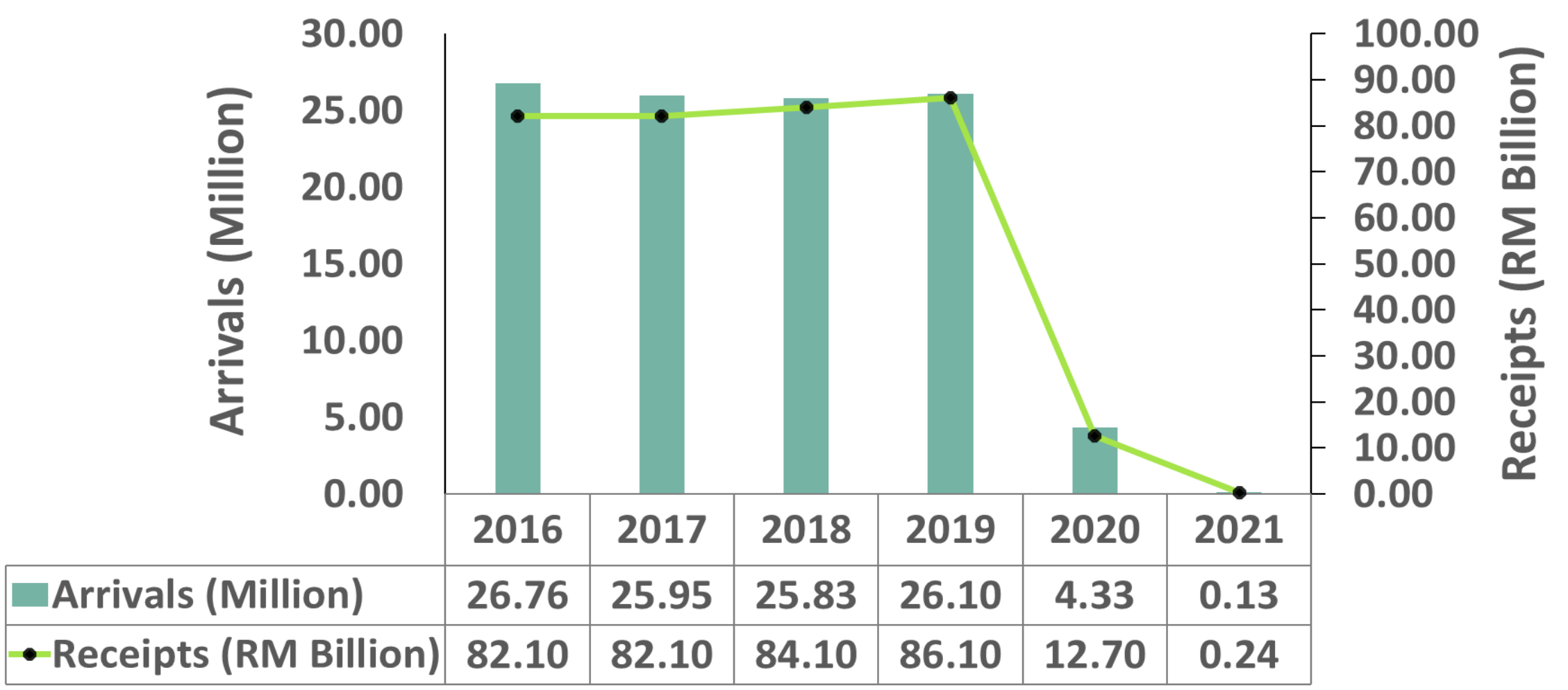


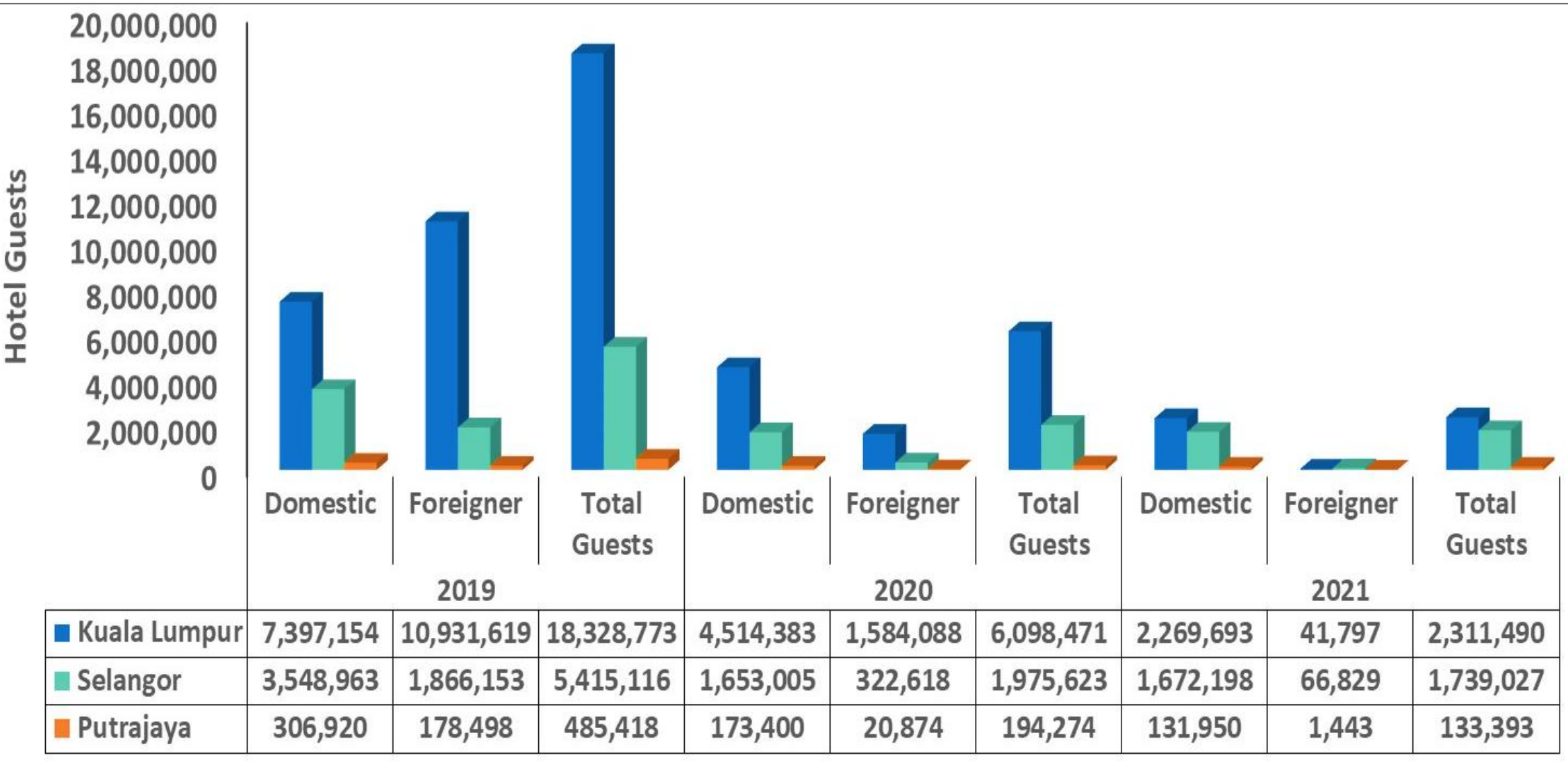
GREATER KUALA LUMPUR HOTEL SECTOR Q2 2022

