%
France	**7.4%**
Germany	3.8%
Spain	1.0%
United Kingdom	**6.6%**

The Americas	10.8%
USA	**10.8%**

35 *Master Leases*

4 *MCMGIs*[1]

45 *Management Contracts*

Note: Excludes lyf one-north Singapore and Somerset Liang Court Singapore which are currently under development

Notes: Above as at 31 December 2020. Markets in bold are ART's 8 key markets.

1. *MCMGI refers to Management Contracts with Minimum Guaranteed Income*

Portfolio Updates

Ascott Orchard Singapore

Investment & Portfolio Reconstitution Strategy

Pivoting towards longer-stay accommodation asset classes

ASCOTT RESIDENCE TRUST
A Member of CapitaLand

Recycling capital into higher-yielding investments with a focus on increasing proportion of stable income

Divestments at premium to book value

Investments in longer-stay asset classes

Development projects

Unlocking Value Through Divestments

Divesting properties that have reached their optimal stage of life cycle at attractive premium to book value despite COVID-19

ASCOTT RESIDENCE TRUST
A Member of CapitaLand

Ascott Guangzhou

Sale price of RMB 780 mil, (c.S$159 mil)

52% above book value

Exit yield of c.3%

Net gain of S$28.9 mil

Completed in December 2020

New Somerset Azabu East Tokyo

Sale price of JPY 5.9 bil, (c.S$76 mil)

63% above book value

Exit yield c.2%

Net gain of S$30.6 mil

Completed in December 2020

Citadines Didot Montparnasse Paris

Sale price of EUR 23.6 mil, (c.S$36 mil)

69% above book value

Exit yield of c.5%

Net gain of S$4.7 mil

Target completion in 1Q 2021

New Citadines City Centre Grenoble

Sale price of EUR 8.1 mil, (c.S$13 mil)

35% above book value

Exit yield of c.5%

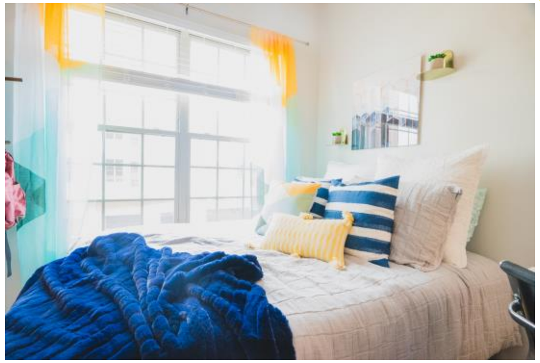
Net gain of c.S$44k

Target completion in 1Q 2021

Note:
1. Exit yield is computed based on 2019 Net Operating Income / Earnings Before Interest, Taxes, Depreciation and Amortization

First Foray into Purpose-built Student Accommodation

Riding the growth of the world's largest student housing market

For more details, please refer to the announcement, presentation slides and news release on the acquisition.

New

Signature West Midtown

Location	800 Marietta Street NW, Atlanta, Georgia, USA
Purchase consideration	US$95.0 mil (S$126.3 mil)
Total acquisition cost (incl. transaction cost)	US$97.9 mil (S$130.2 mil)
Land tenure	Freehold
Net rentable area	215,895 square feet
Units / beds	183 / 525
Key educational institution	Georgia Institute of Technology
Contract type	Management contract
Ave occupancy	c.95%[1]
Ave length of stay	1 year
DPS accretion	4.4%
Expected completion of acquisition	End-1Q 2021

- **Quality, freehold property in the heart of Atlanta**
- **Walking distance to a reputable university,** Georgia Institute of Technology, which has strong enrolment growth
- **Stable source of income** with high occupancy, long length of stay, and largely domestic student base

Note:
1. For the full year of 2020

Continuous Efforts to Enhance Portfolio and Create Value

Rejuvenating the portfolio with new developments

ASCOTT RESIDENCE TRUST

A Member of CapitaLand

Redevelopment of Somerset Liang Court Singapore

- 192-unit Somerset serviced residence with hotel licence in the popular riverfront lifestyle and entertainment Clarke Quay precinct
- Sale of partial GFA **completed on 15 July 2020** and **S$163.3 mil of cash proceeds collected**
- **Demolition works underway and construction expected to commence in 3Q 2021**
- Development expected to **complete in 2025**

