



ARA US HOSPITALITY TRUST

1Q 2021 BUSINESS & OPERATIONAL UPDATES

6 MAY 2021



Important Notice



This presentation is for information purposes only and does not constitute or form part of an offer, invitation or solicitation of any offer to purchase or subscribe for any securities of ARA US Hospitality Trust in Singapore under the Securities and Futures Act, Chapter 289 of Singapore or any other jurisdiction nor should it or any part of it form the basis of, or be relied upon in connection with, any contract or commitment whatsoever. The value of stapled securities in ARA US Hospitality Trust (“**Stapled Securities**”) and the income derived from them may fall as well as rise. The Stapled Securities are not obligations of, deposits in, or guaranteed by the ARA Trust Management (USH) Pte. Ltd., as manager (the “**REIT Manager**”) of ARA US Hospitality Property Trust and ARA Business Trust Management (USH) Pte. Ltd., as trustee-manager (the “**Trustee-Manager**”) of ARA US Hospitality Management Trust, DBS Trustee Limited (as trustee of ARA US Hospitality Property Trust) or any of their respective affiliates. The past performance of ARA US Hospitality Trust is not indicative of the future performance of ARA US Hospitality Trust, the REIT Manager and the Trustee-Manager.

This presentation 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. These forward-looking statements speak only as at the date of the presentation. No assurance can be given that future events will occur, that projections will be achieved, or that assumptions are correct. Representative examples of these factors include (without limitation) general industry, hospitality outlook and economic conditions, interest rate trends, cost of capital and capital availability, competition from similar developments, shifts in expected levels of occupancy, ADR and RevPAR, changes in operating expenses, government 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 current view of management of future events. Predictions, projections or forecasts of the economy or economic trends of the markets are not necessarily indicative of the future or likely performance of ARA US Hospitality Trust. The forecast financial performance of ARA US Hospitality Trust is not guaranteed.

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

Holders of Stapled Securities (“**Stapled Securityholders**”) have no right to request that the REIT Manager or Trustee-Manager redeem or purchase their Stapled Securities while the Stapled Securities are listed. It is intended that the Stapled Securityholders may only deal in their Stapled Securities through trading on Singapore Exchange Securities Trading Limited (the “**SGX-ST**”). Listing of the Stapled Securities does not guarantee a liquid market for the Stapled Securities.

Any forwarding, distribution or reproduction of this Presentation electronically or otherwise, in whole or in part, to any other person is unauthorised. Failure to comply with this paragraph may result in a violation of applicable laws of other jurisdictions. If this Presentation has been received in error, it must be deleted immediately.

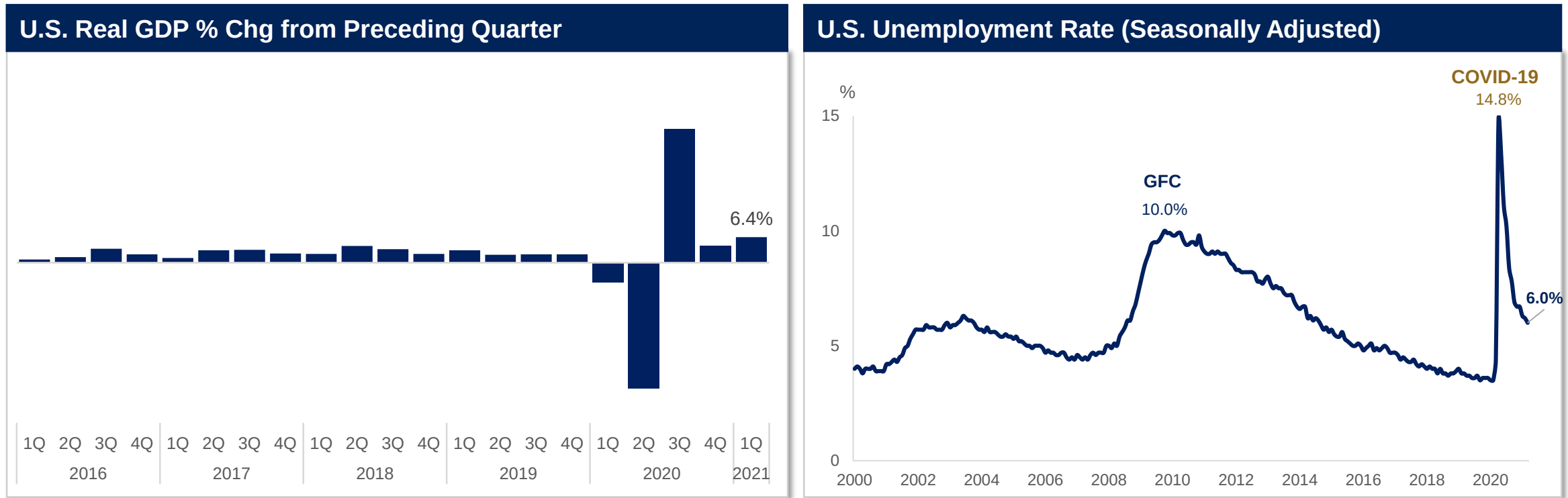
DBS Bank Ltd. was the Sole Issue Manager for the initial public offering of the Stapled Securities in ARA US Hospitality Trust (the “**Offering**”). DBS Bank Ltd., Overseas-Chinese Banking Corporation Limited and United Overseas Bank Limited were the Joint Financial Advisers and Joint Global Coordinators for the Offering. DBS Bank Ltd., Overseas-Chinese Banking Corporation Limited, United Overseas Bank Limited and Credit Suisse (Singapore) Limited were the joint Bookrunners and Underwriters for the Offering.

A large American flag waving on a flagpole in the foreground, with the New York City skyline visible in the background across a body of water. The image is split diagonally, with the left side showing the flag and skyline, and the right side being white.