TOURISM STATISTICS

INTERNATIONAL TOURIST ARRIVALS & RECEIPTS TREND (2016 - 2021)



HOTEL GUESTS BY STATE (2019 - 2021)



Tourist Expenditures

Q1 2022
RM359.66 million

2021
RM238.73 mill

Tourist Arrivals

Q1 2022
98,053

2021
134,728

Source: Tourism Malaysia

According to the Pacific Asia Travel Association's (PATA) forecast, foreign visitor arrivals in the Asia Pacific region would increase in 2022 and continue to grow until 2024, with South Asia likely to recover at the fastest rate of any region in the Asia Pacific

KEY HIGHLIGHTS

01

Reopening of businesses and international borders, promotional packages & lower room rates, coupled with resumption of various festival and corporate events have contributed to increase in hotel occupancy rates across multiple destinations

02

Hotel room occupancy has risen to 50% and even higher in several cities and in Klang Valley since April 1, according to Malaysian Association of Hotels (MAH), who attributed the increase in occupancy to domestic travellers during Hari Raya break and school holidays

03

The Tourism, Arts and Culture Ministry is now targeting the arrival of 4.5 million tourists to Malaysia this year and a revenue of RM11.1 billion after the initial target of two million tourists has been surpassed

04

MOTAC via Tourism Malaysia, has launched the Tourism Recovery Plan 2022 (PRE2.0) for the Accommodation Cluster to boost domestic tourism through the distribution of incentives to Malaysians in the form of discounts, vouchers, and rebates

05

Local airlines and industry players are intensifying efforts to increase frequency to key domestic tourism destinations such as Langkawi, Penang, Melaka & Kota Kinabalu and international markets. Malaysia Aviation Group aims to achieve 70% of pre-Covid capacity by end of 2022

06

Hilton expands Malaysia portfolio with the opening of 300-room DoubleTree by Hilton at i-City Shah Alam. Hilton now has 13 hotels across three brands in Malaysia and an additional nine hotels in the pipeline including the debut of Waldorf Astoria Hotels & Resorts in Kuala Lumpur by 2024

07

Travel + Leisure, a resource for travel tips, hotels, trip ideas, flight sales and city guides, has listed Langkawi as 5th and Penang as 8th in its Asia's Best Awards 2022 – Top 10 Islands in Southeast Asia

08

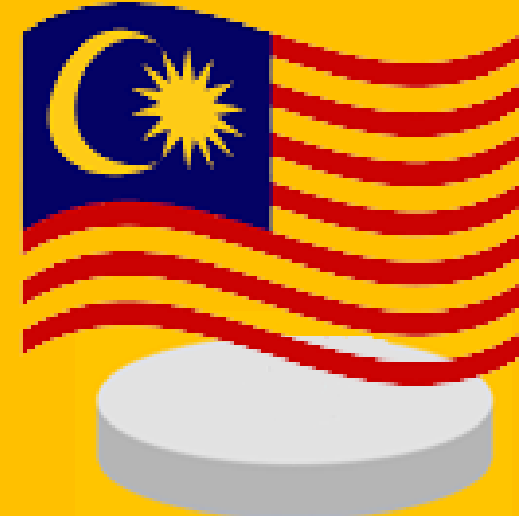
Domestic tourism will continue to be primary driving force of the tourism and hospitality industries while international arrivals pick up pace in the face of China's outbound travel restrictions in line with its zero-Covid approach and the on-going Russia-Ukraine military conflict

MALAYSIA: GROWTH POTENTIAL OF TOURISM & HOSPITALITY INDUSTRIES



Improving Performance

Improving occupancy rates and ARR, driven by pent-up demand for travel, both for leisure and business.



Strong Domestic Demand

Domestic Tourism has been identified as pathway to revive the tourism & hospitality industries with introduction of tax exemption to promote travel



One of the Top World Travel Destination

Malaysia is popular with foreign tourists for a myriad of purposes, as evidenced by numerous international awards



Strong Interest from Industry Players

Investors and operators have strong conviction on long-term potential of the tourism sector in Malaysia as evidenced by opening of hotels amid pandemic as well as expansion plans of existing and new hotel chains including luxury brands



Hub for Niche Tourism

Malaysia aims to solidify position as international hub for niche tourism by strengthening medical tourism and growing other niche markets such as the halal tourism, ecotourism and wellness industry



Rise of New Generations

Millennials and Generation Z are making travel an integral part of their lives, more than previous generations



Favourable Environment & Policies

Various initiatives announced under Budget 2022 and stimulus packages as well as low interest rate are anticipated to revitalize tourism & hospitality industries while encouraging innovation and investments

