

American Hotel Income Properties REIT LP
SAMPLE ANALYTICS REPORT
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INTRODUCTION

American Hotel Income Properties REIT LP (AHIP) owns and manages premium branded, select-service hotels in secondary U.S. markets. It is traded on the Toronto Stock Exchange under the symbols HOT.UN (CDN\$), HOT.U (US\$), and HOT.DB.V (debentures). AHIP's focus is on providing steady U.S. dollar distributions to its unitholders and growing its diversified hotel portfolio through asset management.

Strategic Objectives:

- **Optimize Portfolio Performance:** AHIP aims to improve revenue per available room (RevPAR), increase cash flow, and enhance margins through targeted property improvement plans.
- **Growth and Value Creation:** The company seeks organic growth, effective funding strategies, and portfolio rationalization by selling non-core assets.
- **Financial Management:** AHIP focuses on maintaining liquidity, managing debt maturities, reducing corporate leverage, and ensuring sustainable distributions.
- **Sustainability:** AHIP is committed to decreasing energy and water consumption, using eco-friendly investments during renovations, and reducing greenhouse gas emissions. Their sustainability efforts align with environmental programs from their brand partners and third-party management companies.

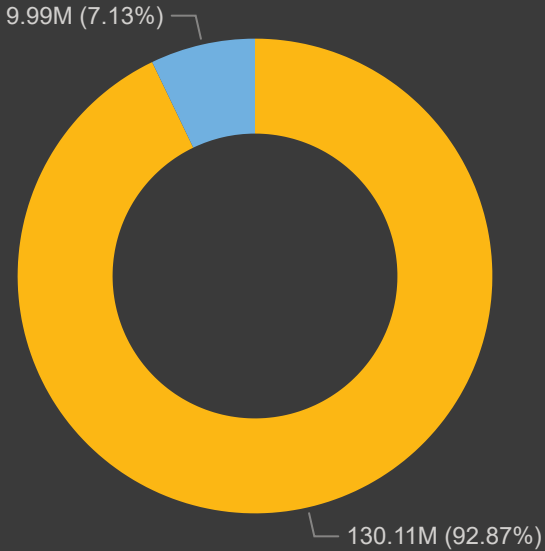
AHIP's long-term goal is to ensure financial stability, pursue growth opportunities, and deliver value to institutional and retail investors.

OVERVIEW OF THE REPORT

The purpose of this report is to present a visual analysis of Altus Group's performance based on:

- Profitability ratios
- Liquidity Ratios
- Return measures
- Cash Flow measures
- Market Ratios

