



**CDL HOSPITALITY TRUSTS**

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)

**CDL HOSPITALITY BUSINESS TRUST**

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

**ANNUAL GENERAL MEETINGS (“AGMs”) TO BE HELD ON 26 APRIL 2024  
RESPONSES TO SUBSTANTIAL AND RELEVANT QUESTIONS**

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**”, and H-REIT and HBT together, “**CDLHT**”) would like to thank Stapled Security Holders for the questions submitted in advance of the AGMs to be held on Friday, 26 April 2024 at 2.30 p.m. at M Hotel Singapore, Banquet Suite, Level 10, 81 Anson Road, Singapore 079908.

The following pages set out the Managers’ responses to the substantial and relevant questions received from Stapled Security Holders as of 5.00 p.m. on Friday, 12 April 2024.

<b>Questions from Stapled Security Holders</b>	
<b>Q1</b>	<b>Has the S\$348 million of debt that is maturing in 2024 been refinanced? Is the refinancing rate significantly higher?</b>
A1	<p>The loans are maturing in July, August and December, with the majority scheduled for re-financing towards the end of 2024. We are actively engaging banks to refinance these loans and have already secured a S\$50 million committed sustainability-linked revolving credit facility in April 2024 at competitive pricing levels.</p> <p>Of the S\$348 million debt maturing in 2024, approximately 80% are fixed rate loans. Given the unprecedented rise in interest rates over the past two years, we anticipate higher refinancing rates for these fixed rate loans. Close to 30% of the fixed rate loans due in 2024 have previously been hedged through interest rate swaps (fixed till March 2027). On the belief that interest rates have peaked or are near its peak, CDLHT stands to benefit from potential interest rate reductions when this occurs. Hence, we have adopted the approach to maintain some loans on floating rates to capitalise on any future decreases in interest rates.</p>
<b>Q2</b>	<b>What is the expected contribution from The Castings for FY 2024?</b>
A2	<p>The Castings is expected to open in mid-2024 which coincides with the active leasing period in the Manchester rental market. Notably, the Manchester market has been experiencing robust residential rental growth over the past years, and we expect the stabilised rental rate to be higher than our initial underwriting in 2021.</p> <p>Occupancy for The Castings is expected to progressively increase from opening and stabilisation is estimated to take around 12 months. As there is a gestation period and there will be front-loaded pre-opening/ mobilisation expenses, we are not expecting significant contribution from The Castings in FY 2024 during the first six months of opening.</p>

<b>Q3</b>	<b>Have the Singapore hotels welcomed significantly more visitors from China in the last few months?</b>
A3	<p>Following the mutual visa waiver with China, our hotels have observed a rise in visitor arrivals from China.</p> <p>In the month of February 2024, due to the Chinese New Year effect, Singapore has seen Chinese visitor arrivals attain 96% of pre-pandemic levels (February 2019). In the month of March 2024, Chinese visitor arrivals hit 83% of pre-pandemic levels. Overall, in the first quarter of 2024, China has regained its position as the top source market to Singapore comprising of 18% of total visitor arrivals. It bodes well for the whole industry as Chinese arrivals help to create demand compression in the market, which benefits all hotels.</p>

## About CDL Hospitality Trusts

CDL Hospitality Trusts (“**CDLHT**”) is one of Asia’s leading hospitality trusts with assets under management of about S\$3.3 billion as at 31 March 2024. 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 HBT.

CDLHT’s principal investment strategy is to invest in a diversified portfolio of real estate which is or will be primarily used for hospitality, hospitality-related and other accommodation and/or lodging purposes globally. As at 31 March 2024, CDLHT’s portfolio comprises 19 operational properties (total of 4,820 rooms and a retail mall) and one Build-to-Rent project in the pipeline with 352 apartment units. The properties under the portfolio include:

- (i) six hotels in the gateway city of Singapore comprising Orchard Hotel, Grand Copthorne Waterfront Hotel, M Hotel, Copthorne King’s Hotel, Studio M Hotel and W Singapore – Sentosa Cove (the “**W Hotel**” and collectively, the “**Singapore Hotels**”) as well as a retail mall adjoining Orchard Hotel (Claymore Connect);
- (ii) one hotel in New Zealand’s gateway city of Auckland, namely Grand Millennium Auckland (the “**New Zealand Hotel**”);
- (iii) two hotels in Perth, Australia comprising Mercure Perth and Ibis Perth (collectively, the “**Perth Hotels**”);
- (iv) two hotels in Japan’s gateway city of Tokyo comprising Hotel MyStays Asakusabashi and Hotel MyStays Kamata (collectively, the “**Japan Hotels**”);
- (v) two resorts in Maldives comprising Angsana Velavaru and Raffles Maldives Meradhoo (collectively, the “**Maldives Resorts**”);
- (vi) three hotels in the United Kingdom comprising Hilton Cambridge City Centre in Cambridge, The Lowry Hotel and Hotel Brooklyn in Manchester (collectively, the “**UK Hotels**”) and one residential Build-to-Rent project in Manchester currently under development through a forward funding scheme (the “**UK BTR**”);
- (vii) one hotel in Germany’s gateway city of Munich, namely Pullman Hotel Munich (the “**Germany Hotel**”); and
- (viii) one hotel in the historic city centre of Florence, Italy, namely Hotel Cerretani Firenze - MGallery (the “**Italy Hotel**” or “**Hotel Cerretani Firenze**”).

By Order of the Board

Vincent Yeo Wee Eng  
Chief Executive Officer  
M&C REIT Management Limited  
(Company Registration No. 200607091Z)  
(as Manager of CDL Hospitality Real Estate Investment Trust)

22 April 2024

By Order of the Board

Vincent Yeo Wee Eng  
Chief Executive Officer  
M&C Business Trust Management Limited  
(Company Registration No. 200607118H)  
(as Trustee-Manager of CDL Hospitality Business Trust)

22 April 2024

**IMPORTANT NOTICE**

*This announcement may contain forward-looking statements that involve 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 companies, shifts in customer demands, customers and partners, 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. Investors are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of the REIT Manager and the Trustee-Manager (together with the REIT Manager, the "Managers") on future events.*

*The value of the stapled securities in CDLHT (the "Stapled Securities") and the income derived from them, may fall or rise. Stapled Securities are not obligations of, deposits in, or guaranteed by, the Managers or any of its 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 Managers redeem or purchase their Stapled Securities while the Stapled Securities are listed. It is intended that holders of Stapled Securities may only deal in their Stapled Securities through trading on the Singapore Exchange Securities Trading Limited ("SGX-ST"). Listing of the Stapled Securities on the SGX-ST does not guarantee a liquid market for the Stapled Securities.*