

YTL HOSPITALITY REIT



First Quarter FY2024 Financial Results

23 November 2023

FINANCIAL

HIGHLIGHTS

- Income available for distribution of RM26.5 million for 1Q FY2024

CAPITAL

MANAGEMENT

- Average interest rates for the quarter
 - Borrowings in Ringgit Malaysia: 5.1%
 - Borrowings in Australian Dollar (AUD): 6.2%
 - Borrowings in Japanese Yen: 0.8%
- Debt headroom of ~RM786 million for acquisitions after the acquisition of The Hotel Stripes Kuala Lumpur

PORTFOLIO

MANAGEMENT

- Properties in Malaysia and Japan under master leases
- Properties in Australia (1Q FY2024 vs 1Q FY2023)
 - Average Occupancy Rate: 81.7% vs 66.1%
 - ADR: AUD292 vs AUD277
 - RevPAR: AUD239 vs AUD183
- Completion of the acquisition of The Hotel Stripes Kuala Lumpur on 31 October 2023
- Renovation Capex (On-going):
 - AC Hotel Kuala Lumpur Titiwangsa – RM15.5 million
 - AC Hotel Penang Bukit Jambul – RM12.5 million
 - AC Hotel Kuantan City Centre – RM10.5 million



1

Financial performance 1Q FY2024

FINANCIAL PERFORMANCE: 1Q FY2024

YTL HOSPITALITY REIT

1 July - 30 September	1Q FY2024	1Q FY2023	Change
Total Revenue	130.9	112.3	+ 16.6%
- Hotel Revenue (Management Contracts)	87.5	68.9	+ 27.1% ⁽¹⁾
- Lease Rental (Master Leases)	43.4	43.4	+ 0.0%
Net Property Income (NPI)	68.3	58.1	+ 17.4%
- Management Contracts	27.6	17.4	+ 58.5% ⁽¹⁾
- Master Leases	40.7	40.7	(0.1%)
Income available for distribution	26.5	30.9	(14.4%)⁽²⁾

Notes:

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

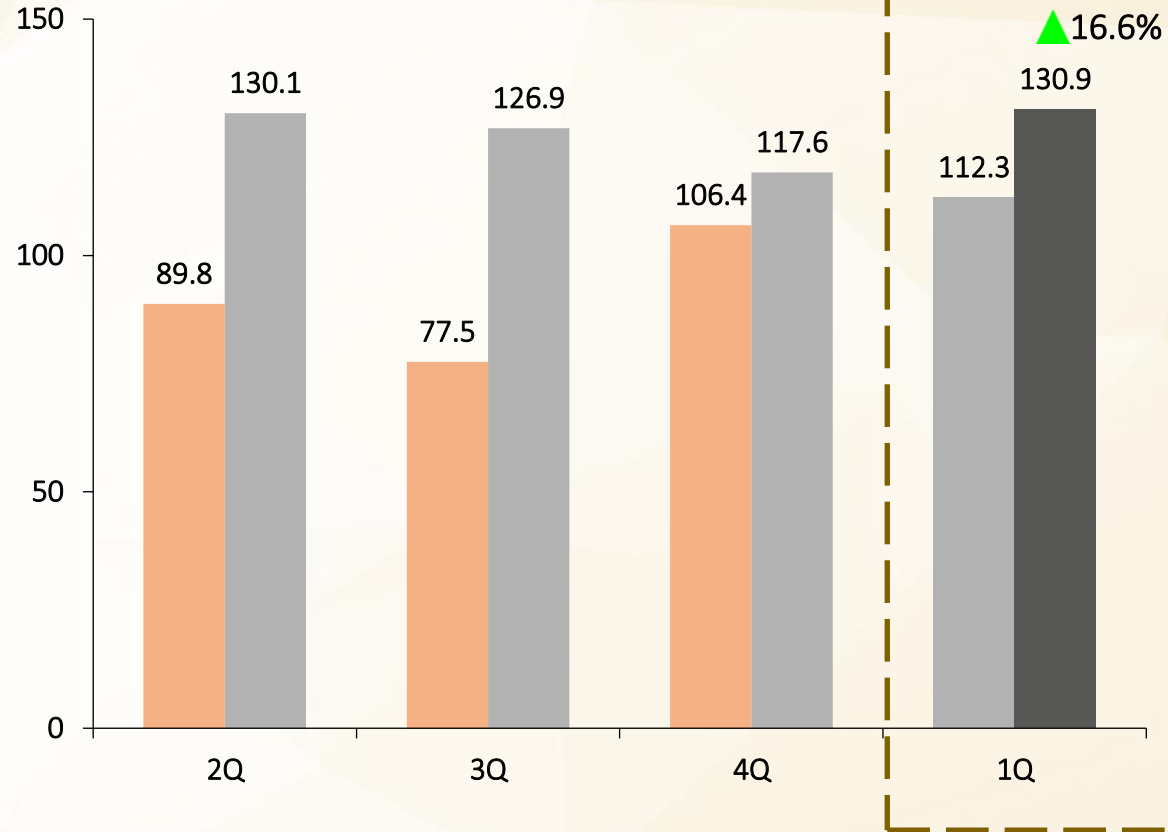
(2) Decreased mainly due to higher finance costs in current quarter which resulted from higher interest rate on borrowings denominated in Australian Dollar.

All figures in RM million unless indicated otherwise.

