Ascott Residence Trust

CapitaLand Debt Investors' Day by Mr Ronald Tay, CEO

14 August 2013

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.

Unitholders of Ascott Reit (the "Unitholders") have no right to request the Manager to redeem their units in Ascott Reit while the units in Ascott Reit are listed. It is intended that Unitholders may only deal in their Units through trading on the Singapore Exchange Securities Trading Limited ("SGX-ST"). Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

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Ascott Reit Business Model

Citadines Suites Louvre Paris

Ascott Reit Fact Sheet

Business Overview	**Ascott Residence Trust (Ascott Reit) invests primarily in real estate and real estate-related assets, which are income-producing and used predominantly as serviced residences, rental housing properties and other hospitality assets.**
Sponsor	**ART's Sponsor, The Ascott Limited (Ascott) is the world's largest serviced apartment owner-operator with over 30,000 apartment units in key cities of Asia Pacific, Europe and the Gulf region.**
Portfolio	**Owns 8,636[1] apartments in 32 cities across 12 countries in Asia Pacific and Europe. Operates under Ascott, Citadines and Somerset brands.**
Portfolio Value	**S$3.2 billion**[2] as at 30 June 2013
Market Cap	**S$1.6 billion** as at 31 July 2013
Major Unitholder	**CapitaLand's ownership is 45%** as at 31 July 2013

[1] When acquisition of New Cairnhill SR is completed, Ascott Reit's portfolio will expand to 9,007 units.

[2] When acquisition of New Cairnhill SR is completed, Ascott Reit's portfolio value will increase to S$3.6 billion

Strengths of Ascott Reit

1	**Geographically Diversified Portfolio Across Key International Gateway Cities**	Diversification across economic cycles supports asset value and income stability
2	**Stability of Income from Extended-Stay Business Model**	Enhanced income visibility and stability through Master Lease and Minimum Guaranteed Income
3	**Aim to deliver stable and growing distributions**	Acquisition, active asset management, capital and risk management

Balanced and Diversified Footprint

S$3.2 billion portfolio value
8,636 apartment units
in 81properties
32 cities in 12 countries[1]

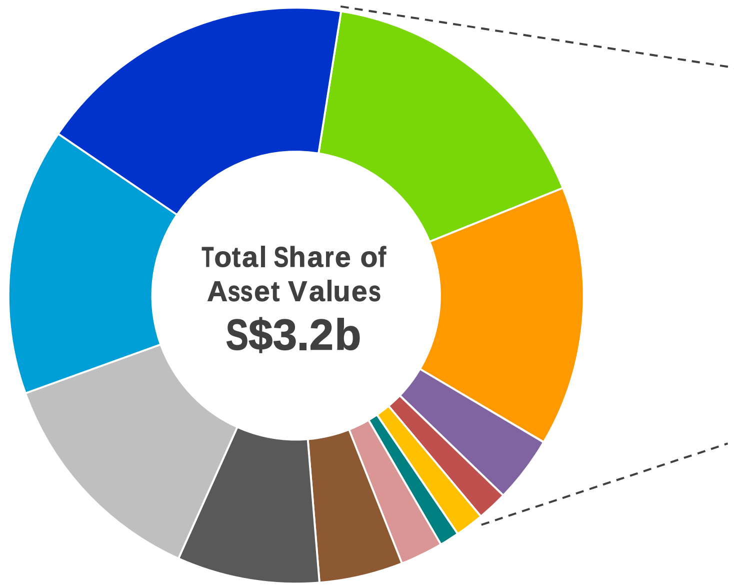
Portfolio diversified across economic cycles

[1] When acquisition of New Cairnhill SR is completed, Ascott Reit's portfolio value will increase to S$3.6 billion with 9,007 apartment units in 82 properties across 32 cities in 12 countries.

Geographical Diversification

Ascott Reit Share of Asset Values as at 30 June 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.