Development of lyf one-north Singapore

- 324-unit coliving property located in the **vibrant research and business hub** of one-north, Singapore
- Development update:
  - Structural works underway and expected to complete in 1Q 2021
  - Other internal architectural and mechanical & engineering works are also in progress
- Expected to **complete in 4Q 2021**

Note: Expected opening dates and property details are subject to change

Predominantly Long-stay Portfolio with Mix of Stable and Growth Income

No master leases due for renewal in 2021

ASCOTT RESIDENCE TRUST
A Member of CapitaLand

57 Serviced residences

18 Hotels / Business hotels

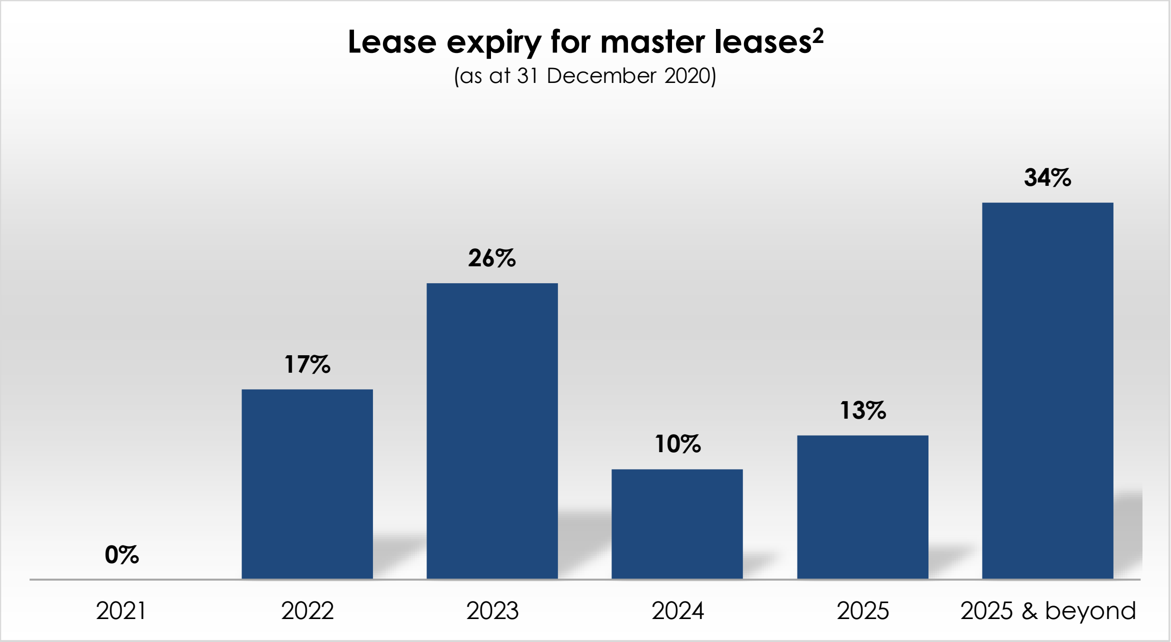
11 Rental housing

35 Master Leases

4 MCMGI[1]

45 Management Contracts

Note: Excludes lyf one-north Singapore and Somerset Liang Court Singapore which are currently under development



Update as at 31 December 2020:
Master lease amendment agreements were entered into to revise the rent structure and/or extend the term of the master lease agreements expiring in 2020 and 2021 by 2 to 3 years

Notes:
Above as at/for period ended 31 December 2020 unless otherwise stated
1. *MCMGI refers to Management Contracts with Minimum Guaranteed Income*
2. *Percentage of gross rental income for master leases expiring during the respective periods over the total gross rental income for all master leases; excludes WBF Hotel Kitasemba East and WBF Hotel Kitasemba West which will be converted to management contracts in 2021*

