



## Q1 2007 Results

2<sup>nd</sup> May 2007

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  - Background and Structure of CDL Hospitality Trust
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# **Highlights**

## **Executive Summary (I)**



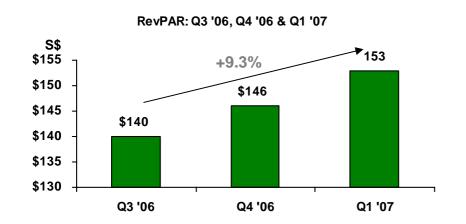
- Singapore visitor arrivals for Q1 2007 was more than 2.4 million representing 4.2% growth. STB's target for 2007 is 10.2 million visitors which is 4.7% growth from 2006.
- Strong Q1 2007 performance with CDL-HT hotels in Singapore
  - Average occupancy rate of 83.9%
  - Average daily rate of \$182
  - RevPAR of \$153 up 15.9% from prospectus projection
- Compared to Q1 2006, hotels have witnessed significant growth:
  - Occupancy up 9.1%
  - Average daily rates up 15.9%
  - RevPAR up 25.4%
- Strong Q1 2007 performance for CDL Hospitality Trusts:
  - Gross revenues up 29.6% from projections
  - DPU up 36.5% from projections

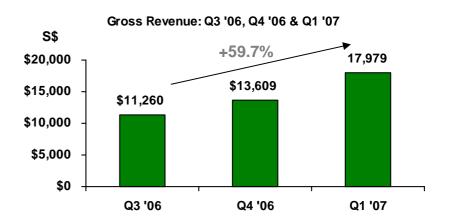


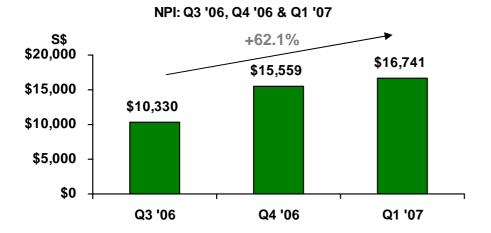
## Results for Q1 2007

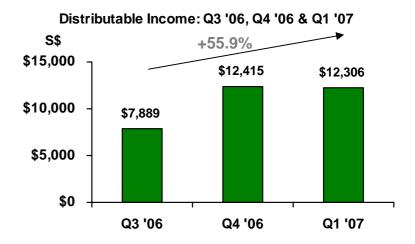
## Three Quarters Of Strong Growth







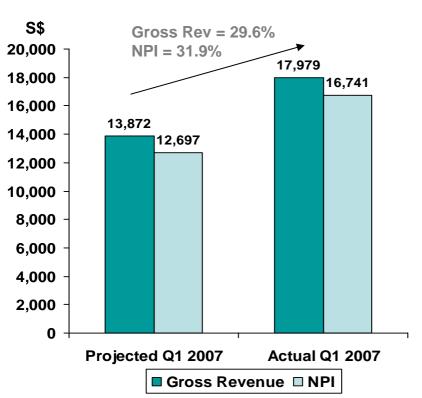




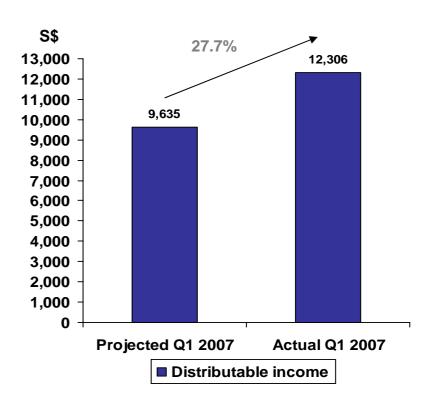
# Overall, Performance "Strong": Compared To Projected Q1 2007