FY2022 FY2023 FY2024

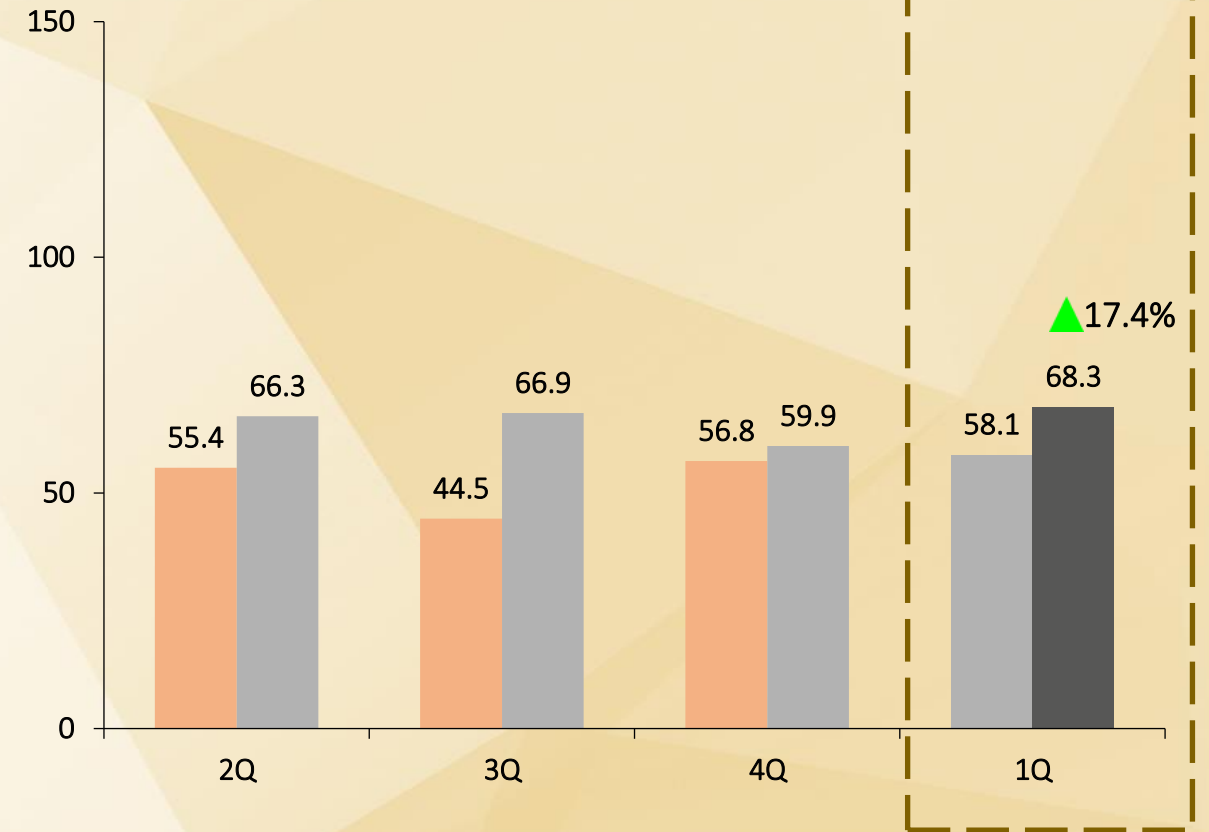
TOTAL revenue

RM (million)



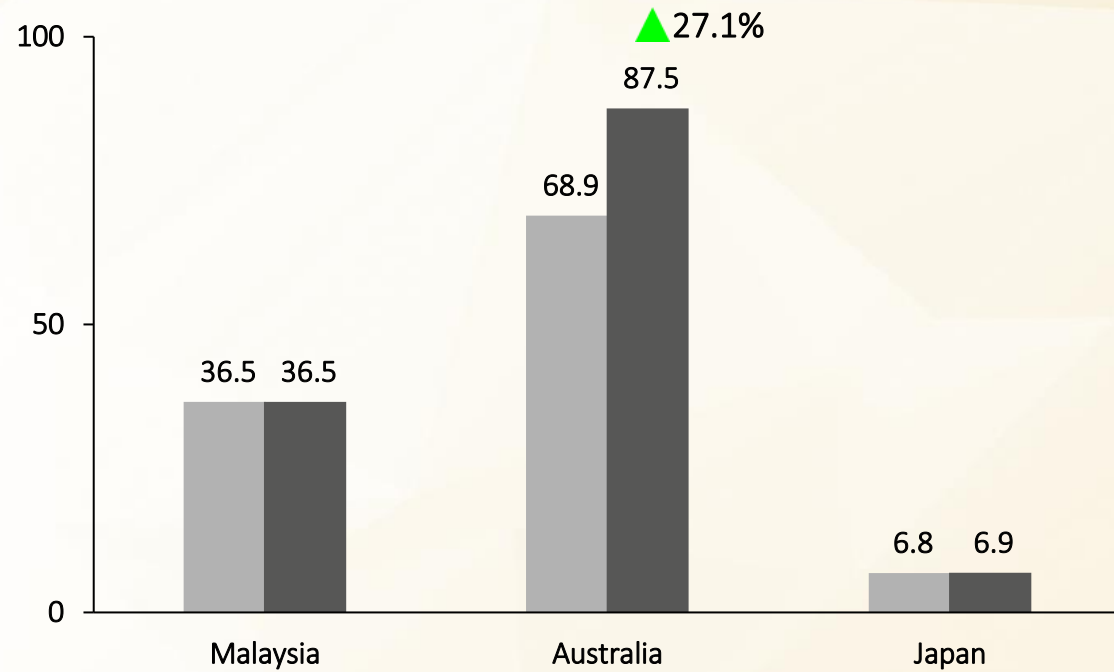
NET property income

RM (million)



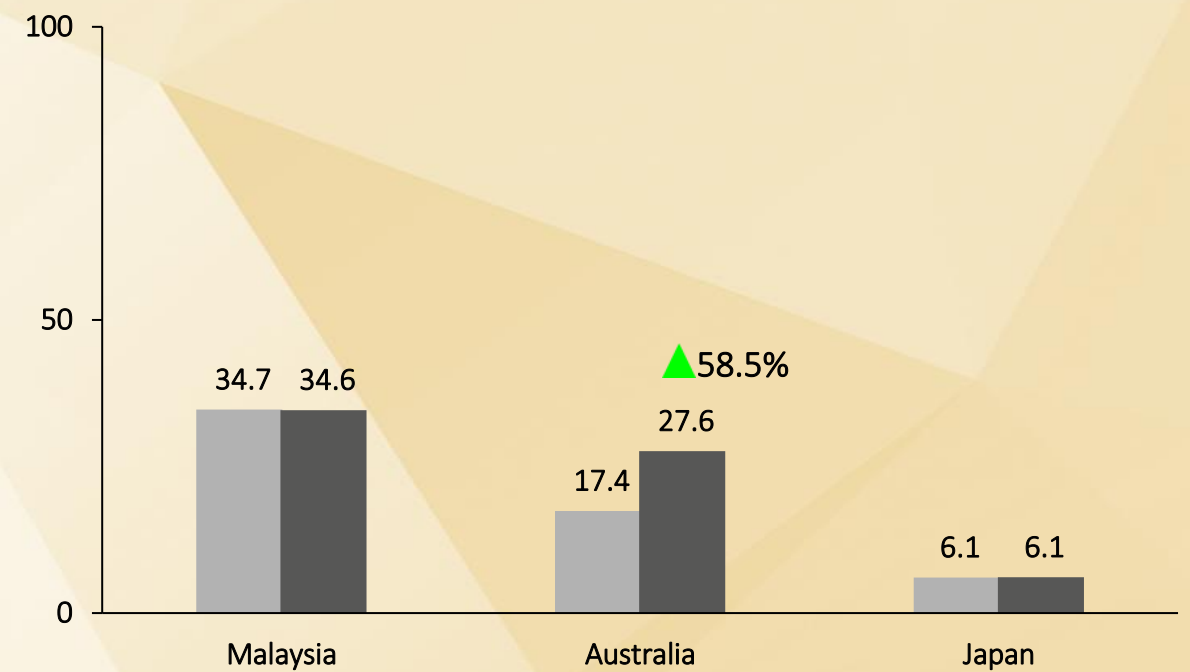
TOTAL revenue

RM (million)



