



**PRESS RELEASE**

*For Immediate Release*

**Frasers Hospitality Trust’s Second Quarter  
Distribution Income Increased 11% to \$18.4 Million**

**Boosted by the addition of Sofitel Sydney Wentworth**

**Singapore, 29 April 2016** – Frasers Hospitality Trust (“FHT” or “the Trust”) is pleased to announce that its gross revenue (“GR”) and net property income (“NPI”) for the second quarter ended 31 March 2016 (“**2Q FY2016**”) rose 12.5% and 17.3% to \$27.0 million and \$22.2 million respectively. Distribution income (“DI”) for the quarter was \$18.4 million, up 10.5% year-on-year (“yoy”).

**Summary of Results**

<b>S\$ mil</b>	<b>2Q FY2016</b>	<b>2Q FY2015</b>	<b>Variance</b>	<b>1H FY2016</b>	<b>1H FY2015</b>	<b>Variance</b>
GR	27.0	24.0	+12.5%	58.4	51.0	+14.5%
NPI	22.2	19.0	+17.3%	48.6	41.5	+17.1%
DI	18.4	16.6	+10.5%	42.1	35.8	+17.3%
DPS (cents)	1.33	1.38	-3.6%	3.05	2.98	+2.3%
No. of Stapled Securities <sup>1</sup> (mil)	1,378.7	1,204.6	+14.5%	1,378.7	1,204.6	+14.5%

The increases in GR, NPI and DI were mainly due to the addition of Sofitel Sydney Wentworth to FHT’s portfolio since July 2015 but were partially offset by the weaker performance of its London properties and InterContinental Singapore. Due to the enlarged number of Stapled Securities, distribution per Stapled Security (“DPS”) of 1.33 cents for the quarter was down 3.6% yoy. DPS of 3.05 cents for the first half ended 31 March 2016 (“1H FY2016”) was, nevertheless, up 2.3% yoy due to stronger performance in the first quarter.

DBS Bank Ltd. is the Sole Global Coordinator and Issue Manager for the initial public offer of Stapled Securities in FHT (the “Offering”). DBS Bank Ltd., Morgan Stanley Asia (Singapore) Pte., Standard Chartered Securities (Singapore) Pte. Limited and United Overseas Bank Limited are the Joint Bookrunners and Underwriters for the Offering.

<sup>1</sup> Total number of issued and issuable Stapled Securities as at 31 March 2016.

**Ms Eu Chin Fen, Chief Executive Officer of the REIT Manager** said, “While our Sydney and Kobe properties did well in the second quarter, our London properties have experienced weakness since the November Paris attacks. At the InterContinental Singapore, performance was affected by renovation works. Although they were fully completed in end-February, our strategy to reposition the hotel is likely to take longer than expected under current market conditions.”

“Moving forward, we continue to work closely with our hotel operators to drive performance and to undertake asset enhancement initiatives to unlock the value of our properties. We remain focused on pursuing yield-accretive, quality assets that are well located in key cities with sound economic fundamentals, so as to provide stability and growth to our Stapled Securityholders,” added Ms Eu.

### **Review of Portfolio’s Performance**

In 2Q FY2016, Sydney continued to benefit from strong corporate demand and a busy events calendar that supported both international and domestic tourism. As a result, FHT’s Australia portfolio recorded strong performance on the back of higher Average Daily Rate (“ADR”) and stable occupancy at above the 90% levels. The portfolio achieved Gross Operating Revenue (“GOR”) and Gross Operating Profit (“GOP”) growth of 131.3% and 95.5% respectively due largely to the addition of Sofitel Sydney Wentworth.

GOR and GOP of the Singapore portfolio were 3.4% and 8.8% lower than 2Q FY2015 respectively. Fraser Suites Singapore recorded higher Revenue per Available Room (“RevPAR”) on the back of higher occupancy in 2Q FY2016. On the other hand, performance of the InterContinental Singapore was affected by renovation works which were completed in end-February 2016, and lower food and beverage (“F&B”) revenue due to business disruption during renovation.

