



ASCOTT

RESIDENCE
TRUST

An Associate of CapitalLand

Ascott Residence Trust



NDR with Morgan Stanley in HK

6-7 Aug 2013



Agenda

- **Results Highlights**
- **Portfolio Performance**
- **Capital and Risk Management**
- **Portfolio Information**
- **Prospects**
- **Appendix**



Disclaimer

IMPORTANT NOTICE

The value of units in Ascott Residence Trust (“Ascott Reit”) (the “Units”) and the income derived from them may fall as well as rise. The Units are not obligations of, deposits in, or guaranteed by Ascott Residence Trust Management Limited, the Manager of Ascott Reit (the “Manager”) or any of its affiliates. An investment in the Units is subject to investment risks, including the possible loss of the principal amount invested. The past performance of Ascott Reit is not necessarily indicative of its future performance.

This presentation may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from similar developments, shifts in expected levels of property rental income, changes in operating expenses, including employee wages, benefits and training, property expenses and governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. Prospective investors and Unitholders are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of the Manager on future events.

Results Highlights



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1H 2013 vs 1H 2012 Performance Highlights

	1H 2013	1H 2012	Change
Revenue (S\$m)	146.6	150.5	-3% ↓
Gross Profit (S\$m)	74.7	79.9	-7% ↓
Unitholders' Distribution (S\$m)	58.5	51.3	14% ↑
Distribution Per Unit (S cents)	4.70	4.52	4% ↑
Revenue Per Available Unit (S\$/day) – serviced residences	133	147	-10% ↓

- Revenue decreased by S\$3.9 million or 3% due to the divestments¹, partially offset by additional revenue from the acquisitions². On a same store basis, revenue decreased due to weaker performance from China Vietnam, Singapore and Japan (arising from depreciation of JPY against SGD).
- Gross profit decreased by a greater extent due to higher staff costs and higher depreciation expense arising from the completed refurbishment of properties.
- REVPAU decreased mainly due to divestment of Somerset Grand Cairnhill, weaker performance from China and Japan (arising from depreciation of JPY against SGD).



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1. Divestments include Somerset Grand Cairnhill Singapore and Somerset Gordon Heights Melbourne.
2. Acquisitions include Ascott Raffles Place Singapore, Ascott Guangzhou, Citadines Karasuma-Gojo Kyoto and Madison Hamburg.



2Q 2012 vs 2Q 2013 Performance Highlights

	2Q 2013	2Q 2012	Change
Revenue (S\$'m)	77.4	78.9	-2% ↓
Gross Profit (S\$'m)	41.0	42.7	-4% ↓
Unitholders' Distribution (S\$'m)	30.9	27.1	14% ↑
Distribution Per Unit (S cents)	2.45 ¹	2.38	3% ↑
Revenue Per Available Unit (S\$/day) – serviced residences	142	156	-9% ↓

- Revenue decreased by S\$1.5 million or 2% due to the divestments² and lower contribution from existing properties, mainly in China, Vietnam, Singapore and Japan (arising from depreciation of JPY against SGD), partially offset by additional revenue from the acquisitions³.
- Gross profit decreased by S\$1.7 million or 4% and S\$2.1 million on a same store basis. This was mainly due to lower revenue as explained above.
- Unitholders' distribution in 2Q 2013 included a reversal of over-provision of prior years' tax expense of S\$2.7 million.
- REVPAU decreased mainly due to divestment of Somerset Grand Cairnhill, weaker performance from China and Japan (arising from depreciation of JPY against SGD).



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1. Excluding the placement units issued in 1Q 2013, DPU for 2Q 2013 would be 2.70 cents.
2. Divestments include Somerset Grand Cairnhill Singapore and Somerset Gordon Heights Melbourne.
3. Ascott Raffles Place Singapore, Ascott Guangzhou and Madison Hamburg were acquired in second half last year. An Associate of CapitalLand



Distribution Details

Distribution Period*	6 February 2013 to 30 June 2013
Distribution Rate	4.081 cents per Unit
Last Day of Trading on “cum” Basis	26 July 2013, 5pm
Ex-Date	29 July 2013, 9am
Book Closure Date	31 July 2013
Distribution Payment Date	28 August 2013

**Advanced distribution of 0.617 cents for the period from 1 January 2013 to 5 February 2013 (prior to the date on which the placement units were issued) was paid on 5 April 2013.*

Property Valuation



Independent valuation conducted by Jones Lang LaSalle



Property value for 1H 2013 is higher by S\$25.9 million

- Higher valuations from France, Japan and United Kingdom.
- Partially offset by lower valuation from Vietnam, Philippines and Germany.



NAV per unit as at 30 June 2013 is S\$1.36

Portfolio Performance



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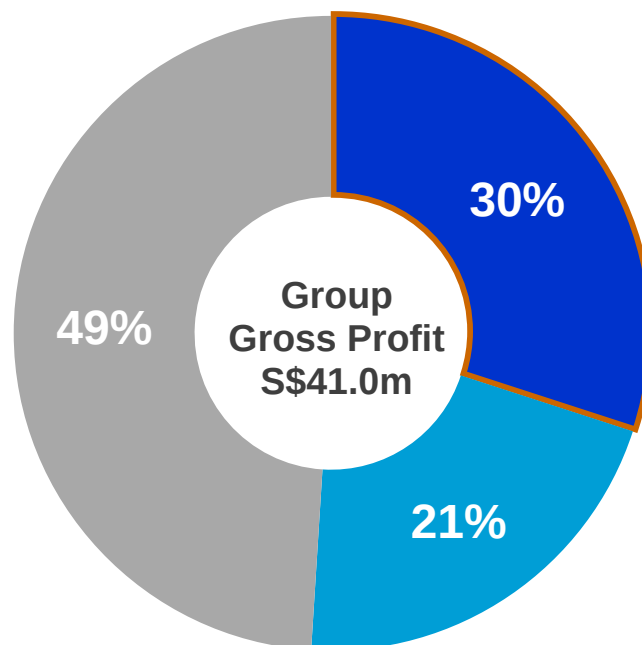


Master Leases

30% of Group's gross profit contributed by master leases

21 out of 67⁽¹⁾ properties on master leases

5 years average weighted remaining tenure

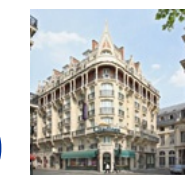


- Master Leases
- Management Contracts with Minimum Guaranteed Income
- Management Contracts

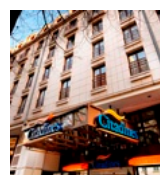
(1) Exclude new Cairnhill serviced residence and the 14 properties acquired on 28 June 2013.



Master Leases (1H 2013 vs 1H 2012)



Citadines
Suites
Louvre Paris



Citadines
Prestige Les
Halles Paris



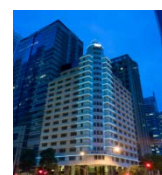
Citadines
Croisette
Cannes



Citadines
Arnulfpark
Munich



Madison
Hamburg



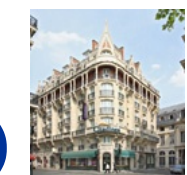
Ascott
Raffles Place
Singapore

Local Currency	Revenue ('mil)		Gross Profit ('mil)	
	1H 2013	1H 2012	1H 2013	1H 2012
France (EUR)				
17 Properties	11.5	11.0 ↑	10.5	10.3 ↑
Germany (EUR)				
3 Properties ¹	2.7	1.0 ↑	2.5	1.0 ↑
Philippines (PHP)				
Salcedo Residences ²	-	16.2	-	13.2
Singapore (SGD)				
Ascott Raffles Place Singapore ³	4.5	-	3.6	-

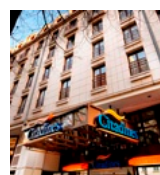
1. 1H 2013 includes contribution from Madison Hamburg which was acquired in November 2012.
2. Somerset Salcedo Property Makati was converted from master lease to management contract, and renamed to Salcedo Residences in July 2012.
3. Ascott Raffles Place Singapore was acquired in September 2012.



