

# Frasers Hospitality Trust

## 9<sup>th</sup> Annual General Meeting

23 January 2024



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This presentation has not been reviewed by the Monetary Authority of Singapore (**MAS**).

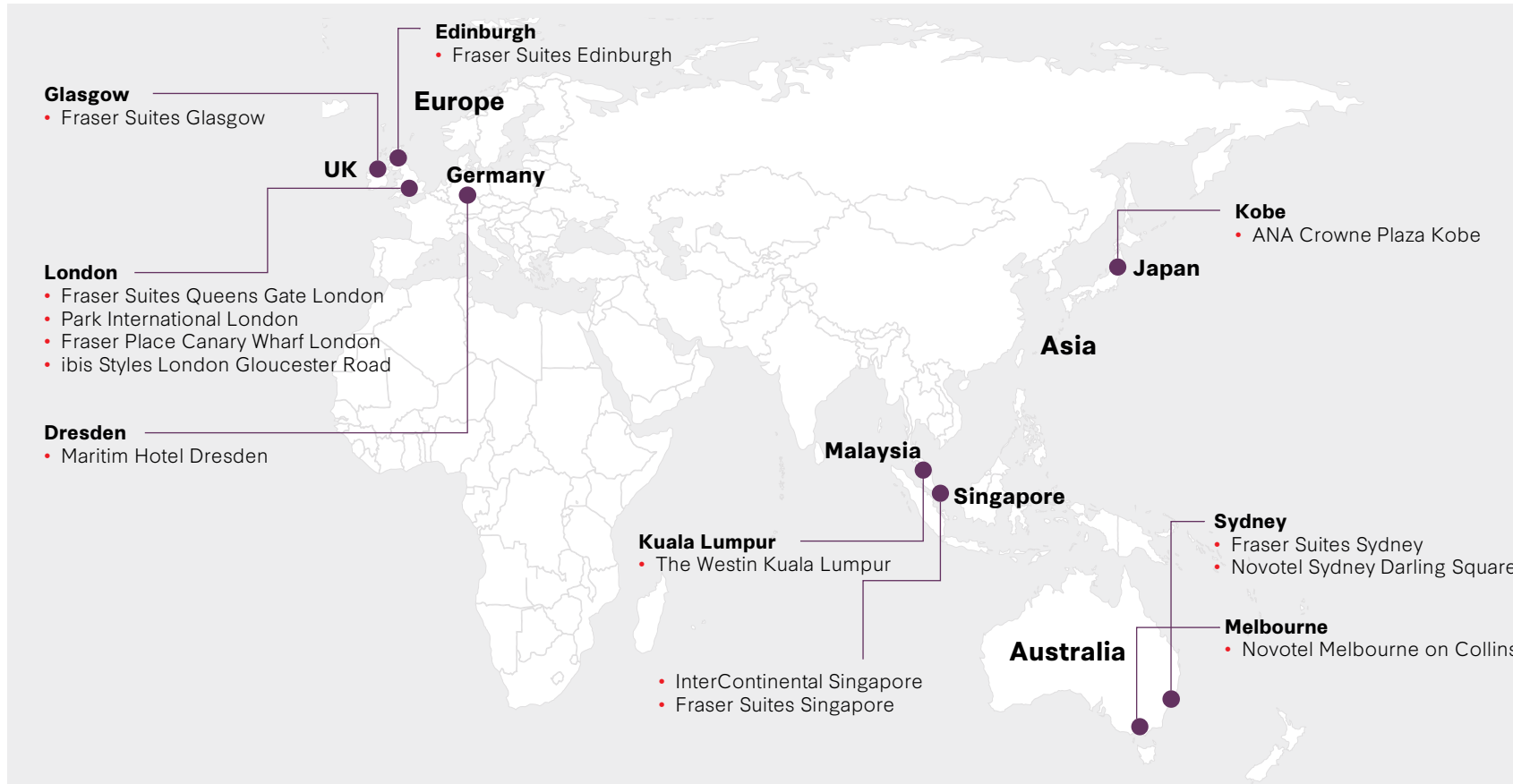
Any discrepancies in the figures included herein between the listed amounts and total thereof are due to rounding.





## **FY2023 In Review**

# Geographically diversified portfolio in prime locations



	<b>Number of properties</b> <b>14</b>
	<b>Presence</b> <b>9 cities, 6 countries</b>
	<b>Number of keys</b> <b>3,477</b>
	<b>Portfolio value<sup>1</sup></b> <b>S\$1.93 bil</b>
	<b>Number of master leases<sup>1,2</sup></b> <b>14</b>

1. As at 30 Sep 2023

2. This includes a retail master lease for the retail space in ANA Crowne Plaza Kobe while the master lease for Novotel Melbourne on Collins is excluded as it is an internal master lease arrangement between FH-REIT and FH-BT

