## YTL HOSPITALITY REIT



#### Second Quarter FY2017 Financial Results

23 February 2017

### KEY HIGHLIGHTS – 2Q FY2017

### YTL HOSPITALITY REIT

### FINANCIAL

HIGHLIGHTS

Income available for distribution of RM29.6 million, +15.6% q-o-q

2.2640 sen distribution per unit ("DPU")
declared for 2Q FY2017, +18.1% q-o-q
Advance DPU of 1.9181 sen paid

Balance DPU of 0.3459 sen to be paid

### CAPITAL

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#### MANAGEMENT

- Average interest rates for the quarter
  - Borrowings in Ringgit Malaysia : 4.8%
  - Borrowings in Australian Dollar : 4.6%
- Debt headroom of ~RM2,333 million for acquisitions

### PORTFOLIO MANAGEMENT

- Refurbishment works at Sydney Harbour Marriott

   On-going
- Properties in Malaysia and Japan under master leases
- 2Q FY2017 average occupancy rate for properties in Australia: 88.1%
- 2Q FY2017 RevPAR for properties in Australia at AUD233,
   2.6% lower as compared to 2Q FY2016





Financial performances 2Q FY2017

Pangkor Laut Resort Perak Darul Ridzuan, Malaysia

### FINANCIAL PERFORMANCE: 2Q FY2017

#### **YTL HOSPITALITY REIT**

1 October - 31 December	2Q FY2017	2Q FY2016	Change
Total Revenue	119.2	117.1	+ 1.7%
- Hotel Revenue (Management Contracts)	90.2	88.7	+ 1.7%
- Lease Rental (Master Leases)	28.9	28.4	+ 1.9%
Net Property Income (NPI)	57.0	55.5	+ 2.7%
- Management Contracts	30.9	29.3	+ 5.6% <sup>(1)</sup>
- Master Leases	26.1	26.2	(0.5%)
Income available for distribution	29.6	25.6	+ 15.6%
Income distribution	31.3	25.4	+ 23.2%
- from current quarter	29.6	25.4	+ 16.4%
- from others	1.7	-	n.a.
Distribution per unit (DPU) (sen)	2.2640	1.9175	+ 18.1%
Payout ratio (%)	100.0	99.3	+ 0.7 pp*
Notes:			* pp = change in percentage point

#### Notes:

(1) The increase was mainly due to cost saving initiatives carried out at the Australian Properties and the appreciation of the Australian Dollar during the current quarter.

All figures in RM million unless indicated otherwise.

#### STATEMENT OF FINANCIAL POSITION

#### **YTL HOSPITALITY REIT**

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RM ('000)	As at 31 December 2016 (Unaudited)	As at 30 June 2016 (Audited)	Change
Investment properties	1,838,564	1,843,183	(0.3%)
Property, plant and equipment	1,739,456	1,623,328	+ 7.2%
Cash & cash equivalents	522,846	119,563	+337.3% <sup>2)</sup>
Other assets	38,034	35,844	+6.1%
Total Assets	4,138,900	3,621,918	+ 14.3%
Borrowings	1,688,915	1,598,976	+ 5.6% <sup>(3)</sup>
Other liabilities	88,261	100,539	(12.2%)
Total Liabilities	1,777,176	1,699,515	+ 4.6%
Net Asset Value (NAV)	2,361,724	1,922,403	+ 22.9% <sup>(2)</sup>
Number of units in circulation ('000)	1,704,389	1,324,389	+ 28.7% <sup>(2)</sup>
NAV per unit (RM)	1.386 <sup>(5)</sup>	1.452	(4.5%)

Notes:

(1) Increased due to the refurbishment of Sydney Harbour Marriott and the appreciation of the Australian Dollar.

(2) Increased due to the gross proceeds of RM402.8 million from issuance of 380 million new placement units.

(3) Increased due to term loan drawndown for the refurbishment of Sydney Harbour Marriott and the appreciation of the Australian Dollar.

(4) Decreased due to fair value gain on interest rate swaps.

(5) After total income distribution of RM58.486 million in respect of the 6 months ended 31 December 2016 and adjusted based on the enlarged units in issue.

#### DPU PERFORMANCE

### YTL HOSPITALITY REIT



	<b>Total Distributions*</b>	
	FY2016	FY2017
Cumulative	104.5	58.5
4Q	28.4	
3Q	25.4	
2Q	25.4	31.3
1Q	25.4	27.2

\* In RM million

Note: YTL Hospitality REIT started paying quarterly distributions commencing the financial year ended 30 June 2014.