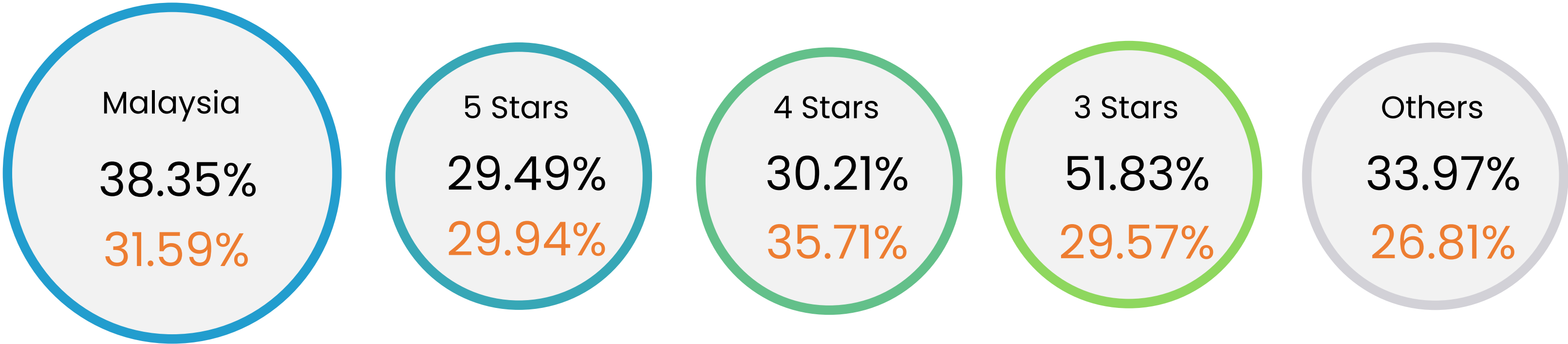


Major Infrastructure Projects

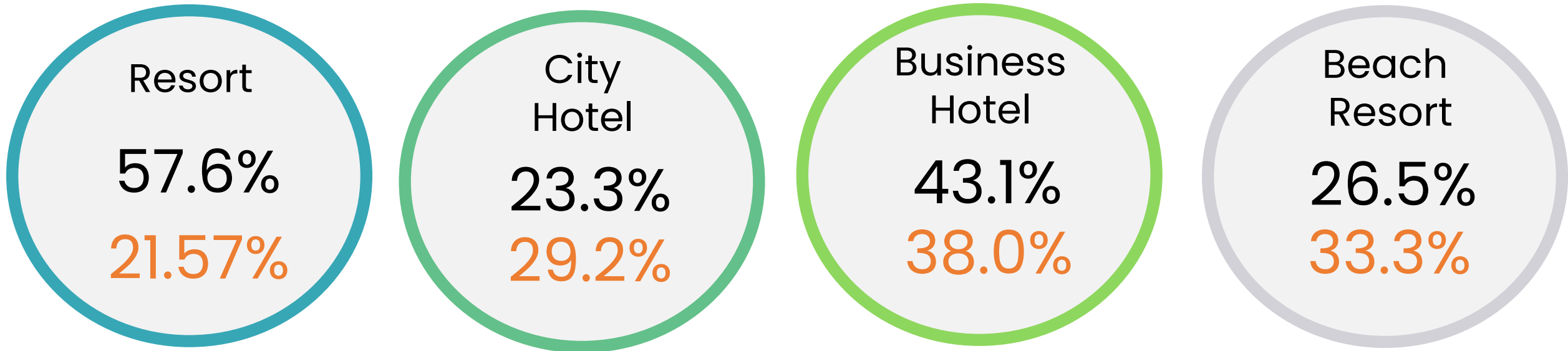
Progress of major infrastructure projects such as MRT Line 2, RTS Link and IMBRT as well as announcement of MRT Line 3 will greatly improve connectivity and act as catalyst for travel industry

MALAYSIA: OVERVIEW OF HOTEL INDUSTRY PERFORMANCE

Average Occupancy Rate by Star Rating (2021 vs 2020)



Average Occupancy Rate by Type of Accommodation (2021 vs 2020)

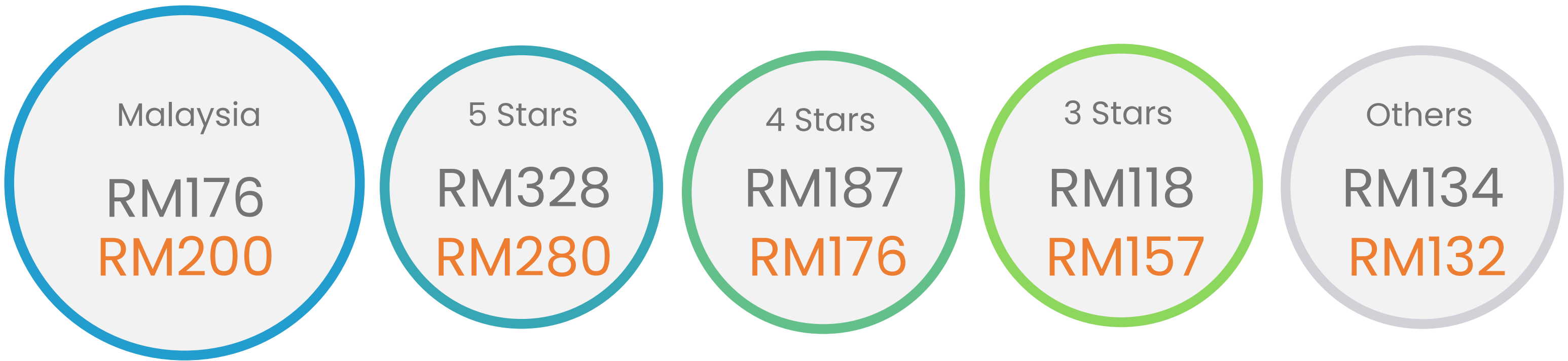


Average Occupancy Rate by Hotel Chain (2021 vs 2020)

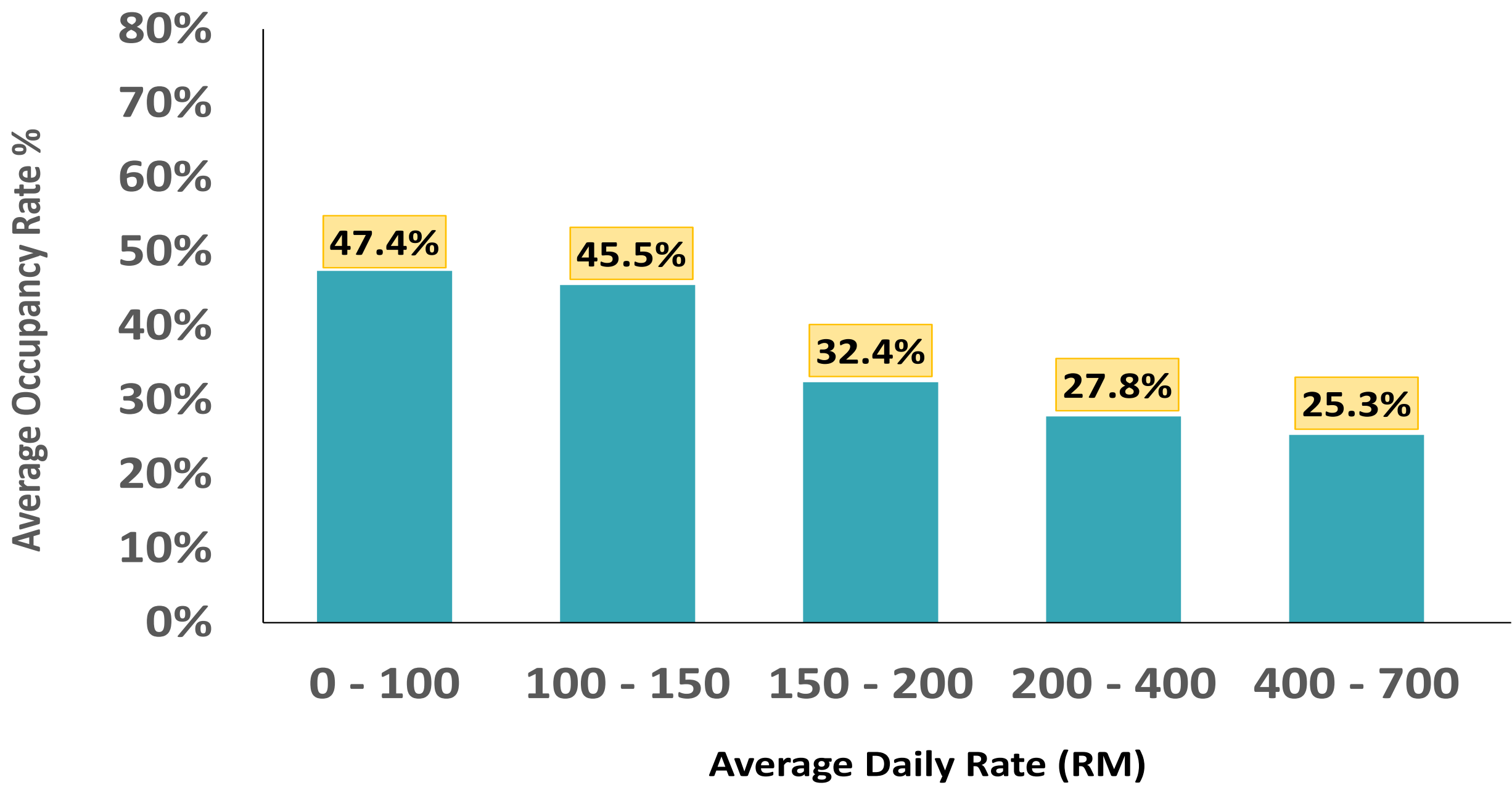


MAH expects average occupancy to range between 50% and 60% by the third quarter of 2022