# FY2023 highlights



## Gross revenue

S\$123.2 mil

▲ 28.5% YoY



## Net property income

S\$90.5 mil

▲ 30.1% YoY



## Income available for distribution

S\$52.3 mil

▲ 49.4% YoY



## Distribution per Stapled Security

2.44 cents

▲ 49.3% YoY



## Portfolio valuation

S\$1.93 bil

▲ 1.7%<sup>1</sup> YoY



## NAV per Stapled Security

\$0.66

▲ 2.6% YoY



## Effective cost of borrowing

3.1%

▲ 0.8 pp YoY



## Interest coverage ratio

3.6 times

▲ 1 time YoY



## Leverage ratio

34%

▼ 2.4 pp YoY

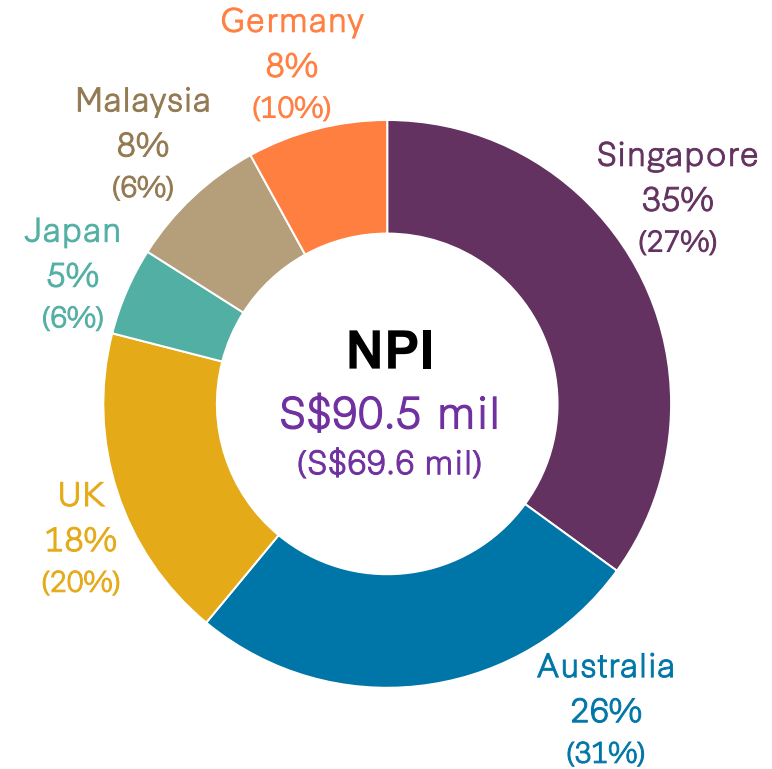
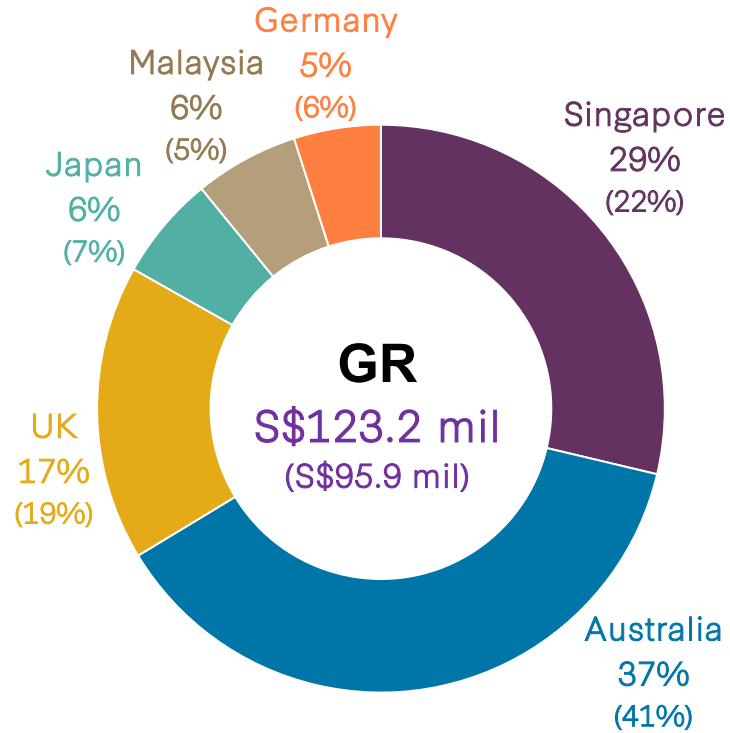
# FY2023 financial performance

SGD mil	FY2023	FY2022	YoY Change
Gross revenue (GR)	123.2	95.9	▲ 28.5%
Net property income (NPI)	90.5	69.6	▲ 30.1%
Finance costs	(20.9)	(21.6)	▲ 3.3%
Total return for the year after tax	91.9	58.3	▲ 57.6%
Income available for distribution (DI)	52.3	35.0	▲ 49.4%
Distribution to Stapled Securityholders	47.0 <sup>1</sup>	31.5 <sup>1</sup>	▲ 49.3%
Distribution per Stapled Security (DPS)	2.4426 cents	1.6355 cents	▲ 49.3%

- In FY2023, GR and NPI increased YoY by 28.5% and 30.1% respectively due to sustained recovery in global tourism and improved operating environment as all countries where we are present in have successfully transitioned to the endemic phase.
- Notwithstanding increased cost of borrowings on refinancing in a rising interest rate environment, finance costs declined marginally due mainly to lower interest incurred on lower total borrowings with the repayment of loans (including Sofitel Sydney Wentworth's loan).
- With the better performance, DPS for FY2023 increased 49.3% YoY to 2.4426 cents.
- Excluding the contribution from Sofitel Sydney Wentworth which was divested in Apr-22, same-store GR and NPI were 43.8% and 49.8% higher YoY, and they reached 90.4% and 91.1% of the pre-COVID levels respectively.

