



**ASCOTT**  
RESIDENCE  
TRUST

**ASCOTT RESIDENCE TRUST**

# Acquisition of Somerset Chancellor Court, Ho Chi Minh City

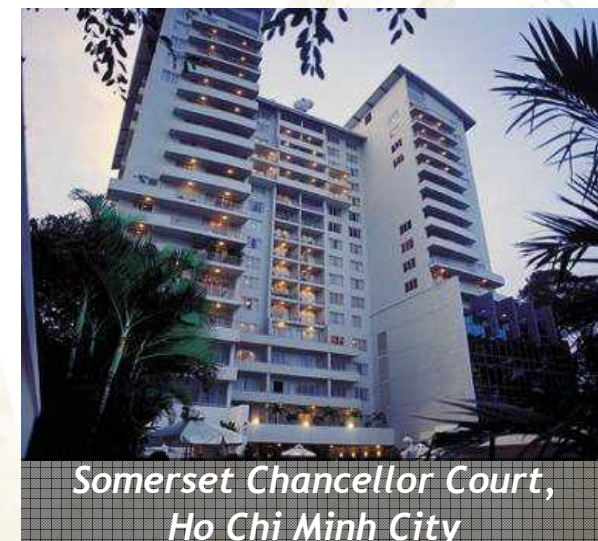
## Vietnam

14 December 2006



# Acquisition Highlights

- Conditional sale and purchase agreements to purchase an effective 26.8% stake in Somerset Chancellor Court, Ho Chi Minh City in Vietnam, at a total purchase consideration of US\$5.2 million (about S\$8.0 million)
- Property valued at US\$45 million (about S\$69.3 million)
- Yield-accretive acquisition, with an annualised property yield<sup>1</sup> of more than 8% (compared to ART's annualised portfolio property yield<sup>2</sup> of 4.9% and current trading yield<sup>3</sup> of 4.4%)
- Expands ART's asset portfolio to 17 properties in seven countries with a total property value of S\$1.07 billion



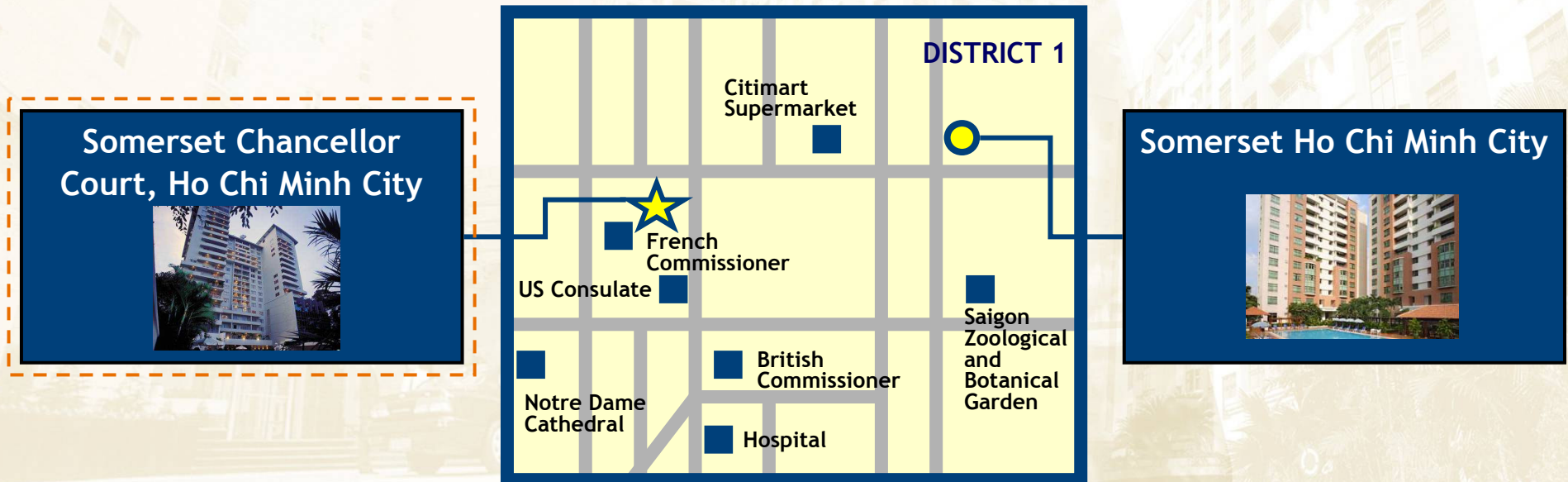
<sup>1</sup> For the forecast year 2007.