Master Leases (2Q 2013 vs 2Q 2012)



Citadines
Suites
Louvre Paris



Citadines
Prestige Les
Halles Paris



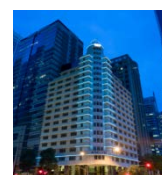
Citadines
Croisette
Cannes



Citadines
Arnulfpark
Munich



Madison
Hamburg



Ascott
Raffles Place
Singapore

Local Currency	Revenue ('mil)			Gross Profit ('mil)		
	2Q 2013	2Q 2012		2Q 2013	2Q 2012	
France (EUR)						
17 Properties	5.8	5.5	↑	5.2	5.1	↑
Germany (EUR)						
3 Properties ¹	1.5	0.5	↑	1.3	0.5	↑
Philippines (PHP)						
Salcedo Residences ²	-	8.1		-	6.6	
Singapore (SGD)						
Ascott Raffles Place Singapore ³	2.3	-		1.9	-	

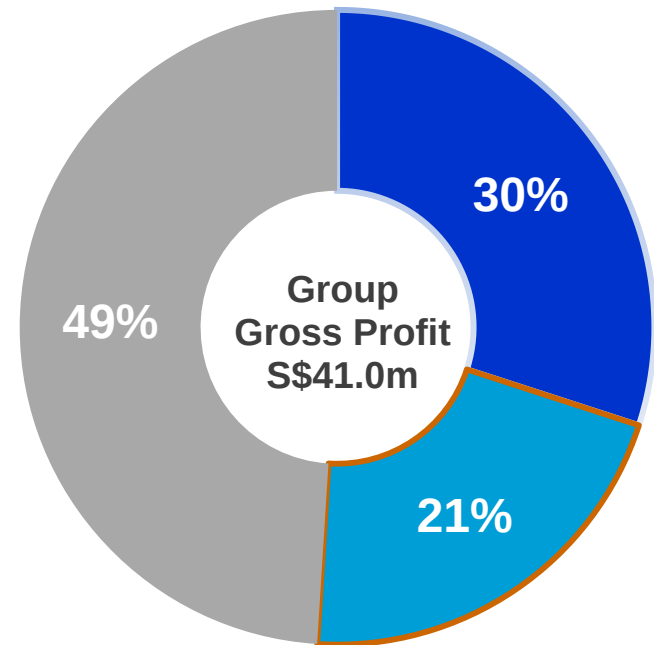
1. 2Q 2013 includes contribution from Madison Hamburg which was acquired in November 2012.
2. Somerset Salcedo Property Makati was converted from master lease to management contract, and renamed to Salcedo Residences in July 2012.
3. Ascott Raffles Place Singapore was acquired in September 2012.

Management Contracts with Minimum Guaranteed Income

21% of Group's gross profit contributed by management contracts with minimum guaranteed income

8 out of 67⁽¹⁾ properties on management contracts with minimum guaranteed income

5 years average weighted remaining tenure



- Master Leases
- Management Contracts with Minimum Guaranteed Income
- Management Contracts

(1) Exclude new Cairnhill serviced residence and the 14 properties acquired on 28 June 2013.



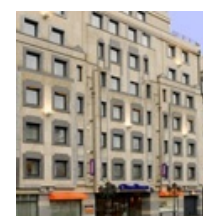
Management Contracts with Minimum Guaranteed Income (1H 2013 vs 1H 2012)

Local Currency	Revenue ('mil)			Gross Profit ('mil)			RevPAU		
	1H 2013	1H 2012		1H 2013	1H 2012		1H 2013	1H 2012	
Belgium (EUR)	3.2	3.5	↓	0.5	0.9	↓	49	53	↓
Spain (EUR)	1.8	2.1	↓	0.7	1.0	↓	61	71	↓
United Kingdom (GBP)	12.0	11.1	↑	5.0	5.1	↓	105	99	↑
Vietnam (VND) ¹	34.6	33.2	↑	22.7	19.8	↑	1,284	1,384	↓

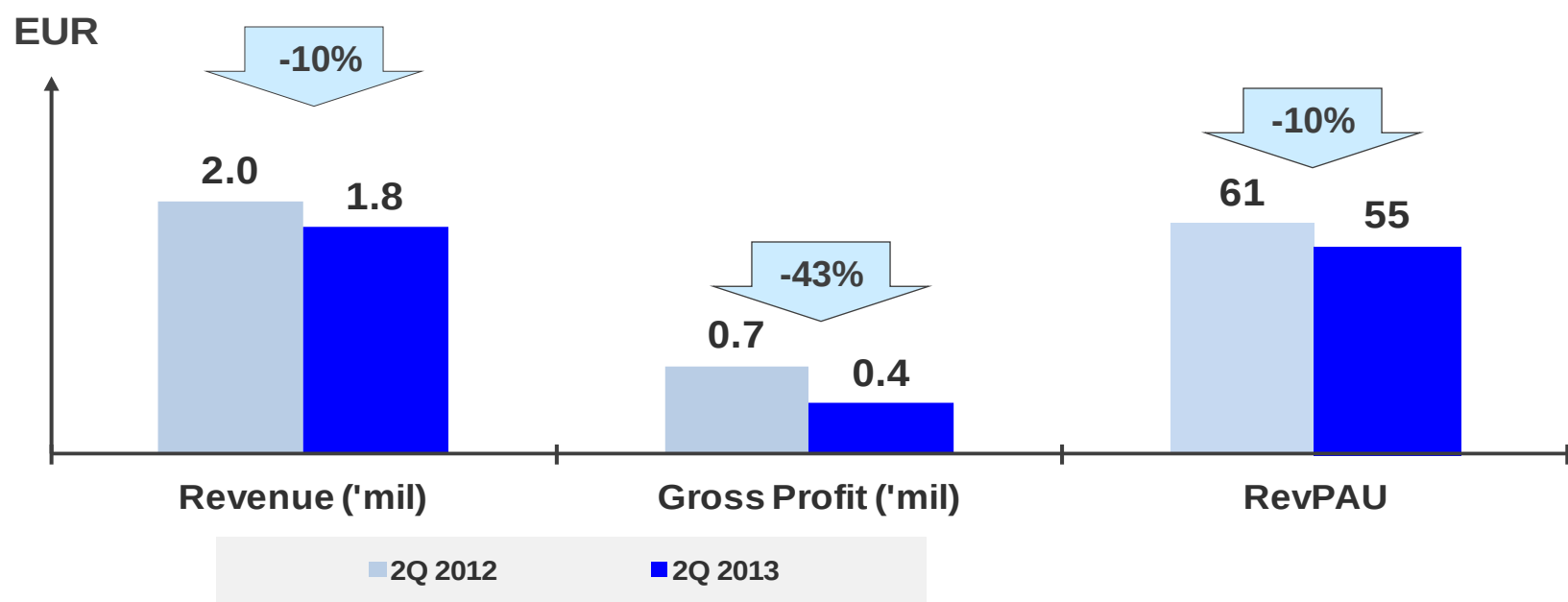
1. Revenue and Gross Profit figures for VND are stated in billions. RevPAU figures are stated in thousands.



*Citadines
Sainte-Catherine
Brussels*



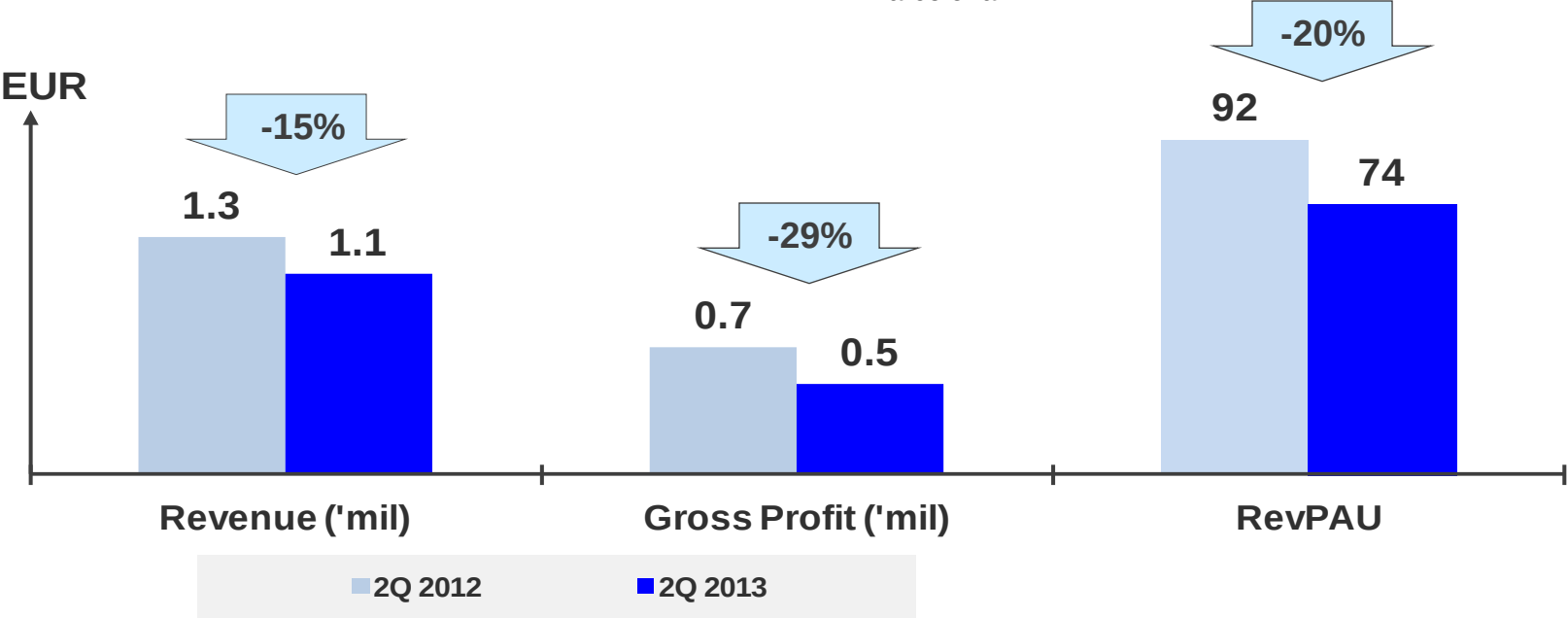
*Citadines
Toison d'Or
Brussels*



Revenue and RevPAU decreased mainly due to ongoing refurbishment of Citadines Toison d'Or Brussels, expected to be completed in 3Q 2013. Gross profit decreased due to lower revenue, higher staff costs and depreciation.



