General Announcement::Announcements by CDL Hospitality Trusts, an associate of Millennium & Copthorne Hotels plc

## **Issuer & Securities**

Issuer/ Manager	CITY DEVELOPMENTS LIMITED
Securities	CITY DEVELOPMENTS LIMITED - SG1R89002252 - C09
Stapled Security	No

#### **Announcement Details**

Announcement Title	General Announcement
Date & Time of Broadcast	09-Sep-2015 18:28:13
Status	New
Announcement Sub Title	Announcements by CDL Hospitality Trusts, an associate of Millennium & Copthorne Hotels plc
Announcement Reference	SG150909OTHRLULX
Submitted By (Co./ Ind. Name)	Enid Ling Peek Fong
Designation	Company Secretary
	CDL Hospitality Trusts, an associate of Millennium & Copthorne Hotels plc has on 9 September 2015, issued the following announcements relating to the acquisition of Cambridge City Hotel in the United Kingdom:
	Acquisition of Cambridge City Hotel in the United Kingdom by CDL Hospitality Business Trust;
Description (Please provide a detailed description of the event in the box below)	2) Press Release on "CDL Hospitality Trusts Marks Maiden Entry into Europe with Acquisition of Cambridge City Hotel in the United Kingdom"; and
	3) Presentation Slides on the Acquisition of Cambridge City Hotel in the United Kingdom.
	For details, please refer to the announcements posted by CDL Hospitality Trusts on the SGX website, www.sgx.com



Asset Acquisitions and Disposals::Acquisition of Cambridge City Hotel in the United Kingdom

#### **Issuer & Securities**

Issuer/ Manager	M&C REIT MANAGEMENT LIMITED	
Securities	CDL HOSPITALITY TRUSTS - SG1T66931158 - J85	
Stapled Security	Yes	

## Other Issuer(s) for Stapled Security

Name		
DBS TRUSTEE LIMITED		

## **Announcement Details**

Announcement Title	Asset Acquisitions and Disposals	
Date & Time of Broadcast	09-Sep-2015 18:08:21	
Status	New	
Announcement Sub Title	Acquisition of Cambridge City Hotel in the United Kingdom	
Announcement Reference	SG150909OTHRVHHG	
Submitted By (Co./ Ind. Name)	Enid Ling Peek Fong	
Designation	Company Secretary	
Description (Please provide a detailed description of the event in the box below)	Please see the attached announcement on the acquisition of Cambridge City Hotel in the United Kingdom by CDL Hospitality Business Trust.	
Attachments	Announcement of Acquisition of Cambridge City Hotel Final.pdf  Total size =66K	





## A stapled group comprising:

### **CDL HOSPITALITY REAL ESTATE INVESTMENT TRUST**

(a real estate investment trust constituted on 8 June 2006 under the laws of the Republic of Singapore) and

#### **CDL HOSPITALITY BUSINESS TRUST**

(a business trust constituted on 12 June 2006 under the laws of the Republic of Singapore)

#### **ACQUISITION OF CAMBRIDGE CITY HOTEL IN THE UNITED KINGDOM**

## 1. INTRODUCTION

## 1.1 Information on the Acquisition

M&C REIT Management Limited, as manager of CDL Hospitality Real Estate Investment Trust ("H-REIT", and the manager of H-REIT, the "H-REIT Manager") and M&C Business Trust Management Limited, as trustee-manager of CDL Hospitality Business Trust ("HBT", and the trustee-manager of HBT, the "HBT Trustee-Manager", and together with the H-REIT Manager, the "Managers"), are pleased to announce that CDL HBT Cambridge City (UK) Ltd (the "Purchaser"), being an indirect wholly owned subsidiary of the HBT Trustee-Manager, has today entered into a share purchase agreement (the "Share Purchase Agreement") for the indirect acquisition of Cambridge City Hotel (the "Property").

The Property is presently held by LR (Cambridge) Limited (the "Target") and the acquisition of the Property by the Purchaser will be by way of acquiring 100% of the issued share capital of the Target (the "Acquisition") from London & Regional Group Trading No.3 Limited (the "Vendor"). Upon completion of the Acquisition ("Completion"), the Target will be renamed as CDL HBT Cambridge City Hotel (UK) Ltd (or such other name as may be determined by the Purchaser) and continue to hold and operate the Property. Completion is expected to be on or around 1 October 2015.

#### 1.2 Information on the Property

The Property is a purpose-built upper upscale hotel located in Cambridge, United Kingdom ("**UK**"). It is conveniently located in Cambridge city centre, within 1.6 kilometres of Cambridge railway station. It is also within the vicinity of popular tourist destinations, including the city's historic colleges such as King's College, University of Cambridge, and Cambridge's largest shopping mall, the Grand Arcade Shopping Centre which is adjacent to the Property.

The Property commenced operations in 1991 and offers a total of 198 rooms. In early 2014, the Property underwent an £8.2 million phased refurbishment of its public areas and all the rooms, and this was completed in April 2015. Additional facilities owned by the Property include three F&B outlets, 50 on-site parking spaces, conference and events facilities.

The Property sits on leasehold land, with a 125-year lease granted by the Cambridge City Council (the "**Head Lessor**", and the lease granted by the Head Lessor, the "**Head Lease**") commencing on 25 December 1990. In addition to the approximate 100 years left on the lease, the lease term may be extended for a further term of 50 years pursuant to the lessee's option to renew under the Head Lease.

#### 1.3 Purchase Consideration

Pursuant to the terms of the Share Purchase Agreement, the purchase consideration for the Acquisition comprises payment of the property price of £61.5 million (approximately S\$133.2 million <sup>1</sup>) (the "**Property Consideration**") plus payment of approximately £1.0 million (approximately S\$2.1 million) based on the estimated net working capital and cash of the Target as at the time of Completion with the aggregate amount being approximately £62.5 million (approximately S\$135.3 million)<sup>2</sup>.

The Property Consideration was arrived at on a willing-buyer and willing-seller basis following a tender exercise conducted by the Vendor, and taking into account the independent valuation of the Property of £61.5 million (approximately S\$133.2 million) by Knight Frank LLP ("**Knight Frank**") as at 25 August 2015.

A refundable deposit of £6.15 million (approximately S\$13.3 million) (the "**Deposit**"), amounting to 10.0% of the Property Consideration was paid upon the execution of the Share Purchase Agreement into the Vendor's solicitors' account and held by the Vendor's solicitors as stakeholder. The remainder of the purchase consideration, which is to be fully satisfied by payment in cash on Completion, is subject to Post-Completion Adjustments.

## 2. RATIONALE FOR THE ACQUISTION

The Managers believe that the Acquisition will bring the following key benefits to holders of Stapled Securities ("Stapled Securities", and the holders of Stapled Securities, "Stapled Security Holders"):

## 2.1 Accretive Acquisition

The Managers are of the view that the Acquisition is accretive to Stapled Security Holders based on the pro forma financial effects of the Acquisition on the distribution per Stapled Security ("DPS") of CDLHT.

During the phased refurbishment of the Property, the rooms refurbishment which took place in 2014 affected occupancy as an average of approximately 16.0% of the rooms were taken out of inventory at any one time. Despite the disruptions arising from public areas of the Property being renovated from January 2015 to April 2015, the Property's performance showed a marked improvement in 2015 over 2014 after the rooms refurbishment, recording a Revenue per Available Room ("RevPAR") growth of 28.6% year-on-year ("yoy") for the six months ended 30 June 2015 ("1H2015"). Correspondingly, the RevPAR achieved by the Property for

<sup>1</sup> Unless otherwise stated in this announcement, all conversions are based on an assumed exchange rate of £1.00 = \$\\$2.1655.

<sup>2</sup> The purchase consideration will be subject to post-completion adjustments based on the actual net working capital and cash of the Target as at Completion ("Post-Completion Adjustments").

1H2015 was £101. The Property's trading performance is expected to further improve as the hotel continues to trade post-renovation without any disruption.

Based on the Property Consideration of £61.5 million (approximately S\$133.2 million) and assuming that CDLHT owned the Property from 1 January 2015, the pro forma annualised net property income yield of the Property for 1H2015 would be 5.6%<sup>3</sup>. On a pro forma 1H2015 basis, this translates to a DPS accretion of 1.9%<sup>4</sup>.

## 2.2 Maiden Entry into Europe through Presence in Cambridge, United Kingdom

This Acquisition in Cambridge marks CDLHT's first investment in Europe. UK is set to be the fastest-growing G7 economy as evidenced by its solid employment growth and the recent upturn in real earnings<sup>5</sup>. The hospitality outlook for 2015 continues to be strong<sup>6</sup> with international tourist arrivals to UK expected to hit a record 35.1 million<sup>7</sup>. The recent streamlining of visa process for Chinese visitors entering UK<sup>8</sup> is also likely to encourage more inbound travel from the world's largest tourism source market<sup>9</sup>. The record number of visitors, coupled with the improved economic outlook, is likely to have a positive effect on hotels across UK.

## 2.2.1 Robust Hospitality Market with Strong Demand Profile

Cambridge is a city renowned for its history, architecture and cultural appeal, and is one of the primary tourist destinations in UK, for both domestic and overseas visitors.

It is also an important location for UK's research and development ("R&D") sector. Cambridge is sometimes referred to as "Silicon Fen", an allusion to Silicon Valley. It is home to a large cluster of high-tech businesses focusing on software, electronics and biotechnology. Notable names include AstraZeneca, Pfizer, Microsoft, Hewlett-Packard, Amazon, Mundipharma and ARM Holdings.

According to Knight Frank, Cambridge is one of the strongest hospitality markets in the UK. For the year ended 31 December 2014, the competitive set of the Property registered a yoy RevPAR growth of 6% based on the STR Global report.