Gross Revenue and NPI -Comparison For Projection Q1 2007 and Actual Q1 2007



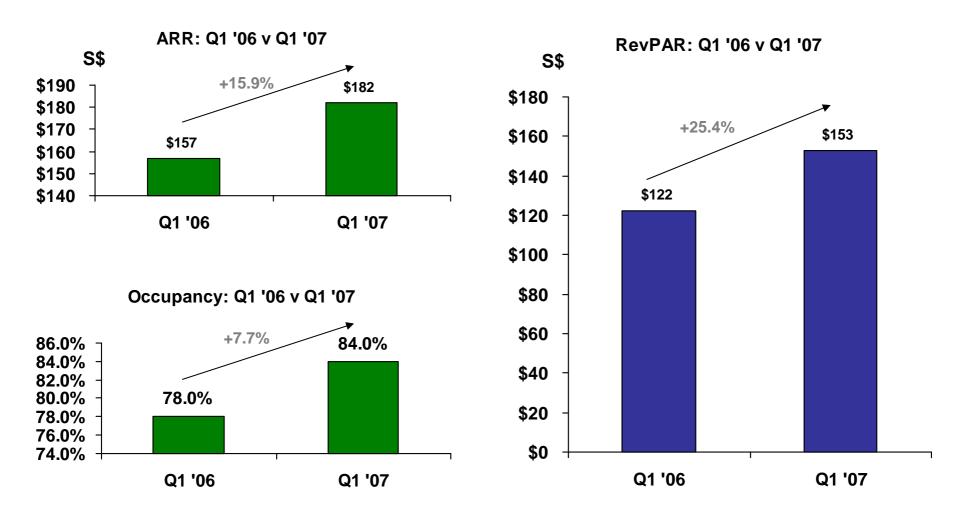
Distributable Income Comparision For Projection Q1
2007 and Actual Q1 2007



Note: Projections for Q1 2007 are based on management's projections for the year ending 31/12/07 shown in the Prospectus pro-rated for the period from 01/01/07 to 31/03/07

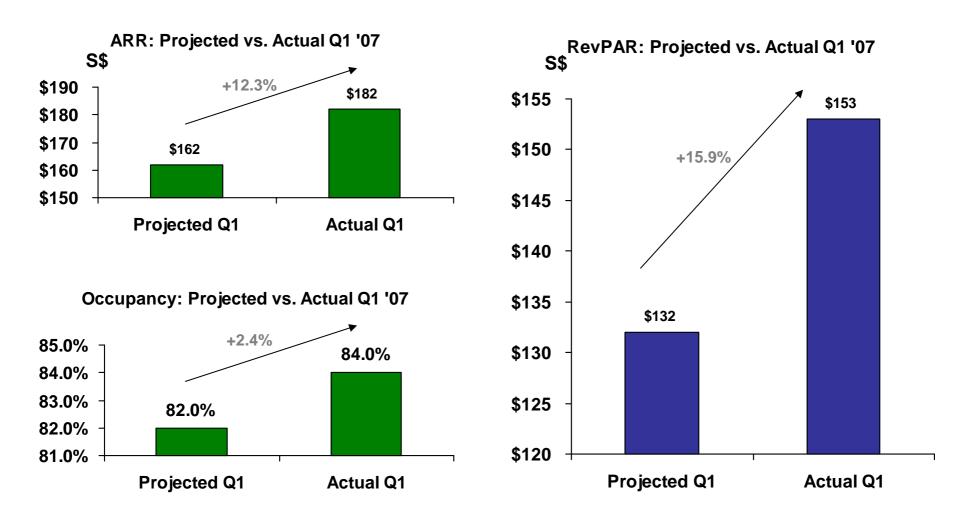
# Strong Year-On-Year Growth: Pro-Forma Indicative Comparison





# Overall Q1 Performance Is Strong: Projected vs. Actual





Note: 2,637 room nights were taken out of the Orchard Hotel's room inventory for rectification works.

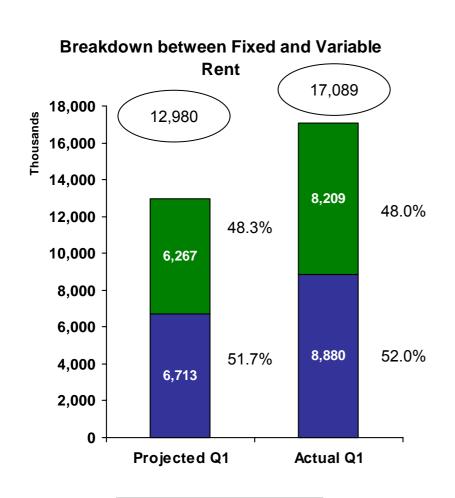
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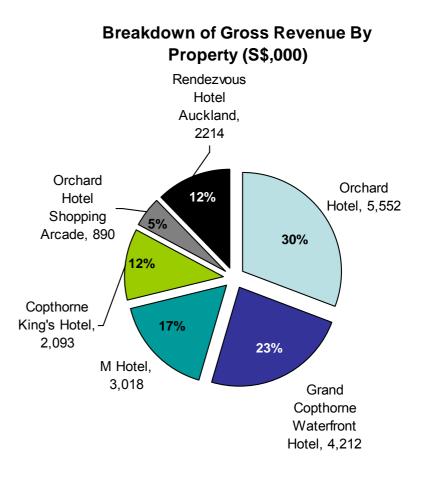