U.S. MARKET UPDATE

U.S. Economy Poised for Strong Rebound

Widespread vaccination and record-level stimulus brightened outlook substantially

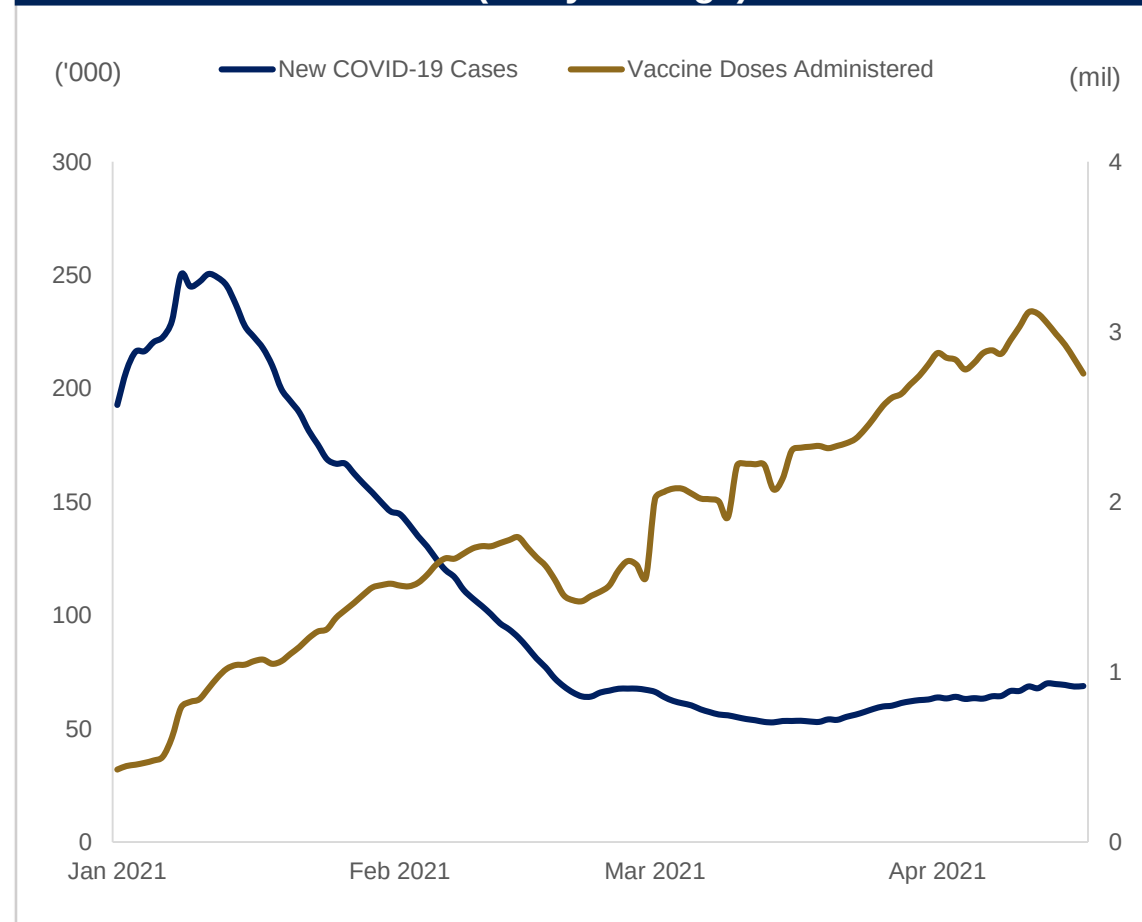


- U.S. economy expanded by 6.4% in 1Q 2021, up from 4.3% in 4Q 2020 on the back of strong vaccination pace and unprecedented fiscal stimulus amount of over US\$5 trillion
- CPI increased by 0.6% in Mar 2021 following rising trend since late last year
- Unemployment rate retreated to 6.0% in Mar 2021 since the spike at the height of pandemic and lockdowns
- Federal fund rates continue to be anchored near 0% as the Fed remains accommodative

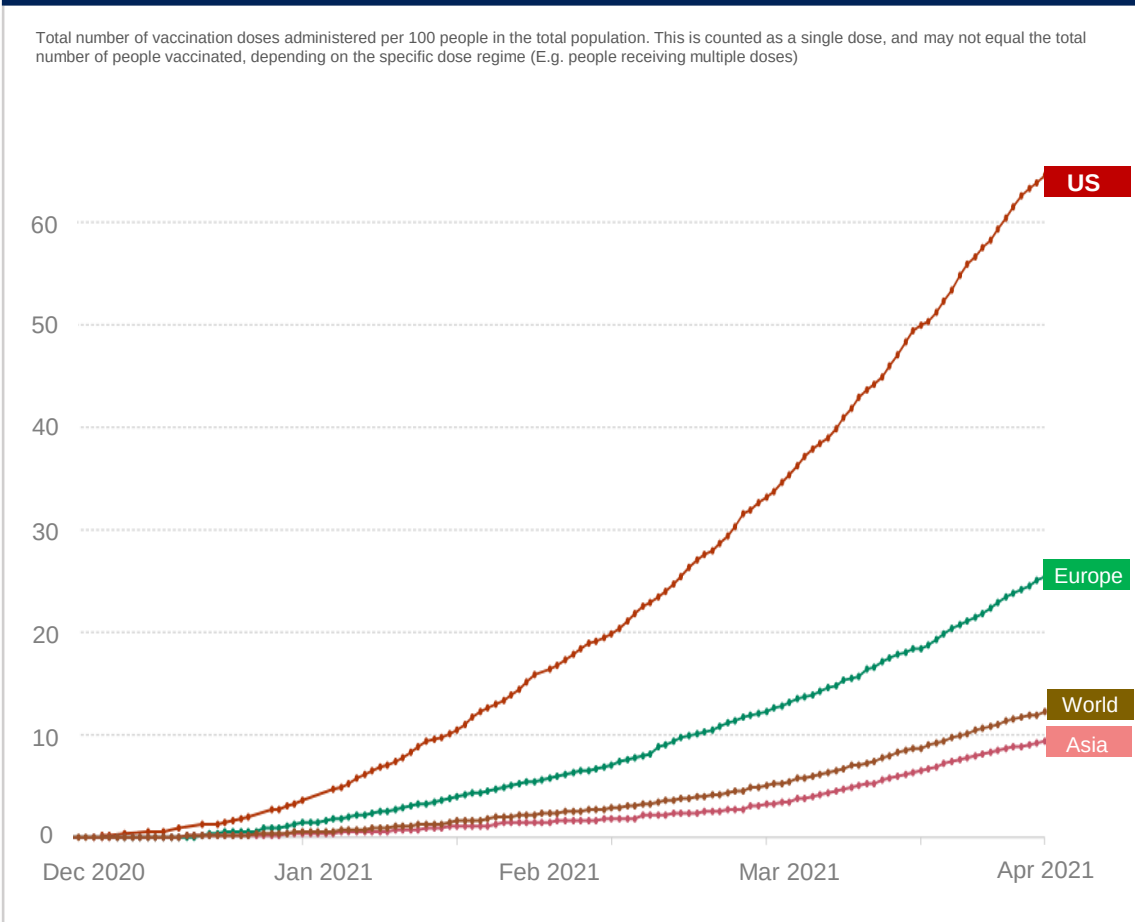
COVID-19 Counts Plummet as Vaccination Pace Intensifies

