YTL HOSPITALITY REIT



FY2017 Financial Results

7 September 2017

KEY **HIGHLIGHTS – FY2017**

YTL HOSPITALITY REIT

FINANCIAL

HIGHLIGHTS

- Income available for distribution of RM122.7 million, +17.4% y-o-y
- 8.0838 sen distribution per unit ("DPU") declared for FY2017, +2.4% y-o-y
- Revaluation surplus of RM198 million in May 2017

PORTFOLIO

MANAGEMENT

- Properties in Malaysia and Japan under master leases
- FY2017 average occupancy rate for properties in Australia: 86.9%
- FY2017 RevPAR for properties in Australia at AUD218

CAPITAL

MANAGEMENT

- Average interest rates for FY2017
 - Borrowings in Ringgit Malaysia: 4.7%
 - Borrowings in Australian Dollar: 4.6%
- Debt headroom of ~RM2,134 million for acquisitions assuming completion of the acquisition of The Majestic Hotel Kuala Lumpur









FINANCIAL PERFORMANCE: **FY2017**

YTL HOSPITALITY REIT

1 July - 30 June	FY2017	FY2016_	Change
Total Revenue	449.7	426.3	+ 5.5%
- Hotel Revenue (Management Contracts)	332.7	312.4	+ 6.5%
- Lease Rental (Master Leases)	116.9	113.9	+ 2.7%
Net Property Income (NPI)	209.6	198.9	+ 5.4%
- Management Contracts	102.3	93.6	+ 9.3%
- Master Leases	107.4	105.4	+ 1.9%
Income available for distribution	122.7	104.5	+ 17.4% (1)
Income distribution	122.7	104.5	+ 17.4%
- from current year	122.7	1 <mark>04.5</mark>	+ 17.4%
Distribution per unit (DPU) (sen)	8.0838	7.89 <mark>38</mark>	+ 2.4%
Payout ratio (%)	100.0	100.0	(0.00)

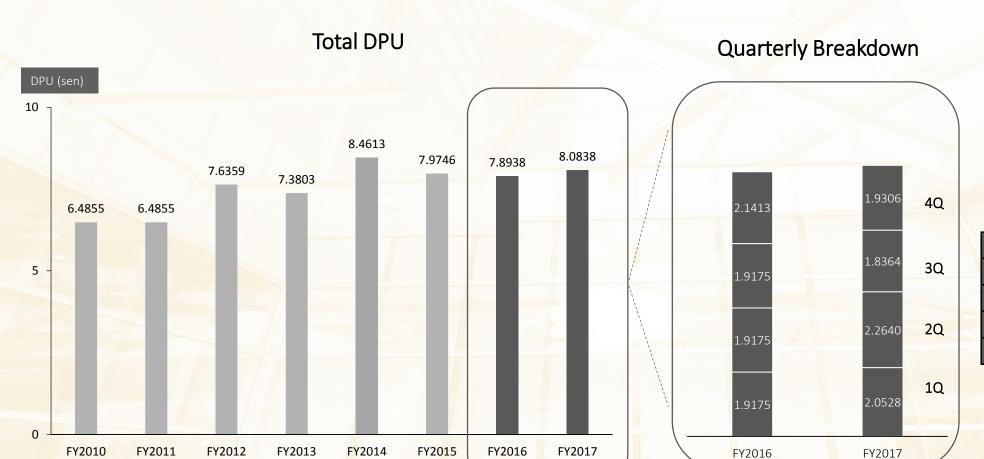
⁽¹⁾ The increase was mainly due to increase in net property income and savings in term loan interest expenses after reduction in borrowings following the placement exercise.

STATEMENT OF **FINANCIAL POSITION**

YTL HOSPITALITY REIT

RM ('000)	As at 30 June 2017 (Audited)	As at 30 June 2016 (Audited)	Change
Investment properties	1,937,647	1,843,183	+5.1%
Property, plant and equipment	1,921,844	1,623,328	+ 18.4%
Cash & cash equivalents	142,462	119,563	+19.2%
Other assets	37,253	35,844	+3.9%
Total Assets	4,03 <mark>9,20</mark> 6	3,621,918	+ 11.5%
Borrowings	1,404,590	1,598,976	(12.2%)
Other liabilities	103,625	100,539	+3.1%
Total Liabilities	1,508,215	1,699,515	(11.3%)
Net Asset Value (NAV)	2,530,991	1,922,403	+ 31.7%
Number of units in circulation ('000)	1,704,389	1,324,389	+ 28.7%
NAV per unit (RM)	1.485 ⁽⁵⁾	1.452	+ 2.3%

- (1) Increased due to the surplus on revaluations and the appreciation of the Australian Dollar.
- (2) Decreased due to prepayment of part of the term loan from the proceeds raised from the placement of new units.
- (3) Increased due to the issuance of 380 million new placement units and the recognition of revaluation surpluses on the properties.
- (4) Increased due to the issuance of 380 million new placement units.
- (5) After total income distribution of RM122.7 million in respect of the financial year ended 30 June 2017 and adjusted based on the increased number of units in issue.



	Total Distributions*		
	FY2016	FY2017	
Cumulative	104.5	122.7	
4Q	28.4	32.9	
3Q	25.4	31.3	
2Q	25.4	31.3	
1Q	25.4	27.2	

^{*} In RM million

- 1. YTL Hospitality REIT started paying quarterly distributions commencing the financial year ended 30 June 2014.
- 2. DPUs subsequent to the issuance of 380,000,000 new placement units on 16 December 2016 are based on the increased number of units in issue.

