



Ascott Residence Trust

Presentation for Investor Meetings in North America & Europe

2 – 11 June 2014

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.

- Overview of Ascott REIT
- Ascott REIT Business Model
- Financial Highlights
- Outlook
- Supplementary Information



Overview of Ascott REIT

Ascott Raffles Place Singapore



Overview of Ascott REIT

Leading global serviced residence real estate investment trust

S\$3.7b

Total Asset Size

9,082¹

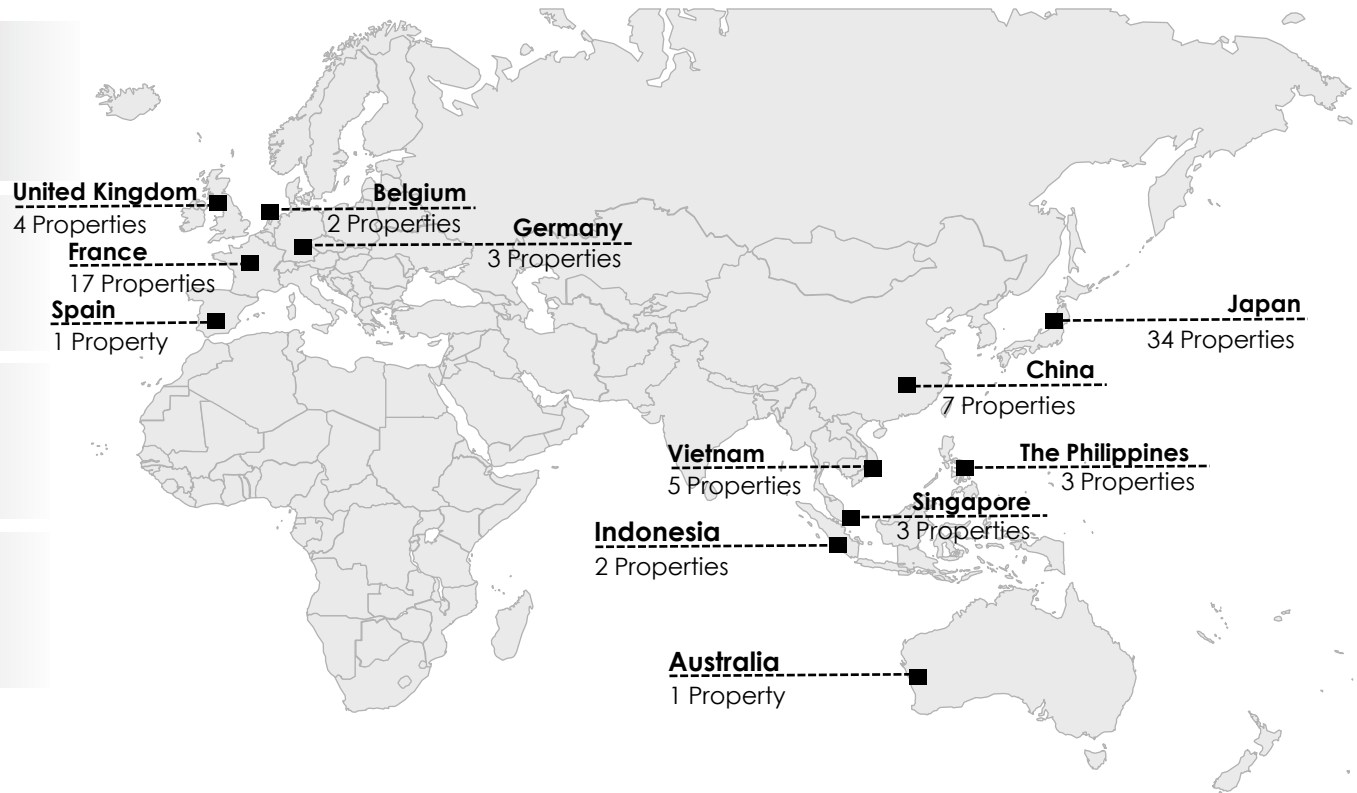
Units

82¹

Properties

32

Cities in 12 Countries



Figures as at 31 March 2014.

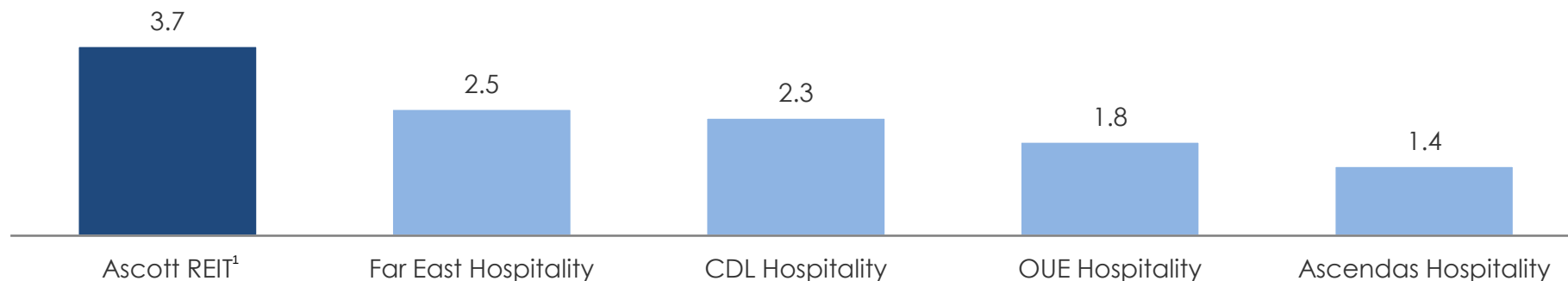
1. Excludes the serviced residence property in Dalian, China announced on 20 February 2014.



Overview of Ascott REIT

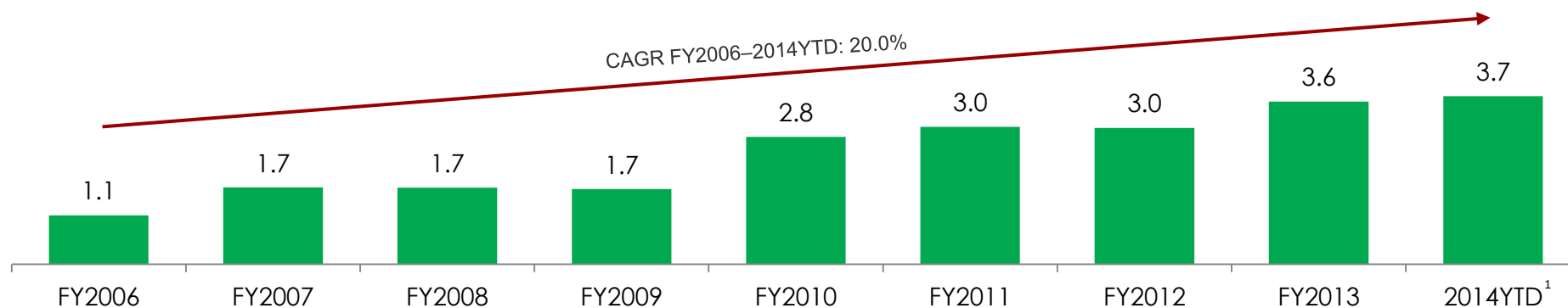
Largest Hospitality Trust listed on the SGX-ST by total assets...

Total assets (S\$bn)



...having almost quadrupled its total assets since its listing in 2006

Ascott REIT's total asset values (S\$bn)



Source: Latest available company filings (figures as at 31 March 2014)

1. Based on Ascott REIT's total assets as at 31 March 2014.



Overview of Ascott REIT

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	Ascott REIT's Sponsor, The Ascott Limited (Ascott) is the world's largest serviced apartment owner-operator with over 34,000 apartment units in key cities of Asia Pacific, Europe and the Gulf region.
Portfolio	Owens 9,082¹ apartment units in 32 cities across 12 countries in Asia Pacific and Europe. Operates under Ascott, Citadines and Somerset brands. 
Portfolio Value	S\$3.7 billion as at 31 March 2014
Market Cap	S\$1.9 billion as at 28 May 2014
Major Unitholder	CapitaLand's ownership is 45.5% as at 29 April 2014

1. Excludes the serviced residence property in Dalian, China announced on 20 February 2014.

Ascott REIT Business Model



Citadines Suites Louvre Paris



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



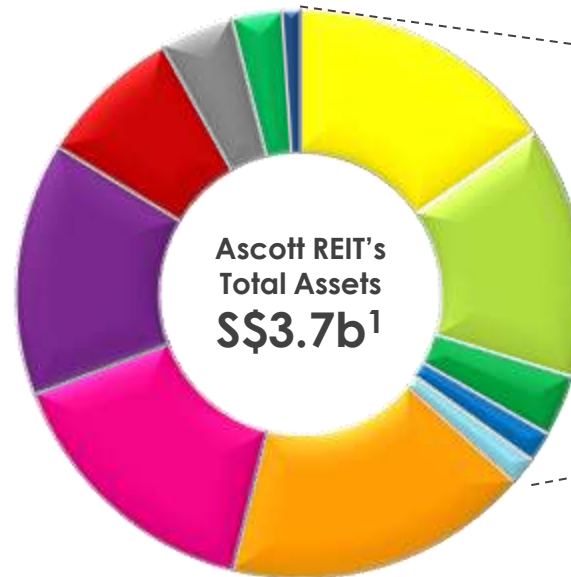
Geographical Diversification

Ascott REIT's Total Assets

As at 31 March 2014

Asia-Pacific 63.4%

○ Singapore	17.4%
○ Japan	15.2%
○ China	14.5%
○ Vietnam	8.2%
○ Philippines	4.2%
○ Indonesia	2.9%
○ Australia	1.0%



Europe 36.6%

○ France	15.4%
○ UK	14.4%
○ Germany	3.5%
○ Spain	1.7%
○ Belgium	1.6%

Portfolio diversified across economic cycles.