## 2.2.2 Exceptional City Centre Location

The Property boasts a prime location in Cambridge's city centre. Several of the city's key attractions including the King's College, The Fitzwilliam Museum, Cambridge University Botanic Garden and Trinity College are well within walking distance of the

Based on the pro forma annualised net property income of the Property for 1H2015 of £3.4 million (approximately S\$7.4 million), as a percentage of the Property Consideration of £61.5 million (approximately S\$133.2 million). Taking into consideration the transaction costs of £1.2 million (approximately S\$2.6 million), the pro forma annualised net property income yield will be 5.5%.

Based on the change of the pro forma DPS for 1H2015 of the enlarged portfolio over the DPS for 1H2015 of CDLHT. For the purpose of the computations, the Total Acquisition Cost is assumed to be 100.0% GBP debt-funded.

<sup>5</sup> Source: Financial Times, "UK Set to be fastest-growing G7 economy", 30 June 2015 (<a href="https://next.ft.com/95c6322a-1f05-11e5-ab0f-6bb9974f25d0">https://next.ft.com/95c6322a-1f05-11e5-ab0f-6bb9974f25d0</a>).

<sup>6</sup> Source: Horwath HTL, Hotel Yearbook 2015 EMEA.

<sup>7</sup> Source: VisitBritain (<a href="https://www.visitbritain.org/2015-forecast">https://www.visitbritain.org/2015-forecast</a>).

<sup>8</sup> Source: Financial Times, "UK hopes new visa system will increase Chinese visitor numbers", 19 June 2015 (https://next.ft.com/8ac43680-15cb-11e5-a58d-00144feabdc0).

<sup>9</sup> Source: COTTM, "Capturing the lucrative China outbound tourism market", 8 July 2015 (<a href="http://www.cottm.com/news-center/news/capturing-lucrative-china-outbound-tourism-market">http://www.cottm.com/news-center/news/capturing-lucrative-china-outbound-tourism-market</a>).

Property. Grand Arcade Shopping Centre, the city's principal shopping mall, is adjacent to the Property.

The Property's strategic location and its close proximity to popular tourist destinations and colleges makes it appealing to both leisure and business travellers. The Property is also easily accessible as it is located beside a main thoroughfare and has easy access to public transportation, with the Cambridge railway station being a 6-minute drive away.

## 2.2.3 Property to Benefit from High Barriers to Entry and New Demand Drivers

There are a very limited number of hotels in Cambridge, particularly commercial hotels with meeting facilities in the city centre. Hence, it is a rare opportunity to secure a prominent presence in the city through owning one of the largest hotels there. The Property is expected to benefit from the high barriers to entry in Cambridge city centre. The historical and cultural nature of the city has resulted in limited development sites, with most of the new supply taking place on the outskirts of the city. In addition, the central conservation area and high percentage of buildings belonging to the University have also restricted new hotel development opportunities. Although there is a new budget hotel opening in 2016 and a re-positioned hotel launching in 2017, the constrained supply of hotels in the city centre coupled with the new and upcoming demand drivers, are likely to support the continued growth of the Property in the medium term.

## 2.3 Buoyant Outlook Driven by Burgeoning Life Science Cluster

Cambridge is often regarded as an international centre for R&D. This has developed as a result of a strong tradition of scientific research in Cambridge University, and a supply of highly-trained personnel who choose to remain in Cambridge following their graduation. The city is currently home to more than 2,000 science- and technology-based companies and its growth in recent years has also attracted attention from venture capitalists and other strategic investors<sup>10,11</sup>. Looking ahead, Cambridge's growth trajectory is set to continue with a number of major developments that are coming to fruition.

## 2.3.1 Addenbrooke's 2020 Vision to Benefit Cambridge

Cambridge benefits from a number of business parks and R&D facilities located in the outskirts and wider area of the city. One of the biggest developments relates to Addenbrooke's 2020 Vision to make Cambridge Biomedical Campus one of the largest concentrations of healthcare-related talent and enterprise in Europe. Part of this plan will see the construction of AstraZeneca's £330 million Corporate Headquarters and Global R&D Centre which is expected to employ close to 2,000 people when it is completed in 2016. The Forum Cambridge, a £120 million development, will see the addition of a postgraduate education centre, private hospital and conference centre when it is completed in 2018. Another project that is

<sup>10</sup> Source: The Telegraph, "Is Cambridge UK's most successful city?", 7 March 2015

<sup>(</sup>http://www.telegraph.co.uk/finance/festival-of-business/11456262/ls-Cambridge-the-UKs-most-successful-city.html)

Source: Business Weekly, "Cambridge leads VC investment boom in UK Biotech", 19 January 2015 (http://www.businessweekly.co.uk/news/biomedtech/18046-cambridge-leads-vc-investment-boom-uk-biotech).

scheduled for completion in 2018 is the £165 million Papworth Hospital which will be UK's largest specialist centre for heart and lung transplant<sup>12</sup>.

## 2.3.2 £850 million Urban Mixed-Use Development Near the Property

The Property is also expected to benefit from the £850 million mixed-use development at CB1 Station Road, which is located approximately 1.6 kilometres away. This 25-acre development, which is expected to be complementary to the growth of the life science cluster, comprises Grade A office space, leisure and health facilities, retail outlets as well as residential and student accommodation. It is currently under construction and will be opened progressively over the next few years<sup>13</sup>.

## 2.4 High Quality Asset with Upside Potential from Asset Enhancements and Rebranding

The Property is a newly refurbished upper upscale hotel with a comprehensive suite of facilities such as meeting rooms, F&B outlets, gym, sauna and covered parking spaces. All rooms come with wireless internet access, home entertainment system and en suite bathrooms.

#### 2.4.1 Asset Enhancement Opportunities

The increasing business activities in Cambridge are likely to generate higher demand for meetings, seminars and trainings. As the Property grows its meetings business, there will be opportunities to progressively expand the Property's meeting facilities by converting some of the under-utilised spaces. Such an undertaking could potentially unlock more value from the Property.

## 2.4.2 Rebranding Opportunity

Given that the Property is currently owner-operated, there is an opportunity to reposition the hotel under an international brand. This can boost access to a global customer base, thereby enhancing performance of the Property.

## 2.5 Broadening Earnings Base and Strengthening Portfolio through Diversification

The Acquisition is expected to benefit Stapled Security Holders by broadening CDLHT's earning base. Assuming CDLHT owned the Property from 1 January 2014, it would contribute approximately  $4.0\%^{14}$  and  $5.3\%^{15}$  of CDLHT's total net property income on a pro forma basis for the twelve months ended 31 December 2014 and 1H2015 respectively. The Acquisition will also have the benefit of improving the geographical diversification of CDLHT's portfolio.

<sup>12</sup> Source: Cambridge Biomedical Campus (<a href="http://cambridge-biomedical.com/about-the-campus-2/masterplan-2/">http://cambridge-biomedical.com/about-the-campus-2/masterplan-2/</a>).

<sup>13</sup> Source: CB1 Cambridge (<a href="http://www.cb1cambridge.eu/">http://www.cb1cambridge.eu/</a>).

<sup>14</sup> Based on the pro forma net property income of CDLHT's enlarged portfolio for the year ended 31 December 2014, assuming CDLHT owned the two Japan hotels from 1 January 2014 even though the Japan hotels acquisitions were only completed on 19 December 2014.

<sup>15</sup> Based on the pro forma net property income of CDLHT's enlarged portfolio for the six months ended 30 June 2015.

## 3. CERTAIN PRINCIPAL TERMS OF THE ACQUISITION

## 3.1 Estimated Total Acquisition Cost

The current estimated total cost of the Acquisition ("**Total Acquisition Cost**") is approximately £63.6 million (approximately S\$137.8 million)<sup>16</sup>, comprising:

- (i) the Property Consideration of £61.5 million (approximately S\$133.2 million);
- estimated net working capital and cash of the Target as at the time of Completion of approximately £1.0 million (approximately S\$2.1 million) subject to Post-Completion Adjustments;
- (iii) the HBT Trustee-Manager's acquisition fee in respect of the Acquisition (the "Acquisition Fee") under the HBT Trust Deed <sup>17</sup> which amounts to £0.06 million (approximately S\$0.1 million);
- (iv) stamp duty amounting to £0.3 million (approximately S\$0.7 million); and
- (v) the estimated professional fees and expenses incurred by HBT in connection with the Acquisition, which amount to approximately £0.8 million (approximately S\$1.8 million).

On or after Completion, the HBT Trustee-Manager may inject additional capital of up to an estimated £1.5 million (approximately S\$3.2 million) into the Target. The purpose of the capital injection is to fund future capital expenditure and for working capital needs.

### 3.2 Valuation

The Managers and DBS Trustee Limited, in its capacity as the trustee of H-REIT have commissioned an independent property valuer, Knight Frank, to value the Property. Knight Frank, in its valuation report dated 25 August 2015, stated that the market value of the Property is £61.5 million (approximately S\$133.2 million) on the basis that the Property is managed by an international hotel operator. Knight Frank used the discounted cash flow method in arriving at its valuation of the Property.

## 3.3 Share Purchase Agreement

Completion under the Share Purchase Agreement is subject to and conditional upon the satisfaction of certain conditions, including the discharge of any encumbrances in respect of the shares of the Target and of the Property.

Due to adverse UK tax consequences that will arise if H-REIT were to assume the Target's specific structure, it is not suitable for H-REIT to be the acquirer. Hence, HBT is undertaking the Acquisition instead of H-REIT.

<sup>16</sup> Numbers will not add up due to rounding.

<sup>17</sup> The trust deed constituting HBT dated 12 June 2006 as amended, varied and supplemented from time to time.