U.S. sets record in vaccination pace with a third of population already fully vaccinated

No. of Daily COVID-19 Cases and Daily Vaccine Doses Administered in the U.S. (7-day average)



Vaccine Doses Administered Per 100 People



* The administration of the Johnson & Johnson vaccine was temporary halted on 13 April 2021 and subsequently resumed on 23 April 2021
Source: CDC, Our World in Data.

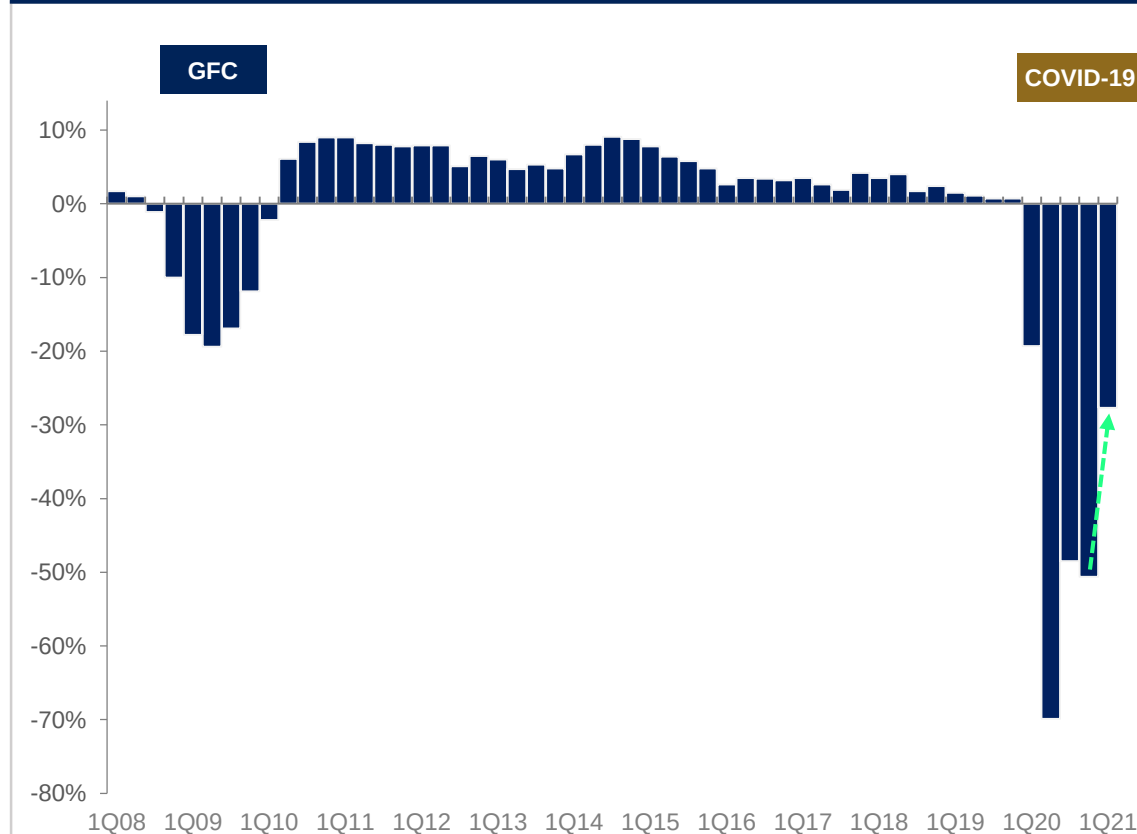
U.S. Business and Travel Restrictions by States