The UK portfolio recorded a decline in GOR and GOP by 7.6% and 16.9% respectively compared to 2Q FY2015. The performance of the London properties remained weak as the Paris incidents resulted in heightened security concerns and reduced travel demand from the leisure segment over the winter season. A weak banking sector, reduced demand from the oil and gas industry and concerns over Brexit also affected demand from the corporate sector.

In Japan, ANA Crowne Plaza Kobe continued its strong performance in 2Q FY2016, with GOR and GOP improving by 3.3% and 15.5% respectively. In the face of continued strong demand, the hotel prioritised ADR growth over occupancy growth, resulting in higher RevPAR.

In Malaysia, GOR and GOP of The Westin Kuala Lumpur were 7.2% and 7.0% lower than 2Q FY2015 respectively. While the hotel was able to maintain a stable RevPAR yoy despite continued weakness in the oil and gas industry and reduced flights into Kuala Lumpur by major European airlines, revenue from F&B outlets, conferences and events was down yoy owing to weak business and consumer sentiments.

### **Prudent Capital Management with High Proportion of Fixed-rate Borrowings**

As at 31 March 2016, FHT’s total debt was S\$797.2 million, with gearing at 39.3%. The proportion of fixed-rate debt stood at 87.7%, limiting the Trust’s exposure to rising interest rates. Total cost of debt year-to-date is 2.6% per annum, with interest cover at 4.63 times. There is no immediate refinancing requirement as the weighted average years to maturity stands at 2.9 years. Net asset value per Stapled Security was 85.08 cents.

## Distribution Details

Distribution Period	1 October 2015 to 31 March 2016
DPS	3.0506 cents
Last Day of Trading on “cum” Basis	5 May 2016
Ex-Date	6 May 2016
Books Closure Date	10 May 2016
Distribution Payment Date	29 June 2016

## Outlook

Australia welcomed 7.4 million international visitors in 2015, an 8.2% increase from a year ago. Chinese visitors became the fastest growing major source market for the country, hitting 1 million for the first time in November last year<sup>2</sup>. The outlook for tourism remains strong, underpinned by further growth in Chinese visitors to Australia. In Sydney, high occupancy and growth in RevPAR for hotels are expected as the city continues to appeal to both corporate and leisure travellers<sup>3</sup>.

For 2016, growth in the Singapore tourism industry is likely to be slow due to global economic uncertainties and the soft Singapore economy. The Singapore Tourism Board has forecasted visitor arrivals of 15.2 million to 15.7 million, a zero to 3% growth from last year while tourism receipts are likely to be stable, growing by zero to 2%. While visitor arrivals for January-February this year grew 12.3% yoy to 2.7 million, a cautionary outlook for hospitality remains.

In 2015, the number of inbound visitors to the UK rose 4% to 35.8 million. It grew 6% to 2.5 million in January 2016<sup>4</sup>. While London was one of the best performing cities in 2015 with occupancy at around 80%, the ripple effect following the Paris and Brussels incidents continues to weigh on demand for travel. The prospect of UK Brexit has weakened the Sterling and added uncertainty to the near-term economic outlook. In Scotland, Edinburgh looks to continue capitalising on the strength of Scottish tourism<sup>5</sup>.

In Japan, the number of foreign visitors hit a record high of 19.7 million in 2015, up 47.3% yoy. This prompted the government to revise its target twice to 40 million visitors by the year 2020. The uptrend shows no signs of abating as tourist arrivals for the first two months this year rose 43.7% compared to the same period last year<sup>6</sup>. Kobe continues to enjoy the over flow traffic from Osaka and is set to benefit from the new Kansai airport extension for low cost carriers which is expected to be ready by 2017.

Malaysia saw lower visitor arrivals of 25.7 million last year. Despite the 6.3% drop yoy, Tourism Malaysia has maintained its target to achieve 30.5 million tourists and generate MYR103 billion in tourist receipts this year. In view of the weak outlook for the oil and gas sector and economic uncertainty, coupled with an increasing room supply in Kuala Lumpur this year, the hospitality environment is expected to remain challenging, with continued pressure on rates and occupancy.