1. Excludes the serviced residence property in Dalian, China announced on 20 February 2014.



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Across Key International Gateway Cities**

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distributions**

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Ascott REIT Sources of Income

Figures as at 31 March 2014

	Properties on Master Lease	Properties on Management Contract with Minimum Income Guarantee	Properties on Management Contract
Description	Master Lessees (which include third parties and subsidiaries of Ascott) pay fixed rental* per annum to Ascott REIT	Properties on management contracts that enjoy minimum guaranteed income (from subsidiaries of Ascott)	No fixed or guaranteed rental but Ascott as operator manages Ascott REIT's properties for a fee
Tenure	Average weighted remaining tenure of about 5 years	Average weighted remaining tenure of about 5 years	Generally on a 10-year basis
Location	27 properties - 17 in France - 3 in Germany - 1 in Singapore - 6 in Japan	8 properties² - 4 in UK - 2 in Belgium - 1 in Spain - 1 in Vietnam	47 properties - 18 in Asia - 1 in Australia - 28 in Japan

* 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

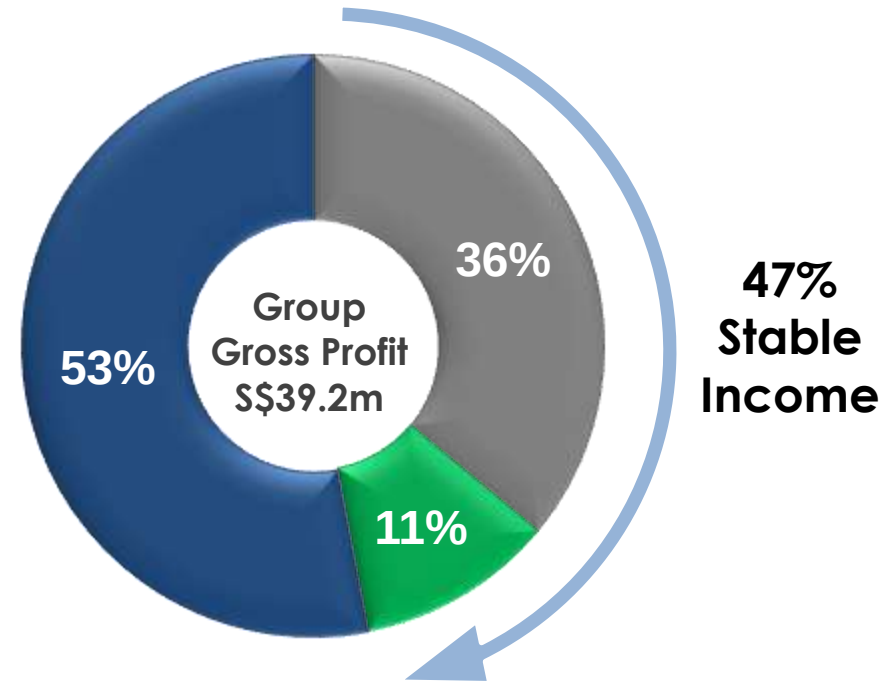
Breakdown of Gross Profit for 1Q 2014

Group's gross profit contribution:

36% by master leases

11% by management contracts with minimum guaranteed income

53% by management contracts



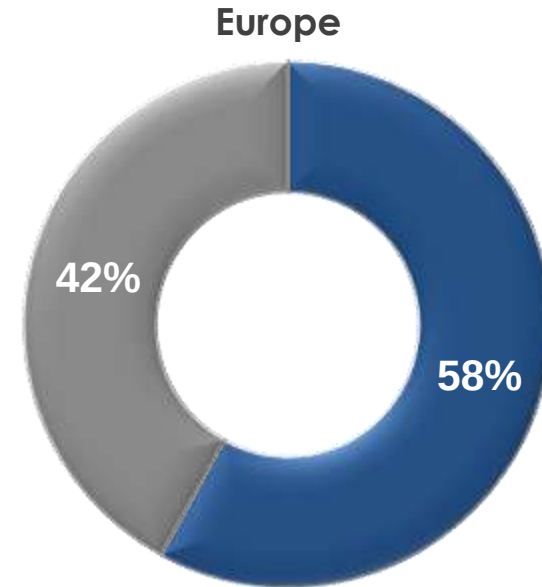
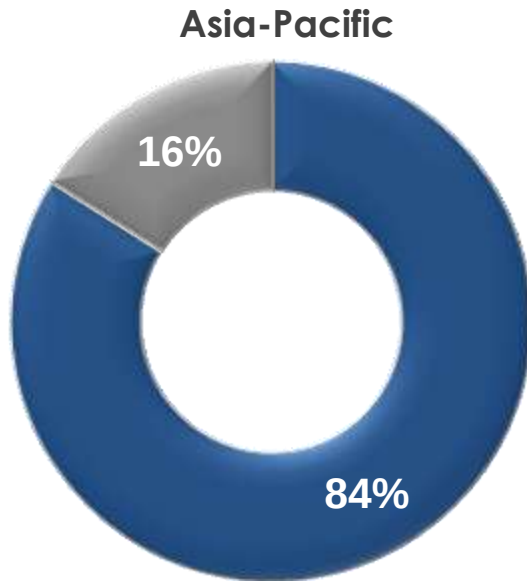
- Master Leases
- Management Contracts with Minimum Guaranteed Income
- Management Contracts



Diversified Market Segment

Apartment Rental Income by Market Segment¹

1Q 2014



- Corporate Travel
- Leisure

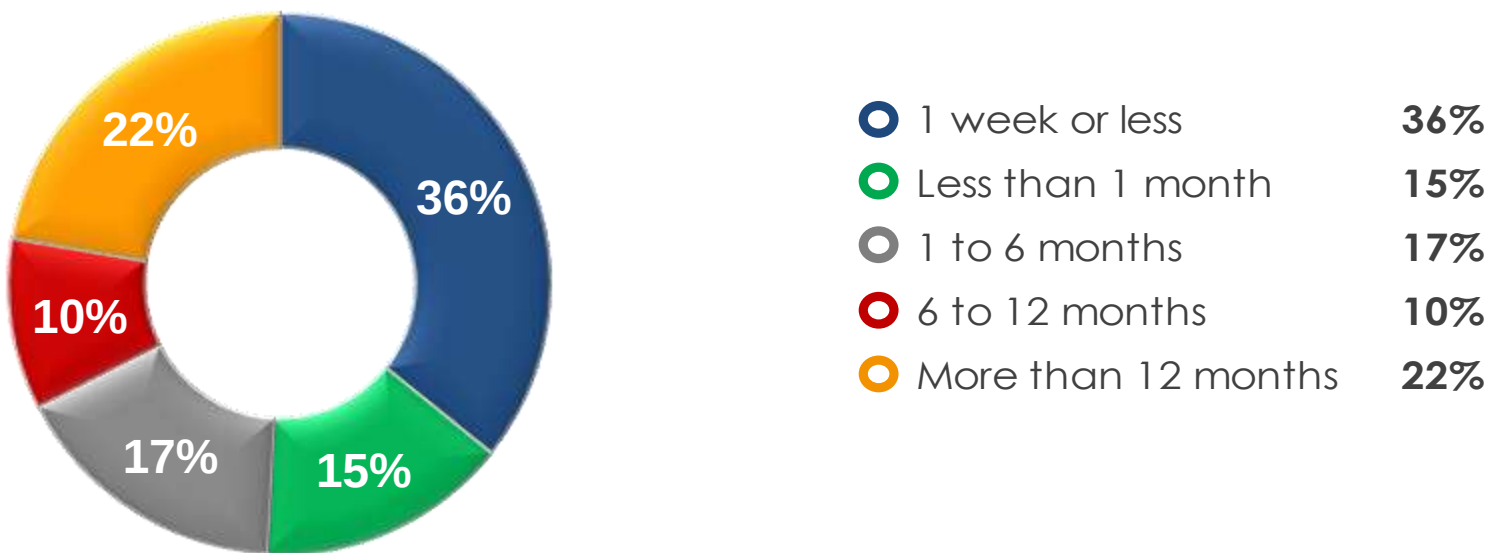
1. Properties on master leases not included.



Extended Length of Stay Profile

Apartment Rental Income by Length of Stay¹

1Q 2014



Average apartment rental income by length of stay is about 4.5 months.

