

# Presentation of 3Q & YTD Sep 2012 Results 30 October 2012

























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# **Highlights**

# Executive Summary 1



### Financial Highlights (3Q 2012)

- Gross revenue of S\$36.1 million for 3Q 2012 compared to S\$36.4 million for the same period last year
- 3Q income available for distribution per Stapled Security of 3.02 Singapore cents (1)
- Mainly attributed to:
  - Business levels in Singapore Hotels slowing down due to the weak global economic environment; and
  - Fixed rent contribution from the Australia Hotels <sup>(2)</sup> was slightly lower y-o-y due to translation loss arising from the weakening Australian dollar

CDLHT Financial Highlights (S\$'000)	3Q '12	3Q '11	Change
Gross Revenue	36,145	36,433	-0.8%
Net Property Income	33,606	33,985	-1.1%
Income Available for Distribution (3) (bef. deducting income retained for working capital)	29,211	29,607	-1.3%

<sup>(1)</sup> Represents income available for distribution per Stapled Security (before deducting income retained for working capital). Income available for distribution per Stapled Security (after deducting income retained for working capital) for 3Q 2012 is 2.72 Singapore cents.

<sup>(2)</sup> CDLHT's Australia Hotels include Novotel Brisbane, Mercure Brisbane, Ibis Brisbane, Mercure Perth and Ibis Perth (acquired on 18 February 2010).

<sup>3)</sup> Income available for distribution (after deducting income retained for working capital) for 3Q 2012 is S\$26.3 million.



### Financial Highlights (YTD Sep 2012)

- Gross revenue recorded 7.6% increase y-o-y for YTD Sep 2012
- YTD Sep income available for distribution per Stapled Security of 9.35 Singapore cents (1)
  - Up 7.8% y-o-y (excluding one-off property tax refund of S\$3.3 million received in YTD Sep 2011)
- Mainly attributed to:
  - Improved hospitality performance across the portfolio;
  - Recognition of full nine months' contribution from Studio M Hotel (2); and
  - Receipt of Australia Hotels full year's variable income of S\$1.8 mil (or A\$1.3 mil) in YTD Sep 2012 as compared to S\$0.84 mil (or A\$0.65 mil) recognised for an 8-month period in the same period last year

CDLHT Financial Highlights (S\$'000)	YTD Sep '12	YTD Sep '11	Change
Gross Revenue	111,200	103,303	+7.6%
Net Property Income	103,731	96,306 <sup>(3)</sup> Excl. one-off tax refund	+7.7%
Income Available for Distribution (4) (bef. deducting income retained for working capital)	90,422	83,263 <sup>(3)</sup> Excl. one-off tax refund	+8.6%

<sup>(1)</sup> Represents income available for distribution per Stapled Security (before deducting income retained for working capital). Income available for distribution per Stapled Security (after deducting income retained for working capital) for YTD Sep 2012 is 8.42 Singapore cents.

<sup>(2)</sup> The acquisition of Studio M Hotel was completed on 3 May 2011. Only 151 days of rental income was recognised for YTD Sep 2011.

<sup>(3)</sup> The YTD Sep 2011 figures have been adjusted to exclude the one-off property tax refund recorded in YTD Sep 2011. If this S\$3.3 million non-recurring property tax refund is included in YTD Sep 2011, the y-o-y growth for the net property income and income available for distribution would be 4.1% and 4.4% for YTD Sep 2012 respectively.

<sup>(4)</sup> Income available for distribution (after deducting income retained for working capital) for YTD Sep 2012 is S\$81.4 million.



### **Singapore Portfolio**

- Singapore Hotels (1) achieved RevPAR of S\$209 in 3Q 2012, compared to S\$211 for the same period last year
  - The corporate market, in particular the meetings and conference business, was affected by the economic malaise, leading to the relatively flat performance

CDLHT Singapore Hotels (1)	3Q '12	3Q '11	Change	YTD Sep '12	YTD Sep '11	Change
Occupancy	88.6%	89.5%	- 0.9 pp	88.9%	87.7%	+ 1.2 pp
ARR	S\$236	S\$236	-	S\$239	S\$232	+ 3.0%
RevPAR	S\$209	S\$211	- 0.9%	S\$213	S\$204	+ 4.5%

### **Australia Portfolio**

- The natural resource sector and static supply of hotel rooms are expected to underpin hotel room demand in Brisbane and Perth
- Slower pace of the Australian economy may lead to a moderation of growth for CDLHT Australia Hotels

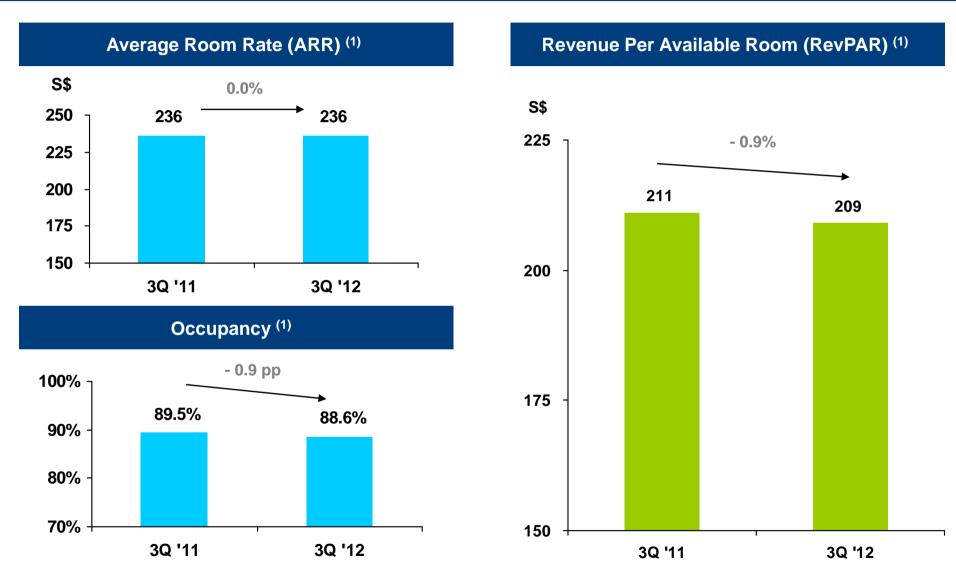
<sup>(1)</sup> Singapore Hotels comprise Orchard Hotel, Grand Copthorne Waterfront Hotel, M Hotel, Copthorne King's Hotel, Novotel Singapore Clarke Quay and Studio M Hotel. For comparative purposes, Studio M Hotel was excluded as it was acquired on 3 May 2011.



# **Performance of CDL Hospitality Trusts**

# Singapore Hotels Y-o-Y Performance: 3Q '11 Vs 3Q '12

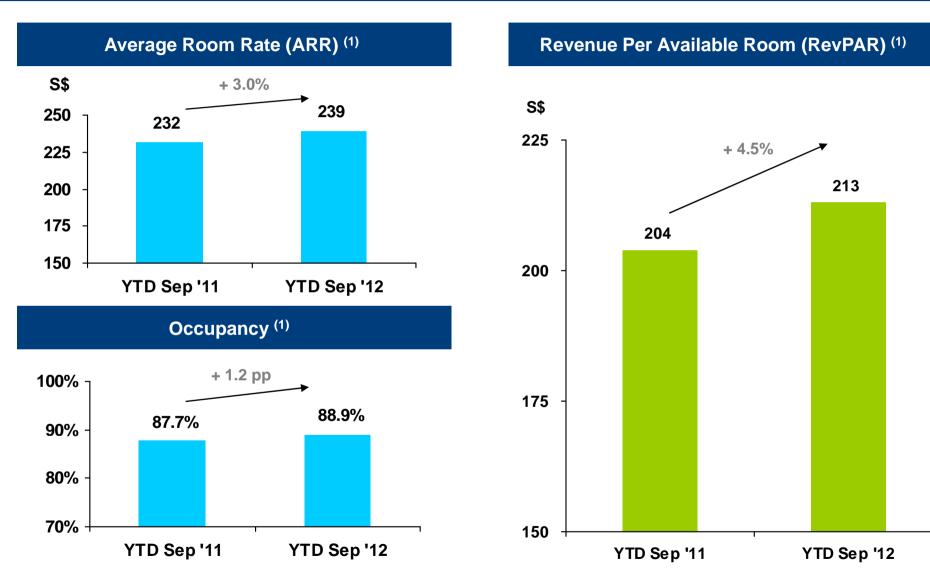




<sup>(1)</sup> Singapore Hotels comprise Orchard Hotel, Grand Copthorne Waterfront Hotel, M Hotel, Copthorne King's Hotel, Novotel Singapore Clarke Quay and Studio M Hotel. For comparative purposes, Studio M Hotel was excluded as it was acquired on 3 May 2011.