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<sup>2</sup> Tourism Australia.

<sup>3</sup> Deloitte Access Economics “Tourism and Hotel Market Outlook 2016”, February 2016.

<sup>4</sup> Visit Britain.

<sup>5</sup> JLL Hotel Intelligence, March 2016.

<sup>6</sup> The Japan Times online “Japan doubles overseas tourist target for 2020”, 30 March 2016.

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**About Frasers Hospitality Trust**

Fraser Hospitality Trust (“FHT”) is the first global hotel and serviced residence trust listed in Singapore on 14 July 2014, comprising Fraser Hospitality Real Estate Investment Trust (“FH-REIT”) and Fraser Hospitality Business Trust (“FH-BT”).

FHT is established with the principal investment strategy of investing on a long-term basis, directly or indirectly, in a diversified portfolio of income-producing real estate located anywhere in the world except Thailand, used primarily for hospitality and/or hospitality-related purposes, whether wholly or partially, as well as real estate-related assets in connection to the foregoing.

The current portfolio is valued at approximately S\$1.96 billion as at 30 September 2015, with 13 quality properties strategically located across seven key gateway cities in Asia, Australia and the United Kingdom. These seven hotels and six serviced residences are: InterContinental Singapore, Fraser Suites Singapore, The Westin Kuala Lumpur, ANA Crowne Plaza Kobe, Sofitel Sydney Wentworth, Novotel Rockford Darling Harbour, Fraser Suites Sydney, Park International London, Best Western Cromwell London, Fraser Suites Queens Gate, Fraser Place Canary Wharf, Fraser Suites Glasgow and Fraser Suites Edinburgh. Collectively, the current portfolio has a total of 2,364 hotel rooms and 842 serviced residence units, for a total of 3,206 rooms.

For more information on FHT, please visit [www.frasershospitalitytrust.com](http://www.frasershospitalitytrust.com)

**About the Sponsor: Fraser Centrepoint Limited**

Fraser Centrepoint Limited (“FCL”) is a full-fledged international real estate company and one of Singapore’s top property companies with total assets above S\$23 billion as at 31 December 2015. FCL has four core businesses focused on residential, commercial and industrial properties in the key markets of Singapore, Australia and China, and in the hospitality business spanning more than 70 cities across North Asia, Southeast Asia, Australia, Europe, and the Middle-East.

FCL is listed on the Main Board of the Singapore Exchange Securities Trading Limited (“SGX-ST”). The Company is also a sponsor and manager of two REITs listed on the SGX-ST, Fraser Centrepoint Trust (“FCT”) and Fraser Commercial Trust (“FCOT”) that are focused on retail properties, and office and business space properties respectively, and one stapled trust listed on the SGX-ST, Fraser Hospitality Trust (comprising Fraser Hospitality Real Estate Investment Trust (“FH-REIT”) and Fraser Hospitality Business Trust) that is focused on hospitality properties.

As a testament to its excellent service standards, best practices, and support of the environment, FCL is the proud recipient of numerous awards and accolades both locally and abroad.

For more information on FCL, please visit [www.fraserscentrepoint.com](http://www.fraserscentrepoint.com).

## **About the Strategic Partner: The TCC Group**

The TCC Group is among the largest conglomerates in Southeast Asia and is engaged in a variety of businesses including real estate. The TCC Group invests in and develops a wide range of real estate projects globally, including hotels, office towers, retail centres, residences, serviced apartments, convention centres, golf courses and resorts. As at 31 December 2014, it owns, among others, 20 retail shopping centres with approximately 500,000 sq m of retail space, seven commercial offices with approximately 810,000 sq m of office space, 44 hotels with 9500 keys in Thailand and 6 countries worldwide.

## **Important Notice**

This publication 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 costs), 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.

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