1. Properties on master leases not included.



Strengths of Ascott REIT

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Across Key International Gateway Cities**

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Business Model**

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**Aim to deliver stable and growing
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Acquisition, active asset management, capital and risk management

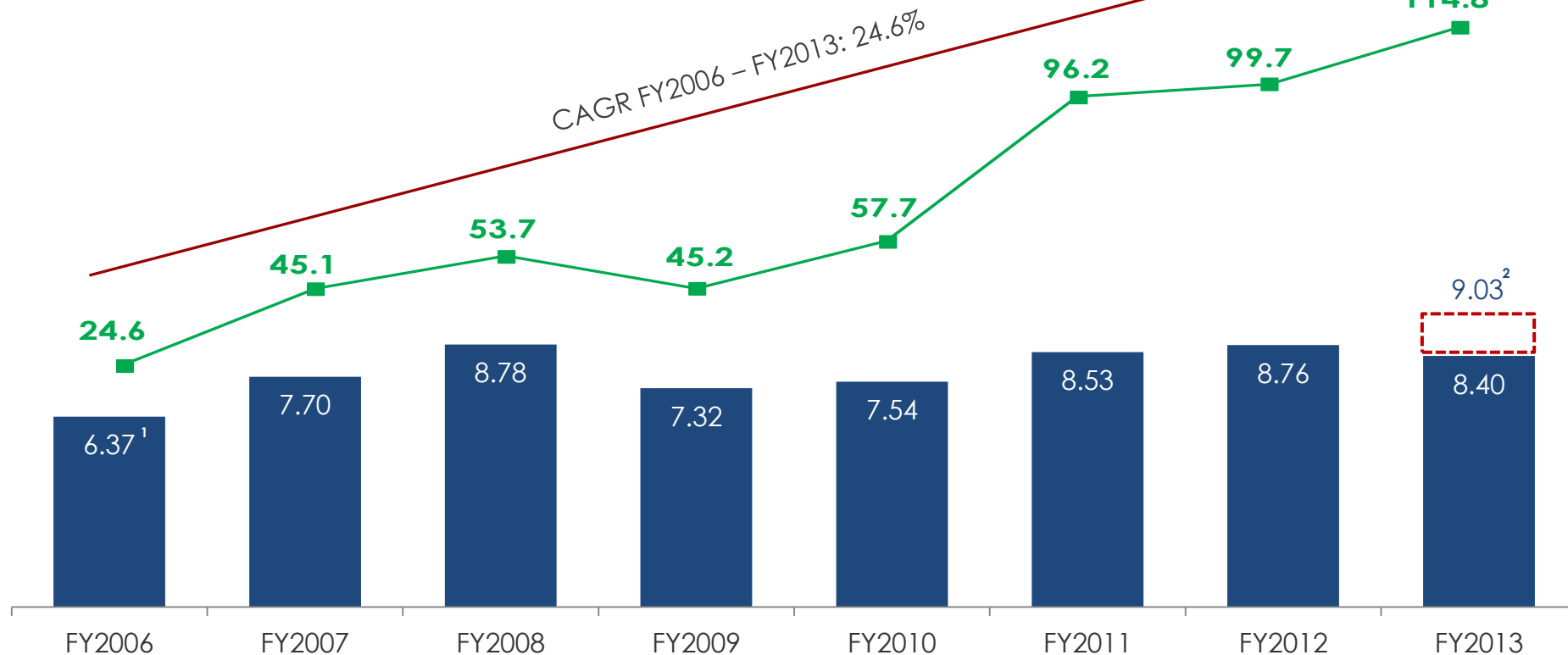


Distribution Trend Since Listing

Regular DPU Distributions

■ Ascott REIT DPU (\$\$ cents)

■ Ascott REIT Distribution Income (\$\$ million)



1. FY2006 DPU annualized as Ascott REIT was established on 19 Jan 2006 but its acquisition of real properties was completed on 1 March 2006. Hence actual income recorded relates only to the 10 month period from 1 March 2006 to 31 Dec 2006.

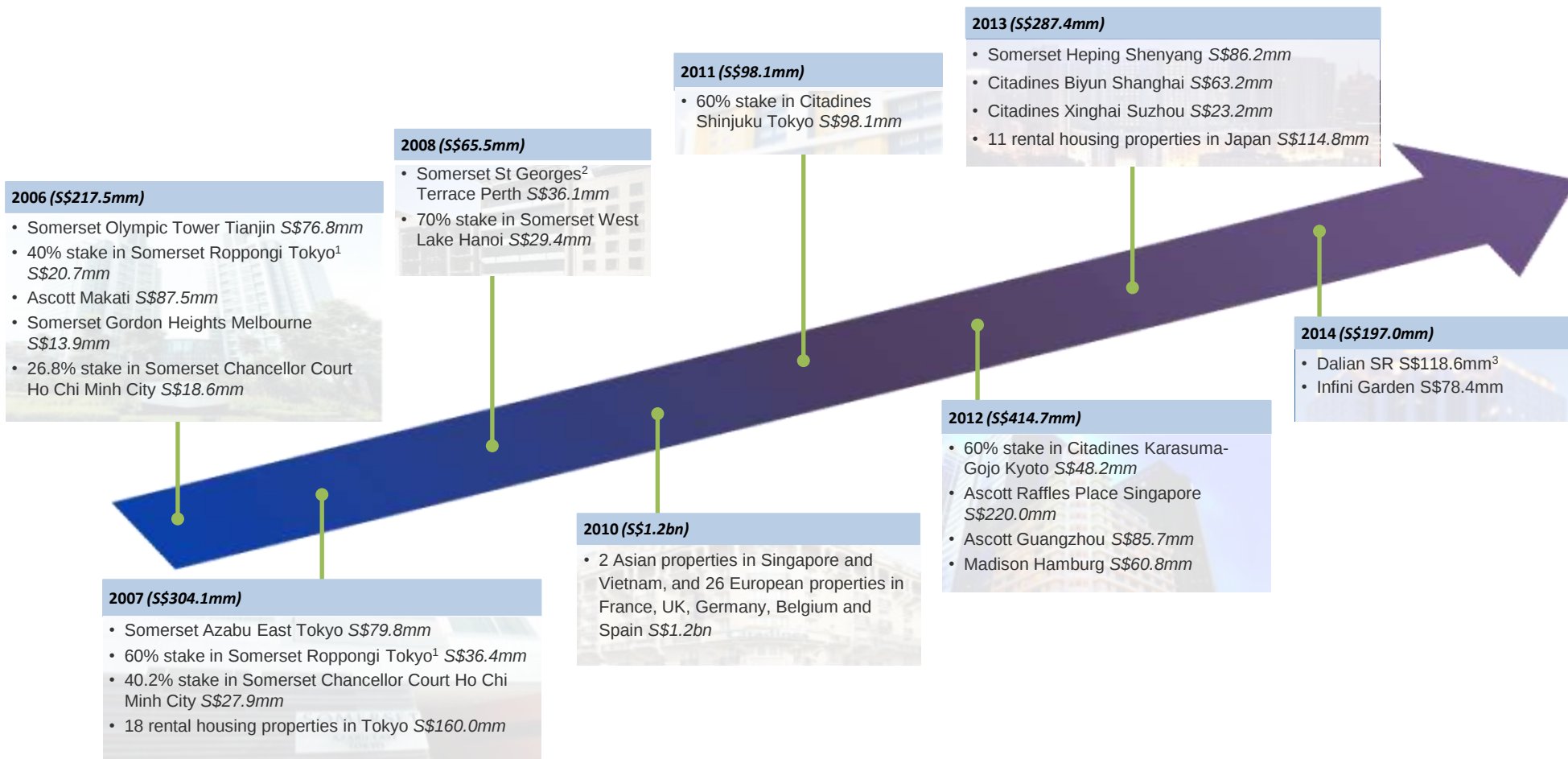
2. Excluding the effects from the rights issue, DPU for FY 2013 would be 9.03 cents.

3. DPU has been restated for the Rights Issue in December 2013 and adjusted for the one-off realised exchange gain of S\$8.1 million arising from repayment of foreign currency bank loans using the placement proceeds in February 2013.



Acquisition Track Record Since Listing

Demonstrated Strong Acquisition Track Record



Note: The figures above are based on agreed property value

1. This property was renamed as Roppongi Residences Tokyo after conversion from a serviced residence to rental housing in April 2012.

2. This property was rebranded as Citadines St Georges Terrace Perth in January 2014.

3. Acquisition of Dalian SR announced on 20 February 2014 is expected to be completed before 31 July 2014.

Financial Highlights

Ascott Raffles Place Singapore



1Q 2014 vs 1Q 2013 Performance Highlights

	1Q 2014	1Q 2013	% Change
Revenue (\$\$'m)	80.4	69.2	16%
Gross Profit (\$\$'m)	39.2	33.8	16%
Unitholders' Distribution (\$\$'m)	26.7	27.6	-3%
Distribution Per Unit (\$ cents)	1.75	2.25	-22%
Distribution Per Unit (\$ cents) (adjusted for Rights Issue and one-off realised exchange gain)	1.75	1.67 ¹	5%
Revenue Per Available Unit (\$\$/day) – serviced residences	124	124	-

- Revenue increased mainly due to the additional revenue from acquisitions in FY 2013² as well as stronger contribution from the existing properties, mainly properties in United Kingdom, France, Germany and Vietnam. The increase was partially offset by the decrease in revenue of S\$1.0 million arising from the ongoing strata sale of units at Somerset Grand Fortune Garden Property Beijing.
- Gross profit increased by S\$5.4 million, on a same store basis, gross profit increased by S\$2.4 million.

1. DPU has been restated for the Rights Issue in December 2013 and adjusted for the one-off realised exchange gain of S\$8.1 million arising from repayment of foreign currency bank loans using the placement proceeds in February 2013.

2. Somerset Heping Shenyang, Citadines Biyun Shanghai, Citadines Xinghai Suzhou and 11 rental housing properties in Japan.