### QUARTERLY FINANCIAL PERFORMANCES

YTL HOSPITALITY REIT

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#### QUARTERLY FINANCIAL PERFORMANCES BY COUNTRY

#### YTL HOSPITALITY REIT



#### NPI FOR AUSTRALIA IN AUD AND RM

#### **YTL** HOSPITALITY REIT

NPI in RM impacted by the foreign exchange effects of the stronger AUD relative to RM



#### NPI FOR JAPAN IN JPY AND RM

#### **YTL** HOSPITALITY REIT



#### **UNIT PRICE** PERFORMANCE

#### **YTL** HOSPITALITY REIT



TRADING STATISTICS	
Closing price <sup>1</sup>	RM1.09
Market Cap (RM) <sup>1</sup>	RM1,858 mil
Units issued <sup>1</sup>	1,704,388,889
Average daily traded volume for 2Q FY2017 ('000 units) <sup>2</sup>	919.4
Courses Bloomshows	

Source: Bloomberg

Notes:

1. As at 31 December 2016.

2. For the quarter ended 31 December 2016.

# Financial performances: 6 months ended 31 December 2016 (YTD FY2017)

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Brisbane Marriott Queensland, Australia

### FINANCIAL PERFORMANCES: 6 MONTHS ENDED 31 DEC 2016 (YTD FY2017)

**YTL HOSPITALITY REIT** 

Period: 1 July - 31 December	YTD FY2017	YTD FY2016	Change
Total Revenue	220.3	214.5	+ 2.7%
- Hotel Revenue (Management Contracts)	162.7	157.6	+ 3.3%
- Lease Rental (Master Leases)	57.5	57.0	+ 1.0%
Net Property Income (NPI)	104.5	99.7	+ 4.8%
- Management Contracts	52.0	46.9	+ 10.9%
- Master Leases	52.5	52.8	(0.5%)
Income available for distribution	58.5	52.8	+ 10.8%
Income distribution	58.5	50.8	+ 15.2%
- from current year	58.5	50.8	+ 15.2%
Distribution per unit (DPU) (sen)	4.3168	3.8350	+ 12.6%
Payout ratio (%)	100.0	96.2	3.80

#### Note:

1. All figures in RM million unless indicated otherwise.

### 6 MONTHS (1 JUL-31 DEC) FINANCIAL PERFORMANCES

#### YTL HOSPITALITY REIT



### 6 MONTHS (1 JUL-31 DEC) FINANCIAL PERFORMANCES BY COUNTRY

#### YTL HOSPITALITY REIT



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### Capital management

Tanjong Jara Resort, Terengganu, Malaysia



#### **YTL** HOSPITALITY REIT



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#### DEBT^ PROFILE AS AT **31 DECEMBER 2016**

#### YTL HOSPITALITY REIT





	31 December 2016 30 Septe	mber 2016	Change
Borrowings (RM'000)	1,700,219	1,663,148	+ 2.2%
Total Asset Value (RM'000)	4,138,900	3,714,009	+ 11.4%
Gearing (%)	41.1%	44.8%	(3.7 pp)
Average Interest Rates (%) *			
- Borrowings in Ringgit Malaysia	4.8%	4.8%	0.0 pp
- Borrowings in Australian Dollar	4. <mark>6%</mark>	4.6%	0.0 pp
Interest Cover * #	2.6 x	2.2 x	+ 0.4 x
- Borrowings in Australian Dollar	4.6%	4.6%	0.0 pp

#### Notes:

\* For the respective Quarter.

A Excluding the effects of capitalised transaction costs.

# Computed as NPI / Finance Cost

<sup>@</sup> The interest rate is largely hedged and fixed at 4.76%

### DEBT HEADROOM OF ~RM2,333 million FOR ACQUISITIONS

#### YTL HOSPITALITY REIT



^ Excluding the effects of capitalised transaction costs.



Vistana Penang Bukit Jambul Pulau Pinang, Malaysia

#### LUXURY HOTELS & SERVICED RESIDENCES IN **3 COUNTRIES**

#### YTL HOSPITALITY REIT



(1) Based on investment properties and property, plant & equipment as at 31 December 2016.

#### PORTFOLIO OCCUPANCY

#### **YTL** HOSPITALITY REIT

	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	2Q FY2017
Malaysia			Under M	laster Leases			
Japan	Under Master Lease						
Australia	-	-	83.1% <sup>(1)</sup>	84.2%	84.4%	86.4%	88.1%

Note: (1) For 1 July 2012 to 30 June 2013 which includes certain pre-acquisition period as the properties were acquired on 29 November 2012.