NET property income

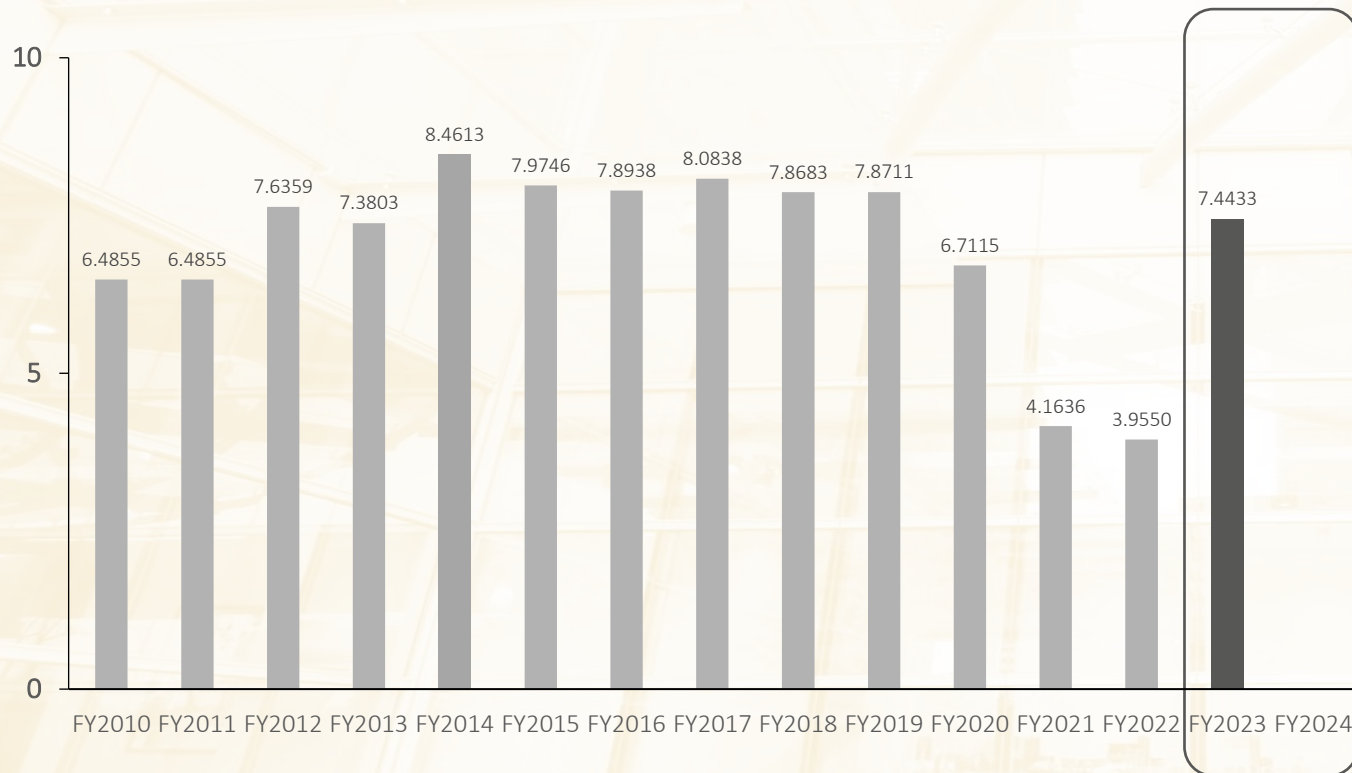
RM (million)



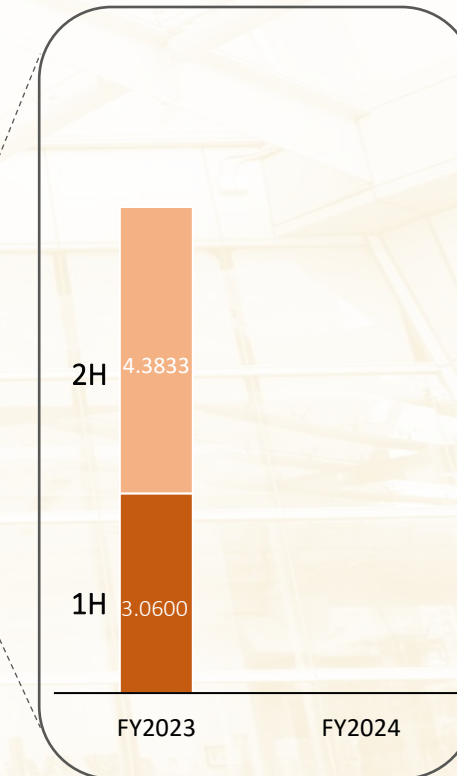
1Q FY2023 1Q FY2024

Total DPU

DPU (sen)



Semi-annual Breakdown



	Total Distributions*	
	FY2023	FY2024
Cumulative	126.9	-
2H	74.7	
1H	52.2	

* In RM million

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 30 September 2023 (Unaudited)	As at 30 June 2023 (Audited)	Change
Investment properties	2,777,948	2,792,750	(0.5%)
Property, plant and equipment	2,020,676	2,085,578	(3.1%)
Cash & cash equivalents	118,052	183,599	(35.7%)
Other assets	104,717	65,351	+ 60.2%
Total Assets	5,021,393	5,127,278	(2.1%)
Borrowings	2,038,316	2,065,981	(1.3%)
Other liabilities	90,669	153,894	(41.1%) ⁽¹⁾
Total Liabilities	2,128,985	2,219,875	(4.1%)
Net Asset Value (NAV)	2,892,408	2,907,403	(0.5%)
Number of units in circulation ('000)	1,704,389	1,704,389	-
NAV per unit (RM)	1.697	1.706	(0.5%)

Notes:

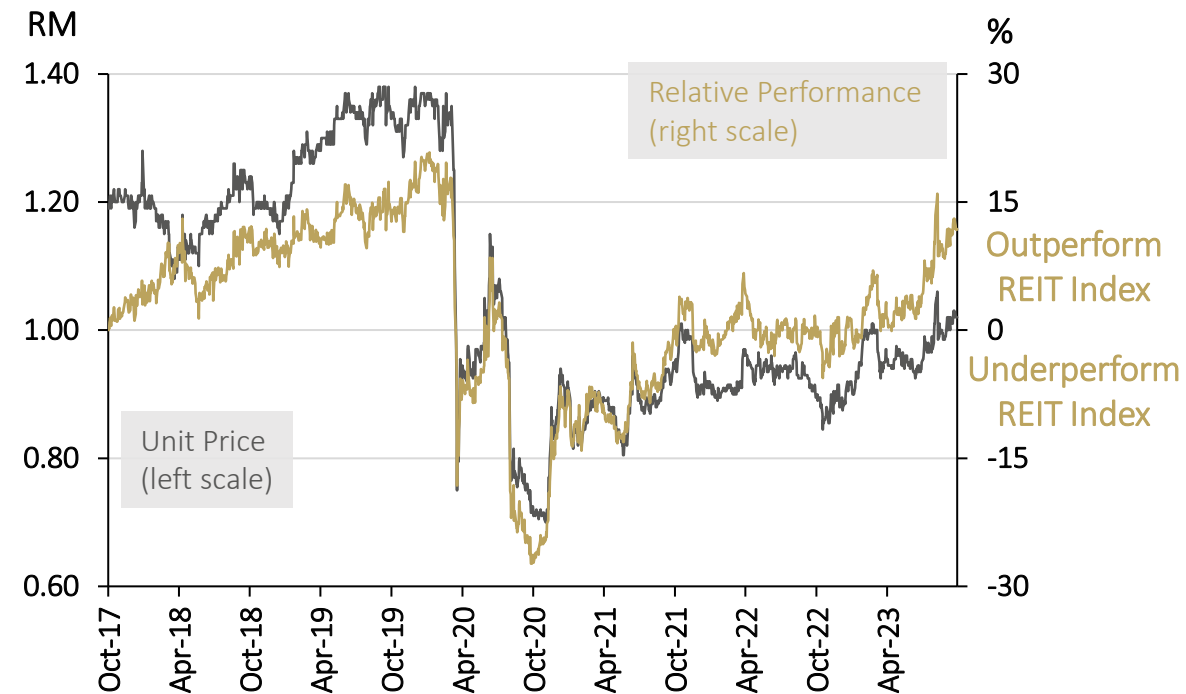
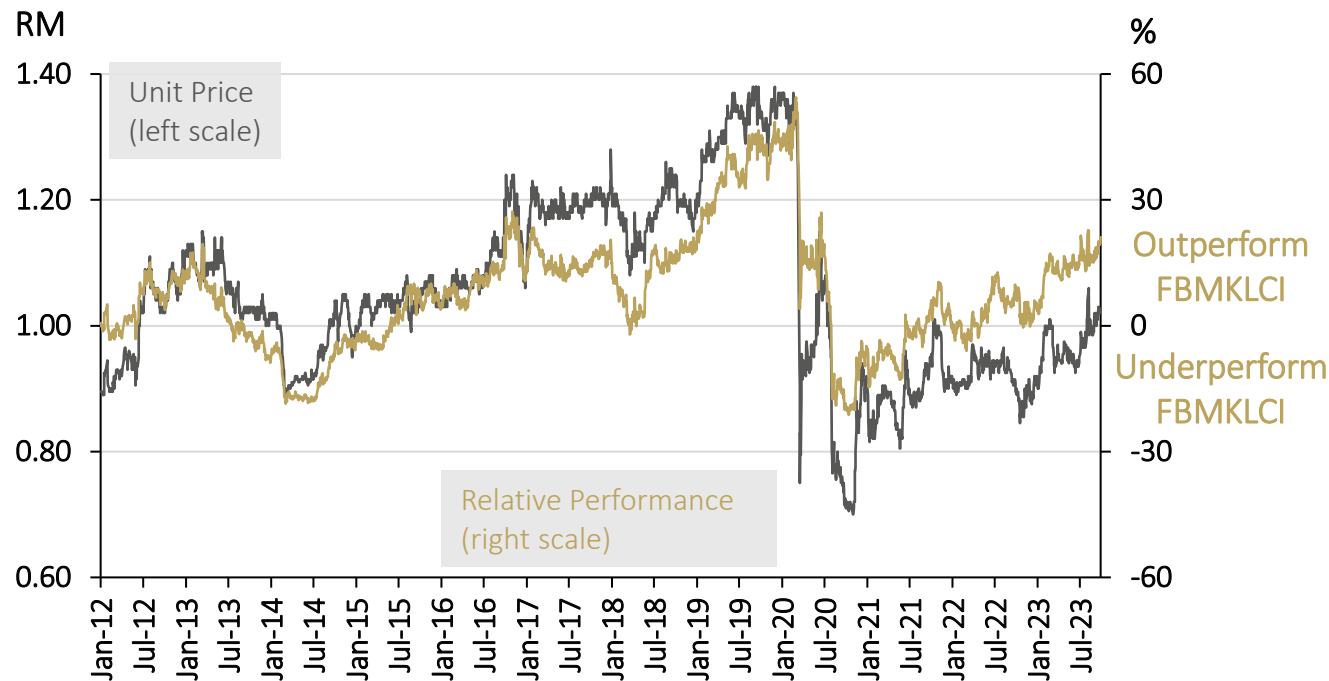
(1) Decreased mainly due to no income distribution declared for the current financial quarter.