Healthy Balance Sheet and Credit Metrics

Key Financial Indicators

	As at 31 Mar 2014	As at 31 Dec 2013	
Gearing ¹	35.9%	34.0%	Stable
Interest Cover	4.7X	4.0X	Improve
Effective Borrowing Rate	3.0%	3.2%	Improve
Weighted Avg Debt to Maturity (Years)	3.8	4.2	Stable
NAV/Unit	S\$1.36	S\$1.37	Stable
Ascott REIT's Issuer Rating	Baa3	Baa3	Stable

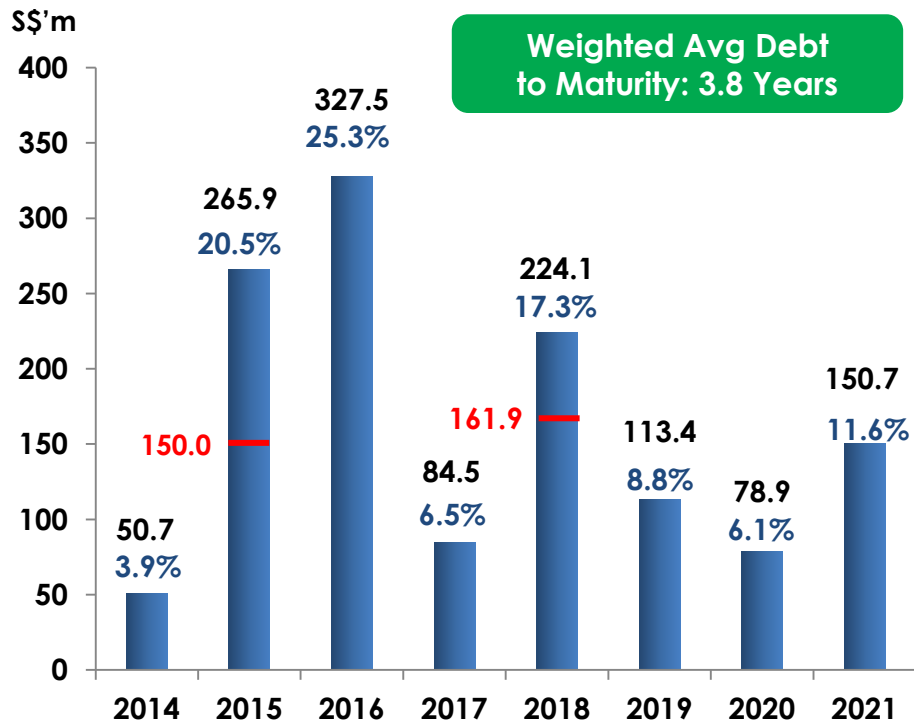
1. Based on Ascott REIT's share of debt of S\$1,260.5 million and share of assets of S\$3,509.6 million.



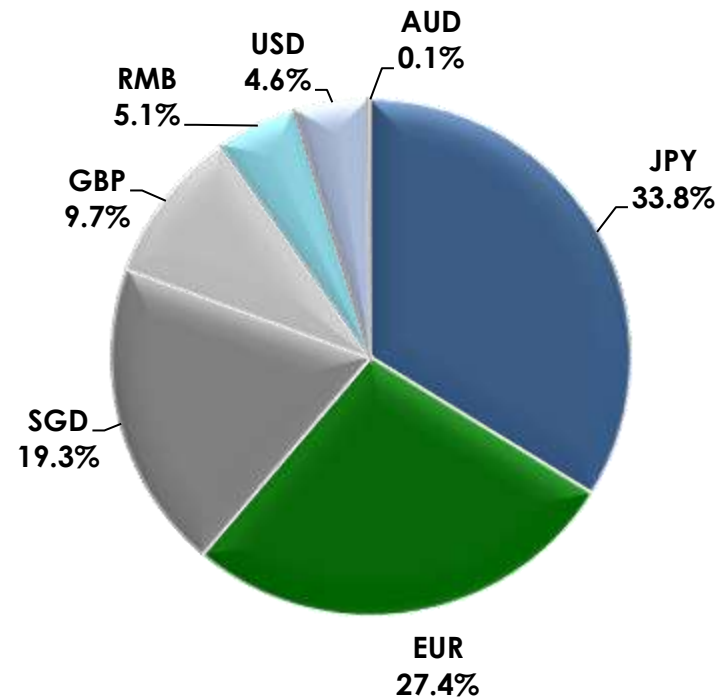
Debt Profile

Proactive Capital Management

Debt Maturity Profile As at 31 March 2014



Debt by Currency As at 31 March 2014



Ascott REIT's Total Debt = S\$1,295.7 million

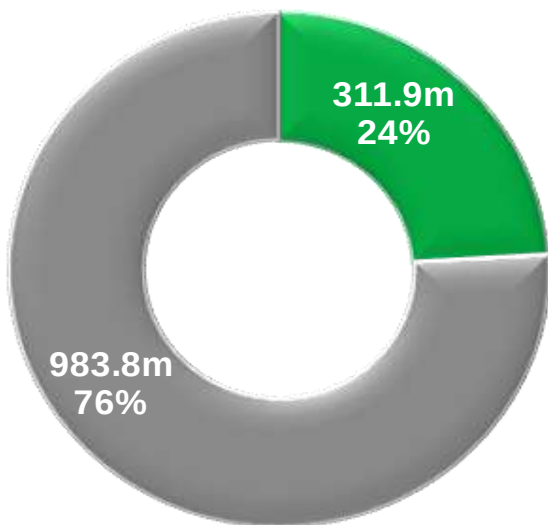
— S\$311.9m medium term note arising from the S\$1.0 billion Medium Term Note Programme has been issued.



Debt Profile

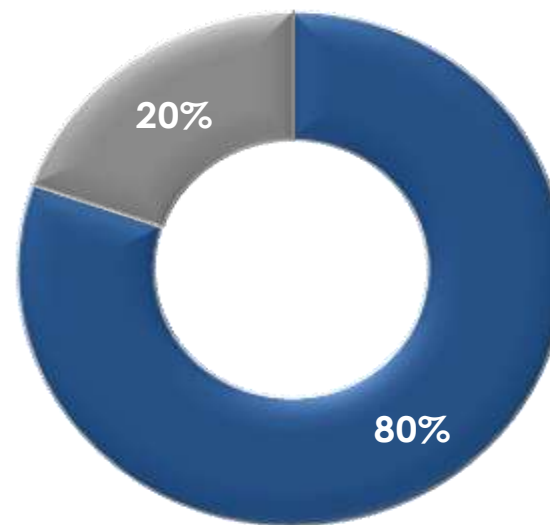
Proactive Capital Management

Debt Type As at 31 March 2014



- Bank Loans (\$\$)
- Medium Term Note (\$\$)

Interest Rate Profile As at 31 March 2014



- Fixed
- Floating

Ascott REIT's Total Debt = S\$1,295.7 million



Foreign Exchange Profile

Gross Profit As at 31 March 2014				Exchange Rate Movement from Dec 2013 to Mar 2014		
Asia-Pacific	60%	Europe	40%	Currency	Gross Profit	Exchange Rate Movement
Japan	15%	France	24%	EUR	31%	0.5%
Vietnam	15%	UK	9%	JPY	15%	-0.6%
Singapore	11%	Germany	5%	SGD	11%	-
China	8%	Spain	1%	VND	15%	0.0%
Philippines	6%	Belgium	1%	GBP	9%	1.2%
Indonesia	4%			RMB	8%	1.5%
Australia	1%			PHP	6%	-1.2%
				USD	4%	1.1%
				AUD	1%	-1.5%
				Total	100%	0.3%

We have entered into foreign currency forward contracts to hedge ~70% of our estimated FY 2014 distribution income derived in EUR and GBP and ~60% of our estimated FY 2014 distribution income derived in JPY.

Outlook



Citadines Suites Louvre Paris

The International Monetary Fund ("IMF") forecasts global growth to average 3.6% in 2014, an increase from 3.0% in 2013. In line with IMF's outlook, we expect our business to benefit from the improving global economy.

Following the successful completion of the Rights Issue on 12 December 2013, Ascott REIT announced in 1Q 2014 the acquisition of two properties worth approximately S\$200 million. They are the 195-unit serviced residence in Dalian, China and the 389-unit rental housing property in Fukuoka, Japan. We will continue to actively seek acquisitions in key gateway cities in China, Japan, Malaysia, Australia and Europe.

Ascott REIT will continue to undertake asset enhancement initiatives in China, Singapore, United Kingdom and Vietnam this year which will be completed in phases. These refurbishments will enhance the experience for our guests and is expected to maximise returns for unitholders.

The Group's operating performance for FY 2014 is expected to remain profitable.