## 3.4 Incorporation and Constitution of Subsidiaries

The following subsidiaries have been established:

Name of Company	Country of Incorporation / Establishment	Issued and Paid Up Share Capital	Purpose
CDL HBT Cambridge City Pte. Ltd.	Singapore	£2.00	To hold CDL HBT Cambridge City (UK) Ltd
CDL HBT Cambridge City (UK) Ltd (i.e. the Purchaser)	England and Wales	£2.00	To hold CDL HBT Cambridge City Hotel (UK) Ltd (or such other name as may be determined by the Purchaser) (i.e. the Target)
CDLHT Cambridge City Pte. Ltd.	Singapore	£2.00	Investment holding
CDLHT Cambridge City Holdings (UK) Ltd	England and Wales	£2.00	Investment holding

## 4. METHOD OF FINANCING AND PRO FORMA FINANCIAL EFFECTS OF THE ACQUISITION

## 4.1 Method of Financing

The Total Acquisition Cost will be initially fully funded through 100% offshore GBP-denominated debt financing through H-REIT's multi-currency bridge loan facility. H-REIT will lend funds amounting up to £65.1 million (approximately S\$141.1 million) comprising the Total Acquisition Cost of £63.6 million (approximately S\$137.8 million) and up to an estimated £1.5 million (approximately S\$3.2 million) that may be drawn down to fund future capital expenditure and working capital needs of the Target, out of its multi-currency bridge loan facility to HBT for the Acquisition<sup>18</sup>.

Depending on market conditions, H-REIT's bridge loan could be refinanced by a term loan or other means, as may be determined by the Managers. Upon Completion, the aggregate leverage of CDLHT is expected to be approximately 35.8%<sup>19</sup>.

### 4.2 Pro Forma Financial Effects of the Acquisition

The pro forma financial effects of the Acquisition on the DPS and net asset value ("NAV") presented below are strictly for illustrative purposes only and were prepared based on:

- (i) CDLHT's audited consolidated financial statements for the financial year ended 31 December 2014 (the "FY2014 Audited Consolidated Financial Statements"); and
- (ii) the unaudited consolidated financial statements of CDLHT for the six months ended 30 June 2015 (the "**1H2015 Unaudited Financial Statements**"),

taking into account the Total Acquisition Cost, the pro forma historical financial performance of the Property and the assumption that the Acquisition is 100.0% financed through debt.

The Property is accounted for as property, plant and equipment, which are measured at cost less depreciation and any provision for impairment. Depreciation and impairment losses charged to the statement of total return are non-cash items which are added back for the purposes of arriving at CDLHT's distributable income and thus do not have an impact on its distribution.

The reason for presenting the pro forma DPS and NAV per Stapled Security based on the 1H2015 Unaudited Financial Statements in addition to the FY2014 Audited Consolidated Financial Statements is because the Property underwent its phased refurbishment in 2014 and 2015. As part of the phased refurbishment, rooms were refurbished from early 2014 to December 2014. During this period, an average of about 32 rooms were taken out of inventory to undergo refurbishment at any one time, hence lowering the Property's occupancy for the period.

<sup>18</sup> The H-REIT Manager will waive its management fee in relation to the funds lent by H-REIT to HBT to finance the Acquisition since the HBT Trustee-Manager will be earning its management fee on the Property going forward in relation to the Acquisition.

<sup>19</sup> On a pro forma basis, assuming the Acquisition was completed on 30 June 2015. The gearing ratio assumes the inclusion of the estimated £1.5 million (approximately S\$3.2 million) that may be drawn down for future capital expenditure and working capital needs on or after Completion. The pre-acquisition debt to total assets ratio was 32.0% as at 30 June 2015.

The pro forma financial effects are for illustrative purposes only and do not represent CDLHT's DPS and NAV per Stapled Security following Completion. In addition, Stapled Security Holders should note that the hotel business is seasonal and the performance for 1H2015 may not be representative of the performance for the financial year ending 31 December 2015. The weakest quarter for the Property tends to be in the first quarter of the calendar year.

## 4.2.1 Financial Year ended 31 December 2014 ("FY2014")

#### Pro forma DPS and Distribution Yield

The pro forma financial effects of the Acquisition on the DPS and distribution yield for CDLHT for FY2014, as if the Acquisition was completed on 1 January 2014, and CDLHT held and operated the Property through to 31 December 2014, are as follows:

	FY2014	
	Before the	After the
	Acquisition	Acquisition
Net Property Income (S\$'000)	140,526 <sup>(1)</sup>	146,557 <sup>(2)</sup>
Distributable Income (S\$'000) <sup>(3)</sup>	119,515	120,444
Units in issue and to be issued ('000)	982,232 <sup>(4)</sup>	982,232 <sup>(5)</sup>
DPS (cents) <sup>(6)</sup>	12.19	12.26
Distribution yield (%) <sup>(7)</sup>	9.23	9.29

- (1) Based on the audited consolidated financial statements of CDLHT for FY2014.
- (2) Includes (i) pro forma income contribution from the Property, and (ii) deduction of additional property expenses in connection with the Acquisition for the period from 1 January 2014 to 31 December 2014.
- (3) The distributable income of CDLHT (before deducting income retained for working capital) represents the aggregate of distributions by H-REIT and HBT.
- (4) Number of Stapled Securities issued and issuable as at 31 December 2014.
- (5) No new Stapled Securities are assumed to be issued as payment of the management fee to the HBT Trustee-Manager as no profit before interest and tax was recorded on a pro forma basis mainly due to the expensing of the one-time transaction costs relating to the Acquisition.
- (6) Figures rounded to two decimal places.
- (7) Based on the Stapled Securities' closing market price of \$\$1.320 as at 8 September 2015.

## Pro forma NAV per Stapled Security

The pro forma financial effects of the Acquisition on the NAV per Stapled Security as at 31 December 2014, as if the Acquisition was completed on 31 December 2014, are as follows:

As at 31 December 2014

_	Before the	After the
	Acquisition	Acquisition
NAV (S\$'000)	1,616,127 <sup>(1)</sup>	1,613,570 <sup>(2)</sup>
Units in issue and to be issued ('000)	982,232 <sup>(3)</sup>	982,232 <sup>(4)</sup>
NAV per Stapled Security (cents) <sup>(5)</sup>	1.65	1.64

- (1) Based on the audited consolidated financial statements of CDLHT for FY2014.
- (2) The drop in NAV is attributed to the expensing of the one-time transaction costs relating to the Acquisition.
- (3) Number of Stapled Securities issued and issuable as at 31 December 2014.
- (4) Includes the issued and issuable Stapled Securities as at 31 December 2014 in Note (2) above, with no new Stapled Securities to be issued for the Acquisition.
- (5) Figures rounded to two decimal places.

## **Pro forma Capitalisation**

The following table sets forth the pro forma capitalisation of CDLHT as at 31 December 2014, as if the Acquisition was completed on 31 December 2014.

As at 31 December 2014

	Actual	As adjusted
	(Before the Acquisition) <sup>(1)</sup>	(After the Acquisition)
	(S\$ million)	(S\$ million)
Short-term debt:		
Secured	-	-
Unsecured	317.9	317.9
Total short-term debt	317.9	317.9
Long-term debt:		
Secured	-	-
Unsecured	458.8	596.6 <sup>(2)</sup>
Total long-term debt	458.8	596.6
Total Debt	776.7	914.5
Stapled Security Holders' funds	1,616.1	1,613.6
Total Capitalisation	2,392.8	2,528.1

<sup>(1)</sup> Based on the audited consolidated financial statements of CDLHT as at 31 December 2014.

<sup>(2)</sup> The borrowings include funding for the Total Acquisition Cost but exclude the estimated £1.5 million (approximately S\$3.2 million) funding for future capital expenditure and working capital needs, which may be drawn down on or after Completion.

## 4.2.2 Six Months ended 30 June 2015

## **Pro Forma DPS and Distribution Yield**

The pro forma financial effects of the Acquisition on the DPS and distribution yield for CDLHT for the six months ended 30 June 2015, as if the Acquisition was completed on 1 January 2015, and CDLHT held and operated the Property through to 30 June 2015, are as follows:

1H2015

<del>-</del>	D. (	A 64 41
	Before	After the
	the Acquisition	Acquisition
Net Property Income (S\$'000)	66,118 <sup>(1)</sup>	69,809 <sup>(2)</sup>
Distributable Income (S\$'000) <sup>(3)</sup>	51,234	52,184
Stapled Securities in issue and to be issued ('000)	985,224 <sup>(4)</sup>	985,224 <sup>(5)</sup>
DPS (cents) for the period <sup>(6)</sup>	5.20	5.30
Distribution yield (annualised) (%) <sup>(7)</sup>	7.94	8.09

- (1) Based on the unaudited consolidated financial statements of CDLHT for the period from 1 January 2015 to 30 June 2015.
- (2) Includes (i) pro forma income contribution from the Property, and (ii) deduction of additional property expenses in connection with the Acquisition for the period from 1 January 2015 to 30 June 2015.
- (3) The distributable income of CDLHT (before deducting income retained for working capital) represents the aggregate of distributions by H-REIT and HBT.
- (4) Number of Stapled Securities issued and issuable as at 30 June 2015.
- (5) No new Stapled Securities are assumed to be issued as payment of the management fee to the HBT Trustee-Manager as no profit before interest and tax was recorded on a pro forma basis mainly due to the expensing of the one-time transaction costs relating to the Acquisition.
- (6) Figures rounded to two decimal places.
- (7) Based on the Stapled Securities' closing market price of S\$1.320 as at 8 September 2015.

## **Pro Forma NAV per Stapled Security**

The pro forma financial effects of the Acquisition on the NAV per Stapled Security as at 30 June 2015, as if the Acquisition was completed on 30 June 2015, are as follows:

#### As at 30 June 2015

·	Before	After the
	the Acquisition	Acquisition
NAV (S\$'000)	1,594,536 <sup>(1)</sup>	1,591,979 <sup>(2)</sup>
Units in issue and to be issued ('000)	985,224 <sup>(3)</sup>	985,224 <sup>(4)</sup>
NAV per Stapled Security (cents) <sup>(5)</sup>	1.62	1.62

- (1) Based on the unaudited consolidated financial statements of CDLHT for the period from 1 January 2015 to 30 June 2015.
- (2) The drop in NAV is attributed to the expensing of the one-time transaction costs relating to the Acquisition.
- (3) Number of Stapled Securities issued and issuable as at 30 June 2015.
- (4) Includes the issued and issuable Stapled Securities as at 30 June 2015 in Note (2) above, with no new Stapled Securities to be issued for the Acquisition.
- (5) Figures rounded to two decimal places.