# Singapore Hotels Y-o-Y Performance: YTD Sep '11 Vs YTD Sep '12





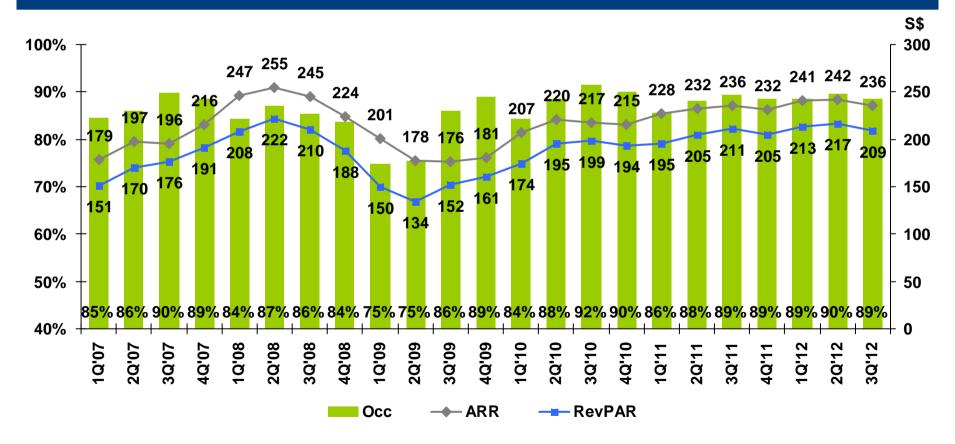
<sup>(1)</sup> Singapore Hotels comprise Orchard Hotel, Grand Copthorne Waterfront Hotel, M Hotel, Copthorne King's Hotel, Novotel Singapore Clarke Quay and Studio M Hotel. For comparative purposes, Studio M Hotel was excluded as it was acquired on 3 May 2011.

## Structural Boost in Rooms Demand Since 2010



 CDLHT Singapore Hotels have benefitted from the structural boost in accommodation demand since the Integrated Resorts commenced operations in 2010

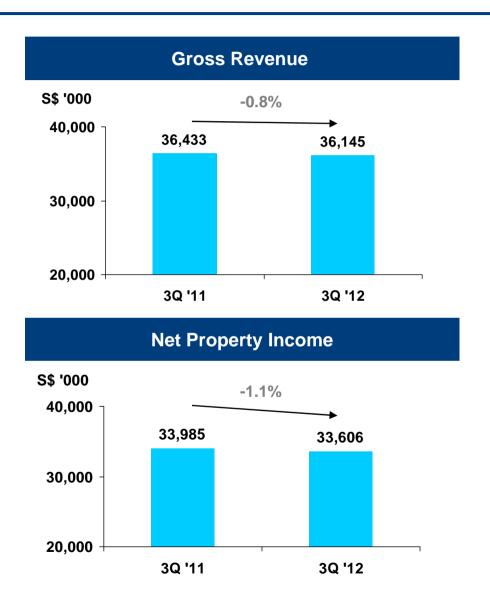
### CDLHT Singapore Hotels Quarterly Occupancy, ARR & RevPAR (1)



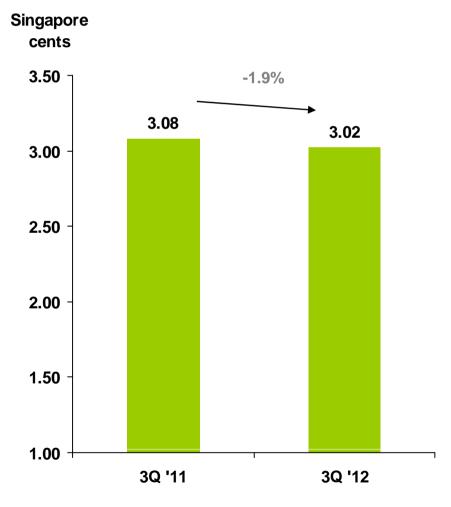
<sup>(1)</sup> Singapore Hotels comprise Orchard Hotel, Grand Copthorne Waterfront Hotel, M Hotel, Copthorne King's Hotel, Novotel Singapore Clarke Quay and Studio M Hotel. For comparative purposes, Studio M Hotel was excluded as it was acquired on 3 May 2011.

# CDLHT Y-o-Y Performance: 3Q '11 Vs 3Q '12





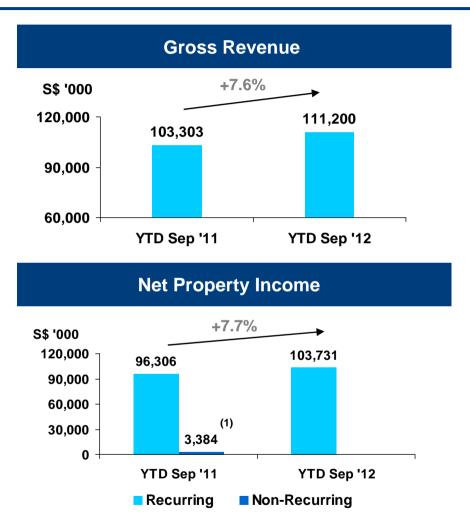
#### Income Available For Distribution Per Unit (1)



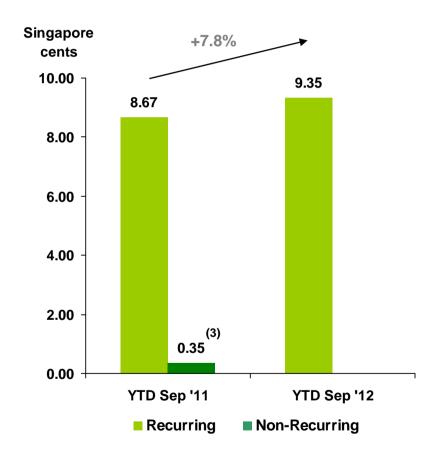
<sup>(1)</sup> Represents income available for distribution per Stapled Security (before deducting income retained for working capital). The income available for distribution per Stapled Security (after deducting income retained for working capital) for 3Q 2012 is 2.72 Singapore cents.

# CDLHT Y-o-Y Performance: YTD Sep '11 Vs YTD Sep '12





#### Income Available For Distribution Per Unit (2)



- (1) One-off property tax refund recorded in YTD Sep 2011, which is non-recurring in YTD Sep 2012. Net property income for YTD Sep 2011 was S\$99.7 million if the one-off property tax refund was included. This represents a 4.1% growth y-o-y for YTD Sep 2012.
- (2) Represents income available for distribution (before deducting income retained for working capital) per Stapled Security. The income available for distribution per Stapled Security (after deducting income retained for working capital) for YTD Sep 2012 is 8.42 Singapore cents.
- (3) Income available for distribution per Stapled Security attributed to the one-off property tax refund. Income available for distribution per Stapled Security was 9.01 Singapore cents for YTD Sep 2011 if the one-off property tax refund was included. This represents a 3.8% growth y-o-y for YTD Sep 2012.