Supplementary Information

Citadines Mount Sophia





Our Brands



Ascott Raffles Place Singapore

Ascott

Luxurious city living homes with discreet services for business travellers



Citadines Suite Louvre Paris

Citadines

Ideal home in the city with flexible services for individuals on the go



Somerset West Lake Hanoi

Somerset

Stylish homes for executives and their families



Master Leases (1Q 2014 vs 1Q 2013)



Citadines
Suites Louvre
Paris



Citadines
Prestige Les
Halles Paris



Citadines
Croisette
Cannes



Citadines
Arnulfpark
Munich



Madison
Hamburg



Ascott
Raffles Place
Singapore

Revenue ('mil)

Gross Profit ('mil)

	1Q 2014	1Q 2013		1Q 2014	1Q 2013	
France (EUR) 17 Properties	5.9	5.7	↑	5.4	5.3	↑
Germany (EUR) 3 Properties	1.4	1.2	↑	1.3	1.2	↑
Singapore (SGD) Ascott Raffles Place Singapore	2.1	2.2	↓	1.7	1.8	↓
Japan (JPY) 6 Properties ¹	99.2	-	↑	83.6	-	↑

Revenue and gross profit increased mainly due to higher indexation and pre-determined increase in lease income for the properties in France and Germany as well as the contribution from the properties¹ acquired in Japan. This was offset by the lower operating performance of Ascott Raffles Place Singapore which was affected by ongoing refurbishment.

1. Five rental housing properties were acquired in June 2013 and Infini Garden was acquired on 20 March 2014.



Management Contracts with Minimum Guaranteed Income (1Q 2014 vs 1Q 2013)

	Revenue ('mil)			Gross Profit ('mil)			RevPAU		
	1Q 2014	1Q 2013		1Q 2014	1Q 2013		1Q 2014	1Q 2013	
Belgium (EUR)	1.6	1.4	↑	0.1	0.1	-	49	44	↑
Spain (EUR)	0.6	0.7	↓	0.1	0.2	↓	48	47	↑
United Kingdom (GBP)	5.5	4.9	↑	1.6	1.7	↓	96	85	↑
Vietnam (VND)¹	17.3	17.0	↑	11.6	11.3	↑	1,230	1,335	↓

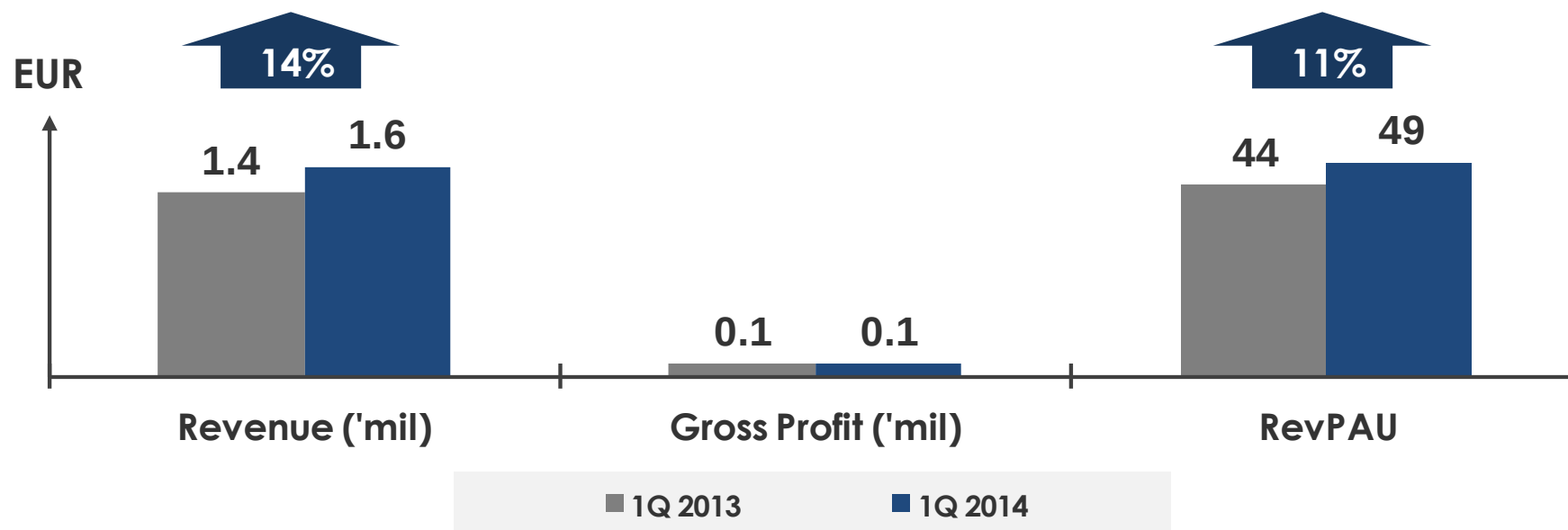
1. Revenue and Gross Profit figures for VND are stated in billions. RevPAU figures are stated in thousands.



*Citadines
Sainte-Catherine
Brussels*



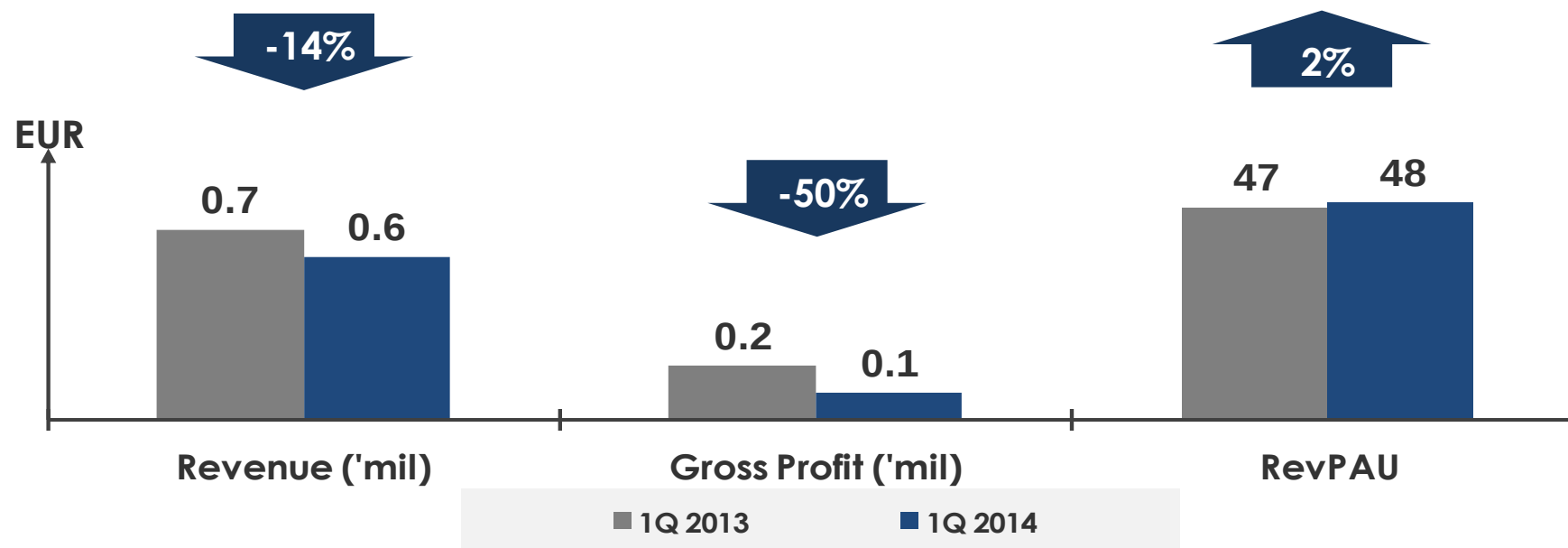
*Citadines
Toison d'Or
Brussels*



Revenue and RevPAU increased mainly due to strong demand from project groups and higher rental rates from the refurbished apartments at Citadines Toison d'Or Brussels, which was completed in 1Q 2014. Gross profit remained at the same level as 1Q 2013 due to higher staff costs and marketing expense.



*Citadines
Prestige Ramblas
Barcelona¹*



Revenue and gross profit decreased due to a top-up by the property manager of EUR 0.1 million in 1Q 2013. Excluding the top-up by the property manager, both revenue and gross profit remained at the same level as 1Q 2013. The refurbishment at Citadines Prestige Ramblas Barcelona¹ was completed in 1Q 2014.

1. Formerly known as Citadines Ramblas Barcelona



United Kingdom



Citadines
Barbican
London



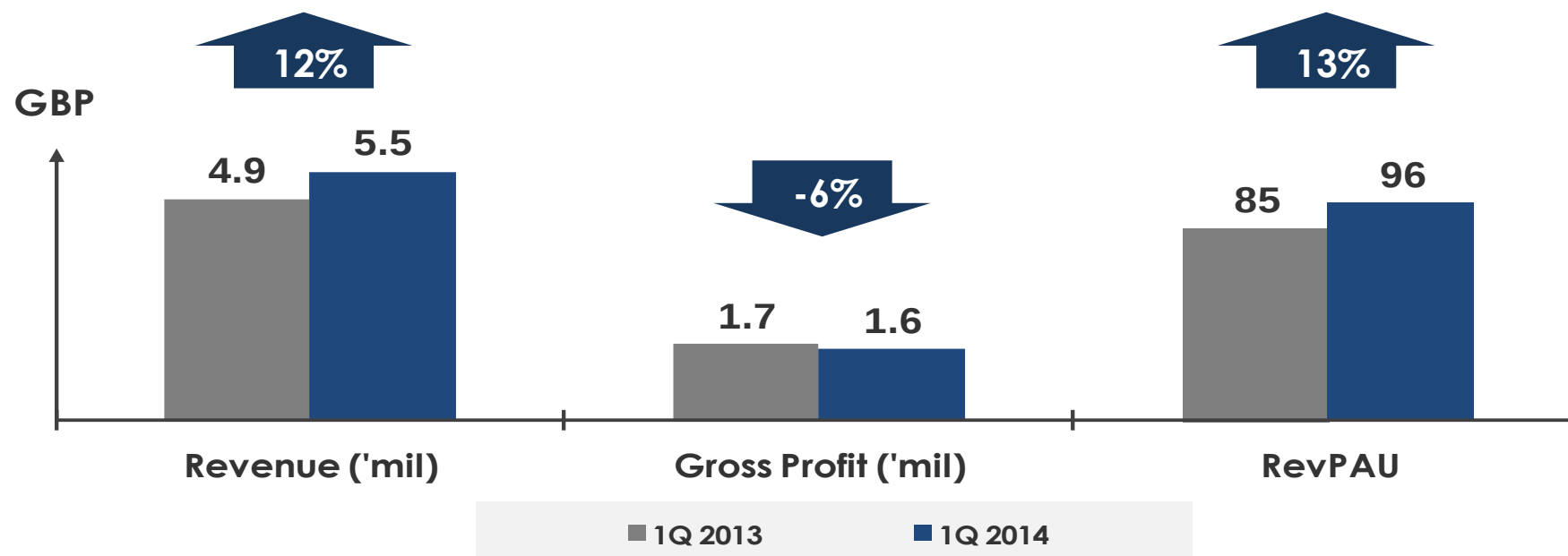
Citadines
Prestige Holborn-Covent
Garden
London



