



# Langham Hospitality Investments And Langham Hospitality Investments Limited

1Q 2017

# A quality hotel portfolio located in Hong Kong's CBDs

**Developments underway to strengthen Hong Kong as a leading tourism destination**

- International trade / finance hub and popular shopping / tourist destination
- More tourism and infrastructure projects are under development

**Actively Managed Brands**

- Internationally recognised
- Increasing global presence of Langham branded hotels
- Active manager with an “owner-manager” mentality

**Strategic Locations**

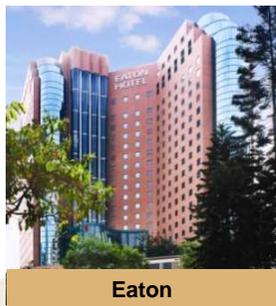
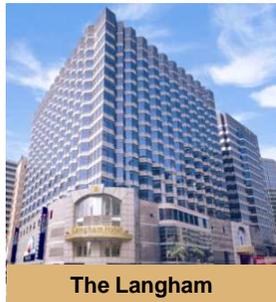
- Prime locations on the Kowloon peninsula
- Major infrastructure and commercial centres under development
- Restricted new supply in core business districts

**LANGHAM**  
HOSPITALITY INVESTMENTS

- Our objective is to provide stable distributions with the potential for sustainable long term growth of such distributions and enhancement in the value of the hotel portfolio
- Accomplished through the lease structure, active asset management and ROFR from Great Eagle

# Our Hotels are Strategically Located on the Kowloon Peninsula in Hong Kong

## Kowloon Peninsula, Hong Kong



## Prime Shopping Destinations



- Close proximity of key tourist and shopping belts, existing and expanding commercial districts and future infrastructure
- Easily accessible via major roads, MTR stations, the Hong Kong International Airport and rail to mainland China

# THE LANGHAM

HONG KONG



# CORDIS

HONG KONG  
AT LANGHAM PLACE





# High Quality Portfolio

## High Quality Langham Branded Hotels



### The Langham

Location	: Tsim Sha Tsui, Kowloon
Year of commencement	: 1994
HKTB rating	: High Tariff A Hotel
GFA ('000 sq.ft.)	: 375
Number of rooms	: 498
Facilities	: 5 restaurants, 1 ballroom, 4 meeting rooms, Jacuzzi, health club, fitness centre



### Cordis Hotel

Location	: Mong Kok, Kowloon
Year of commencement	: 2004
HKTB rating	: High Tariff A Hotel
GFA ('000 sq.ft.)	: 580
Number of rooms	: 666
Facilities	: 4 restaurants, 1 ballroom, 3 meeting rooms, Chuan Spa, fitness centre



### Eaton Hotel

Location	: Yau Ma Tei, Kowloon
Year of commencement	: 1990
HKTB rating	: High Tariff B Hotel
GFA ('000 sq.ft.)	: 339
Number of rooms	: 465
Facilities	: 5 restaurants, 3 ballrooms, 2 meeting rooms, fitness centre

## Selected Awards



Forbes 5-Star Award



Three-star Michelin award for T'ang Court



Best City Hotel – Hong Kong Award by  
TTG Travel Awards



“Top 25 Hotels in China” by TripAdvisor  
Travellers' Choice



Two-star Michelin award for Ming Court



Condé Nast Gold List



Spa Traveller Awards



One-star Michelin award for Yat Tung Heen



Best Eco Hotel in Hong Kong  
by HotelClub Hotel Awards (Hong Kong)



Capital Entrepreneur Green Enterprise  
Awards by Capital Entrepreneur



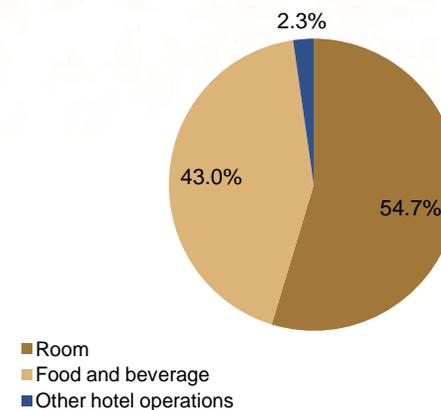
Three high quality Langham branded hotels with a combined 1,629 rooms strategically located on the Kowloon peninsula, Hong Kong