UNIT PRICE PERFORMANCE

YTL HOSPITALITY REIT

YTL Hospitality REIT's
Unit Price Movement & Relative Performance to FBMKLCI
(1 January 2012 to 30 September 2023)

YTL Hospitality REIT's
Unit Price Movement & Relative Performance to REIT Index
(1 October 2017 to 30 September 2023)



TRADING STATISTIC

Closing price ⁽¹⁾	RM1.02
Market Cap (RM) ⁽¹⁾	RM1,738 mil
Units issued ⁽¹⁾	1,704,388,889
Average daily traded volume for 1Q FY2024 ('000 units) ⁽²⁾	767.5

Source: Bloomberg

Notes:

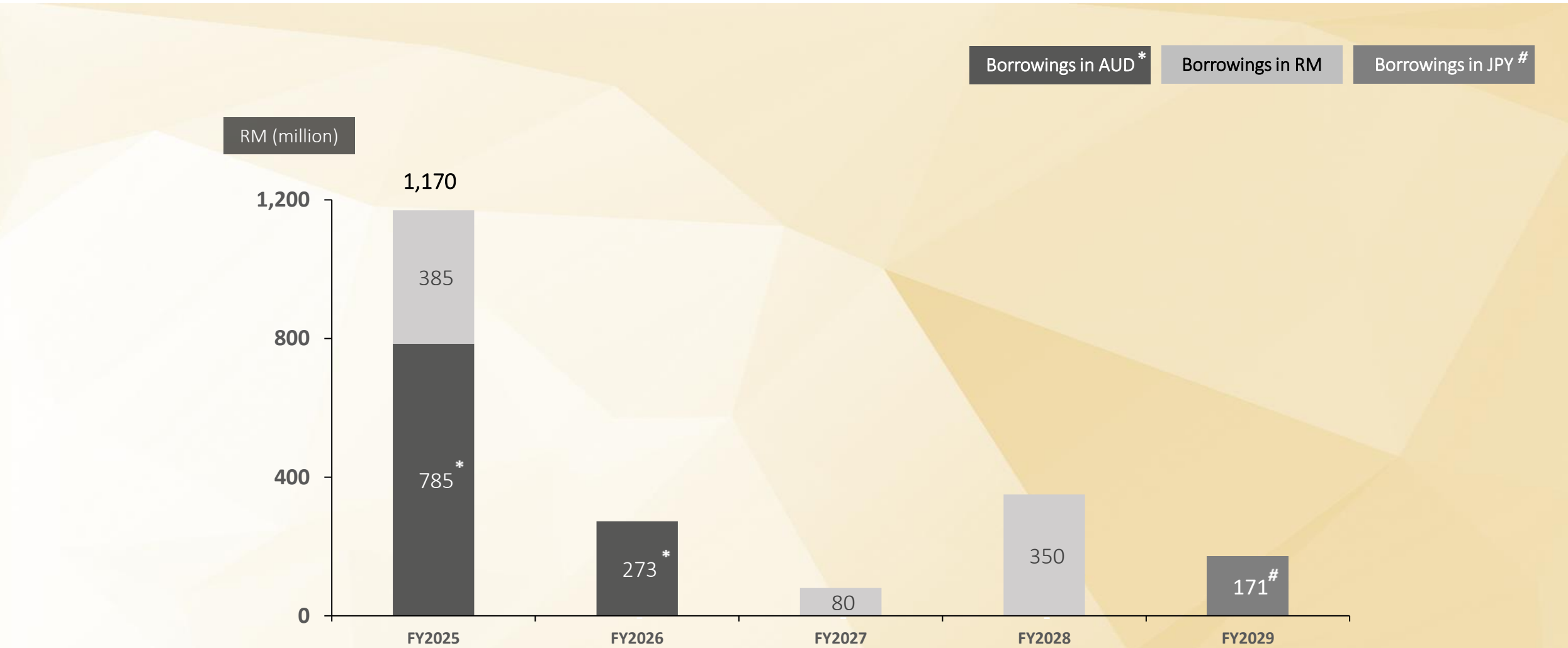
(1) As at 29 September 2023.

(2) For the quarter ended 30 September 2023.

A wide-angle photograph of a tropical beach. The foreground shows a dark, shadowed area with a person's legs and feet. The middle ground features a sandy beach with several lounge chairs and white umbrellas. A person is visible near one of the chairs. The background shows the ocean and a clear blue sky. The right side of the image is lined with lush green palm trees and other tropical vegetation.