Key Country Updates

Citadines Connect Sydney Airport, Australia

2H 2020 - 8 Key Markets Performance

		Revenue (LC 'mil)			Gross Profit (LC 'mil)			RevPAU (LC)		
		2H 2020	2H 2019	% Change	2H 2020	2H 2019	% Change	2H 2020	2H 2019	% Change
Master Leases										
Australia	AUD	2.8	3.8	-26%	2.5	3.6	-31%	n.a.	n.a.	n.a.
France	EUR	5.2	11.0	-53%	4.1	10.1	-59%	n.a.	n.a.	n.a.
Japan	JPY	1,037.1	-	n.m.	912.8	-	n.m.	n.a.	n.a.	n.a.
Singapore	S$	9.5	8.1	17%	8.1	6.7	21%	n.a.	n.a.	n.a.
Management Contracts with Minimum Guaranteed Income (MCMGI)										
United Kingdom[1]	GBP	1.6	2.6	-38%	1.1	1.3	-15%	34	148	-77%
Management Contracts (MC)										
Australia	AUD	36.0	16.9	113%	5.6	6.1	-8%	46	132	-65%
China	RMB	92.3	128.8	-28%	25.4	48.3	-47%	326	446	-27%
Japan[2]	JPY	1,117.9	2,248.9	-50%	517.5	1,150.2	-55%	1,793	12,000	-85%
Singapore	S$	2.6	14.1	-82%	0.3	6.3	-95%	70	217	-68%
United Kingdom[1]	GBP	2.4	14.4	-83%	-	6.4	-100%	21	145	-86%
USA	USD	9.4	43.2	-78%	-2.6	17.3	-115%	49	229	-79%
Vietnam[3]	VND	194.0	361.0	-46%	97.5	191.5	-49%	773	1,665	-56%

Notes:
1. *Management contracts with minimum guaranteed income for 3 properties in the United Kingdom, Citadines Barbican London, Citadines Holborn-Covent Garden London and Citadines Trafalgar Square London, were converted to Management Contracts from May 2020. For comparison purposes, revenue, gross profit and RevPAU amounts for 2H 2019 have been reclassified from the "Management Contracts with Minimum Guaranteed Income" category to "Management Contracts" category.*
2. *RevPAU for Japan relates to serviced residences and excludes rental housing.*
3. *Revenue and gross profit figures for Vietnam are stated in billions and RevPAU is stated in thousands.*

FY 2020 - 8 Key Markets Performance

		Revenue (LC 'mil)			Gross Profit (LC 'mil)			RevPAU (LC)		
		FY 2020	FY 2019	% Change	FY 2020	FY 2019	% Change	FY 2020	FY 2019	% Change
Master Leases										
Australia	AUD	7.1	7.6	-7%	6.5	7.2	-10%	n.a.	n.a.	n.a.
France	EUR	15.7	21.7	-28%	13.6	19.8	-31%	n.a.	n.a.	n.a.
Japan	JPY	2,243.2	-	n.m.	1,997.1	-	n.m.	n.a.	n.a.	n.a.
Singapore	S$	21.8	18.6	17%	19.0	15.8	20%	n.a.	n.a.	n.a.
Management Contracts with Minimum Guaranteed Income (MCMGI)										
United Kingdom[1]	GBP	8.5	13.1	-35%	3.8	5.3	-28%	62	129	-52%
Management Contracts (MC)										
Australia	AUD	75.9	31.0	145%	8.6	11.6	-26%	53	134	-60%
China	RMB	179.3	257.2	-30%	57.3	102.8	-44%	311	449	-31%
Japan[2]	JPY	2,465.3	4,564.6	-46%	1,142.5	2,392.0	-52%	2,848	12,107	-76%
Singapore	S$	12.8	26.7	-52%	6.4	11.5	-44%	123	207	-41%
United Kingdom[1]	GBP	3.0	19.2	-84%	-0.1	8.5	-101%	18	145	-88%
USA	USD	23.9	78.7	-70%	-5.0	30.0	-117%	63	210	-70%
Vietnam[3]	VND	422.7	710.8	-41%	215.8	383.3	-44%	860	1,626	-47%

Notes:
1. *Management contracts with minimum guaranteed income for 3 properties in the United Kingdom, Citadines Barbican London, Citadines Holborn-Covent Garden London and Citadines Trafalgar Square London, were converted to Management Contracts from May 2020. For comparison purposes, revenue, gross profit and RevPAU amounts for May 2019 to December 2019 have been reclassified from the "Management Contracts with Minimum Guaranteed Income" category to "Management Contracts" category.*
2. *RevPAU for Japan relates to serviced residences and excludes rental housing.*
3. *Revenue and gross profit figures for Vietnam are stated in billions and RevPAU is stated in thousands.*