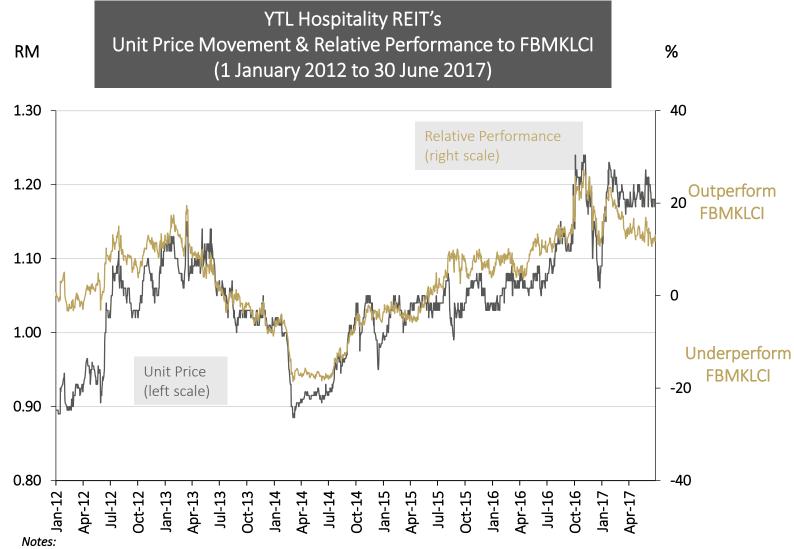
REVALUATION SURPLUS OF RM198 million IN MAY 2017

YTL HOSPITALITY REIT

RM (million)	JAPANESE property - Hilton Niseko Village	+ RM21.9 mil	RM (million) 275	
253 1,695	- AUSTRALIAN properties - Sydney Harbour Marriott - Brisbane Marriott - Melbourne Marriott	+ RM146.5 mil + RM5.3 mil + RM12.0 mil	1,859	
1,651	MALAYSIAN properties - JW Marriott Hotel Kuala Lumpur Kuala Lumpur - The Ritz-Carlton, Kuala Lumpur - Suite Wing - The Ritz-Carlton, Kuala Lumpur - Hotel Wing - Vistana Kuala Lumpur Titiwangsa - Vistana Penang Bukit Jambul - Vistana Kuantan City Centre - Pangkor Laut Resort - Tanjong Jara Resort - Cameron Highlands Resort	+ RM1.0 mil + RM2.5 mil + RM0.4 mil + RM3.3 mil - + RM2.0 mil + RM2.1 mil + RM0.1 mil + RM1.0 mil	1,664	

UNIT PRICE PERFORMANCE

YTL HOSPITALITY REIT

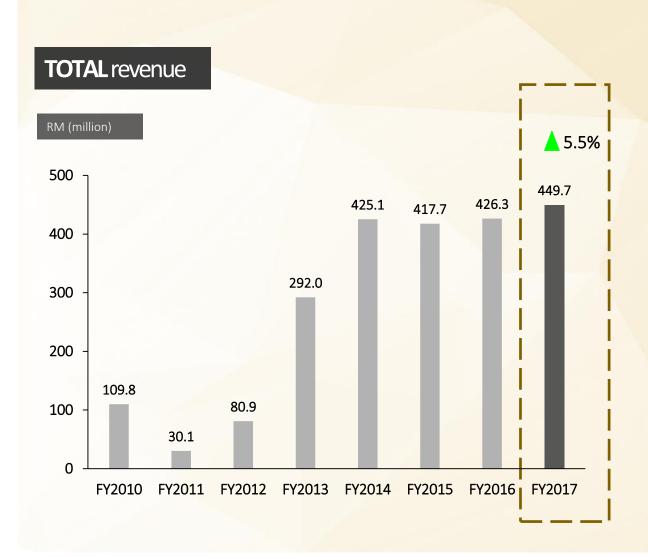


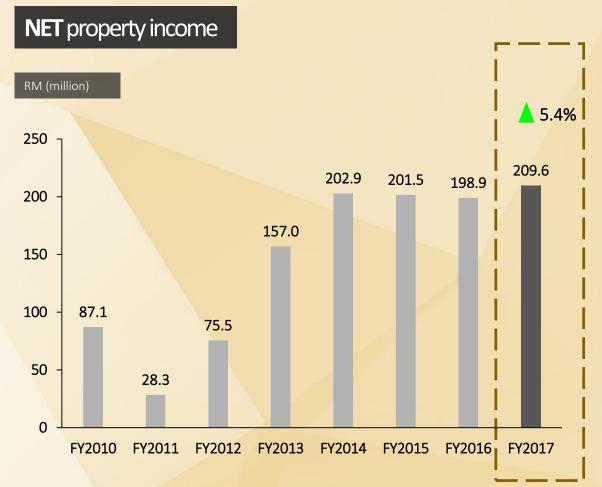
RM1.18
RM2,011 mil
1,704,388,889
731.1

Source: Bloomberg

- 1. As at 30 June 2017.
- 2. For the financial year ended 30 June 2017.