## **Pro Forma Capitalisation**

The following table sets forth the pro forma capitalisation of CDLHT as at 30 June 2015, as if the Acquisition was completed on 30 June 2015.

As at 30 June 2015

	Actual	As adjusted	
	(Before the Acquisition) <sup>(1)</sup>	(After the Acquisition)	
	(S\$ million)	(S\$ million)	
Short-term debt:			
Secured	-	-	
Unsecured	313.5	313.5	
Total short-term debt	313.5	313.5	
Long-term debt:			
Secured	-	-	
Unsecured	461.6	599.4 <sup>(2)</sup>	
Total long-term debt	461.6	599.4	
Total Debt	775.1	912.9	
Stapled Security Holders funds	1,594.5	1,592.0	
Total Capitalisation	2,369.6	2,504.9	

- (1) Based on the unaudited consolidated financial statements of CDLHT as at 30 June 2015.
- (2) The borrowings include funding for the Total Acquisition Cost but exclude the estimated £1.5 million (approximately S\$3.2 million) funding for future capital expenditure and working capital needs, which may be drawn down on or after Completion.

## 5. OTHER INFORMATION

## 5.1 Relative Figures Computed on the Bases Set Out in Rule 1006 of the Listing Manual

Chapter 10 of the Listing Manual classifies transactions into (i) non-discloseable transactions, (ii) discloseable transactions, (iii) major transactions, and (iv) very substantial acquisitions or reverse takeovers, depending on the size of the relative figures computed on, inter alia, the following applicable bases:

- (i) the net profits attributable to the assets acquired, compared with CDLHT's net profits pursuant to Rule 1006(b) of the Listing Manual; and
- (ii) the aggregate value of the consideration given or received, compared with CDLHT's market capitalisation based on the total number of issued Stapled Securities pursuant to Rule 1006(c) of the Listing Manual.

Where any of the relative figures computed on the bases set out above exceeds 5% but does not exceed 20%, the transaction is classified as a "discloseable transaction" under Rule 1010 of the Listing Manual which would require the issue of an announcement. Where any of the relative figures computed on the bases set out above is 20.0% or more, the transaction is classified as a "major transaction" under Rule 1014 of the Listing Manual which would be subject to the approval of Stapled Security Holders, unless such transaction is in the ordinary course of CDLHT's business.

The relative figures in relation to the Acquisition computed on the bases set out do not exceed 20.0%. Rule 1006(d) does not apply as no Stapled Securities will be issued by CDLHT as consideration for the Acquisition.

For the purposes of illustration to Stapled Security Holders, the relative figures for the Acquisition using the applicable bases of comparison are set out in the table below:

Criteria	CDLHT (S\$ million)	The Acquisition (S\$ million)	Relative Percentage (%)
The net profits attributable to the assets acquired compared with CDLHT's net profits	66.1 <sup>(1)</sup>	3.7	5.6
Aggregate value of the consideration given compared with CDLHT's market capitalisation	1,305.4 <sup>(2)</sup>	135.3	10.4

- (1) Based on the unaudited consolidated financial statements of CDLHT for 1H2015. In the case of a real estate investment trust, net property income is a close proxy to the net profits attributable to its assets.
- (2) Based on the market capitalisation of CDLHT on 8 September 2015 which is the market date preceding the date of the Share Purchase Agreement.

## 5.2 Interests of Directors and Substantial Stapled Security Holders

As at the date of this announcement, certain directors of the Managers collectively hold an aggregate, direct and indirect, interest in 230,000 Stapled Securities.

Based on the information available to the Managers as at the date of this announcement, none of the directors of the Managers and Substantial Stapled Security Holders have any interest, direct or indirect, in relation to the Acquisition.

## 5.3 Director's Service Contracts

No person is proposed to be appointed as a Director in relation to the Acquisition or any other transactions contemplated in relation to the Acquisition.

## 6. DOCUMENTS FOR INSPECTION

Copies of the following documents are available for inspection during normal business hours at the registered office of the Managers at 36 Robinson Road, #04-01 City House, Singapore 068877<sup>20</sup> from the date of this announcement up to and including the date falling three months thereafter:

- (i) the Share Purchase Agreement; and
- (ii) the valuation report of the Property by Knight Frank.

The H-REIT Trust Deed and HBT Trust Deed will also be available for inspection at the registered office of the Managers for so long as H-REIT and HBT are in existence.

#### BY ORDER OF THE BOARD

Vincent Yeo Wee Eng
Chief Executive Officer
M&C REIT Management Limited
(Company Registration Number 200607091Z)
as manager of CDL Hospitality Real Estate Investment Trust

## BY ORDER OF THE BOARD

Vincent Yeo Wee Eng
Chief Executive Officer
M&C Business Trust Management Limited
(Company Registration Number 200607118H)
as trustee-manager of CDL Hospitality Business Trust

9 September 2015

<sup>20</sup> Prior appointment with the Managers will be appreciated.

#### **IMPORTANT NOTICE**

The value of Stapled Securities and the income derived from them may fall as well as rise. Stapled Securities are not obligations of, deposits in, or guaranteed by, the H-REIT Manager, the HBT Trustee-Manager or any of their respective affiliates. An investment in Stapled Securities is subject to investment risks, including the possible loss of the principal amount invested.

Investors have no right to request that the H-REIT Manager and the HBT Trustee-Manager or any of their respective affiliates redeem or purchase their Stapled Securities while the Stapled Securities are listed. It is intended that the holders of Stapled Securities may only deal in their Stapled Securities through trading on Singapore Exchange Securities Trading Limited (the "SGX-ST"). Listing of the Stapled Securities on the SGX-ST does not guarantee a liquid market for the Stapled Securities.

The past performance of CDL Hospitality Trusts is not necessarily indicative of the future performance of CDL Hospitality Trusts.

Consent has not been sought from STR Global, the Financial Times, Horwath HTL, VisitBritain, COTTM, The Telegraph, Business Weekly, Cambridge Biomedical Campus and CB1 Cambridge for the inclusion of information extracted from the relevant reports published by them and therefore they are not liable for such information. While the Managers have taken reasonable actions to ensure that the information from the reports published by STR Global, the Financial Times, Horwath HTL, VisitBritain, COTTM, The Telegraph, Business Weekly, Cambridge Biomedical Campus and CB1 Cambridge are reproduced in their proper form and context, and that the relevant information has been extracted accurately and fairly from such reports, neither the Managers nor any other party has conducted an independent review of the information contained in such reports and the market and industry information contained in this announcement nor verified the accuracy of the contents of the relevant information or the reports cited in this announcement.

Asset Acquisitions and Disposals::Press Release on the Acquisition of Cambridge City Hotel in the United Kingdom Issuer & Securities

Issuer/ Manager	M&C REIT MANAGEMENT LIMITED
Securities	CDL HOSPITALITY TRUSTS - SG1T66931158 - J85
Stapled Security	Yes

Other Issuer(s) for Stapled Security

Name		
DBS TRUSTEE LIMITED		

## **Announcement Details**

Announcement Title	Asset Acquisitions and Disposals
Date & Time of Broadcast	09-Sep-2015 18:09:32
Status	New
Announcement Sub Title	Press Release on the Acquisition of Cambridge City Hotel in the United Kingdom
Announcement Reference	SG150909OTHR5Y5F
Submitted By (Co./ Ind. Name)	Enid Ling Peek Fong
Designation	Company Secretary
Description (Please provide a detailed description of the event in the box below)	Please see the attached Press Release on "CDL Hospitality Trusts Marks Maiden Entry into Europe with Acquisition of Cambridge City Hotel in the United Kingdom".

Attachments	20150909 CDLHT Press Release Acquisition of Cambridge City Hotel Final.pdf
	Total size =419K





## FOR IMMEDIATE RELEASE

9 September 2015

## CDL HOSPITALITY TRUSTS MARKS MAIDEN ENTRY INTO EUROPE WITH ACQUISITION OF CAMBRIDGE CITY HOTEL IN THE UNITED KINGDOM

- . Acquisition of a newly refurbished hotel in an exceptional city centre location in Cambridge
- Property price of £61.5 million with an annualised net property income yield of 5.6% for the six months ended 30 June 2015
- DPS accretion of 1.9%<sup>1</sup>
- Rare opportunity to acquire a prime asset in one of the strongest performing markets in United Kingdom ("UK")
- Strengthens portfolio and earnings base through diversification

**Singapore, 9 September 2015** – M&C REIT Management Limited, as manager of CDL Hospitality Real Estate Investment Trust ("H-REIT", and the manager of H-REIT, the "H-REIT Manager"), and M&C Business Trust Management Limited, as trustee-manager of CDL Hospitality Business Trust ("HBT" and the trustee-manager of HBT, the "HBT Trustee-Manager", and together with the H-REIT Manager, the "Managers"), are pleased to announce that HBT Trustee-Manager, has today through its indirect wholly owned subsidiary, CDL HBT Cambridge City (UK) Ltd, entered into a share purchase agreement, to indirectly acquire Cambridge City Hotel (the "Property") by way of acquiring 100% of the issued capital of LR (Cambridge) Limited (the "Target", and the acquisition of the Target, the "Acquisition") from London & Regional Group Trading No.3 Limited (the "Vendor").

The purchase consideration for the Acquisition is based on the property price of £61.5 million (approximately S\$133.2 million)<sup>2</sup>, and payment of approximately £1.0 million (approximately S\$2.1 million) based on the estimated net working capital and cash of the Target as at the time of completion<sup>3</sup>, with the aggregate amount being approximately £62.5 million (approximately S\$135.3 million).

