



CDL HOSPITALITY TRUSTS

2Q 2019 Results Presentation 30 July 2019



Important Notice



CDL HOSPITALITY TRUSTS

This document may contain forward-looking statements that involve assumptions, 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 other developments or companies, shifts in expected levels of occupancy rate, property rental income, charge out collections, changes in operating expenses (including employee wages, benefits and training costs), governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. Predictions, projections or forecasts of the economy or economic trends of the markets are not necessarily indicative of the future or likely performance of CDL Hospitality Trusts.

The value of Stapled Securities and the income derived from them may fall as well as rise. Stapled Securities are not obligations of, deposits in, or guaranteed by M&C REIT Management Limited, as manager of CDL Hospitality Real Estate Investment Trust (the “H-REIT Manager”) or M&C Business Trust Management Limited, as trustee-manager of CDL Hospitality Business Trust (the “HBT Trustee-Manager”), or any of their respective affiliates.

An investment in Stapled Securities is subject to investment risks, including the possible loss of the principal amount invested. Investors have no right to request that the H-REIT Manager and/or the HBT Trustee-Manager redeem or purchase their Stapled Securities while the Stapled Securities are listed. It is intended that holders of the Stapled Securities may only deal in their Stapled Securities through trading on Singapore Exchange Securities Trading Limited (the “SGX-ST”). Listing of the Stapled Securities on the SGX-ST does not guarantee a liquid market for the Stapled Securities.

This presentation contains certain tables and other statistical analyses (the “Statistical Information”) which have been prepared by the H-REIT Manager and the HBT Trustee-Manager. Numerous assumptions were used in preparing the Statistical Information, which may or may not be reflected herein. As such, no assurance can be given as to the Statistical Information’s accuracy, appropriateness or completeness in any particular context, nor as to whether the Statistical Information and/or the assumptions upon which they are based reflect present market conditions or future market performance. The Statistical Information should not be construed as either projections or predictions or as legal, tax, financial or accounting advice.

Market data and certain industry forecasts used throughout this presentation were obtained from internal surveys, market research, publicly available information and industry publications. Industry publications generally state that the information that they contain has been obtained from sources believed to be reliable but that the accuracy and completeness of that information is not guaranteed. Similarly, internal surveys, industry forecasts and market research, while believed to be reliable, have not been independently verified by the H-REIT Manager or the HBT Trustee-Manager and neither the H-REIT Manager nor the HBT Trustee-Manager makes any representations as to the accuracy or completeness of such information.

You are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of the H-REIT Manager or the HBT Trustee-Manager on future events.

This document and its contents shall not be disclosed without the prior written permission of the H-REIT Manager or the HBT Trustee-Manager.

About CDL Hospitality Trusts



CDL HOSPITALITY TRUSTS

CDL Hospitality Trusts (“**CDLHT**”) is one of Asia’s leading hospitality trusts with assets valued at S\$2.8 billion. CDLHT is a stapled group comprising CDL Hospitality Real Estate Investment Trust (“**H-REIT**”), a real estate investment trust, and CDL Hospitality Business Trust (“**HBT**”), a business trust. CDLHT was listed on the Singapore Exchange Securities Trading Limited on 19 July 2006. M&C REIT Management Limited is the manager of H-REIT, the first hotel real estate investment trust in Singapore, and M&C Business Trust Management Limited is the trustee-manager of HBT.

CDLHT was established with the principal investment strategy of investing in a portfolio of hospitality and/or hospitality-related real estate assets. As at 30 June 2019, CDLHT owns 16 hotels and two resorts comprising a total of 5,088 rooms as well as a retail mall. The properties under CDLHT’s portfolio include:

- i. six hotels in the gateway city of Singapore comprising Orchard Hotel, Grand Copthorne Waterfront Hotel, M Hotel, Copthorne King’s Hotel, Novotel Singapore Clarke Quay and Studio M Hotel (collectively, the “**Singapore Hotels**”) as well as a retail mall adjoining Orchard Hotel (Claymore Connect);
- ii. three hotels in Brisbane and Perth, Australia comprising Novotel Brisbane, Mercure Perth and Ibis Perth (collectively, the “**Australia Hotels**”);
- iii. two hotels in Japan’s gateway city of Tokyo, comprising Hotel MyStays Asakusabashi and Hotel MyStays Kamata (collectively, the “**Japan Hotels**”);
- iv. one hotel in New Zealand’s gateway city of Auckland, Grand Millennium Auckland (the “**New Zealand Hotel**”);
- v. two hotels in United Kingdom (Hilton Cambridge City Centre in Cambridge and The Lowry Hotel in Manchester) (collectively, the “**UK Hotels**”);
- vi. one hotel in Germany’s gateway city of Munich, Pullman Hotel Munich (the “**Germany Hotel**”);
- vii. one hotel in the historic city centre of Florence, Italy, Hotel Cerretani Florence, MGallery by Sofitel (the “**Italy Hotel**” or “**Hotel Cerretani Florence**”); and
- viii. two resorts in Maldives, comprising Angsana Velavaru and Raffles Maldives Meradhoo (previously known as Dhevanafushi Maldives Luxury Resort, Managed by AccorHotels (“**Dhevanafushi Maldives Luxury Resort**” or “**DMLR**”)) (collectively, the “**Maldives Resorts**”).

References Used in this Presentation



CDL HOSPITALITY TRUSTS

1Q, 2Q, 3Q, 4Q refers to the period 1 January to 31 March, 1 April to 30 June, 1 July to 30 September and 1 October to 31 December respectively

1H and **2H** refers to the period 1 January to 30 June and 1 July to 31 December respectively

ARR refers to average room rate

AUD refers to Australian dollar

CCS refers to cross currency swap

DPS refers to distribution per Stapled Security

EUR refers to Euro

FY refers to financial year for the period from 1 January to 31 December

GBP refers to British pound

JPY refers to Japanese yen

NPI refers to net property income

NZD refers to New Zealand dollar

pp refers to percentage points

RCF refers to revolving credit facility

RevPAR refers to revenue per available room

SGD refers to Singapore dollar

TMK refers to Tokutei Mokuteki Kaisha

USD refers to US dollar

YoY refers to year-on-year

YTD refers to year-to-date

All values are expressed in Singapore dollar unless otherwise stated

Table of Contents



CDL HOSPITALITY TRUSTS

▪ Results Highlights	6
▪ Portfolio Summary	10
▪ Healthy Financial Position	13
▪ Singapore Market	18
▪ Overseas Markets	26
▪ Asset Enhancement Plans	34
▪ Annexe	41
– Background and Structure of CDL Hospitality Trusts	41
– Location of CDL Hospitality Trusts Properties	56



Results Highlights

Results Highlights (2Q 2019)

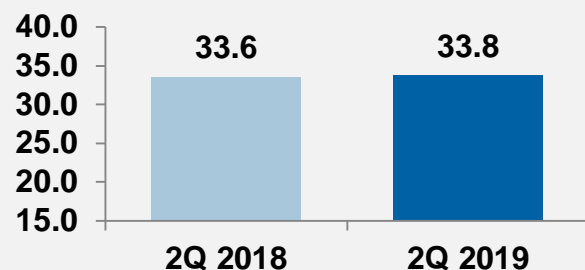


CDL HOSPITALITY TRUSTS

Net Property Income

▲ 0.5% YoY

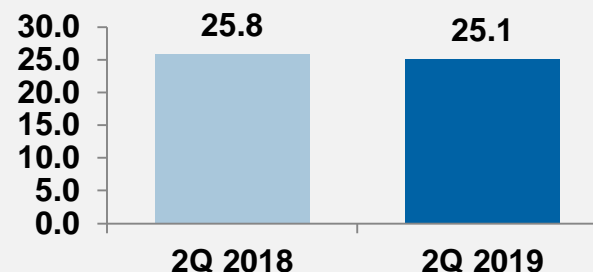
S\$ million



Total distribution (after retention of working capital)

▼ 2.6% YoY

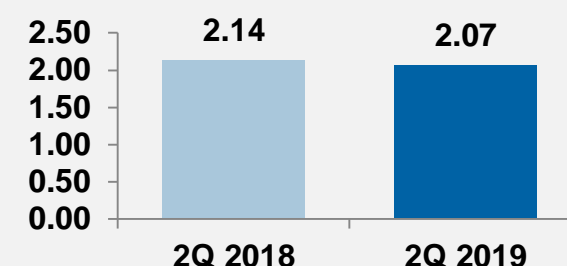
S\$ million



DPS ⁽¹⁾

▼ 3.3% YoY

S\$ cents



- NPI improved due to:
 - Better performance of Pullman Hotel Munich and UK Hotels (despite a weaker EUR and GBP)
 - Inorganic contribution from Hotel Cerretani Florence ⁽²⁾
- Growth was mostly offset by:
 - Extensive room enhancement works at Orchard Hotel
 - Closure of Raffles Maldives Meradhoo for renovation ⁽³⁾
 - Absence of biennial Food&HotelAsia and softer overall demand for Singapore market
 - Lower contribution from New Zealand and Japan due to competitive trading conditions
- Total distribution and DPS lower mainly due to higher interest expense of \$0.9 million, attributed to additional loans for asset enhancements, acquisition of Hotel Cerretani Florence, as well as higher funding costs on the floating rate loans

(1) Represents total distribution per Stapled Security (after retention of working capital). Total distribution per Stapled Security (before retention) for 2Q 2019 is 2.26 cents

(2) Hotel Cerretani Florence was acquired on 27 Nov 2018

(3) Resort was closed in Jun 2018

Results Highlights (1H 2019)

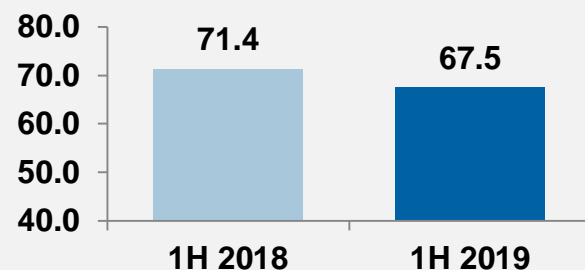


CDL HOSPITALITY TRUSTS

Net Property Income

▼ 5.4% YoY

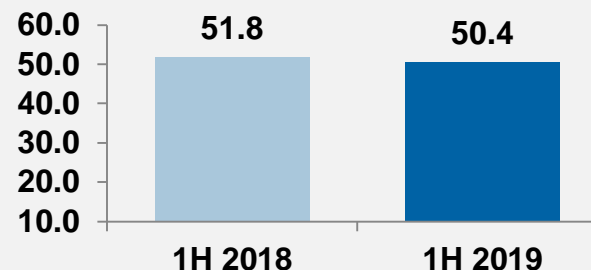
S\$ million



Total distribution (after retention of working capital)

▼ 2.8% YoY

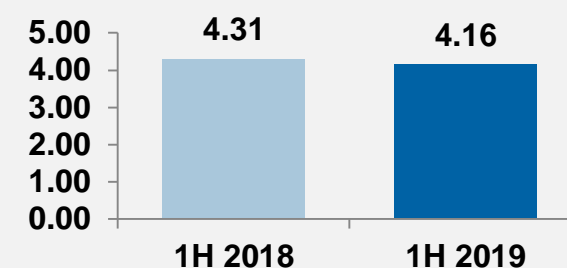
S\$ million



DPS ⁽¹⁾

▼ 3.5% YoY

S\$ cents



- NPI declined due to:
 - Extensive renovation works at Orchard Hotel (rooms and all events spaces)
 - Closure of Raffles Maldives Meradhoo for renovation ⁽²⁾
 - Absence of two major biennial events, a series of meetings/events for ASEAN Chairmanship in 2018 and softer overall demand in Singapore
 - Lower contribution from some overseas markets (in part due to weaker currencies)
- Mitigated by higher NPI for Pullman Hotel Munich and UK Hotels; inorganic contribution from Hotel Cerretani Florence ⁽³⁾
- Total distribution and DPS lower as a result of the decrease in NPI
 - Includes a partial distribution of proceeds from sale of Mercure and Ibis Brisbane
- Interest expense was higher by \$2.1 million, mainly due to additional loans for asset enhancements, acquisition of Hotel Cerretani Florence, as well as higher funding costs on the floating rate loans

