



PRESS RELEASE

Frasers Hospitality Trust’s Third Quarter Distribution Income Grew by 11.3%

Lifted by the addition of Sofitel Sydney Wentworth and Maritim Hotel Dresden

Singapore, 29 July 2016 – Frasers Hospitality Trust (“FHT” or “the Trust”) is pleased to announce that its gross revenue (“GR”) and net property income (“NPI”) for the third quarter ended 30 June 2016 (“3Q FY2016”) rose 33.9% and 40.5% to \$31.7 million and \$27.0 million respectively. Distribution income (“DI”) for the quarter was \$20.9 million, up 11.3% year-on-year (“yoy”).

Summary of Results

S\$ mil	3Q FY2016	3Q FY2015	Variance	9M FY2016	9M FY2015	Variance
GR	31.7	23.7	+33.9%	90.2	74.7	+20.6%
NPI	27.0	19.2	+40.5%	75.6	60.7	+24.5%
DI	20.9	18.8	+11.3%	63.0	54.7	+15.2%
DPS (cents)	1.51	1.56	-3.0%	4.56	4.54	+0.4%
No. of Stapled Securities ¹ (mil)	1,385.0	1,210.4	+14.4%	1,385.0	1,210.4	+14.4%

Higher GR, NPI and DI was boosted by the addition of Sofitel Sydney Wentworth since July 2015 and Maritim Hotel Dresden which made its maiden contribution in this third quarter. However, they were partially offset by the weaker performance of the London properties and InterContinental Singapore. Due to the enlarged number of Stapled Securities, distribution per Stapled Security (“DPS”) of 1.51 cents for the quarter was down 3.0% yoy while DPS for the 9 months ended 30 June 2016 (“9M FY2016”) was up 0.4% yoy to 4.56 cents due to the strong performance in the first quarter.

Ms Eu Chin Fen, Chief Executive Officer of the REIT Manager said, “In the third quarter, our properties in Sydney continued to perform strongly while those in London remained affected by concerns of terrorism and Brexit. While the UK referendum result has caused uncertainty in the global markets, its longer-term impact on our London properties remains to be seen. Following its recent renovation, InterContinental Singapore continues to optimise its performance. We continue to drive the performance of our properties and undertake value-creating asset enhancement initiatives.”

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.

¹ Total number of issued and issuable Stapled Securities as at 30 June 2016.

Review of Portfolio's Performance

In 3Q FY2016, Sydney continued to benefit from strong corporate and leisure demand as well as a busy events calendar that supported both international and domestic tourism. As a result, FHT's Australia portfolio performed strongly on the back of higher Average Daily Rate ("ADR") yoy and stable occupancy at close to the 90% levels. The portfolio achieved Gross Operating Revenue ("GOR") and Gross Operating Profit ("GOP") growth of 153.9% and 131.3% respectively due mainly to the addition of Sofitel Sydney Wentworth. Excluding Sofitel Sydney Wentworth, the portfolio's GOR and GOP increased by 3.3% and 10.5% respectively.

FHT's Singapore portfolio reported GOR and GOP growth of 5.3% and 8.7% respectively for 3Q FY2016 due to the return of full room inventory from InterContinental Singapore. Post renovation, the hotel continued to drive occupancy, ADR, and food and beverage ("F&B") revenue but it has yet to reach its optimal performance. Fraser Suites Singapore reported lower Revenue per Available Room ("RevPAR") due to the continued weakness from oil and gas accounts.

Concerns over terrorism and Brexit have affected demand for travel in the UK. Consequently, the UK portfolio saw yoy decline in GOR and GOP of 1.2% and 4.2% respectively for 3Q FY2016. GOP was also impacted by an increase in minimum wage of 7.5% which took effect on 1 April this year.

In Japan, ANA Crowne Plaza Kobe reported a 1.3% decline in GOR yoy. While the hotel has prioritised ADR growth over occupancy growth, resulting in higher RevPAR in 3Q FY2016, it saw a decline in wedding revenue. Better expense control, however, led to a marginal drop in GOP of 0.7%. Consequently, the property registered a higher GOP profit margin in 3Q FY2016 compared to 3Q FY2015.

The Westin Kuala Lumpur's RevPAR was marginally lower in 3Q FY2016 due to continued weakness in the oil and gas industry and reduced flights into Kuala Lumpur by major European airlines. Its F&B revenue declined yoy as consumer confidence remained weak. Despite the 5.7% drop in GOR, the hotel was able to maintain its GOP with better expense control.

Capital Management with High Proportion of Fixed-Rate Borrowings

As at 30 June 2016, FHT's total debt was S\$790.6 million, with gearing at 38.3%. The proportion of fixed-rate debt remained at 87%. Total cost of debt year-to-date was 2.6% per annum, with interest cover at 4.57 times. FHT's weighted average years to maturity stood at 2.6 years and our net asset value per Stapled Security was 79.97 cents.