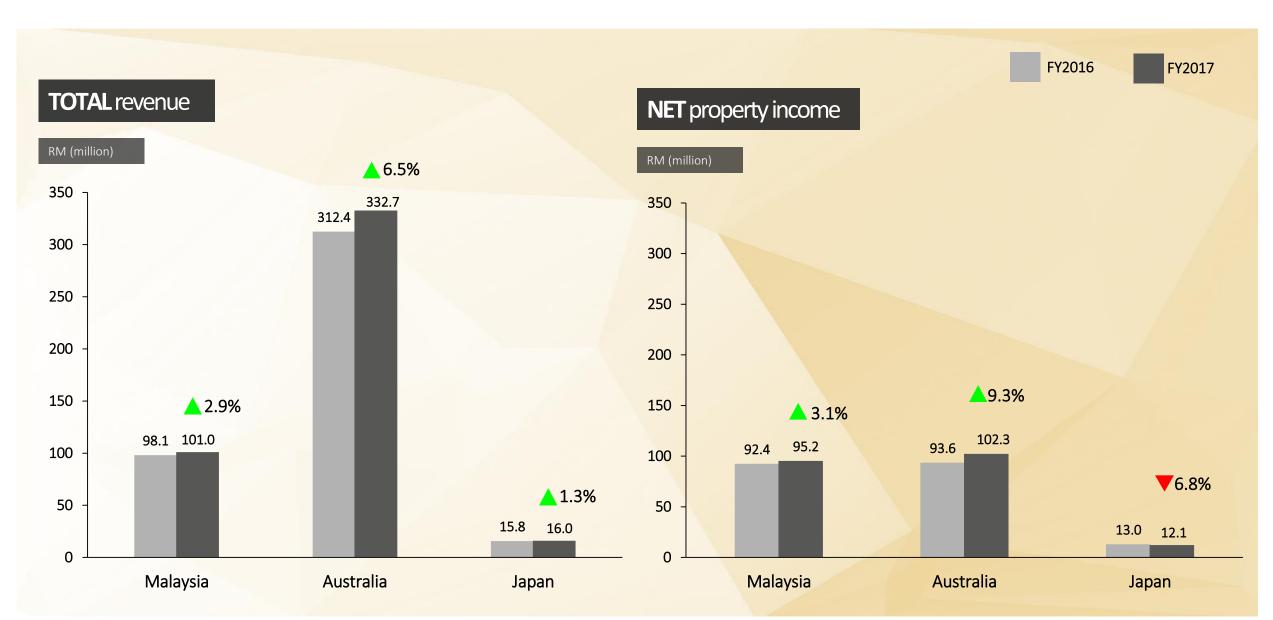
YEARLY FINANCIAL PERFORMANCE





YTL HOSPITALITY REIT

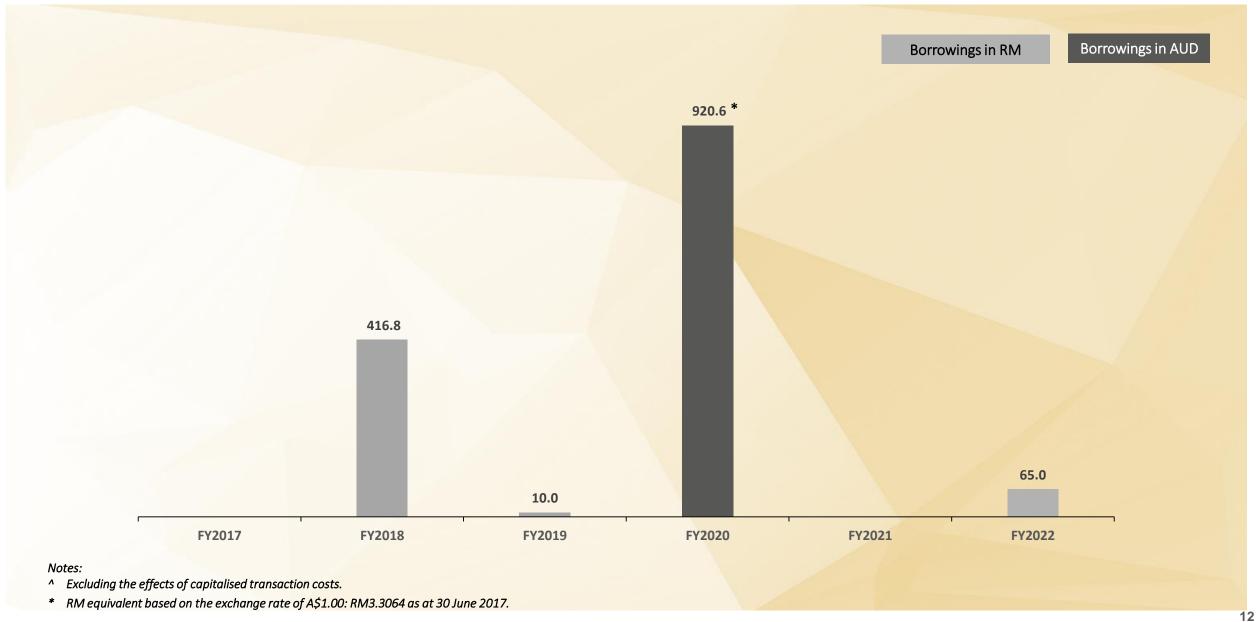
FINANCIAL PERFORMANCE BY COUNTRY





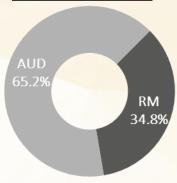
DEBT^ **MATURITY** PROFILE

YTL HOSPITALITY REIT

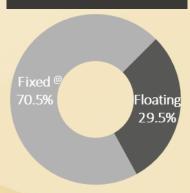


YTL HOSPITALITY REIT





INTEREST RATE

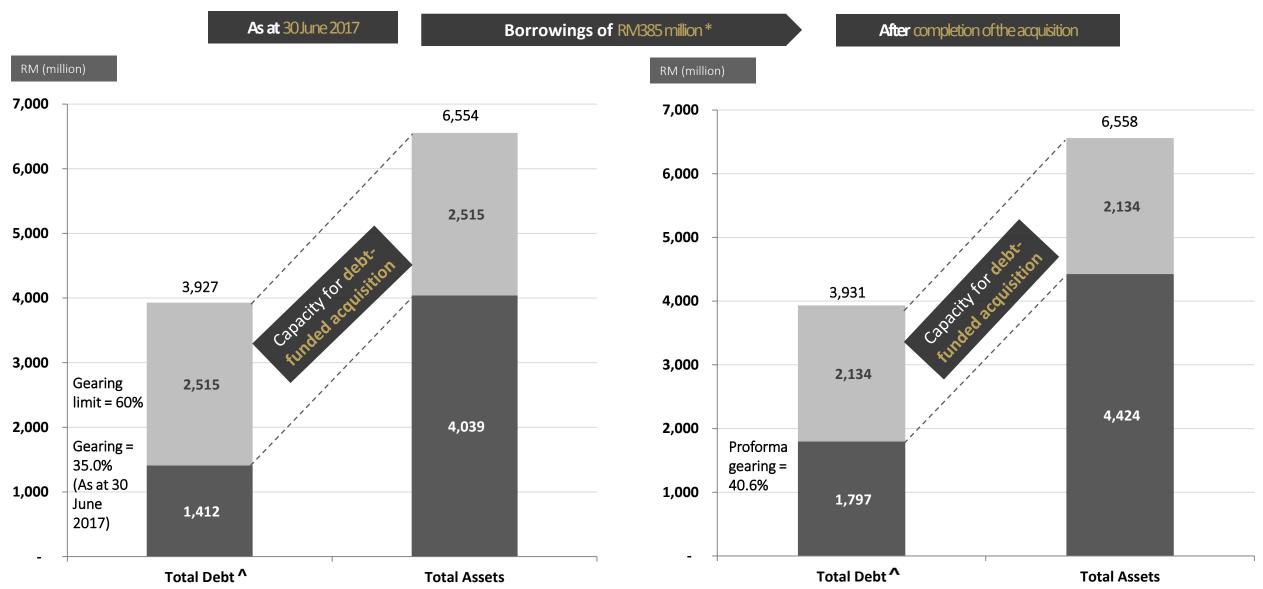


30 June 2017	30 June 2016	Change
1,412,394	1,613,734	(12.5%)
4,039,206	3,621,918	+ 11.5%
35.0%	44.6%	(9.6 pp)
4.7%	4.9%	(0.2 pp)
4.6%	4.5%	+ 0.1 pp
2.7 x	2.4 x	+ 0.3 x

- * For the respective financial year.