2

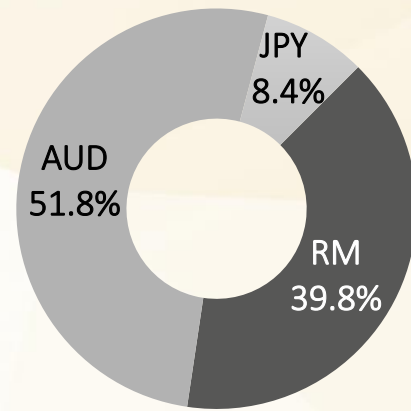
Capital management



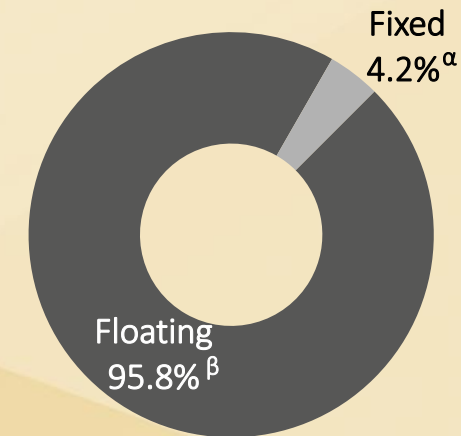
Notes:

- [^] Excluding the effects of capitalised transaction costs.
- * RM equivalent based on the exchange rate of A\$1.00: RM3.0286 as at 29 September 2023.
- # RM equivalent based on the exchange rate of JPY100: RM3.1395 as at 29 September 2023.

CURRENCY



INTEREST RATE



	30 September 2023	30 June 2023	Change
Borrowings [^] (RM'000)	2,044,481	2,071,253	(1.3%)
Total Asset Value (RM'000)	5,021,393	5,127,278	(2.1%)
Gearing (%)	40.7%	40.4%	+ 0.3 pp
Average Interest Rates (%) *			
- Borrowings in Ringgit Malaysia	5.1%	4.9%	+ 0.2 pp
- Borrowings in Australian Dollar	6.2%	5.7%	+ 0.5 pp
- Borrowings in Japanese Yen	0.8%	0.8%	-
Interest Cover * [#]	2.4 x	2.3 x	0.1 x

Notes:

* For the respective Quarter.

[^] Excluding the effects of capitalised transaction costs.

[#] Computed as NPI / Finance Cost

^α Denominated in RM.

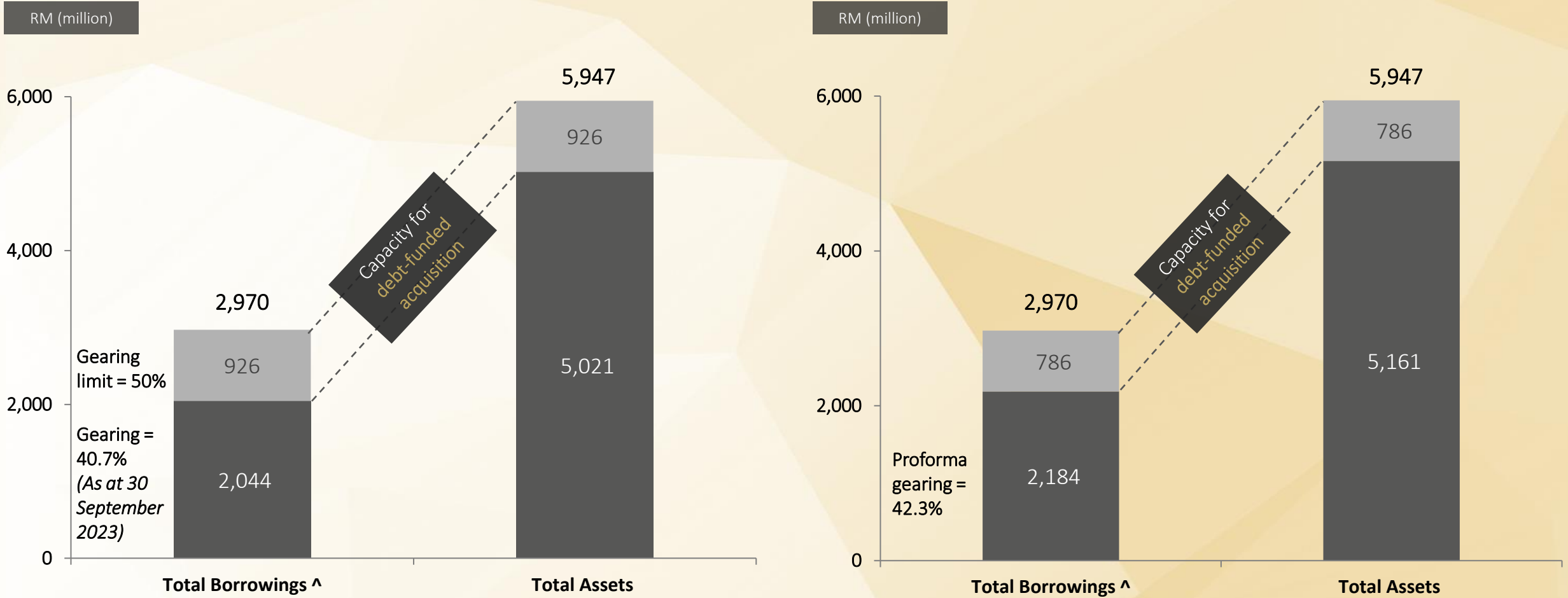
^β 51.8% denominated in AUD, 8.4% denominated in JPY and 35.6% denominated in RM.

DEBT HEADROOM OF ~RM786 million FOR ACQUISITIONS

As at 30 September 2023

Borrowing of RM140 million*

After completion of the acquisition



Note:
 * For acquisition of The Hotel Stripes Kuala Lumpur, Autograph Collection and associated costs.
 ^ Excluding the effects of capitalised transaction costs.