## **CDLHT** Asset Portfolio



### Valuation by Property and Geography (1)

#### **Overseas Portfolio** 17.5% **Singapore Portfolio** 82.5% **Australia** 13.0% 82.5% **Singapore** ■ Novotel Brisbane 4.6% Orchard Hotel 22.2% Mercure & Ibis Brisbane 4.0% Grand Copthorne 17.2% Waterfront Hotel 2.8% Mercure Perth Novotel Singapore Clarke 14.6% Ibis Perth 1.7% Quay M Hotel 11.4% **New Zealand** 4.5% Studio M Hotel 8.0% Rendezvous Grand 4.5% ■ Copthorne King's Hotel 6.4% Hotel Auckland (2) 2.7% Orchard Hotel Shopping

Arcade

<sup>(1)</sup> Valuation of all properties as of 31 December 2011.

<sup>(2)</sup> The Rendezvous Hotel Auckland was rebranded Rendezvous Grand Hotel Auckland with effect from 1 April 2012.

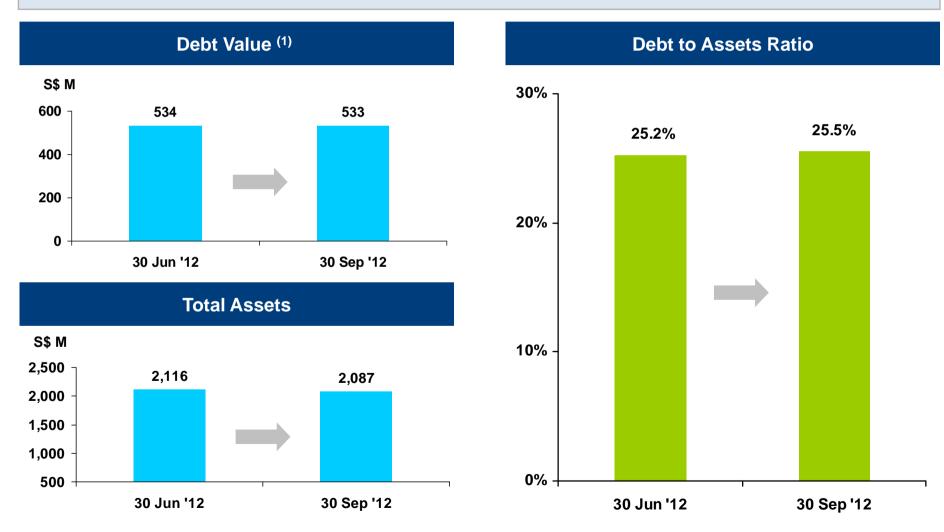


# **Healthy Financial Position**

## **Healthy Balance Sheet**



Ample debt headroom for acquisition opportunities as they surface



# **Debt Facility Details**



#### **Unsecured Debt Terms**

#### **Credit Metrics**

# Revolving Credit Facility

- S\$200 million multi-currency committed revolving credit facility
- Tenure: 3-year term

# n Interest Coverage Ratio

• 9.4 x <sup>(1)</sup>

BBB-

### Medium Term Notes

- S\$413.6 million medium term notes issued under the S\$1 billion Multi-currency Medium Term Note Programme
- Tenure: 3-year (fixed and variable rate notes) and 5-year (floating rate notes)

# Weighted Average Debt to Maturity

**Debt to Assets** 

Ratio

Fitch Issuer

**Default Rating** 

**25.5%** 

# Acquisition Facility

 S\$300 million uncommitted multicurrency bridging facility

1.6 years

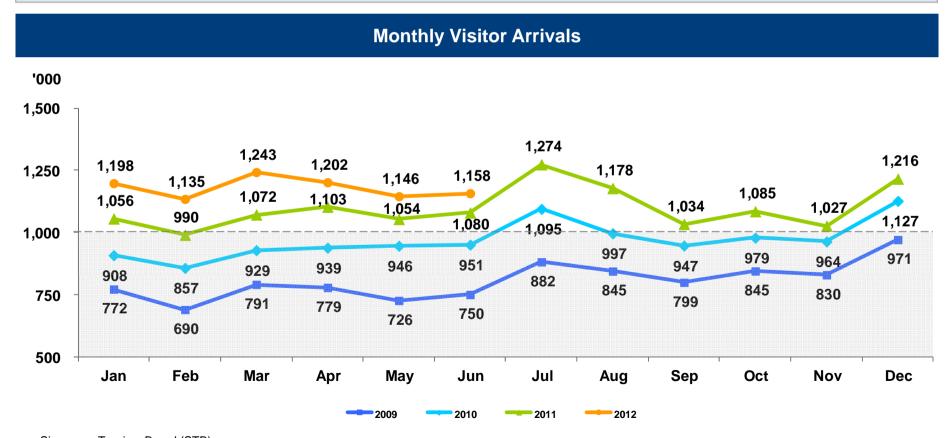


# **Outlook**

# Record High Monthly Visitor Arrivals to Singapore for Last 31 Months



- Record high monthly visitor arrivals since December 2009
- June 2012 marked the 16th consecutive month since March 2011 where visitor arrivals surpassed the one million mark
- YTD June 2012 visitor arrivals registered 11.4% y-o-y growth



Source: Singapore Tourism Board (STB)

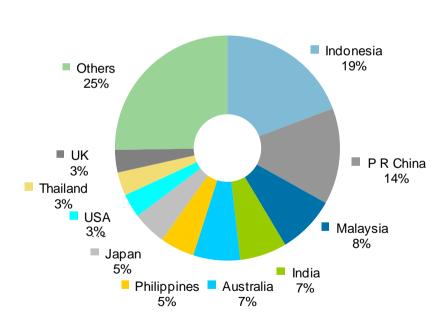
## Continued Growth in Arrivals from Top Markets



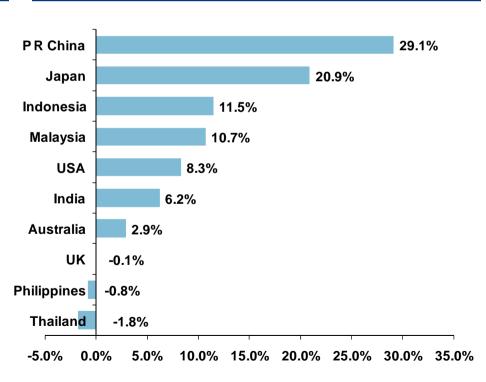
- Top 3 markets Indonesia, China and Malaysia recorded double-digit growth for YTD Jun 2012
- Japanese arrivals made a strong recovery of 20.9% growth since the March 2011 earthquake

# Geographical Mix of Visitor Arrivals YTD Jun 2012

# Top 10 Inbound Markets Y-o-Y Change for YTD Jun 2012 (1)



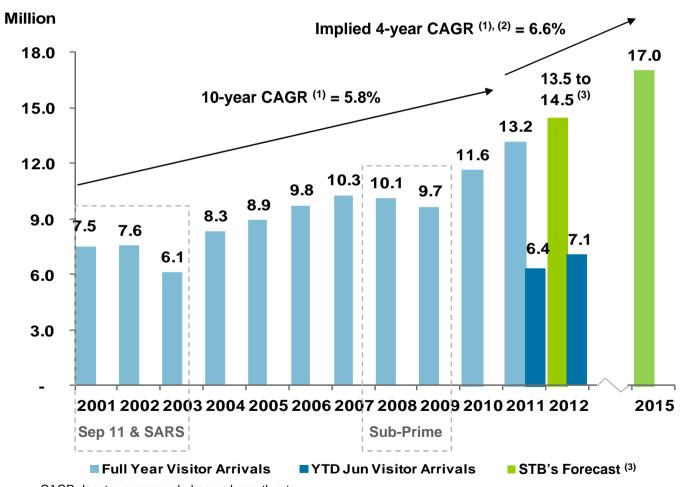
YTD Jun 2012 visitors arrivals: 7,082,161



# STB Expects 17 Million Visitor Arrivals by 2015



### **Historical and Forecasted Visitor Arrivals in Singapore**



- Visitor arrivals of 13.2 million exceeded STB's top end forecast of 13 million for 2011
- For 2012, STB forecasted 13.5 to 14.5 million visitors, implying a 2.5% to 10.1% growth y-o-y
- YTD Jun 2012 visitor arrivals grew 11.4% y-o-y
- Strong momentum bodes well for CDLHT

Source: Singapore Tourism Board (STB)

<sup>(1)</sup> CAGR denotes compounded annual growth rate.