# ... and have a Balanced Mix of Room and Non-room Revenue

## Wide Range of Non-room Revenue Sources

- ✓ Range of award-winning facilities and services
  - Food and beverage
  - Banquet services
  - Meeting and conference facilities
  - Spa facilities
- ✓ Relatively stable even during the global financial crisis
- ✓ Strong demand from non-hotel customers
- ✓ Well positioned to benefit from Hong Kong's growing MICE market

## Balanced Revenue Contribution<sup>(1)</sup>



## Award-winning Restaurants and Quality Conference spaces



### Michelin star-rated restaurants



Ming Court (Two-star Michelin),  
Cordis Hotel



T'ang Court (Three-star Michelin),  
The Langham



Yat Tung Heen (One-star Michelin),  
Eaton Hotel

### Conference spaces

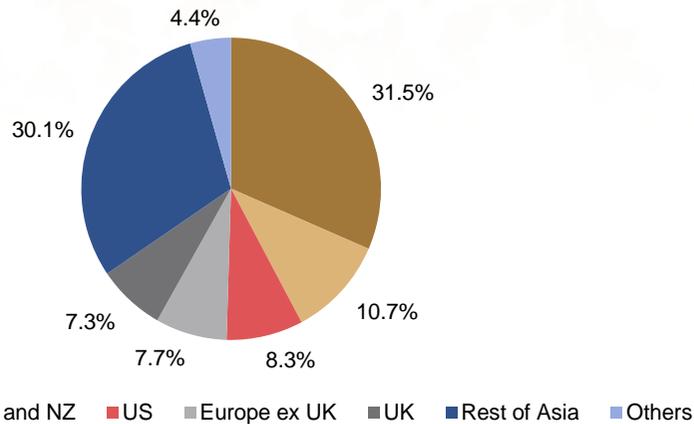


The majority of the Hotels' food and beverage revenue was derived from customers who were not staying at the Hotels

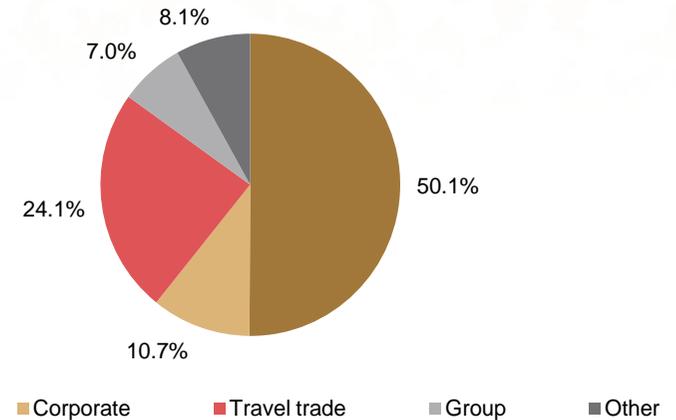
Note:  
1. For the year ended 31 Dec 2016