(1) Represents total distribution per Stapled Security (after retention of working capital). Total distribution per Stapled Security (before retention) for 1H 2019 is 4.55 cents

(2) Resort was closed in Jun 2018

(3) Hotel Cerretani Florence was acquired on 27 Nov 2018

Details of Distribution



CDL HOSPITALITY TRUSTS

- Distribution for the period 1 Jan 2019 to 30 Jun 2019 (after retention and including capital distribution) is 4.16 Singapore cents per Stapled Security comprising:
 - 2.66 Singapore cents of taxable income + 0.87 Singapore cents of tax exempt income + 0.63 Singapore cents of capital distribution

August 2019						
Mon	Tue	Wed	Thu	Fri	Sat	Sun
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

- Closure of books:
5 pm on 7 August 2019

- Distribution Date:
28 August 2019



Portfolio Summary

NPI Performance by Geography



CDL HOSPITALITY TRUSTS

	2Q '19 S\$'000	2Q '18 S\$'000	Change S\$'000	YoY Change	1H '19 S\$'000	1H '18 S\$'000	Change S\$'000	YoY Change
Singapore <i>(Renovation of Orchard Hotel)</i>	19,433	19,983	(550)	-2.8%	39,944	41,982	(2,038)	-4.9%
New Zealand	3,431	3,721	(290)	-7.8%	8,477	9,081	(604)	-6.7%
Australia	2,299	2,431	(132)	-5.4%	4,624	5,056 ⁽¹⁾	(432)	-8.5%
United Kingdom	3,805	3,435	370	10.8%	5,945	5,813	132	2.3%
Germany	3,058	1,886	1,172	62.1%	5,422	3,826	1,596	41.7%
Italy ⁽²⁾	975	-	975	N.M	1,442	-	1,442	N.M
Maldives <i>(Closure of one resort for renovations)</i>	(165)	899	(1,064)	N.M	(341)	3,279	(3,620)	N.M
Japan	923	1,243	(320)	-25.7%	2,016	2,379	(363)	-15.3%
Total	33,759	33,598	161	0.5%	67,529	71,416	(3,887)	-5.4%

(1) Includes 11 days of fixed rental income from Mercure Brisbane and Ibis Brisbane, which were divested on 11 Jan 2018

(2) Hotel Cerretani Florence was acquired on 27 Nov 2018

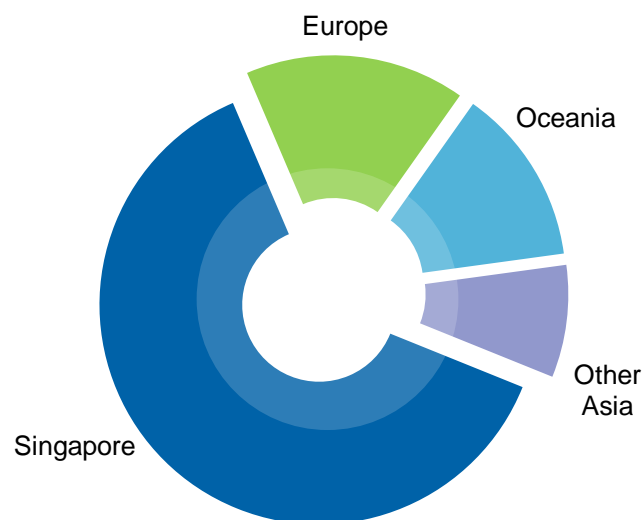
Geographically Diversified Portfolio



CDL HOSPITALITY TRUSTS

Breakdown of Portfolio Valuation as at 31 December 2018 ⁽¹⁾

Singapore	62.5%
Orchard Hotel	16.0%
Grand Copthorne Waterfront Hotel	12.8%
Novotel Singapore Clarke Quay	12.0%
M Hotel	8.5%
Studio M Hotel	5.5%
Copthorne King's Hotel	4.2%
Claymore Connect	3.4%
Europe	16.2%
United Kingdom	7.3%
Hilton Cambridge City Centre	4.0%
The Lowry Hotel (Manchester)	3.3%
Germany – Pullman Hotel Munich ⁽²⁾	6.5%
Italy – Hotel Cerretani Florence ⁽²⁾	2.5%



Oceania	13.0%
New Zealand – Grand Millennium Auckland	7.7%
Australia	5.3%
Novotel Brisbane	2.5%
Mercure Perth	1.7%
Ibis Perth	1.1%
Other Asia	8.3%
Maldives	5.3%
Angsana Velavaru	2.8%
Raffles Maldives Meradhoo	2.5%
Japan	3.0%
MyStays Asakusabashi (Tokyo)	1.8%
MyStays Kamata (Tokyo)	1.2%

- (1) All properties, excluding the Italy Hotel, were valued as at 31 Dec 2018. The Italy Hotel, which was acquired on 27 Nov 2018, was valued by HVS Global Hospitality Services as at 25 July 2018
- (2) On the basis of a 100% interest before adjustment of non-controlling interests. CDLHT owns an effective interest of 94.5% and 95.0% in Pullman Hotel Munich and Hotel Cerretani Florence respectively



Healthy Financial Position

Strong and Flexible Balance Sheet



CDL HOSPITALITY TRUSTS

- Robust balance sheet with low gearing of 35.2% and ample debt headroom of S\$524 million
- Strong interest coverage ratio of 5.8x due to CDLHT's proactive debt capital management
- Well-positioned to actively pursue suitable acquisition opportunities and asset enhancement initiatives

Key Financial Indicators

	As at 30 Jun 2019	As at 31 Mar 2019
Debt Value ⁽¹⁾	S\$1,034 million	S\$1,033 million
Total Assets	S\$2,973 million	S\$2,969 million
Gearing ⁽²⁾	35.2%	35.2%
Interest Coverage Ratio ⁽³⁾	5.8x	5.8x
CDLHT Debt Headroom at 45%	S\$524 million	S\$521 million
Weighted Average Cost of Debt	2.4%	2.4%
Net Asset Value per Stapled Security	S\$1.4957	S\$1.4922
Fitch Issuer Default Rating ⁽⁴⁾	BBB-	BBB-

(1) Debt value is defined as bank borrowings and the TMK Bond which are presented before the deduction of unamortised transaction costs

(2) For purposes of gearing computation, the total assets exclude the effect of FRS 116/SFRS(I) Leases (adopted wef 1 Jan 2019). Refer to Page 24 Note 5 of the financial statements announcement

(3) CDLHT's interest cover is computed using 1H 2019 and 1Q 2019 NPI divided by the total interest paid/ payable in 1H 2019 and 1Q 2019 respectively

(4) New rating was issued on 28 Jun 2019 for H-REIT

Diversified Sources of Debt Funding



CDL HOSPITALITY TRUSTS

Debt Facility Details as at 30 Jun 2019 ⁽¹⁾

Multi-currency MTN Programme / Facilities	Issued / Utilised Amount	Tenure (years)	Unissued / Unutilised Amount
S\$1 billion MTN	-	-	S\$1.0B
S\$250 million RCF (Committed)	S\$161.2M	3	S\$88.8M
S\$500 million Bridge Facility	S\$52.7M <i>(Refinanced)</i> ⁽²⁾	1	S\$447.3M
Total	S\$213.8M		

Term Loans / Bond	SGD Amount	Local Currency Amount	Tenure (years)
SGD Term Loans	S\$273.6M	S\$273.6M	5
USD Term Loans	S\$88.1M	US\$65.0M	5
GBP Term Loans	S\$206.9M	£120.5M	5
EUR Term Loan	S\$67.8M	€44.0M	7
EUR/USD Cross Currency Swap ⁽³⁾	S\$103.2M	€64.0M	5
JPY Term Loan	S\$41.2M	¥3.3B	5
JPY TMK Bond	S\$39.1M	¥3.1B	5
Total	S\$819.8M		

(1) Numbers may not add up due to rounding

(2) Bridging loan for the acquisition of Italy Hotel was refinanced in Jul 2019 into a 5-year term loan fixed via a EUR/USD cross currency swap

(3) Term loan fixed via a EUR/USD cross currency swap

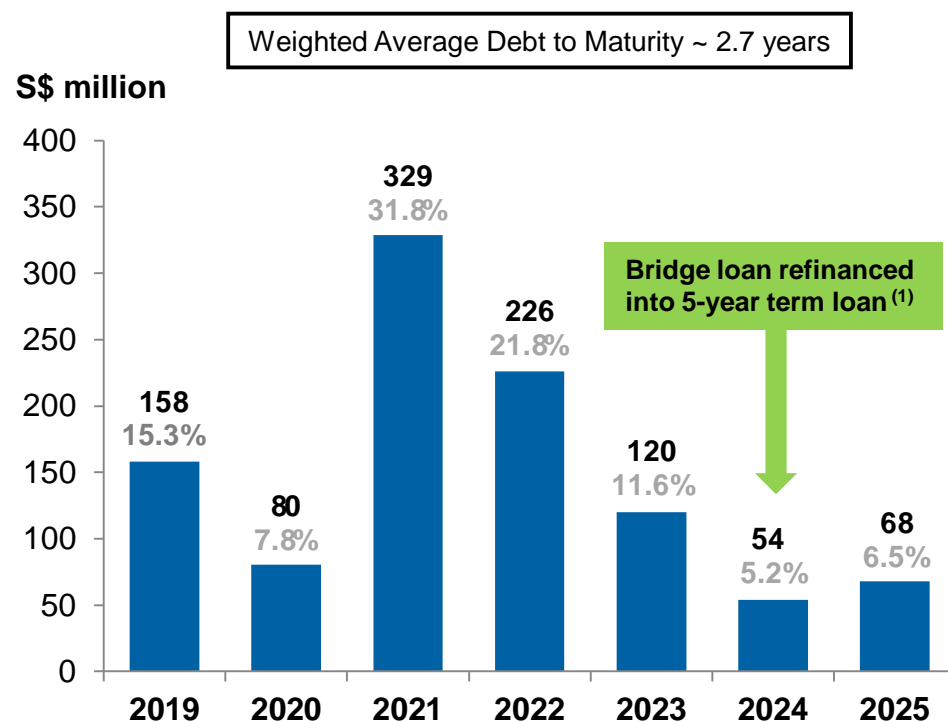
Debt Maturity Profile Post Balance Sheet Date



CDL HOSPITALITY TRUSTS

- Bridging loan for the acquisition of Italy Hotel was refinanced in Jul 2019 into a 5-year term loan ⁽¹⁾
- Allows CDLHT to capitalise on the low funding cost environment in Europe
- Well-balanced maturity profile with ~77% of total debt maturing from 2021 onwards after refinancing

Debt Maturity Profile ⁽²⁾⁽³⁾



Currency	Amount	Type	Expiry
SGD	S\$70.0M	Fixed Term Loan	Aug 2019
USD	S\$88.1M	Fixed Term Loan	Dec 2019
JPY	S\$80.3M	Fixed Term Loan and TMK Bond	Sep 2020
SGD	S\$83.6M	Floating Term Loan	Aug 2021
GBP	S\$114.2M	Floating Term Loan	Aug 2021
SGD	S\$131.2M ⁽⁴⁾	Floating RCF	Dec 2021
SGD	S\$30.0M	Floating RCF	Mar 2022
EUR	S\$103.2M	Term Loan fixed via EUR/USD CCS	Nov 2022
GBP	S\$92.7M	Fixed Term Loan	Dec 2022
SGD	S\$120.0M	Fixed Term Loan	Jun 2023
EUR	S\$54.2M	Term Loan fixed via EUR/USD CCS	Jul 2024
EUR	S\$67.8M	Fixed Term Loan	Apr 2025

- (1) Term loan fixed via a EUR/USD cross currency swap
 (2) Numbers may not add up due to rounding
 (3) Based on exchange rates of US\$1 = S\$1.3549, £1 = S\$1.7170, €1 = S\$1.5401 and S\$1 = ¥79.3021
 (4) The multi-currency RCF includes some USD borrowings