1. Distribution to Stapled Securityholders are based on 90% payout of the income available for distribution

# FY2023 portfolio contribution



# FY2023 portfolio performance

Country	Gross Operating Revenue (GOR)			Gross Operating Profit (GOP)		
	Local currency (mil)	YoY change	% of Pre-COVID levels <sup>1</sup>	Local currency (mil)	YoY change	% of Pre-COVID levels <sup>1</sup>
Singapore	105.4	▲ 65.3%	117.7%	41.9	▲ 65.7%	113.0%
Australia	75.9	▲ 64.3% <sup>2</sup>	100.4% <sup>2</sup>	34.9	▲ 91.6% <sup>2</sup>	95.3% <sup>2</sup>
UK	29.8	▲ 29.2%	109.5%	12.2	▲ 16.5%	85.3%
Japan	3,847.2	▲ 33.8%	62.9%	950.6	▲ 32.5%	55.4%
Malaysia	93.5	▲ >100%	109.1%	31.5	▲ >100%	131.9%
Germany	13.4	▲ 44.5%	117.0%	5.2	▲ 46.6%	113.2%

1. In reference to FY2019

2. GOR and GOP of SSW in FY2022 were excluded for meaningful comparison

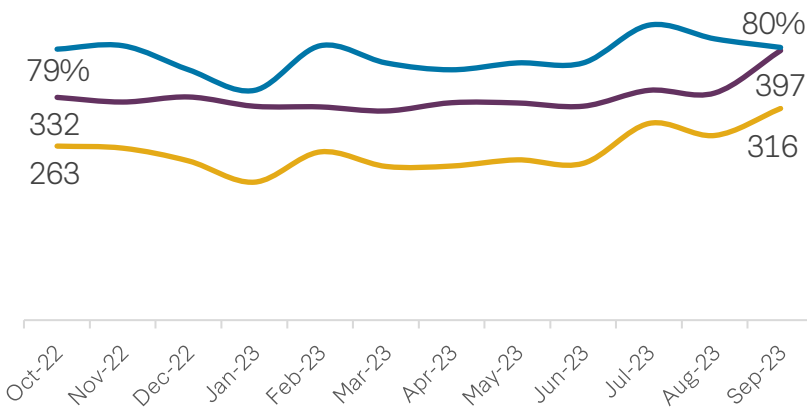


# Sustained recovery continued in FHT's markets

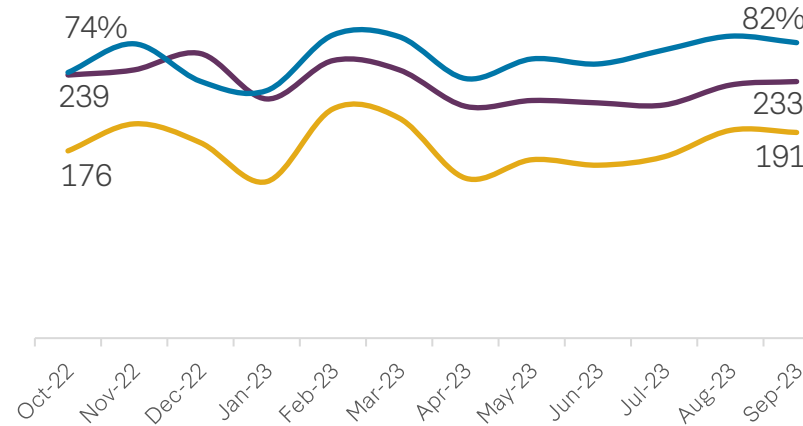
## Hospitality market performance by city

— ADR — Occupancy — RevPAR

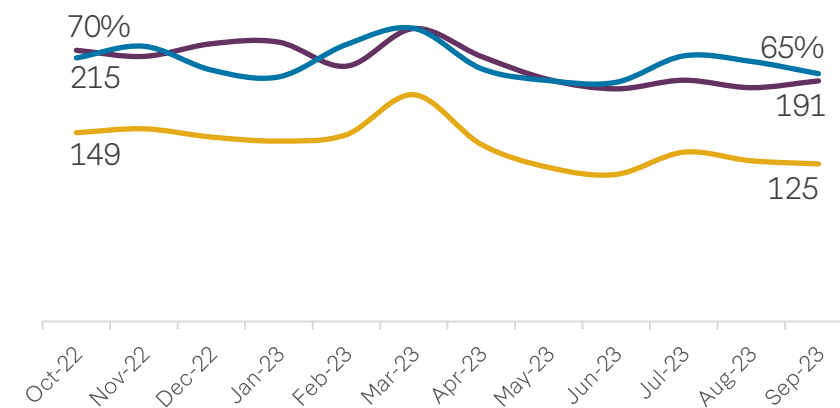
### Singapore



### Sydney (Upscale & upper-midscale segment)



### Melbourne (Upscale & upper-midscale)



Singapore's hotel market performance continued to see strong recovery as the return of marquee events such as FHA-Food & Beverage, F1 Grand Prix and Forbes Global CEO Conference boost tourism growth.

Sydney's hotel market performance continued to record sustained improvement helped by major events including Sydney WorldPride, Vivid Sydney, FIFA Women's World Cup and global artist music concerts.