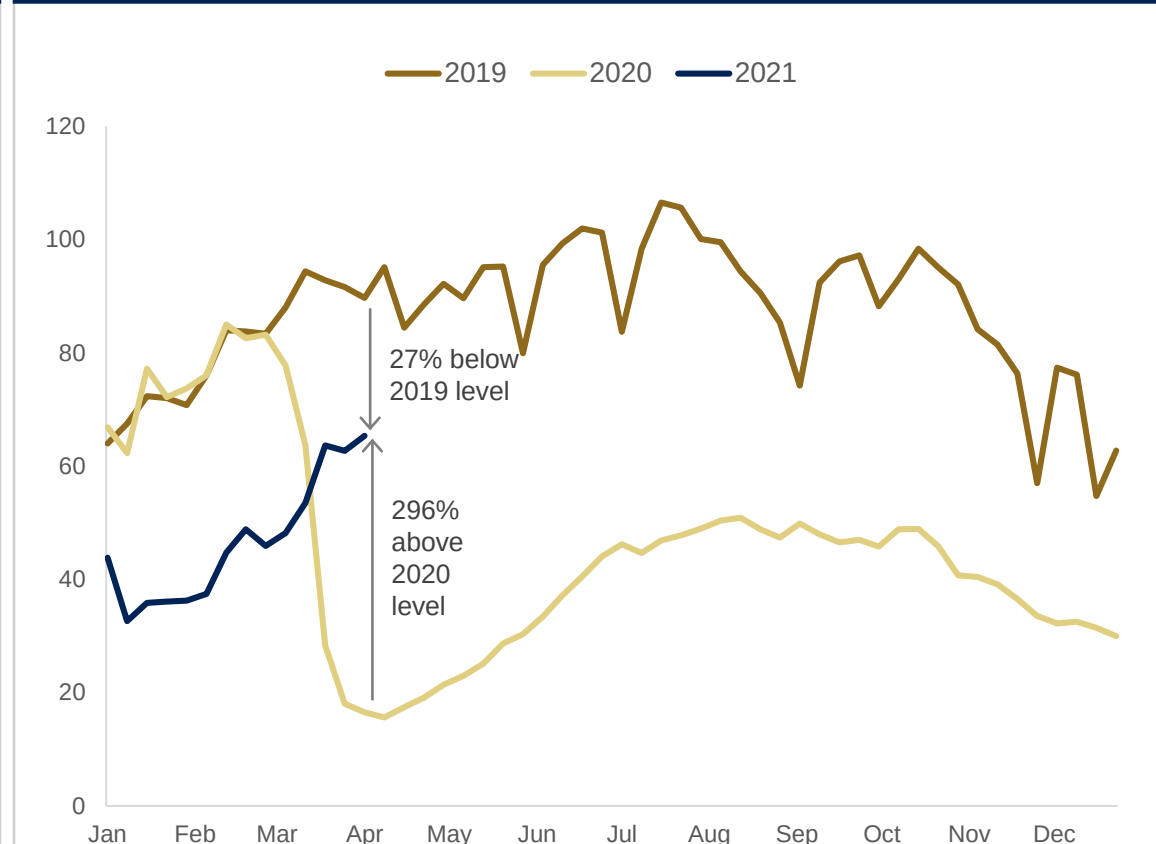
U.S. Hotel Industry Poised for Robust Post-Pandemic Rebound

Green shoots evident in early 2021 from accelerated vaccinations, record-level stimulus and easing of travel restrictions

U.S. Hotel Market Quarterly RevPAR (y-o-y % change)



U.S. Hotel Market Weekly RevPAR

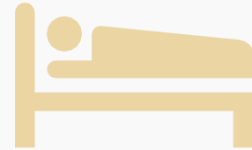




PORTFOLIO PERFORMANCE

1Q 2021 Key Performance Indicators

Portfolio performance uplifted following record vaccination pace and federal stimulus



42.3%
Occupancy



US\$39
RevPAR



US\$91
Average Daily Rate



14.1%
GOP Margin

Gross Revenue
US\$19.6 mil

Gross Operating Profit
US\$2.8 mil

Net Property Income
US\$0.4 mil

Sustained Improvement in Performance from Previous Quarter

Attained positive NPI in current quarter as recovery continues

	4Q 2020	1Q 2021	q-o-q chg
Portfolio Performance			
Occupancy	39.4%	42.3%	2.9 pp
RevPAR	US\$36	US\$39	8.3%
RPI ¹	107.4%	104.6%	-2.8 pp
Financial Performance			
Gross Revenue	US\$18.4 mil	US\$19.6 mil	6.5%
Gross Operating Profit	US\$2.9 mil	US\$2.8 mil	-3.4% ³
GOP Margin	15.9%	14.1%	-1.8 pp
Net Property Income ²	(US\$1.7 mil)	US\$0.4 mil	N.M

¹ RevPAR Index

² Inclusive of US\$3.5 million and US\$1.3 million of property taxes accrued in 4Q2020 and 1Q2021 respectively, based on receipt of notices in accordance with IFRS.

³ 1Q 2021 utilities and property maintenance expenses were higher as a result of the extreme cold weather and snowstorms across U.S. during February and March 2021.