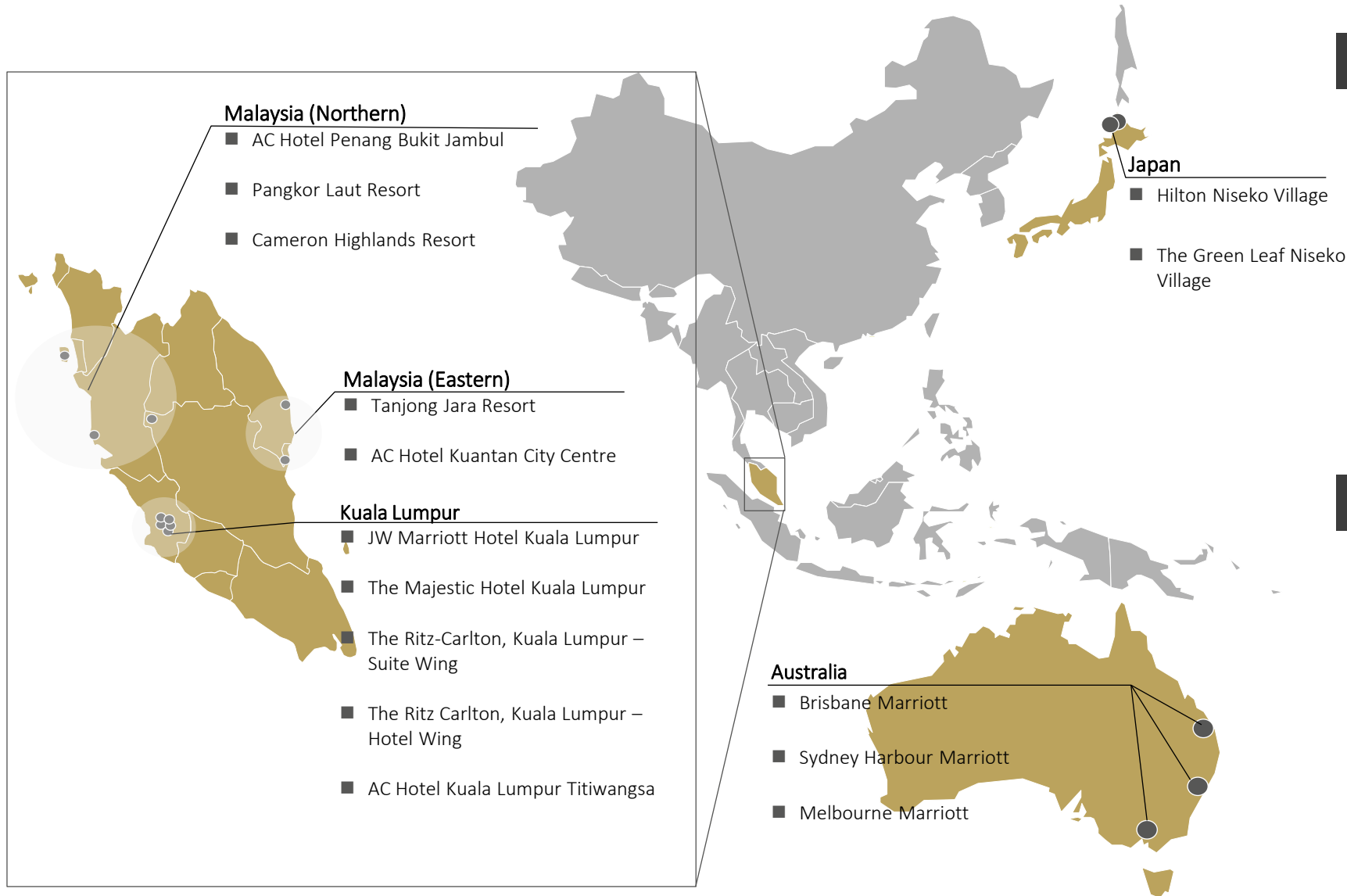


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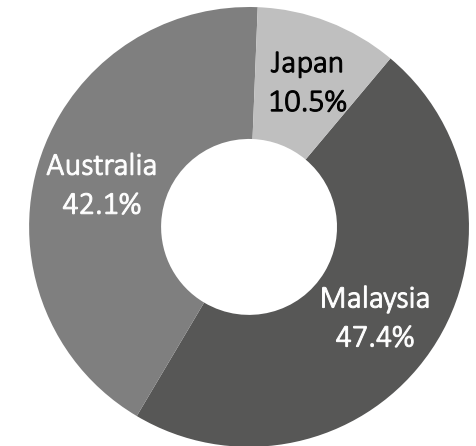
Asset management

LUXURY HOTELS & SERVICED RESIDENCES IN 3 COUNTRIES

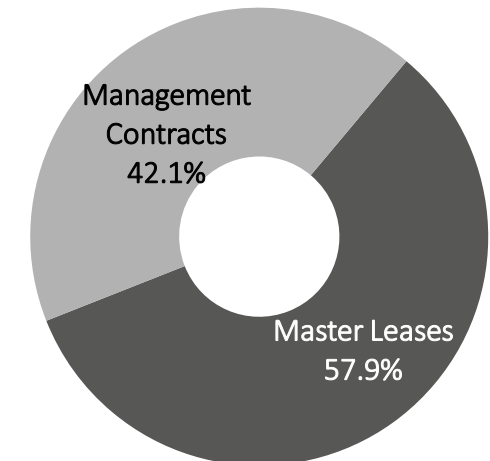
YTL HOSPITALITY REIT



ASSET breakdown (by Country)⁽¹⁾



ASSET breakdown (by Contract Type)⁽¹⁾



Note:
 (1) Based on investment properties and property, plant & equipment as at 30 September 2023.

	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	1Q FY2024
Malaysia	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% ⁽²⁾	53.3% ⁽²⁾	43.8% ⁽²⁾	73.5% ^(2,3)	81.7%

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.

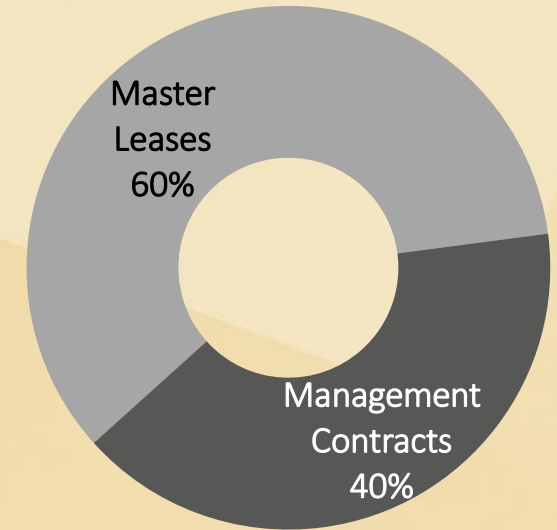
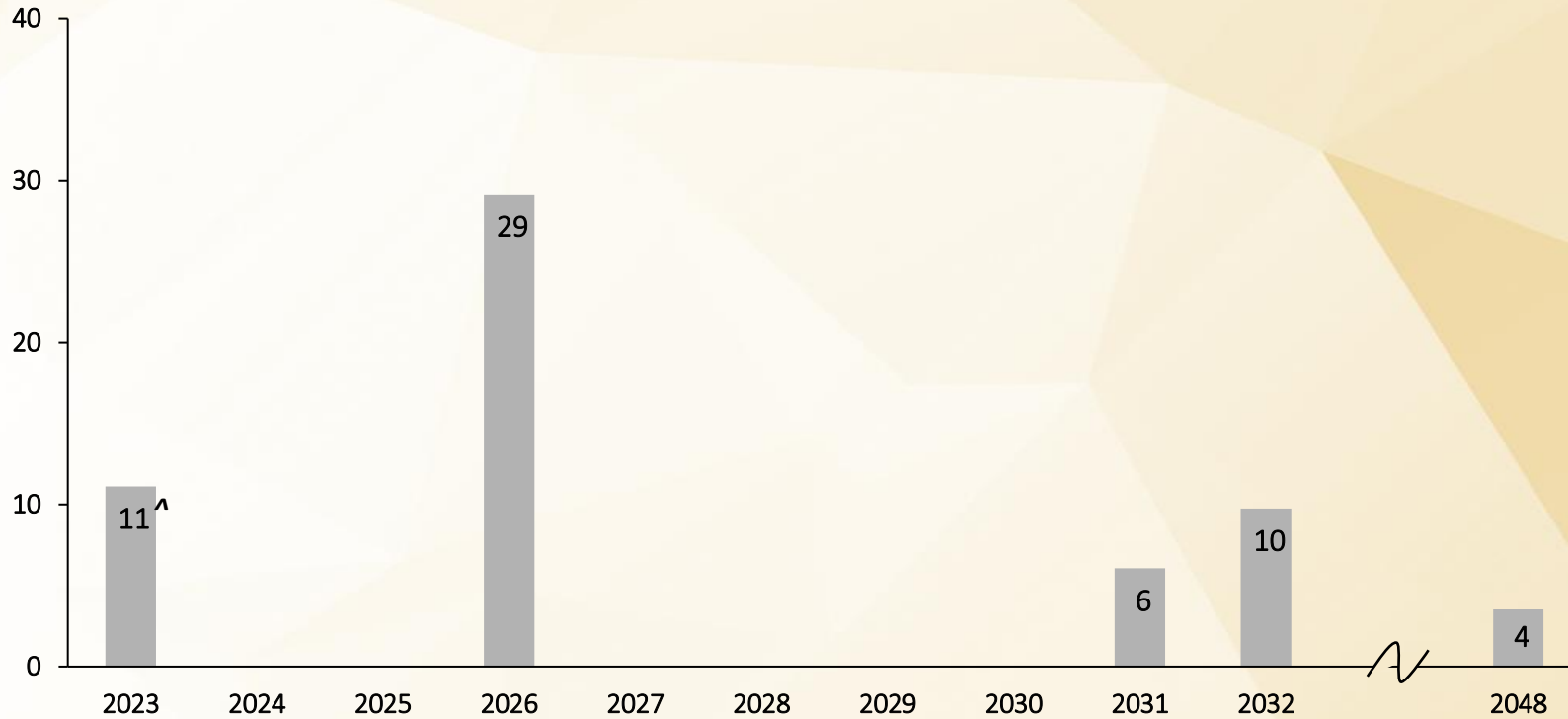
(2) Due to the impact of the COVID-19 pandemic.