Melbourne's hotel market performance saw an uplift from the resumption of major events such as F1 Grand Prix, Australia Open and global artist music concerts but was offset by the impact of greater new supply.

All average daily rates (ADR) and revenue per available room (RevPAR) are in local currencies

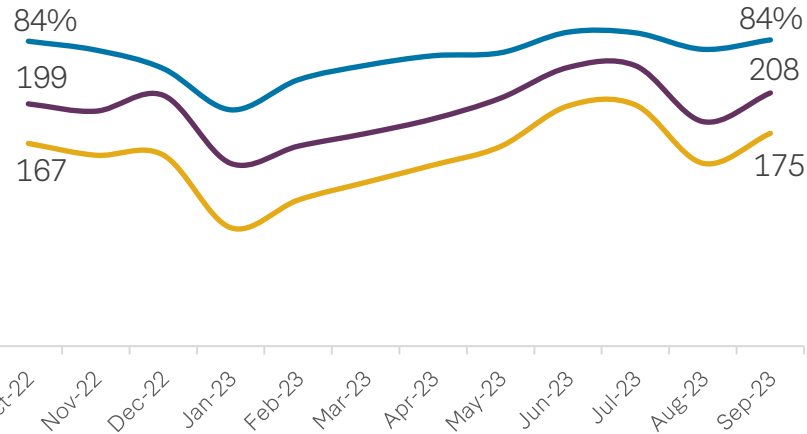
Sources: JLL, "Asia Pacific Hotels Q2 2023", Sep 2023; STR, "Sydney hotel performance peaked during FIFA Women's World Cup", Sep 2023; STR, "Australia hotel performance normalizing with improvement in business travel", Aug 2023

# Sustained recovery continued in FHT's markets

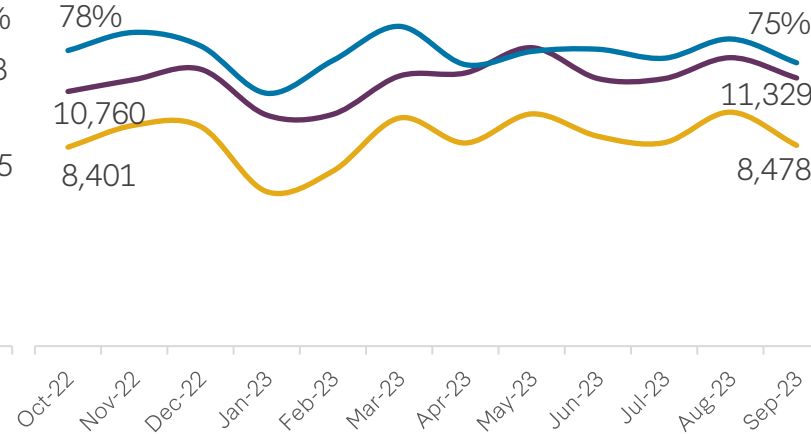
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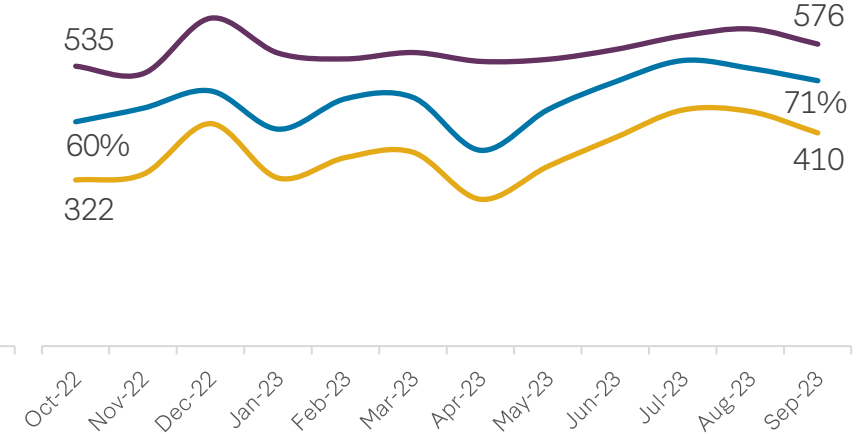
### London



### Kobe (Upscale & upper-midscale)



### Kuala Lumpur (Luxury & upper-upscale)



London's hotel market performance maintained its recovery, tracking closely with the seasonal patterns observed during pre-COVID times.