## **Breakdown of Performance**

# H-REIT Revenue Streams More Diversified







■ Fixed Rent ■ Variable Rent

Note: Projections for Q1 2007 are based on management's projections for the year ending 31/12/07 shown in the Prospectus pro-rated for the period from 01/01/07 to 31/03/07



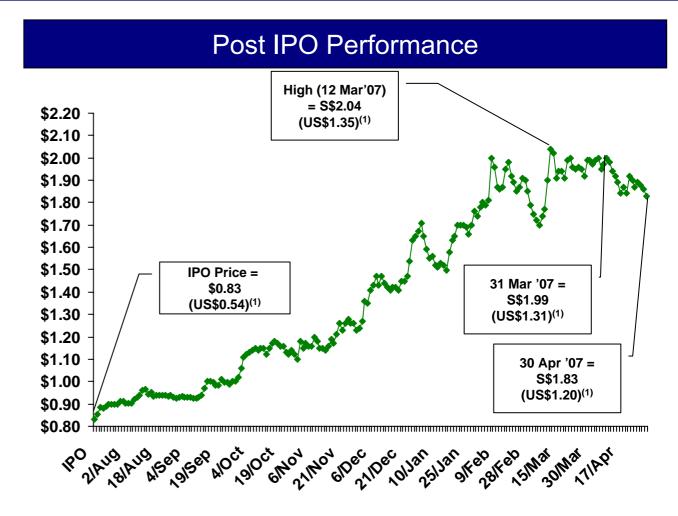
## Annex A - Background to CDL Hospitality Trusts

## **Background To CDL Hospitality Trusts**



### Background

- IPO on 19 July 2006
- Listed on SGX Mainboard
- Sponsored by Millennium
   & Copthorne Hotels plc
   (listed on LSE)
- First Hotel REIT in Asia ex Japan





## Annex B - Strengths of CDL Hospitality Trusts

## Strengths Of CDL Hospitality Trusts



- 1 Blue Chip Sponsor
- 2 Well Positioned Assets
- 3 Favourable Industry Fundamentals in Singapore
- 5 Growth Through Acquisitions
- 5 Growth Through Active Asset Management

## Blue Chip Sponsor With Global Brand





Listed in London Stock Exchange with market capitalisation of ~£2.03 billion as at 30 Apr 2007

## Strengths Of CDL Hospitality Trusts



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# Overview Of Current Portfolio: Singapore





	Orchard Hotel	Grand Copthorne Waterfront Hotel	M Hotel	Copthorne King's Hotel	Orchard Hotel Shopping Arcade	Total
Number of Rooms	653	550	413	310	N/A	1,926
Car Park Lots	454	287	237	77	N/A	1,055
# of F&B Outlets	5	4	4	4	N/A	17
Meeting space	13 rooms (20,000 sq ft)	34 rooms (65,000 sq ft)	9 rooms (11,380 sq ft)	5 rooms (4,007 sq ft)	N/A	74,587 sq ft
Valuation	S\$384.9 m	S\$267.2 m	S\$191.0 m	S\$101.0 m	S\$35.1 m	S\$979.2 m
Valuation per room	S\$589,433	S\$485,818	S\$462,470	S\$325,806	S\$7,184 psm (S\$667 psf)	S\$490,187 <sup>(1)</sup>
Title	75-year leasehold interest commencing on the Listing Date with the exception of Copthorne King's Hotel which will be an approximately 61-year leasehold interest expiring on 31 January 2067					

<sup>(1)</sup> Excluding Orchard Hotel Shopping Arcade

<sup>(2)</sup> CBRE valuation as at 31 December 2006

# Overview Of Current Portfolio: Singapore And New Zealand





	Singapore Assets	New Zealand Asset	Total
Number of Rooms	1,926	455	2,381
Valuation	S\$944.1 m <sup>(1)</sup>	NZ\$113 m (S\$120.0 m) <sup>(2)</sup>	S\$1,064.1 m <sup>(1)</sup>
Valuation per room	S\$490,187 <sup>(1)</sup>	NZ\$248,352 (S\$263,749) <sup>(2)</sup>	S\$446,916 <sup>(2)</sup>
Title	Leasehold	Freehold	N/A