Australia

Alternative sources of business mitigate lack of interstate travel


Citadines Connect Sydney Airport

Partial lockdown and contact tracing measures in states with rising infections

International borders generally closed to non-residents

Several state borders closed to travellers from New South Wales, Queensland and Victoria

14% of total assets: **4** Master Leases; **9** Management Contracts

- **Higher revenue y-o-y** due to maiden contributions from 6 A-HTRUST properties[1] and Quest Macquarie Park Sydney
- **2H 2020 RevPAU decreased 65% to AUD 46[2]** as several states imposed interstate travel restrictions to contain the spread of COVID-19
- **Block bookings** from Australia's government, military and healthcare workers were pursued in 2H 2020, **mitigating the lack of interstate travel**
- **Rental waiver provided to master lessees** in compliance with Australia's mandatory code of conduct
- **Block bookings in 1Q 2021** include:
  - Government contract with Pullman Sydney Hyde Park and Novotel Sydney Central
  - Bookings for Australian Open tennis competition at Pullman and Mercure Melbourne Albert Park and Citadines on Bourke Melbourne
- **Large-scale events** such as Australian Grand Prix **postponed or scaled down**
- **Pent-up demand from corporate and leisure segments observed**; bookings expected to pick up when borders are reopened

Notes: Updates on travel and movement restrictions above as at 17 January 2021

1. *6 A-HTRUST properties were acquired on 31 December 2019 and Quest Macquarie Park Sydney was acquired on 12 February 2020*
2. *Pertains to the properties under management contracts only*

China

Long stays offer resilience amid localised outbreaks

Somerset Xu Hui Shanghai

Localised lockdowns imposed on areas experiencing a resurgence

International borders remain closed except for green lane arrangements

Domestic travel to areas experiencing a resurgence discouraged

8% of total assets: **6** Management Contracts

- **Revenue and gross profit fell y-o-y;** gross profit decline partially mitigated by wage subsidies, property tax rebates and a decrease in other expenses
- **RevPAU decreased 27% y-o-y to RMB 326 in 2H 2020 but increased from 3Q to 4Q**
- **Above-market portfolio occupancy of 60% in 2H 2020** supported by long stays and driven by recovery in domestic demand
- **First-tier cities registered a stronger performance** than the second-tier cities
- **Corporate, industrial and MICE activities have resumed** and enquiries for long stays continue to be healthy
- **Sporadic outbreaks and stricter controls** in China have curtailed demand from project groups and expatriates; **recovery momentum expected to continue** once the spread is contained
- **Divestment** of Citadines Xinghai Suzhou and Citadines Zhuankou Wuhan **has been terminated**; ART to retain c.RMB 47.5 mil (c.S$9.5 mil) of deposits as termination compensation
- **Divestment of Ascott Guangzhou completed in December 2020;** net proceeds of S$127 mil received

Note: Updates on travel and movement restrictions above as at 17 January 2021

France

Extension of master lease agreements amid challenging operating environment

Citadines Montmartre Paris

Lockdowns in April and November 2020; no full lockdown currently but national curfew and other restrictions in place

International borders reopened to countries outside Schengen Zone but with COVID-19 tests and self-isolation requirements

Travel between regions generally allowed except during curfew

7% of total assets: **17** Master Leases

- **Revenue and gross profit declined y-o-y** mainly due to rent abatement of EUR 5.0 mil in December 2020 and extension of 4 expired master leases[1] on variable rent terms in March 2020
- **Domestic leisure travel peaked in summer**, particularly in regional France, but fizzled out in 4Q 2020 due to a **resurgence of the virus**
- **Fewer hotel closures in France and booking cancellations** during the second lockdown in 4Q 2020 compared to the first
- **Extended-stay bookings** from **student and arts and cultural groups** in 2H 2020 are expected to continue through 1Q 2021, supporting occupancies
- **Situation remains fragile** as COVID-19 caseloads continue to be high; **5 ART properties temporarily closed**[2] to consolidate resources
- **Master lease amendment agreements** entered into to revise the rent structure and/or extend the term of the master lease agreements expiring in 2020 and 2021 by 2 to 3 years
- **Divestment of Citadines Didot Montparnasse Paris and Citadines City Centre Grenoble** target to complete by 1Q 2021