*Citadines
Ramblas
Barcelona*



Revenue, gross profit and RevPAU decreased mainly due to ongoing refurbishment of Citadines Ramblas Barcelona, expected to be completed in 1Q 2014.



United Kingdom



*Citadines
Barbican
London*



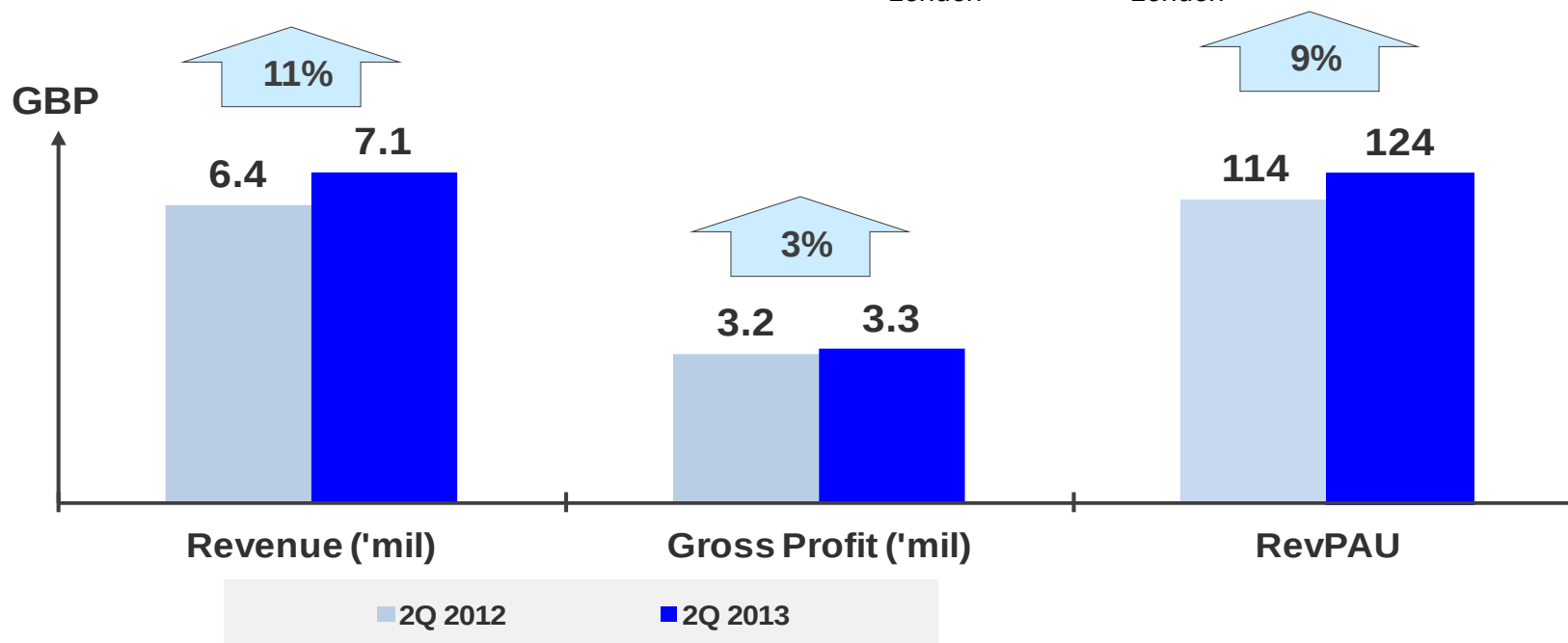
*Citadines
Prestige Holborn-
Covent Garden
London*



*Citadines
Prestige South
Kensington
London*



*Citadines
Prestige Trafalgar
Square London*

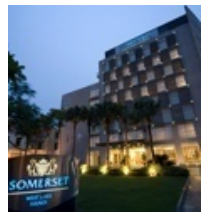


Revenue and RevPAU increased mainly due to stronger demand from corporate and leisure sectors. Gross profit increased due to stronger underlying performance, partially offset by higher provision of incentive fee in view of the stronger performance in FY 2013.

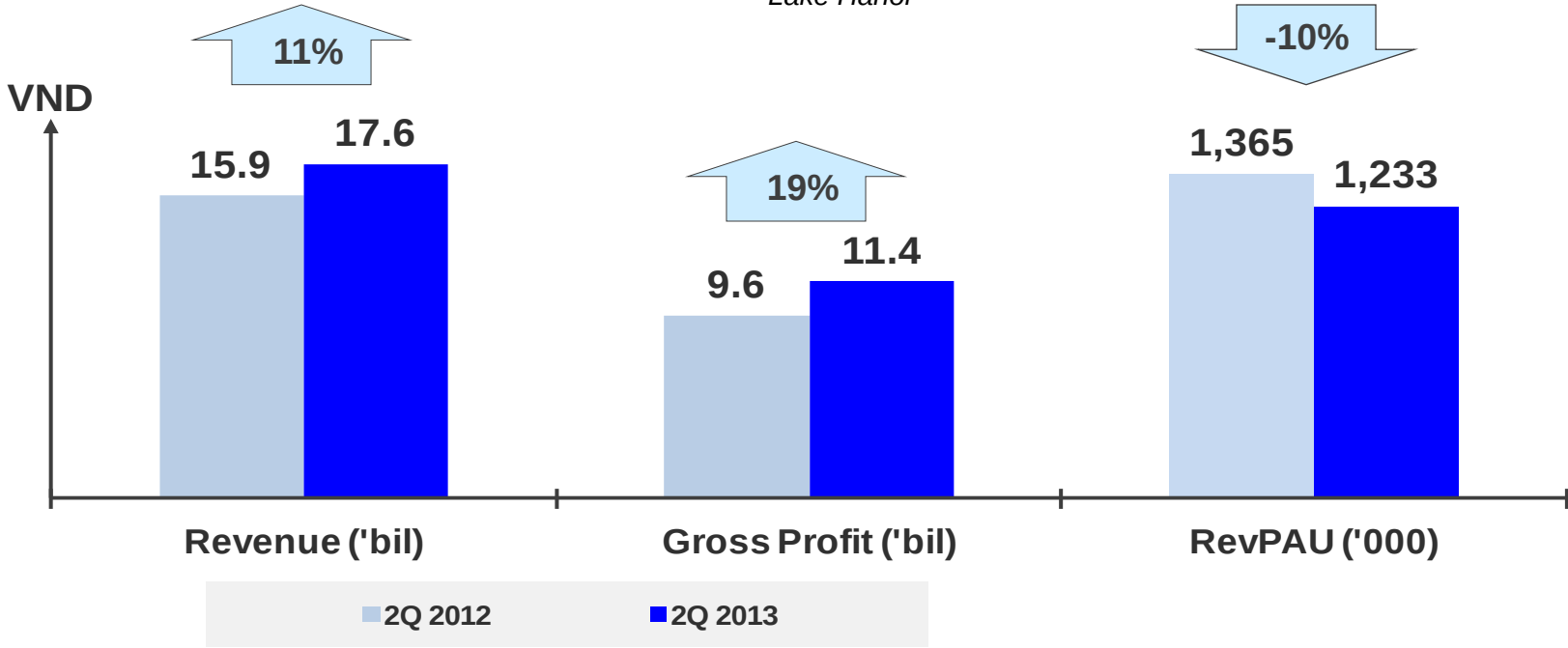


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Somerset West
Lake Hanoi



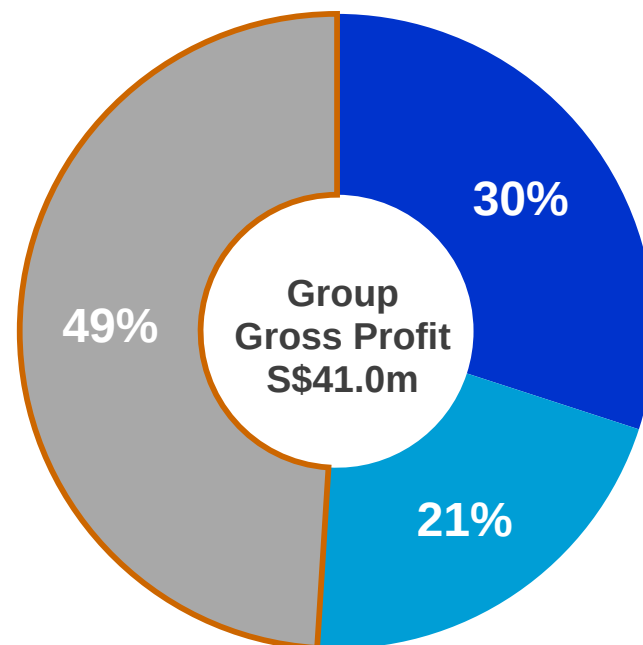
Revenue and gross profit increased mainly due to higher yield protection amount.