# During 2016, our Customers are Diversified in Terms of both Geography and Customer Segment...

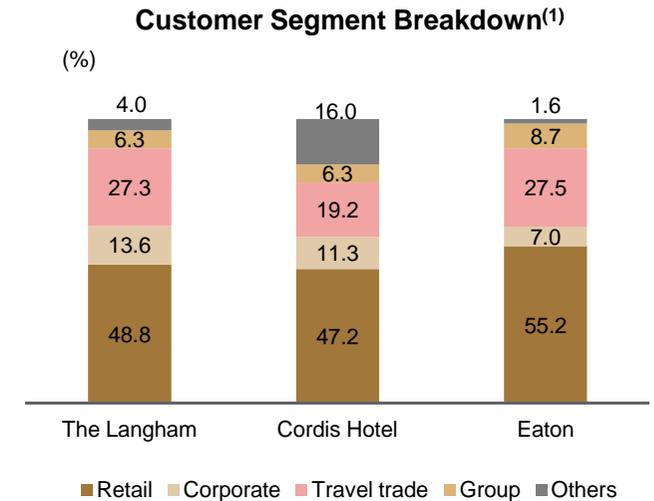
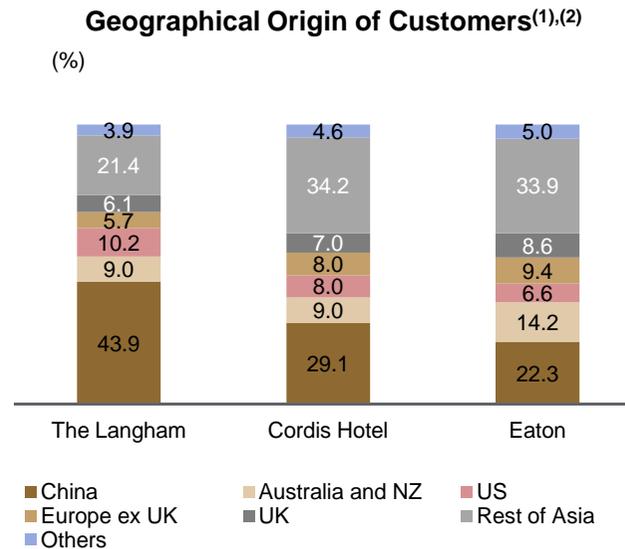
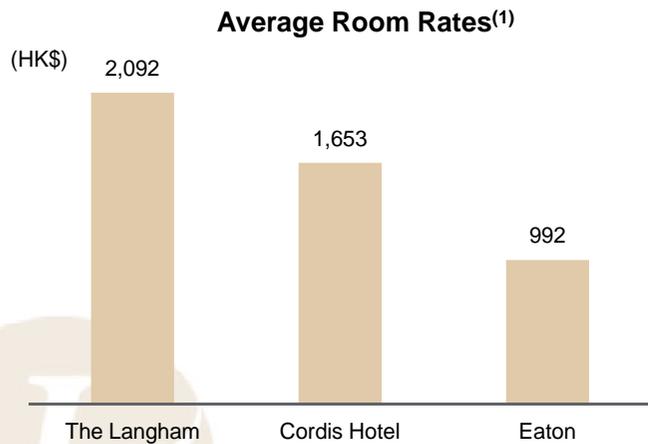
**Diversified Geographical Origin of Customers<sup>(1),(2)</sup>**



**Diversified Customer Segments<sup>(1)</sup>**



## Target Different Market Segments and Do Not Directly Compete with Each Other



Note:

1. For the For the year ended 31 Dec 2016
2. Based on self-reported data collected at the time of guest registration and have not been subject to audit or review by an independent third party. Such data excludes room revenue derived from airline crew and others from unidentified countries and other miscellaneous revenue and service charges

# Our Hotels are Managed under the Internationally Recognised Langham Brands by the Hotel Manager, Langham Hotels International Limited

## Our Unique Position

**THE LANGHAM**  
HONG KONG

- Since 1865
- Unique style
- European heritage
- Classic charm
- Luxury bespoke service



## Description of the Hotel Manager

- Langham Hotels International Limited is a wholly-owned subsidiary of Great Eagle
- An operating track record of over 20 years
- One of the largest luxury hotel operators in Hong Kong
- Local expertise and experience
- Increasing exposure to other worldwide gateway cities

**CORDIS**  
HONG KONG  
AT LANGHAM PLACE

- Lifestyle setting
- Social hub
- Committed to nurturing cultural and community in the neighbourhood



## Selected Awards of Hotels Managed by the Hotel Manager

**EATON**  
HONG KONG

- Mid-scale to up-scale brand
- Embodies modern design
- Value for money philosophy



**We believe strong brand recognition is one of the factors that has enabled the Hotels to command prices at the high end of their competitive market segments**