<sup>(2)</sup> Implied 4-year CAGR is computed on the basis of the actual arrivals of 13.2 million visitors for 2011 and STB's target of 17 million arrivals by 2015.

<sup>(3)</sup> STB's forecast for 2012 is 13.5 to 14.5 million visitor arrivals.

# Medium to Long Term Growth Supported by the Vibrancy of the Enhanced Tourism Landscape



# ❖ Family, fun & sports Increasing entertainment quotient **❖** Shopping & dining \* Arts. heritage & culture ❖ Clubs & buzzing nightlife Gaming

### New attractions have added diversity and excitement to the tourism landscape...







Bay South, opened Jun 2012

Universal Studios Singapore, RWS

Maritime Experiential Museum, RWS

Shopping, dining & clubbing, MBS

Gardens by the Bay

### Upcoming attractions will continue to enrich the experience of visitors...



Marine Life Park

River Safari

Singapore Sports Hub

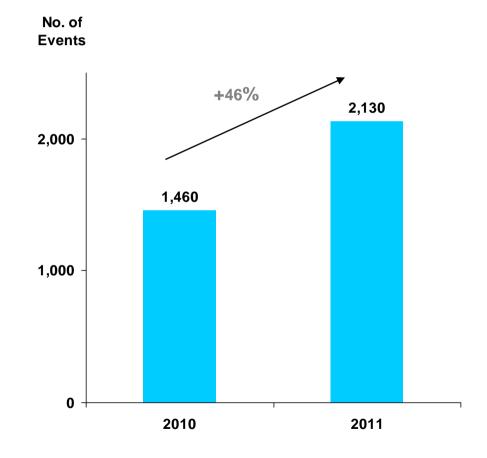
**National Art Gallery** 

# Meetings, Incentives, Conventions and Exhibitions – Next Stage of Tourism Growth



- Top International Meeting Country for the first time (1)
- Top International Meeting City, for the fifth consecutive year (1)
- Asia's Top Convention City for 10<sup>th</sup> straight year <sup>(2)</sup>, only Asian city in the top five since 2006
- Top Business Destination for Asia Pacific (3)
- On top of the S\$2 billion committed in 2005, the government is pumping S\$905 million over the next 5 years for next stage of tourism growth, of which one third is for the MICE sector

### No. of conventions, conferences & tradeshows



23

<sup>(1)</sup> Union of International Associations (UIA) 2011 Global Rankings

<sup>(2)</sup> International Congress and Convention Association Global Rankings

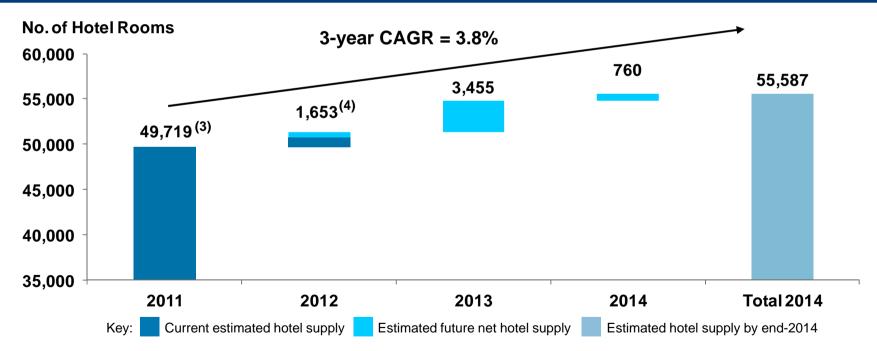
<sup>(3)</sup> According to Asia Pacific Traveller Research survey conducted by Accor

## More Supply (1) Expected in the Immediate Horizon



- Supply is expected to grow at a CAGR of 3.8% for the next 3 years, which is lower than the 4-year CAGR of 6.6% expected for visitor arrivals (2)
- However, the estimated increase of 3,000 to 4,000 rooms in the next 12 months will contribute to a more competitive environment

### **Current and Expected Hotel Room Supply in Singapore**



<sup>(1)</sup> New supply of rooms is a summation of new rooms deducted by existing rooms taken out of inventory for redevelopment.

Sources:

The Business Times, Singapore Tourism Board (STB), Horwath HTL (as at July 2012) and CDLHT research.

<sup>(2)</sup> Implied 4-year CAGR is computed on the basis of the actual arrivals of 13.2 million for 2011 and STB's target of 17 million arrivals by 2015.

<sup>(3)</sup> Consists of both gazetted and non-gazetted room count as at 31 Dec 2011.

<sup>(4)</sup> Approximately 1,030 new rooms opened in the first nine months of 2012.

# Potential Supply of New Singapore Hotel Rooms Until 2014



Name of Hotel	No. of Rms	Horwath Rating	Location	Expected Opening	Name of Hotel	No. of Rms	Horwath Rating	Location	Expected Opening
Bay Hotel	333	Mid Tier	City Centre	2012	Sofitel So Singapore (Ogilvy)	134	Upscale/Luxury	City Centre	2013
Parkroyal at CBD	367	Mid Tier	City Centre	2012	Traders Hotel (former Phoenix	502	Upscale/Luxury	City Centre	2013
Hotel Grand Central	-398	Mid Tier	City Centre	2012	Hotel)				
(Redevelopment)					Westin SG Marina Bay (Asia	301	Upscale/Luxury	City Centre	2013
Dorsett Hotel & Residences	285	Mid Tier	City Centre	2012	Square Tower 2)				
Aqueen Hotel Jalan Besar	86	Economy	Outside City Centre	2012	Pan Pacific Suites Beach Road	178	Upscale/Luxury	City Centre	2013
Capri by Frasers	313	Mid Tier	Outside City Centre	2012	Aqueen Hotel Paya Lebar	160	Economy	Outside City Centre	2013
Park Avenue Changi	171	Mid Tier	Outside City Centre	2012	Days Inn Balestier	405	Economy	Outside City Centre	2013
Mövenpick Hotel Sentosa	62	Upscale/Luxury	Sentosa	2012	Fairy Point Hill	135	Mid Tier	Outside City Centre	2013
RWS - Equarius Hotel	172	Upscale/Luxury	Sentosa	2012	Ramada Balestier	396	Mid Tier	Outside City Centre	2013
W Hotel Sentosa Cove	240	Upscale/Luxury	Sentosa	2012	One Farrer Hotel	250	Upscale/Luxury	Outside City Centre	2013
RWS - Spa Villas	22	Upscale/Luxury	Sentosa	2012	Robertson Quay Site	300	Mid Tier	City Centre	2014
Carlton Project	374	Mid Tier	City Centre	2013	Stamford Road Site	200	Upscale/Luxury	City Centre	2014
Holiday Inn Express (Orchard)	220	Mid Tier	City Centre	2013	Aqueen Hotel Geylang	100	Economy	Outside City Centre	2014
Holiday Inn Express Clarke Quay	400	Mid Tier	City Centre	2013	Aqueen Hotel Tyrwhitt	160	Economy	Outside City Centre	2014

Year	No. of Rms	Luxury / Upscale		Mid-Tier		Economy	
2012	1,653	496	30%	1,071	65%	86	5%
2013	3,455	1,365	40%	1,525	44%	565	16%
2014	760	200	26%	300	40%	260	34%
Total (2012 – 2014)	5,868	2,061	35%	2,896	49%	911	16%

Source: Horwath HTL (as at July 2012) and CDLHT research



# **Management Strategy**

# Management Strategy



## **Acquiring for Growth**

- Pursue yield accretive, quality assets with investment rigour and discipline
- Tap on potential pipeline from M&C / CDL
- Tap on global network for third party assets.