<sup>2</sup> Based on initial portfolio of 12 properties for the forecast year 2006.

<sup>3</sup> As at 13 December 2006. Based on an annualised distribution of S\$0.0611 for the forecast year 2006 and based on the assumptions as set out in the Prospectus.

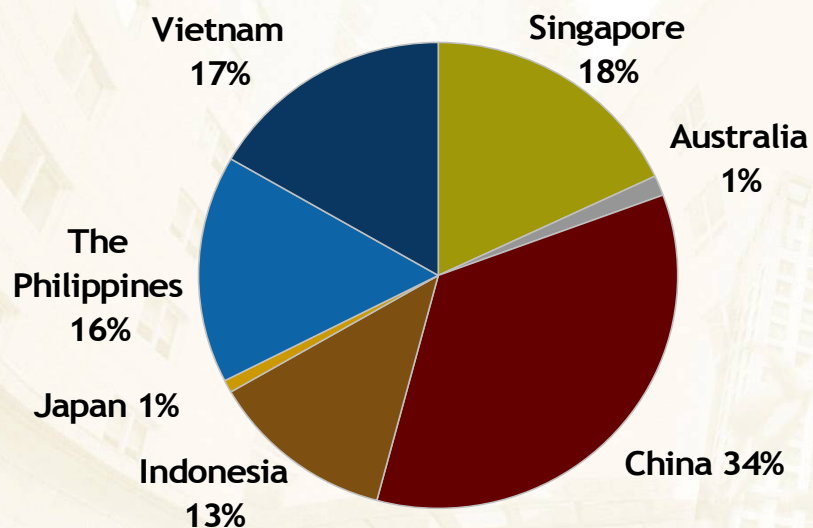
# Somerset Chancellor Court, Ho Chi Minh City

- Somerset a very well-recognised serviced residence brand in Vietnam
  - Awarded the ‘Best Service In Serviced Apartments - Ho Chi Minh City’ by business newspaper Vietnam Economic Times’ Guide Awards 2006
- Expands ART’s Vietnam portfolio to three properties with 522 units
  - Operating synergies with ART-owned Somerset Ho Chi Minh City