# The Langham Brands have a Presence across Four Continents

## Hotels in Hong Kong and China



**The Langham, Hong Kong**  
Location: Hong Kong  
Total rooms: 498



**The Langham, Haikou**  
Location: China  
Total rooms: 249



**Cordis Hotel**  
Location: Hong Kong  
Total rooms: 666



**Eaton, Hong Kong**  
Location: Hong Kong  
Total rooms: 465



**The Langham, Xintiandi, Shanghai**  
Location: China  
Total rooms: 357



**Langham Place, Beijing Capital Airport**  
Location: China  
Total rooms: 372



**Langham Place Haining**  
Location: China  
Total rooms: 263



**The Langham, Shenzhen**  
Location: China  
Total rooms: 352



**Langham Place, Ningbo Culture Plaza**  
Location: China  
Total rooms: 143



**Langham Place, Xiamen**  
Location: China  
Total rooms: 327



**Langham Place, Guangzhou**  
Location: China  
Total rooms: 500

**Future pipeline<sup>(1)</sup>**

Cordis Qingdao	The Langham Hefei	Eaton, San Francisco	Langham Place, San Francisco
Langham Place, Changsha	Langham Place Bali	Langham Place Wade Park	Langham Place, Tokyo
Cordis Shanghai East Bund	Langham Place Dubai	The Langham Santa Fe	
Cordis Hongqiao	Langham Place Lusail Doha	Langham Place Dalian	
The Langham Chongqing	The Langham Jakarta	The Langham Dara Sakor Cambodia	

## Hotels in Europe / America



**Eaton Washington D.C.**  
Location: United States  
(under renovation)



**The Langham, London**  
Location: United Kingdom  
Total rooms: 378



**Chelsea**  
Location: Canada  
Total rooms: 1,590



**The Langham, Boston**  
Location: United States  
Total rooms: 318



**The Langham, Pasadena**  
Location: United States  
Total rooms: 411



**The Langham, Chicago**  
Location: United States  
Total rooms: 316



**Langham Place Fifth Avenue, New York**  
Location: United States  
Total rooms: 214

## Hotels in Australia / NZ



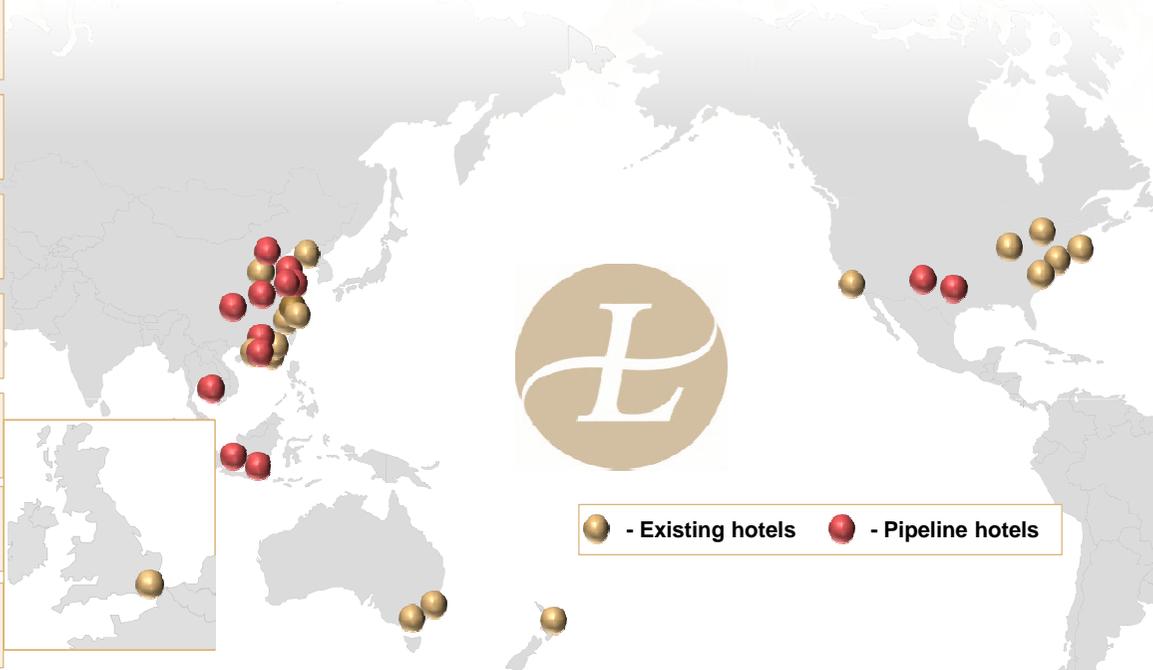
**The Langham, Auckland**  
Location: New Zealand  
Total rooms: 411