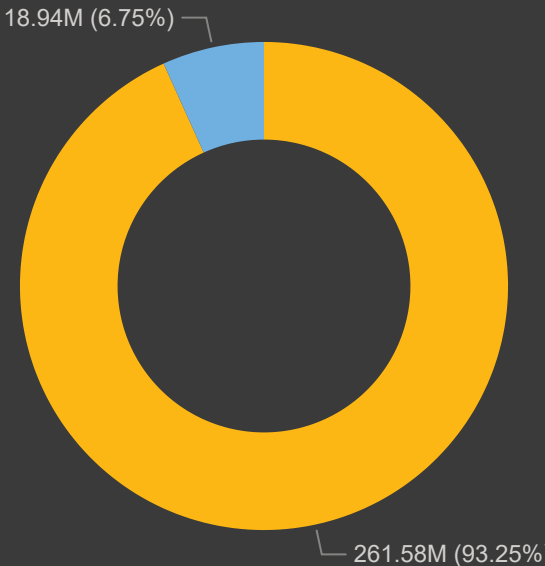
2024-06-30 by Revenue



Revenue

- Rooms
- Food, Beverage and other

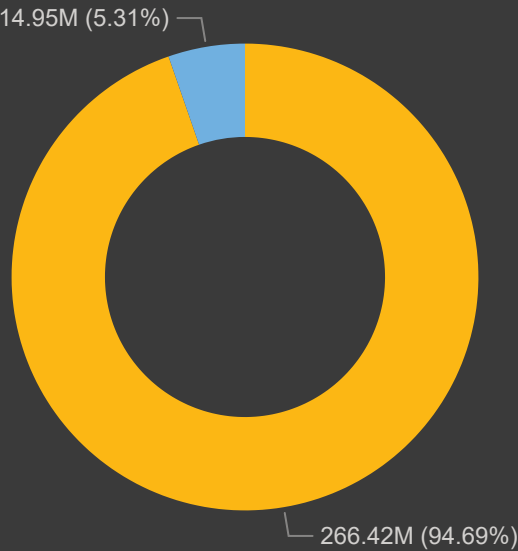
2023-12-31 by Revenue