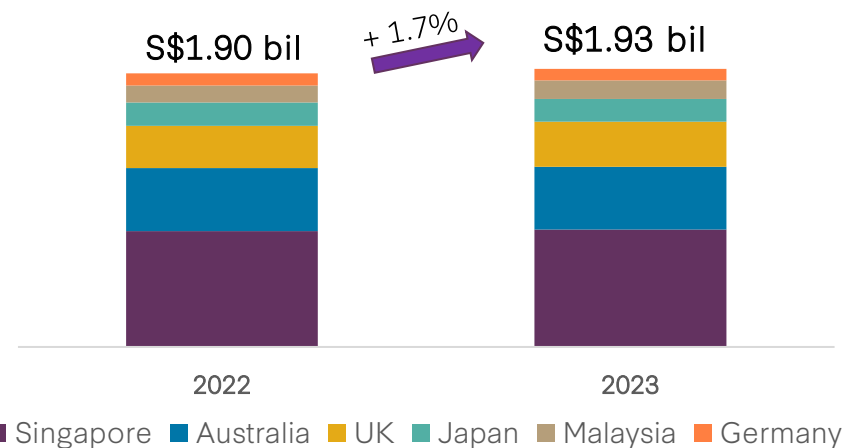
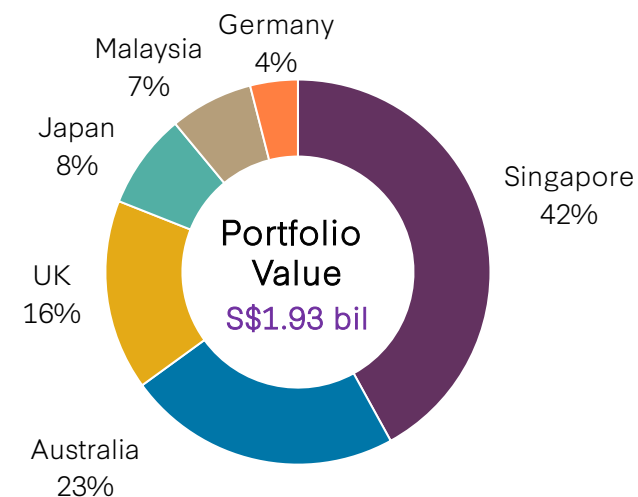
Kobe's hotel market performance continued its recovery trend, albeit at a slower pace when compared to key destinations such as Tokyo and Osaka.

Kuala Lumpur's hotel market performance has surpassed pre-COVID levels since Jun-23, supported by strong domestic corporate and leisure demand.

# Portfolio Valuation & Capital Management

# Valuation gains in local currencies offset by strong SGD

Country	Valuation as at 30 Sep 2023 <sup>1</sup> (LC mil)	Valuation as at 30 Sep 2023 <sup>1,2</sup> (SGD mil)	Y-o-Y variance in LC (%)	Y-o-Y variance in SGD (%)
Singapore	S\$815.0	S\$815.0	▲ 1.5%	▲ 1.5%
Australia	A\$494.0	S\$434.1	▲ 3.6%	▼ 1.0%
UK	£187.6	S\$312.7	▲ 2.9%	▲ 6.9%
Japan	¥17,100.0	S\$156.9	▲ 5.6%	▼ 2.9%
Malaysia	RM440.0	S\$128.2	▲ 15.8%	▲ 8.9%
Germany	€55.9	S\$80.7	▼ 5.3%	▼ 2.8%
<b>TOTAL</b>		<b>S\$1,927.7</b>		<b>▲ 1.7%</b>



- > Portfolio value increased 1.7% YoY to S\$1.93 billion.
- > The improvement was primarily due to valuation gains in all country portfolios, except Germany. These valuation gains were partially offset by foreign currency translation losses arising from the strengthening of SGD against most of the operational currencies, excluding EUR and GBP.

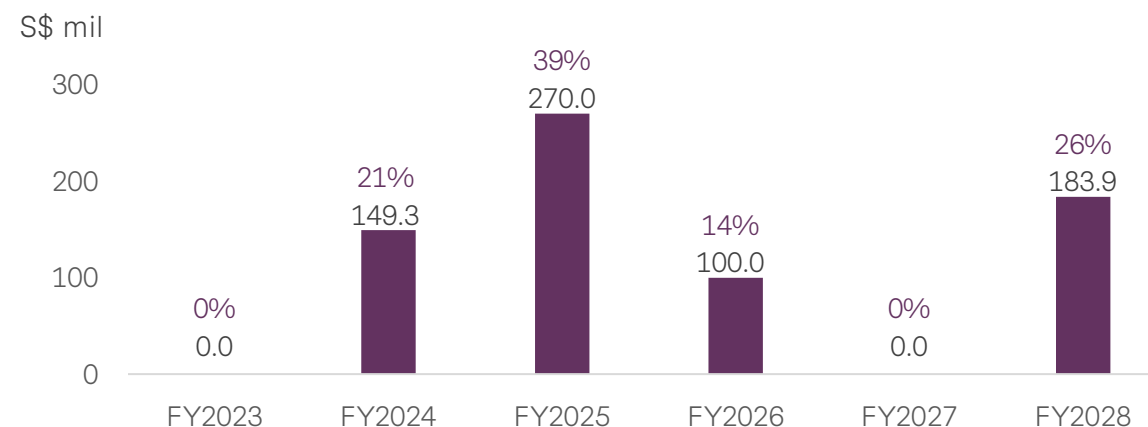
1. Rounding differences apply  
 2. Translated at exchange rates as at 30 Sep 2023 of RM1.00 = S\$0.2914; ¥1.00 = S\$0.009177; A\$1.00 = S\$0.8787; £1.00 = S\$1.6671; €1.00 = S\$1.4441

