YTL HOSPITALITY REIT







Third Quarter FY2024 Financial Results

23 May 2024

KEY HIGHLIGHTS – 3Q FY2024

YTL HOSPITALITY REIT

FINANCIAL

HIGHLIGHTS

Income available for distribution of RM27.0 million for 3Q FY2024, +2.8% q-o-q

CAPITAL

MANAGEMENT

- Average interest rates for the quarter
 - Borrowings in Ringgit Malaysia: 5.2%
 - Borrowings in Australian Dollar (AUD): 6.3%
 - Borrowings in Japanese Yen: 1.3%
- Debt headroom of ~RM436 million for acquisitions after the acquisition and proposed renovation of a hotel in Ipoh (formerly known as Syeun Hotel)("Ipoh Hotel") and the proposed development of Moxy Niseko

PORTFOLIO

MANAGEMENT

- Properties in Malaysia and Japan under master leases
- Properties in Australia (3Q FY2024 vs 3Q FY2023)
 - > Average Occupancy Rate: 84.2% vs 78.7%
 - > ADR: AUD343 vs AUD307
 - RevPAR: AUD289 vs AUD242
- Renovation Capex in RM million (Incurred / Contracted) as at 31 Mar 2024:
 - AC Hotel Kuala Lumpur Titiwangsa: 14.7 / 15.5
 - > AC Hotel Penang Bukit Jambul: 11.8 / 12.5
 - > AC Hotel Kuantan City Centre: 9.8 / 10.5
- Acquisition of Ipoh Hotel completed on 8 April 2024
- Proposed Renovation Capex for Ipoh Hotel at up to RM55 million
- Proposed Development of Moxy Niseko at approximately JPY6.38 billion (equivalent to RM199 million)

Financial performance 3Q FY2024

Pangkor Laut Resort Perak Darul Ridzuan, Malaysia

FINANCIAL PERFORMANCE: **3Q FY2024**

YTL HOSPITALITY REIT

1 January - 31 March	3Q FY2024	3Q FY2023	Change
Total Revenue	148.6	126.9	+ 17.1%
- Hotel Revenue (Management Contracts)	102.1	83.5	(1) + 22.3%
- Lease Rental (Master Leases)	46.5	43.4	(2) + 7.0%
Net Property Income (NPI)	79.8	66.9	+ 19.2%
- Management Contracts	36.1	26.5	(1) + 36.3%
- Master Leases	43.7	40.4	(2) + 8.0%
Income available for distribution	27.0	26.2	+ 2.8%

Notes:

(1) Increased mainly due to international events held in Australia and increase in international arrivals during the quarter, which led to higher average daily room rates and occupancy rates.

(2) Increased mainly contributed by acquisition of Hotel Stripes Kuala Lumpur.

QUARTERLY FINANCIAL PERFORMANCE



THIRD QUARTER FINANCIAL PERFORMANCE BY COUNTRY



Financial performances: 9 months ended 31 March 2024 (YTD FY2024)

JW Marriott Kuala Lumpur, Malaysia

FINANCIAL PERFORMANCE: 9 MONTHS ENDED 31 MARCH 2024 (YTD FY2024)

YTL HOSPITALITY REIT

1 July - 31 March	YTD FY2024	YTD FY2023	Change
Total Revenue	424.7	369.3	+ 15.0%
- Hotel Revenue (Management Contracts)	289.8	239.3	+ 21.1% ⁽¹⁾
- Lease Rental (Master Leases)	134.9	130.0	+ 3.7%
Net Property Income (NPI)	223.7	191.3	+ 17.0%
- Management Contracts	97.4	69.5	+ 40.2% ⁽¹⁾
- Master Leases	126.3	121.8	+ 3.7%
Income available for distribution	106.1	84.2	+ 26.0% (2)
Distribution paid	(71.2)	(52.2)	+ 36.5%
Balance undistributed income	34.9	32.0	+ 8.9%

Notes:

(1) Increased mainly due to international events held in Australia and increase in international arrivals during the quarter, which led to higher average daily room rates and occupancy rates.

(2) Increased mainly due to realisation of final deferred rental for JW Marriott Hotel Kuala Lumpur pursuant to the rental deferral programme upon the expiry of its lease agreement in December 2023.

9 MONTHS (1 JUL – 31 MAR) FINANCIAL PERFORMANCE



FINANCIAL PERFORMANCE **BY COUNTRY:** 9 MONTHS (1 JULY – 31 MARCH)



DPU **PERFORMANCE**

YTL HOSPITALITY REIT



Notes:

1. Quarterly distributions commenced during the financial year ended 30 June 2014. Change of income distribution frequency from quarterly to semi-annually distributions effective the financial quarter ended 31 March 2020.

2. DPUs subsequent to the issuance of 380,000,000 new placement units on 16 December 2016 are based on the enlarged number of units in issue.