#### MASTER LEASES EXPIRY PROFILE

#### YTL HOSPITALITY REIT



#### AUSTRALIA HOTEL PERFORMANCES (1 OF 2)

YTL HOSPITALITY REIT



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#### AUSTRALIA HOTEL PERFORMANCES (2 OF 2)

YTL HOSPITALITY REIT

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Appendices

Hilton Niseko Village Hokkaido, Japan

#### JW MARRIOTT HOTEL KUALA LUMPUR

#### **YTL** HOSPITALITY REIT

Address	No. 183, Jalan Bukit Bintang, 55100 Kuala Lumpur
Description	A 5-star hotel with 561 rooms located on part of an 8-level podium block and entire 24- level tower block of Starhill Gallery together with car park bays located partially at basement 1 and 4 and the entire basement 2, 3 and 5 of JW Marriott Hotel Kuala Lumpur
Tenure	Freehold
Master lease expiry	31 December 2023
Master lease remaining <sup>(1)</sup>	7 years
Annual rental <sup>(2)</sup>	RM24.4 million
No. of rooms	561
Acquisition date	16 December 2005
Valuation <sup>(3)</sup>	RM410 million



- 1. Lease remaining calculated as at 31 December 2016. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 31 December 2016.
- 3. As at 31 May 2016.

### THE RESIDENCES AT THE RITZ CARLTON, KUALA LUMPUR

#### **YTL** HOSPITALITY REIT

Address	No. 2, Jalan Yap Tai Chi, Off Jalan Imbi, 55100 Kuala Lumpur
Description	Parcel 1: 60 units of serviced apartments, 4 levels of commercial podium, 1 level of facilities deck and 2 levels of basement car parks
	Parcel 2: 50 units of serviced apartments and 4 units of penthouses including 1 level of basement car park
Tenure	Freehold
Master lease expiry	30 June 2031
Master lease remaining <sup>(1)</sup>	15 years
Annual rental <sup>(2)</sup>	RM13.23 million
No. of rooms	114
Acquisition date	16 May 2007 & 15 November 2011
Valuation <sup>(3)</sup>	Parcel 1: RM163 million Parcel 2: RM 91 million



- 1. Lease remaining calculated as at 31 December 2016. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 31 December 2016.
- 3. As at 31 May 2016.

#### THE RITZ-CARLTON, KUALA LUMPUR

#### **YTL** HOSPITALITY REIT

Address	No. 168, Jalan Imbi, 55100 Kuala Lumpur
Description	22-storey 5-star hotel building comprising 251 rooms with 4-storey basement car parks
Tenure	Freehold
Master lease expiry	14 November 2026
Master lease remaining <sup>(1)</sup>	10 years
Annual rental <sup>(2)</sup>	RM20.21 million
No. of rooms	251
Acquisition date	15 November 2011
Valuation <sup>(3)</sup>	RM320 million



- 1. Lease remaining calculated as at 31 December 2016. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 31 December 2016.
- 3. As at 31 May 2016.

#### VISTANA PENANG **BUKIT JAMBUL**

### **YTL** HOSPITALITY REIT

Address	No. 213, Jalan Bukit Gambier, Bukit Jambul, 11950 Pulau Pinang
Description	17-storey Tower A with 238 hotel rooms and 26-storey Tower B with 189 hotel suites with an annexed 3-storey podium
Tenure	99-year leasehold expiring on 27 October 2094
Master lease expiry	14 November 2026
Master lease remaining <sup>(1)</sup>	10 years
Annual rental <sup>(2)</sup>	RM8.61 million
No. of rooms	427
Acquisition date	15 November 2011
Valuation <sup>(3)</sup>	RM117 million



- 1. Lease remaining calculated as at 31 December 2016. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 31 December 2016.
- 3. As at 31 May 2016.

#### VISTANA KUALA LUMPUR TITIWANGSA

### **YTL** HOSPITALITY REIT

Address	No. 9, Jalan Lumut, Off Jalan Ipoh, 50400 Kuala Lumpur
Description	17-storey hotel building with 364 rooms and 2-storey basement car parks
Tenure	Freehold
Master lease expiry	14 November 2026
Master lease remaining <sup>(1)</sup>	10 years
Annual rental <sup>(2)</sup>	RM8.61 million
No. of rooms	364
Acquisition date	15 November 2011
Valuation <sup>(3)</sup>	RM125 million



- 1. Lease remaining calculated as at 31 December 2016. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 31 December 2016.
- 3. As at 31 May 2016.

#### VISTANA KUANTAN CITY CENTRE

### **YTL** HOSPITALITY REIT

Address	Jalan Teluk Sisek, 25000 Kuantan, Pahang
Description	8-storey hotel building with 215 rooms
Tenure	99-year leasehold expiring on 11 July 2092
Master lease expiry	14 November 2026
Master lease remaining <sup>(1)</sup>	10 years
Annual rental <sup>(2)</sup>	RM6.30 million
No. of rooms	215
Acquisition date	15 November 2011
Valuation <sup>(3)</sup>	RM86 million



- 1. Lease remaining calculated as at 31 December 2016. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 31 December 2016.
- 3. As at 31 May 2016.