Management Contracts

49% of Group's gross profit contributed by management contracts

38 out of 67⁽¹⁾ properties on management contracts



- Master Leases
- Management Contracts with Minimum Guaranteed Income
- Management Contracts

(1) Exclude new Cairnhill serviced residence and the 14 properties acquired on 28 June 2013.



Management Contracts (1H 2013 vs 1H 2012)

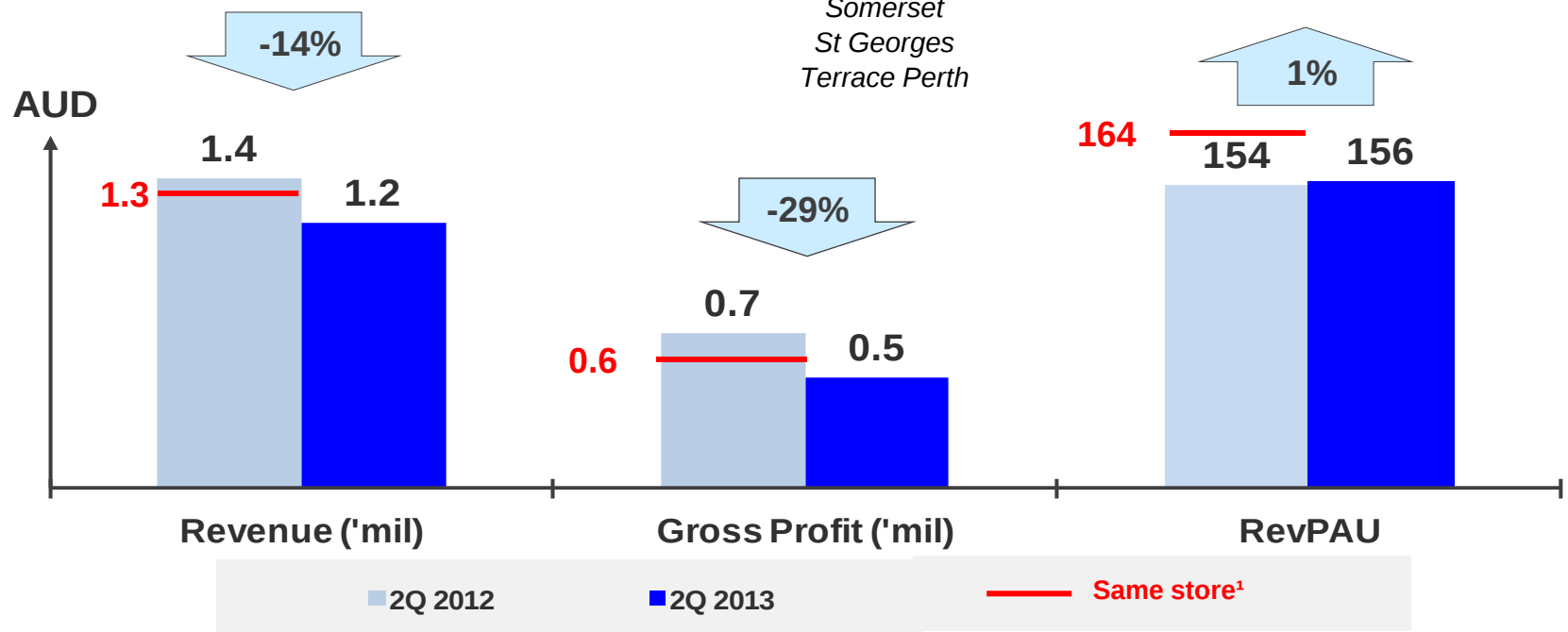
Local Currency	Revenue ('mil)			Gross Profit ('mil)			RevPAU ¹		
	1H 2013	1H 2012		1H 2013	1H 2012		1H 2013	1H 2012	
Australia (AUD)	2.4	3.2	↓	0.9	1.4	↓	151	148	↑
China (RMB)	71.2	52.0	↑	22.7	20.1	↑	575	615	↓
Indonesia (USD)	6.1	6.2	↓	1.8	2.1	↓	81	81	-
Japan (JPY) ¹	1,002.9	855.4	↑	498.6	405.0	↑	8,961	7,953	↑
Philippines (PHP)	540.6	540.2	↑	203.9	219.9	↓	5,109	5,942	↓
Singapore (SGD)	13.4	25.3	↓	6.2	14.2	↓	210	242	↓
Vietnam (VND) ²	300.5	313.0	↓	171.2	175.4	↓	1,572	1,625	↓

1. RevPAU for Japan refers to serviced residences and excludes rental housing.

2. Revenue and Gross Profit figures for VND are stated in billions. RevPAU figures are stated in thousands.



Somerset
St Georges
Terrace Perth



Revenue and gross profit decreased mainly due to the divestment of Somerset Gordon Heights Melbourne. On a same store basis, revenue, gross profit and RevPAU decreased due to weaker demand from the oil and gas industries.