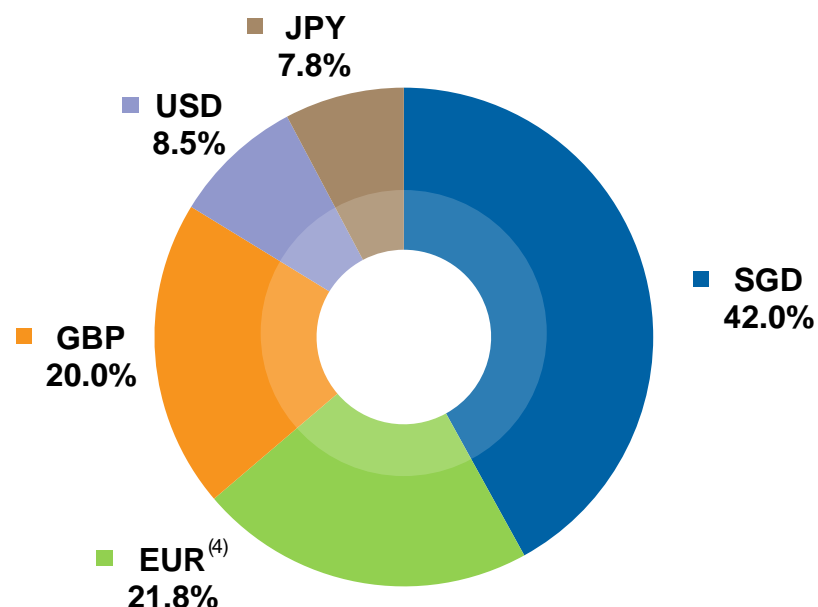
Debt Profile Post Balance Sheet Date



CDL HOSPITALITY TRUSTS

- Prudent capital management with fixed rate borrowings constituting ~2/3 after refinancing of bridge loan

Debt Currency Profile ⁽¹⁾⁽²⁾⁽³⁾



Interest Rate Profile ⁽¹⁾⁽²⁾⁽³⁾

	Fixed Rate Borrowings	Floating Rate Borrowings
SGD	43.7%	56.3%
USD	100.0%	-
GBP	44.8%	55.2%
JPY	100.0%	-
EUR ⁽⁴⁾	100.0%	-
Blended Total	65.3%	34.7%

- (1) Numbers may not add up due to rounding
 (2) Based on exchange rates of US\$1 = S\$1.3549, £1 = S\$1.7170, €1 = S\$1.5401 and S\$1 = ¥79.3021
 (3) Based on effective currency exposure
 (4) Term loans fixed via EUR/USD cross currency swaps, effective exposure is in EUR



Singapore Market

CDLHT Singapore Properties Performance

CDLHT Singapore Hotels	2Q '19	2Q '18	YoY Change	1H '19	1H '18	YoY Change
Occupancy	84.2%	83.5%	0.7pp	85.7%	85.5%	0.2pp
ARR	S\$179	S\$184	-2.6%	S\$179	S\$184	-2.3%
RevPAR	S\$151	S\$153	-1.7%	S\$154	S\$157	-2.1%

- Hospitality market in 2Q experienced softer overall demand due to economic uncertainty and regional elections as well as the absence of biennial Food&HotelAsia
- Ongoing room refurbishment at Orchard Hotel and pipe works at M Hotel and Copthorne King's Hotel resulted in room displacement which affected performance
- Excluding out-of-order rooms, RevPAR increased 1.3%
- Rate environment remains competitive amidst uncertain global economic environment but limited future supply will lend support to a gradual sector recovery
- As at 30 Jun 2019, committed occupancy of Claymore Connect was 97%



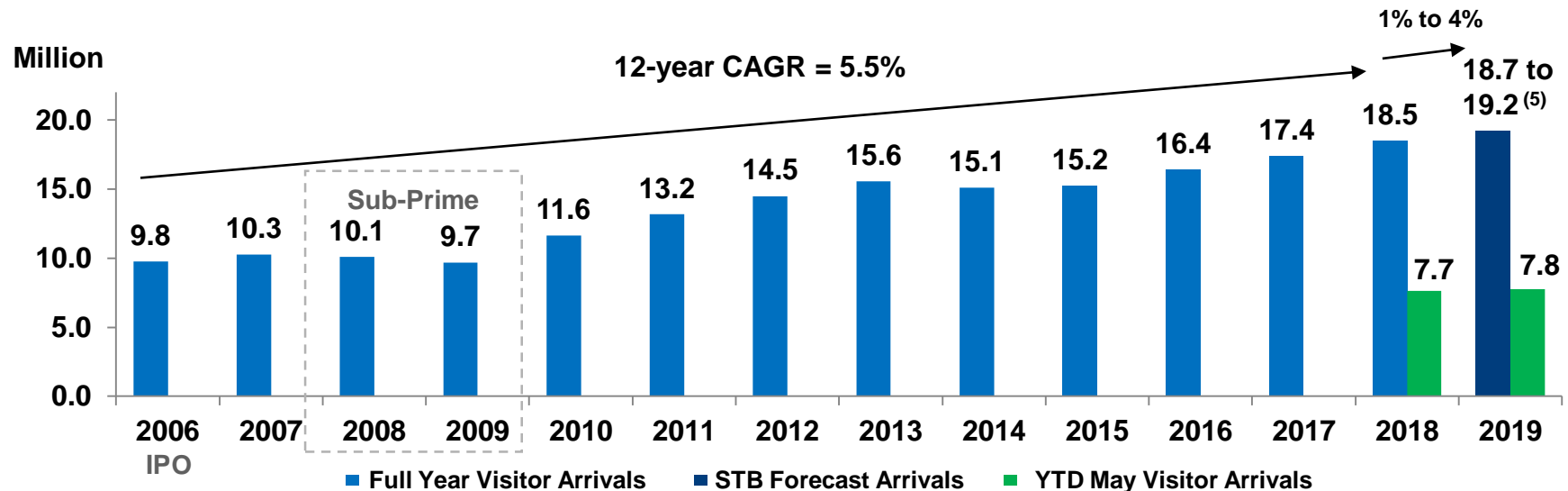
Healthy Growth in Tourism Demand



CDL HOSPITALITY TRUSTS

- Inbound tourism to Singapore increased 1.5% YoY to 7.8 million for YTD May 2019 ⁽¹⁾
- Outlook of global and domestic economy has weakened due to trade conflicts, which will likely soften demand in the near term ⁽²⁾
- Growing MICE pipeline for Singapore with 2020 seeing a number of inaugural events such as the:
 - 103rd Lions Clubs International Convention (~20,000 foreign attendees) ⁽³⁾
 - gamescom, the Asian edition of the largest international gaming festival (~30,000 attendees) ⁽⁴⁾

International Visitor Arrivals to Singapore ⁽¹⁾



- (1) Singapore Tourism Board ("STB")
- (2) MTI, "MTI Expects GDP Growth to be "1.5 to 2.5 Per Cent" in 2019", 21 May 2019
- (3) STB, "Singapore wins bid to host the 103rd Lions Clubs International Convention", 19 May 2015
- (4) STB, "Singapore to host inaugural Asian edition of gamescom in October 2020", 29 May 2019
- (5) STB, "Third consecutive year of growth for Singapore tourism sector in 2018", 13 Feb 2019

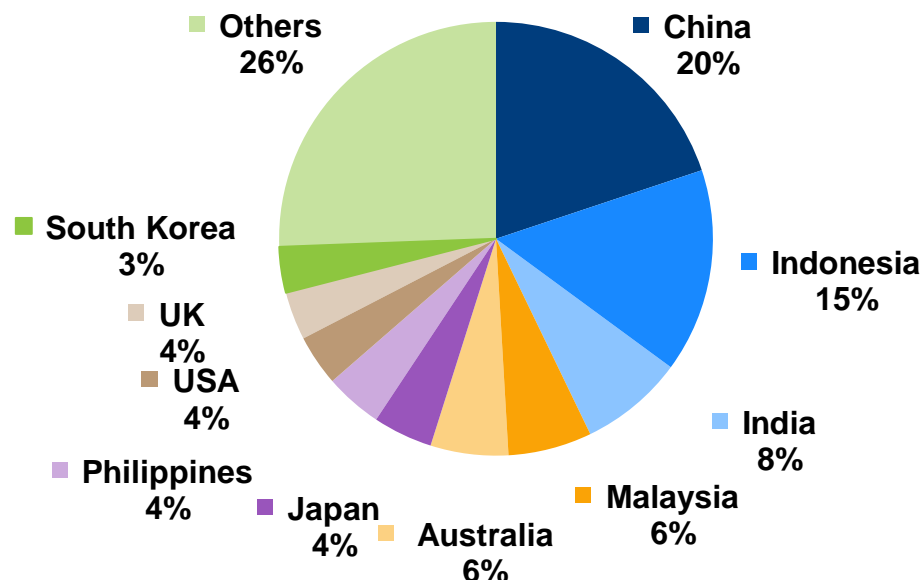
Geographical Mix of Top Markets (Singapore)



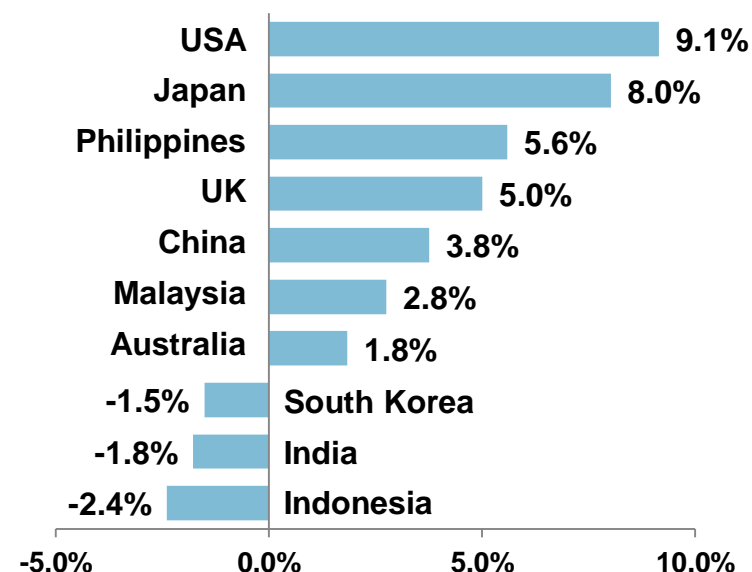
CDL HOSPITALITY TRUSTS

- Lower visitation from a few regional markets such as Indonesia, Thailand and India but more than offset by growth from China and developed markets such as Germany, Japan and the USA
- 7 out of the top 10 inbound markets showed growth for YTD May 2019

**Geographical Mix of Visitor Arrivals
For YTD May 2019 ⁽¹⁾⁽²⁾**



**Top 10 Inbound Markets
YoY Change for YTD May 2019 ⁽¹⁾⁽²⁾⁽³⁾**



- (1) Numbers may not add up due to rounding
 (2) Based on STB's statistics published on 5 Jul 2019
 (3) The top 10 inbound markets are ranked according to growth rates in descending order

Singapore – Investment in Tourism Infrastructure for Decades Ahead



CDL HOSPITALITY TRUSTS

New Large-Scale Tourism Projects Being Planned Across the Entire Island

1. Jurong Lake District ⁽¹⁾

- 7-ha site set aside for an integrated tourism development that will include attractions, eateries and retail shops