# Proactive capital management

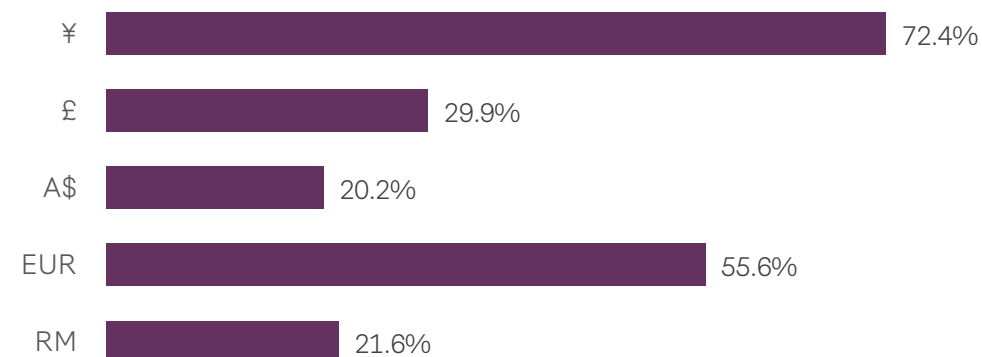
## As at 30 Sep 2023

Investment properties	S\$1,720.7 mil
Property, plant and equipment	S\$210.0 mil
<b>Total assets</b>	<b>S\$2,073.0 mil</b>
<b>Total borrowings</b>	<b>S\$701.5 mil</b>
<b>Gearing<sup>1,2</sup></b>	<b>34.0%</b>
<b>Net asset value per stapled security</b>	<b>S\$0.66</b>
<b>Weighted average debt to maturity</b>	<b>2.32 years</b>
<b>Unsecured debt</b>	<b>96.1%</b>
<b>Effective cost of borrowing<sup>2</sup></b>	<b>3.1%</b>
<b>Borrowings on fixed rates</b>	<b>75.5%</b>
<b>Interest coverage ratio<sup>3,4</sup></b>	<b>3.6 times</b>
<b>Adjusted interest coverage ratio<sup>1,3,4</sup></b>	<b>3.6 times</b>

Debt maturity profile  
(excludes short-term revolving credit facilities)



Balance sheet hedging



1. Gearing could exceed 45% (up to a maximum of 50%) only if the adjusted interest coverage ratio exceeds 2.5 times
2. The impact of FRS 116 Leases has been excluded for the purpose of computing gearing and effective cost of borrowing
3. Interest coverage ratio and adjusted interest coverage ratio are as prescribed under the MAS' Property Funds Appendix (last revised on 3 Mar 2022)
4. For the purpose of computing interest coverage ratio and adjusted interest coverage ratio, interest expense excludes the unwinding of discounting effect on present value of lease liability and long-term security deposits payable