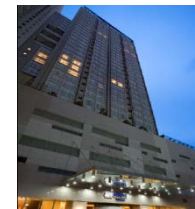
Somerset
Xu Hui
Shanghai



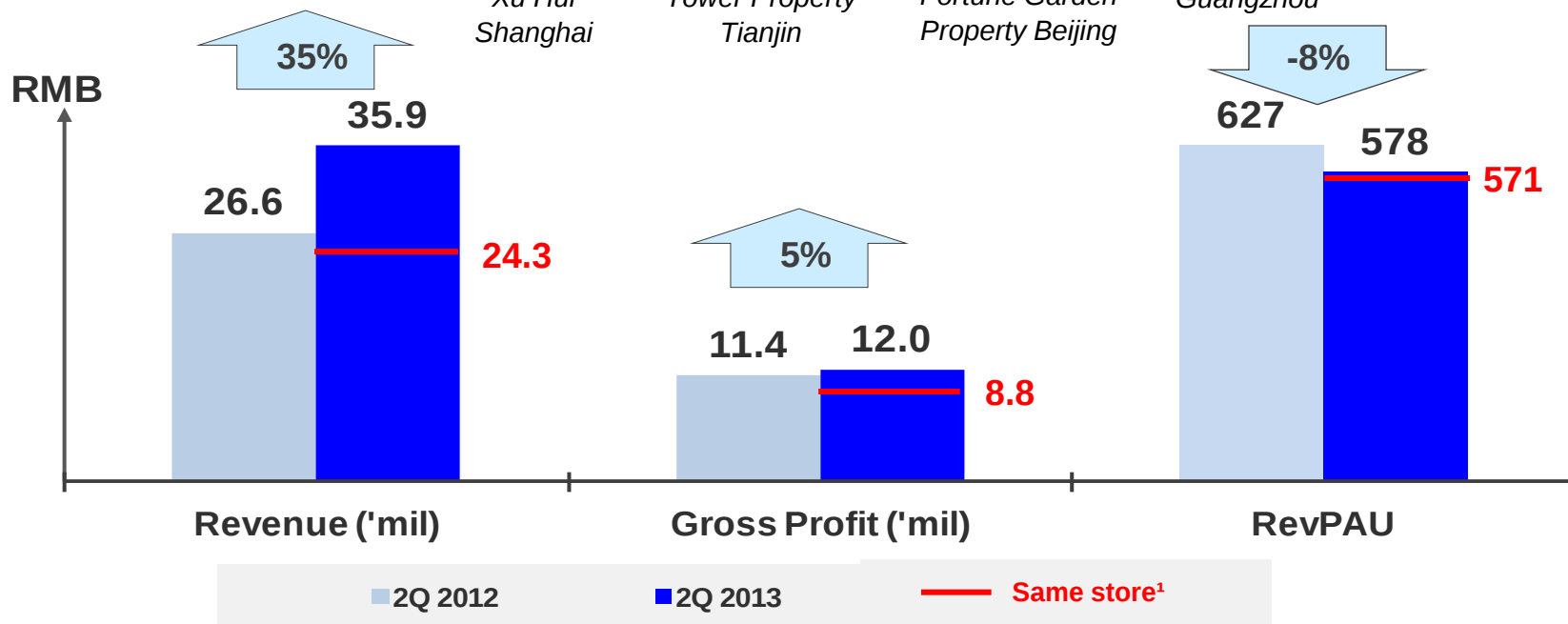
Somerset Olympic
Tower Property
Tianjin



Somerset Grand
Fortune Garden
Property Beijing



Ascott
Guangzhou



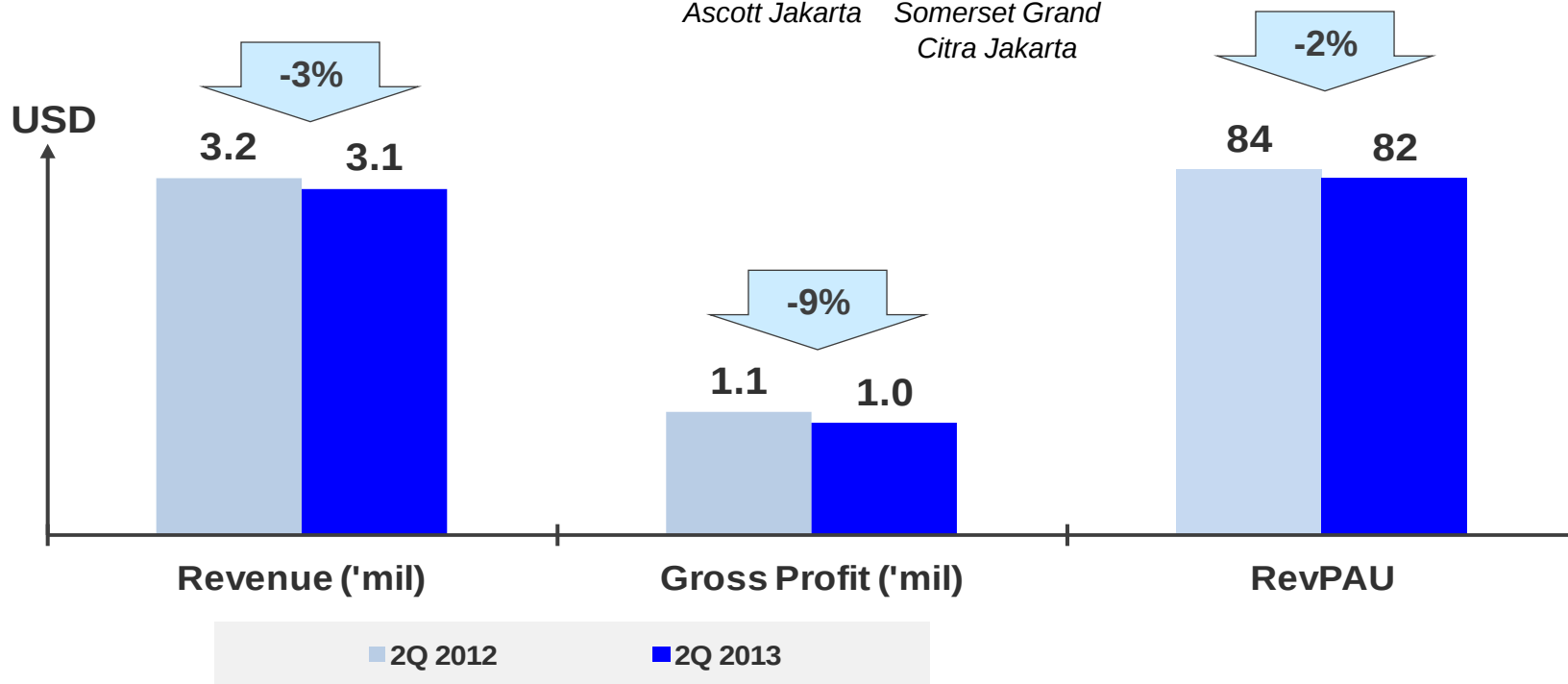
Revenue and gross profit increased mainly due to contribution from the newly acquired Ascott Guangzhou. Gross profit increased by a lower extent as a result of higher staff costs, depreciation expense and property tax. On a same store basis, revenue and gross profit decreased due to the ongoing refurbishment of Somerset Xu Hui Shanghai, expected to be completed in 3Q 2013.



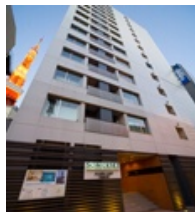
Ascott Jakarta



Somerset Grand
Citra Jakarta



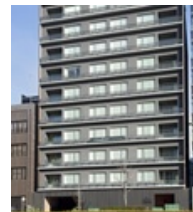
Revenue and gross profit decreased mainly due to the ongoing refurbishment of Ascott Jakarta, expected to be completed in 4Q 2013.



Somerset
Azabu East
Tokyo



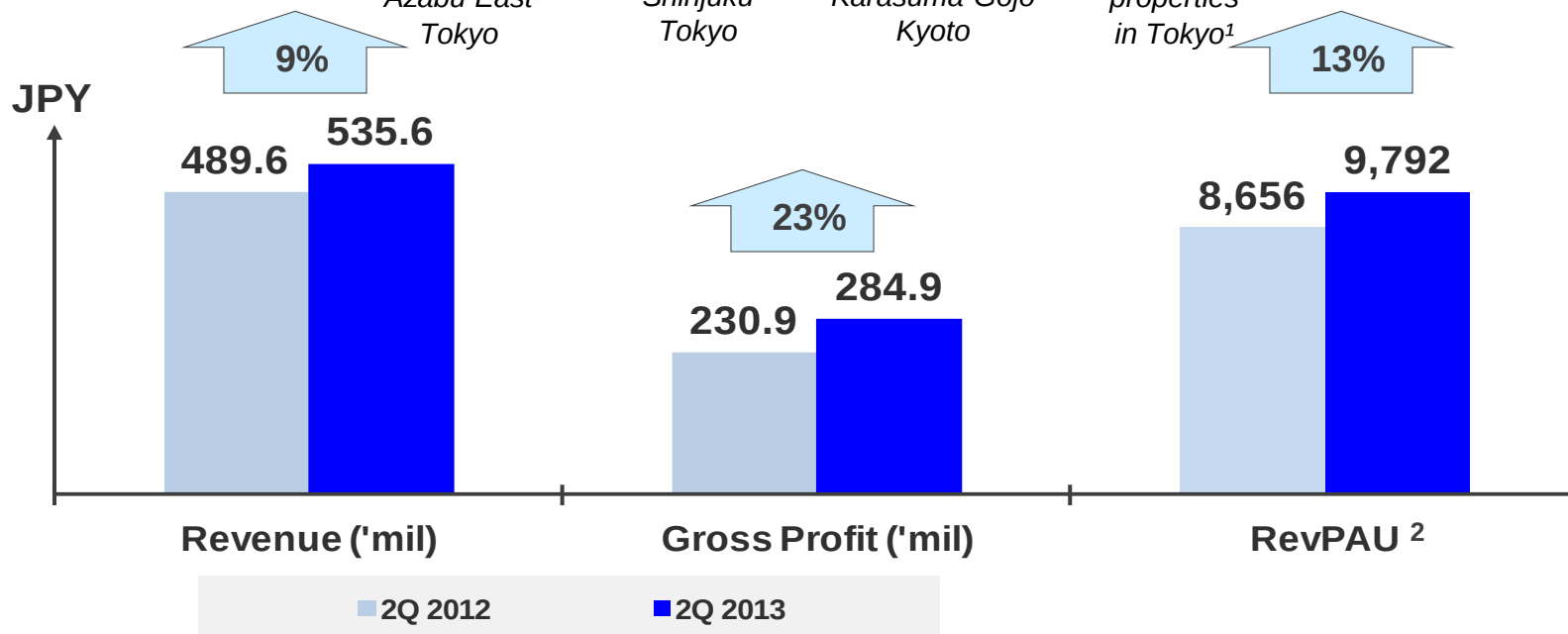
Citadines
Shinjuku
Tokyo



Citadines
Karasuma-Gojo
Kyoto



19 rental housing
properties
in Tokyo¹



Revenue and RevPAU increased mainly due to stronger demand from corporate and leisure sectors. Gross profit increased as a result of higher revenue, lower depreciation, and operation and maintenance expense.

1. Somerset Roppongi Tokyo was converted to rental housing in April 2012.
2. RevPAU for serviced residence properties only.