Average Daily Rate (ADR) by Star Rating (2021 vs 2020)



Average Occupancy Rate by Pricing Range (ADR) (2021)



KUALA LUMPUR HOTELS – MARKET OVERVIEW

EXISTING SUPPLY Q2 2022

224 HOTELS – 40,897 ROOMS

Hotels by Building

21% >300 ROOMS

79% <300 ROOMS

INCOMING SUPPLY Q2 2022

33 HOTELS

8,396 ROOMS

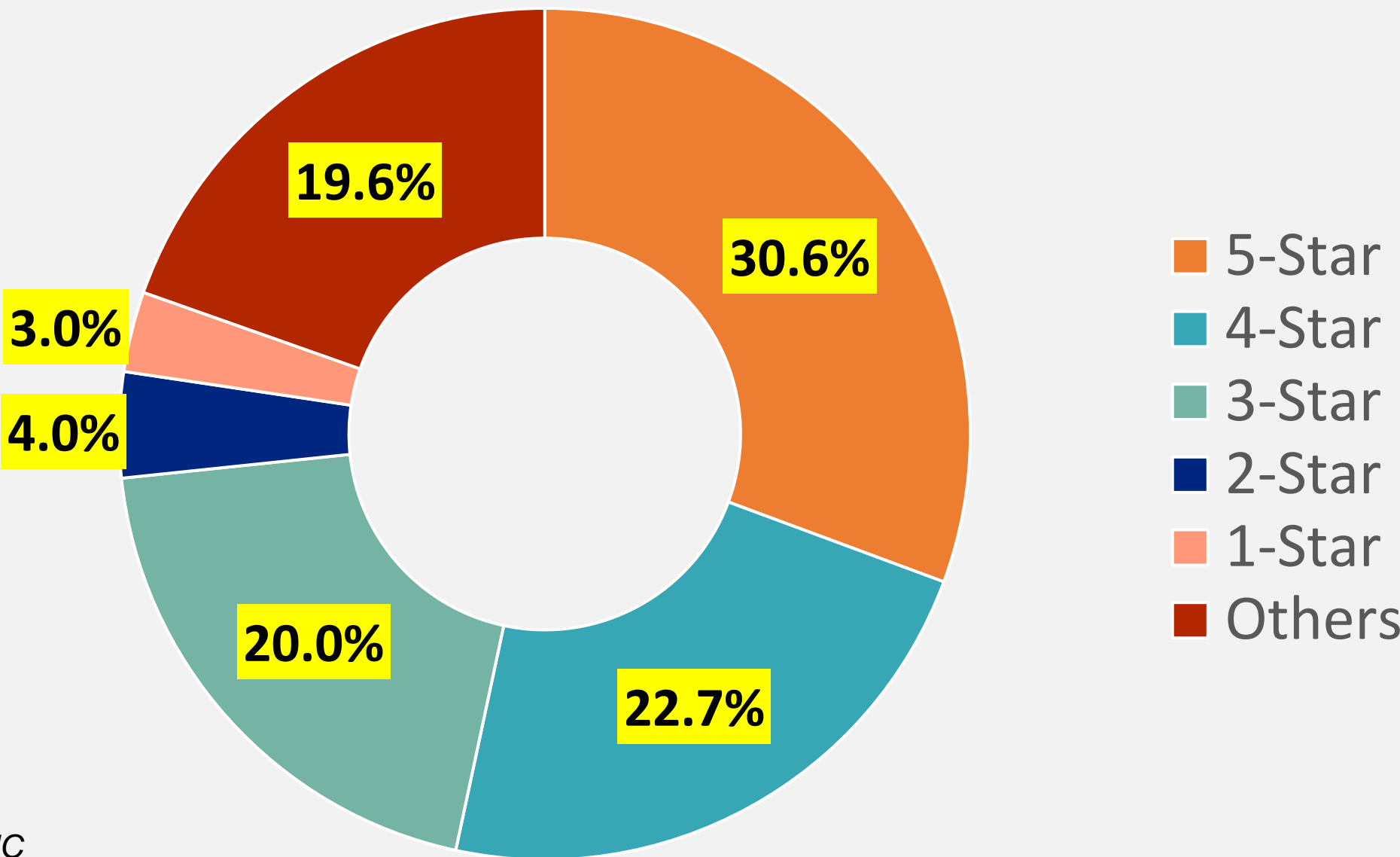
PLANNED SUPPLY Q2 2022

22 HOTELS

4,417 ROOMS

Source: NAPIC

HOTEL ROOMS BY STAR RATING



Source: NAPIC

HOTEL GUESTS

Q1 2022

1,005,695

DOMESTIC

965,970

96%

FOREIGN

39,725

4%

2021

2.31 Million

DOMESTIC

2,269,693

98.2%

FOREIGN

41,797

1.8%

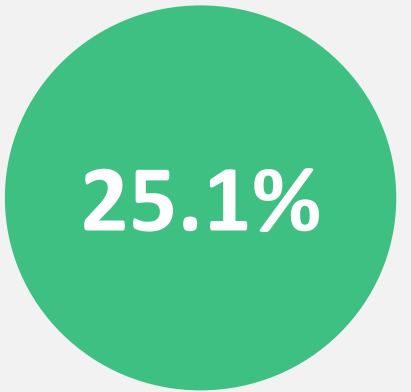
Source: Tourism Malaysia

AVERAGE OCCUPANCY RATES

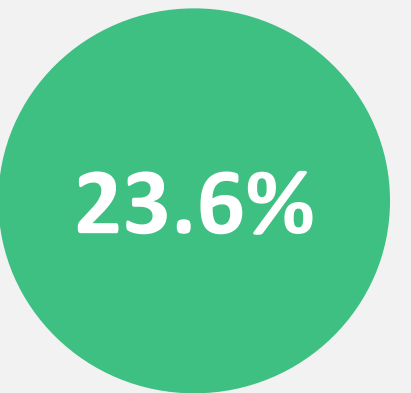
Q1 2022



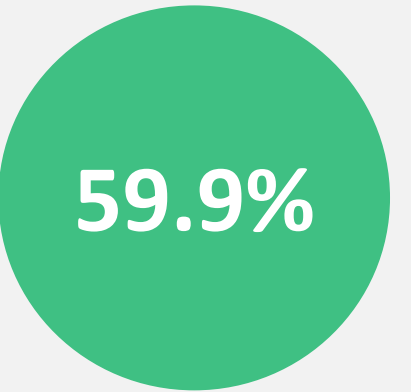
2020



2021



2019



Source: Tourism Malaysia

AVERAGE DAILY RATE

2021



2020



Source: Malaysia Association of Hotels

SELANGOR HOTELS – MARKET OVERVIEW

EXISTING SUPPLY Q2 2022

202 HOTELS – 23,047 ROOMS

Hotels by Room Count

13.4% >300 ROOMS

86.6% <300 ROOMS

INCOMING SUPPLY Q2 2022

7 HOTELS

2,254 ROOMS

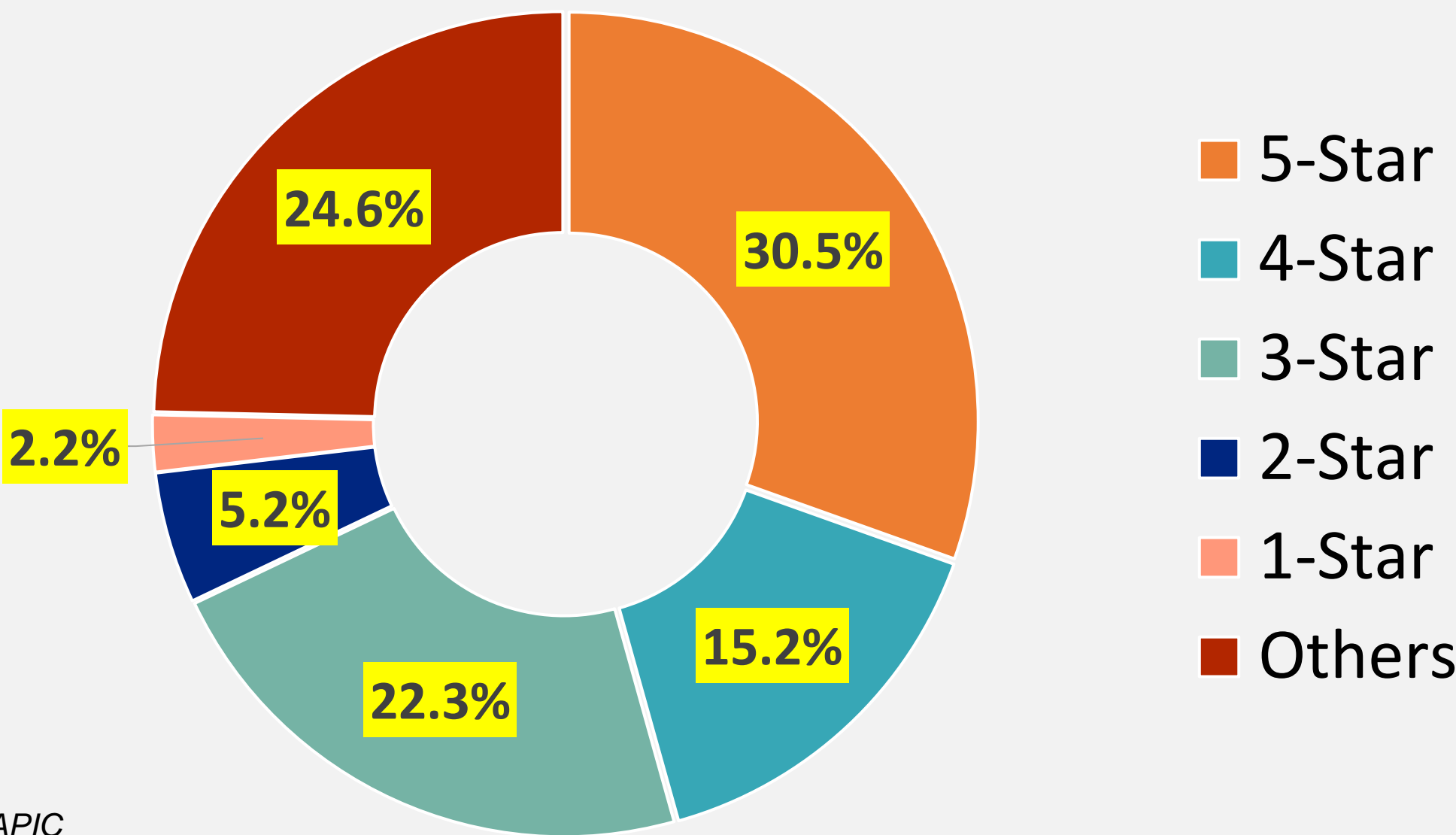
PLANNED SUPPLY Q2 2022

2 HOTELS

453 ROOMS

Source: NAPIC

HOTEL ROOMS BY STAR RATING



Source: NAPIC

HOTEL GUESTS

Q1 2022

653,581

DOMESTIC

591,364

90.5%

FOREIGN

62,217

9.5%

2021

1.74 Million

DOMESTIC

1,672,198

96.2%

FOREIGN

66,829

3.8%

Source: Tourism Malaysia

AVERAGE OCCUPANCY RATES

Q1 2022

41.1%

2020

30.2%

Source: Tourism Malaysia

2021

30.9%

2019

56.4%

AVERAGE DAILY RATE

2021

RM174

Source: Malaysia Association of Hotels

2020

RM173

PUTRAJAYA HOTELS – MARKET OVERVIEW

EXISTING SUPPLY Q2 2022

7 HOTELS – 1,769 ROOMS

Hotels by Room Count

28.6% >300 ROOMS

71.4% <300 ROOMS

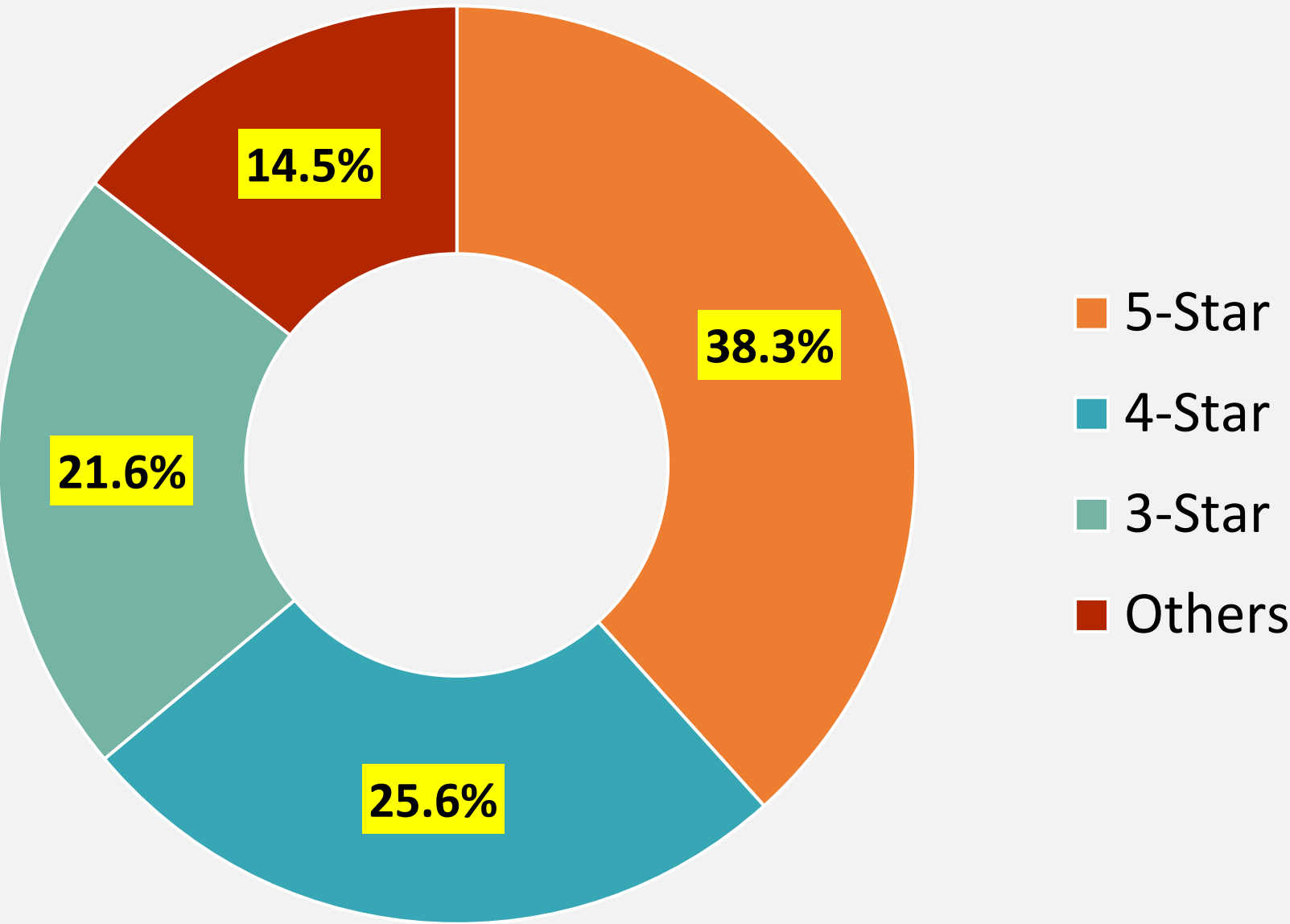
Hotels by Location

71% CITY HOTELS