Positive Recovery in Occupancy and RevPAR Across the Portfolio

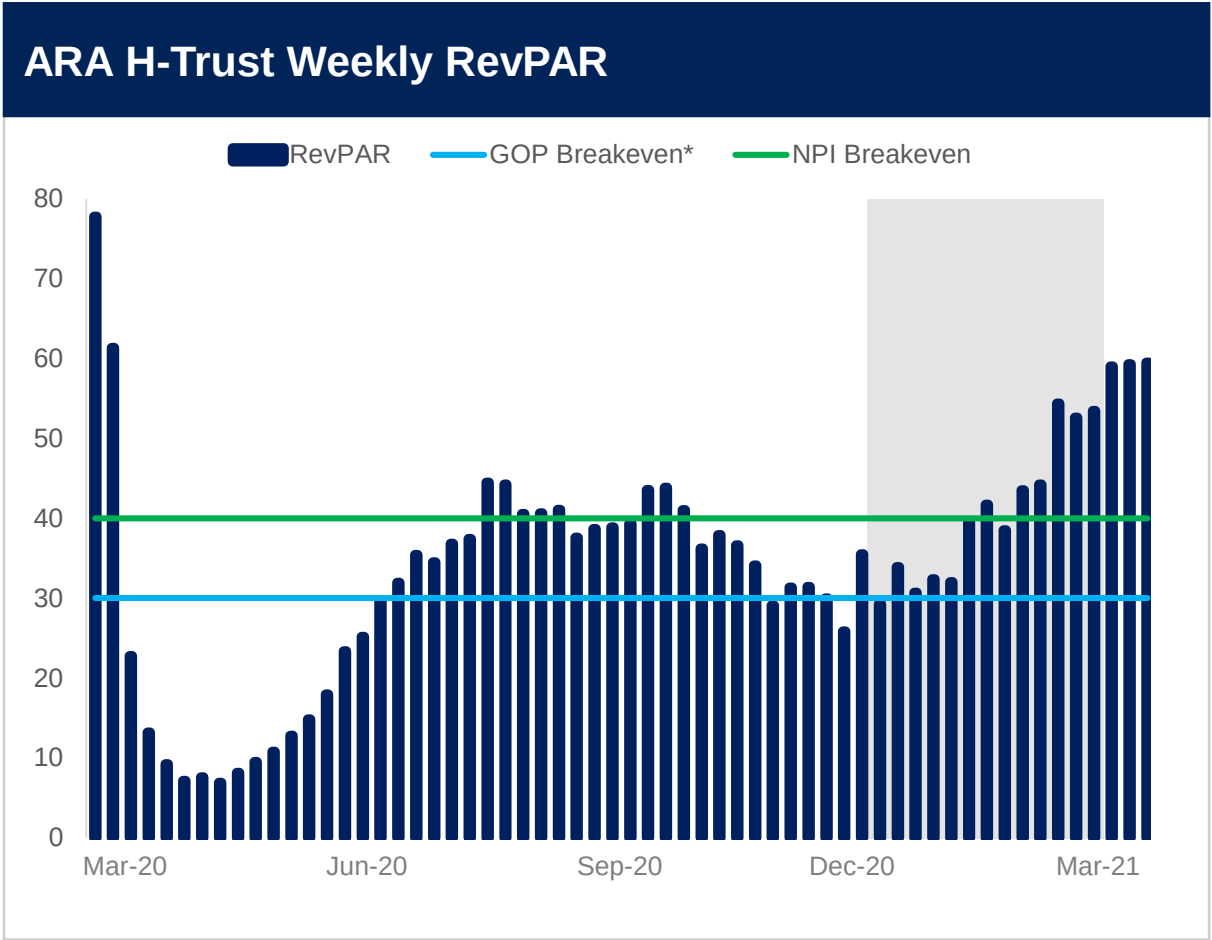
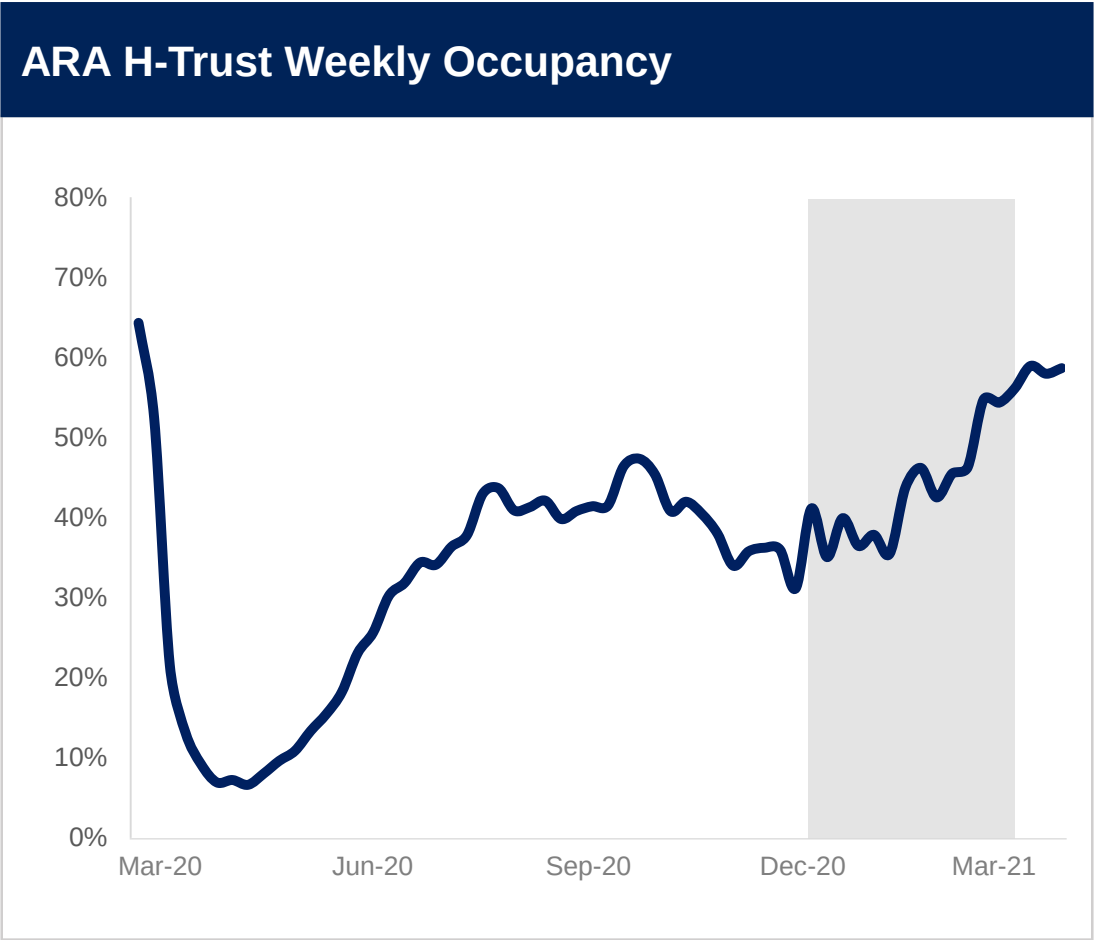


Sequential quarterly changes indicate performance recovery

Occupancy				RevPAR		
4Q 2020		1Q 2021	q-o-q change	4Q 2020	1Q 2021	q-o-q change
Hyatt Portfolio						
Hyatt Place	37.0%	40.0%	3.0 pp	US\$30	US\$34	13.3%
Hyatt House	40.7%	43.0%	2.3 pp	US\$41	US\$41	-
Marriott Portfolio						
AC Hotels	42.9%	45.2%	2.3 pp	US\$59	US\$62	5.1%
Courtyard by Marriott	49.5%	60.6%	11.1 pp	US\$43	US\$65	51.2%
Residence Inn	75.3%	72.8%	-2.5 pp	US\$77	US\$78	1.3%
ARA H-TRUST	39.4%	42.3%	2.9 pp	US\$35	US\$39	11.4%