Notes: Updates on travel and movement restrictions above as at 17 January 2021

1. *The 4 properties are Citadines Castellane Marseille, Citadines Austerlitz Paris, Citadines République Paris and Citadines Maine Montparnasse Paris*
2. *The 5 properties are Citadines Les Halles Paris, Citadines Republique Paris, Citadines Maine Montparnasse Paris, La Clef Louvre Paris and Citadines Croisette Cannes*

Japan

Domestic travel demand curtailed by restrictions

Citadines Shinjuku Tokyo

State of emergency declared in major prefectures from January to February 2021

Business travel and entry of non-resident foreign nationals halted

Non-essential outings discouraged

21% of total assets: **5** Master Leases; **3** serviced residences under Management Contracts (MC) and **11** rental housing properties under MC

- Fixed rent from **master leases** and resilient contribution from **rental housing properties** (high occupancies of >90%) mitigated weak performance of other properties under MC
- **Revenue and gross profit decreased y-o-y** due to the absence of transient travellers and temporary closure of 2 properties in Osaka[1]; **2H 2020 RevPAU decreased 85% to JPY 1,793[2]**
- **Some uplift from domestic travel 'Go To' campaign before it was suspended** as regional travel boom led to a surge in COVID-19 cases

- Subject to finalisation:
  - WBF Honmachi will continue to operate under master lease
  - WBF Hotel Kitasemba East and WBF Hotel Kitasemba West will operate under management contracts with revised rent structure but shall remain closed for now due to poor market conditions
- **Divestment of Somerset Azabu East Tokyo successfully completed** in December 2020, at JPY 5.9 bil (c.S$76 mil), 63% above book value
- **Outlook expected to remain challenging** as **state of emergency** has been declared in major prefectures due to rising infections

Notes: Updates on travel and movement restrictions above as at 17 January 2021

1. *The 2 closed properties are WBF Hotel Kitasemba East and WBF Hotel Kitasemba West*
2. *Pertains to the properties under management contracts only*

Singapore

Occupancies supported by government-contracted business

- **Currently in Phase 3 of reopening**
- **International borders remain closed except for green lane arrangements**
- **Hotels approved by Singapore Tourism Board can accept staycation bookings**

16% of total assets: **2** Master Leases; **1** Management Contract[1]

- **Revenue from management contracts decreased 82%** mainly due to the sale of partial GFA of Somerset Liang Court Singapore (SLC) on 15 July 2020; on a same-store basis, revenue declined 46%
- **Maiden contributions from Park Hotel Clarke Quay** (PHCQ)[2] partially mitigated the loss of income from SLC
- **2H 2020 RevPAU decreased 68% to S$70** mainly due to lower room rates as ART's properties were block booked by the government
- Citadines Mount Sophia Singapore expected to remain **block booked by the government in 1Q 2021**
- PHCQ **ceased being a government quarantine facility** in December 2020 and has been taking staycation bookings since
- Ascott Orchard Singapore received **healthy demand for staycations** during the year-end holiday season
- **Rental waiver provided to master lessees** in compliance with Singapore's Rental Relief Framework
- **COVID-19 situation under control** as Singapore enters Phase 3 of reopening and begins vaccinations
- **Demolition works for Somerset Liang Court Singapore** are underway; construction expected to commence in 3Q 2021

Notes: Updates on travel and movement restrictions above as at 17 January 2021

1. *Excludes SLCwhich was divested in July 2020 and currently under development*
2. *PHCQ was acquired on 31 December 2019*

United Kingdom

Outlook uncertain on lockdown measures

Citadines South Kensington London

Third national lockdown with effect from 4 January 2021 until at least mid-February 2021

International borders open to countries under airbridge arrangements

People cannot leave their homes except for essential needs

7% of total assets: **3** Management Contracts (MC)[1]; **1** Management Contract with Minimum Guaranteed Income (MCMGI)