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

NET property income
(% of total *)

Master leases

NET property income
(% of total *)



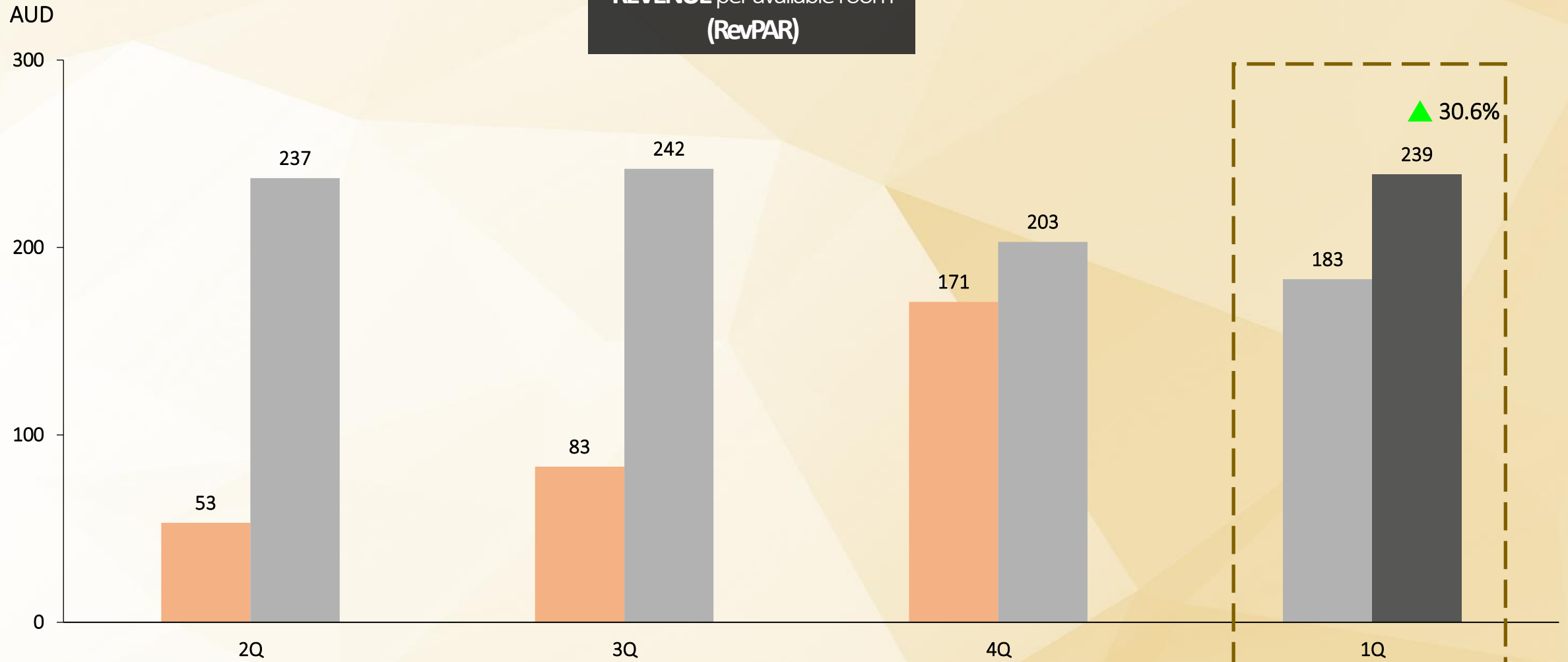
Notes:

* For 1Q FY2024.

[^] Lessee for JW Marriott Hotel Kuala Lumpur exercised option to renew lease expiring on 31 Dec 2023 by a further 15 years.

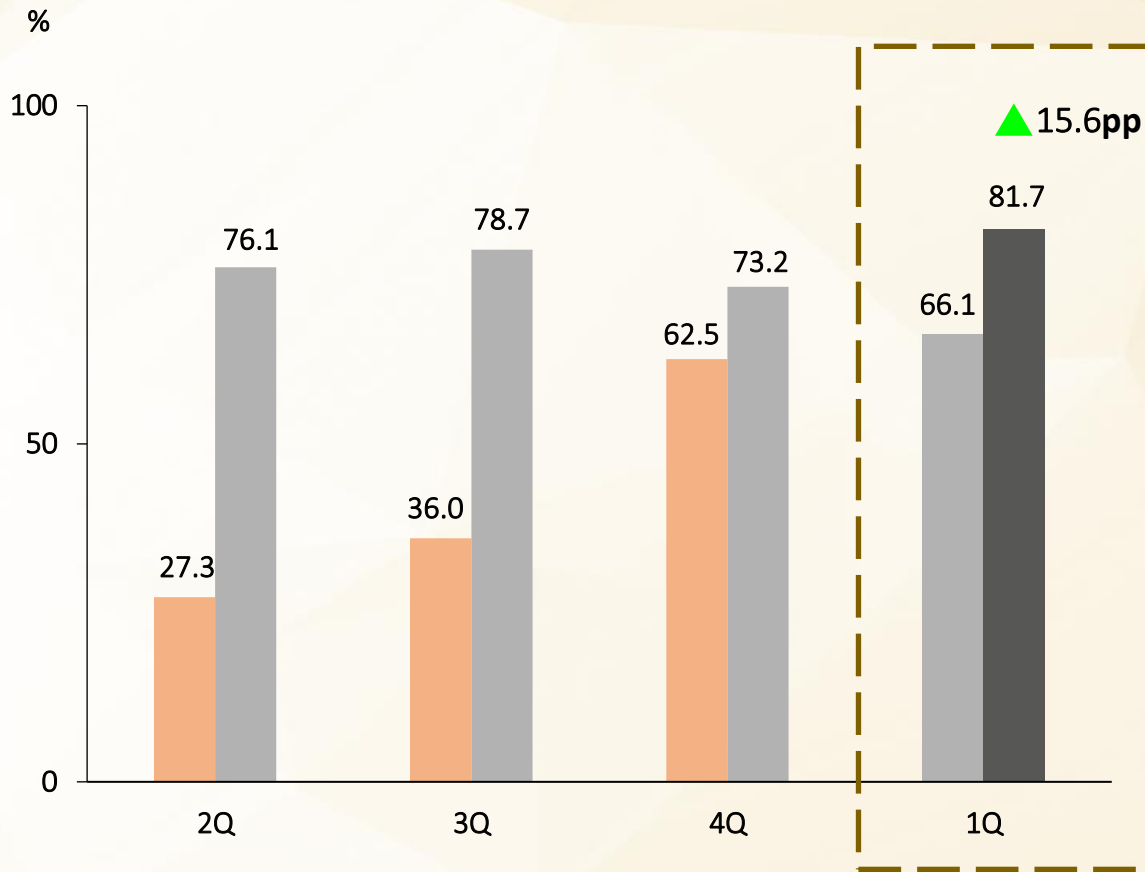
REVENUE per available room
(RevPAR)