STATEMENT OF **FINANCIAL POSITION**

YTL HOSPITALITY REIT

RM ('000)	As at 31 March 2024 (Unaudited)	As at 30 June 2023 (Audited)	Change
Investment properties	2,915,104	2,792,750	+4.4%
Property, plant and equipment	2,024,209	2,085,578	(2.9%)
Cash & cash equivalents	171,651	183,599	(6.5%)
Other assets	161,858	65,351	+147.7%
Total Assets	5,272,822	5,127,278	+ 2.8%
			(2)
Borrowings	2,255,634	2,065,981	+ 9.2%
Other liabilities	101,508	153,894	(34.0%)
Total Liabilities	2,357,142	2,219,875	+ 6.2%
Net Asset Value (NAV)	2,915,680	2 <mark>,907,4</mark> 03	+ 0.3%
Number of units in circulation ('000)	1,704,389	1,704,389	-
NAV per unit (RM)	1.711 ⁽³⁾	1.706	+ 0.3%

Notes:

(1) Increased due to the acquisition of Hotel Stripes Kuala Lumpur on 31 October 2023.

(2) Increased to finance the acquisition of Hotel Stripes Kuala Lumpur and to refurbish certain Malaysian hotel properties.

(3) After total income distribution of RM71.2 million in respect of 1H FY2024.

UNIT PRICE PERFORMANCE

YTL HOSPITALITY REIT





TRADING STATISTIC	
Closing price ⁽¹⁾	RM1.20
Market Cap (RM) ⁽¹⁾	RM2,045 mil
Units issued ⁽¹⁾	1,704,388,889
Average daily traded volume for	
3Q FY2024 ('000 units) ⁽²⁾	1,226.3

YTL Hospitality REIT's Unit Price Movement & Relative Performance to REIT Index (1 October 2017 to 31 March 2024)



Notes: (1) As at 29 March 2024.

Source: Bloomberg

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Capital management

Tanjong Jara Resort, Terengganu, Malaysia

DEBT^ MATURITY PROFILE

YTL HOSPITALITY REIT



Notes:

^ Excluding the effects of capitalised transaction costs.

* RM equivalent based on the exchange rate of A\$1.00: RM3.0792 as at 29 March 2024.

RM equivalent based on the exchange rate of JPY100: RM3.1254 as at 29 March 2024.

DEBT^ PROFILE AS AT **31 MARCH 2024**

YTL HOSPITALITY REIT

+ 0.0 pp

0.1 x

1.3%

2.5 x



1.3%

2.6 x

- Borrowings in Japanese Yen Interest Cover *[#]

Notes:

- * For the respective Quarter.
- A Excluding the effects of capitalised transaction costs.
- *Computed as NPI / Finance Cost*
- α Denominated in RM.
- β 48.0% denominated in AUD, 7.5% denominated in JPY and 40.7% denominated in RM.

DEBT HEADROOM OF ~RM436 million FOR ACQUISITIONS

YTL HOSPITALITY REIT



Note:

A Excluding the effects of capitalised transaction costs.

^a Included the borrowings for the refurbishments of AC Hotel Kuala Lumpur Titiwangsa, AC Hotel Penang Bukit Jambul and AC Hotel Kuantan City Centre.

^B Assuming completion of the acquisition and proposed renovation of Ipoh Hotel and proposed development of Moxy Niseko.



Asset management

Cameron Highlands Resort, Malaysia

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

YTL HOSPITALITY REIT



(1) Based on investment properties and property, plant & equipment as at 31 March 2024.

YTL HOSPITALITY REIT

	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	Q3 FY2024
Malaysia	ia Under Master Leases											
Japan	Under Master Leases											
Australia	83.1% ⁽¹⁾	84.2%	84.4%	86.4%	86.9%	87.8%	84.9%	73.1 <mark>% ⁽²⁾</mark>	53.3% ⁽²⁾	43.8% ⁽²⁾	73.5% ^(2.3)	84.2% ⁽³⁾

Notes:

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

(2) Due to the impact of the COVID-19 pandemic.

(3) Increased mainly due to the reopening of international borders.

MASTER LEASES EXPIRY PROFILE



AUSTRALIA HOTEL PERFORMANCE (1 OF 2)



AUSTRALIA HOTEL PERFORMANCE (2 OF 2)





Appendices

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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 578 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 2038
Master lease remaining ⁽¹⁾	15 years
Annual rental ⁽²⁾	Hotel: RM32.75 million Car park: RM2.14 million
No. of rooms	578
Acquisition date	16 December 2005
Valuation ⁽³⁾	RM527.5 million



Notes:

- 1. Lease remaining calculated as at 31 March 2024.
- 2. Derived by annualising the applicable monthly rental as at 31 March 2024.
- 3. As at 31 May 2023.