29% RESORTS &
OTHER HOTELS

Source: NAPIC

HOTEL ROOMS BY STAR RATING



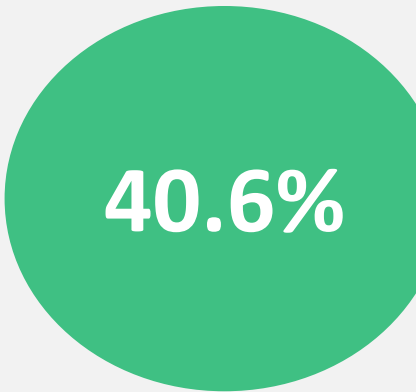
Source: NAPIC

AVERAGE OCCUPANCY RATES

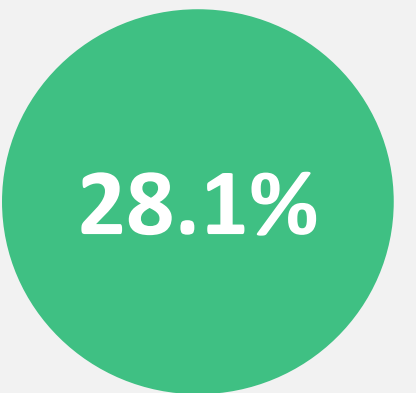
Q1 2022



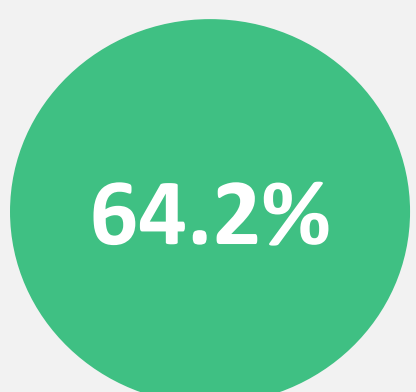
2020



2021



2019



Source: Tourism Malaysia

HOTEL GUESTS

Q1 2022

57,694

2021

133,393

DOMESTIC

57,038

98.9%

FOREIGN

656

1.1%

DOMESTIC

131,950

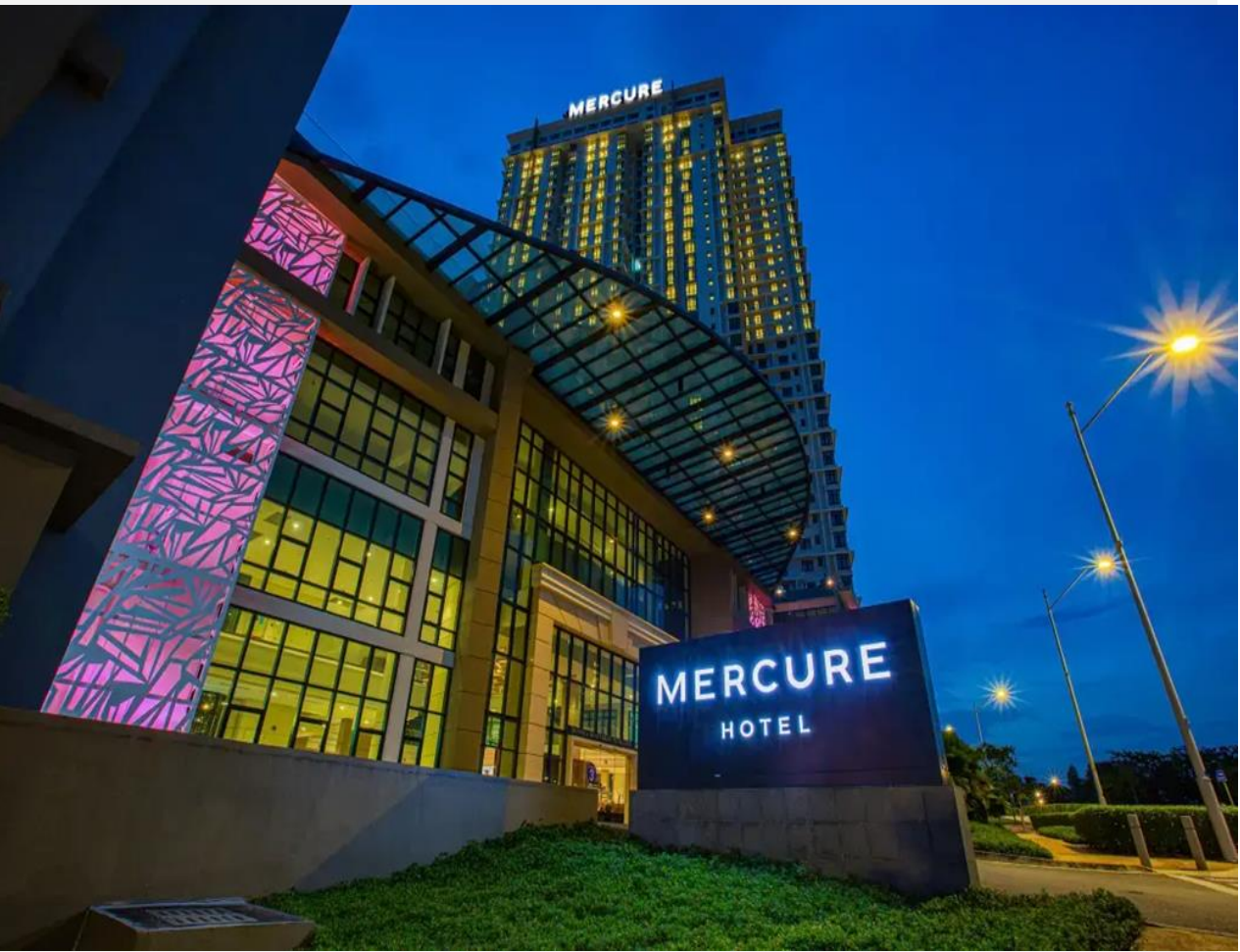
98.9%

FOREIGN

1,443

1.1%

Source: Tourism Malaysia



KEY TRENDS IN THE TOURISM & HOSPITALITY INDUSTRIES



REFURBISHMENT & RENOVATION

Larger hotels with strong balance sheet undertakes rebranding, redevelopment, renovation and refurbishment works



TRANSACTION OF HOSPITALITY ASSETS

Owners seek to dispose low quality assets to improve balance sheet while other industry players utilised this opportunity to find good deals in the market



REPURPOSE

Budget hotels & small-scaled boutique hotels reinventing themselves to stay afloat by offering long-term stays or co-living options, refurbishing or even converting into co-working spaces



ESG PRACTICES

Greater emphasis in adopting environmental, social and governance (ESG) practices in hotel operations will drive the tourism and hospitality sectors to higher standards and sustainability-focused in the future



COST CUTTING MEASURES

Hotels are implementing significant cost-cutting measures including streamlining operations with a leaner workforce and lower cost base



DISCOUNT & PROMOTIONS

Hotels particularly 4-star and 5-star categories are offering significant discounts & attractive promotions such as flexible staycation packages and 'WFH' packages



NEW NORMS

Precaution and preventive measures being implemented across all hotels which includes reduced physical contact, deep cleaning/sanitization protocols, social distancing operating procedures and signage at public spaces