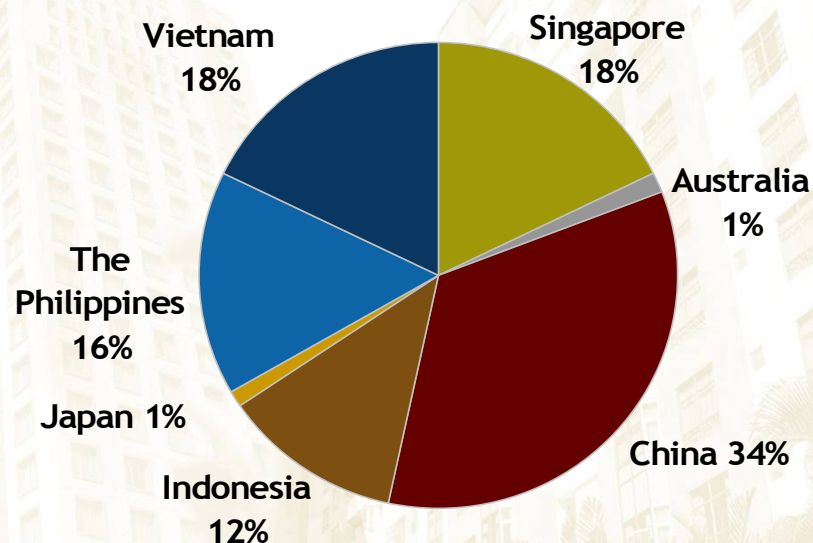


# Geographical Diversification of Gross Profit

## Pre-Acquisition<sup>1,2</sup>



## Post-Acquisition<sup>1,3</sup>



**Total Gross Profit<sup>1</sup> increases 1% to S\$57.6m**

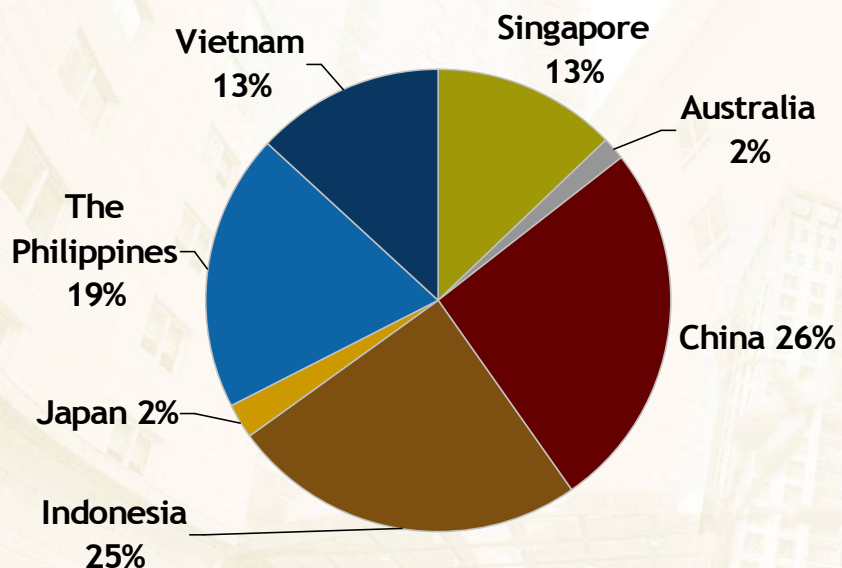
<sup>1</sup> For ART's share of Gross Profit in the forecast year 2006, except for Ascott Manila and Somerset Gordon Heights, Melbourne, which use ART's share of Gross Profit in the forecast year 2007. Assumes the post-listing acquisitions took place on 1 January 2006.

<sup>2</sup> Based on a portfolio of 16 properties.

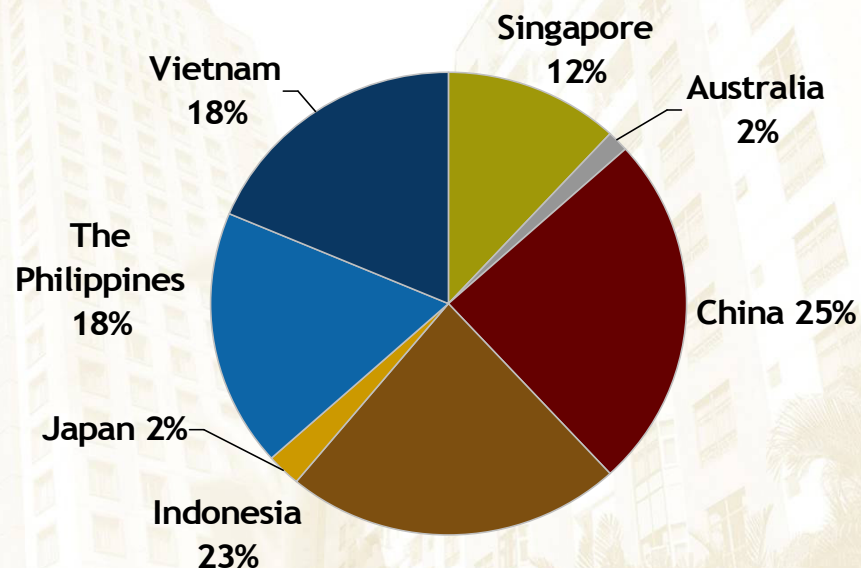
<sup>3</sup> Based on a portfolio of 17 properties, following the acquisition of Somerset Chancellor Court, Ho Chi Minh City.

# Geographical Diversification of The Portfolio

## Pre-Acquisition<sup>1</sup>



## Post-Acquisition<sup>2</sup>



**Total portfolio increases 6% to 2,825 units  
in 10 Pan-Asian cities in 7 countries**

<sup>1</sup> Based on a portfolio of 16 properties.

<sup>2</sup> Based on a portfolio of 17 properties, following the acquisition of Somerset Chancellor Court, Ho Chi Minh City.

# Attractions of Vietnam and Ho Chi Minh City

- **Expected increase in foreign investment**
  - Vietnam will enter the World Trade Organisation in early 2007
  - Vietnam's economic growth the second-fastest in Asia after China<sup>1</sup>
  - US\$8.27 billion invested in Vietnam by multinational corporations (MNC) to date this year, 47% more than the same period last year<sup>1</sup>
  - Semiconductor manufacturer giant Intel Corp. building a US\$1 billion chip plant in Ho Chi Minh City<sup>2</sup>
  - Telecommunications service provider AT&T expanding global networking services for MNCs to Vietnam<sup>2</sup>
- **Influx of business travellers**
  - Between January and October 2006, almost half a million entered Vietnam, an 18% increase over the same period last year<sup>3</sup>
  - Strong demand for the limited supply of good quality serviced residences in Vietnam

<sup>1</sup> Source: The Associated Press, November 2006

<sup>2</sup> Source: International Herald Tribune, November 2006.