Robust Rebound Backed by Strong Leisure Travel

Weekly performance consistently above GOP breakeven level



*Assuming annual property taxes, insurance, and other fixed expenses are accrued and expensed on a monthly straight-line basis

Sound Financial and Liquidity Position



As at 31 Mar 2021

	As at 31 Dec 2020	As at 31 Mar 2021
NAV per Stapled Security	US\$0.62	US\$0.60
Cash Balance	US\$26.8 mil	US\$21.8 mil
Total Debt Outstanding	US\$354.7 mil	US\$355.9 mil
Aggregate Leverage Ratio	48.2%	49.0%
Weighted Average Debt Maturity	3.0 years	2.7 years
Average Cost of Debt (p.a.)	3.4%	3.4%
% of Fixed Debt	76.7%	76.9%

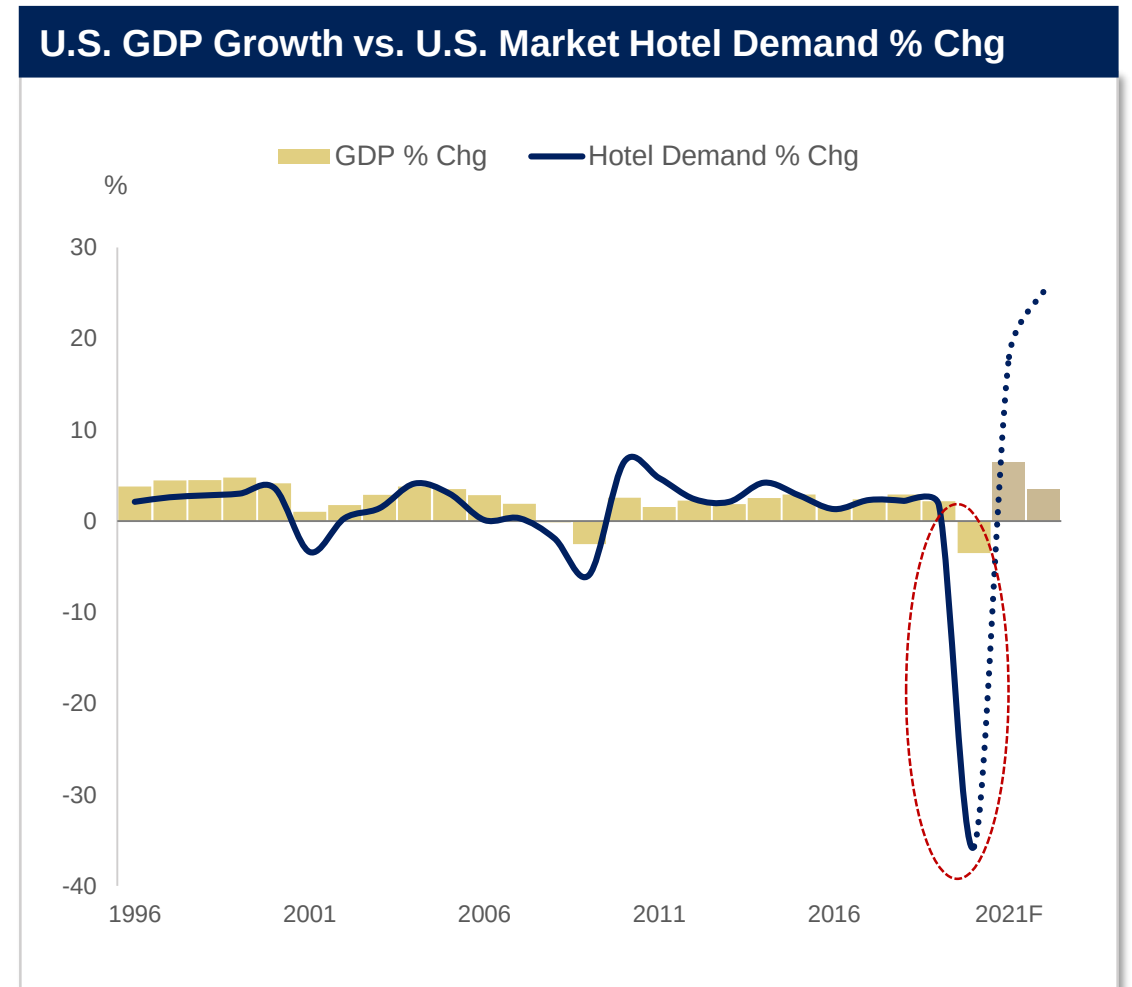
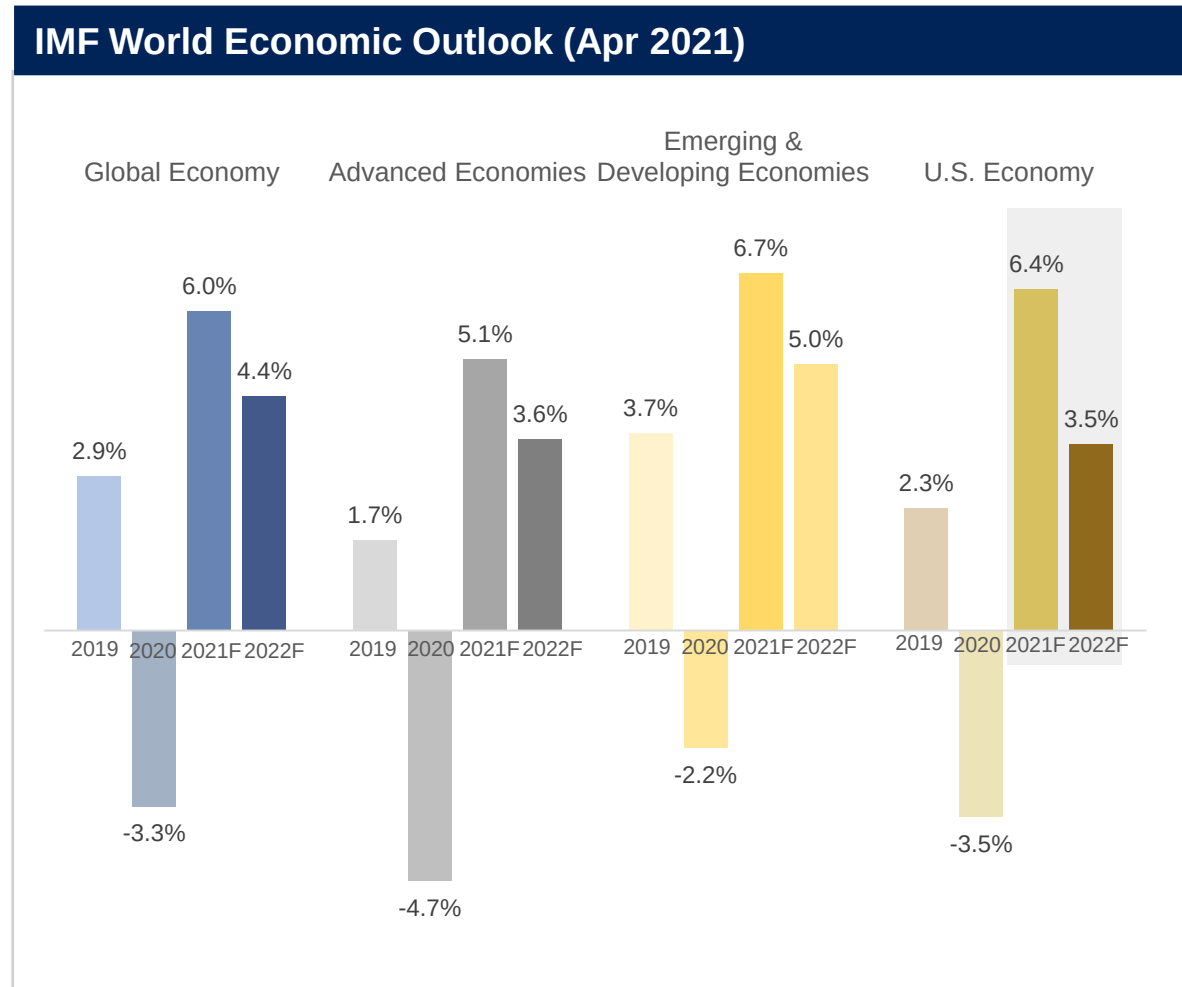
* Lender banks have consented to further extension of the financial covenants waiver up to December 2021