Strengths of Ascott Reit

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Ascott Reit Sources of Income

	Properties on Management Contract	Properties on Master Lease	Properties on Management Contract with Minimum Income Guarantee
Description	• Ascott manages Ascott Reit's properties for a fee	• Master Lessees (subsidiaries of Ascott) pay fixed rental per annum to Ascott Reit*	• Properties on management contracts that enjoy minimum guaranteed income (from subsidiaries of Ascott)
Tenure	• Generally on a 10-year basis	• Average weighted remaining tenure of about 5 years	• Average weighted remaining tenure of about 5 years
Location	• 47 properties -18 in Asia -1 in Australia - 28 in Japan	• 26 properties - 17 in France - 3 in Germany - 1 in Singapore - 5 in Japan	• 8 properties - 4 in UK - 2 in Belgium - 1 in Spain - 1 in Vietnam

* The rental payments under the Master Leases are generally fixed for a period of time. However, the Master Leases provide for annual rental revisions pegged to indices representing construction costs, inflation or commercial rental prices according to market practice. Accordingly, the rental revisions may be adjusted upwards or downwards depending on the above factors.

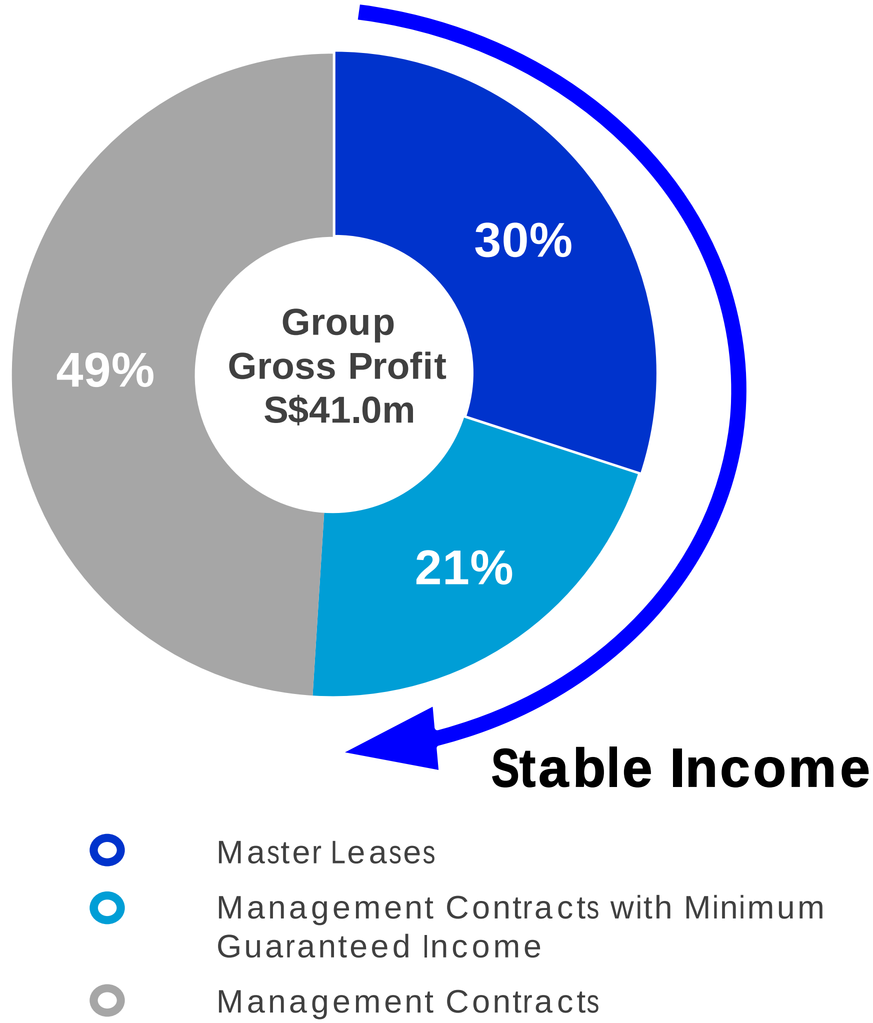
Balance of Income Stability and Growth

Group's gross profit contribution:

30% by master leases

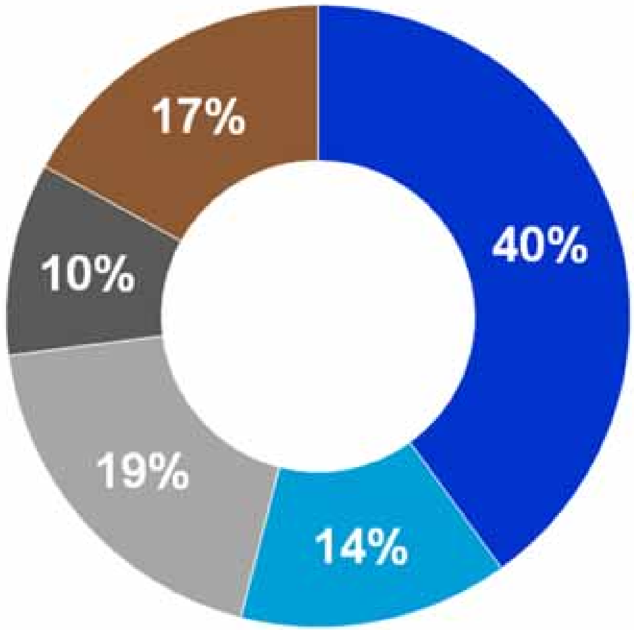
21% by management contracts with minimum guaranteed income