HOTEL INVESTMENT FUNDS

Major hotel chains are actively acquiring hospitality assets with potential for capital appreciation and attractive yields via investment funds. Malaysia remains highly appealing to global investment funds driven by its recovering economy and tourism outlook

KEY TRENDS IN THE TOURISM & HOSPITALITY INDUSTRIES



CHANGING TRAVELLER PREFERENCES

Travellers' preferences and behaviour have shifted, with a greater preference for short-haul trips and shorter itineraries



HEALTH & WELLNESS

Hotels to provide onsite wellness centre such as well-equipped fitness centre, pool, spa and sauna as well as redesigning hotel spaces with wider open spaces to cater to travellers' preference



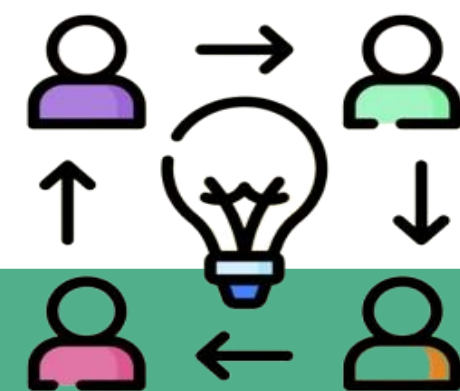
DIGITALISATION

Hotels implementing automation, digitalization for higher operational efficiency and cost effectiveness. Strong emphasis on technology and digital solution wherein seamless connectivity across platforms and devices is growing more important



NICHE TOURISM

Identification of new market segment focusing on certain age group and collaboration with local tour operators for introduction of niche tourism such as marine tourism, ecotourism, wellness-themed trips



COLLABORATIVE INNOVATION

Collaborative innovation is gaining traction for the development of new products and services to cater to shifting travellers' preferences particularly with the rise of experiential travel i.e. wellness/fitness operators & AI providers



BRANDS



DEBUT OF NEW BRANDS

International hotel chains are making a wave of announcements on new brand launches hinting at preparation for a new, reinvigorated era of travel. The new brands primarily meant to cater 'millennial-minded' concept, economy extended-stay & luxury market