**The Langham, Melbourne**  
Location: Australia  
Total rooms: 388



**The Langham, Sydney**  
Location: Australia  
Total rooms: 96



- Currently manages a portfolio of 21 hotels comprising over 8,000 rooms
- Pipeline of hotels to be opened in coming years<sup>(1)</sup>

Note:  
1. Source: Great Eagle Holdings Company filings



## 2016 Final Results

# Highlights of Final Results 2016

## RevPAR decline narrowed in 2016

- RevPAR for the Trust Group's hotels dropped by 2.3%.
- However, room revenue rose by 2.6%, F&B revenue flat.
- Total Hotel revenue rose by 1.4% and GOP increased by 5.3%.

## Rental income also supported by fixed rent

- Total rental income rose by 3.5% to HK\$706.4 million.
- Profit *excluding* exceptional items\* rose by 11.1%.
- Distributable income rose by 5.0% to HK\$501.4 million.

## Improved Distribution per share stapled unit

- Before the impact of distribution waived, distribution per unit increased by 3.9% to HK24.2 cents in 2016.
- And HK25.5 cents after the impact of distribution waived.
- No change in the number of units waiving distribution this period.

## Outlook on distributable income

- Renovation for Eaton, Hong Kong from mid-2017 will result in lower F&B and possibly room revenue for the hotel in 2017.
- Whereas higher interest expense and cash tax payment will result in lower distributable income for the Trust Group in 2017.

\* Items including fair value of investment properties and derivative financial instrument

# Hotels performance

## The Langham, Hong Kong

- Recorded a 1.5% decline in RevPAR in 2016.
- Benefitted from keen demand for its renovated rooms and was able to capture more travellers from Mainland China.

## Cordis, Hong Kong

- Negative impact from the protests which broke out in Mongkok during the Chinese New Year dragged down the RevPAR for the full year in 2016.
- RevPAR for the hotel dropped by 4.5% in 2016.

## Eaton Hotel, Hong Kong

- A 3.1% decline in RevPAR was worse than that of 2.0% for its respective High Tariff B hotel in 2016.
- The underperformance was due to severe room rate competition from nearby hotels.

**LANGHAM**  
HOSPITALITY INVESTMENTS

- Revenue from F&B dropped 0.1% in 2016.
- As the growth in F&B revenue witnessed at The Langham and Cordis was offset by a decline in F&B revenue at the Eaton.

# 2016 Final results

## Hotels operating performance for 2016

	Average Daily Rooms Available		Occupancy		Average Room Rate		RevPAR	
	2016	2015	2016	2015	2016	2015	2016	2015
The Langham, Hong Kong	498	457	87.7%	84.7%	2,092	2,198	1,834	1,862
Cordis, Hong Kong	653	620	89.8%	89.7%	1,653	1,734	1,485	1,555
Eaton, Hong Kong	465	465	95.6%	89.5%	992	1,093	948	978
Y-o-y growth in 2016	Occupancy		Average Room Rate		RevPAR		Food and Beverages	
	(in % pts)							
The Langham, Hong Kong	+3.0		-4.8%		- 1.5%		0.7%	
Cordis, Hong Kong	+0.1		- 4.7%		-4.5%		4.1%	
Eaton, Hong Kong	+6.1		-9.2%		-3.1%		- 8.6%	
<b>Respective markets</b>								
High Tariff A Hotels	+ 1.0		-4.7%		-3.6%			
High Tariff B Hotels	+1.0		-3.1%		-2.0%			