### **Nurturing for Growth**

- Maximise revenue management opportunities
- Implement asset enhancement initiatives to optimise asset potential



# Financial Foundation

## **Balancing the Foundation for Growth**

- Maintain a healthy balance sheet
  - Enhance financial flexibility



# **Background and Structure** of CDL Hospitality Trusts

## **Background on CDLHT**

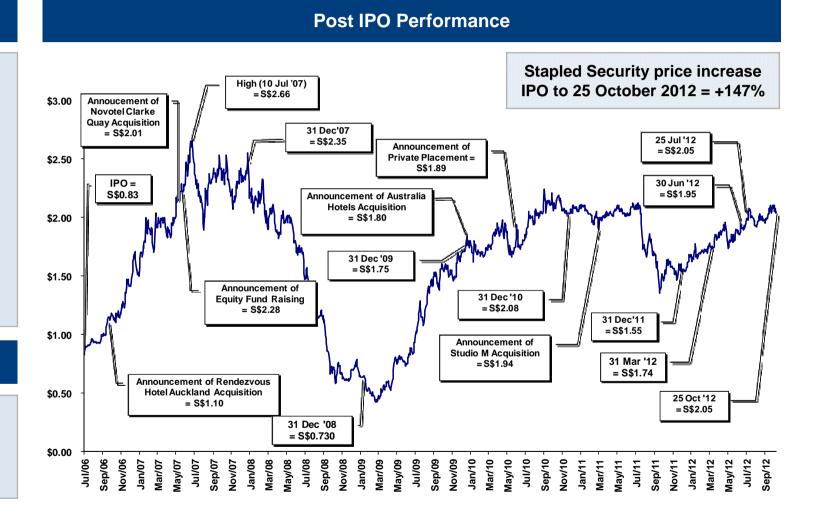


### **Background**

- 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

### **Market Capitalisation**

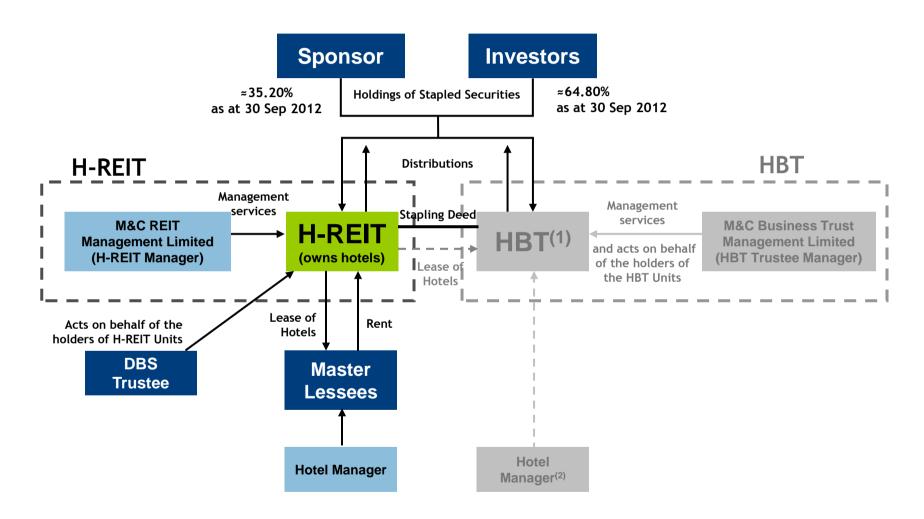
 \$1.983 billion as of 25 October 2012



Source: Stapled Security price data from Bloomberg

## **CDLHT Structure**





- (1) Currently dormant.
- (2) To be appointed by HBT when HBT is activated.

## Blue Chip Sponsor and Parentage



### Millennium & Copthorne Hotels plc



### **City Developments Limited**



- Listed on the London Stock Exchange with market capitalisation of ~ £1.7 billion (1)
- Debt to assets ratio of 13% as at 30 Jun 2012
- One of the largest property developers in Singapore with a market capitalisation of ~S\$10.4 billion (1)
- Debt to assets ratio of 28% as at 30 Jun 2012

Source: Bloomberg

## Summary of Leases and Lease Structures



## Singapore IPO Portfolio & Studio M

Favourable Lease Structure in Base Portfolio

#### Orchard Hotel, Grand Copthorne Waterfront Hotel, M Hotel, Copthorne King's Hotel:

- 20% of Hotel's revenue + 20% of Hotel's gross operating profit, with a fixed rent floor of S\$26.4 m
- Term of 20 years from Listing with 20 year option

#### **Orchard Hotel Shopping Arcade:**

H-REIT receives rents direct from tenants

#### Studio M Hotel:

- 30% of Studio M Hotel's revenue + 20% of Studio M Hotel's gross operating profit, with a fixed rent floor of S\$5.0 m for the initial 10 years of the lease
- 1st twelve months Guarantee Net Rent: S\$9.24 million
   (or a net yield of ~6% per annum of purchase consideration of S\$154.0 million)

#### **Singapore NCQ**

Lease Structure with Reserve and High Variable Rent

#### **Novotel Singapore Clarke Quay:**

- Lease based on gross operating profit less Accor's management fee
- Variable rental payment of more than 90% of gross operating profit, depending on Novotel Singapore Clarke Quay's performance
- Term ~ 13.5 years from 7 June 2007, expiring 31 December 2020
- Lessee will provide a S\$6.5 m reserve to fund shortfall in event annual rent is below S\$6.5 m

#### NZ Rendezvous

**High Degree of Stability** 

#### Rendezvous Grand Hotel Auckland (1):

- Base rent + Variable rent
- Base rent escalates at 2.75% per annum
- Term of 10 years from 7 September 2006 with 5 year option

#### **Australia Portfolio**

High Stability and Significant Upside Potential

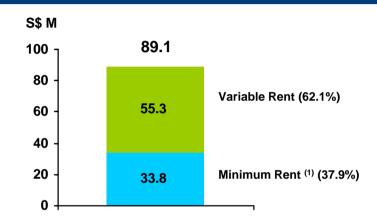
#### Novotel, Mercure & Ibis Brisbane, Mercure & Ibis Perth:

- Base rent + Variable rent
- Base rent: A\$13.7 m per annum
- Variable rent: 10% of portfolio's net operating profit in excess of base rent
- Term ~ 11 years from 19 February 2010, expiring 30 April 2021