- Excluding the effects of capitalised transaction costs.
- # Computed as NPI / Finance Cost.
- [@] The interest rate is largely hedged and fixed at 4.76%.

DEBT HEADROOM OF ~RM2,134 million FOR ACQUISITIONS

YTL HOSPITALITY REIT

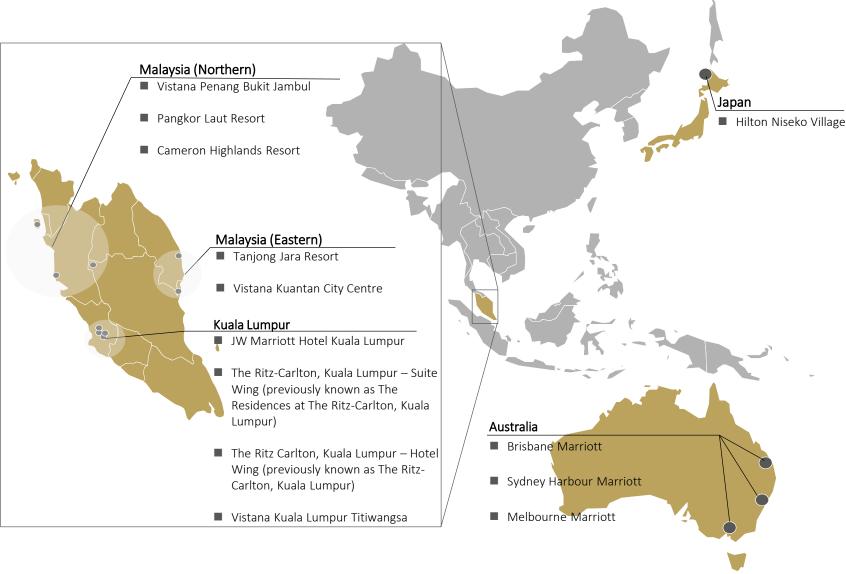


- * For acquisition of The Majestic Hotel Kuala Lumpur and associated costs.
- ^ Excluding the effects of capitalised transaction costs.

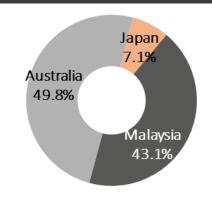


LUXURY HOTELS & SERVICED RESIDENCES IN **3 COUNTRIES**

YTL HOSPITALITY REIT



ASSET breakdown (by Country)(1)



ASSET breakdown (by Contract Type) (1)