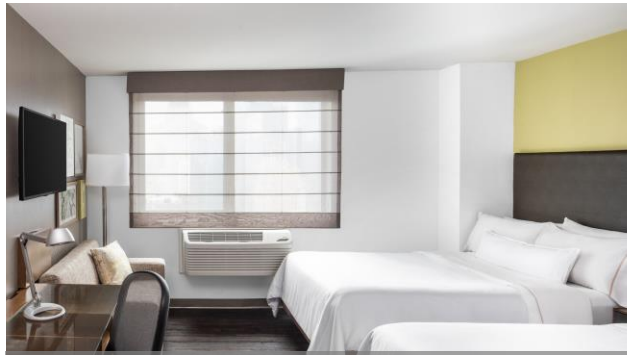
- **Revenue and gross profit decreased y-o-y** due to lower occupancies during the lockdown
  - **Income top-up mitigated** the lower revenue at Citadines South Kensington, under MCMGI arrangement
  - Decline in gross profit was partially mitigated by wage susbidies, lower property tax and other expenses
- **2H 2020 RevPAU decreased 84% to GBP 23**
- **Long stay bookings by student groups and residential leases** in 2H 2020 expected to continue cushioning occupancies in 1Q 2021
- **Occupancies increased in 4Q 2020** as domestic travel picked up gradually but expected to be **under pressure in 1Q 2021** as United Kingdom undergoes a third national lockdown
- **Travel to and within the UK expected to remain limited** in the near term with the spread of the new COVID-19 strain; several countries have banned travel to the UK

Notes: Updates on travel and movement restrictions above as at 17 January 2021

1. From 1 May 2020, 3 MCMGI, upon their expiry, were converted to management contracts for 1 year

United States

Supported by block bookings from alternative business segments



Element New York Times Square West

Most states have reopened but some have reintroduced curfews and restrictions as caseloads increase

Entry closed to travellers from certain countries

Domestic travel generally permitted but travellers from certain states subject to quarantine

11% of total assets: **3** Management Contracts

- **Revenue decreased y-o-y** due to a decline in transient leisure stays and **temporary closure of Element New York Times Square West** from late August to early December 2020
- **2H 2020 RevPAU decreased 79% to USD 49**
- **Block bookings partially mitigated absence of transient demand**
  - Hotel Central Times Square (formerly known as DoubleTree by Hilton Hotel New York - Times Square South) from June 2020
  - Sheraton Tribeca New York from December 2020
- **Challenging market conditions expected to persist** as COVID-19 caseloads remain elevated; block booking at Sheraton Tribeca New York to support occupancies in 1Q 2021
- Lodging demand expected to remain **driven by leisure segment** as major companies in New York City have not returned to the office and office re-openings have been pushed back
- **Rebranding and renovation of Hotel Central Times Square** expected to commence in 2Q 2021 and rebranded property to be launched in 3Q 2021; hotel to remain operational during the renovation

Note: Updates on travel and movement restrictions above as at 17 January 2021

Vietnam

Stability from corporate long stays

Somerset Ho Chi Minh City

COVID-19 situation under control except for localised lockdown imposed in Danang from July to September 2020

International borders generally remain closed except to selected officials and skilled workers

Domestic travel permitted

3% of total assets: **4** Management Contracts

- **Revenue and gross profit declined y-o-y** due to divestment of Somerset West Lake Hanoi in October 2019 and weak corporate demand due to COVID-19
- **2H 2020 RevPAU decreased 56% to VND 733,000**
- **Travel sentiment in 2H 2020 was dampened** following a second wave of outbreak in Danang
- **Occupancies remained resilient, supported by corporate long stays**
- Other opportunities pursued included working with authorities and embassies to serve **diplomats** on self-isolation or long stays, as well **as experts and expatriates in search of long-stay accommodation**
- **COVID-19 situation generally under control; fewer self-isolation bookings expected** with the suspension of international commercial flights and stricter quarantine requirements for travellers upon arrival
- **ART's properties remain operational** despite many hotels being closed; **long stays** continue to provide a healthy occupancy base