<sup>(1)</sup> Excluding Orchard Hotel Shopping Arcade

<sup>(2)</sup> At exchange rate of NS\$1 to S\$1.062

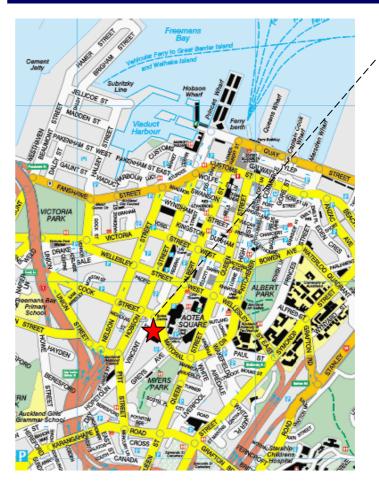
## Hotels Strategically Located



### **Singapore Hotels**

### **Orchard Hotel** Copthorne **M** Hotel **Grand** Copthorne King's Hotel Waterfront **Shopping Arcade** Hotel ORCHARD ROAD KALLANG BASIN BASAH SING APORE INTEGRATED RESORT SITE BUSINESS & FINANCIAL CENTRE

### **New Zealand Hotel**



Rendezvous Hotel Auckland

## Orchard Hotel, Singapore



### **Significant Highlights**

- 653 rooms
- Located in Orchard Road
- Newly renovated rooms
- Significant meeting facilities large columnless ballroom for large events
- Appeals to both corporate and leisure segment

#### **Accolades**

- Best Accommodation Experience 2005
- Executive Chef of the Year 2006
- Asian Ethnic Chef of the Year 2005 & 2006
- Asian Ethnic Restaurant of the Year 2005





# Grand Copthorne Waterfront, Singapore



### **Significant Highlights**

- ◆ 550 rooms 11 new rooms added on 1 January 2007 to room inventory from conversion of certain areas into hotel rooms
- Located between CBD and Orchard Road
- Close to proposed BFC and IR
- One of the largest conference facilities in Singapore
- Well positioned for the MICE market

#### **Accolades**

- Best Meetings & Conventions Hotel 2006
- Winner of Chef RAS 2006 competition



# M Hotel, Singapore



### **Significant Highlights**

- ♦ 413 rooms
- ◆ Located in the heart of the financial district
- Close to proposed BFC and IR
- Completed refurbishment in 2003
- Strong following of business travellers







# Copthorne King's Hotel, Singapore



### **Significant Highlights**

- ♦ 310 rooms
- Located between CBD and Orchard Road
- Completed refurbishment in 2004
- Strong corporate segment focus







# Orchard Hotel Shopping Arcade, Singapore



Net Lettable Area	4,886.2 sq m
Occupancy <sup>(1)</sup>	92%
Average rental psf <sup>(1)</sup>	S\$6.10
Valuation	S\$35.1 m
Valuation psm (psf)	S\$7,184 psm (S\$667 psf)
Lease Term	75 years from Listing Date





## Rendezvous Hotel Auckland, New Zealand



### **Significant Highlights**

- 455 rooms largest hotel in Auckland by rooms
- Freehold
- Located in the central business district and next to a major conference centre