Citadines
Prestige South
Kensington London



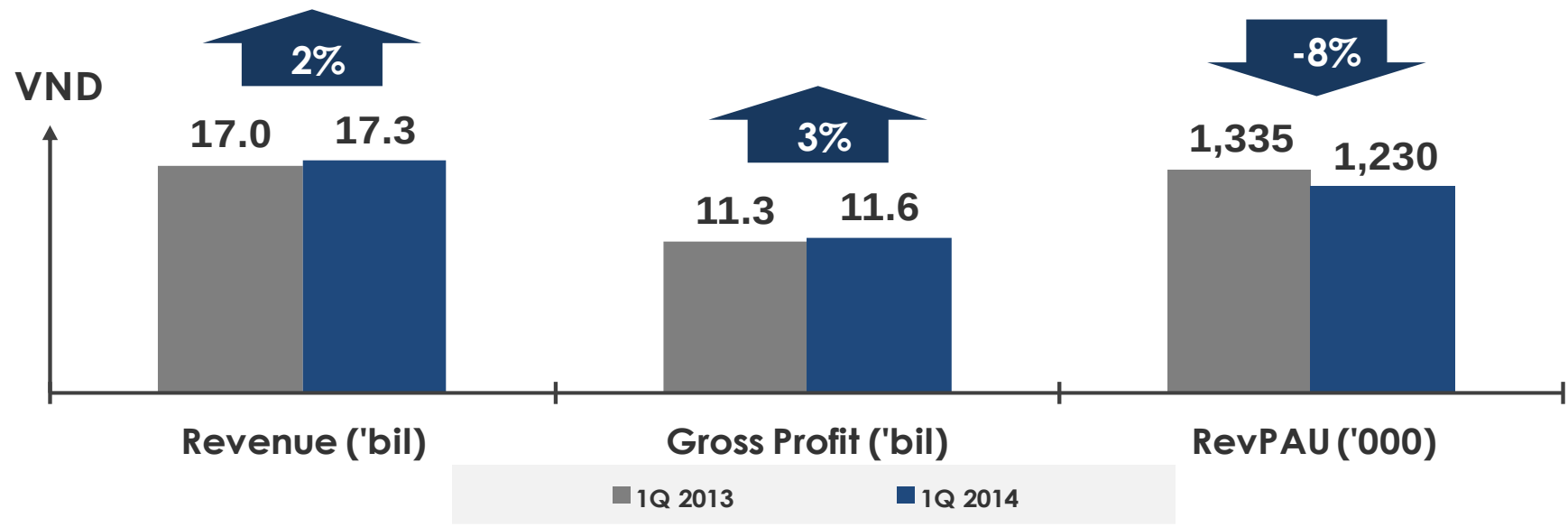
Citadines
Prestige Trafalgar
Square London



Revenue and RevPAU increased mainly due to stronger market demand. Gross profit decreased due to higher property tax and marketing expense.



Somerset West
Lake Hanoi



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



Management Contracts (1Q 2014 vs 1Q 2013)

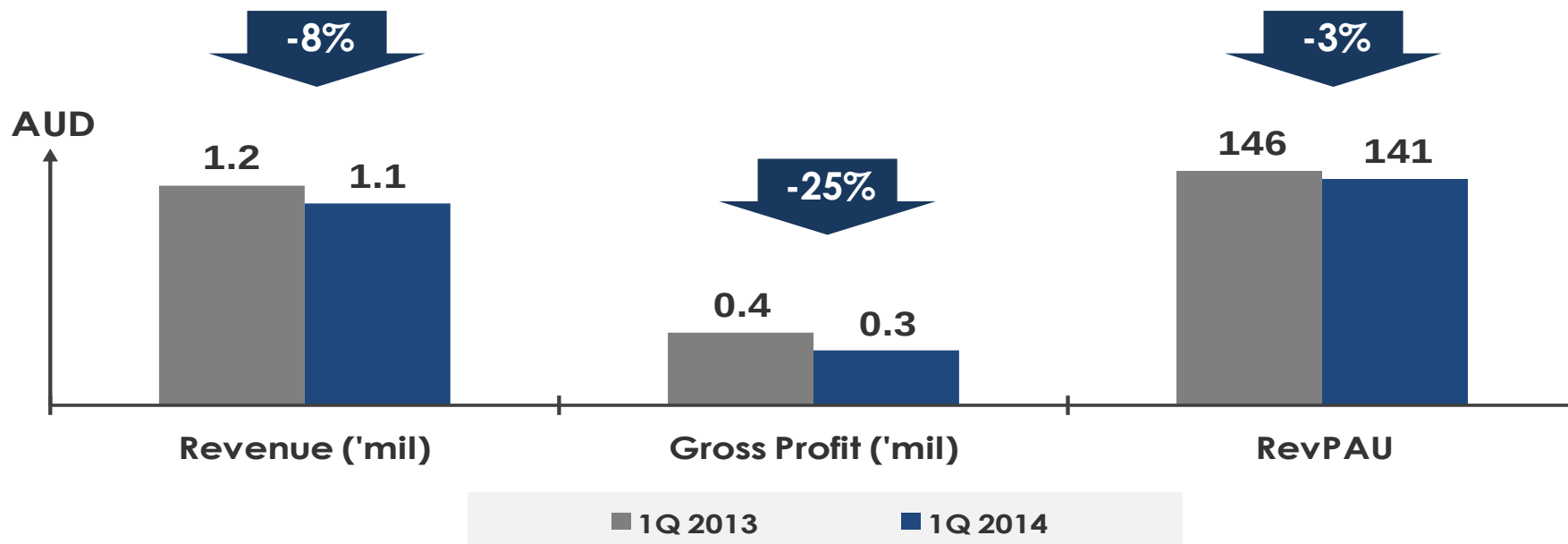
	Revenue ('mil)			Gross Profit ('mil)			RevPAU		
	1Q 2014	1Q 2013		1Q 2014	1Q 2013		1Q 2014	1Q 2013	
Australia (AUD)	1.1	1.2	↓	0.3	0.4	↓	141	146	↓
China (RMB)	53.6	35.3	↑	14.7	10.7	↑	464	572	↓
Indonesia (USD)	3.2	3.0	↑	1.2	0.8	↑	85	80	↑
Japan (JPY) ¹	675.0	467.3	↑	390.8	213.7	↑	9,553	8,120	↑
Philippines (PHP)	263.5	271.9	↓	84.7	102.4	↓	4,491	5,156	↓
Singapore (SGD)	6.5	6.1	↑	2.8	2.4	↑	205	193	↑
Vietnam (VND) ²	152.1	149.0	↑	89.6	83.6	↑	1,650	1,562	↑

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.



Citadines
St Georges
Terrace Perth¹



Revenue, gross profit and RevPAU decreased mainly due to the ongoing refurbishment of Citadines St Georges Terrace Perth¹, which has been completed in 1Q 2014, and weaker market demand.