REGULATION OF HOMESTAYS

Growing calls from local governments for the establishments of laws and rules to regulate short-term rental homes or homestays

HOTELS - SELECTED RECENT TRANSACTIONS

Property	Date of Transaction	Number of Rooms	Transaction Price	Analysis Per Room	Vendor	Purchaser
Sheraton Imperial Kuala Lumpur, Jalan Sultan Ismail	28-Feb-2022	398	RM235,000,000	RM590,452	Inter Heritage (M) Sdn. Bhd	Achi Jaya Plantations Sdn. Bhd
Royale Chulan Bukit Bintang, Jalan Bukit Bintang	29-Dec-2020	418	RM174,993,638	RM418,645	Boustead Hotels & Resorts Sdn Bhd	Hotel Royal Ltd
Hotel Summit, Jalan Raja Laut	9-July-2020	250	RM40,500,000	RM162,000	Perangsang Hotel and Properties Sdn Bhd	Aturan Lagenda Sdn Bhd
City Comfort Hotel, Jalan Pudu Lama	15-Jan-2020	97	RM30,000,000	RM309,278	MG Capital Sdn Bhd	Canaanland Resources Sdn Bhd
Tune Hotel – Downtown Kuala Lumpur, Jalan Tuanku Abdul Rahman	8-Aug-2019	173	RM45,590,000	RM263,526	OMT Hotels Sdn Bhd	ECML Hotels Sdn Bhd
Swiss Garden Hotel Bukit Bintang, Jalan Pudu	8-Aug-2019	296	RM170,000,000	RM574,324	PJD Hotels Sdn Bhd	Allstar Odyssey Sdn Bhd
Q Hotel, Jalan Tiong Nam	29-July-2019	171	RM27,900,000	RM163,158	Hotel Bhajan Sdn Bhd	Sweet Boundaries Sdn Bhd
Wolo KL, Intersection of Jalan Sultan Ismail & Jalan Bukit Bintang	29-July-2019	133	RM115,000,000	RM864,662	Wonderful Vantage Sdn Bhd	HYM Signature Sdn Bhd
Marriott Hotel (Empire City), Damansara Perdana	15-March-2019	294	RM125,000,000	RM425,170	Winsome Gateway Sdn Bhd	Arcadia Hospitality Sdn Bhd

HOTELS - SELECTED RECENT TRANSACTIONS



FEB 2022

RM235 mil (RM590K per key)

Sheraton Imperial Kuala Lumpur
398 Rooms



DEC 2020

RM174.99 mil (RM419K per key)

Royale Chulan Bukit Bintang
418 Rooms



JULY 2020

RM40.5 mil (RM162K per key)

Hotel Summit, Jalan Raja Laut
250 Rooms



JAN 2020

RM30 mil (RM309K per key)