## Strengths Of CDL Hospitality Trusts

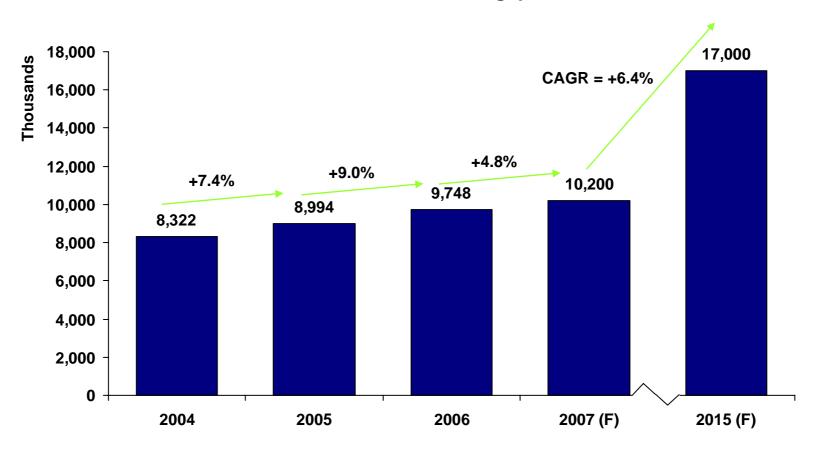


- 1 Blue Chip Sponsor
- 2 Well Positioned Assets
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# Strong Growth In Visitor Arrivals In Singapore – Historical and Forecast



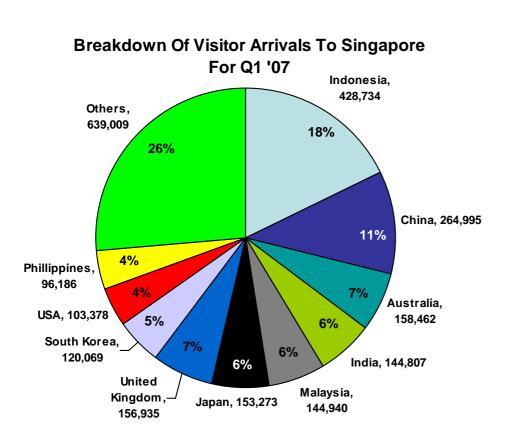
#### **Visitor Arrivals In Singapore**



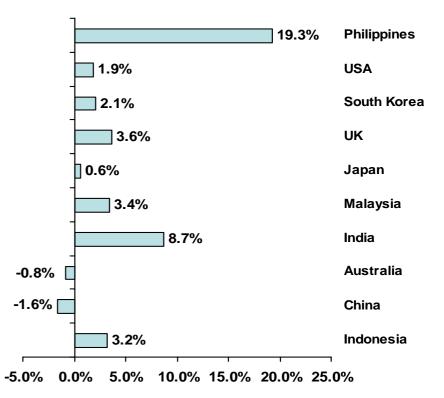
■ Visitor Arrivals (Full year)