Outlook

For the first five months of 2016, Tourism Australia reported an 11% growth in international arrivals yoy and Chinese visitors remained the top source market, growing 22% compared to the same period last year. In Sydney, hotels have maintained high occupancy and demand is expected to stay healthy throughout the year, supported by both corporates as well as a busy events calendar². There is a considerable new supply is due to enter the market in the next 12-24 months. However, it is anticipated that demand generated by existing infrastructure developments such as the Sydney International Convention Centre and Barangaroo should be able to absorb these new rooms.

For January-May 2016, the Singapore Tourism Board reported a 13% increase in tourist arrivals, fuelled in part by a surge in arrivals of Chinese and Indonesian visitors. There is an ongoing pipeline of events

² JLL – Asia Pacific Property Digest Q1 2016.

including CleanEnviro Summit, OS+H Asia 2016, Medical Fair Asia and Aviation Week MRO Asia-Pacific. However, the supply of new rooms, a slowing Chinese economy and increasing regional competition will continue to weigh on the hospitality sector.

In Britain, inbound visitors were up 3% yoy for January-May 2016³. As Brexit is expected to be a long and complicated process, the uncertainty it brings will have an impact on the UK economy and business sentiment. This could in turn affect demand for corporate travel. On the other hand, a weaker Sterling against other currencies could boost tourist flows to the UK. For Edinburgh and Glasgow, the outlook is expected to remain positive as demand for travel continues to rise, supported by growth in passenger numbers into the airports of both Scottish cities⁴.

The Japan National Tourism Organization reported a 28% rise in the number of foreign visitors for the first six months of 2016. It also reported that Chinese visitors continued to constitute the largest group by country and registered the highest yoy growth of 41%. With a stronger Yen and economic uncertainty in China, growth in inbound tourists is expected to continue but at a more moderate pace⁵.

Tourist arrivals in Malaysia grew 2.8% in the first quarter of 2016⁶. Continuing the upward trend from last year, Chinese visitors increased by 35% yoy, affirming the positive effects of the government's e-Visa programme and the joint campaign between Tourism Malaysia and major travel agents in China to promote tour packages to Malaysia⁷. With MYR1.2 billion being allocated to the Tourism and Culture Ministry, the government is sticking to its target of 30.5 million tourists and MYR103 billion tourist receipts for 2016⁸.

The Federal Statistical Office of Germany reported 15 million overnights by international travellers for January-March 2016, up 7% yoy. Dresden, a major host for conferences and trade fairs in Germany, continues to enjoy a strong pipeline of events including Lab-Supply Dresden, Bauen Kaufen Wohnen (exhibition for real estate and construction) and Naturopathic and Pharmaceutic Industrial Exhibition.

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³ Visit Britain

⁴ The Hotel Owners' Journal

⁵ Savills Spotlight: Japan Hospitality, April 2016.

⁶ The Edge Malaysia, "Tourist arrivals expected to grow this year despite multiple challenges", 8 July 2016.

⁷ Tourism Malaysia Media Releases, "Rebound in Chinese arrivals to Malaysia", 20 April 2016.

⁸ STR Asia Pacific Quarterly Update 2016 Q1 – Country Spotlight: Malaysia.

About Frasers Hospitality Trust

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

It 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.

With 14 quality properties strategically located across 8 key cities in Asia, Australia and Europe, FHT’s portfolio value (including Maritim Hotel Dresden) is approximately S\$2.01 billion as at 30 June 2016. These 8 hotels and 6 serviced residences are: Sofitel Sydney Wentworth, Novotel Rockford Darling Harbour, Fraser Suites Sydney, InterContinental Singapore, Fraser Suites Singapore, Park International London, Best Western Cromwell London, Fraser Suites Queens Gate, Fraser Place Canary Wharf, Fraser Suites Glasgow, Fraser Suites Edinburgh, Maritim Hotel Dresden, ANA Crowne Plaza Kobe and The Westin Kuala Lumpur. Collectively, they have a total of 3,206 rooms comprising 2,692 hotel rooms and 842 serviced residence units.

For more information on FHT, please visit www.frasershospitalitytrust.com

About the Sponsor: Frasers Centrepoint Limited

Frasers Centrepoint Limited (“FCL”) is a full-fledged international real estate company and one of Singapore’s top property companies with total assets above S\$23.5 billion as at 31 March 2016. FCL has three strategic business units – Singapore, Australia and Hospitality, which focus on residential, commercial, retail and industrial properties in Singapore and Australia, and the hospitality business spanning more than 80 cities across North Asia, Southeast Asia, Australia, Europe, and the Middle-East. FCL also has an International Business arm that focuses on the Group’s investments in China, Southeast Asia, and the United Kingdom.

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 three REITs listed on the SGX-ST, Frasers Centrepoint Trust (“FCT”), Frasers Commercial Trust (“FCOT”), and Frasers Logistics & Industrial Trust (“FLT”) that are focused on retail properties, office and business space properties, and industrial properties respectively, as well as one stapled trust listed on the SGX-ST, Frasers Hospitality Trust (comprising Frasers Hospitality Real Estate Investment Trust (“FH-REIT”) and Frasers 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.

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 March 2016, it owns, among

others, 21 retail shopping centres with approximately 515,000 square metres of retail space, seven commercial offices with approximately 810,000 square metres of office space, 43 hotels with 9,500 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.