Revenue

- Rooms
- Food, Beverage and other

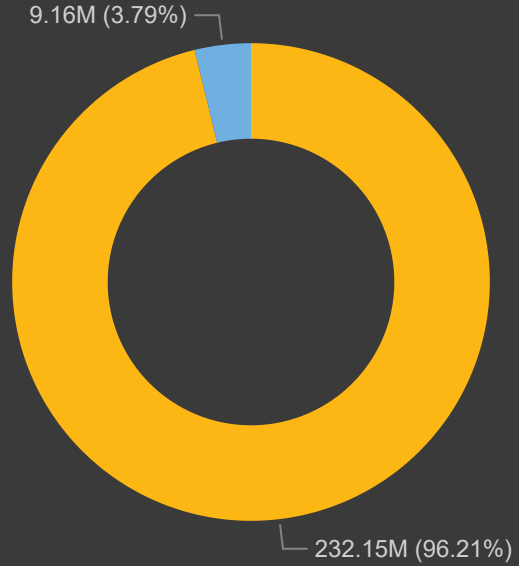
2022-12-31 by Revenue



Revenue

- Rooms
- Food, Beverage and other

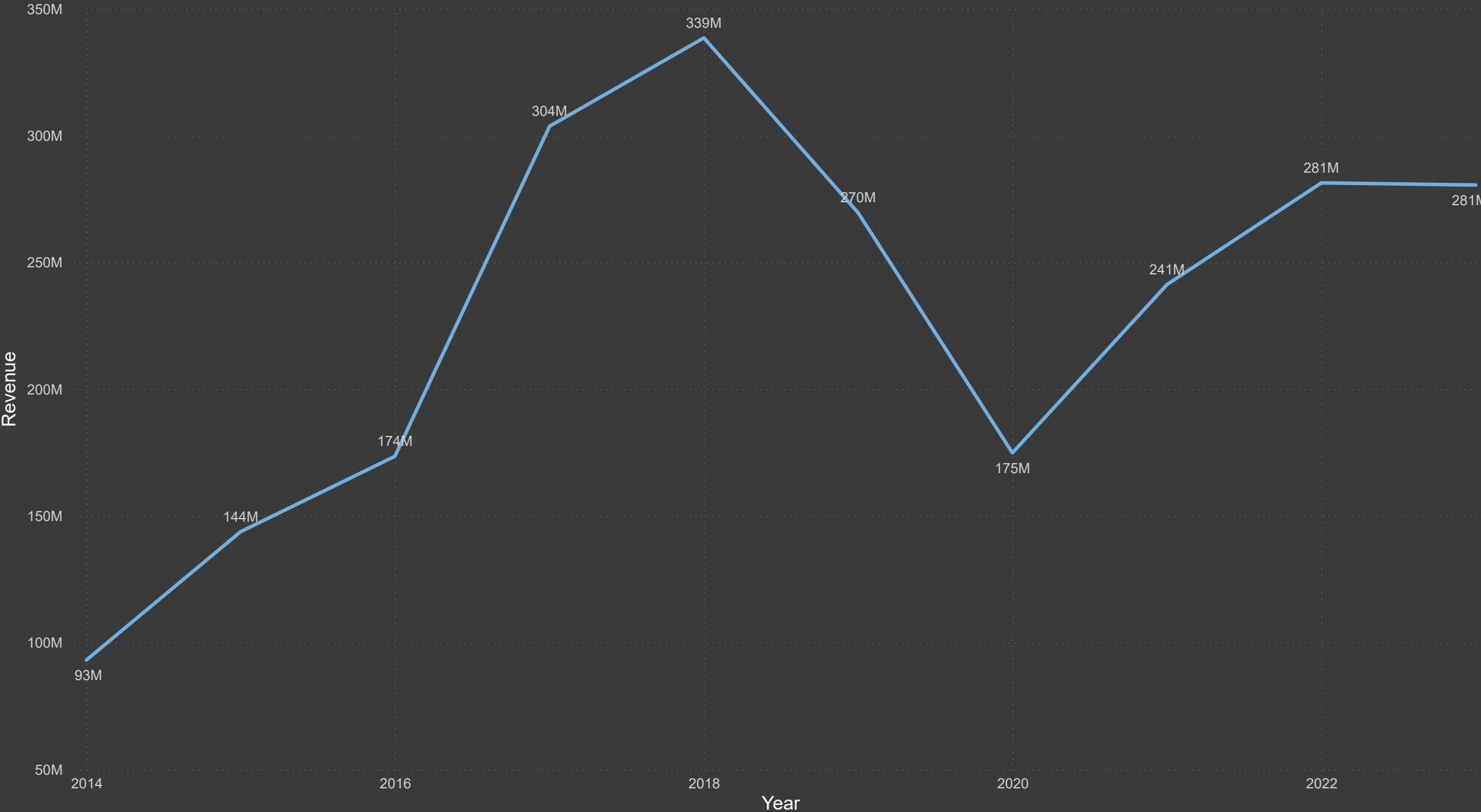
2021-12-31 by Revenue



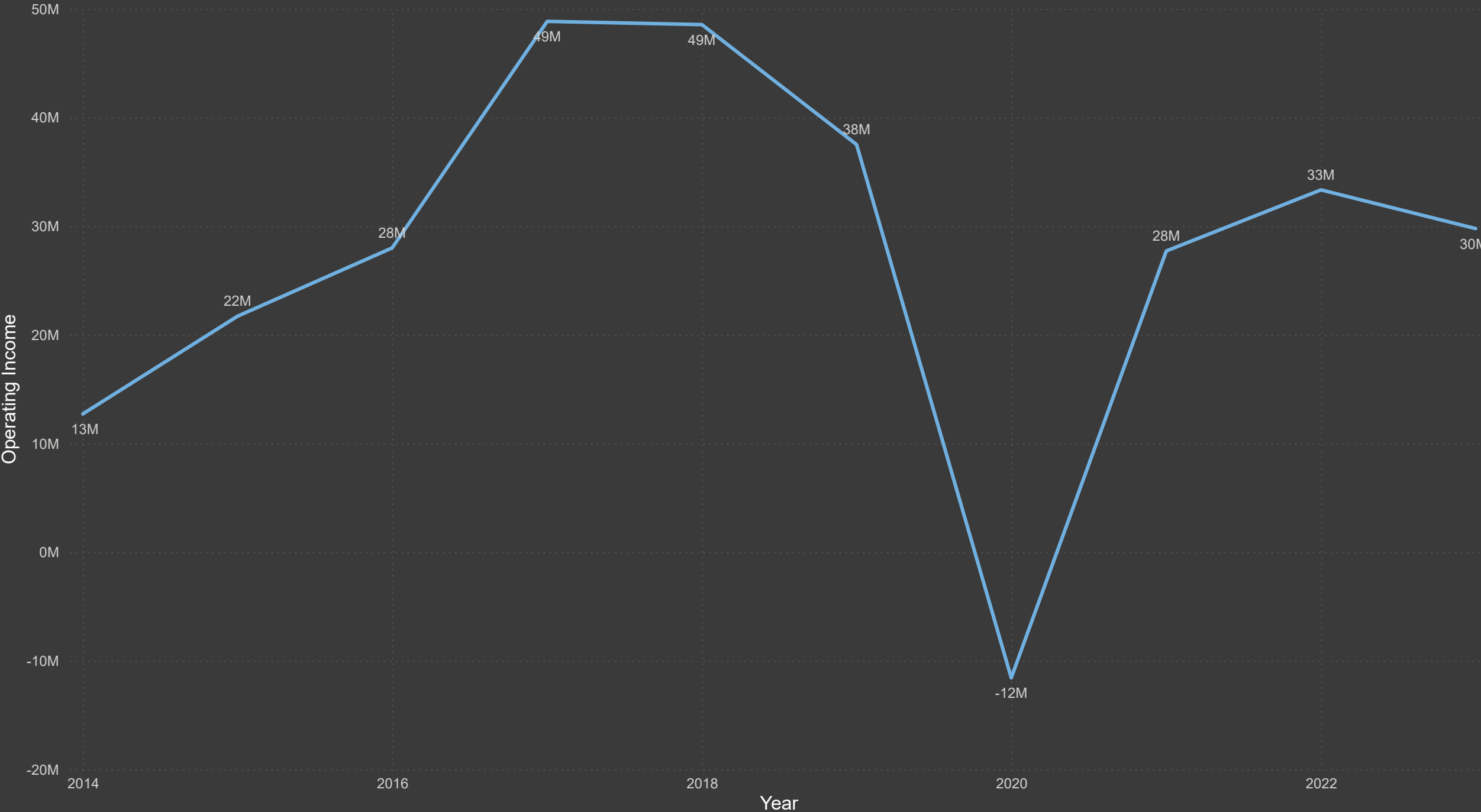
Revenue

- Rooms
- Food, Beverage and other

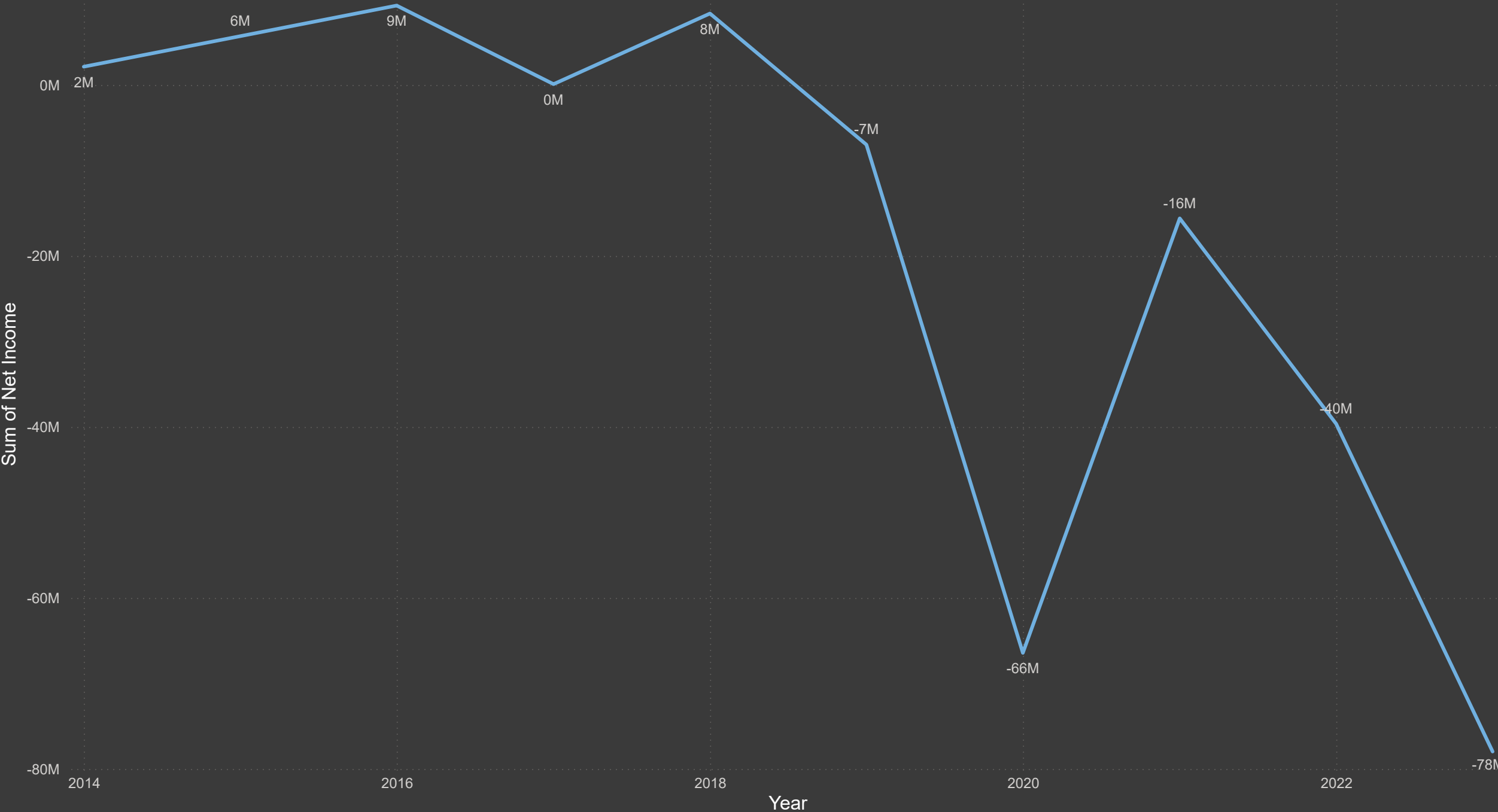