<sup>3</sup> Source: Vietnam National Administration of Tourism, November 2006.

# Property Highlights

<b>Property Description</b>	18-storey building with one basement level, and 42 carpark lots. Central District 1 location in Ho Chi Minh City's prime commercial, diplomatic and major shopping district. Within walking distance of many businesses, consulates and shopping centres, and attractions like the Notre Dame Cathedral and the Saigon Zoological and Botanical Garden.
<b>In Operation Since</b>	1995
<b>Facilities</b>	Business centre, swimming pool and steam room, fully-equipped gymnasium, hair and beauty salon, 24-hour reception and security, and a residents' lounge with a library.
<b>Number of Units</b>	172 apartment units
<b>Average Occupancy</b>	About 80%
<b>Gross Floor Area</b>	26,782 sqm



# Acquisition Highlights



Yield-accretive acquisition - more than 8% yield



Award-winning property enjoys operating synergies with ART-owned Somerset Ho Chi Minh City



Expands ART's portfolio to 17 properties in seven countries with a total property value of S\$1.07 billion

# World's First Pan-Asian Serviced Residence REIT

## China

- 4 properties in Beijing, Shanghai and Tianjin



## Vietnam

- 3 properties in Hanoi and Ho Chi Minh City

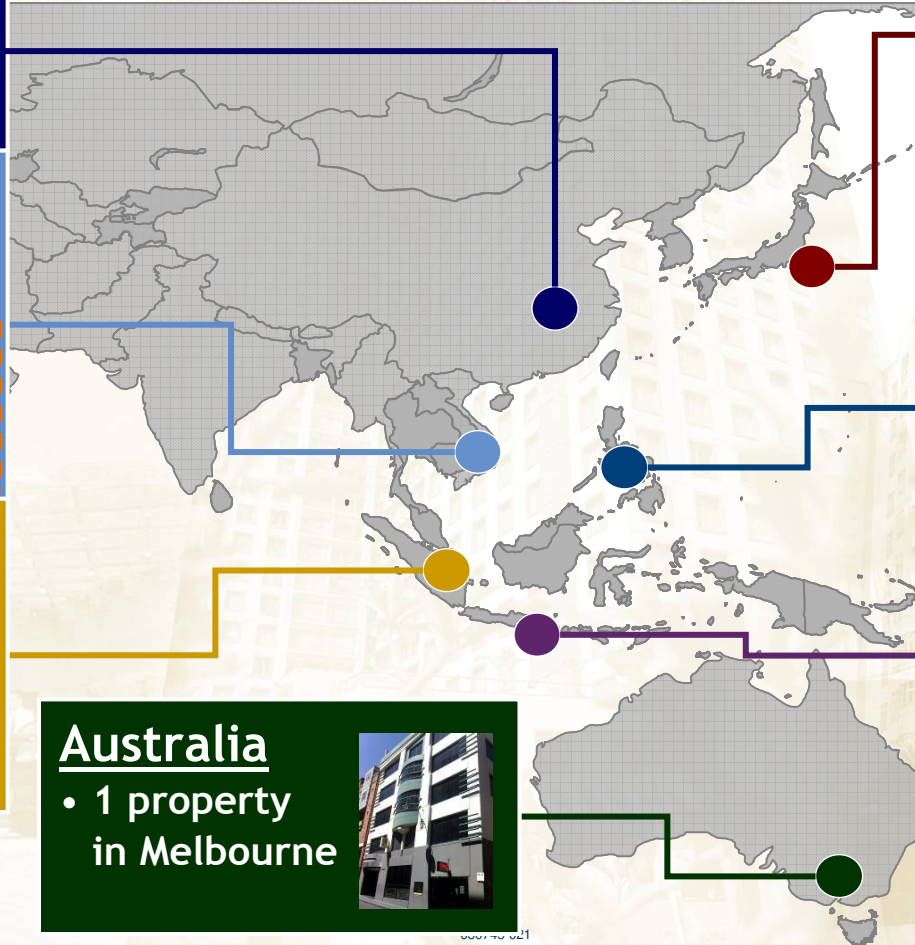


## Singapore

- 2 properties



S\$1.07 billion portfolio value  
2,825 apartment units in 17 properties  
10 Pan-Asian cities in 7 countries



## Japan

- 1 property in Tokyo



## The Philippines

- 3 properties in Makati City, Manila



## Indonesia


- 3 properties in Jakarta



## Australia

- 1 property in Melbourne



 New acquisition



**Thank You**