#### **PANGKOR LAUT** RESORT

### YTL HOSPITALITY REIT

Address	Pangkor Laut Island, 32200 Lumut, Perak Darul Ridzuan
Description	36 units of Garden Villas, 52 units of Hill Villas, 8 units of Beach Villas and 1 unit of Pavarotti Suite
Tenure	99-year registered lease expiring on 21 May 2095
Master lease expiry	14 November 2026
Master lease remaining <sup>(1)</sup>	10 years
Annual rental <sup>(2)</sup>	RM8.82 million
No. of rooms	97
Acquisition date	15 November 2011
Valuation <sup>(3)</sup>	RM114 million



#### Notes:

1. Lease remaining calculated as at 31 December 2016. There is an option for the lessee to renew the lease upon expiry.

2. Derived by annualising the applicable monthly rental as at 31 December 2016.

3. As at 31 May 2016.

#### TANJONG JARA RESORT

#### **YTL** HOSPITALITY REIT

Address	Batu 8, Off Jalan Dungun, 23000 Dungun, Terengganu Darul Iman
Description	Small luxury boutique resort with 100 rooms
Tenure	60-year leasehold expiring on 4 December 2067
Master lease expiry	14 November 2026
Master lease remaining <sup>(1)</sup>	10 years
Annual rental <sup>(2)</sup>	RM7.35 million
No. of rooms	100
Acquisition date	15 November 2011
Valuation <sup>(3)</sup>	RM101 million



- 1. Lease remaining calculated as at 31 December 2016. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 31 December 2016.
- 3. As at 31 May 2016.

#### **CAMERON HIGHLANDS** RESORT

#### **YTL** HOSPITALITY REIT

Address	By the Golf Course, 39000 Tanah Rata, Cameron Highlands, Pahang Darul Makmur
Description	3-storey luxury resort with a 2-storey spa village block with 56 rooms and suites and a single storey building
Tenure	99-year leasehold expiring on 9 December 2108
Master lease expiry	14 November 2026
Master lease remaining <sup>(1)</sup>	10 years
Annual rental <sup>(2)</sup>	RM4.2 million
No. of rooms	56
Acquisition date	15 November 2011
Valuation <sup>(3)</sup>	RM59 million



- 1. Lease remaining calculated as at 31 December 2016. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 31 December 2016.
- 3. As at 31 May 2016.

### HILTON NISEKO VILLAGE

#### **YTL** HOSPITALITY REIT

Address	Aza-Soga, Niseko-cho, Abuta-gun, Hokkaido
Description	16-storey hotel building with 1-storey of basement comprising 506 rooms
Tenure	Freehold
Master lease expiry	21 December 2026
Master lease remaining <sup>(1)</sup>	10 years
Annual rental <sup>(2)</sup>	RM16.32 million
No. of rooms	506
Acquisition date	22 December 2011
Valuation <sup>(3, 4)</sup>	JPY6,570 million (RM252.6 million)



- 1. Lease remaining calculated as at 31 December 2016. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 31 December 2016.
- 3. As at 31 May 2016.
- 4. RM equivalent based on the exchange rate of JPY100:RM3.8442 as at 30 December 2016.

#### SYDNEY HARBOUR MARRIOTT

#### **YTL** HOSPITALITY REIT

Address	30 Pitt Street, Sydney, New South Wales
Description	33-storey hotel building with central atrium comprising 595 rooms including 3 levels of basement with car parking bays
Tenure	Freehold
No. of rooms	595
Acquisition date	29 November 2012
Valuation <sup>(1, 2)</sup>	AUD380 million (RM1,232.6 million)



Notes:

1. As at 31 May 2016.

2. RM equivalent based on the exchange rate of A\$1.00:RM3.2436 as at 30 December 2016.

#### **BRISBANE** MARRIOTT

### **YTL** HOSPITALITY REIT

515 Queen Street, Brisbane, Queensland
28-storey hotel building comprising 267 rooms with 3 levels of basement with car parking bays
Freehold
267
29 November 2012
AUD87 million (RM282.2 million)



Notes:

1. As at 31 May 2016.

2. RM equivalent based on the exchange rate of A\$1.00:RM3.2436 as at 30 December 2016.

### **MELBOURNE** MARRIOTT

#### **YTL** HOSPITALITY REIT

Address	Corner Exhibition and Lonsdale Streets, Melbourne, Victoria
Description	16-storey hotel building comprising 186 rooms with 5 split levels of car park
Tenure	Freehold
No. of rooms	186
Acquisition date	29 November 2012
Valuation <sup>(1, 2)</sup>	AUD77.4 million (RM251.1 million)



Notes:

1. As at 31 May 2016.

2. RM equivalent based on the exchange rate of A\$1.00:RM3.2436 as at 30 December 2016.

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#### **YTL** HOSPITALITY REIT

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