



AMERICAN HOTEL
INCOME PROPERTIES

2017 RealREIT
CONFERENCE
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2017 Acquisition: Courtyard by Marriott Wall Township, NJ

WHY U.S. SECONDARY MARKETS?

WHY PREMIUM-BRANDED, SELECT-SERVICE HOTELS?

ECONOMIC OUTLOOK

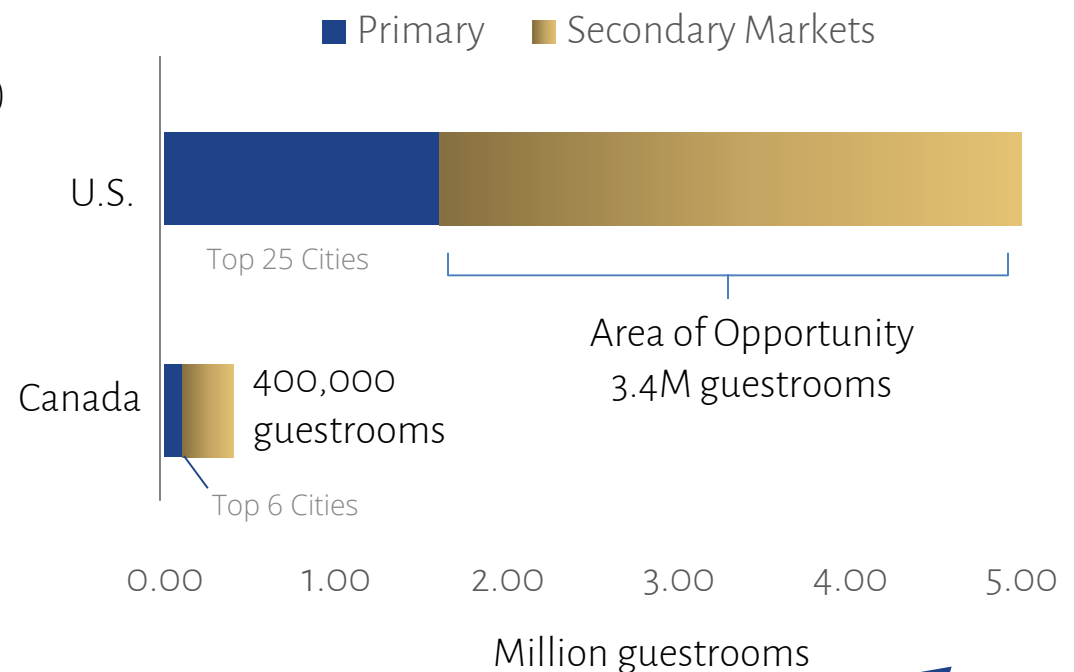
- GDP forecasts are the highest correlation to performance of the U.S. hotel industry
- The U.S. Federal Reserve Board projects modest GDP growth to continue above 2% through 2017 and 2018.
- The U.S. hotel industry continues to achieve strong performance following years of record occupancy levels, RevPAR and profit margins

U.S. SECONDARY MARKETS

- 3.4 million guestrooms (vs 1.6 in Primary markets)
- Deep pipeline of high quality assets
- Strategically located within or near large population centres (>2M pop.), transportation corridors and demand generators

SELECT-SERVICE ADVANTAGES

- Strong consumer demand and broad appeal
- Simple, efficient operational model
- Higher margins with lower volatility



1. Source: CBRE Hotels' Americas Research - Hotel Horizons® March 2017 – May 2017, STR

2. Source: STR Inc., Tourism Econometrics

SECONDARY U.S. HOTEL MARKETS REPRESENT THE GREATEST INVESTMENT OPPORTUNITIES

AHIP has seen exceptional growth YTD:

- C\$735M in hotel acquisitions
- 23 hotels totaling 3,414 guestrooms, an increase of 42%
- AHIP acquisitions represent 73% of the C\$1B transaction volume done H1'17 in Canada
- Top buyer in U.S. in H1'17

EASTERN SEABOARD PORTFOLIO TRANSACTION HIGHLIGHTS

- Purchase price: C\$515M
- Equivalent to the 5th largest Canadian hotel transaction
- 18 premium branded hotels totaling 2,187 guestrooms
- Geographic diversification in to US NE high barrier-to-entry secondary metropolitan markets
- Portfolio RevPAR outperforms Same Store by 37%
- Portfolio NOI per guestroom outperforms Same Store by 63%

2017 Acquisition: Springhill Suites Long Island Bellport, NY