49% by management contracts



Apartment Rental Income[1]

By Length of Stay for 2Q 2013



1 week or less	40%
Less than 1 month	14%
1 to 6 months	19%
6 to 12 months	10%
More than 12 months	17%

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

1. *Properties on master leases not included.*

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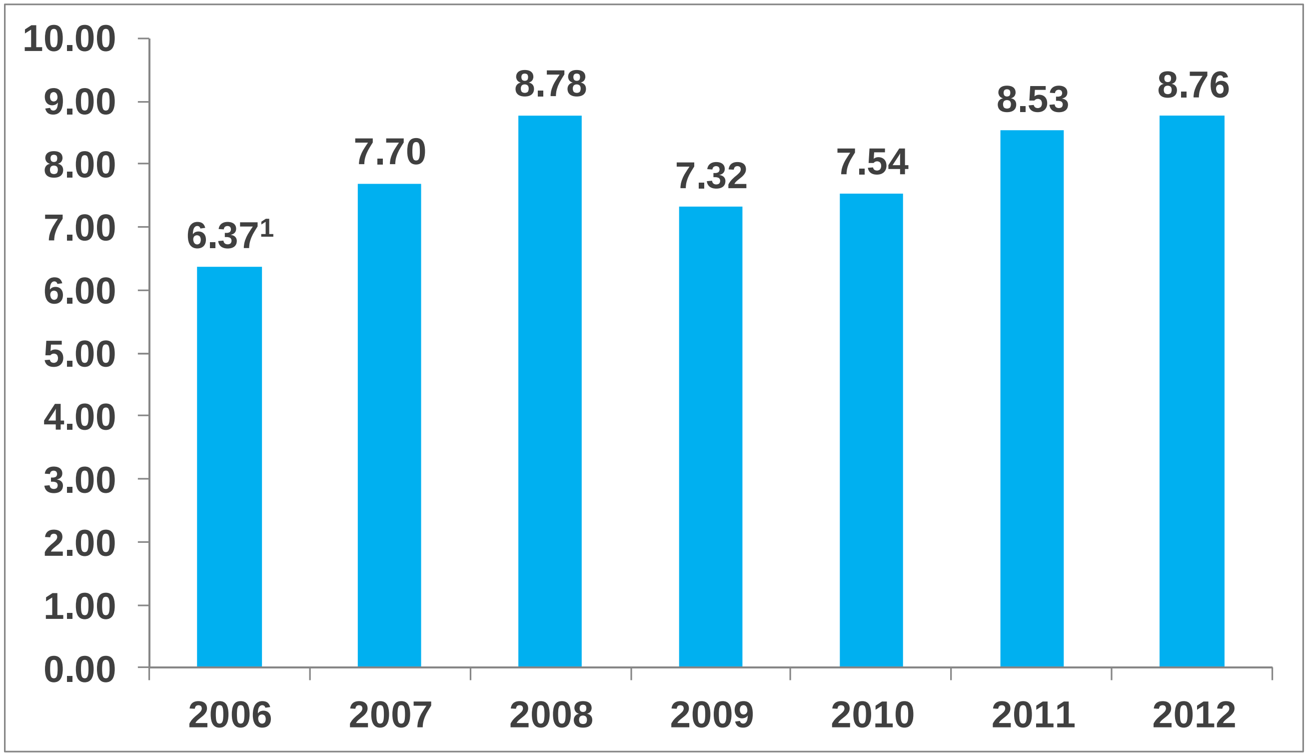
DPU Trend Since Listing



Delivered stable distributions since listing in 2006
FY 2012 DPU represents 6.4% yield[2]

1. *Ascott Reit was established on 19 January 2006 but the acquisition of the real properties was completed on 1 March 2006. Hence the income recorded relate only to the 10-month period from 1 March 2006 to 31 December 2006.*
2. *Based on 31 December 2012 closing price of S$1.36.*

Financial Highlights

Ascott Raffles Place Singapore

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 divestments[1], partially offset by additional revenue from the acquisitions[2]. 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).