RECOVERY PATH AHEAD

U.S. GDP Forecast Boosted by Record Stimulus and Vaccination



Correlation between GDP growth and hotel demand signals robust rebound



Restored Confidence, Fiscal Stimulus to Drive U.S. Hotel Recovery



Americans are ready to travel in 2021 with road trips, domestic destinations as top preferences



80% likely to travel in 2021

87% plan on driving to their destinations

64% plan on flying to their destinations



81% plan to travel within the U.S.



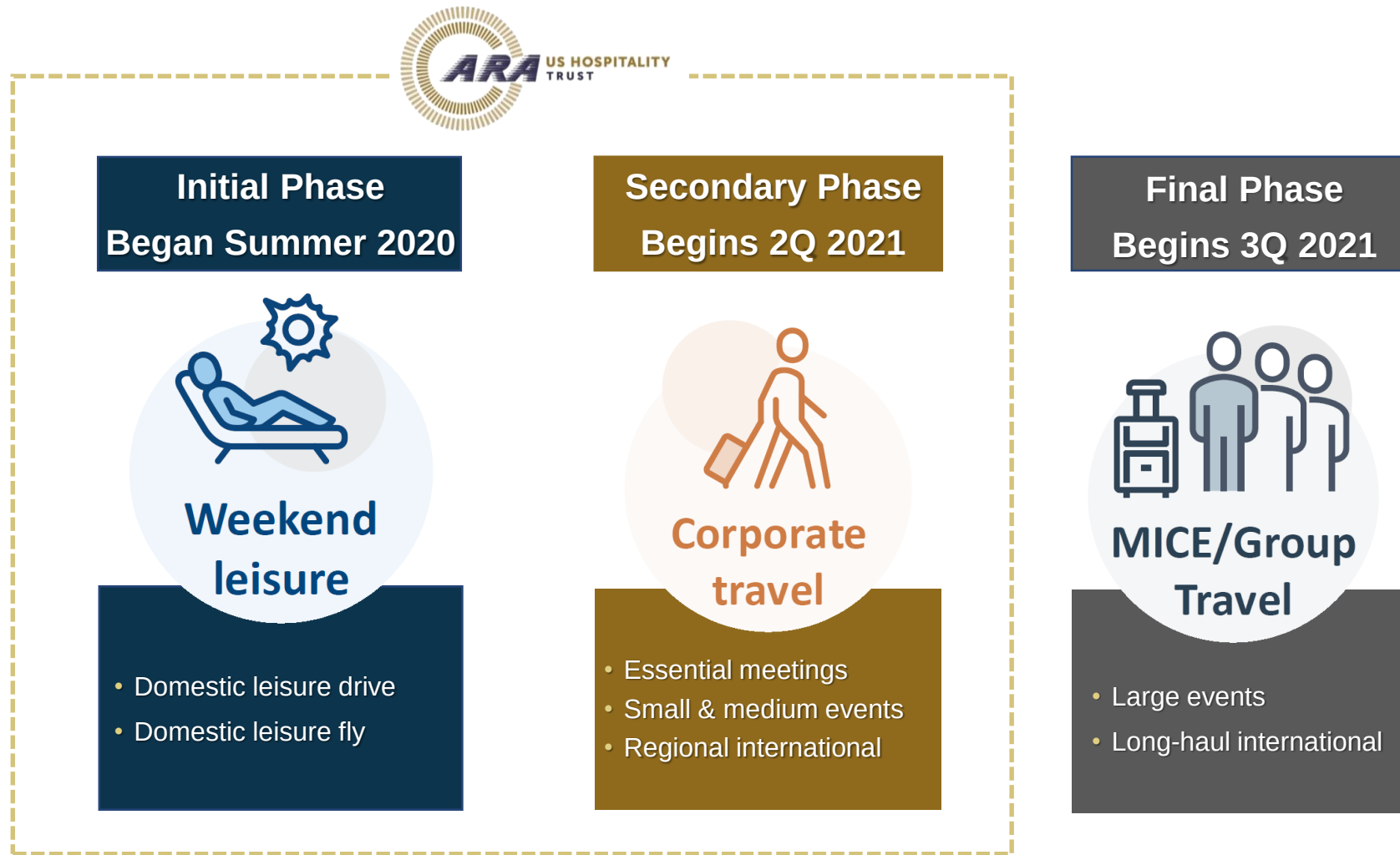
76% likely to travel once they receive the vaccine