2. Greater Southern Waterfront ⁽²⁾

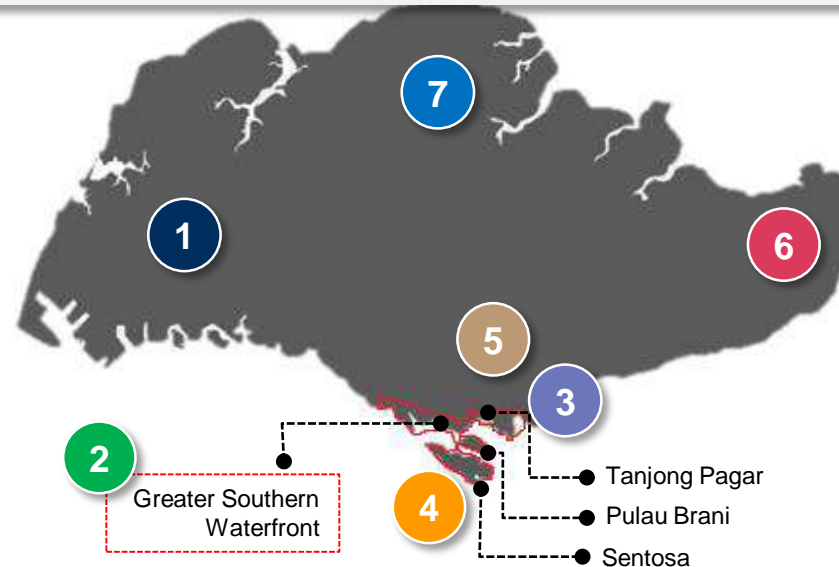
- Relocation of Pasir Panjang and Tanjong Pagar port terminals to Tuas
- Frees up ~1,000ha of land for a new waterfront city (3x Marina Bay size)
- New tourism attractions and facilities (including MICE) being planned for Sentosa, Pulau Brani and the waterfront along Tanjong Pagar up to 2030
- Further development and expansion of Marina Bay Cruise Centre

3. Marina Bay Sands

- Marina Bay Sands to add 4th new tower which will have 30%-40% more MICE space and a 15,000-seat arena ⁽³⁾

7. Mandai Nature Precinct

- Rejuvenation of Mandai into an integrated nature and wildlife destination
- Eco-tourism hub will house the new Bird Park and Rainforest Park



4. Resorts World Sentosa ("RWS")

- RWS expanding with multiple new attractions
- New Minion Park and Super Nintendo World in Universal Studios Singapore
- SEA Aquarium expanding to 3x its current size ⁽³⁾

6. Jewel Changi Airport ⁽⁴⁾

- Recently opened S\$1.7 billion complex connecting 3 terminals with 135,700 sqm of GFA
- 5-storey garden with a 40m tall (world's largest) indoor waterfall
- More than 280 shops and food and beverage outlets
- Enhances Changi Airport's position as one of the world's best airports

5. Orchard Road

- Revamp of Orchard Road shopping belt via 4 sub-precincts to include more activities, retail concepts and attractions
 - Tanglin – Arts and lifestyle
 - Orchard – Retail core
 - Somerset – Youth hub
 - Dhoby Ghaut – Green and family-friendly attractions

(1) Today, "Part of Jurong Lake District to be developed into a key tourist attraction by 2026", 16 Apr 2019

(2) Straits Times, "Plans under way to reshape Sentosa, Brani", 18 Oct 2018

(3) Business Times, "Singapore IRs bet on S\$9b expansion; exclusive licences extended to 2030", 4 Apr 2019

(4) Jewel Changi Airport Fact Sheet

Singapore – Diversified Long Term Growth Drivers of Demand

Top MICE Destination



103rd Lions Clubs
International Convention
2020

Expected Attendees: 20,000



Expected Attendees: 30,000



Rotary International
Convention
2024
Expected Attendees: 24,000

- Top international meeting country for the 11th year running in 2018 ⁽¹⁾
- Growing status as a leading MICE destination with prominent events being added to its calendar

World Class Aviation Infrastructure



- Growing flight connectivity to Singapore
- Jewel Changi Airport opened in Apr 2019
- Opening of Terminal 5 by ~2030 will double current capacity to 150 million passengers p.a. ⁽²⁾

Strong Leisure and Entertainment Offerings



Investment in Tourism Attractions



Makeover of Mandai nature precinct - Artist's impression of the Rainforest Walk
(Expecting Opening: 2023)



Redevelopment of Sentosa and attractions (Expected completion: 5 to 10 years)

Image Credits: Lions Clubs International Convention, asia gamescom, Rotary International Convention, Changi Airport Group, STB, Mandai Park Holdings, F1, Michelin Guide, UFC, International Champions Cup, HSBC Singapore Rugby 7s

(1) Singapore Exhibition & Convention Bureau, "Conferences, Events & Business Awards"

(2) Straits Times, "About 20,000 workers expected at Changi East after T5 construction begins around 2020", 10 Oct 2018

Limited Growth in Singapore Hotel Room Supply

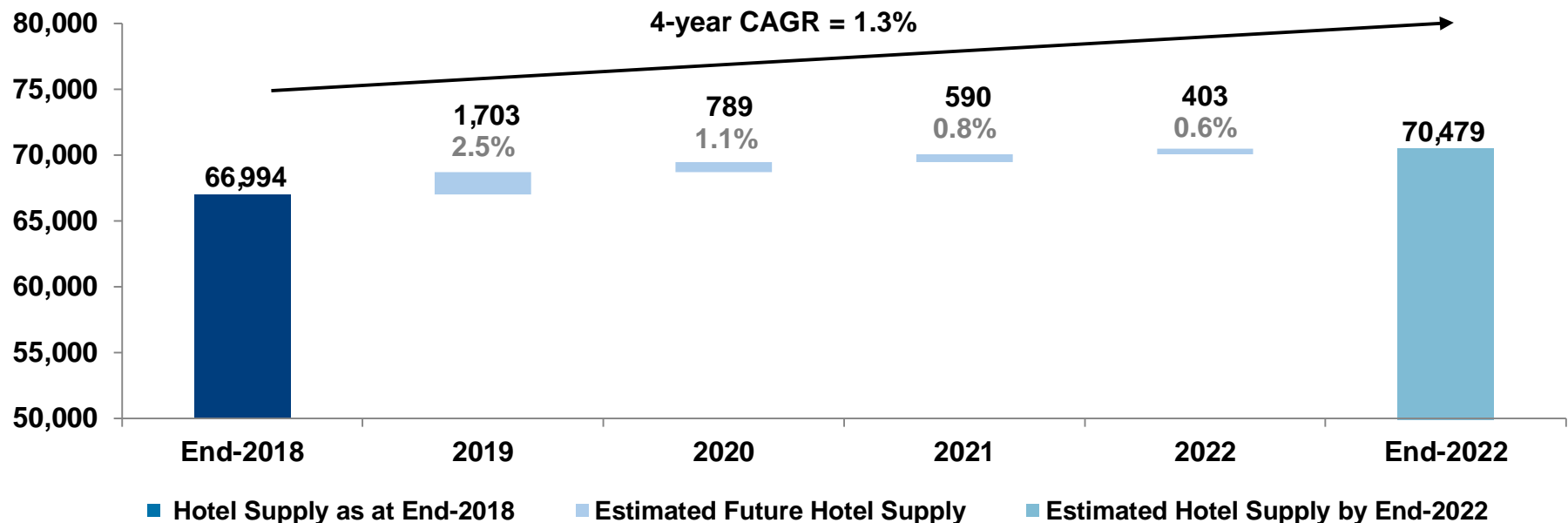


CDL HOSPITALITY TRUSTS

- An estimated 1,703 rooms opening this year, of which 430 new rooms are in the city centre ⁽¹⁾
- Supply growth going forward is benign at a low CAGR of 1.3% for the next 4 years

Current and Expected Hotel Room Supply in Singapore ⁽¹⁾

No. of Hotel Rooms



(1) New supply of rooms is a summation of new rooms deducted by existing rooms taken out of inventory
Sources: STB, Horwath HTL (as at Jun 2019) and CDLHT research

Potential Supply of New Singapore Hotel Rooms Until 2022

Name of Hotel	No. of Rms	Horwath Rating	Location	Expected Opening	Name of Hotel	No. of Rms	Horwath Rating	Location	Expected Opening
Swissôtel The Stamford ⁽¹⁾	329	Upscale/Luxury	City Centre	Opened	Ji Hotel Orchard	11	Mid-Tier	City Centre	2H 2019
The Outpost Hotel @ Sentosa	193	Upscale/Luxury	Sentosa	Opened	THE EDITION by Marriott	190	Upscale/Luxury	City Centre	2020
Capri by Fraser @ China Street	304	Mid-Tier	City Centre	Opened	Dusit Thani Laguna Singapore	206	Upscale/Luxury	Outside City Centre	2020
Holiday Inn Express Serangoon	-7	Mid-Tier	Outside City Centre	Opened	The Clan	324	Mid-Tier	City Centre	2020
Village Hotel Sentosa	606	Mid-Tier	Sentosa	Opened	Aqueen Hotel Lavender	69	Economy	Outside City Centre	2020
YOTELAIR Changi	130	Economy	Outside City Centre	Opened	Pan Pacific Orchard Hotel Redevelopment	340	Upscale/Luxury	City Centre	2021
Raffles Hotel	115	Upscale/Luxury	City Centre	3Q 2019	Artyzen	150	Upscale/Luxury	City Centre	2021
Six Senses Maxwell	-18	Upscale/Luxury	City Centre	3Q 2019	Aqueen Hotel Geylang	100	Economy	Outside City Centre	2021
The Barracks Hotel	40	Upscale/Luxury	Sentosa	4Q 2019	Pullman Singapore	342	Upscale/Luxury	City Centre	2022
					Raffles Sentosa Resort & Spa Singapore	61	Upscale/Luxury	Sentosa	2022

Year	No. of Rms	Upscale/Luxury		Mid-Tier		Economy	
2019	1,703	659	39%	914	54%	130	8%
2020	789	396	50%	324	41%	69	9%
2021	590	490	83%	0	0%	100	17%
2022	403	403	100%	0	0%	0	0%
Total (2019 – 2022)⁽²⁾	3,485	1,948	56%	1,238	36%	299	9%

(1) Return of rooms into total inventory from last phase of renovation

(2) Numbers may not add up due to rounding

Sources: Horwath HTL (as at Jun 2019) and CDLHT research



Overseas Markets

CDLHT New Zealand Hotel Performance



CDL HOSPITALITY TRUSTS

- Visitor arrivals to New Zealand grew 1.5% YoY to 1.7 million for YTD May 2019 ⁽¹⁾ and is expected to grow by 3.2% for the full year ⁽²⁾
- RevPAR dipped slightly by 1.4% YoY for 2Q 2019 for Grand Millennium Auckland due to increased hotel inventory in Auckland
- NPI contribution was also affected by higher labour costs and a weaker NZD
- Auckland's MICE infrastructure will be strengthened by the opening of the New Zealand International Convention Centre (close proximity to Grand Millennium Auckland) in 2020



(1) Statistics – Tourism New Zealand
(2) Ministry of Business, Innovation & Employment (New Zealand), “2019-2025 International Tourism Forecasts”

CDLHT Australia Hotels Performance

- Lease structure of the Australia Hotels provides CDLHT with fixed rent in local currency
- Contribution for 2Q 2019 was affected by a weaker AUD



CDLHT Maldives Resorts Performance



CDL HOSPITALITY TRUSTS

- RevPAR for Angsana Velavaru improved by 13.9% YoY for 2Q 2019
- Growth was achieved through a volume-centric strategy, which was supported by healthy overall tourism arrivals ⁽¹⁾
- Sub-optimal performance is expected to continue during the gestation period after the full opening of Raffles Maldives Meradhoo later this year
- Maldives market remains challenging due to new resorts supply
- Inbound flights continue to grow from the Middle East and the government is stepping up marketing efforts with an increase in 2019 state budget for tourism promotion by approximately 3 times ⁽²⁾



InOcean Villa (Exterior), Angsana Velavaru



Ocean Villa, Raffles Maldives Meradhoo

(1) Ministry of Tourism, Republic of Maldives, Tourism Monthly Updates
(2) Maldives Insider, "Maldives Seeks Record-Breaking Tourism Performance In 2019", 2 Jan 2019

CDLHT Japan Hotels Performance



CDL HOSPITALITY TRUSTS

- Tourism demand in Japan is robust with arrivals increasing 4.6% YoY to 16.6 million for YTD Jun 2019 ⁽¹⁾
- RevPAR for the Japan Hotels declined slightly by 1.9% YoY in 2Q 2019 due to a softer events calendar in Tokyo and rate competition from hotels in the vicinity
- NPI was lower mainly due to higher operating costs
- Major sporting events such as the 2019 Rugby World Cup and the Tokyo 2020 Olympics and Paralympics as well as the development of integrated resorts will likely encourage further growth
- Demand growth will likely mitigate room rate pressure from new supply in the limited-service hotel sector in Tokyo, as well as recovering number of alternative accommodation listings (such as Airbnb) ⁽²⁾