Upon completion of the Acquisition, the Target will be renamed as CDL HBT Cambridge City Hotel (UK) Ltd<sup>4</sup> and continue to hold and operate the Property.

## **DESCRIPTION OF PROPERTY**

The Property is a newly-refurbished upper upscale hotel offering 198 rooms and a comprehensive suite of facilities. It boasts a prime location in the heart of Cambridge city centre, being 1.6 kilometres from Cambridge railway station and is situated beside a main thoroughfare. It is also within the vicinity of popular tourist destinations such as King's College, Fitzwilliam Museum, and Cambridge's largest shopping mall, the Grand Arcade Shopping Centre which is adjacent to the Property. In April 2015, it completed an £8.2 million phased refurbishment programme involving the public areas and all the 198 rooms.

Mr Vincent Yeo, CEO of the Managers, commented on the Acquisition, "This acquisition in Cambridge, UK, is in line with our strategy to invest in markets with good growth potential. Cambridge has been one of the strongest performing hospitality markets in UK and the burgeoning life science cluster will support the growth trajectory of the market. This acquisition of Cambridge City Hotel is a rare opportunity for us to acquire a prime asset in a tightly held investment market."

<sup>1</sup> Based on the change of the pro forma Distribution per Stapled Security ("DPS") for the six months ended 30 June 2015 ("1H2015") of the enlarged portfolio over the DPS for 1H2015 of CDLHT.

<sup>2</sup> Unless otherwise stated, all currency conversions are based on an assumed exchange rate of £1.00 = S\$2.1655.

<sup>3</sup> The purchase consideration will be subject to post-completion adjustments based on the actual net working capital and cash of the Target as at completion.

<sup>4</sup> Subject to change.



#### **FUNDING**

The Acquisition will be fully funded initially by GBP-denominated debt. Upon completion of the Acquisition, CDLHT's gearing will increase from 32.0% to 35.8%<sup>5</sup>.

#### INVESTMENT HIGHLIGHTS

### **Accretive Acquisition**

The Acquisition is expected to be accretive to the Stapled Security holders. During the phased refurbishment of the Property, the rooms refurbishment which took place in 2014 affected occupancy as an average of approximately 16.0% of the rooms were taken out of the inventory at any one time. Despite the disruption arising from the public areas of the Property being renovated from January 2015 to April 2015, the Property's performance showed a marked improvement in 2015 over 2014 after the rooms refurbishment, recording a year-on-year ("yoy") Revenue per Available Room ("RevPAR") growth of 28.6% for 1H2015. Correspondingly, the RevPAR achieved by the Property for 1H2015 was £101. The Property's trading performance is expected to further improve as the hotel continues to trade post-renovation without any disruption.

Assuming CDLHT owned the Property from 1 January 2015, the pro forma annualised net property income yield of the Property for 1H2015 would be 5.6%, based on the property price of £61.5 million. On a pro forma basis for 1H2015, this translates to a DPS accretion of 1.9%.

## Maiden Entry into Europe Through Presence in Cambridge, UK

This Acquisition in Cambridge marks CDLHT's first investment in Europe and represents a diversification of its portfolio from the Asia-Pacific region. The hospitality outlook for UK continues to be strong<sup>8</sup> with international tourist arrivals expected to hit a record 35.1 million in 2015<sup>9</sup>. The recent streamlining of visa process for Chinese visitors entering UK<sup>10</sup> is also likely to encourage more inbound travel from the world's largest tourism source market<sup>11</sup>.

Cambridge is a robust hospitality market with strong demand profile. It is one of the primary tourist destinations in UK due to its historical and cultural appeal, and also an important location for UK's research and development ("R&D") sector where it is home to a large cluster of high-tech businesses focusing on software, electronics and biotechnology. Cambridge is sometimes referred to as "Silicon Fen", an allusion to Silicon Valley.

According to Knight Frank, Cambridge is one of the strongest hospitality markets in UK. For the year ended 31 December 2014, the competitive set of the Property registered a yoy RevPAR growth of 6% based on the STR Global report.

On a pro forma basis, assuming the Acquisition was completed on 30 June 2015. The pre-acquisition debt to total assets ratio was 32.0% as at 30 June 2015. The additional debt totalling £65.1 million (approximately \$\$141.1 million) comprises total acquisition cost of £63.6 million and an estimated £1.5 million that may be drawn down to fund future capital expenditure and working capital needs of the Target.

<sup>6</sup> Based on the pro forma annualised net property income of the Property for 1H2015 of £3.4 million, as a percentage of the property price of £61.5 million. Taking into consideration the transaction costs of £1.2 million, the pro forma annualised net property income yield will be 5.5%.

<sup>7</sup> Based on the change of the pro forma DPS of the enlarged portfolio over the DPS of CDLHT's existing portfolio for 1H2015. The total acquisition cost is 100.0% GBP debt-funded.

<sup>8</sup> Horwath HTL, Hotel Yearbook 2015 EMEA

<sup>9</sup> VisitBritain, 2015 Forecast

<sup>10</sup> Financial Times, "UK hopes new visa system will increase Chinese visitor numbers", 19 June 2015

<sup>11</sup> COTTM, "Capturing the lucrative China outbound tourism market", 8 July 2015



The Property is also expected to benefit from the high barriers to entry in Cambridge city centre. The historical nature of the city has resulted in limited development sites, with most of the new supply taking place on the outskirts of the city. Although there is a new budget hotel opening in 2016 and a repositioned hotel launching in 2017, the constrained supply of hotels in the city centre, coupled with the new demand drivers coming up, is likely to support the continued growth of the Property in the medium term

#### **Buoyant Outlook Driven by Burgeoning Life Science Cluster**

Cambridge is often regarded as an international centre for R&D. The city is currently home to more than 2,000 science- and technology-based companies and its growth in recent years has also attracted venture capitalists and strategic investors into the market 12,13. Looking ahead, Cambridge's growth trajectory is set to continue with a number of major developments that are coming to fruition. Significant developments include AstraZeneca's £330 million Corporate Headquarters and Global R&D Centre, and an £850 million mixed-use development which is located approximately 1.6 km away from the Property.

## High Quality Asset with Upside Potential from Asset Enhancements and Rebranding

The Property is one of the largest hotels in Cambridge and comes unencumbered with any management contract. It boasts a prominent presence due to its exceptional location in the city centre, and is one of the few hotels within the vicinity that comes well-equipped with meeting facilities. The Property has also been rejuvenated following an £8.2 million phased refurbishment that was completed in April 2015. Looking ahead, the Property could potentially unlock more value by converting some of the under-utilised spaces for meeting facilities. In addition, repositioning the hotel under an international brand can boost access to a global customer base, thereby enhancing performance.

### Broadening Earnings Base and Strengthening the Portfolio through Diversification

The Acquisition is expected to benefit Stapled Security holders by broadening CDLHT's earnings base. Assuming CDLHT owned the Property from 1 January 2014, the Property would contribute approximately  $4.0\%^{14}$  and  $5.3\%^{15}$  of CDLHT's total net property income on a pro forma basis for the twelve months ended 31 December 2014 and 1H2015 respectively. The Acquisition will also have the additional benefit of improving the geographical diversification of CDLHT's portfolio.

Mr Yeo concluded, "Our latest acquisition provides us with the opportunity to augment our portfolio and income, as well as to diversify our earnings base. We believe our unitholders will benefit from the exposure to the robust and growing Cambridge hospitality market."

- ENDS -

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<sup>12</sup> The Telegraph, "Is Cambridge the UK's most successful city?", 7 March 2015

<sup>13</sup> Business Weekly, "Cambridge leads VC investment boom in UK Biotech", 19 January 2015

<sup>14</sup> Based on the pro forma net property income of CDLHT's enlarged portfolio for the twelve months ended 31 December 2014, assuming CDLHT owned the two Japan hotels from 1 January 2014 even though the Japan hotels acquisitions were only completed on 19 December 2014.

<sup>15</sup> Based on the pro forma net property income of CDLHT's enlarged portfolio for the six months ended 30 June 2015.



## **About CDL Hospitality Trusts**

CDLHT is a stapled group comprising CDL Hospitality Real Estate Investment Trust ("H-REIT"), a real estate investment trust, and CDL Hospitality Business Trust ("HBT"), a business trust. CDLHT was listed on the Singapore Exchange Securities Trading Limited on 19 July 2006. M&C REIT Management Limited is the manager of H-REIT, the first hotel real estate investment trust in Singapore, and M&C Business Trust Management Limited is the trustee-manager of CDL Hospitality Business Trust.

CDLHT was established with the principal investment strategy of investing, directly or indirectly, in a diversified portfolio of income-producing real estate, which is primarily used for hospitality and/or hospitality-related purposes, whether wholly or partially, and real estate-related assets in relation to the foregoing.

As at 30 June 2015, CDLHT owns 14 hotels and two resorts with a total of 4,711 rooms, comprising six hotels in Singapore (Orchard Hotel, Grand Copthorne Waterfront Hotel, M Hotel, Copthorne King's Hotel, Novotel Singapore Clarke Quay and Studio M Hotel); five hotels in Australia's key gateway cities of Brisbane and Perth (Novotel Brisbane, Mercure Brisbane, Ibis Brisbane, Mercure Perth and Ibis Perth); one hotel in New Zealand's gateway city of Auckland (Rendezvous Grand Hotel Auckland); two hotels in Japan's gateway city of Tokyo (Hotel MyStays Asakusabashi and Hotel MyStays Kamata); two resorts in Maldives (Angsana Velavaru and Jumeirah Dhevanafushi), as well as Claymore Connect (formerly known as Orchard Hotel Shopping Arcade), the shopping arcade adjoining Orchard Hotel in Singapore.