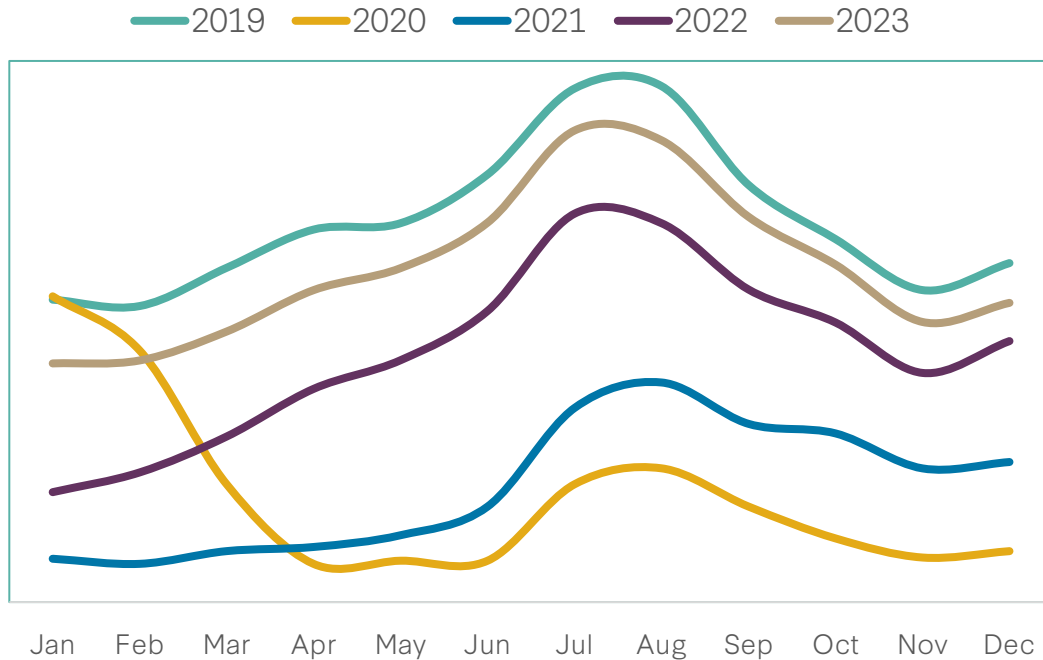




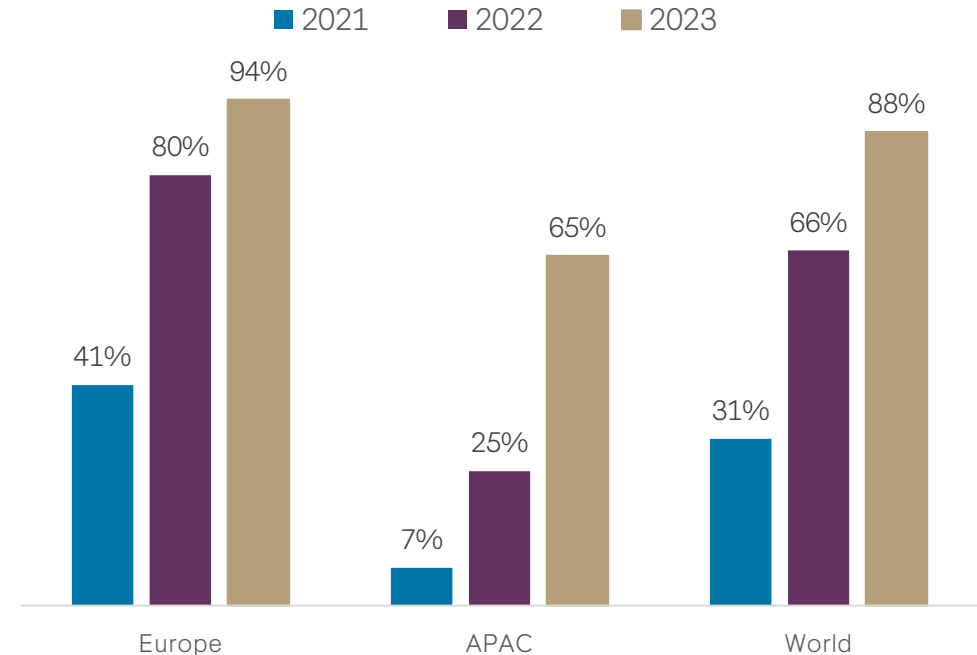
**Moving Forward**

# Tourism demand continued to show remarkable resilience

## International Tourist Arrivals (mil)



## International Tourist Arrivals, % of 2019 levels



- According to World Tourism Organization (UNWTO), global tourism ended 2023 at 88% of pre-pandemic levels, with international tourist arrivals growing 34% YoY to 1.3 billion.
- APAC reached 65% of pre-pandemic levels in 2023 following the reopening of several markets and destinations. However, performance was mixed, with South Asia recovering 87% of 2019 levels and North-East Asia around 55%.
- Europe reached 94% of 2019 levels, supported by intra-regional demand and travel from the US.

# Outlook amid turbulent times



## Global travel demand

> UNWTO expects international tourism to fully recover to pre-COVID levels in 2024. Initial estimates point to 2% growth above 2019 levels.



## Global GDP growth

> The International Monetary Fund (IMF), has projected global economic growth of 2.9% in 2024. As inflation subsides, it expects the global economy to stay resilient.



## Slowdown in China

> IMF has cut China's growth forecasts to 5.0% in 2023 and 4.2% in 2024, amid weakness in the property sector, rising debt and weak external demand.



## Geopolitical tensions

> Geopolitical tensions, including the conflict in Ukraine and the Israel-Hamas conflict, are downside risks to the global economy.



## Interest rates

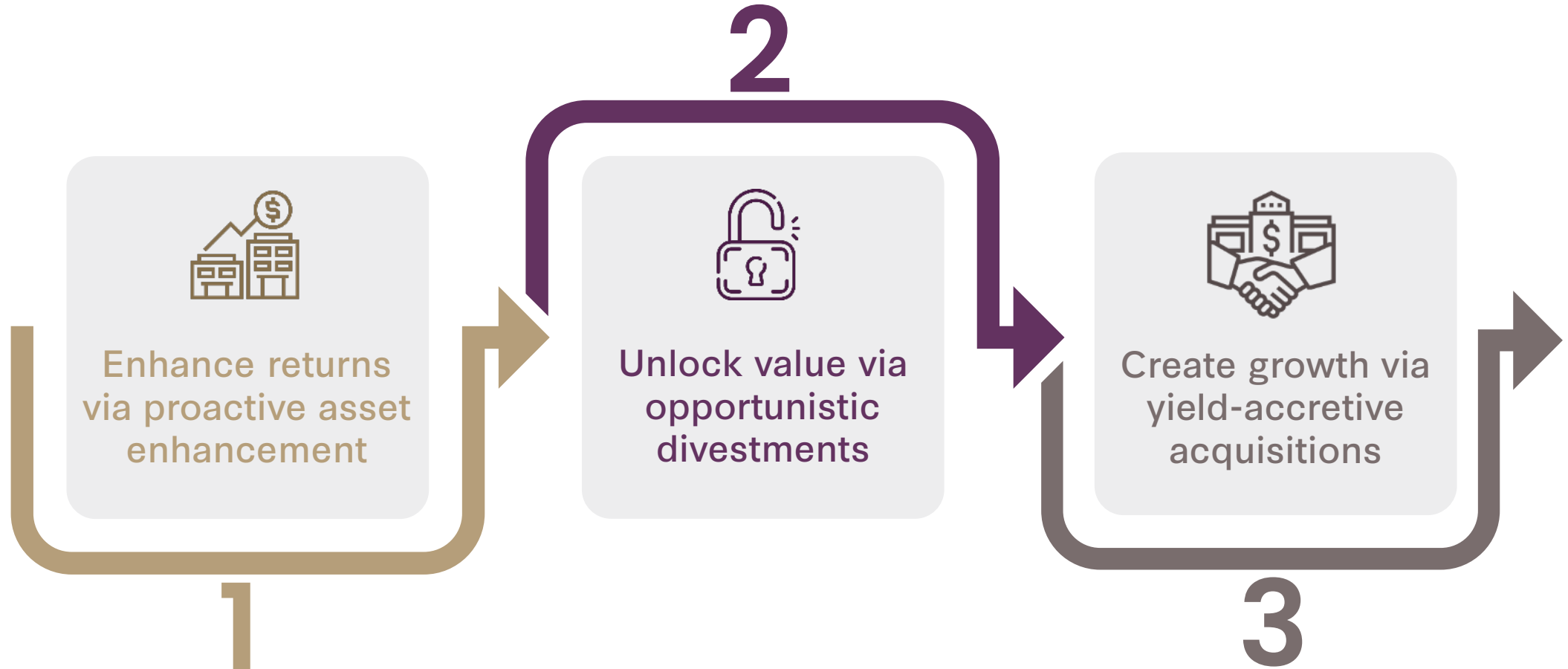
> With core inflation still high, central banks are expected to keep monetary policy tighter for longer.