The Philippines



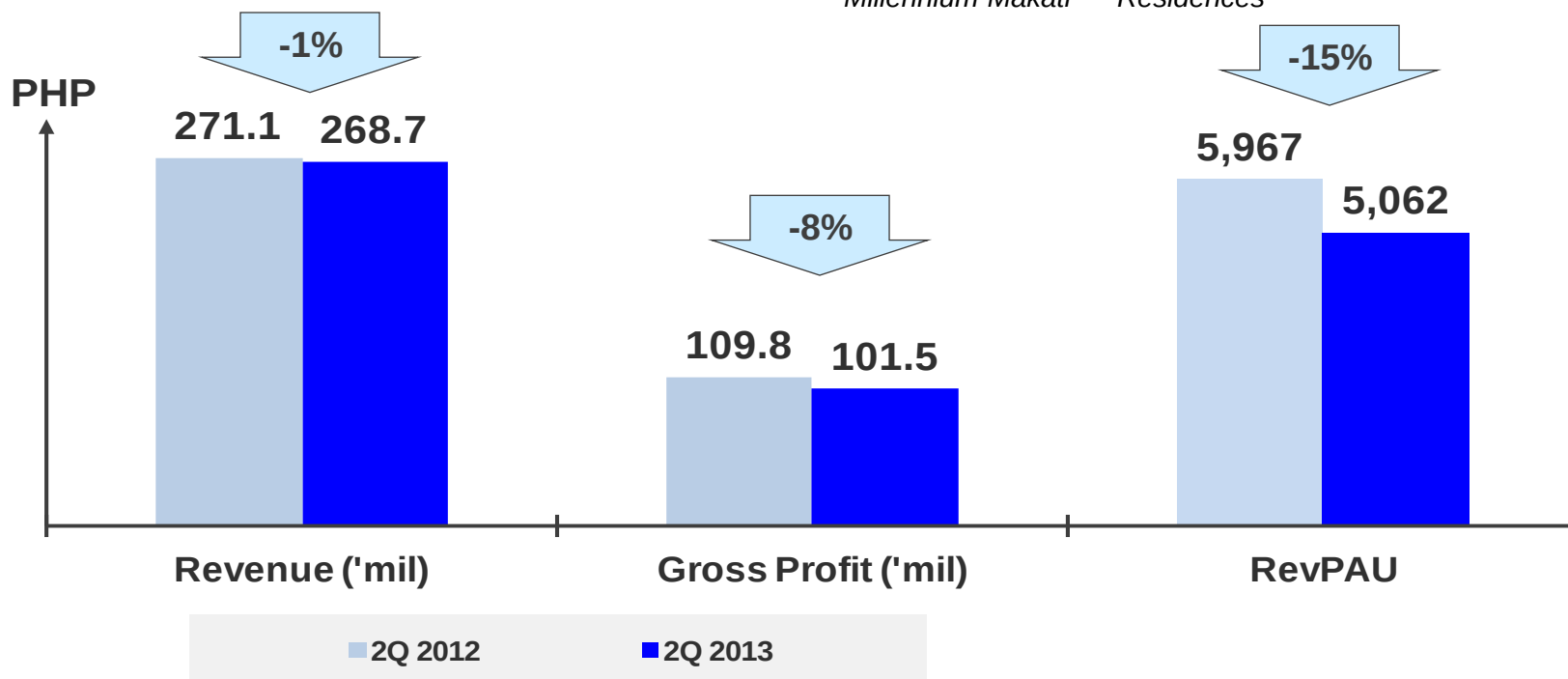
Ascott Makati



Somerset
Millennium Makati



Salcedo
Residences¹



Revenue decreased mainly due to weaker demand from project groups. Gross profit decreased due to higher staff costs and housekeeping expense.

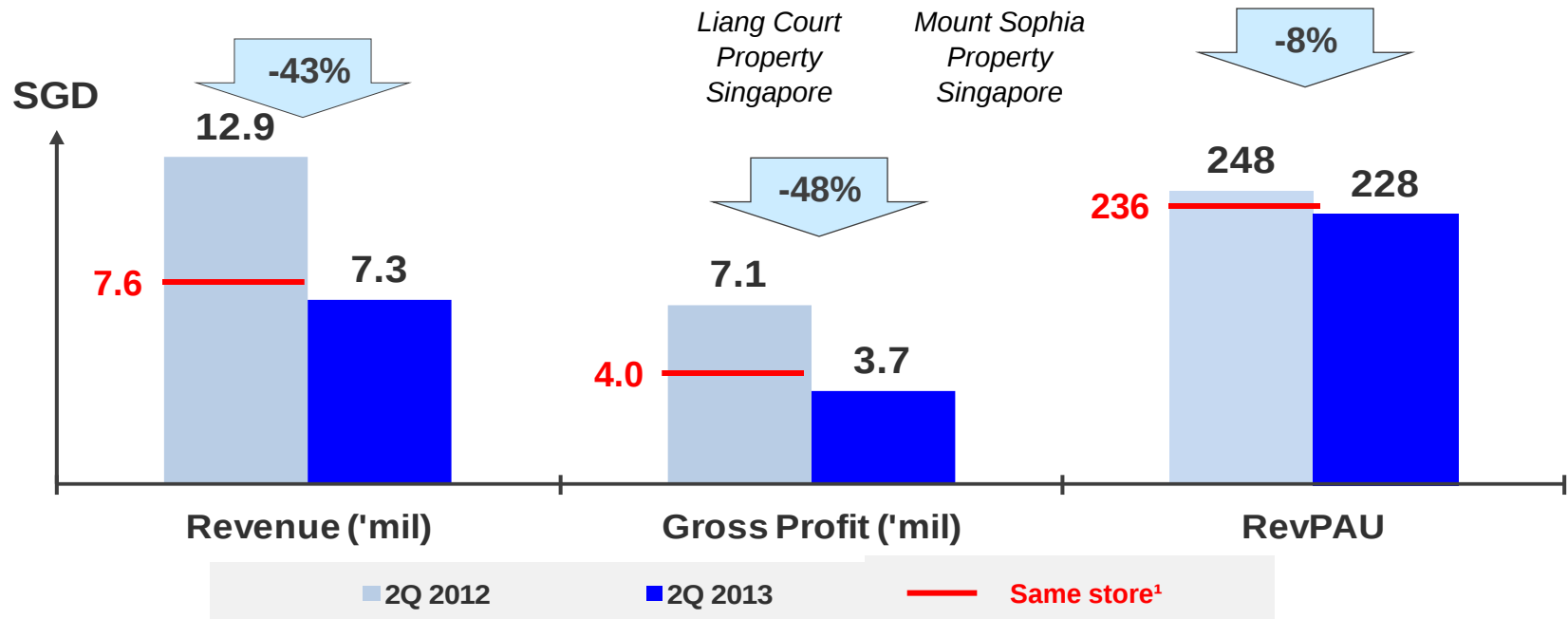
1. Somerset Salcedo Property Makati was converted from master lease to management contract, and renamed to Salcedo Residences in July 2012.



Somerset
Liang Court
Property
Singapore



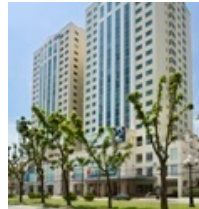
Citadines
Mount Sophia
Property
Singapore



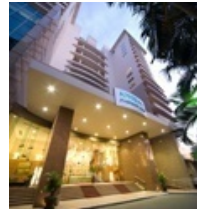
Revenue and gross profit decreased mainly due to the divestment of Somerset Grand Cairnhill Singapore. On a same store basis, revenue, gross profit and RevPAU decreased mainly due to disruption from the construction of MRT tunnel for the new downtown line near Somerset Liang Court and weaker demand from project groups.