Note: Updates on travel and movement restrictions above as at 17 January 2021

Portfolio Valuation

Citadines Barbican London, United Kingdom

Portfolio Valuation

Impacted by COVID-19

Country	Currency	Valuation as at 31 Dec 2020[2] (local currency)	Valuation as at 31 Dec 2019[2] (local currency)	Variance (%)
Australia	AUD	920.3	983.9	-6%
Belgium	EUR	39.9	44.3	-10%
China	RMB	1,817.4	2,042.5	-11%
France	EUR	299.5	316.1	-5%
Germany	EUR	159.9	165.4	-3%
Indonesia	IDR[1]	1,005,000.0	1,056,338.0	-5%
Japan	JPY	105,192.0	107,033.0	-2%
South Korea	KRW	150,100.0	162,900.0	-8%
Philippines	PHP	4,895.0	5,127.0	-5%
Malaysia	MYR	134.0	147.0	-9%
Singapore	SGD	1,076.6	1,085.2	-1%
Spain	EUR	40.9	45.4	-10%
United Kingdom	GBP	249.9	280.7	-11%
USA	USD	371.6	449.9	-17%
Vietnam	VND	3,895.9	4,271.5	-9%

- **7% decline in total property value** as at 31 December 2020, compared to 31 December 2019
- Mainly due to **weaker performance** of the properties on the back of COVID-19 and **higher cap rates and discount rates**

Notes:
Valuations are stated in millions, with the exception of Vietnam, which is stated in billions.
1. *Valuations are stated in Indonesian Rupiah as a result of the change of reporting currency to Indonesian Rupiah from US Dollars of the investment holding entities, effective from 1 January 2020.*
2. *Excludes assets held for sale, divested and acquired in 2020.*

Capital and Risk Management

Sotetsu Grand Fresa Tokyo-Bay Ariake

Strong Financial Capacity & Healthy Liquidity Position

Debt headroom of c.S$1.9 bil for potential investment opportunities

ASCOTT RESIDENCE TRUST
A Member of CapitaLand

Strong **capital management**

S$1.15
NAV per Unit

51%
Total assets in foreign currency hedged

2.6% (gain)
Impact of foreign exchange after hedges on gross profit for FY 2020

Robust **financing flexibility**

36.3%
Gearing
(c. S$1.9 bil debt headroom[1])

Interest cover
2.2X[2]

1.8%
per annum
Low effective borrowing cost

70%
of property value unencumbered

BBB (Negative Outlook)
Fitch Ratings

Fortifying **liquidity reserves**

c.S$1.05 bil
Total available funds

=

c.S$490 mil
Cash on-hand

+

c.S$560 mil
Available credit facilities and net divestment proceeds to be received[3]

Notes:
Above as at/for period ended 31 December 2020.
1. *Refers to the amount of additional debt before reaching aggregate leverage of 50%*
2. *Refers to the 12-month trailing interest cover*
3. *Balances as at 31 December 2020; includes committed credit facilities amounting to approximately S$115 mil and outstanding proceeds from the ongoing divestments of Citadines Didot Montparnasse Paris and Citadines City Centre Grenoble*