60% believe that their organizations will restart business travel by mid 2021

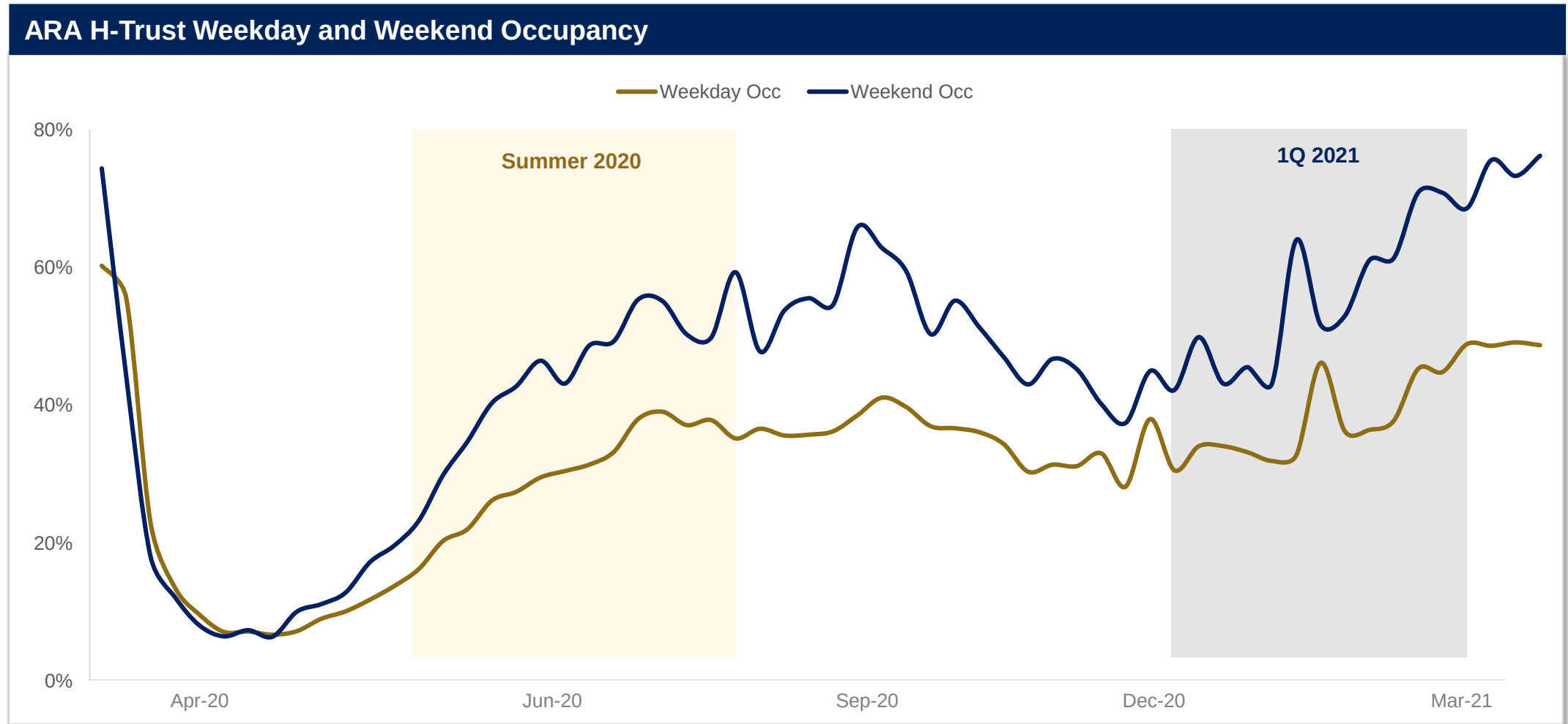
Travel Recovery Expected in Phases by Demand Segment

Recovery pace dependent on vaccination progress and travel confidence



Weekend Occupancy Rose Steadily in 1Q 2021 to Above 70%

Emerging signs of corporate travel comeback near end 1Q 2021 as weekday occupancy hit c. 50%



Three-pronged Strategy for Long-Term Value Creation

Focused on delivering sustainable and stable returns to Stapled Securityholders



Proactive Asset Management

Active, hands-on portfolio management to improve NPI and enhance portfolio value



Prudent Capital Management

Optimizing capital structure to provide financial flexibility and maintain strong balance sheet



Yield-accretive Investment Management

Pursue acquisition opportunities to increase returns and enhance portfolio diversification

Thank You

For enquiries, please contact:

Low Ru Yan

Investor Relations Manager

RuyanLow@ara-group.com

Tel: +65 6601 9362

www.araushotels.com



AC Hotel Marriott Raleigh North Hills