Somerset
Grand Hanoi



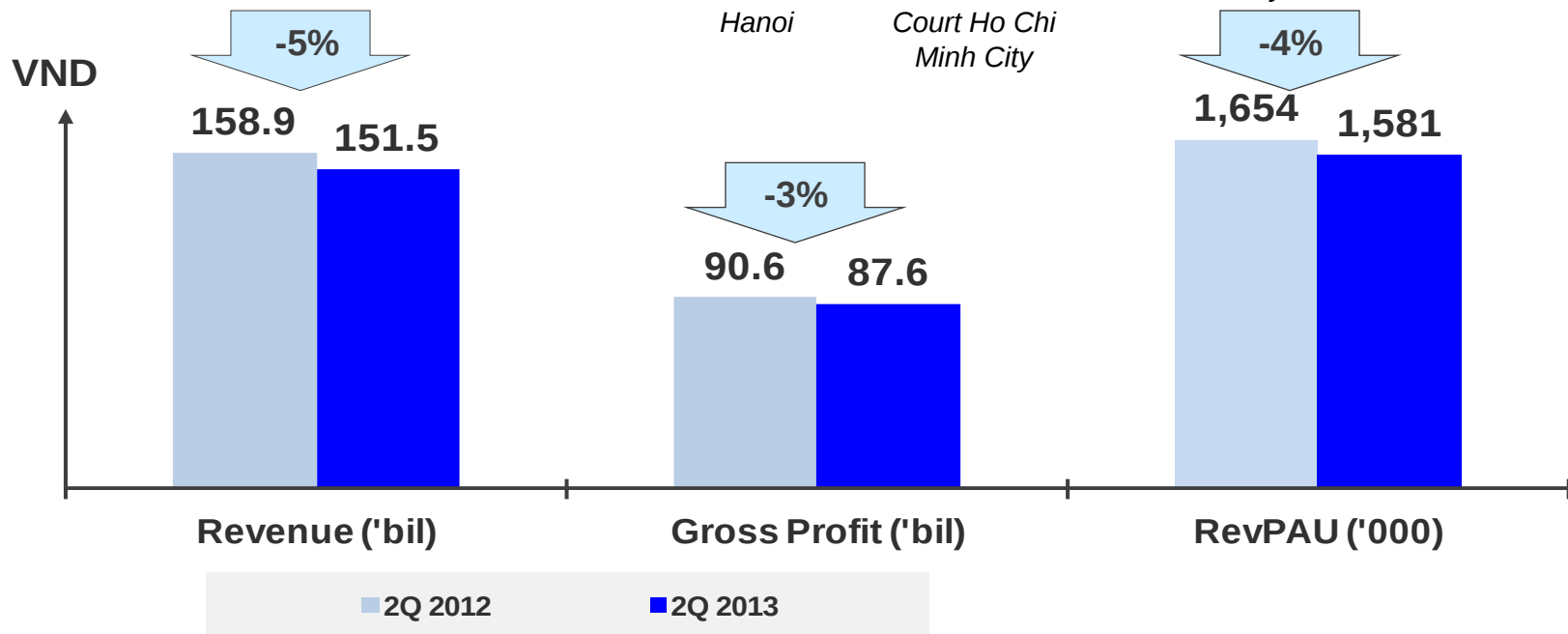
Somerset
Hoa Binh
Hanoi



Somerset
Chancellor
Court Ho Chi
Minh City



Somerset Ho
Chi Minh City



Revenue and gross profit decreased due to lower office rental income, weaker market demand and reduction in corporate accommodation budgets. Gross profit decreased by a lesser extent due to lower staff costs.

Capital and Risk Management



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Healthy Balance Sheet & Credit Metrics

Credit Metrics as at 30 Jun 2013

Gearing

40.2%

**Interest
Cover**

4.2x

NAV/Unit

S\$1.36

**Effective
Borrowing
Rate**

3.1%

**Moody's
Rating**

Baa3

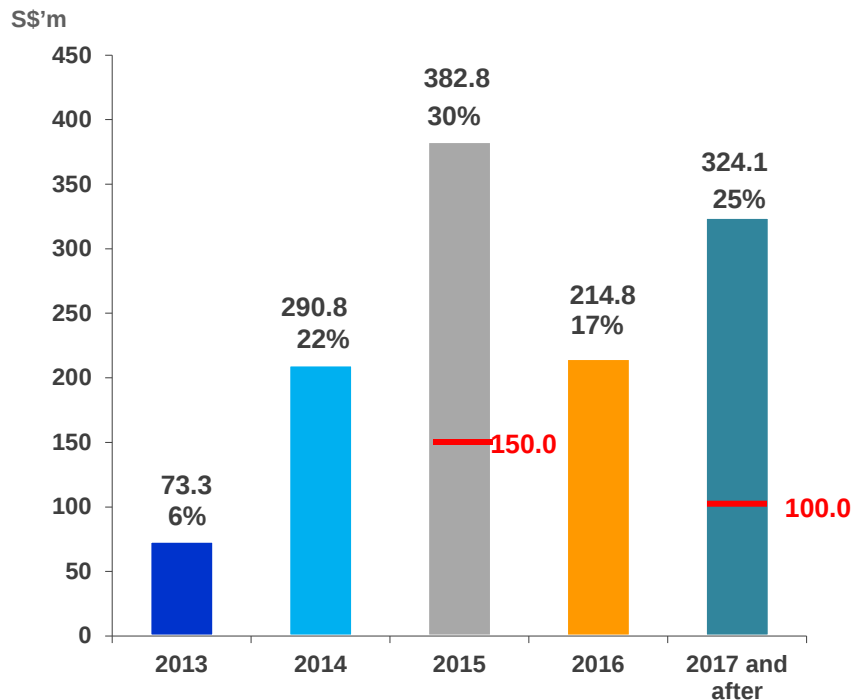
**Weighted
Avg Debt to
Maturity**

3.1 years

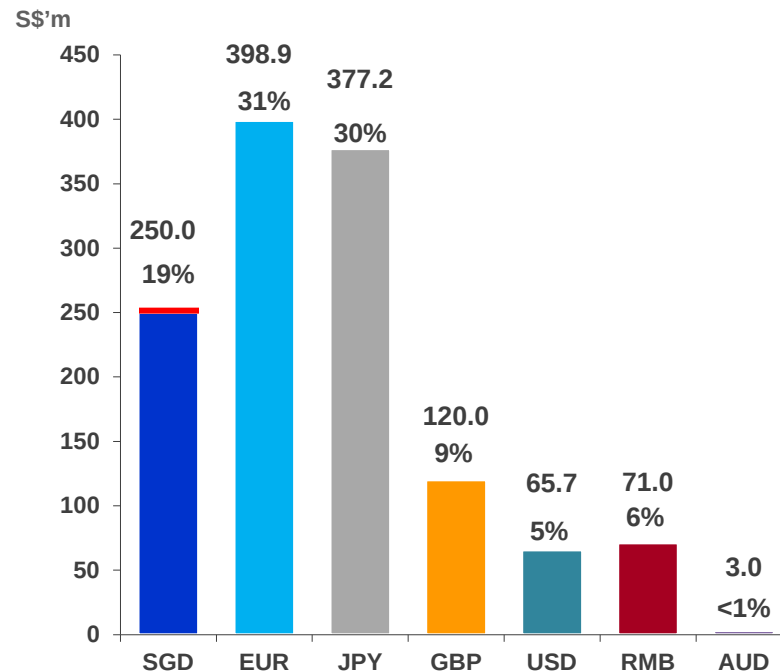


Debt Profile

By Maturity As at 30 Jun 2013



By Currency As at 30 Jun 2013



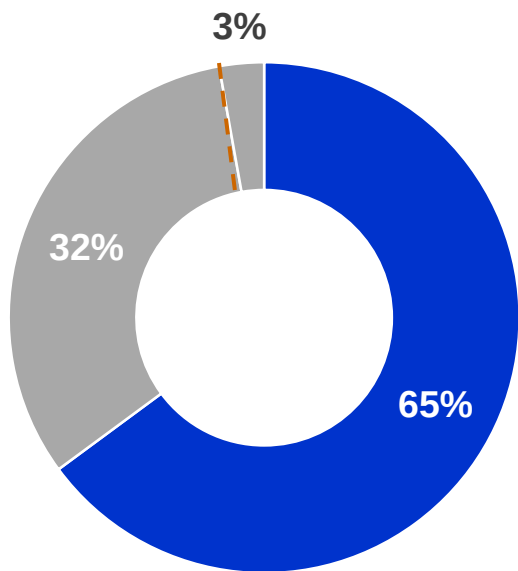
Ascott Reit's Share of Bank Loans = S\$1,285.8 million

— Medium term note



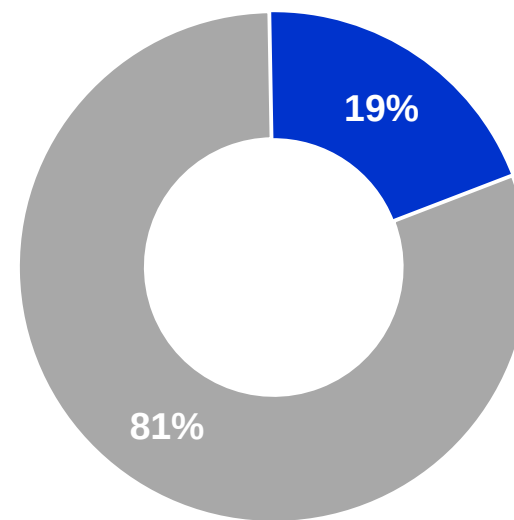
Interest Rate and Debt Mix Profile

**Interest Rate Profile
As at 30 Jun 2013**



- Fixed 65%
- Floating 32%
- Floating with interest rate caps 3%

**Debt Type
As at 30 Jun 2013**



- Medium Term Note 19%
- Bank Loans 81%



Foreign Exchange Profile

Ascott Reit's Share of Gross Profit YTD Jun 2013

Asia-Pacific	53%	Europe	47%
Singapore	14%	France	24%
Vietnam	12%	UK	14%
Philippines	9%	Germany	6%
Japan	7%	Spain	2%
China	6%	Belgium	1%
Indonesia	3%		
Australia	2%		

Exchange Rate Movement from Dec 2012 to Jun 2013

Currency	Share of Gross Profit	Exchange Rate Movement
SGD	14%	-
EUR	33%	2.6%
GBP	14%	-1.9%
VND	12%	1.7%
PHP	9%	0.8%
JPY	7%	-11.0%
RMB	6%	2.1%
USD	3%	1.5%
AUD	2%	-0.6%
Total	100%	0.4%