# Significant Growth From Many Of The Top 10 Visitor Arrival Countries



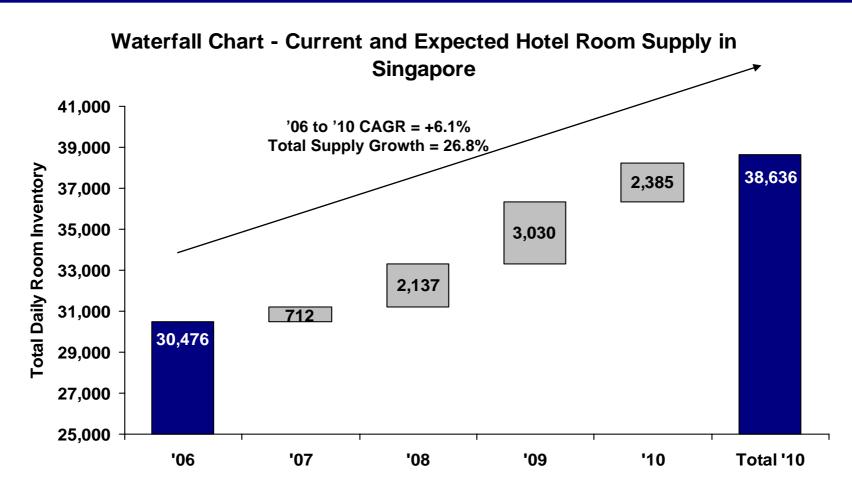


#### Q1 '06 To Q1 '07 Year On Year Growth In Top 10 Visitor Arrival Countries For Singapore



# Minimal Hotel Room Supply Expected In 2007 And 2008 With IR's in 2009 & 2010



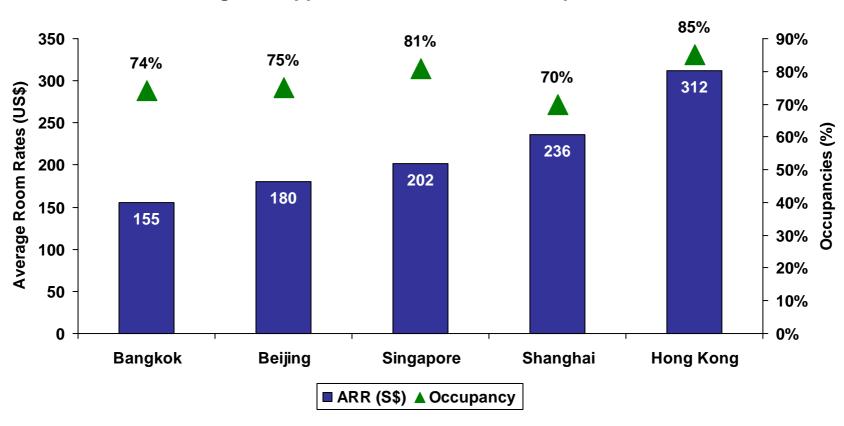


# Potential To Grow Average Room Rates In Singapore





### Regional Upper Tier<sup>(1)</sup> Hotel Market Comparision<sup>(2)</sup>



Note: (1) Comprises 4- and 5-star hotels

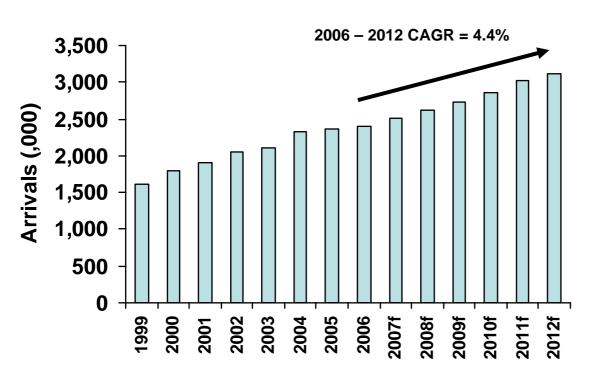
(2) YTD Dec 2006

Source: Jones Lang LaSalle Hotels, Industry Sources

# Steady Growth In International Arrivals To New Zealand



### NZ International Tourist Arrivals



### Favourable Sentiment For NZ

- Total visitor nights expected to grow at an average rage of 4.9% p.a., rising to 59.8 mil in 2012
- Growth underpinned by increasing exposure of New Zealand in high profile and successful films like Lord of the Rings, King Kong and Chronicles of Narnia
- Cap rate compression likely to occur as has been the case in Australia

Source : New Zealand Ministry of Tourism

## Strengths Of CDL Hospitality Trusts



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# Acquisitions Opportunities From Multiple Sources



### M&C

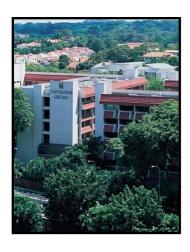
- Owns / operates 101 hotels globally<sup>(1)</sup>
- Right of First Refusal<sup>(2)</sup>
  - Future sales of Singapore hotels owned by M&C
  - Offers of Singapore hotels made to M&C
- Potential growing acquisition pipeline as M&C seeks to expand its presence globally with greenfield hotel developments
- Global network of hospitality relationships

### Third party

- Hotel chains seeking to free up capital to focus on management fee income
- Independent, single hotel owners lacking scale and looking to exit hotel investment
- Private equity looking to exit investments
- Independent hotel owners looking for sale and leaseback arrangements
- Turnaround opportunities

# Copthorne Orchid Is Subject To A Right Of First Refusal





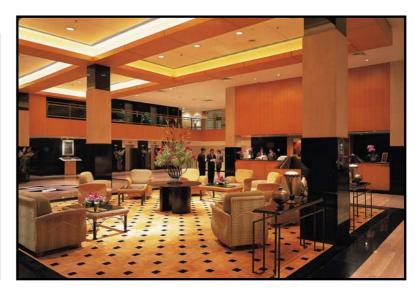


### **Significant Highlights**

- ◆ 440 rooms
- 3 F&B outlets
- Located in tranquil surroundings near Botanic Gardens and Orchard Road







## **CDL-HT Target Markets**



### **Specific Countries of Interest**

Singapore - New Zealand - Australia - Vietnam - Hong Kong - Thailand
 China - India - Japan - Maldives - Malaysia - UAE