Revenue by Year



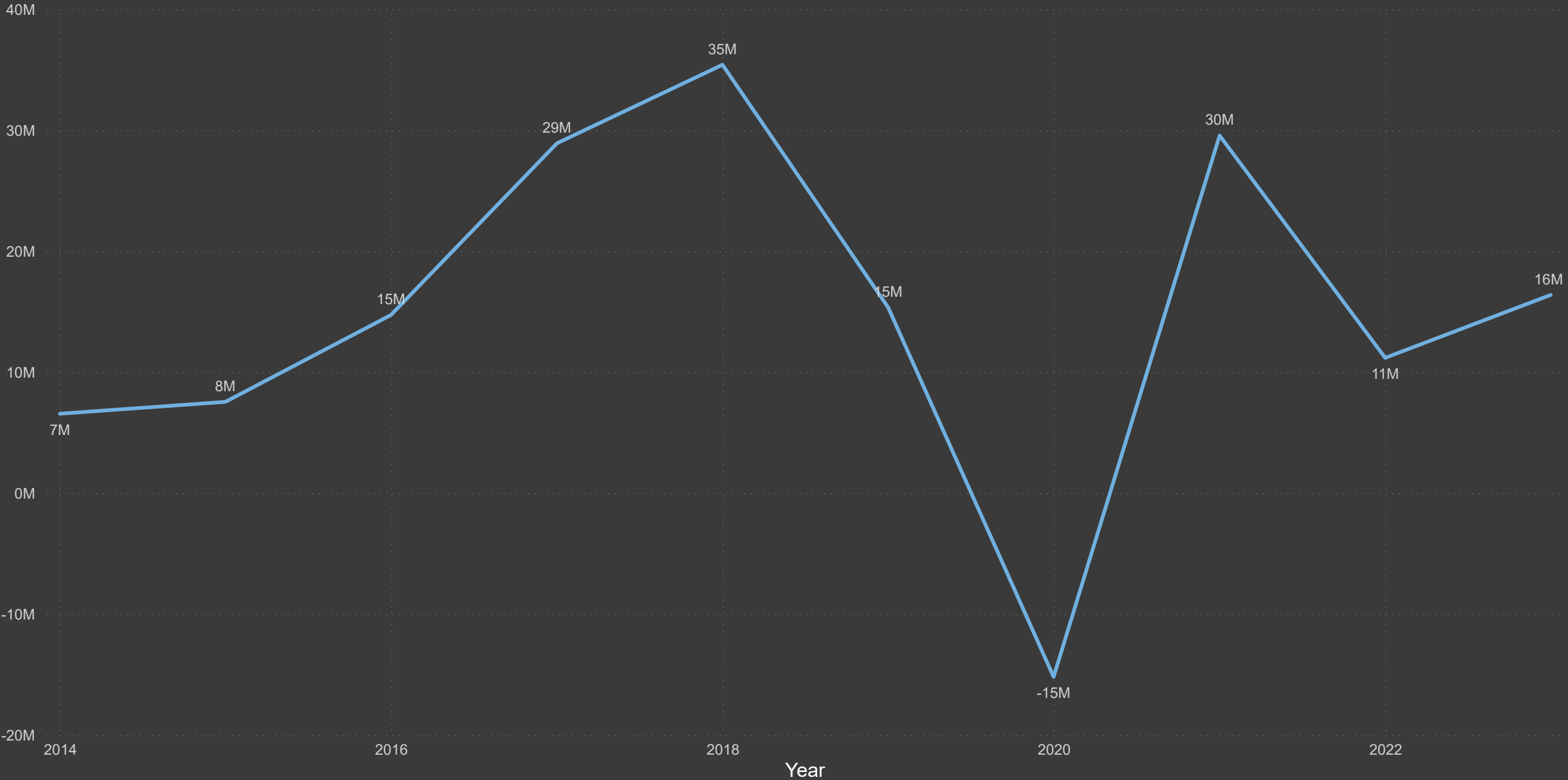
Operating Income by Year



Sum of Net Income by Year



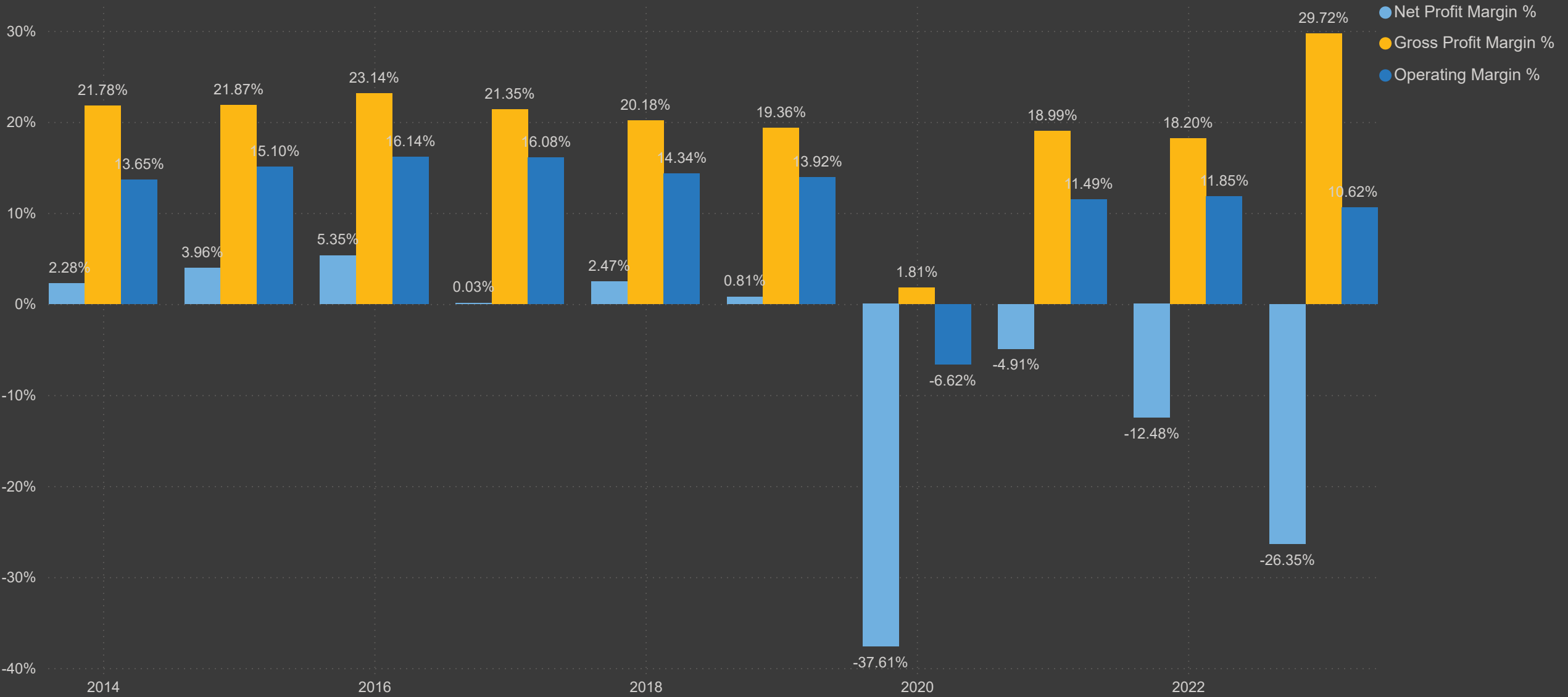
Sum of Free Cash Flow by Year



Free Cash Flow

• The Free cash flow is showing improvement vs. previous period, but is still lower and further analysis can be done on the performance.