Portfolio Information



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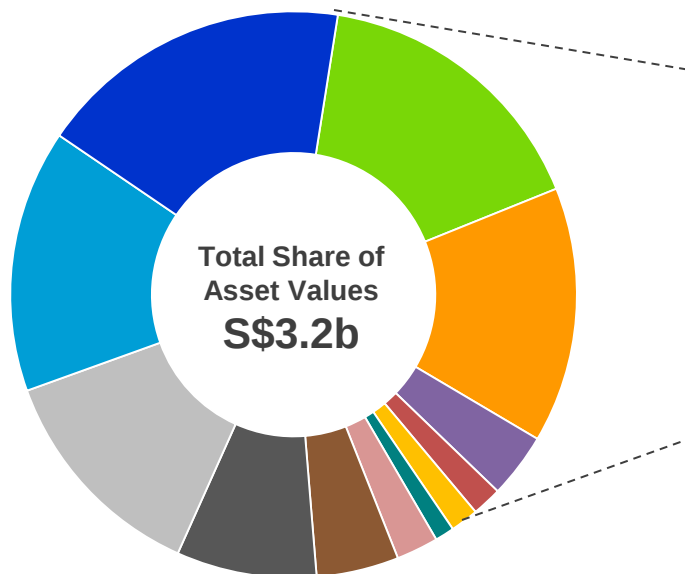
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Geographical Diversification

Ascott Reit's Share of Asset Values 30 Jun 2013

Asia-Pacific 62.0%		
● Singapore		18.0%
● China		15.0%
● Japan		12.8%
● Vietnam		8.0%
● Philippines		4.7%
● Indonesia		2.4%
● Australia		1.1%



Europe 38.0%		
● France		16.4%
● UK		14.6%
● Germany		3.7%
● Belgium		1.7%
● Spain		1.6%

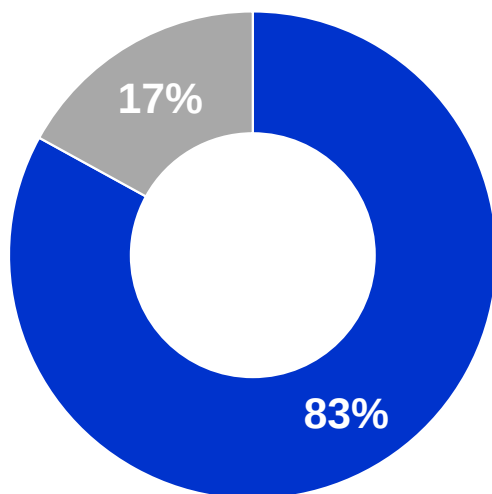
Portfolio diversified across economic cycles.



Apartment Rental Income¹

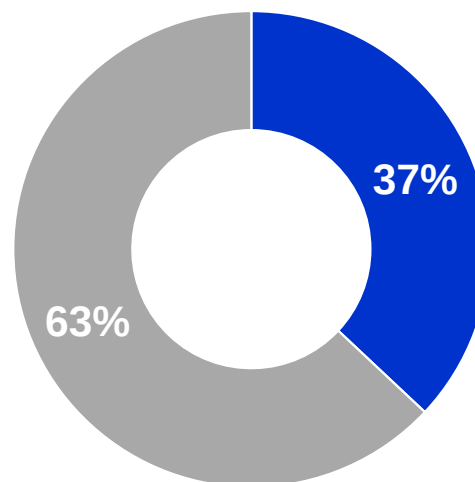
By Market Segment
2Q 2013

Asia-Pacific



● Corporate Travel 83%
● Leisure 17%

Europe

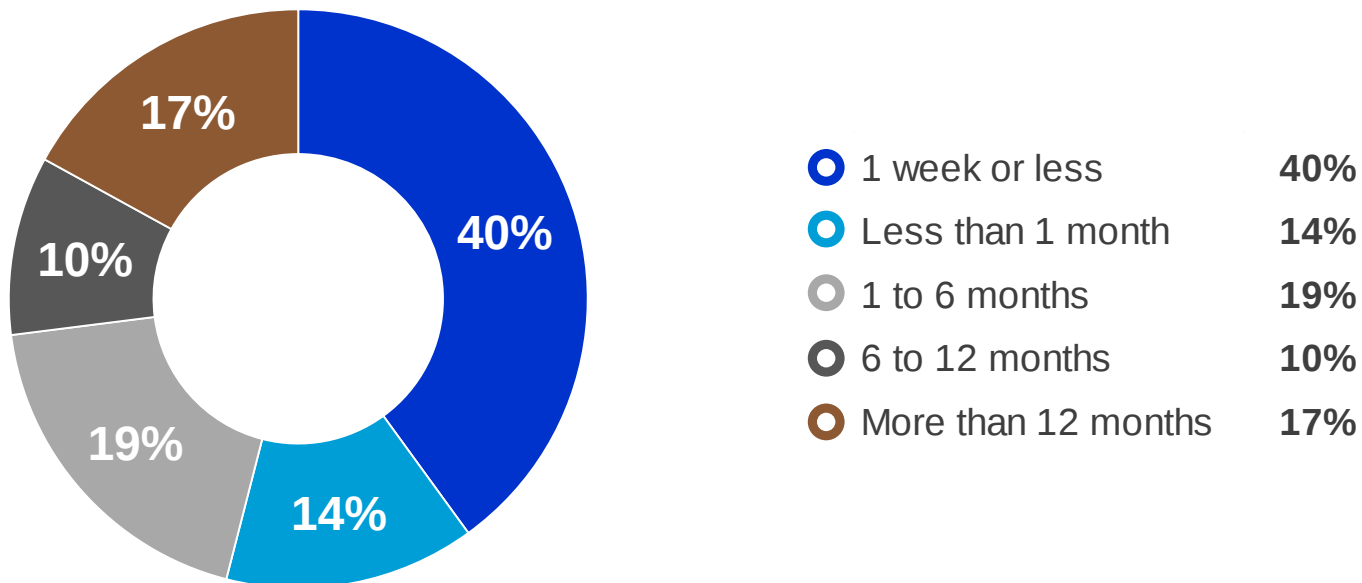


● Corporate Travel 37%
● Leisure 63%



Apartment Rental Income¹

By Length of Stay
2Q 2013



Average apartment rental income by length of stay is about 4 months.

Prospects



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Outlook and Prospects

Global economic recovery continues to be anaemic because of the ongoing uncertainties. Nevertheless, Ascott REIT's extended stay business model, geographical diversification and resilience through stable income base have and will continue to help to mitigate such impact.

On 28 June 2013, Ascott REIT completed the acquisitions of three serviced residences in China and 11 rental properties in Japan. The acquisitions will strengthen Ascott REIT's presence in the key markets of China and Japan, as well as enhancing returns to Unitholders. We will continue to actively look for accretive acquisitions in key gateway cities in Asia as well as London, Paris and key cities in Germany.

The Group is progressively executing our planned asset enhancement programmes on selected properties to capture RevPAU growth when the market conditions improve. Citadines Toison d'Or Brussels, Somerset Xu Hui Shanghai, Somerset St Georges Terrace Perth, Ascott Jakarta, and Citadines Ramblas Barcelona are undergoing refurbishment.

The Group's operating performance for FY 2013 is expected to remain profitable.

Appendix



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Completed Asset Enhancements

Citadines Suites Louvre Paris

Refurbishment of 51 units completed in 1Q 2013



Apartment (Pre-refurbishment)



Apartment (Post-refurbishment)



Completed Asset Enhancements

Citadines City Centre Lille

Phase 2 refurbishment of 49 units completed in 1Q 2013



Studio (Pre-refurbishment)



Studio (Post-refurbishment)



Completed Asset Enhancements

Citadines Croisette Cannes

Refurbishment of 58 units and lobby completed in 1Q 2013



Studio (Pre-refurbishment)



Studio (Post-refurbishment)



Asset Enhancement Programmes

Properties under Management Contract		Total No of Units	Start Date	Expected Completion Date
1	Citadines Toison d'Or Brussels Phase 1 – 101 units	154	1Q 2013	3Q 2013
2	Somerset Xu Hui Shanghai Phase 1 – Lobby and 2 Floors	167	2Q 2013	3Q 2013
3	Somerset St Georges Terrace Perth	84	3Q 2013	1Q 2014
4	Ascott Jakarta	198	3Q 2012	4Q 2013
5	Citadines Ramblas Barcelona	131	2Q 2013	1Q 2014

Properties under Master Lease ¹		Total No of Units	Start Date	Expected Completion Date
1	Citadines Place d'Italie Paris	169	1Q 2013	2Q 2014

1. Asset enhancements for properties on master lease will be undertaken by the Master Lessee.

Thank You



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