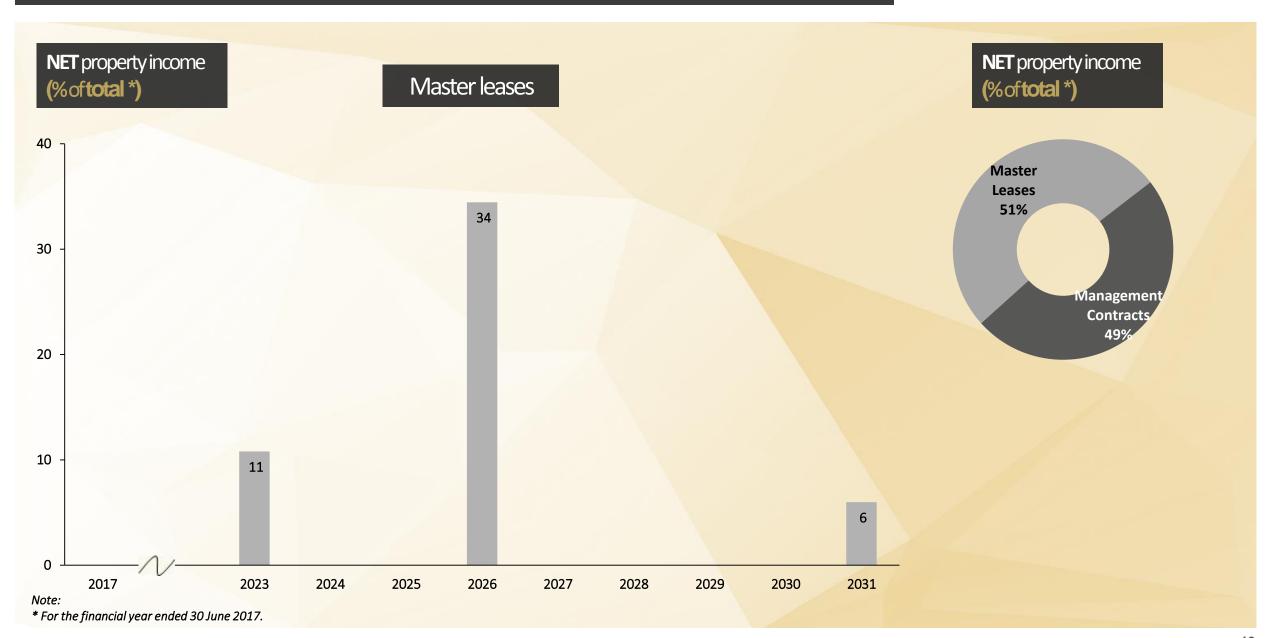


Proporty	No. of	Year	Purchase Price	Annual Lease Rental ⁽¹⁾	Valuatio	n (million)	Changes since
Property	Rooms	Acquired	(million)	(RM million)	FY2016	FY2017 ⁽²⁾	acquisition
Malaysia	14		RM		RM	RM	
JW Marriott Hotel Kuala Lumpur	569	2005	331.0	24.56	410.0	411.0	+24.2%
The Ritz-Carlton, Kuala Lumpur - Suite							
Wing	114	2007 & 2011	198.0	16.38	254.0	301.0 ⁽³⁾	+52.0%
The Ritz-Carlton, Kuala Lumpur - Hotel							
Wing	251	2011	250.0	21.63	320.0	341.0 ⁽³⁾	+36.4%
Vistana Penang Bukit Jambul	427	2011	100.0	8.61	117.0	117.0	+17.0%
Vistana Kuala Lumpur Titiwangsa	364	2011	100.0	8.61	125.0	128.3	+28.3%
Vistana Kuantan City Centre	215	2011	75.0	6.30	86.0	88.0	+17.3%
Pangkor Laut Resort	97	2011	97.0	8.82	114.0	116.1	+19.7%
Tanjong Jara Resort	100	2011	87.0	7.35	101.0	101.1	+16.2%
Cameron Highlands Resort	56	2011	50.0	4.20	59.0	60.0	+20.0%
Total Malaysia	2,193		1,288.0	106.46	1,586.0	1,663.5	+29.2%
Japan			JPY		JPY	JPY	
Hilton Niseko Village	506	2011	6,000.0	16.32	6,570.0	7,140.0	+19.0%
Australia			AUD		AUD	AUD	
Sydney Harbour Marriott	595	2012	249.0	n.a.	380.0	420.0 ⁽⁴⁾	+68.7%
Brisbane Marriott	267	2012	113.0	n.a.	87.0	85.0	(24.8%)
Melbourne Marriott	186	2012	53.0	n.a.	77.4	78.4	+47.9%
Total Australia	1,048		415.0		544.4	583.4	+40.6%
TOTAL	3,747						

- (1) Derived by annualising the applicable monthly rental as at 30 June 2017.
- (2) As at 31 May 2017.
- (3) Post rental revisions for renovations carried out on the properties.
- (4) Renovations carried out on the property.

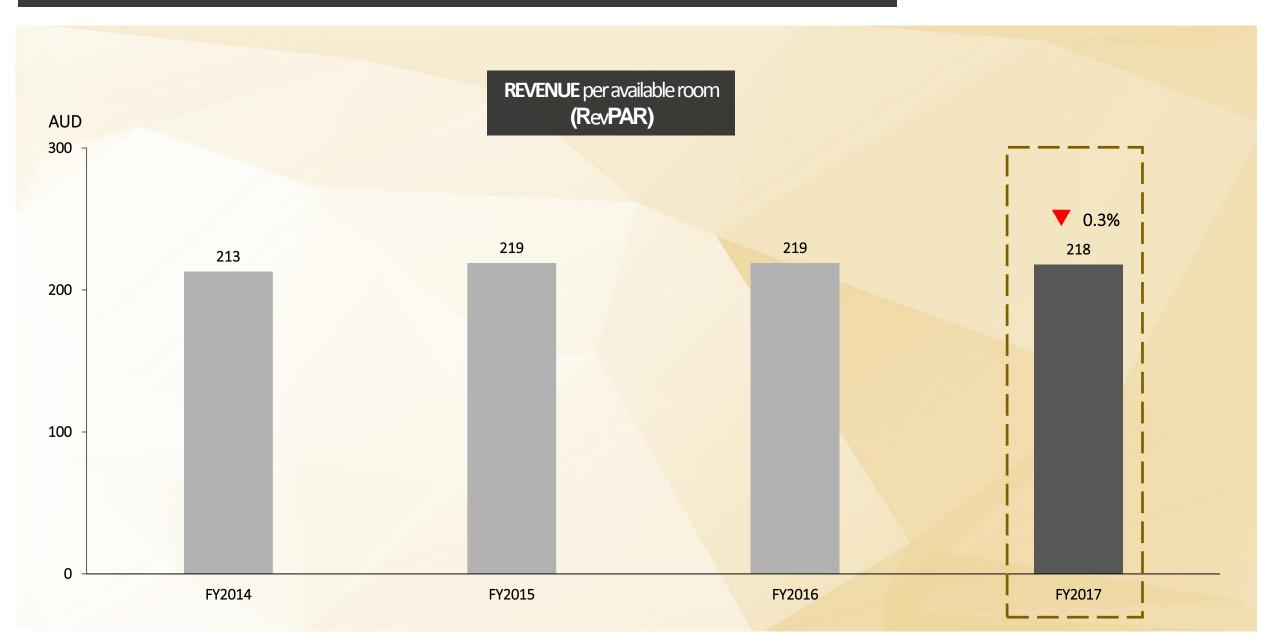
	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
Malaysia			Under N	Master Leases			
Japan	Under Master Lease						
Australia	-	_	83.1% ⁽¹⁾	84.2%	84.4%	86.4%	86.9%