1. Formerly known as Somerset St Georges Terrace Perth.



Citadines Xinghai
Suzhou



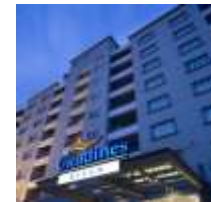
Somerset Olympic
Tower Property
Tianjin



Ascott Guangzhou



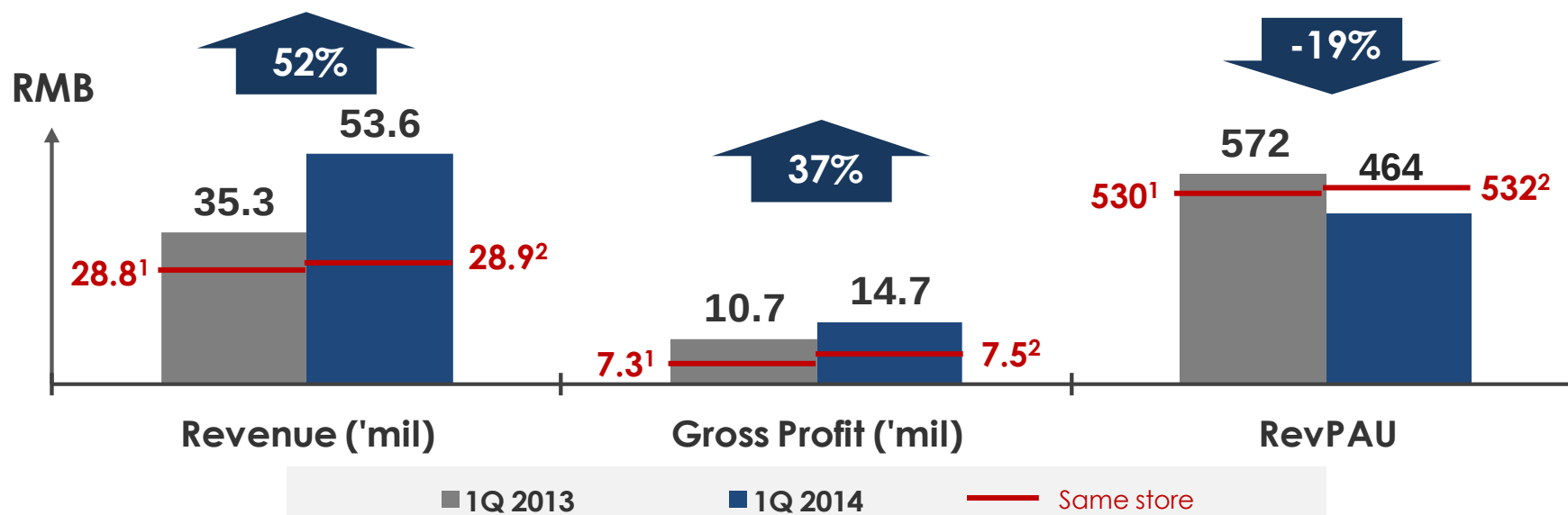
Somerset
Heping Shenyang



Citadines
Biyun Shanghai



Somerset Xu Hui
Shanghai



Revenue and gross profit increased mainly due to contribution from the three properties³ acquired in June 2013 as well as stronger performance from existing properties. RevPAU decreased due to the acquired properties, which had a lower ADR. Excluding the contribution from the acquisitions³ and Somerset Grand Fortune Garden Property Beijing, both revenue and gross profit increased due to stronger market demand.

1. Excludes Somerset Fortune Garden Property Beijing

2. Excludes Somerset Fortune Garden Property Beijing, Somerset Heping Shenyang, Citadines Biyun Shanghai and Citadines Xinghai Suzhou.

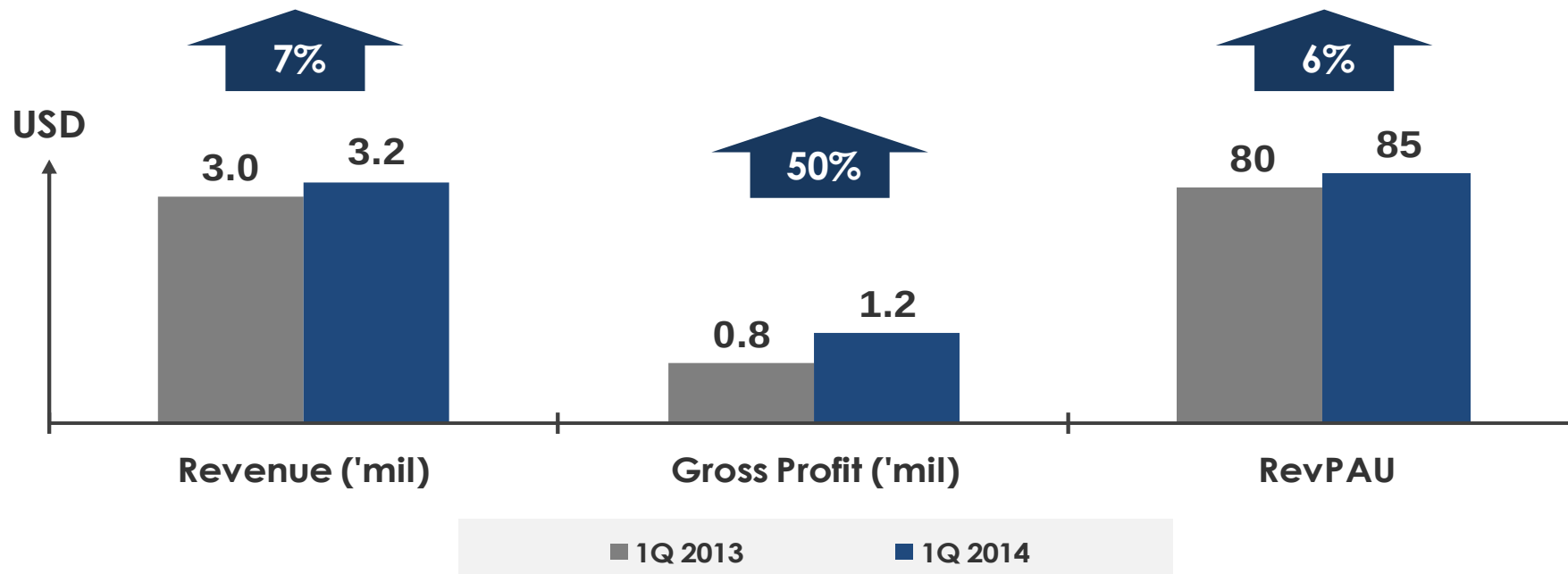
3. Somerset Heping Shenyang, Citadines Biyun Shanghai and Citadines Xinghai Suzhou.



Ascott Jakarta



Somerset Grand
Citra Jakarta



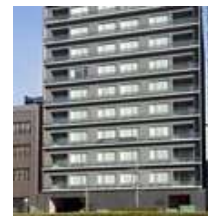
Revenue and RevPAU increased due to higher rental rates from the refurbished apartments at Ascott Jakarta which was completed in 1Q 2014. Gross profit increased mainly due to higher revenue and lower staff costs.



Somerset
Azabu East
Tokyo



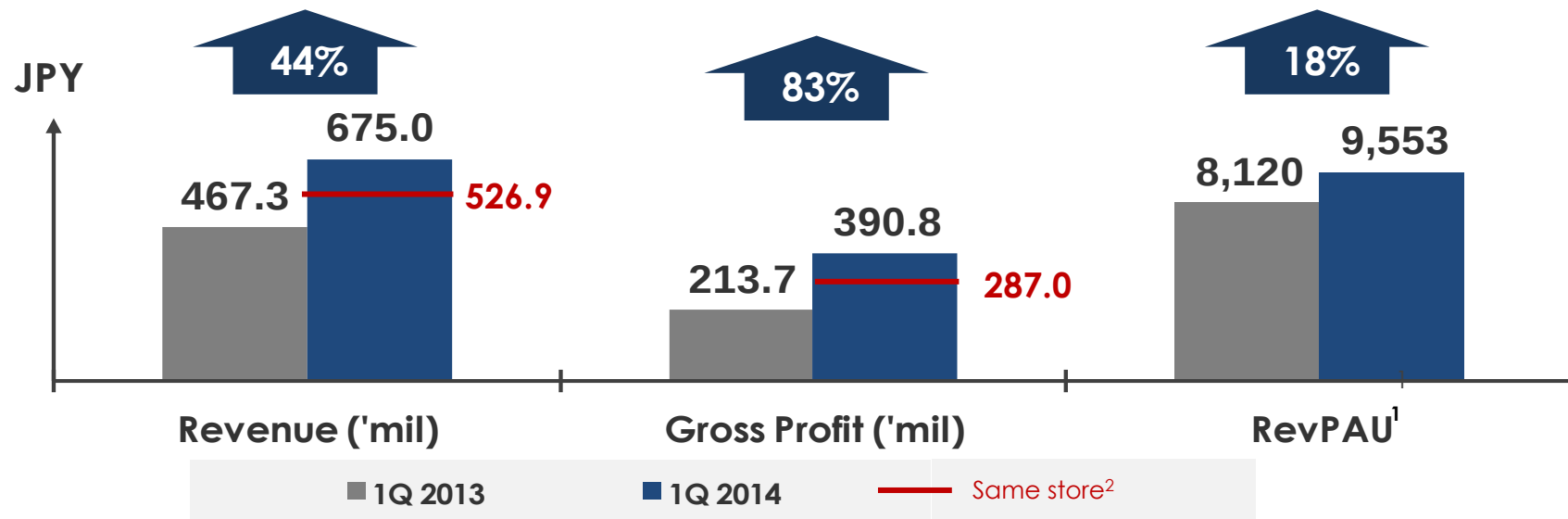
Citadines
Shinjuku
Tokyo



Citadines
Karasuma-Gojo
Kyoto



25 rental housing properties
in Japan



Revenue and gross profit increased mainly due to the contribution from the six rental housing properties acquired in June 2013 as well as stronger demand from the corporate and leisure sectors. Gross profit increased due to higher revenue, coupled with lower operation and maintenance expense and marketing expense.