## China's outbound travel recovery

> Continued restoration of international flight capacity could see further recovery in China's outbound tourism which would need time to return to pre-pandemic heights.

# Proactive portfolio reconstitution & asset management strategy



# Our commitment to ESG



## Commitment to high ESG standards



Target to achieve  
**Net Zero Carbon**  
status by 2050



Targets in alignment with  
**Frasers Property's**  
**Sustainability Roadmap**

## External recognition



**Score: 82 | Rating: 4 Stars**  
FHT ranked 3<sup>rd</sup> in APAC Hotel  
Listed category in 2023



InterContinental Singapore  
accorded **BCA Green Mark**  
**Gold<sup>PLUS</sup>** certification



**NABERS ratings**  
attained by Australia portfolio








**BREEAM ratings**  
attained by UK portfolio



Inspiring experiences,  
creating places for good.






# Hotels managed by third-party operators

	Property	Country	Description	Tenure	Class	Rooms	Valuation as at 30 Sep 2023
	InterContinental Singapore	Singapore	Only 5-star luxury hotel in Singapore to preserve Peranakan heritage in a shop house style setting	75 years <sup>1</sup>	Luxury	406	S\$515.0 mil (S\$1.3 mil/key)
	Novotel Sydney Darling Square	Australia	4.5-star hotel located within close proximity of Sydney's Darling Harbour and Chinatown	84 years <sup>1</sup>	Upscale	230	A\$115.0 mil (A\$0.5 mil/key)
	Novotel Melbourne on Collins	Australia	Strategically located within Melbourne's core CBD area along Collins Street	Freehold	Upscale	380	A\$239.0 mil (A\$0.6 mil/key)
	Park International London	UK	Elegant hotel ideally located in the heart of Kensington and Chelsea	75 years <sup>1</sup>	Upscale	171	£42.6 mil (£0.2 mil/key)
	ibis Styles London Gloucester Road	UK	Distinctive white Victorian facade located in the heart of London	75 years <sup>1</sup>	Mid-scale	84	£22.0 mil (£0.3 mil/key)







1. Commencing from 14 Jul 2014 (Fraser's Hospitality Trust's listing date)

# Hotels managed by Frasers Hospitality and third-party operators

	Property	Country	Description	Tenure	Class	Rooms	Valuation as at 30 Sep 2023
	ANA Crowne Plaza Kobe	Japan	Unique panoramic view of Kobe city from Rokko mountain	Freehold	Upper Upscale	593	¥17,100.0 mil (¥28.8 mil/key)
	The Westin Kuala Lumpur	Malaysia	5-star luxury hotel located in the centre of Kuala Lumpur's bustling Golden Triangle area	Freehold	Upper Upscale	443	RM440.0 mil (RM1.0 mil/key)
	Maritim Hotel Dresden	Germany	Heritage-listed and located in the historical city centre of Dresden, capital city of the eastern German state of Saxony	Freehold	Upscale	328	€55.9 mil (€0.2 mil/key)



# Serviced residences managed by Frasers Hospitality

	Property	Country	Description	Tenure	Class	Rooms	Valuation as at 30 Sep 2023
	Fraser Suites Singapore	Singapore	Luxurious serviced residences in the prime residential district of River Valley	75 years <sup>1</sup>	Upper Upscale	255	S\$300.0 mil (S\$1.2 mil/key)
	Fraser Suites Sydney	Australia	First luxury apartments in Sydney designed by internationally renowned architects	75 years <sup>1</sup>	Upper Upscale	201	A\$140.0 mil (A\$0.7 mil/key)
	Fraser Suites Queens Gate London	UK	Beautiful Victorian apartment hotel in Kensington	75 years <sup>1</sup>	Upper Upscale	105	£57.9 mil (£0.6 mil/key)
	Fraser Place Canary Wharf London	UK	Stunning apartments located by the River Thames, showcasing chic contemporary design	75 years <sup>1</sup>	Upper Upscale	108	£37.3 mil (£0.3 mil/key)
	Fraser Suites Edinburgh	UK	Rustic 1750s sandstone building located in the heart of Edinburgh's Old Town	75 years <sup>1</sup>	Upper Upscale	75	£17.6 mil (£0.2 mil/key)
	Fraser Suites Glasgow	UK	Stunningly restored 1850s building which was formerly the city bank of Glasgow	75 years <sup>1</sup>	Upper Upscale	98	£10.2 mil (£0.1 mil/key)

1. Commencing from 14 Jul 2014 (Frasers Hospitality Trust's listing date)