Asset Acquisitions and Disposals::Presentation Slides on the Acquisition of Cambridge City Hotel in the United Kingdom

## **Issuer & Securities**

Issuer/ Manager	M&C REIT MANAGEMENT LIMITED
Securities	CDL HOSPITALITY TRUSTS - SG1T66931158 - J85
Stapled Security	Yes

## Other Issuer(s) for Stapled Security

Name	
DBS TRUSTEE LIMITED	

#### **Announcement Details**

Announcement Title	Asset Acquisitions and Disposals
Date & Time of Broadcast	09-Sep-2015 18:10:25
Status	New
Announcement Sub Title	Presentation Slides on the Acquisition of Cambridge City Hotel in the United Kingdom
Announcement Reference	SG150909OTHRA0Q1
Submitted By (Co./ Ind. Name)	Enid Ling Peek Fong
Designation	Company Secretary
Description (Please provide a detailed description of the event in the box below)	Please see attached the Presentation Slides on the Acquisition of Cambridge City Hotel in the United Kingdom.

Attachments	20150909 Presentation CDLHT Acquisition of Cambridge City Hotel Final.pdf
	Total size =2037K





# Acquisition of Cambridge City Hotel, United Kingdom 9 September 2015





















## Disclaimer



The value of Stapled Securities and the income derived from them may fall as well as rise. Stapled Securities are not obligations of, deposits in, or guaranteed by the H-REIT Manager or M&C Business Trust Management Limited, as trustee of CDL Hospitality Business Trust (the "HBT Trustee-Manager"), or any of their respective affiliates.

An investment in Stapled Securities is subject to investment risks, including the possible loss of the principal amount invested. Investors have no right to request that the H-REIT Manager and/or the HBT Trustee-Manager redeem or purchase their Stapled Securities while the Stapled Securities are listed. It is intended that holders of the Stapled Securities may only deal in their Stapled Securities through trading on Singapore Exchange Securities Trading Limited (the "SGX-ST"). Listing of the Stapled Securities on the SGX-ST does not guarantee a liquid market for the Stapled Securities.

This presentation contains certain tables and other statistical analyses (the "Statistical Information") which have been prepared by the H-REIT Manager and the HBT Trustee-Manager. Numerous assumptions were used in preparing the Statistical Information, which may or may not be reflected herein. As such, no assurance can be given as to the Statistical Information's accuracy, appropriateness or completeness in any particular context, nor as to whether the Statistical Information and/or the assumptions upon which they are based reflect present market conditions or future market performance. The Statistical Information should not be construed as either projections or predictions or as legal, tax, financial or accounting advice.

Market data and certain industry forecasts used throughout this presentation were obtained from internal surveys, market research, publicly available information and industry publications. Industry publications generally state that the information that they contain has been obtained from sources believed to be reliable but that the accuracy and completeness of that information is not guaranteed. Similarly, internal surveys, industry forecasts and market research, while believed to be reliable, have not been independently verified by the H-REIT Manager or the HBT Trustee-Manager and neither the H-REIT Manager or the HBT Trustee-Manager makes any representations as to the accuracy or completeness of such information.

This document may contain forward-looking statements that involve assumptions, 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 other developments or companies, shifts in expected levels of occupancy rate, property rental income, charge out collections, changes in operating expenses (including employee wages, benefits and training costs), governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business.

You are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of management on future events.

This document and its contents shall not be disclosed without the prior written permission of the H-REIT Manager or HBT Trustee-Manager.

## **Table of Contents**



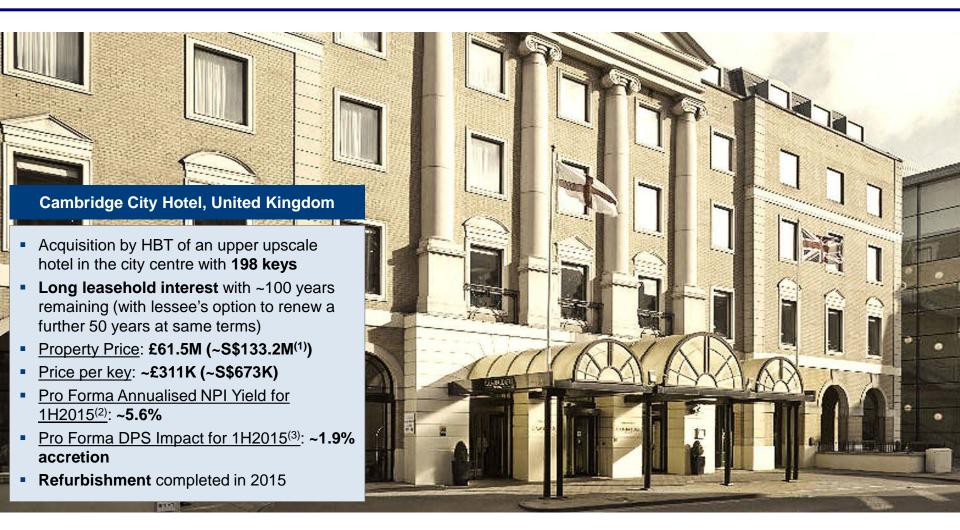
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# **Executive Summary**

## **Executive Summary**





- (1) Unless otherwise stated, all conversions are based on an assumed exchange rate of £1.00 = S\$2.1655.
- (2) Based on the pro forma annualised net property income ("**Pro Forma Annualised NPI**") of the Property for the six months ended 30 June 2015 ("**1H2015**") of £3.4 million, as a percentage of the Property Price of £61.5 million. Transaction costs of approximately £1.2 million is inclusive of estimated professional fees, stamp duty, HBT Trustee-Manager's acquisition fee and other related expenses. Taking into consideration the transaction costs, the Pro Forma Annualised NPI yield will be 5.5%.
- (3) Based on the change of the pro forma distribution per Stapled Security ("**DPS**") for 1H2015 of the enlarged portfolio over the DPS for 1H2015 of CDLHT. The total cost of acquisition ("**Total Acquisition Cost**") is 100% GBP debt funded.

## **Executive Summary (Con't)**



- Maiden entry into Europe with presence in Cambridge, United Kingdom ("UK"), strengthening CDLHT's portfolio through diversification
- Exceptional city centre location with renowned colleges, famous tourist attractions and transportation within walking distance
- Robust hospitality market with strong demand profile and high barriers of entry
  - Home to large cluster of high-tech businesses and also an important hub for research and development, often referred to 'Silicon Fen', an allusion to Silicon Valley
  - Buoyant outlook driven by significant developments in the life science cluster
- Rare opportunity to own one of the largest hotels in a city where hotels with meeting facilities are limited
- High quality asset with upside potential
  - An £8.2 million (~S\$17.8 million) refurbishment to its rooms and public areas was completed in April 2015
  - Further asset enhancement opportunities via expansion of meeting facilities
  - Rebranding opportunity to increase exposure to global customer base
- Transaction reinforces CDLHT's strategy to enter markets with strong fundamentals and growth potential









# **Overview of Transaction**

## Profile of Cambridge



## Location

- Cambridge is situated about 80km north of London
  - ~90 minutes drive via M11 motorway from London city centre
  - ~40 minutes drive via M11 motorway from London Stansted Airport
  - ~60 minutes commute by non-stop train from London King's Cross railway station



## "Silicon Valley" of UK

- Home to the globally renowned Cambridge University which has a strong tradition of scientific research
- Readily available pool of talent has given rise to a large cluster of high-tech businesses focusing on software, electronics and biotechnology
- Notable companies include Microsoft, Amazon, Hewlett-Packard, ARM Holdings, Mundipharma, AstraZeneca and Pfizer



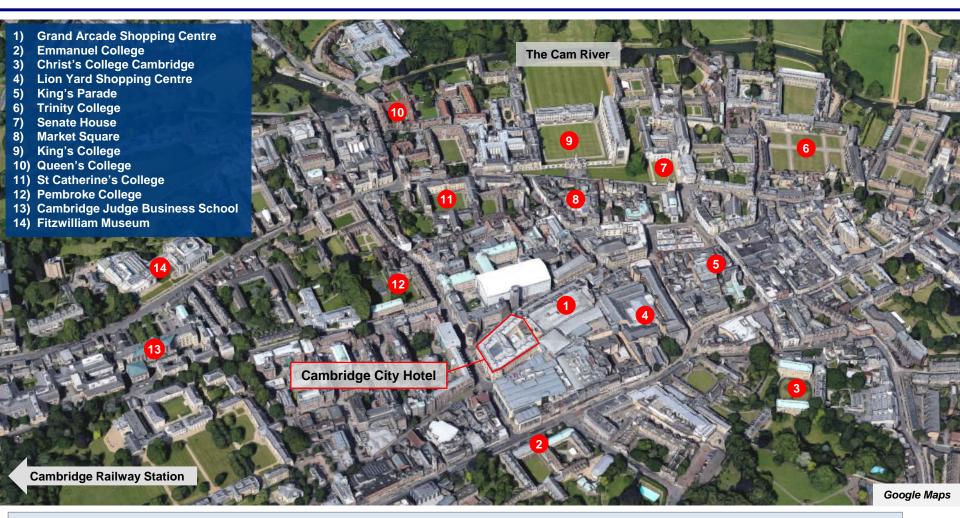
Cambridge University

Image Credit: Ilee\_wu (<a href="http://bit.ly/1fB4yZ6">http://bit.ly/1fB4yZ6</a>)

Source: CDLHT Research

## Location of Cambridge City Hotel





- Adjacent to Grand Arcade Shopping Centre the principal shopping mall in Cambridge
- Close to several renowned colleges such as King's College and Trinity College, and within walking distance to major tourist attractions such as Fitzwilliam Museum and Cambridge University Botanic Garden
- Easy access to public transportation and the Cambridge railway station is only a 6-minute drive away