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.*

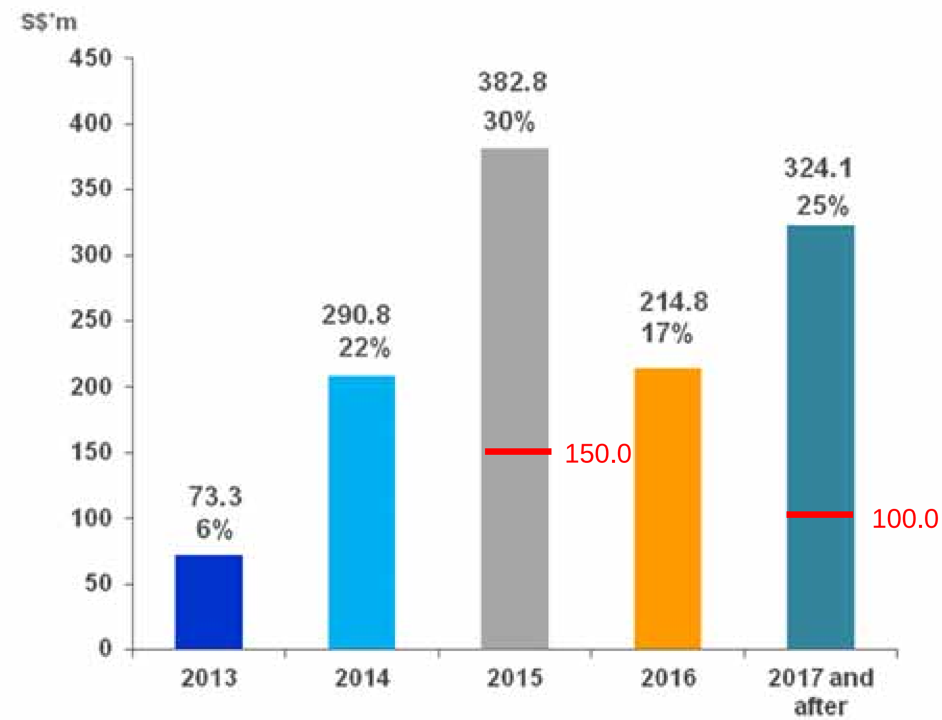
Healthy Balance Sheet and Credit Metrics

Credit Metric as at 30 Jun 2013

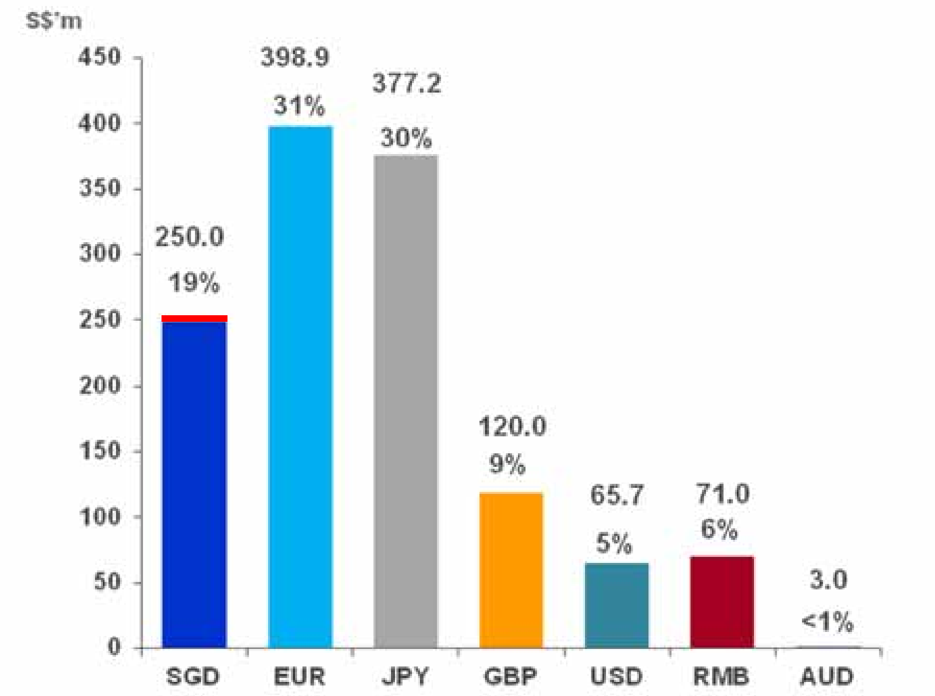
Gearing	40.2%	**Interest Cover**	4.2x
NAV/Unit	S$1.36	**Effective Borrowing Rate**	3.1%
Moody's Rating	Baa3	**Weighted Avg Debt to Maturity**	3.1 years