THE MAJESTIC HOTEL KUALA LUMPUR

YTL HOSPITALITY REIT

Address	No. 5, Jalan Sultan Hishamuddin, 50000 Kuala Lumpur	
Description	A 5-star hotel comprising Majestic Wing (original historic hotel building) with 47 luxurious suites, Tower Wing with 253 guestrooms and suites, Majestic Ballroom with seating capacity of 1,200 for banquet or 1,500 theatre-style, Contango restaurant with seating capacity of 250, Colonial Cafe with seating capacity of 120, Orchid Conservatory with seating capacity of 15 and 3 levels of basement car park	
Tenure	90-year registered lease expiring on 11 May 2091	
Master lease expiry	2 November 2032	HOTEL MAJESTIC
Master lease remaining ⁽¹⁾	9 years	
Annual rental ⁽²⁾	RM27.93 million	
No. of rooms	300	
Acquisition date	3 November 2017	
Valuation ⁽³⁾	RM400.0 million	

Notes:

1. Lease remaining calculated as at 31 March 2024. There is an option for the lessee to renew the lease upon expiry.

2. Derived by annualising the applicable monthly rental as at 31 March 2024, not including the amount of the deferred rental to be repaid during the financial year ending 30 June 2024.

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 park
Tenure	Freehold
Master lease expiry	14 November 2026
Master lease remaining ⁽¹⁾	3 years
Annual rental ⁽²⁾	RM22.71 million
No. of rooms	251
Acquisition date	15 November 2011
Valuation ⁽³⁾	RM362.0 million



Notes:

- 1. Lease remaining calculated as at 31 March 2024. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 31 March 2024, not including the amount of the deferred rental to be repaid during the financial year ending 30 June 2024.

THE RITZ-CARLTON, KUALA LUMPUR - SUITE WING

YTL HOSPITALITY REIT

Address	No. 168, Jalan Imbi, 55100 Kuala Lumpur
Description	Parcel 1: 60 units of hotel suites, 4 levels of commercial podium, 1 level of facilities deck and 2 levels of basement car parkParcel 2: 50 units of hotel suites, 4 units of penthouses and 1 level of basement car park
Tenure	Freehold
Master lease expiry	30 June 2031
Master lease remaining ⁽¹⁾	7 years
Annual rental ⁽²⁾	RM17.20 million
No. of rooms	114
Acquisition date	16 May 2007 & 15 November 2011
Valuation ⁽³⁾	Parcel 1: RM218.0 million Parcel 2: RM106.0 million



Notes:

- 1. Lease remaining calculated as at 31 March 2024. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 31 March 2024, not including the amount of the deferred rental to be repaid during the financial year ending 30 June 2024.

AC HOTEL 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 park
Tenure	Freehold
Master lease expiry	14 November 2026
Master lease remaining ⁽¹⁾	3 years
Annual rental ⁽²⁾	RM9.04 million
No. of rooms	364
Acquisition date	15 November 2011
Valuation ⁽³⁾	RM147.0 million



Notes:

- 1. Lease remaining calculated as at 31 March 2024. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 31 March 2024, not including the amount of the deferred rental to be repaid during the financial year ending 30 June 2024.

HOTEL STRIPES KUALA LUMPUR

YTL HOSPITALITY REIT

Address	No. 25, Jalan Kamunting, 50300 Kuala Lumpur
Description	20-storey hotel building with 184 rooms and 156 car park bays
Tenure	Freehold
Master lease expiry	30 October 2038
Master lease remaining ⁽¹⁾	15 years
Annual rental ⁽²⁾	RM9.66 million
No. of rooms	184
Acquisition date	31 October 2023
Valuation ⁽³⁾	RM138.0 million



Notes:

1. Lease remaining calculated as at 31 March 2024. There is an option for the lessee to renew the lease upon expiry.

2. Derived by annualising the applicable monthly rental as at 31 March 2024.

3. As at 30 June 2023.

AC HOTEL PENANG BUKIT JAMBUL

YTL HOSPITALITY REIT

Address	No. 213, Jalan Bukit Gambir, Bukit Jambul, 11950 Pulau Pinang
Description	17-storey Hotel Wing with 238 hotel rooms and 26-storey Suite Wing 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⁾	3 years
Annual rental ⁽²⁾	RM9.04 million
No. of rooms	427
Acquisition date	15 November 2011
Valuation ⁽³⁾	RM126.0 million



Notes:

- 1. Lease remaining calculated as at 31 March 2024. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 31 March 2024, not including the amount of the deferred rental to be repaid during the financial year ending 30 June 2024.

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 ⁽¹⁾	3 years
Annual rental ⁽²⁾	RM9.26 million
No. of rooms	97
Acquisition date	15 November 2011
Valuation ⁽³⁾	RM124.0 million



Notes:

- 1. Lease remaining calculated as at 31 March 2024. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 31 March 2024, not including the amount of the deferred rental to be repaid during the financial year ending 30 June 2024.