# **Details and Description of Property**





Property	Cambridge City Hotel
Description	<ul> <li>Purpose-built upper upscale hotel with comprehensive suite of facilities</li> </ul>
Title Details	<ul> <li>Head Lessor: Cambridge City Council</li> <li>Leasehold (~100 years remaining) with lessee having an option to renew for a further term of 50 years</li> </ul>
Year of Opening	<ul> <li>Opened in 1991</li> <li>£8.2 million (~S\$17.8 million) refurbishment completed in April 2015</li> </ul>
Number and Average Size of Rooms	<ul><li>198 rooms</li><li>Average room size of 23 sq m</li></ul>
Others amenities	<ul> <li>3 F&amp;B outlets</li> <li>1 gym including sauna</li> <li>5 purpose-built meeting rooms for private events or business conferences for up to 200 people</li> <li>50 parking lots</li> </ul>
Location	<ul> <li>20 Downing Street, Cambridge, CB2 3DT</li> </ul>



# Details and Description of Property (Con't)





Reception



The Book Room Restaurant



**Executive King Studio** 



Meeting Room

### **Transaction Details**



Transaction Summary			
Acquisition	<ul> <li>Acquisition of Cambridge City Hotel through the purchase of 100% of the shares of LR (Cambridge) Limited (the "Target") from London &amp; Regional Group Trading No.3 Limited</li> <li>To be renamed as CDL HBT Cambridge City Hotel (UK) Ltd<sup>(1)</sup> upon completion</li> </ul>		
Purchaser	<ul> <li>CDL HBT Cambridge City (UK) Ltd, an indirect wholly owned subsidiary of HBT Trustee-Manager</li> </ul>		
Acquisition by HBT	<ul> <li>HBT is undertaking the Acquisition instead of H-REIT</li> <li>The Acquisition is unsuitable for H-REIT as there are adverse tax consequences if it were to be the acquirer</li> </ul>		
Property Price	• £61.5 million / (~S\$133.2 million)		
Property Price per key	• £311,000 (~S\$673,000)		
Valuation <sup>(2)</sup>	■ £61.5 million / (~S\$133.2 million)		
Net Working Capital and Cash of Target	<ul> <li>Apart from the payment of Property Price, the purchase consideration for the Acquisition also comprise a payment of a sum of approximately £1.0 million (~S\$2.1 million) based on the estimated net working capital and cash of the Target, subject to post-completion adjustments</li> </ul>		
Capital Injection	<ul> <li>On or after completion, the HBT Trustee-Manager may inject additional capital of up to an estimated £1.5 million (~S\$3.2 million) into the Target to fund future capital expenditure and for working capital needs</li> </ul>		
Vacant Possession	Owner-operated, free of operator or brand		
Date of Completion	<ul> <li>Expected to be on or around 1 October 2015</li> </ul>		

<sup>(1)</sup> Subject to change.

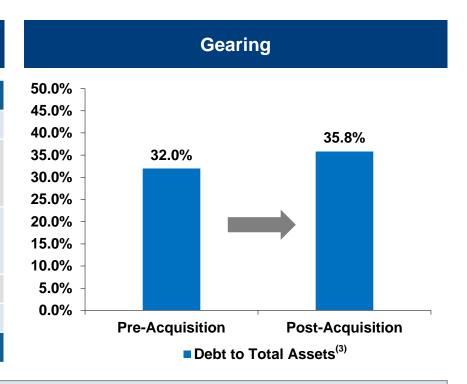
<sup>(2)</sup> Valuation report dated 25 August 2015 by Knight Frank using Discounted Cash Flow Analysis Method and on the basis that the Property is managed by an international hotel operator.

### Transaction Details (Con't)



#### **Financing**

Total Acquisition Cost			
Property Price	£61.5 million (~S\$133.2 million)		
Estimated Net Working Capital & Cash of Target <sup>(1)</sup>	£1.0 million (~S\$2.1 million)		
Estimated Transaction Expenses	£0.8 million (~S\$1.8 million)		
Stamp Duty	£0.3 million (~S\$0.7 million)		
Acquisition Fee <sup>(2)</sup>	£0.06 million (~S\$0.1 million)		
Total	£63.6 million (~S\$137.8 million)*		



- Initially fully funded through 100% offshore GBP-denominated debt via H-REIT's multi-currency bridge loan facility
- H-REIT will lend funds to HBT up to £65.1 million (~S\$141.1 million) comprising:
  - Total Acquisition Cost of £63.6 million (~S\$137.8 million) and;
  - Up to an estimated £1.5 million (~S\$3.2 million) that may be drawn down to fund future capital expenditure and working capital needs

<sup>\*</sup>Numbers will not add up due to rounding.

<sup>(1)</sup> Subject to post-completion adjustments.

<sup>(2)</sup> HBT Trustee-Manager's acquisition fee ("Acquisition Fee") is calculated based on 0.1% of the aggregate of the Property Price of £61.5 million and the Estimated Net Working Capital & Cash of Target of £1.0 million.

<sup>(3)</sup> On a pro forma basis, assuming the Acquisition was completed on 30 June 2015. The gearing ratio assumes the inclusion of the estimated £1.5 million (~S\$3.2 million) that may be drawn down for future capital expenditure and working capital needs on or after Completion. The pre-acquisition debt to total assets ratio was 32.0% as at 30 June 2015.



## **Investment Highlights**

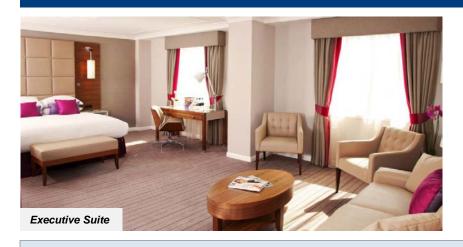
### Investment Highlights



- 1 Accretive Acquisition
- 2 Maiden Entry into Europe Through Presence in Cambridge, UK
- Buoyant Outlook Driven by Burgeoning Life Science Cluster
- 4 High Quality Asset with Upside Potential
- 5 Broaden Earnings Base and Strengthen Portfolio through Diversification



#### **Cambridge City Hotel**





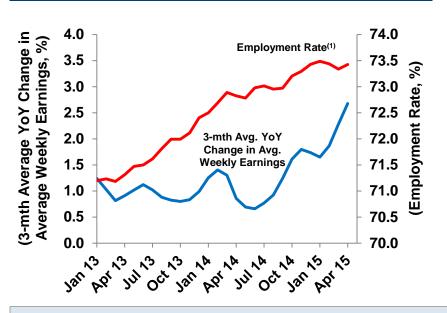
- Rooms refurbishment which took place in 2014 affected occupancy as an average of ~16.0% of rooms were taken out of inventory at any one time
- Despite the disruption arising from the renovation of the public areas from January 2015 to April 2015, the Property's performance showed marked improvement in 2015 over 2014 after the rooms refurbishment, recording a Revenue per Available Room ("RevPAR") of £101 in 1H2015, which translated to a growth of 28.6% year-on-year ("Y-o-Y")
- The Property's trading performance is expected to further improve as the hotel continues to trade post-refurbishment without any disruption
- In the same period for 1H2015, the Pro Forma Annualised NPI yield of the Property ~5.6%<sup>(1)</sup>, based on Pro Forma Annualised NPI for 1H2015 of £3.4 million
- Assuming CDLHT own the Property from 1 January 2015<sup>(2)</sup>, the DPS accretion on a pro forma basis for 1H2015 is ~1.9%

<sup>(1)</sup> Based on Property Price of £61.5 million. Taking into consideration transaction costs of approximately £1.2 million, the Pro Forma Annualised NPI yield will be 5.5%.

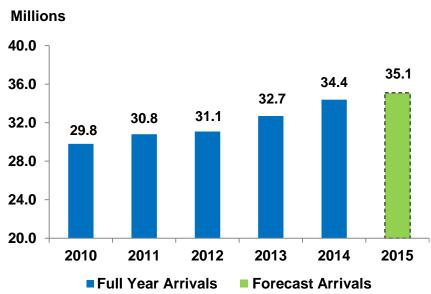
# Maiden Entry into Europe Through Presence in Cambridge, UK



### Domestic Travel Expected to Improve with Increase in Wages And Employment



#### Continued Growth in International Visitor Arrivals to UK



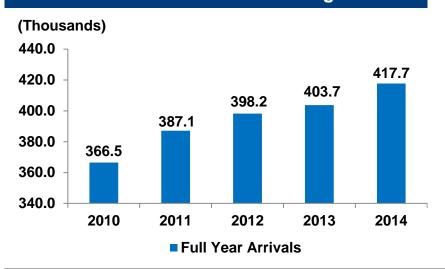
- UK is set to be the fastest growing G7 economy as evidenced by its employment growth and recent upturn in real earnings. Such an improvement is likely have a positive impact on domestic travel within UK
- Hospitality outlook continues to be strong with international tourist arrivals to UK forecasted to hit a record 35.1 million in 2015
- The recent streamlining of visa application process for Chinese visitors is also likely to encourage more inbound travel from the world's largest tourism source market
- Cambridge is one of the primary tourist destinations for both domestic and overseas visitors. Also referred to as "Silicon Fen", an allusion to Silicon Valley, due to its large cluster of high-tech businesses



# Maiden Entry into Europe Through Presence in Cambridge, UK (Con't)



### Continued Growth in Visitor Arrivals to Cambridge







- Cambridge is one of the strongest hospitality markets in the UK. For the year ended 31 December 2014, the competitive set of the Property<sup>(1)</sup> registered a RevPAR growth of 6%
- Property is likely to benefit in the medium term from:
  - Increasing investments into Cambridge which will strengthen its status as a high-tech and biomedical hub
  - Constrained supply in the city centre, particularly in a city where commercial hotels with meeting facilities are limited
- High barriers to entry into the market due to:
  - Shortage of land in the city
  - Strict town planning which governs historical city cores