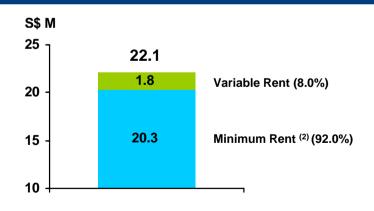
# Income Stability from Minimum Rent



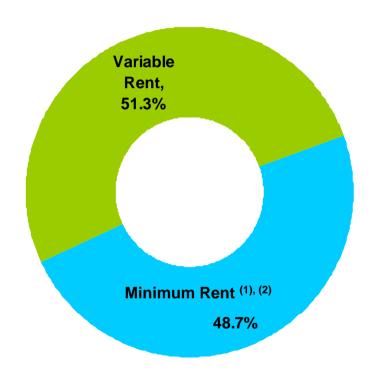




### **Overseas Properties (YTD Sep 2012)**



### **All CDLHT Properties (YTD Sep 2012)**



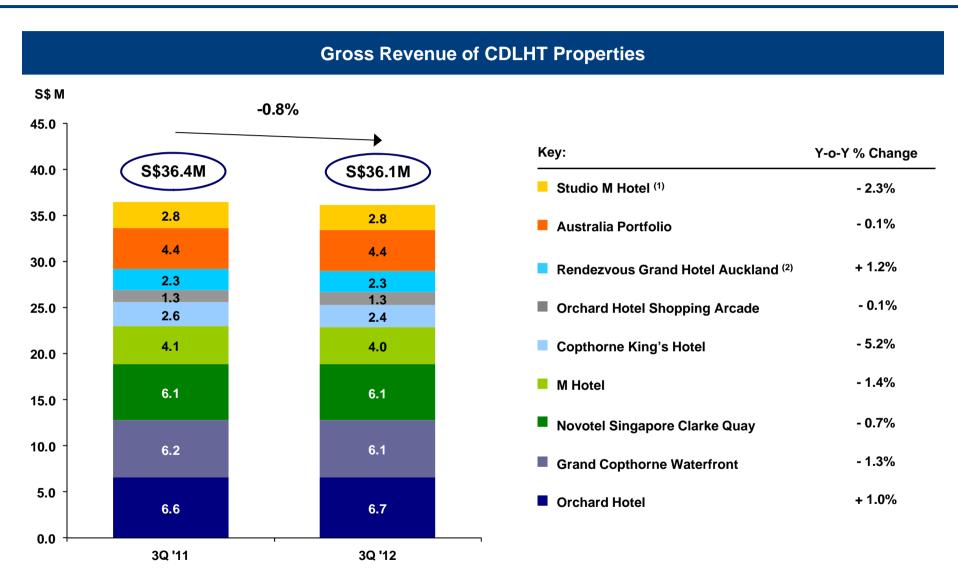
Gross Revenue (YTD Sep 2012) S\$111.2 million

<sup>(1)</sup> For the purpose of computing minimum rent for YTD Sep 2012 for the Singapore properties, we have included the (i) prorated fixed rent from the IPO Hotels; (ii) prorated fixst 12-mth guarantee net rent from Studio M Hotel; (iii) S\$4.0 million retail rent from Orchard Hotel Shopping Arcade; and (iv) prorated rent reserve provided by Accor S.A. for Novotel Singapore Clarke Quay.

<sup>(2)</sup> For the purpose of computing minimum rent for YTD Sep 2012 for the overseas properties, we have included the prorated base rent from all the 6 Australia and New Zealand hotels.

# Gross Revenue Breakdown: 3Q '11 Vs 3Q '12



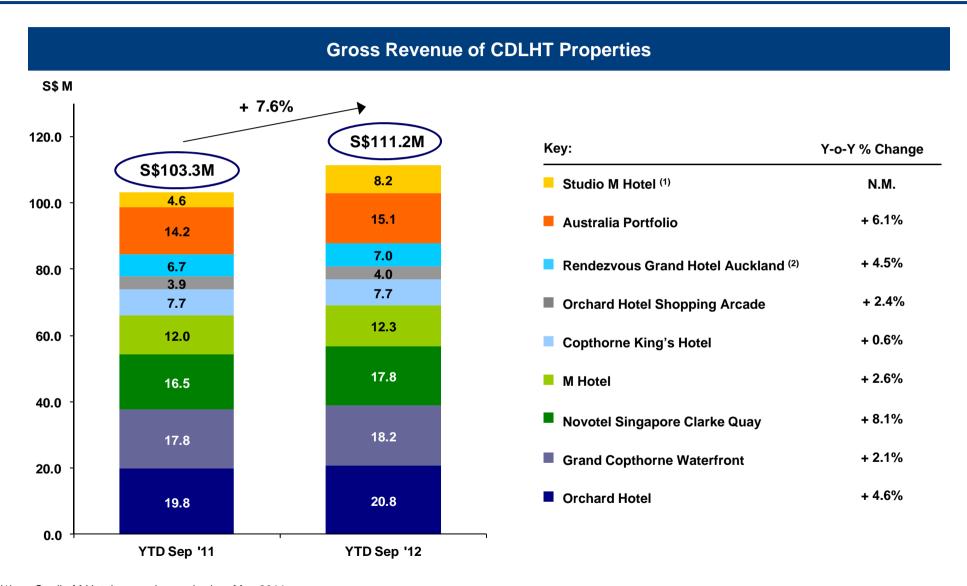


<sup>(1)</sup> Studio M Hotel was only acquired on May 2011.

<sup>(2)</sup> The Rendezvous Hotel Auckland was rebranded Rendezvous Grand Hotel Auckland with effect from 1 April 2012.

# Gross Revenue Breakdown: YTD Sep '11 Vs YTD Sep '12





<sup>(1)</sup> Studio M Hotel was only acquired on May 2011.

<sup>(2)</sup> The Rendezvous Hotel Auckland was rebranded Rendezvous Grand Hotel Auckland with effect from 1 April 2012.

# CDLHT Asset Portfolio – Singapore





Property	Orchard Hotel	Grand Copthorne Waterfront Hotel	M Hotel	Copthorne King's Hotel	Novotel Singapore Clarke Quay	Studio M Hotel	Orchard Hotel Shopping Arcade	Singapore Portfolio
Number of Rooms	656	574	413	310	403	360	N/A	2,716
Valuation at 31 December 2011	S\$450.0 M	S\$350.0 M	S\$232.0 M	S\$129.0 M	S\$296.0 M	S\$163.0 M	S\$54.8 M	S\$1,674.8 M
Acquisition Date	July 2006	July 2006	July 2006	July 2006	June 2007	May 2011	July 2006	-

### CDLHT Asset Portfolio – Overseas





Property	Rendezvous Grand Hotel Auckland <sup>(1)</sup>	Novotel Brisbane	Mercure Brisbane	Ibis Brisbane	Mercure Perth	Ibis Perth	Australian Portfolio	Overseas Portfolio
Number of Rooms	452	296	194	218	239	192	1,139	1,591
Valuation at 31 December 2011	NZ\$90.0M (S\$90.5M) <sup>(2)</sup>	A\$71.7M (S\$94.3M) <sup>(3)</sup>	A\$61.0M (S\$80.2M) <sup>(3)</sup>		A\$43.0M (S\$56.5M) <sup>(3)</sup>	A\$25.5M (S\$33.5M) <sup>(3)</sup>	A\$201.2M (S\$264.6M) <sup>(3)</sup>	S\$355.0M
Acquisition Date	December 2006	February 2010	February 2010	February 2010	February 2010	February 2010	February 2010	-
Location	New Zealand	Australia	Australia	Australia	Australia	Australia	Australia	-

<sup>(1)</sup> The Rendezvous Hotel Auckland was rebranded Rendezvous Grand Hotel Auckland with effect from 1 April 2012.