Twin Room, MyStays Kamata



Queen Room, MyStays Asakusabashi



Modern Twin Room Aoba, MyStays Asakusabashi

(1) Japan National Tourism Organization
(2) Reuters, "Airbnb touts Japan recovery, bolstered by hotel listings", 6 Jun 2019

- RevPAR of the UK Hotels improved by 1.6% YoY in 2Q 2019 despite Brexit uncertainty
- Strong contribution from sporting events, including the Cricket World Cup, boosted RevPAR growth for The Lowry Hotel
- Hilton Cambridge City Centre's trading performance was affected by continued price competition from new market entrants in Cambridge
- Looking ahead, new supply will likely increase competitive pressure in both cities



CDLHT Germany Hotel Performance



CDL HOSPITALITY TRUSTS

- Pullman Hotel Munich recorded strong YoY RevPAR growth of 9.6% for the quarter
- The presence of trade events and fairs continued to feature well for Munich in 2Q 2019, including bauma, a large triennial trade fair with a record 620,000 visitors ⁽¹⁾
- After a robust event calendar for 1H 2019, Munich will see fewer events in 2H 2019 due to the cyclical nature of the city's fair calendar ⁽²⁾
- While uncertainties persist in the Eurozone's macro environment, Munich's tourism demand remains healthy as reflected by international arrivals growing 7.5% YoY to 1.4 million for YTD May 2019 ⁽³⁾



Superior Room, Pullman Hotel Munich



Lobby, Pullman Hotel Munich

(1) bauma, "Record bauma attracts more than 620,000 visitors", 14 Apr 2019

(2) Events Eye

(3) München Tourismus

- Hotel Cerretani Florence recorded its second full quarter of contribution to CDLHT
- The hotel achieved RevPAR growth of 5.1% ⁽¹⁾ YoY for the quarter mainly through a strong revenue management focus



(1) The YoY RevPAR comparison assumes that CDLHT owned Hotel Cerretani Florence for the corresponding period



Asset Enhancement Plans

Singapore



Grand Ballroom, Orchard Hotel

- Position CDLHT for a cyclical recovery in Singapore's hotel sector
- **Orchard Hotel:**
 - Rejuvenation project of Orchard Hotel has largely been completed
 - Phased refurbishment of 260 guest rooms in the Orchard wing, which commenced in mid Nov 2018, were completed in Jun 2019
 - Remaining 65 Club Floor Rooms in the wing are slated to complete in 3Q 2019
- Asset enhancement opportunities in other Singapore Hotels are also being evaluated strategically

Enhancing Competitiveness of Assets



CDL HOSPITALITY TRUSTS

Maldives



Raffles Maldives Meradhoo



Angsana Velavaru

- Strengthening Maldives Resorts' product offerings to help improve performance amidst rising competition
- **Raffles Maldives Meradhoo:**
 - Temporarily closed in Jun 2018 for rebranding programme into a "Raffles" resort, to be positioned at the very top end of the market
 - Land villas were completed in May 2019
 - Over-water villas will complete later this year whereby the full opening of the resort will occur
- **Angsana Velavaru:**
 - Addition of a new main public pool
 - Full renovation of 79 land villas – 24 of these will incorporate new infinity pools
 - Enhancement works have commenced progressively in 2Q 2019 with majority of the works expected to complete at end of this year

Asset Enhancement Plans – Angsana Velavaru



CDL HOSPITALITY TRUSTS



New main public pool (concept drawings)

Enhancing Competitiveness of Assets



United Kingdom

- Upgrades at The Lowry Hotel to fortify its position as the top hotel in Manchester
- Renovation of the lobby was completed during the quarter
- Refurbishment of the food and beverage outlets will be completed in 3Q 2019
- Upgrading of 5 rooms to corner suites will be completed in end 2019

Asset Enhancement Plans – The Lowry Hotel



Newly refurbished lobby

Asset Enhancement Plans – The Lowry Hotel



Newly refurbished public area at lobby



Background and Structure of CDL Hospitality Trusts

Background on CDLHT



CDL HOSPITALITY TRUSTS

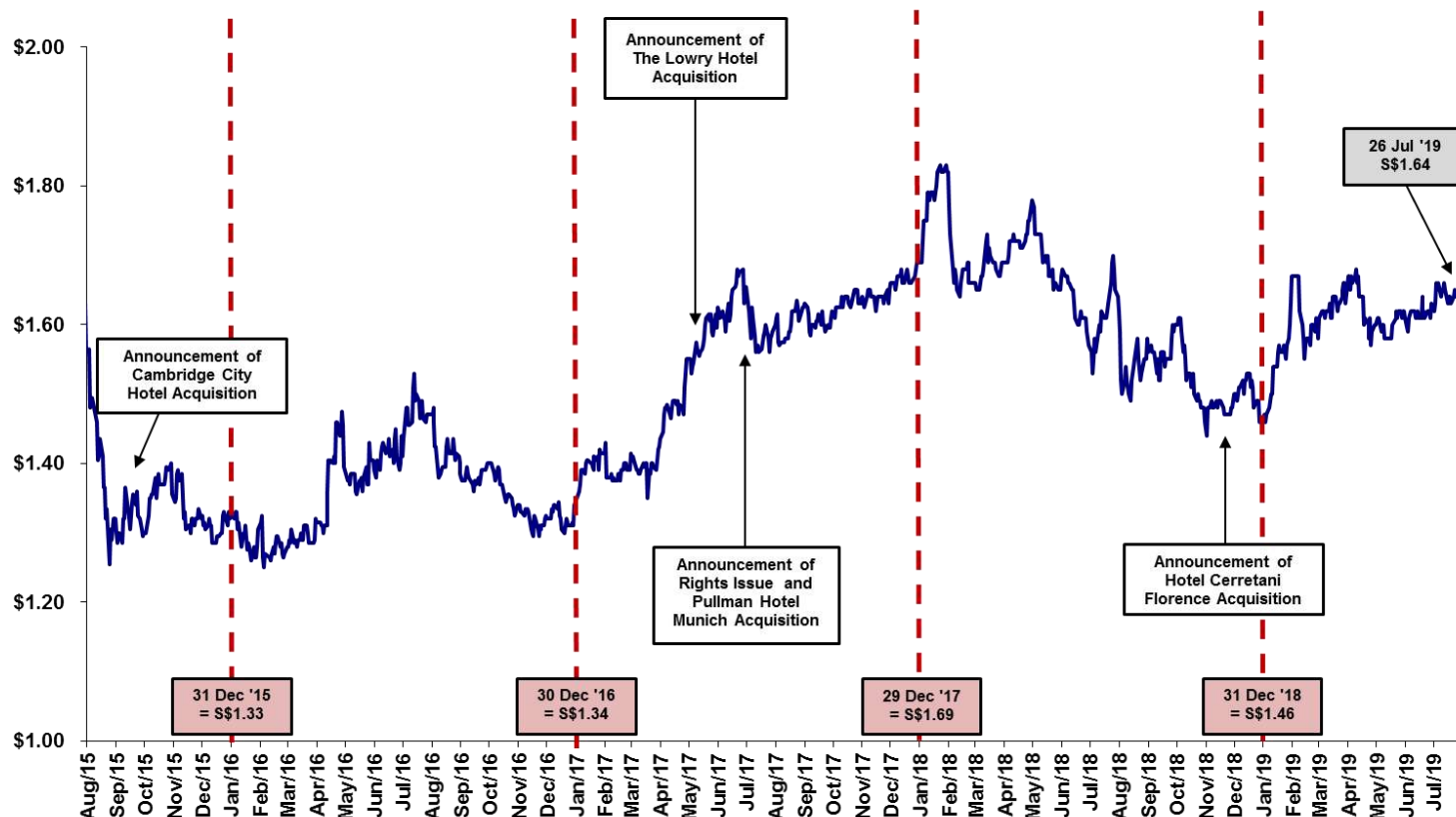
Background

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

Market Capitalisation

- S\$2.0 billion as of 26 Jul 2019

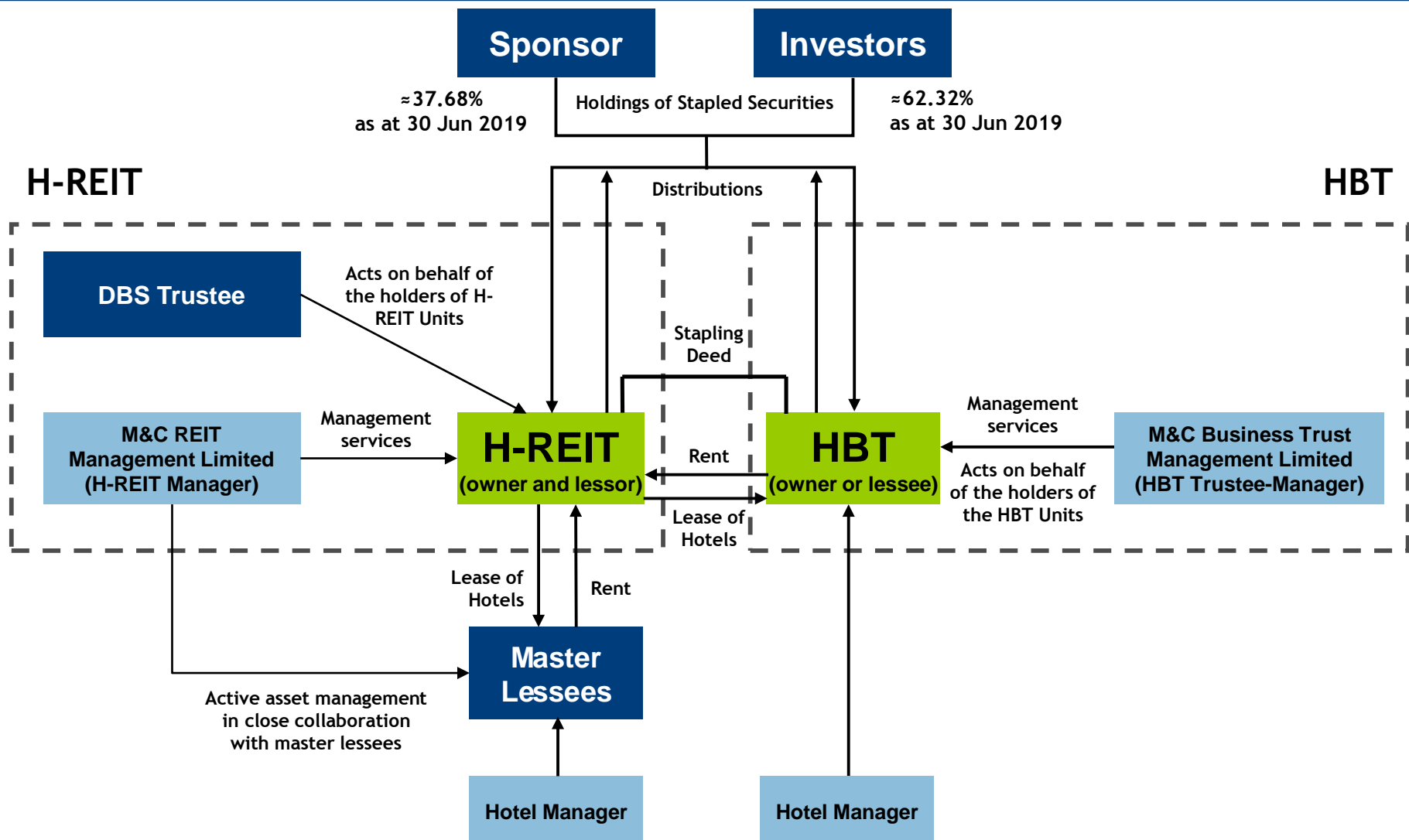
Price Performance



CDLHT Structure



CDL HOSPITALITY TRUSTS



Note: For simplicity, the diagram does not include the relationships in relation to Claymore Connect. The H-REIT Manager manages Claymore Connect directly, hence the various tenants of the retail units at Claymore Connect make rental payments directly to H-REIT under the terms of their respective leases.