## Buoyant Outlook Driven by Burgeoning Life Science Cluster



#### Addenbrooke's 2020 Vision – Expansion of Cambridge Biomedical Campus



Artist's Impression of AstraZeneca £330 million Corp. HQ & Global R&D Centre

- The Addenbrooke's 2020 vision will see Cambridge Biomedical Campus become one of the largest concentrations of healthcare-related talent and enterprise in Europe
- A key feature of this development is the construction of a 600,000 sq ft Corporate Headquarters and Global R&D Centre of AstraZeneca, that is slated for completion by 2016
- Other projects include the Forum Cambridge, the expansion of the existing Addenbrooke's Hospital and the construction of a new Papworth Hospital



Artist's Impression of £165 million Papworth Hospital



Artist's Impression of £120 million The Forum Cambridge



# Buoyant Outlook Driven by Burgeoning Life Science Cluster (Con't)



#### Complemented by a £850 million urban mixed-use development near the Property



Artist's Impression of Station Square



Artist's Impression of 50, 60 Station Road

• The growth in life science cluster is complemented by a 25-acre development at CB1 Station Road which is located approximately 1.6 km away from the Property. This development comprises 500,000 sq ft of Grade A offices, 70,000 sq ft of health and leisure facilities, 50,000 sq ft of retail mall as well as 500,000 sq ft of residential and student accommodation



### 4 High Quality Asset with Upside Potential



- The £8.2 million (~S\$17.8 million) refurbishment to its 198 rooms and public areas, which were completed in April 2015, has further enhanced the Property's competitive positioning amongst its peers
- Potential upside include:
  - Progressively converting some of the under-utilised spaces as it grows its meetings business to capture the heightened demand for meetings, seminars and trainings
  - Currently owner-operated, there is opportunity to reposition the hotel under an international brand. This can boost access to a global customer base, thereby enhancing performance of the Property



The Book Room Bar and Lounge

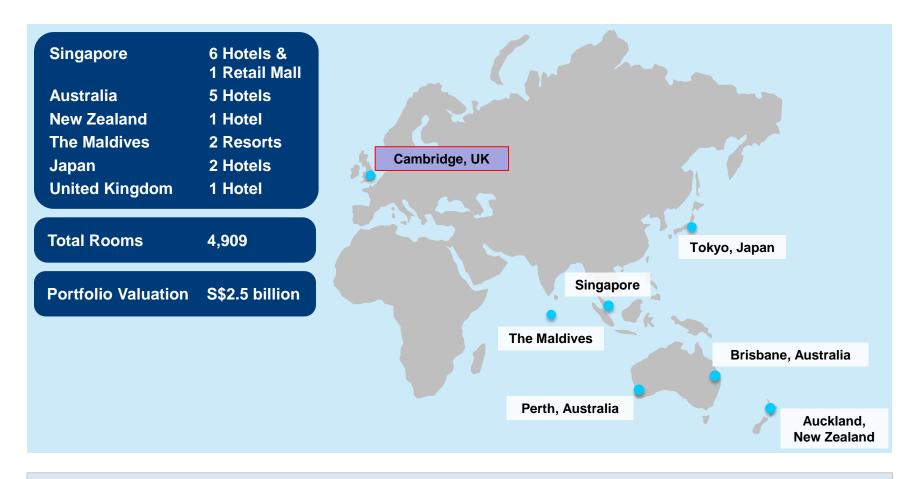


**Quinns Irish Pub** 

## 5

# Broaden Earnings Base and Strengthen Portfolio through Diversification





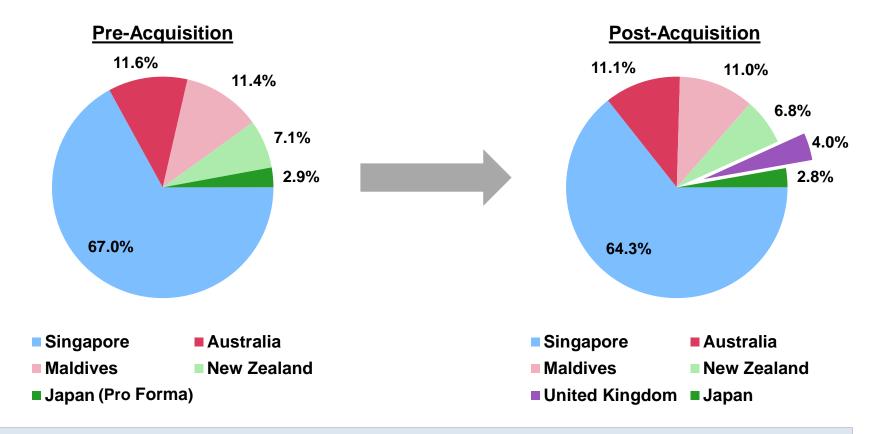
Post completion, total number of hotels/resorts will increase to 17



# Broaden Earnings Base and Strengthen Portfolio through Diversification (Con't)



#### Pro Forma Net Property Income<sup>(1)</sup> Contribution for 12 Months Ended 2014



 Assuming CDLHT owned the Property from 1 January 2014, the Property would have accounted for 4.0% of CDLHT's total net property income (including the two Japan hotels which were acquired on 19 December 2014) on a pro forma basis for the 12 months ended 2014

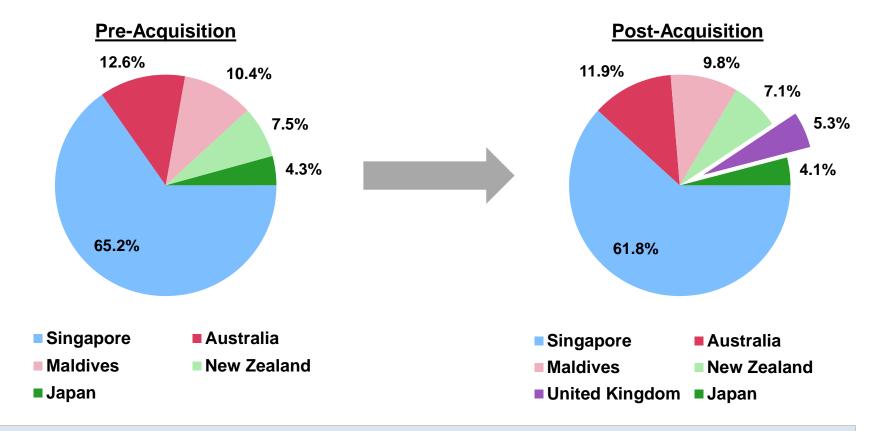
<sup>(1)</sup> Based on the proforma net property income of CDLHT's enlarged portfolio for the year ended 31 December 2014, assuming CDLHT owned the two Japan hotels from 1 January 2014 even though the Japan hotels acquisitions were only completed on 19 December 2014.



# Broaden Earnings Base and Strengthen Portfolio through Diversification (Con't)



#### **Pro Forma Net Property Income**<sup>(1)</sup> **Contribution for 1H2015**



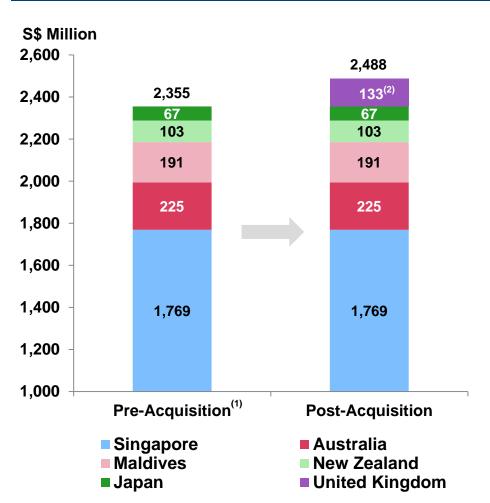
 Assuming CDLHT owned the Property from 1 January 2015, the Property would have accounted for 5.3% of CDLHT's total net property income on a pro forma basis for 1H2015



# Broaden Earnings Base and Strengthen Portfolio through Diversification (Con't)



#### **Valuation of CDLHT's Properties**

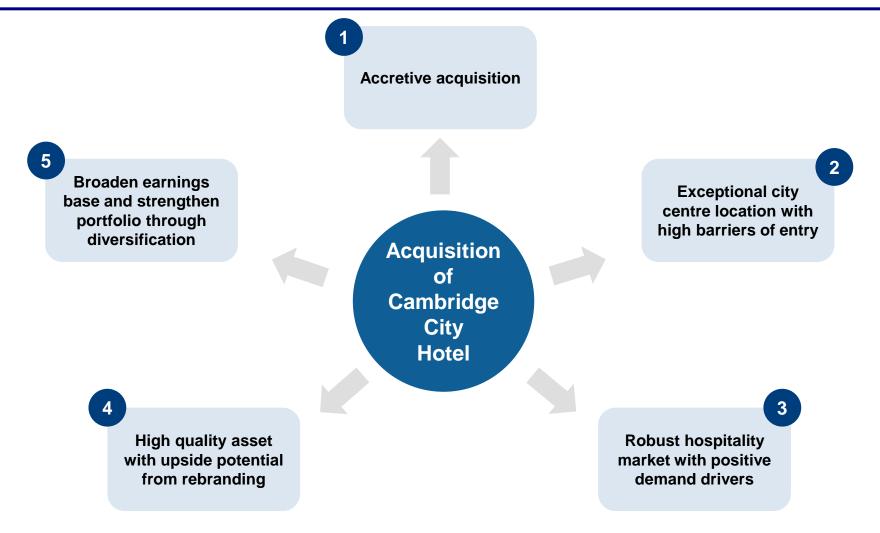


Country	Pre-Acquisition	Post-Acquisition
Singapore	75.1%	71.1%
Australia	9.6%	9.0%
Maldives	8.1%	7.7%
New Zealand	4.4%	4.1%
Japan	2.8%	2.7%
United Kingdom	-	5.4%

<sup>(1)</sup> Valuations as reflected in CDLHT Annual Report 2014

### Summary of Investment Highlights





CDLHT is poised to benefit from the rare opportunity to secure a prominent presence in Cambridge through owning one of the largest hotels in the city centre















### THANK YOU