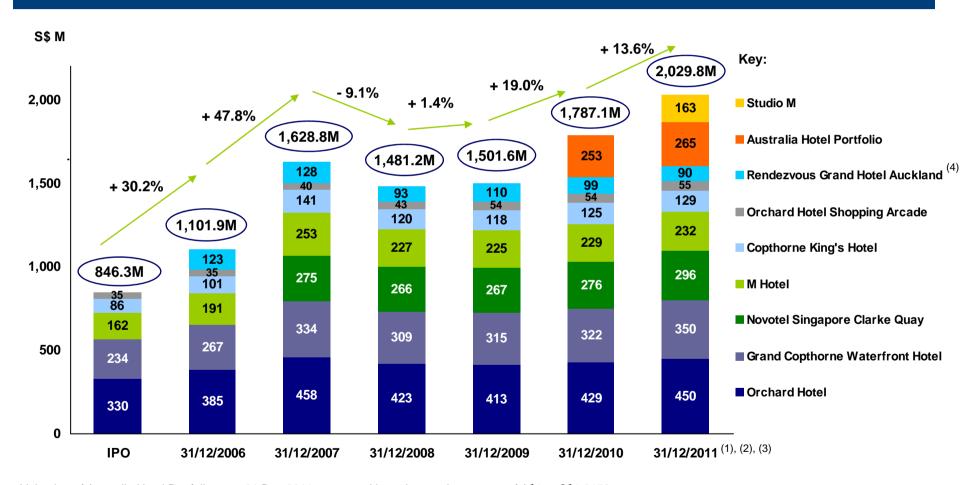
<sup>(2)</sup> Based on exchange rate of NZ\$1 = S\$1.0055 as at 31 Dec 2011.

<sup>(3)</sup> Based on exchange rate of A\$1 = S\$1.3150 as at 31 Dec 2011.

### Increase in CDLHT Total Property Value



#### **Valuation of CDLHT Properties**



<sup>(1)</sup> Valuation of Australia Hotel Portfolio as at 31 Dec 2011, converted based on exchange rate of A\$1 to S\$1.3150.

<sup>(2)</sup> Valuation of Rendezvous Grand Hotel Auckland as at 31 Dec 2011, converted based on exchange rates of NZ\$1 to S\$1.0055.

<sup>(3)</sup> Valuation reports from CBRE Pte. Ltd for Singapore properties; CBRE Pty Ltd for Australia Hotel Portfolio and Bayleys Valuations Limited for Rendezvous Hotel Auckland as at 31 Dec 2011.

<sup>(4)</sup> The Rendezvous Hotel Auckland was rebranded Rendezvous Grand Hotel Auckland with effect from 1 April 2012.



# Information on CDL Hospitality Trusts Properties

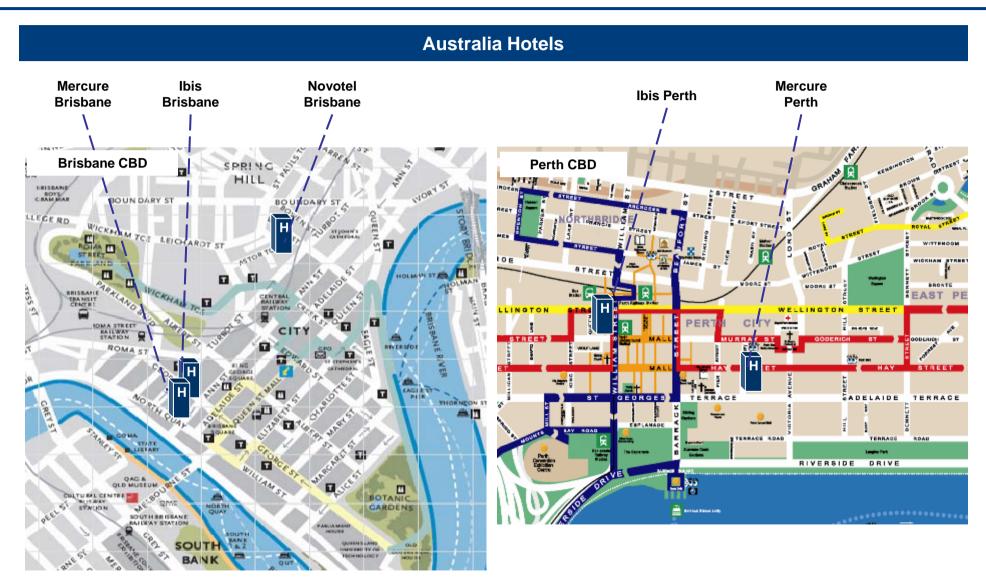
### Hotels in Strategic Locations



#### **Singapore Hotels New Zealand Hotel Orchard Hotel & Grand Copthorne** Novotel Rendezvous **Shopping Arcade Waterfront Hotel** Singapore **Clarke Quay Grand Hotel** Auckland (1) SINGAPORE Auckland University CENTRAL BUSINESS DISTRICT MARINA BAY SANDS BUSINESS & FINANCIAL **CENTRE SITE** Copthorne King's **M** Hotel Studio M Hotel Hotel **AUCKLAND CITY CENTRE**

### Hotels in Strategic Locations





### Orchard Hotel, Singapore



#### **Significant Highlights**

- 656 rooms
- Located on Orchard Road
- Large pillar-less ballrooms & extensive conference facilities
- Caters to both corporate and leisure segments

- World Gourmet Series Awards of Excellence 2012
  - Group Masterchef Chan Kwok Hall of Fame Inductee
  - Masterchef Lap Fai Asian Cuisine Chef of The Year
- Green Mark (Gold) by Building & Construction Authority 2011-2014
- Singapore Service Class Certificate for business excellence in service standards by Spring Singapore from 2011-2013
- Hotel Security Award Excellence Rating 2012 by Singapore Hotel Association and Singapore Police Force
- Chef of the Year & Asian Chef of the Year at Asian
   Gastronomic Awards of Excellence 2011 Hua Ting Group
   Master Chef Chan Kwok
- Prestigious awards received by Hua Ting Restaurant:
  - Voted one of Asia's finest restaurants and included in The Miele Guide 2011/2012
  - Asia Tatler's Best Restaurants 2008 to 2012
  - Singapore Tatler's Best Restaurants 2006 to 2012
  - Wine & Dine Singapore's Top Restaurants 2006 to 2012



### Grand Copthorne Waterfront, Singapore



#### **Significant Highlights**

- 574 rooms
- Located between CBD & Orchard Road, within close proximity to Robertson Quay, Boat Quay & Clarke Quay
- One of the largest conference facilities in Singapore
- Well positioned for the MICE market

- Singapore Service Class Certificate for business excellence in service standards by Spring Singapore in 2012
- TripAdvisor Certificate of Excellence 2012
- Luzerne Best Pastry Art Award 2012
  - Winner Assistant Pastry Chef Tiffany Yeo
- Green Mark (Gold) by Building & Construction Authority 2011
- Culinary Challenge Gold Medal (Hot Cooking Western) by Food & Hotel Asia 2010
- 2009 / 2010 Singapore Experience Awards by STB, Finalist –
   Best Business Event Venue Experience & Meeting of the Year
- Hospitality Asia Platinum Awards 2009 to 2011 by World Asia Publishing, Singapore Series:
  - Best Pastry Chef
  - Third Place Best Housekeeping Team



### M Hotel, Singapore



#### **Significant Highlights**

- 413 rooms
- Located in the heart of the financial district
- Close to government offices, integrated resorts and Marina Bay
- Strong following of business travellers

- Green Mark (Gold) by Building & Construction Authority 2011-2014
- SHA Singapore Green Hotel Award 2009 & 2011
- ASEAN Green Hotel Award 2012
- Hospitality Asia Platinum Awards 2009 2011
   Singapore Series Best Deluxe Hotel & Top 5 for Best Business Hotel
- Hotel Security Award 2009 2011
- Wine & Dine Singapore's Top Restaurants 2009 Cafe 2000 & The Buffet
- Simply Dining Singapore's Top Restaurants 2009
  - Best Buffet Restaurant The Buffet
  - Silver Star Award Cafe 2000
  - Silver Star Award The Buffet



### Copthorne King's Hotel, Singapore



#### **Significant Highlights**

- Boutique-style business hotel with 310 rooms
- Located within close proximity to CBD, convention / exhibition belt, Orchard Road, Robertson Quay, Boat Quay and Clarke Quay
- Strong corporate segment focus and specialty events hotel host