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

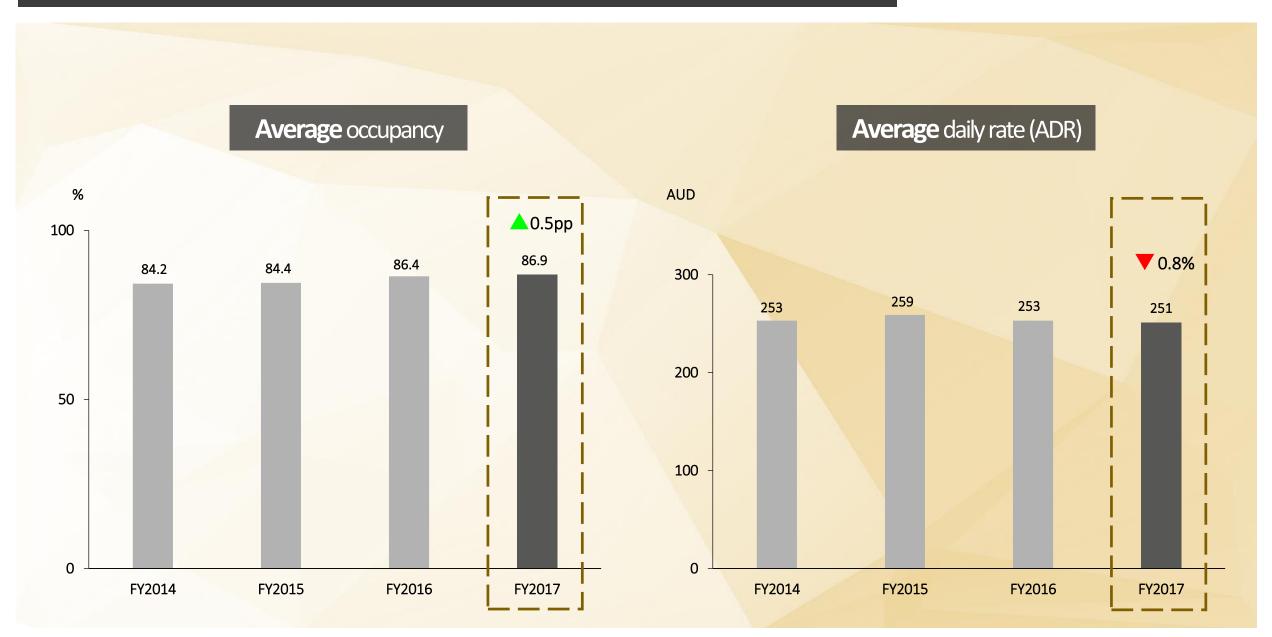


AUSTRALIA YEARLY HOTEL PERFORMANCE (1 OF 2)

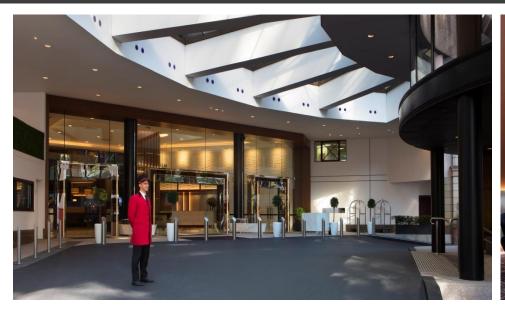
YTL HOSPITALITY REIT



AUSTRALIA YEARLY HOTEL PERFORMANCE (2 OF 2)



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YTL HOSPITALITY REIT











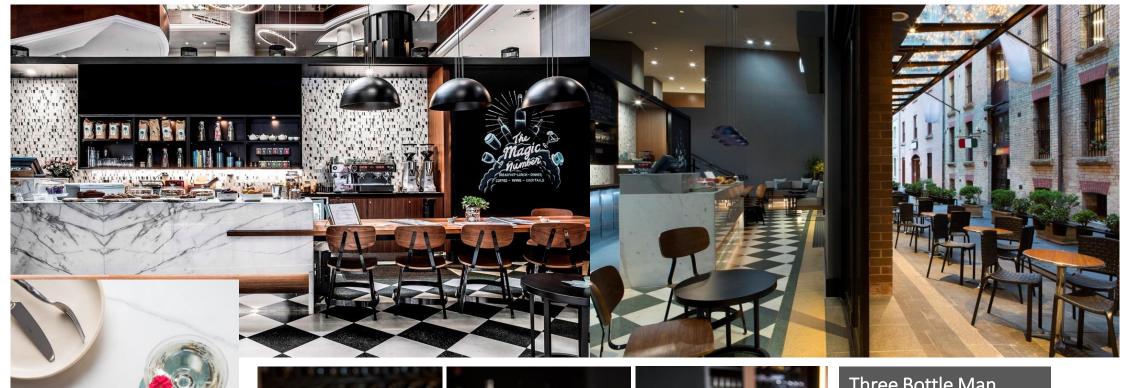
Silvester's

Proudly Australian Fine Dining
"Farm to Table" Concept
Fresh Sustainable Produce
Australian Wines
Live Kitchen

120 Seats

Function Seating Capacity up to 200 Pax

YTL HOSPITALITY REIT





Outdoor 50 Pax

YTL HOSPITALITY REIT





Customs House Bar
Capacity:
Indoor 80-100 Pax
Outdoor 150-170 Pax



YTL HOSPITALITY REIT



Function/Meeting Spaces

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YTL HOSPITALITY REIT

Wide Media Coverage

Sydney Morning Herald – February 2017

Print Audience: 95,733

Online Audience: 4,970,699

The Sudney Morning Herald

INDEPENDENT. ALWAYS.