Strong Financial Capacity & Healthy Liquidity Position

Diversified funding sources and well spread-out debt maturity profile

A Member of CapitaLand

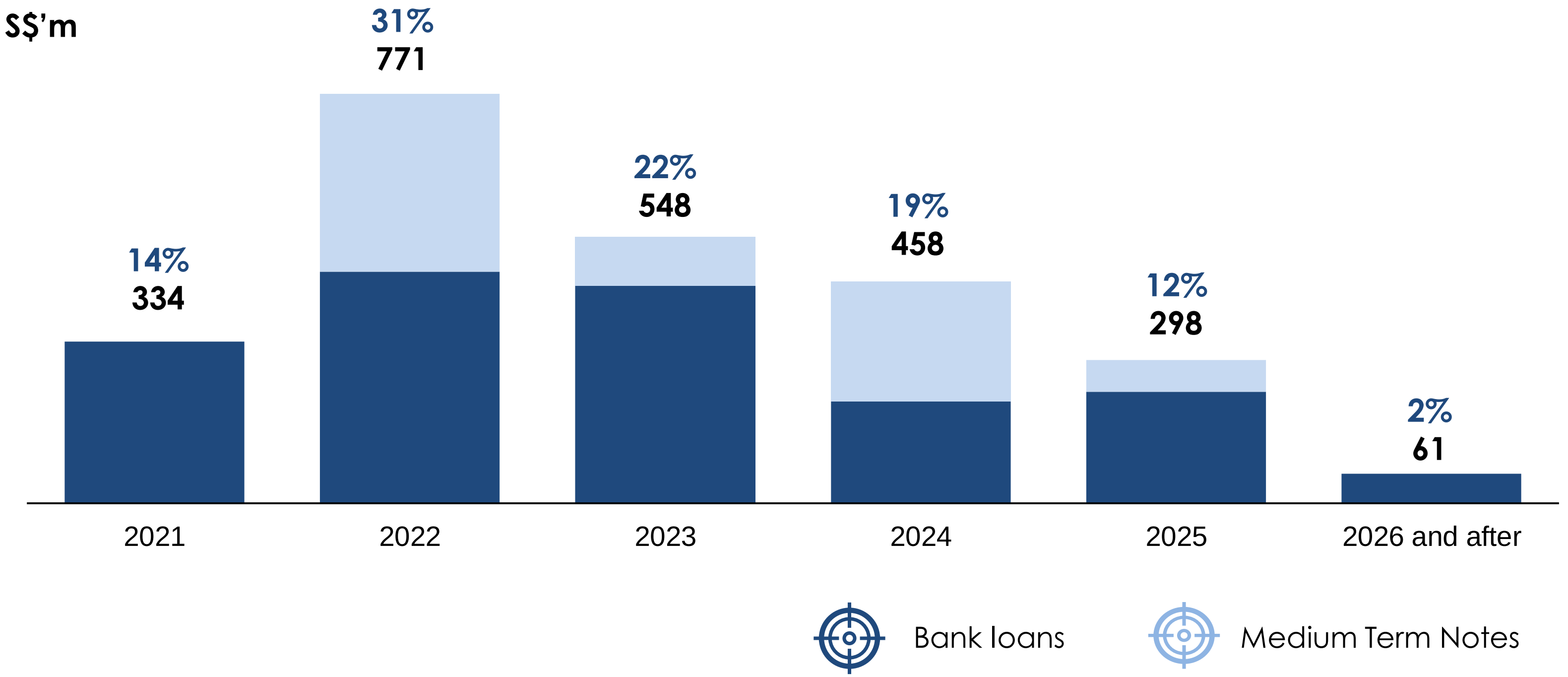
69% : 31%
Bank loans : Medium Term Notes

14%
Total debt due in 2021

79%
Total debt on fixed rates

2.9 years
Weighted average debt to maturity

Managing liquidity risks through diversified funding sources



- **Debt maturity profile extended** with successful refinancing of c.S$330 mil in debt in FY 2020
- **Maiden S$50 mil green loan** secured for the development of lyf one-north Singapore in January 2021
- **Debt covenant waivers obtained**
- **Lenders remain supportive**

Note:
As at 31 December 2020

Looking Ahead

lyf one-north, Singapore (Artist's Impression)
Concept Design by WOHA

The View Ahead

Pent-up demand, but near-term outlook challenging

ASCOTT RESIDENCE TRUST
A Member of CapitaLand

Pace of recovery dependent on easing of restrictions

- **Market conditions expected to remain challenging in the near term**, given the resurgence and new variants of the virus, as well as movement restrictions in various countries
- **Stable income sources and long stays expected to cushion the impact**
- **Pent-up domestic demand** observed in several markets but pace of recovery dependent on when restrictions are eased
- As vaccines become widely available, restart in travel is expected to be **led by domestic, free and independent segments**
- UNWTO expects a **rebound in international arrivals by 2H 2021**; recovery to 2019 levels could take 2.5 - 4 years[1]

Strengthening and future-proofing the portfolio

- **Expanding investment mandate and redeploying divestment proceeds into longer-stay lodging asset class for stable income**
- **Leveraging operational expertise of Sponsor and operators** – proactively sourcing for alternative business, preparing for the upturn with future-ready offerings
- **Cost containment measures and digital acceleration**
- **Strong financial position and disciplined capital management**

With its **scale**, **diversification**, predominantly **extended-stay** portfolio and **strong financial capacity & flexibility**, ART is well-positioned to **tide over the downturn**

Note:
1. Source: UNWTO




Thank you

ASCOTT
RESIDENCE
TRUST

A Member of CapitaLand