Debt Profile

By Maturity
As at 30 Jun 2013



By Currency
As at 30 Jun 2013

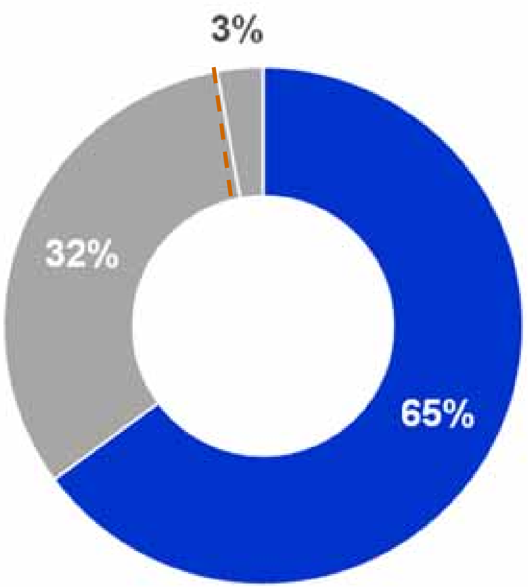


Ascott Reit's Share of Bank Loans = S$1,285.8 million

Medium term note

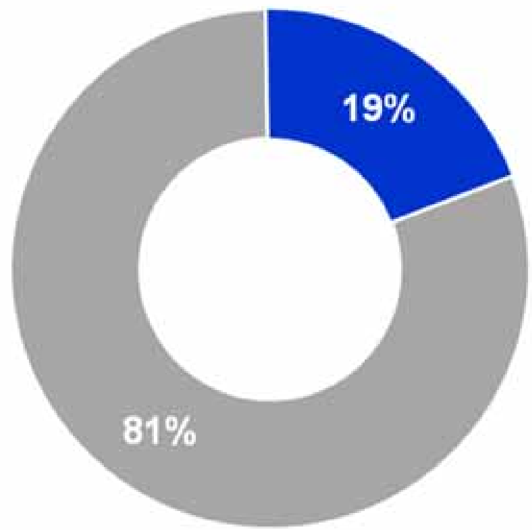
Interest Rate and Debt Mix Profile

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%**

Outlook

Citadines Suites Louvre Paris

Outlook

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.

[信] TRUSTWORTHINESS
[智] WISDOM
[仁] BENEVOLENCE
[礼] DECORUM
[义] RIGHTEOUSNESS
CapitaLand

Thank You

Appendix

Ascott Huai Hai Road Shanghai, China

Corporate Awards

Best Investment Fund Manager in 2011 (South Eastern Asia)	Most Transparent Company Award in 2011 (Runner-up, Hotels & Restaurants)	Best Annual Report Award 2011 & 2012 (Bronze Category)

Ascott The Residence

- **Defining Exclusive Living**
  - Luxurious, exclusive, discreet
  - Located in prime business districts of key cities
  - Provides efficient business support services, in an exclusive and luxurious environment

Citadines Apart'hotel

- ***Defining Vibrant Living***
  - Vibrancy of independent city living
  - Oasis of calm in key bustling cities
  - Personalised conveniences for savvy and vibrant individuals on the go
  - Range of services and amenities to complement different lifestyles
  - Modern comforts, business connectivity and customised services

Somerset Serviced Residence

- **Defining Balanced Living**
  - A serviced residence for executives and their families looking for work life balance
  - A stylish home with recreational facilities, lifestyle activities and business support services
  - A place to make friends, share family experiences, get help to quickly settle into the city



Master Leases (1H 2013 vs 1H 2012)

	Revenue ('mil)		Gross Profit ('mil)	
Local Currency	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.*

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

	Revenue ('mil)			Gross Profit ('mil)			RevPAU		
Local Currency	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.*

Management Contracts (1H 2013 vs 1H 2012)

	Revenue ('mil)			Gross Profit ('mil)			RevPAU[1]		
Local Currency	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.*