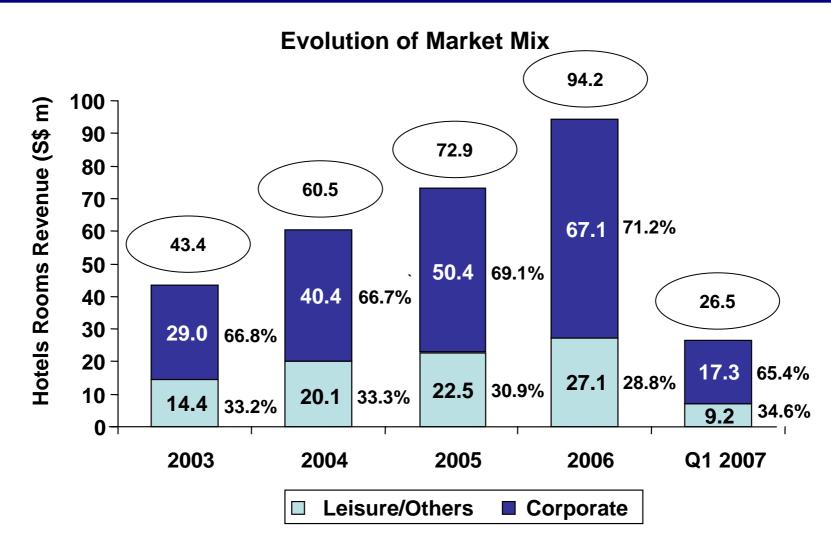
## Strengths Of CDL Hospitality Trusts



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# Continuing Shift To Higher Yielding Corporate Segment<sup>(1)</sup>





# Asset Enhancement Opportunities Being Considered



### Areas Under Consideration For Asset Enhancement

**Grand Copthorne Waterfront** 



5th and 6th Floors currently bare

Orchard Hotel
Shopping Arcade



Entire building

## Strengths Of CDL Hospitality Trusts



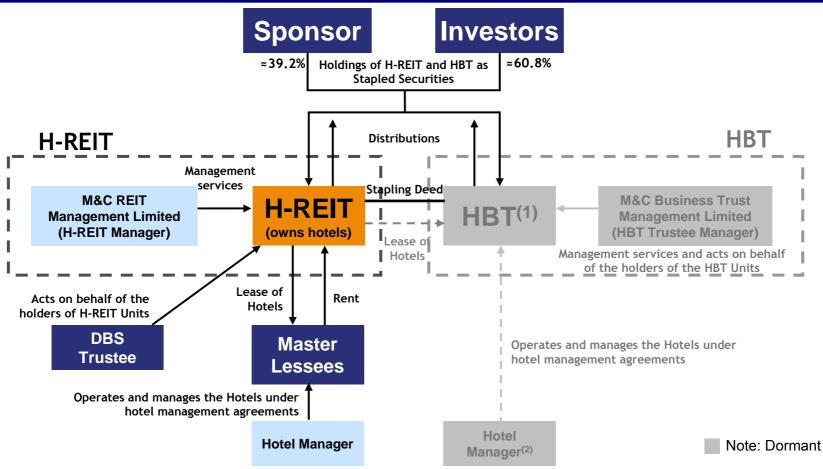
- 1 Blue Chip Sponsor
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## Annex C - Structure of CDL Hospitality Trusts

## **CDL** Hospitality Trusts Structure





- (1) Dormant as at 28 February 2007
- (2) To be appointed by HBT when HBT steps in as master lessee in the event no other master lessee can be found

## Lease Structures



Favourable Lease Structure in Singapore<sup>(1)</sup>

- Hotels:
  - 20% of Hotel's revenue + 20% of Hotel's gross operating profit subject to a Fixed Rent floor of \$26.4M
  - Term of 20 years with 20 year option
- Orchard Hotel Shopping Arcade:
  - H-REIT receives rents direct from tenants

High Degree of Stability from Auckland Lease

- Total rent to H-REIT from Auckland Hotel:
  - Base rent + Variable rent
  - Base rent escalates at 2.75% per annum
  - For first year, total rent =  $NZ$8.9 \text{ Mn} (S$9.2 \text{ Mn})^{(2)(3)}$
- Total Rent secured by Vendor for first 3 years
- (1) Based on IPO prospectus dated 10 Jul 2006 and announcement of acquisition dated 30 Oct 06
- (2) At exchange rate of NZ\$NZ to S\$1.03 as at 27 October 2006
- (3) Based on announcement of acquisition dated 30 Oct '06





Thank You