Blue Chip Sponsor and Parentage



CDL HOSPITALITY TRUSTS

Millennium & Copthorne Hotels plc



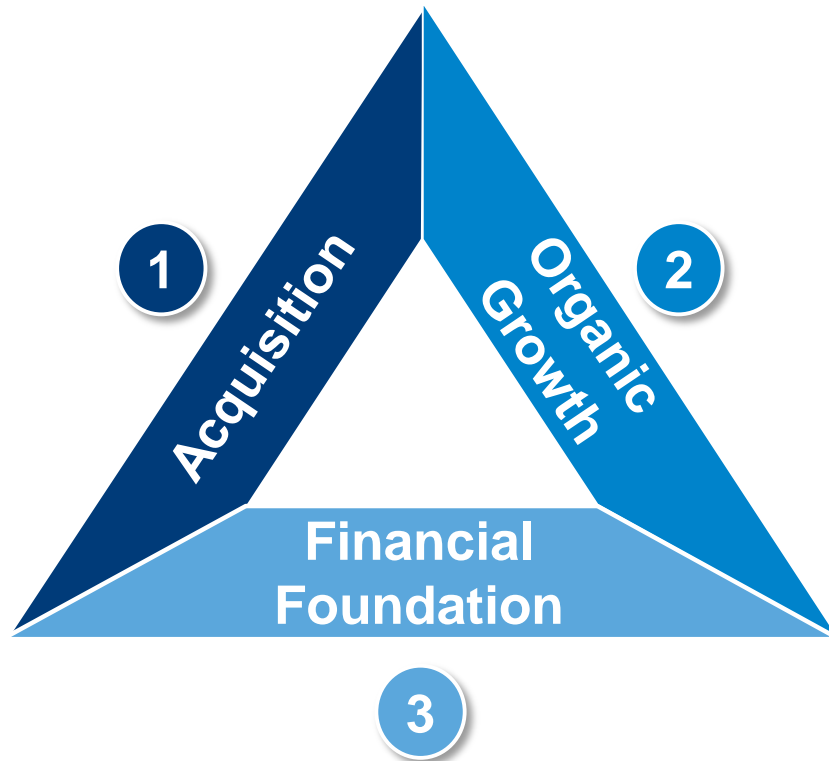
- Listed on the London Stock Exchange with market capitalisation of ~ £2.2 billion ⁽¹⁾
- Debt to assets ratio of 24.6% as at 31 Mar 2019

City Developments Limited



- One of the largest property developers in Singapore with a market capitalisation of ~ S\$8.6 billion ⁽¹⁾
- Debt to assets ratio of 32.0% as at 31 Mar 2019

(1) As at 26 Jul 2019
Source: Bloomberg



Growing unitholders' value via acquisition and organic growth while keeping a firm financial foundation

1

Acquisition Growth Strategy

- Pursue quality assets with growth potential
- Adopt a medium to long term perspective to ride through market cycles
- Partner with or tap on potential pipeline from M&C / CDL
- Capitalise on historically low interest rates in certain markets to enjoy spread over funding costs

2

Asset Management Strategy

- Work closely with master lessees and/or hotel managers to implement active revenue and cost management
- Implement asset enhancement initiatives to optimise asset potential
- Evaluate divestment opportunities periodically to recycle capital for better returns and unlock underlying asset values

3



Capital and Risk Management Strategy

- Maintain a healthy balance sheet
- Enhance financial flexibility by maintaining diversified sources of funding
- Hedge against rising interest rates by refinancing with longer term fixed rate borrowings

CDLHT Asset Portfolio – Singapore



CDL HOSPITALITY TRUSTS

Properties	Orchard Hotel	Grand Copthorne Waterfront Hotel	M Hotel	Copthorne King's Hotel	Novotel Singapore Clarke Quay	Studio M Hotel	Claymore Connect	Singapore Portfolio
								
Description	Located on Orchard Road, with a large pillar-less ballroom and extensive conference facilities	One of the largest conference facilities in Singapore – well-positioned for the MICE market	Located in the heart of financial district with strong following of business travellers	Located within close proximity to CBD, Orchard Road, Robertson Quay and Clarke Quay	Located next to Singapore's premier entertainment hub	Stylish and contemporary design catering to business and leisure segments	A family-friendly mall with enhanced retail offerings	-
Rooms	656	574	415	310	403	360	-	2,718
Date of Purchase	19 July 2006	19 July 2006	19 July 2006	19 July 2006	7 June 2007	3 May 2011	19 July 2006	
Title / Remaining Term of Land Lease ⁽¹⁾	Leasehold interest / 63 years	Leasehold interest / 63 years	Leasehold interest / 63 years	Leasehold interest / 48 years	Leasehold interest / 58 years	Leasehold interest / 87 years	Leasehold interest / 63 years	-
Valuation ⁽¹⁾	S\$444.0M	S\$357.0M	S\$237.0M	S\$118.0M	S\$333.0M	S\$154.0M	S\$95.8M	S\$1,738.8M







(1) As at 31 Dec 2018

CDLHT Asset Portfolio – Overseas

Properties	Novotel Brisbane (Australia)	Mercure Perth (Australia)	bis Perth (Australia)	Australia Portfolio
				
Description	Comprehensive conference and leisure facilities of 11 dedicated rooms with capacity for up to 350 delegates	Situated in Perth's CBD and within walking distance to the Swan River, shopping and entertainment districts	Located steps away from the Murray and Hay Street shopping belt within Perth's CBD	-
Rooms	296	239	192	727
Date of Purchase	18 February 2010	18 February 2010	18 February 2010	-
Title / Remaining Term of Land Lease ⁽¹⁾	Strata Volumetric Freehold	Strata Freehold	Freehold	-
Valuation ⁽¹⁾	A\$72.5M / S\$70.1M	A\$48.0M / S\$46.4M	A\$33.0M / S\$31.9M	A\$153.5M / S\$148.4M

(1) As at 31 Dec 2018
Based on exchange rate of A\$1 = S\$0.9669

CDLHT Asset Portfolio – Overseas

Properties	Angsana Velavaru (Maldives)	Raffles Maldives Meradhoo* (Maldives)	Maldives Portfolio	Hotel MyStays Asakusabashi (Tokyo, Japan)	Hotel MyStays Kamata (Tokyo, Japan)	Japan Portfolio
						
Description	Upmarket resort offering a wide range of dining, leisure and spa options	All-suite luxury resort, with extremely spacious villas which are amongst the largest in Maldives	-	Located in central Tokyo, with easy access to Asakusa & Akihabara. A few stations away from several popular sightseeing spots	Located near Keikyu-Kamata Station which is only a 10-min train ride from Haneda Airport	-
Rooms	113 (79 beachfront villas and 34 overwater villas)	37 (21 beachfront villas and 16 overwater villas)	150	139	116	255
Date of Purchase	31 January 2013	31 December 2013	-	19 December 2014	19 December 2014	-
Title / Remaining Term of Land Lease ⁽¹⁾	Leasehold interest / 29 years	Leasehold interest / 37 years	-	Freehold	Freehold	-
Valuation ⁽¹⁾	US\$57.0M / S\$78.1M	US\$50.0M / S\$68.5M	US\$107.0M / S\$146.6M	¥4.0B / S\$49.6M	¥2.74B / S\$34.0M	¥6.74B / S\$83.6M

*Previously known as Dhevanafushi Maldives Luxury Resort

(1) As at 31 Dec 2018

Based on exchange rate of US\$1 = S\$1.3707 and S\$1 = ¥80.5802

CDLHT Asset Portfolio – Overseas



CDL HOSPITALITY TRUSTS

Properties	Hilton Cambridge City Centre (United Kingdom)	The Lowry Hotel (United Kingdom)	United Kingdom Portfolio	Grand Millennium Auckland (New Zealand)	Pullman Hotel Munich (Germany) ⁽³⁾	Hotel Cerretani Florence (Italy) ⁽⁴⁾	CDLHT Portfolio
							 CDL HOSPITALITY TRUSTS
Description	Upper upscale hotel and boasts a prime location in the heart of Cambridge city centre	Iconic 5-star luxury hotel which is located in proximity to the heart of Manchester city centre	-	New Zealand's largest deluxe hotel which is located in the heart of Auckland	4-star hotel located in close proximity to major business districts	4-star hotel boasting an exceptional location in the heart of Florence's historic city centre	-
Rooms	198	165	363	452	337	86	5,088
Date of Purchase	1 October 2015	4 May 2017	-	19 December 2006	14 July 2017	27 November 2018	-
Title / Remaining Term of Land Lease ⁽¹⁾	Leasehold interest / 97 years ⁽²⁾	Leasehold interest / 128 years	-	Freehold	Freehold	Freehold	-
Valuation ⁽¹⁾	£63.2M / S\$110.0M	£53.0M / S\$92.3M	£116.2M / S\$202.3M	NZ\$232.5M / S\$214.7M	€115.5M / S\$180.4M ⁽³⁾	€43.8M / S\$68.4M ⁽⁴⁾	S\$2,783.2M

(1) As at 31 Dec 2018 excluding the Italy Hotel. The Italy Hotel, which was acquired on 27 Nov 2018, was valued by HVS Global Hospitality Services as at 25 Jul 2018

(2) The lease term may be extended for a further term of 50 years pursuant to lessee's (CDLHT) option to renew under the lease granted by the head lessor (Cambridge City Council)

(3) On the basis of a 100% interest. CDLHT owns an effective interest of 94.5% in Pullman Hotel Munich

(4) On the basis of a 100% interest. CDLHT owns an effective interest of 95.0% in Hotel Cerretani Florence

Based on exchange rates of NZ\$1 = S\$0.9235, £1 = S\$1.7411 and €1 = S\$1.5622

Summary of Leases



CDL HOSPITALITY TRUSTS



Singapore IPO Portfolio & Studio M

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

- Rent: 20% of Hotel's revenue + 20% of Hotel's gross operating profit, with a fixed rent floor of S\$26.4 million
- Term of 20 years from Listing (19 July 2006) with 20-year option

Claymore Connect:

- H-REIT receives rents direct from tenants

Studio M Hotel:

- Rent: 30% of Hotel's revenue + 20% of Hotel's gross operating profit, with a fixed rent floor of S\$5.0 million for the initial 10 years of the lease
- Term of 20 years from 3 May 2011 with 20+20+10 years option

Singapore NCQ

Novotel Singapore Clarke Quay:

- Rent: Hotel's gross operating profit less Accor's management fee, subject to minimum rent
- Variable rental payment of more than 90% of gross operating profit, depending on Novotel Singapore Clarke Quay's performance
- Minimum rent of S\$6.5 million per year guaranteed by master lessee / Accor S.A., subject to maximum rent reserve of S\$6.5 million for the lease term
- Term ~ 13.5 years from 7 June 2007, expiring 31 December 2020

Summary of Leases



CDL HOSPITALITY TRUSTS



New Zealand Grand Millennium Auckland

Grand Millennium Auckland:

- Rent: Net operating profit of the hotel with an annual base rent of NZ\$6.0 million
- Lease provides for two 3-year renewal terms, subject to mutual agreement
- First term of 3 years from 7 September 2016 expires on 6 September 2019
- Lease renewal confirmed for second 3-year term from 7 September 2019, expiring 6 September 2022 ⁽¹⁾

Australia Portfolio

Novotel Brisbane, Mercure & Ibis Perth:

- Base rent + Variable rent
- Base rent: A\$9.6 million 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

(1) Lease was renewed on 6 Jun 2019

Summary of Leases



CDL HOSPITALITY TRUSTS



Germany Pullman Hotel Munich

Pullman Hotel Munich:

- Rent: Around 90% of the net operating profit of the hotel subject to a fixed rent of €3.6 million
- Term of 20 years from 14 July 2017, expiring 13 July 2037

Italy Hotel Cerretani Florence, MGallery by Sofitel

Hotel Cerretani Florence, MGallery by Sofitel:

- Rent: Around 93% of the net operating profit of the hotel subject to a base rent of €1.3 million
- Term of 20 years from 27 November 2018, expiring 26 November 2038

Summary of Lease and Management Agreement



CDL HOSPITALITY TRUSTS



Maldives Angsana Velavaru

Angsana Velavaru:

- Rent: Hotel's gross operating profit less lessee's management fee, subject to minimum rent
- Minimum rent of US\$6.0 million per year guaranteed by lessee / Banyan Tree Holdings Limited, subject to maximum rent reserve of US\$6.0 million for the lease term
- Tiered lessee's management fee offers further downside protection to CDLHT and incentivises lessee to drive growth in gross operating profit while allowing CDLHT to enjoy a substantial share of the upside
- Term of 10 years from 1 February 2013, expiring 31 January 2023

Maldives Raffles Maldives Meradhoo

Raffles Maldives Meradhoo:

- HBT is the master lessee for the resort's operations
- Resort is under extensive renovation and the full opening is expected in the later part of 2019
- AccorHotels is the hotel manager, appointed by HBT
- Term of 20 years from 9 May 2019, expiring on 8 May 2039 (operator has right to extend another 5 years)
- Typical management fees apply

Summary of Management Agreement



CDL HOSPITALITY TRUSTS



Japan Portfolio

Hotel MyStays Asakusabashi and Hotel MyStays Kamata:

- HBT is the master lessee for the hotels' operations
- MyStays Hotel Management Co., Ltd. is the hotel manager, appointed by HBT
- Hotel management agreements will expire 18 July 2022
- Typical management fees apply

Summary of Management Agreement



CDL HOSPITALITY TRUSTS



United Kingdom Hilton Cambridge City Centre

Hilton Cambridge City Centre:

- HBT is the asset owner and currently responsible for the hotel's operations
- Hilton UK Manage Limited (an affiliate of Hilton Worldwide Inc.) is the hotel manager, appointed by HBT
- Term of 12.25 years from 1 October 2015, expiring on 31 December 2027
- Typical management fees apply

United Kingdom The Lowry Hotel

The Lowry Hotel:

- HBT is the asset owner and currently responsible for the hotel's operations and management



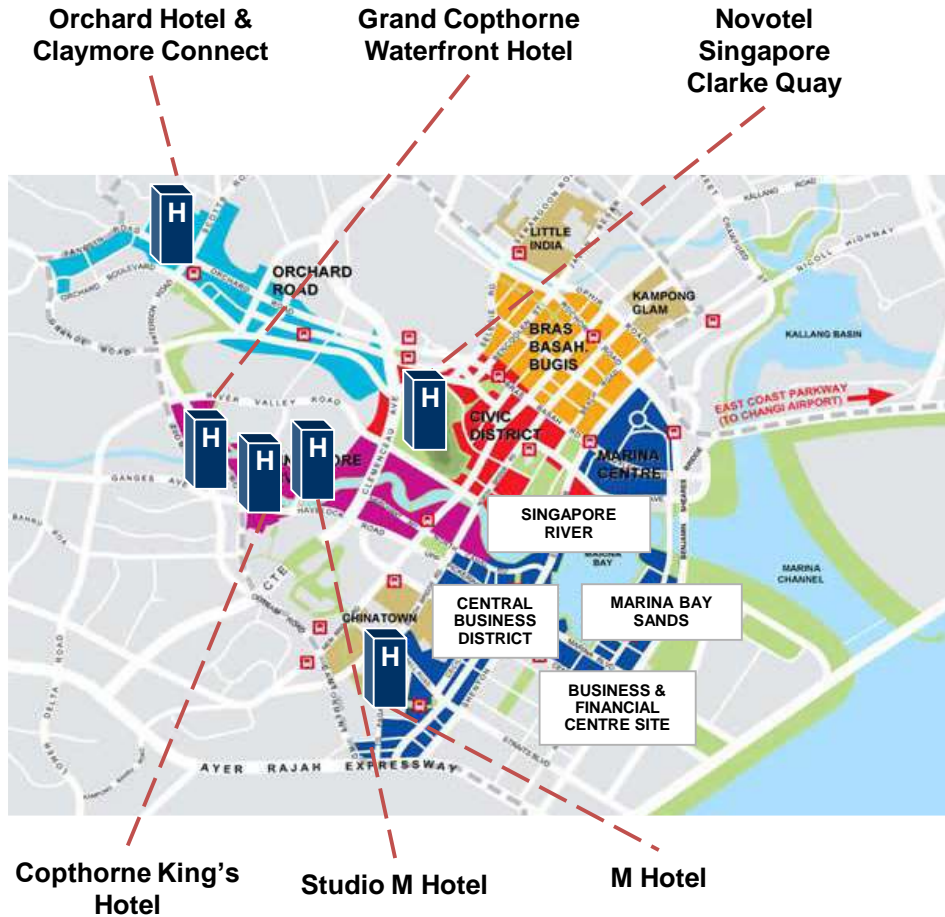
Location of CDL Hospitality Trusts Properties