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 ⁽¹⁾	3 years
Annual rental ⁽²⁾	RM7.72 million
No. of rooms	100
Acquisition date	15 November 2011
Valuation ⁽³⁾	RM107.0 million



Notes:

- 1. Lease remaining calculated as at 31 March 2024. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 31 March 2024, not including the amount of the deferred rental to be repaid during the financial year ending 30 June 2024.

AC HOTEL 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 ⁽¹⁾	3 years
Annual rental ⁽²⁾	RM6.62 million
No. of rooms	215
Acquisition date	15 November 2011
Valuation ⁽³⁾	RM95.5 million



Notes:

- 1. Lease remaining calculated as at 31 March 2024. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 31 March 2024, not including the amount of the deferred rental to be repaid during the financial year ending 30 June 2024.

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 ⁽¹⁾	3 years
Annual rental ⁽²⁾	RM4.41 million
No. of rooms	56
Acquisition date	15 November 2011
Valuation ⁽³⁾	RM62.0 million



Notes:

- 1. Lease remaining calculated as at 31 March 2024. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 31 March 2024, not including the amount of the deferred rental to be repaid during the financial year ending 30 June 2024.

IPOH HOTEL (Formerly Known As Syeun Hotel)

YTL HOSPITALITY REIT

Address	No. 88, Jalan Sultan Abdul Jalil, 30450 Ipoh, Perak Darul Ridzuan
Description	13-storey hotel building with 291 rooms
Tenure	999-year leasehold expiring on 21 September 2894
No. of rooms	291
Acquisition date	8 April 2024
Valuation ⁽¹⁾	RM58.0 million



Design rendering for room after renovations

Notes: 1. As at 31 December 2023.

HILTON NISEKO VILLAGE

YTL HOSPITALITY REIT

Aza-Soga, Niseko-cho, Abuta-gun, Hokkaido
16-storey hotel building with 1-storey of basement comprising 506 rooms
Freehold
21 December 2026
3 years
RM17.13 million
506
22 December 2011
JPY9,740 million (RM304.41 million)



Notes:

- 1. Lease remaining calculated as at 31 March 2024. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 31 March 2024, not including the amount of the deferred rental to be repaid during the financial year ending 30 June 2024.
- 3. As at 31 May 2023.
- 4. RM equivalent based on the exchange rate of JPY100:RM3.1254 as at 29 March 2024.

THE GREEN LEAF **NISEKO VILLAGE**

YTL HOSPITALITY REIT

Address	Aza-Higashiyama, Niseko-cho, Abuta-gun, Hokkaido
Description	5-storey hotel building with 1-storey of basement comprising 200 rooms
Tenure	Freehold
Master lease expiry	25 September 2048
Master lease remaining ⁽¹⁾	25 years
Annual rental ^(2,4)	JPY331 million (RM10.35 million)
No. of rooms	200
Acquisition date	26 September 2018
Valuation ^(3, 4)	JPY6,280 million (RM196.28 million)



Notes:

- 1. Lease remaining calculated as at 31 March 2024. There is an option for the lessee to renew the lease upon expiry.
- 2. Derived by annualising the applicable monthly rental as at 31 March 2024.
- 3. As at 31 May 2023.
- 4. RM equivalent based on the exchange rate of JPY100:RM3.1254 as at 29 March 2024.

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 ^(1, 2)	AUD504.0 million (RM1,551.92 million)



Notes:

1. As at 31 May 2023.

2. RM equivalent based on the exchange rate of A\$1.00:RM3.0792 as at 29 March 2024.

BRISBANE MARRIOTT

YTL HOSPITALITY REIT

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)	AUD90.0 million (RM277.13 million)



Notes:

1. As at 31 May 2023.

2. RM equivalent based on the exchange rate of A\$1.00:RM3.0792 as at 29 March 2024.

MELBOURNE MARRIOTT

YTL HOSPITALITY REIT

Address	Corner Exhibition and Lonsdale Streets, Melbourne, Victoria
Description	16-storey hotel building comprising 189 rooms with 5 split levels of car park
Tenure	Freehold
No. of rooms	189
Acquisition date	29 November 2012
Valuation ^(1, 2)	AUD80.0 million (RM246.34 million)



Notes:

1. As at 31 May 2023.

2. RM equivalent based on the exchange rate of A\$1.00:RM3.0792 as at 29 March 2024.

DISCLAIMER

YTL HOSPITALITY REIT

This presentation shall be read in conjunction with YTL Hospitality REIT's interim financial report for the quarter ended 31 March 2024, a copy of which is available on <u>www.bursamalaysia.com</u> and <u>www.ytlhospitalityreit.com</u>.

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YTL HOSPITALITY REIT

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