1. RevPAU for serviced residence properties only.
2. Excludes the six rental housing properties acquired in June 2013.



The Philippines



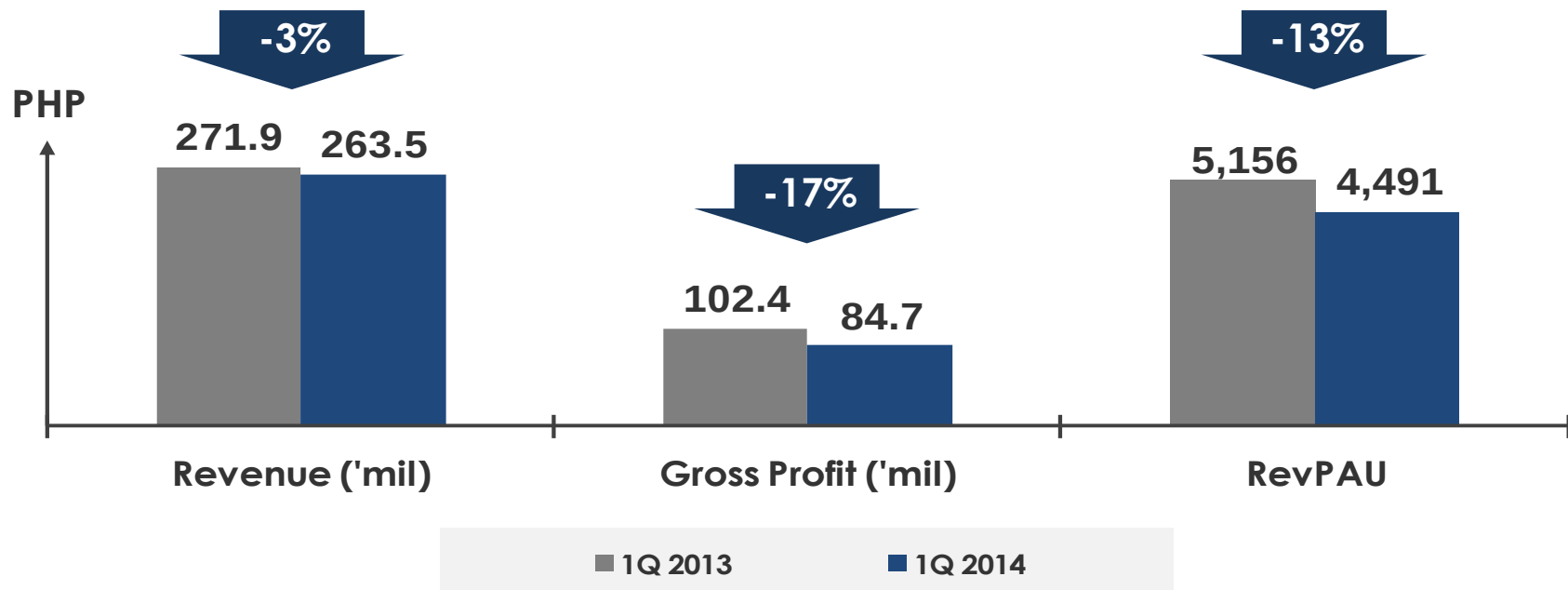
Ascott Makati



Somerset Millennium
Makati



Salcedo
Residences



Revenue and RevPAU decreased mainly due to reduction in corporate accommodation budgets. Gross profit decreased mainly due to lower revenue and higher staff costs and property tax.

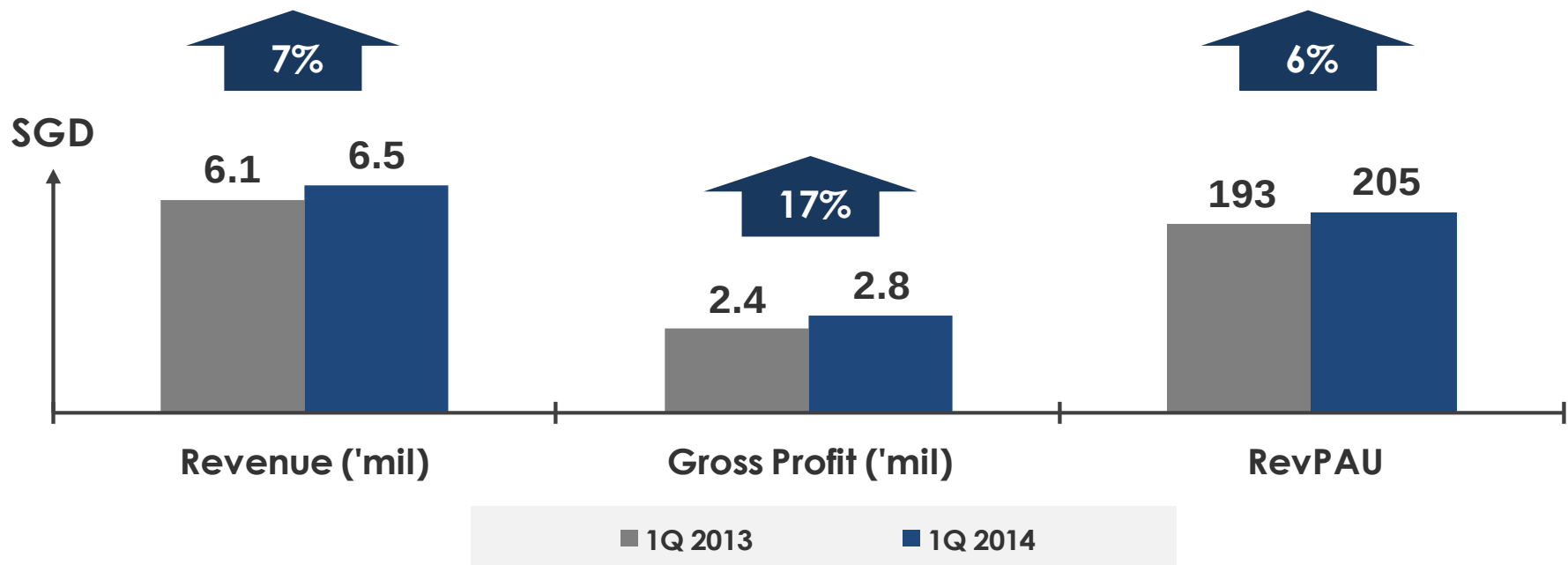




Somerset
Liang Court Property
Singapore



Citadines
Mount Sophia
Property
Singapore



The increase in revenue, gross profit and RevPAU was due mainly to stronger demand from project groups.



Somerset
Grand Hanoi



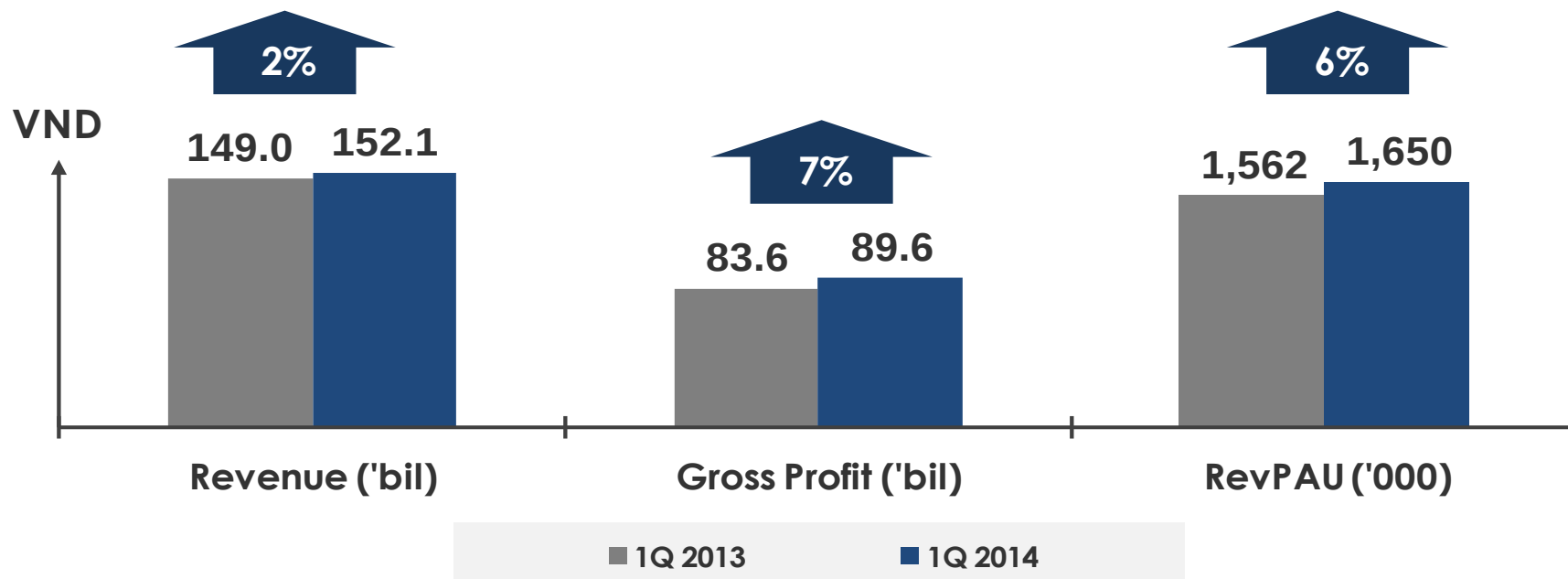
Somerset
Hoa Binh Hanoi



Somerset
Chancellor Court
Ho Chi Minh City



Somerset Ho Chi
Minh City



Revenue and RevPAU increased mainly due to stronger demand from project groups, partially offset by lower office rental income. Gross profit increased mainly due to higher revenue and lower operation and maintenance expense.