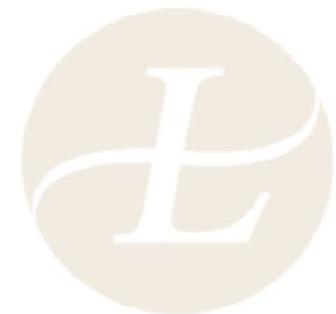
Note:

1. The Langham and Cordis are classified as Tariff A hotels, whereas the Eaton is classified as a Tariff B hotel.

## 2016 Final Results

---

	2016	2015	
	(HK\$ mn)	(HK\$ mn)	Change
Fixed Rental Income	225.0	225.0	-
Variable Rental Income	475.7	451.8	+5.3%
Rental Income from retail shops	5.7	5.4	+5.6%
<b>Gross Rental Income</b>	<b>706.4</b>	<b>682.2</b>	<b>+ 3.5%</b>
Property operating expenses	(25.7)	(34.4)	-25.3%
Services Fees (Including hotel management fee)	(87.0)	(84.4)	+3.1%
<b>Net Property Income</b>	<b>593.7</b>	<b>563.4</b>	<b>+5.4%</b>

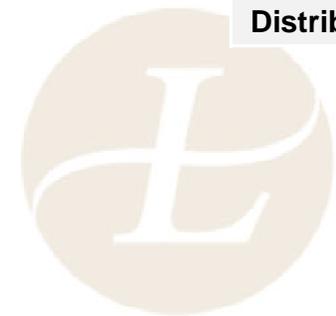


## 2016 Final Results

	2016	2015	
	(HK\$ mn)	(HK\$ mn)	Change
<b>Net Property Income</b>	<b>593.7</b>	<b>563.4</b>	+5.4%
Net exchange gain/(loss)	-	(8.6)	n.a.
Increase/(Decrease) in fair value of investment properties	(3.6)	1,099.0	-100.3%
Increase in fair value of derivative financial instrument	31.8	-	n.a.
Trust and other expenses	(12.7)	(12.5)	+1.6%
<b>Net finance cost</b>			
Finance cost	(118.2)	(131.8)	-10.3%
Interest income	1.6	9.2	- 82.6%
Other income	0.3	0.1	+200.0%
<b>Profit before tax</b>	<b>492.9</b>	<b>1,518.8</b>	-67.5%
<b>Income tax</b>	<b>(83.3)</b>	<b>(76.6)</b>	<b>+8.7%</b>
<b>Profit attributable to holders of Share Stapled Units</b>	<b>409.6</b>	<b>1,442.2</b>	<b>-71.6%</b>
<b>Profit excluding Fair Value change of Investment Properties and derivative financial instrument</b>	<b>381.4</b>	<b>343.2</b>	<b>+11.1%</b>

## 2016 Final Results

Adjustment to Distributable Income:	2016	2015	
	(HK\$ mn)	(HK\$ mn)	Change
Profit attributable to holders of share stapled units for the period	<b>409.6</b>	<b>1,442.2</b>	-71.6%
Net exchange loss on Renminbi holdings	-	8.6	n.a.
Hotel management fee and licence fee paid in share stapled units	70.0	67.8	+3.2%
Amortisation of debt upfront fee	24.6	34.0	-27.6%
Deferred tax	48.7	63.0	-22.7%
Cash contribution to FF&E reserve	(23.3)	(23.0)	+1.3%
Change in fair value of investment properties	3.6	(1,099.0)	+100.3%
Increase in fair value of derivative financial ins.	(31.8)	-	n.a.
Realised exchange loss on Renminbi holdings	-	(16.1)	n.a.
<b>Distributable income to Share Stapled Unitholders</b>	<b>501.4</b>	<b>477.5</b>	<b>+5.0%</b>
<b>Distribution per unit (HK\$) - after distribution waiver</b>	<b>0.255</b>	<b>0.246</b>	
<b>Distribution per unit (HK\$) - before distribution waiver</b>	<b>0.242</b>	<b>0.233</b>	



# Balance sheet

## Healthy financial position

---

- The hotel properties were revalued at HK\$18,432 million. Net Asset Value attributable to share stapled unit holders was HK\$5.65 per unit.
- As at 31 Dec 2016, the Trust Group's gearing was comfortable at 36.1%, compared with 36.2% as at the end of 2015.
- With an adequate interest coverage ratio of around 5 times.