FY2022 FY2023 FY2024

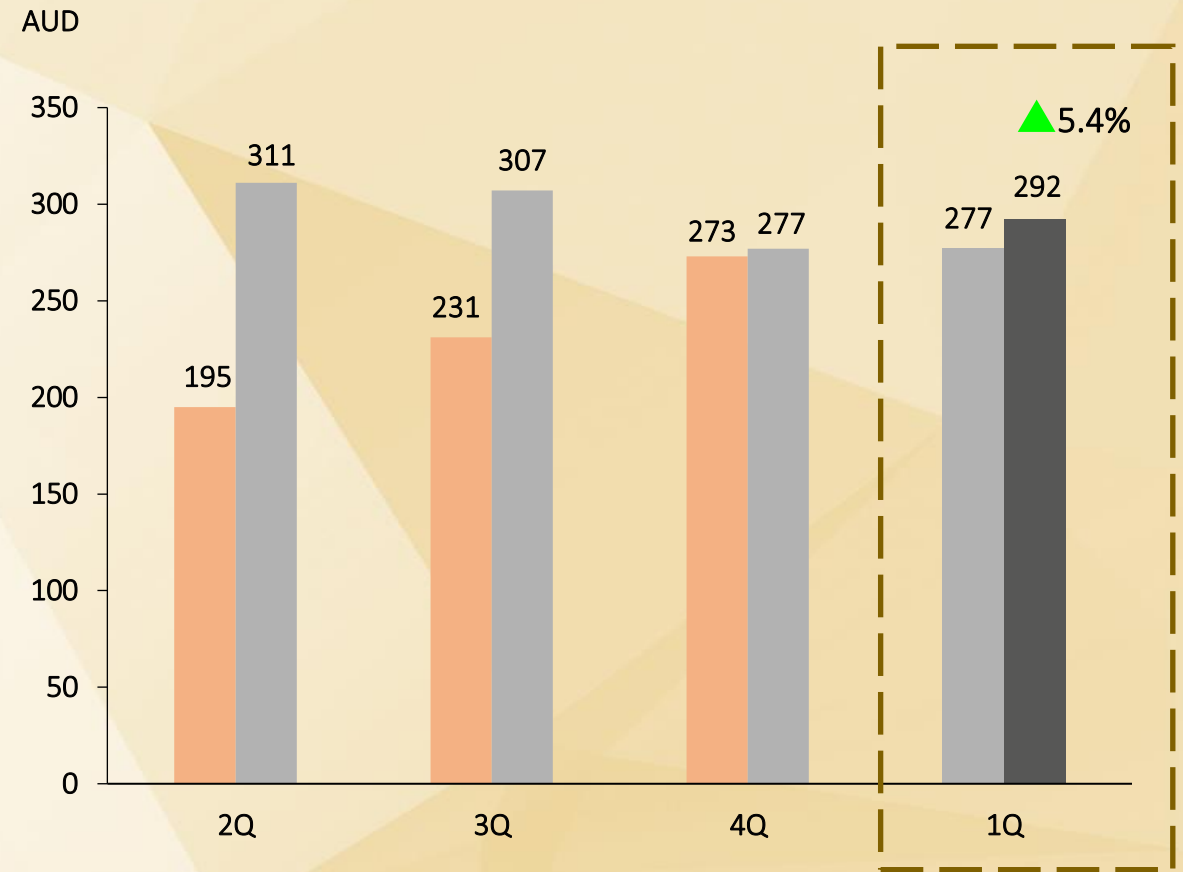


FY2022 FY2023 FY2024

Average occupancy



Average daily rate (ADR)





4

Appendices

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 2023
Master lease remaining ⁽¹⁾	3 months
Annual rental ⁽²⁾	Hotel: RM31.19 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 30 September 2023. Lessee for JW Marriott Hotel Kuala Lumpur exercised option to renew lease for further 15 years
2. Derived by annualising the applicable monthly rental as at 30 September 2023, 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.

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
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 30 September 2023. There is an option for the lessee to renew the lease upon expiry.
2. Derived by annualising the applicable monthly rental as at 30 September 2023, 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.

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 park Parcel 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⁾	8 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 30 September 2023. There is an option for the lessee to renew the lease upon expiry.
2. Derived by annualising the applicable monthly rental as at 30 September 2023, 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.

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 30 September 2023. There is an option for the lessee to renew the lease upon expiry.
2. Derived by annualising the applicable monthly rental as at 30 September 2023, 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.

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 30 September 2023. There is an option for the lessee to renew the lease upon expiry.
2. Derived by annualising the applicable monthly rental as at 30 September 2023, 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.

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 30 September 2023. There is an option for the lessee to renew the lease upon expiry.
2. Derived by annualising the applicable monthly rental as at 30 September 2023, 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.

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 30 September 2023. There is an option for the lessee to renew the lease upon expiry.
2. Derived by annualising the applicable monthly rental as at 30 September 2023, 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.

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 30 September 2023. There is an option for the lessee to renew the lease upon expiry.
2. Derived by annualising the applicable monthly rental as at 30 September 2023, 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.

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 30 September 2023. There is an option for the lessee to renew the lease upon expiry.
2. Derived by annualising the applicable monthly rental as at 30 September 2023, 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.

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 30 September 2023. There is an option for the lessee to renew the lease upon expiry.
2. Derived by annualising the applicable monthly rental as at 30 September 2023, 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.

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⁾	3 years
Annual rental ⁽²⁾	RM17.13 million
No. of rooms	506
Acquisition date	22 December 2011
Valuation ^(3, 4)	JPY9,740 million (RM305.79 million)



Notes:

1. Lease remaining calculated as at 30 September 2023. There is an option for the lessee to renew the lease upon expiry.
2. Derived by annualising the applicable monthly rental as at 30 September 2023, 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:RM3.1395 as at 29 September 2023.

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 (RM10.39 million)
No. of rooms	200
Acquisition date	26 September 2018
Valuation ^(3, 4)	JPY6,280 million (RM197.16 million)



Notes:

1. Lease remaining calculated as at 30 September 2023. There is an option for the lessee to renew the lease upon expiry.
2. Derived by annualising the applicable monthly rental as at 30 September 2023.
3. As at 31 May 2023.
4. RM equivalent based on the exchange rate of JPY100:RM3.1395 as at 29 September 2023.

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 (RM1,526.41 million)



Notes:

1. As at 31 May 2023.
2. RM equivalent based on the exchange rate of A\$1.00:RM3.0286 as at 29 September 2023.

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 (RM272.57 million)



Notes:

1. As at 31 May 2023.
2. RM equivalent based on the exchange rate of A\$1.00:RM3.0286 as at 29 September 2023.

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 (RM242.29 million)



Notes:

1. As at 31 May 2023.
2. RM equivalent based on the exchange rate of A\$1.00:RM3.0286 as at 29 September 2023.

This presentation shall be read in conjunction with YTL Hospitality REIT's interim financial report for the quarter ended 30 September 2023, a copy of which is available on www.bursamalaysia.com and www.ytlhospitalityreit.com.

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