Hotel revamp under way

The Sydney Harbour Marriott hotel has undertaken a \$15 million refurbishment as it prepares for a busy few years as visitation increases at the new Internationa The hotel sector is one of the

busiest with new developments across the Sydney city area, in what is described as an undersupplied market. These include the oon-to-open Sydney Sofitel at Darling Harbour, the new Hyatt Regency, formerly the Four Points Sheraton, the Ribbon site and the planned Ritz-Carlton at The Star,

increase in the number of confer- and filling out forms nces and exhibitions, which will ead to a rise in demand for hotel

Sydney Harbour Marriott, Jen-nifer Brown, said with the rise in first impressions count more and social media, hotels needed to be ahead of guests with connectivity, hotel is a priority," she said. up-to-date food and beverage and offer services for travellers of different generations, from Baby Boomers to Millennials. called Silvester's, as well as a lane-way venue called Three Bottle Ms Brown said the

guests, which is now seen as one of the most important for travellers," relaunched.

Ms Brown said the redevelop-Ms Brown said. "We offer a booking app, to make the arrival and with the AMP tower and the Dalian were welcome and felt at ease.



The new ICC will allow a vast hotel without standing in a queue

Ms Brown said having technology, such as WiFi, phone and other ectivity was as important as The general manager of the having a bathroom or bed.

Boomers to Millennials.

way venue called Three Bottle
Ms Brown said the hotel and
Mandarin-speaking staff to cater
hotel is the arrival area for the
Custom's House Bar will also be
for the growth in the inbound

She said all hotels must offer bi-

departure as seamless as possible, so guests can start enjoying the Wanda project at the former Gold Fields House will attract new res-

lia continue to increase with the largest growth originating from China, according to Gus Moors.

100,000 in the year 2000, to over 1 million for the year ending June

Ms Brown said the hotel had

The Urban List – May 2017 Audience: 526,694

Silvester's

1 Bulletin Place Sydney, 2000 NSW

http://silvesters.com.au



OPENING HOURS

SUN	7:00AM - II:00PM
MON	6:30AM - II:00PM
TUE	6:30AM - II:00PM
WED	6:30AM - II:00PM
тни	6:30AM - 11:00PM
FRI	6:30AM - 11:00PM
SAT	7:00AM - II:00PM



OWN THIS BUSINESS? CLICK HERE TO CLAIM YOUR PAGE.

THE VERDICT

Silvester's is Sydney's newest contemporary Australian restaurant, and like the famous Sylvester Stallone (we're talking about the O.G Rocky here guys), this venue is rising to the challenge. Located in the swanky new Marriott, in Sydney's CBD, Silvester's is paying homage to two of the city's earliest butchers, the 'Silvester Brothers', who once owned the space that now houses the restaurant.

GO Online – June 2017 Audience: 202,000



Sydney CBD: Three Bottle Man

The newest bar on the block, Three Bottle Man takes its name from William Pitt, the late 18th-century British prime minister (and youngest ever) who famously always carried three bottles with him, each containing a different liquor. The bar is running with the theme, with everything served in threes - three varieties of gin, three reds, three whites and so on. They change each week but they'll always be Australian kudos to the local booming boutique spirit scene.

Aside from the Aussie beverages, chef Raphael Szurek's menu is pretty captivating, offering all-day snacks and breakfast. Dishes include burrito with roasted Portobello mushrooms and a house-made charcuterie. The breakfast menu is perfectly tailored to the CBD grab-and-go crowd with options like house-made coconut yoghurt on muesli and trout tataki with pickled vegetables. Just don't leave without a whiskey.

1 Bulletin Place, Sydney 2000; threebottleman.com.au

YTL HOSPITALITY REIT

Positive Influencer Coverage

JessieKhoo – May 2017 Audience: 100,476



TwoGirlsOneFork – June 2017 Audience: 55,754



AteaSpoonofStyle – July 2017 Audience: 13,000





4

Appendices

Address	No. 183, Jalan Bukit Bintang, 55100 Kuala Lumpur
Description	A 5-star hotel with 569 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 (1)	6 years
Annual rental ⁽²⁾	RM24.56 million
No. of rooms	569
Acquisition date	16 December 2005
Valuation (3)	RM411 million



- 1. Lease remaining calculated as at 30 June 2017. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 30 June 2017.
- 3. As at 31 May 2017.

THE RITZ-CARLTON, **KUALA LUMPUR – SUITE WING ***

YTL HOSPITALITY REIT

Address	No. 168, 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 (1)	14 years
Annual rental ⁽²⁾	RM16.38 million
No. of rooms	114
Acquisition date	16 May 2007 & 15 November 2011
Valuation (3)	Parcel 1: RM204 million Parcel 2: RM97 million



- 1. Lease remaining calculated as at 30 June 2017. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 30 June 2017.
- 3. As at 31 May 2017.
- * Previously known as The Residences at The Ritz-Carlton, Kuala Lumpur.