- Green Mark (Gold) by Building & Construction Authority 2012
- Excellent Service Award 2004 2010 by SHA & Spring Singapore
- Finalist for Most Popular Hotel in Asia by HotelClub Awards 2009
- Top 10 Buffets in Singapore by AsiaOne People Choice Awards 2009 & 2011
- Wine & Dine Singapore's Top Restaurants
  - 2007 to 2012 Tien Court
  - 2005 to 2012 Princess Terrace
- Singapore Tatler's Best Restaurants 2007 to 2012 Tien Court & Princess Terrace



### Novotel Singapore Clarke Quay, Singapore



#### **Significant Highlights**

- Prime mid-scale hotel with 403 rooms
- Leasehold
- Located in immediate proximity to Clarke Quay, Robertson Quay and Boat Quay: Singapore's premier entertainment hub
- Room touch ups, upgrading of all bathrooms and renovation of Premier Lounge over the course of FY 2011 was completed in Jan 2012
- Refurbishment of level 5 function and meeting rooms in 2Q 2012

- EarthCheck Certified for its commitment to environmental and sustainable development
- ASEAN Green Hotel Standard Award for 2010 2011, Singapore Green Hotel Award 2010 - 2011
- Singapore Tourism Award 2008 "Best Superior Hotel"
- Excellent Service Award 2008
- Accor Asia Pacific GOPPAR Award Highest Gross Operating Profit per Available Room) in the region
- Accor Asia Pacific Sales Distribution Award Highest Web Distribution (Accor Site and 3<sup>rd</sup> Party) in the region









### Studio M Hotel, Singapore



#### **Significant Highlights**

- 360-room hotel opened in March 2010
- Stylish and contemporary design set to capture growing business and leisure segments
- Vibrant lifestyle options near the Robertson Quay precinct and in proximity to CBD, tourist attractions, integrated resorts and convention centres

- TripAdvisor Travellers' Choice 2012 Top 4 Trendiest Hotel in Singapore
- AsiaOne Readers' Choice Award 2010 Top 3 Best Boutique Hotel in Singapore



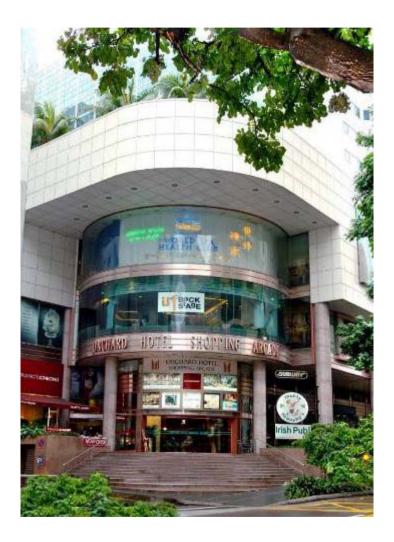


### Orchard Hotel Shopping Arcade, Singapore



Net Lettable Area	5,956.1 sq m				
CBRE's valuation	S\$54.8M				
Valuation psm (psf)	S\$9,201 psm (S\$855 psf)				
% of total valuation	~2.7%				
Leasehold Interest	75 years from Listing Date				





## Rendezvous Grand Hotel Auckland (1), New Zealand



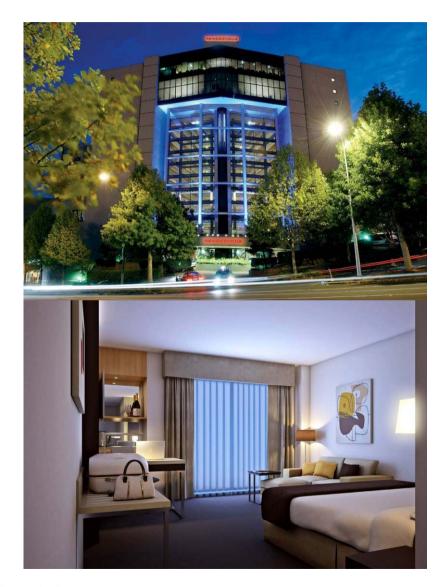
#### **Significant Highlights**

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

- National Culinary Fare 2012 1 Gold & 2 Silver award in Cocktail,
   Wine and Beverage Service and Table Setting
- TripAdvisor Certificate of Excellence 2012
- EarthCheck Certified 2009 2011, Bronze
- Restaurant award for Pacific Restaurant Category Winner: Formal Dining New Zealand Restaurant of the Year 2009
- Sliver Medal for Service both at the New Zealand Culinary Fare 2009

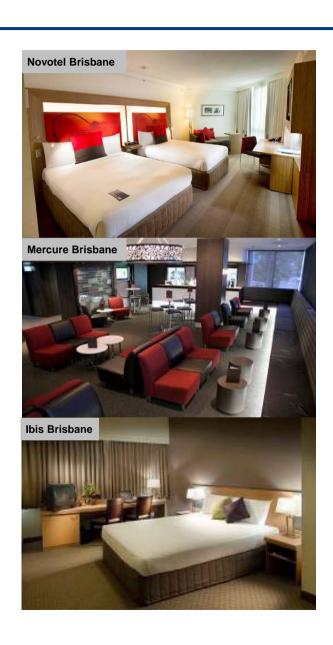






### Novotel, Mercure and Ibis Hotels, Brisbane





#### **Significant Highlights**

#### **Novotel Brisbane**

- 4.5 star accommodation with 296 modern, well-appointed rooms and suites
- Freehold
- Located next to Central Station and the CBD, Queen Street Mall and the Riverside boardwalk
- Comprehensive conference and leisure facilities of ten dedicated rooms with capacity for up to 350 delegates
- Refurbishment of all rooms, lobby and restaurant completed in May 2011
- EarthCheck Certified 2009 2011, Silver

#### **Mercure Brisbane**

- 4 star accommodation with 194 spacious and stylish rooms and suites, overlooking the Brisbane River
- Freehold
- Located steps from the Queen Street Mall shopping precinct, Brisbane Convention and Exhibition Centre
- Three floors of function facilities and eleven conference rooms

#### **Ibis Brisbane**

- 3.5 star accommodation with 218 rooms
- Freehold
- Well-situated in the heart of the Government and Corporate precinct

### Mercure and Ibis Hotels, Perth



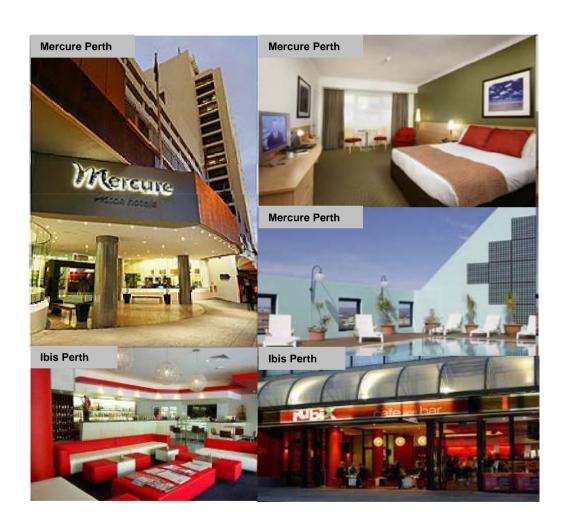
#### Significant Highlights

#### **Mercure Perth**

- 4.0 star accommodation with 239 rooms and suites
- Freehold
- Offers six meeting rooms available for up to 350 delegates
- Situated in Perth's CBD and within walking distance to the Swan River, shopping and entertainment

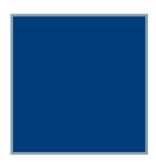
#### **Ibis Perth**

- 3.5 star accommodation with 192 rooms
- Freehold
- Located steps from the Murray and Hay Street shopping belt within Perth's CBD
- Awarded Best Standard Accommodation by the Perth Airport Western Australia Tourism Awards 2011

















### THANK YOU