City Comfort Hotel, Jalan Pudu Lama
97 Rooms



AUG 2019

RM170 mil (RM574K per room)

Swiss Garden Hotel, Bukit Bintang
296 Rooms

HOTELS - SELECTED RECENT TRANSACTIONS



AUG 2019

RM45.59 mil (RM264K per room)

Tune Hotel Downtown KL
Jalan Tuanku Abdul Rahman
173 Rooms



JULY 2019

RM27.9 mil (RM163K per room)

Q Hotel, Jalan Tiong Nam
171 Rooms



JULY 2019

RM115 mil (RM865K per room)

WOLO Kuala Lumpur
Jalan Sultan Ismail / Jalan Bukit Bintang
133 Rooms



MAR 2019

RM125 mil (RM417K per room)

Marriott Hotel, Damansara Perdana
294 Rooms

HOTEL - NEW COMPLETIONS



Shah Alam, Selangor – i-City

DoubleTree by Hilton @ i-City
4-Star | 300 Rooms



Kuala Lumpur City - Jalan Sultan Ismail

Parkroyal Collection Kuala Lumpur
Rebranding | 5-Star | 535 Rooms



Petaling Jaya, Selangor – Kelana Jaya

Le Méridien Petaling Jaya
Rebranding | 5-Star | 300 Rooms



Shah Alam - Jalan Kontraktor U1/14

Mercure Kuala Lumpur Glenmarie
Rebranding - 4-Star - 229 Rooms

HOTEL - NEW COMPLETIONS

A tall, modern hotel building with a facade of dark panels and gold-colored vertical accents. The Fairfield logo is visible at the top.

Q4 2021

Kuala Lumpur City – Off Jalan Pahang

Fairfield Kuala Lumpur

5-Star - 186 Rooms

A resort area featuring a swimming pool, lounge chairs, and palm trees. The Palm Garden Hotel building is visible in the background.

Q4 2021

Putrajaya – IOI Resort City

Palm Garden Hotel, a Tribute Portfolio Hotel

Rebranding - 4-Star - 151 Rooms

A large hotel complex with multiple buildings and a central lake. The DoubleTree logo is visible on a building.

Q3 2021

Putrajaya – Precinct 5

DoubleTree by Hilton Putrajaya Lakeside

5-Star - 290 Rooms

SERVICED APARTMENTS - NEW COMPLETIONS



Q3 2022

Putrajaya – Jalan Alamanda

Mercure Living Putrajaya
Serviced Apartment | 299 Rooms



Q2 2022

KLCC – Jalan Yap Kwan Seng

Ascott Star KLCC Kuala Lumpur
Serviced Apartment - 298 Apts



Q4 2021

Kuala Lumpur City – Jalan Imbi

Capri Hotel by Fraser
Serviced Apartment - 319 Apts

KUALA LUMPUR HOTELS - UPCOMING COMPLETIONS IN 2022



2022

Kuala Lumpur City – Jalan Sultan Ismail

Conrad Kuala Lumpur

5-Star | 544 Rooms



2022

Kuala Lumpur City – Jalan Kamunting

Radisson RED@KLCC

4-Star | 166 Rooms



2022

Kuala Lumpur City – Jalan Tun HS Lee

Else Hotel Kuala Lumpur

Boutique | 49 Rooms



2022

Kuala Lumpur Fringe – Jalan Bangsar

Amari Kuala Lumpur

5-Star | 252 Rooms



2022

Kuala Lumpur Fringe – Bukit Kiara

M Resort & Hotel

5-Star | 300 Rooms

SELANGOR & PUTRAJAYA HOTELS - UPCOMING COMPLETIONS IN 2022



2022

Klang, Selangor – Bandar Bestari

KSL Esplanade Hot Spring Hotel
4-Star | 430 Rooms



2022

Sepang, Selangor

Ibis Styles Sepang KLIA
3-Star | 338 Rooms



2022

Sepang, Selangor – Kota Warisan

Holiday Inn Sepang
3-Star | 250 Rooms

KUALA LUMPUR HOTELS - UPCOMING COMPLETIONS IN 2023 & 2024



Q3 2023

Kuala Lumpur City – Jalan Hang Jebat
Park Hyatt Kuala Lumpur
5-Star | 232 Rooms



2023

Kuala Lumpur City – Jalan Yap Kwan Seng
Crowne Plaza Kuala Lumpur City Centre
5-Star | 318 Rooms



2023

Kuala Lumpur City – Jalan P Ramlee
Holiday Indigo On The Park KL
4-Star | 180 Rooms



2023

Kuala Lumpur Fringe – Jalan Bangsar
Holiday Inn Kuala Lumpur Bangsar
4-Star | 220 Rooms



2023

Kuala Lumpur City – Jalan Kia Peng
Imperial Lexis Kuala Lumpur
5-Star | 275 Rooms



2024

Kuala Lumpur City – Jalan Conlay
Kempinski Hotel @ 8 Conlay
5-Star | 260 Rooms

KUALA LUMPUR HOTELS - UPCOMING COMPLETIONS



2024

Kuala Lumpur City – Jalan Ampang

So Sofitel Kuala Lumpur Hotel

5-Star | 226 Rooms



2024

Kuala Lumpur City – Jalan Ampang

Jumeirah Hotel

5-Star | 213 Rooms

2024

EDITION[®]

Kuala Lumpur City – KLCC

The EDITION @ KLCC

5-Star | 350 Rooms



2024

Kuala Lumpur City – Bukit Bintang

Waldorf Astoria Kuala Lumpur

5-Star | 279 Rooms



2024

Kuala Lumpur City – Jalan Barat

Kimpton Hotel @ TRX

5-Star | 471 Rooms

KUALA LUMPUR HOTELS - UPCOMING COMPLETIONS

2024



Kuala Lumpur Fringe – KL Metropolis

Hyatt Regency Kuala Lumpur
5-Star | 450 Rooms

2025



Putrajaya – Precinct 7

HARRIS Hotel Putrajaya Sentral
4-Star | 200 Rooms

GREATER KL SERVICED APARTMENTS - UPCOMING COMPLETIONS



2022

Kuala Lumpur City – Bukit Bintang

Pan Pacific Serviced Suites KL
Serviced Apartment | 210 Apts



2023

Kuala Lumpur Fringe – Desa Sri Hartamas

Somerset Sri Hartamas KL
Serviced Apartment | 308 Apts



2023

Kuala Lumpur Fringe – KL Metropolis

Somerset KL Metropolis
Serviced Apartment | 262 Apts

citadines
A P A R T ' H O T E L

2023

Kuala Lumpur City – Jalan TAR

Citadines Odeon Kuala Lumpur
Serviced Apartment | 240 Apts



2023

Ara Damansara, Petaling Jaya

Citadines Ara Damansara PJ
Serviced Apartment | 193 Apts



2024

Kuala Lumpur City – Jalan Hang Jebat

Oakwood Premier Kuala Lumpur @ Merdeka 118
Serviced Apartment | 348 Apts



2024

Kuala Lumpur City– Jalan Kia Peng

Marriott Executive Apartments
Serviced Apartment | 352 Apts