THE RITZ-CARLTON, **KUALA LUMPUR – HOTEL WING ***

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 (1)	9 years
Annual rental ⁽²⁾	RM21.63 million
No. of rooms	251
Acquisition date	15 November 2011
Valuation ⁽³⁾	RM341 million

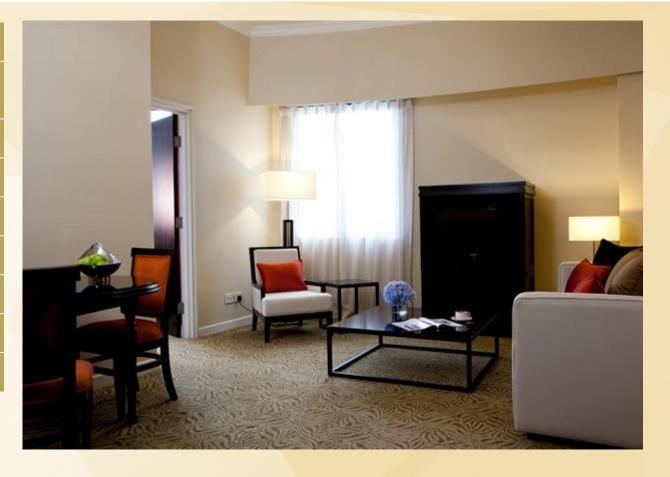


- 1. Lease remaining calculated as at 30 June 2017. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 30 June 2017.
- 3. As at 31 May 2017.
- * Previously known as The Ritz-Carlton, Kuala Lumpur.

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 (1)	9 years
Annual rental ⁽²⁾	RM8.61 million
No. of rooms	427
Acquisition date	15 November 2011
Valuation ⁽³⁾	RM117 million



- 1. Lease remaining calculated as at 30 June 2017. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 30 June 2017.
- 3. As at 31 May 2017.

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 (1)	9 years
Annual rental ⁽²⁾	RM8.61 million
No. of rooms	364
Acquisition date	15 November 2011
Valuation ⁽³⁾	RM128.3 million



- 1. Lease remaining calculated as at 30 June 2017. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 30 June 2017.
- 3. As at 31 May 2017.

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 (1)	9 years
Annual rental (2)	RM6.30 million
No. of rooms	215
Acquisition date	15 November 2011
Valuation ⁽³⁾	RM88 million



- 1. Lease remaining calculated as at 30 June 2017. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 30 June 2017.
- 3. As at 31 May 2017.

Address	Pangkor Laut Island, 32200 Lumut, Perak
Address	Darul Ridzuan
	36 units of Garden Villas, 52 units of Hill
Description	Villas, 8 units of Beach Villas and 1 unit of
	Pavarotti Suite
Tanana	99-year registered lease expiring on 21 May
Tenure	2095
Masterlases eveing	1.4 November 2026
Master lease expiry	14 November 2026
Master lease remaining (1)	Quear
iviaster lease remaining '-'	9 years
Annual rental (2)	RM8.82 million
Ailluai Teiltai 💛	NIVIO.OZ IIIIIIOII
No. of rooms	97
	37
Acquisition date	15 November 2011
Acquisition date	13 November 2011
Valuation ⁽³⁾	RM116.1 million
	INIVITIO, I ITHIIIOH
Variation	



- 1. Lease remaining calculated as at 30 June 2017. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 30 June 2017.
- 3. As at 31 May 2017.

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 (1)	9 years
Annual rental (2)	RM7.35 million
No. of rooms	100
Acquisition date	15 November 2011
Valuation ⁽³⁾	RM101.1 million



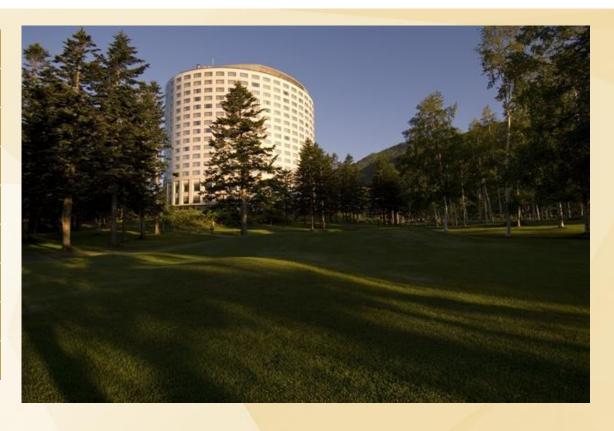
- 1. Lease remaining calculated as at 30 June 2017. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 30 June 2017.
- 3. As at 31 May 2017.

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 (1)	9 years
Annual rental ⁽²⁾	RM4.2 million
No. of rooms	56
Acquisition date	15 November 2011
Valuation (3)	RM60 million



- 1. Lease remaining calculated as at 30 June 2017. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 30 June 2017.
- 3. As at 31 May 2017.

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 (1)	9 years
Annual rental ⁽²⁾	RM16.32 million
No. of rooms	506
Acquisition date	22 December 2011
Valuation (3, 4)	JPY7,140 million (RM274.1 million)



- 1. Lease remaining calculated as at 30 June 2017. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 30 June 2017.
- 3. As at 31 May 2017.
- 4. RM equivalent based on the exchange rate of JPY100:RM3.8396 as at 30 June 2017.

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 (1, 2)	AUD420 million (RM1,388.7 million)



- 1. As at 31 May 2017.
- 2. RM equivalent based on the exchange rate of A\$1.00:RM3.3064 as at 30 June 2017.

Address	515 Queen Street, Brisbane, Queensland
Description	28-storey hotel building comprising 267 rooms with 3 levels of basement with car parking bays
Tenure	Freehold
No. of rooms	267
Acquisition date	29 November 2012
Valuation (1, 2)	AUD85 million (RM281.0 million)



- 1. As at 31 May 2017.
- 2. RM equivalent based on the exchange rate of A\$1.00:RM3.3064 as at 30 June 2017.

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 (1, 2)	AUD78.4 million (RM259.2 million)



- 1. As at 31 May 2017.
- 2. RM equivalent based on the exchange rate of A\$1.00:RM3.3064 as at 30 June 2017.

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