Hotels in Strategic Locations

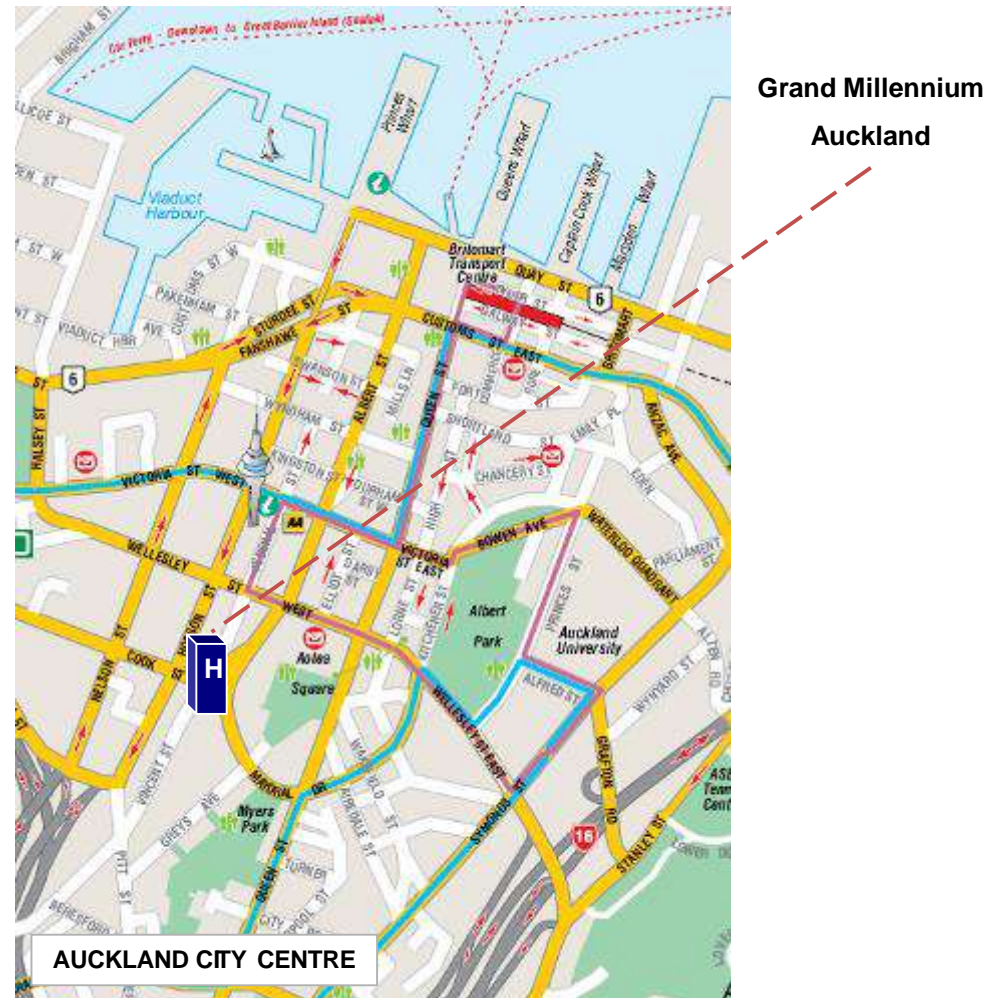


CDL HOSPITALITY TRUSTS

Singapore Hotels



New Zealand Hotel



Hotels in Strategic Locations



CDL HOSPITALITY TRUSTS

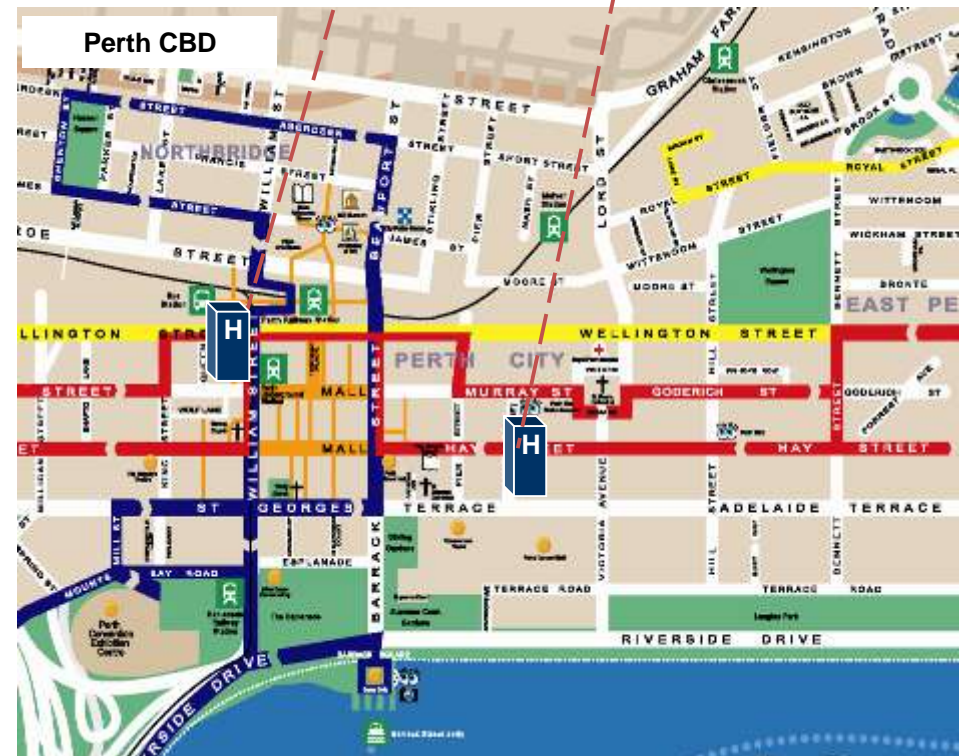
Australia Hotels

Novotel
Brisbane



Ibis Perth

Mercure
Perth



Hotels in Strategic Locations

Japan Hotels

Hotel MyStays
Asakusabashi



Hotel MyStays
Kamata



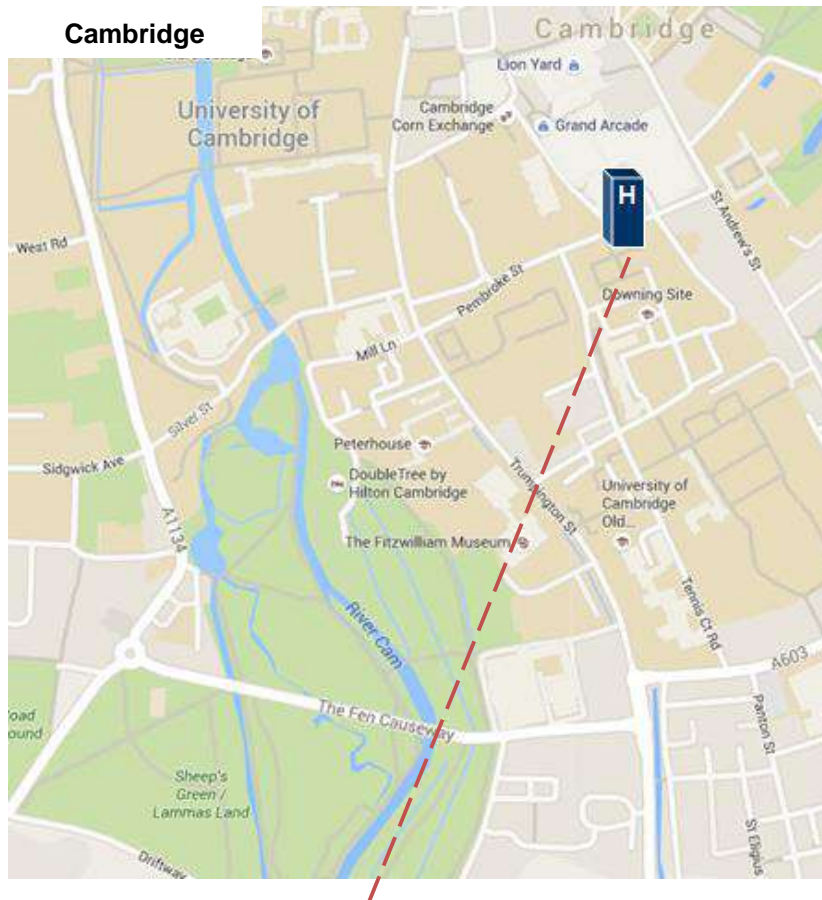
Hotels in Strategic Locations



CDL HOSPITALITY TRUSTS

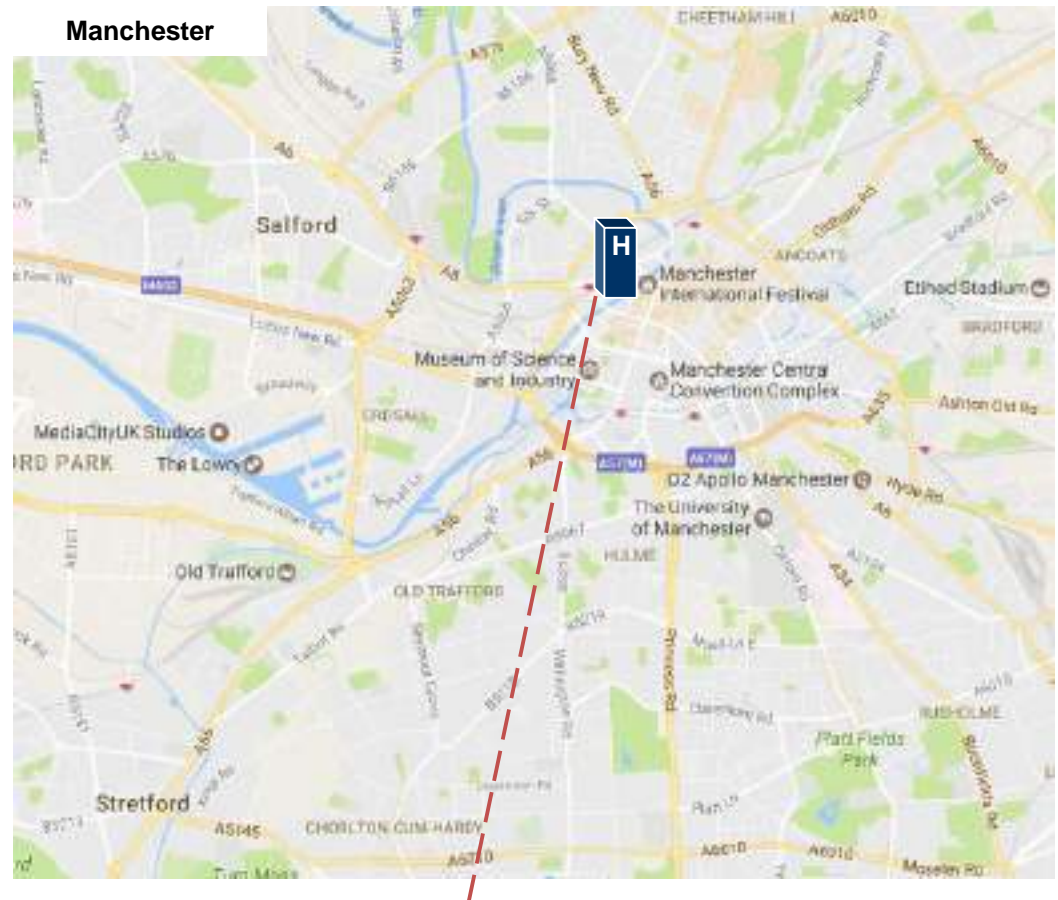
United Kingdom Hotels

Cambridge



Hilton Cambridge City Centre

Manchester



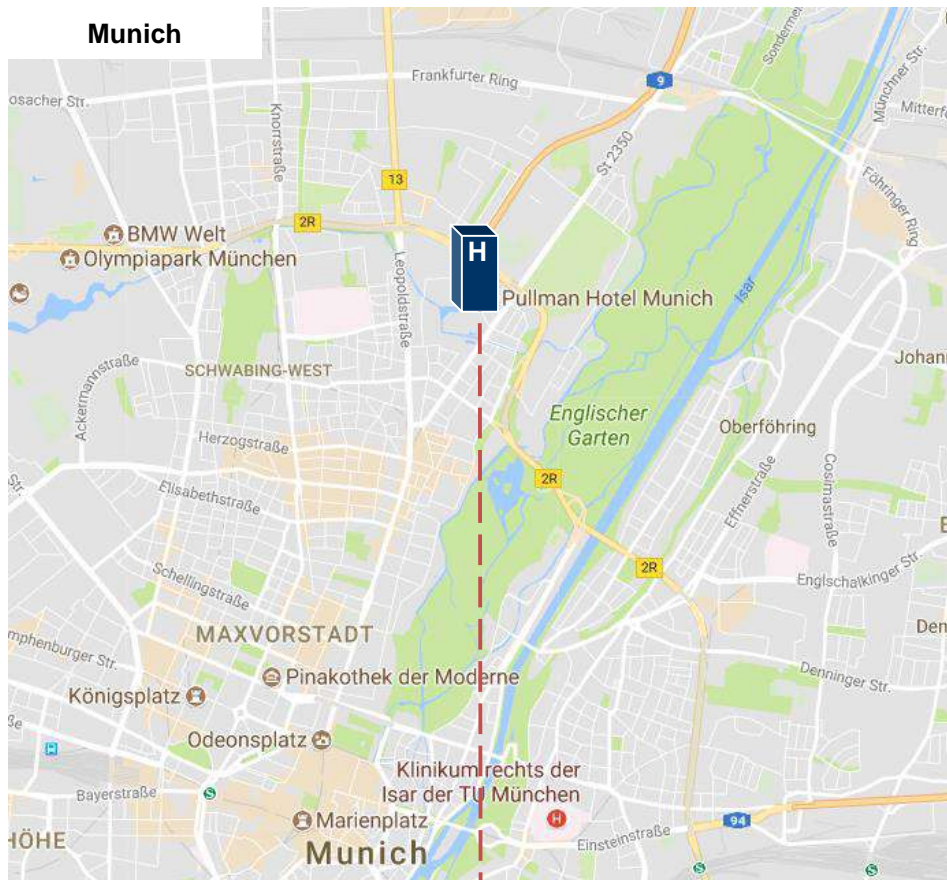
The Lowry Hotel

Hotels in Strategic Locations



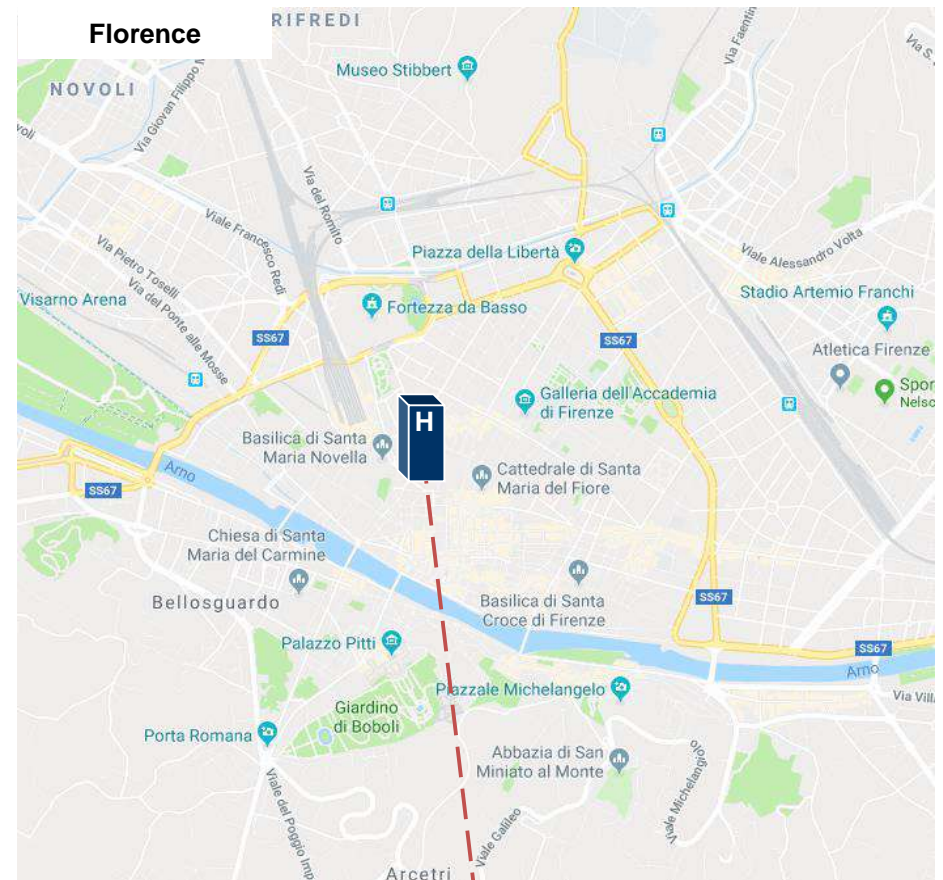
CDL HOSPITALITY TRUSTS

Germany Hotel



Pullman Hotel Munich

Italy Hotel

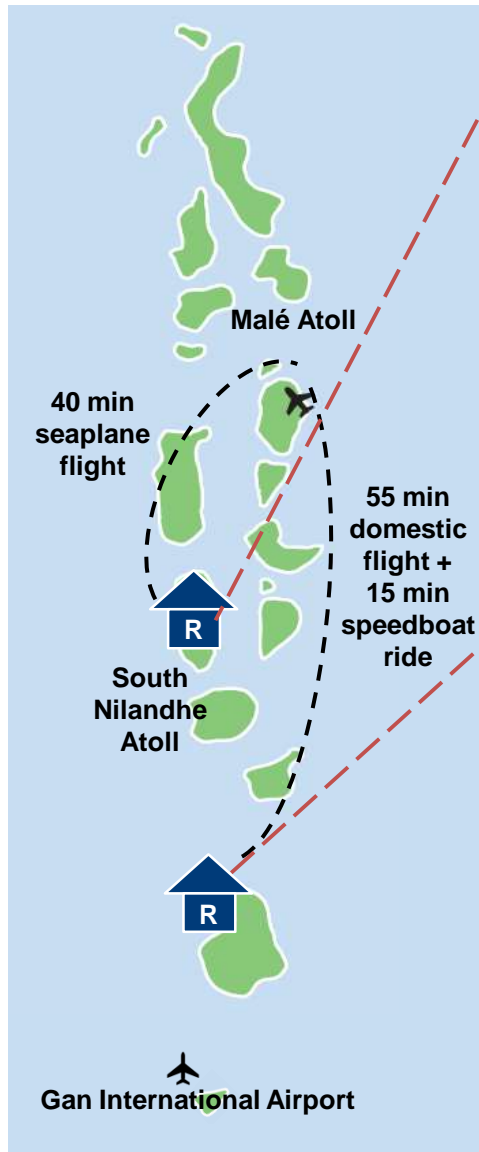


Hotel Cerretani Florence

Resorts in Premium Destination



CDL HOSPITALITY TRUSTS



Angsana Velavaru



Raffles Maldives Meradhoo*



*Previously known as Dhevanafushi Maldives Luxury Resort



CDL HOSPITALITY TRUSTS



THANK YOU