## Refinanced a loan with better terms

---

- A loan of HK\$6,800 million was successfully refinanced in May 2016 with a lower all-in cost of 1.23% (previous loan was 1.7%).
- Furthermore, the extended maturity to four years effectively eliminates refinancing risks for the Trust Group in next four years.
- In addition, a revolving credit facility of up to HK\$400 million has been obtained.

## Timely treasury management

---

- ✓ The Trust Group has effectively fixed the interest rate of HK\$2,000 million of our bank loans.
- ✓ Via entering into interest rate swap contracts in early November 2016 and January 2017 at an average interest rate of 1.42%.
- ✓ Continue to monitor interest rates and possibility of entering into more interest rate swaps.

# Going forward, we have an i) Acquisition Growth Strategy,.....

## The Great Eagle ROFR – Initial Focus in Asia

- Completed standalone hotel in Asia which GE proposes to sell<sup>(1)</sup>
- Completed hotels in Asia which GE is offered opportunity to buy<sup>(1)</sup>
- Uncompleted hotels upon completion in Asia<sup>(2)</sup>
- Completed hotels to be branded under the Langham brands or other Eaton brands<sup>(1)</sup>

## LHI Strengths as an Acquirer

- ✓ Owner-operator
- ✓ Senior management's track record in acquisition and development
- ✓ Attractive initial core Hong Kong portfolio

### Acquisition criteria:

(a) Total return enhancing; (b) Initial focus on hotels in Asia; (c) Strong fundamentals, organic growth and asset enhancement potential

## Great Eagle's Remaining Global Portfolio<sup>(3)</sup>



The Langham, London



The Langham, Boston



The Langham, Melbourne



The Langham, Sydney



The Langham, Auckland



Washington D.C. hotel



The Langham, Pasadena



The Langham, Xintiandi



Chelsea Hotel, Toronto



Langham Place, New York



The Langham, Chicago

### Pipeline hotels:

- ✓ Langham Place, Dalian<sup>(4)</sup>
- ✓ Langham Place, Tokyo<sup>(4)</sup>
- ✓ Two Hotels in San Francisco<sup>(4)</sup>
- ✓ Cordis Hongqiao in Shanghai<sup>(4)</sup>

### Note:

1. Which the Great Eagle Group owns an over 30% interest and that is being managed/proposed to be managed under the Langham Brands or Other Eaton Brands
2. Any uncompleted, stand-alone hotel development project in Asia to be operated under the Langham Brands or Other Eaton Brands on completion and any completed hotel to be segregated from the multi-purpose development of which it forms a part, and in which the Great Eagle Group owns an over 30% interest, provided that completion or segregation, as applicable, occurs prior to the expiry of the Great Eagle ROFR
3. These properties are not subject to the existing ROFR, except The Langham Xintiandi, The HUB hotel, The Langham, Tokyo and The Langham, Dalian, which are technically subject to ROFR
4. To be opened over 2017-2020.

....as well as an ii) Active Asset Management Strategy to grow distributions for our share stapled unitholders

### **The Langham, Hong Kong**

---

- ✓ All the rooms and majority of the F&B outlets at The Langham, Hong Kong have been refurbished in 2015.
- ✓ Renovations of T'ang Court and The Bostonian restaurant have been completed in 2016.
- ✓ Renovation of the Spa, health club and swimming pool will commence in 1Q 2017.

### **Cordis, Hong Kong**

---

- ✓ Rebranded to Cordis in August 2015.
- ✓ Renovation of all the standard rooms, spa and health club have been completed in 2016.
- ✓ Renovation of the suites will commence in 1Q 2017.

### **Eaton, Hong Kong**

---

- ✓ Last renovation on about half of the room inventory at Eaton was carried out prior to 2013.
- ✓ Renovations of the Hotel entrance, lobby, Chinese restaurant, ballroom and meeting place will commence from mid-2017.
- ✓ Renovation will include a social hub, co-working space and food hall targeting millennial travellers.



Thank You