Net Profit Margin %, Gross Profit Margin % and Operating Margin % by Year



Gross Margin

The gross margin has been on an improving trend, which is a positive sign for the company.

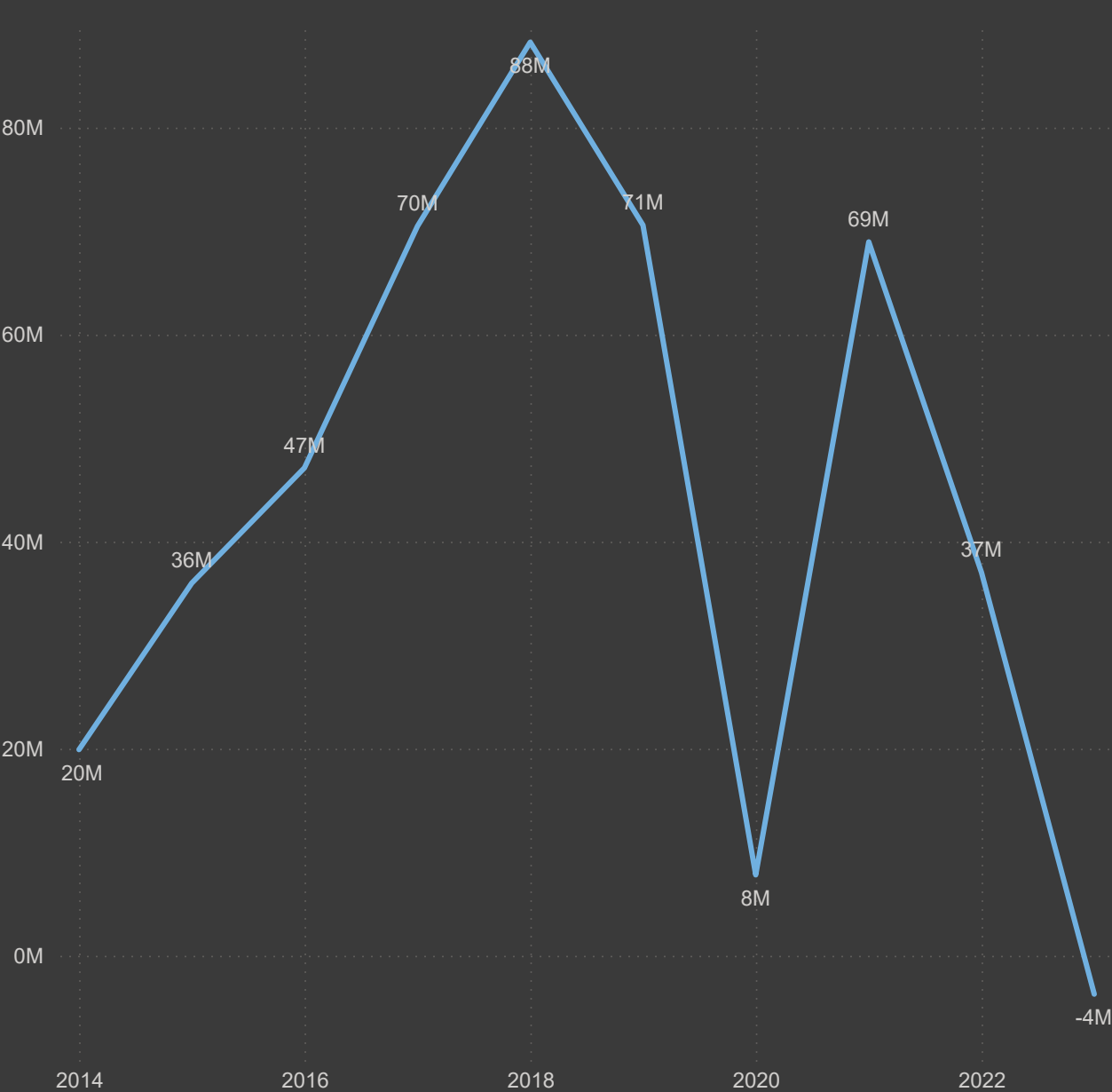
Net Margin

The net margin has declined compared to the previous year and it is still negative. Further analysis is needed to identify the net margin issues.

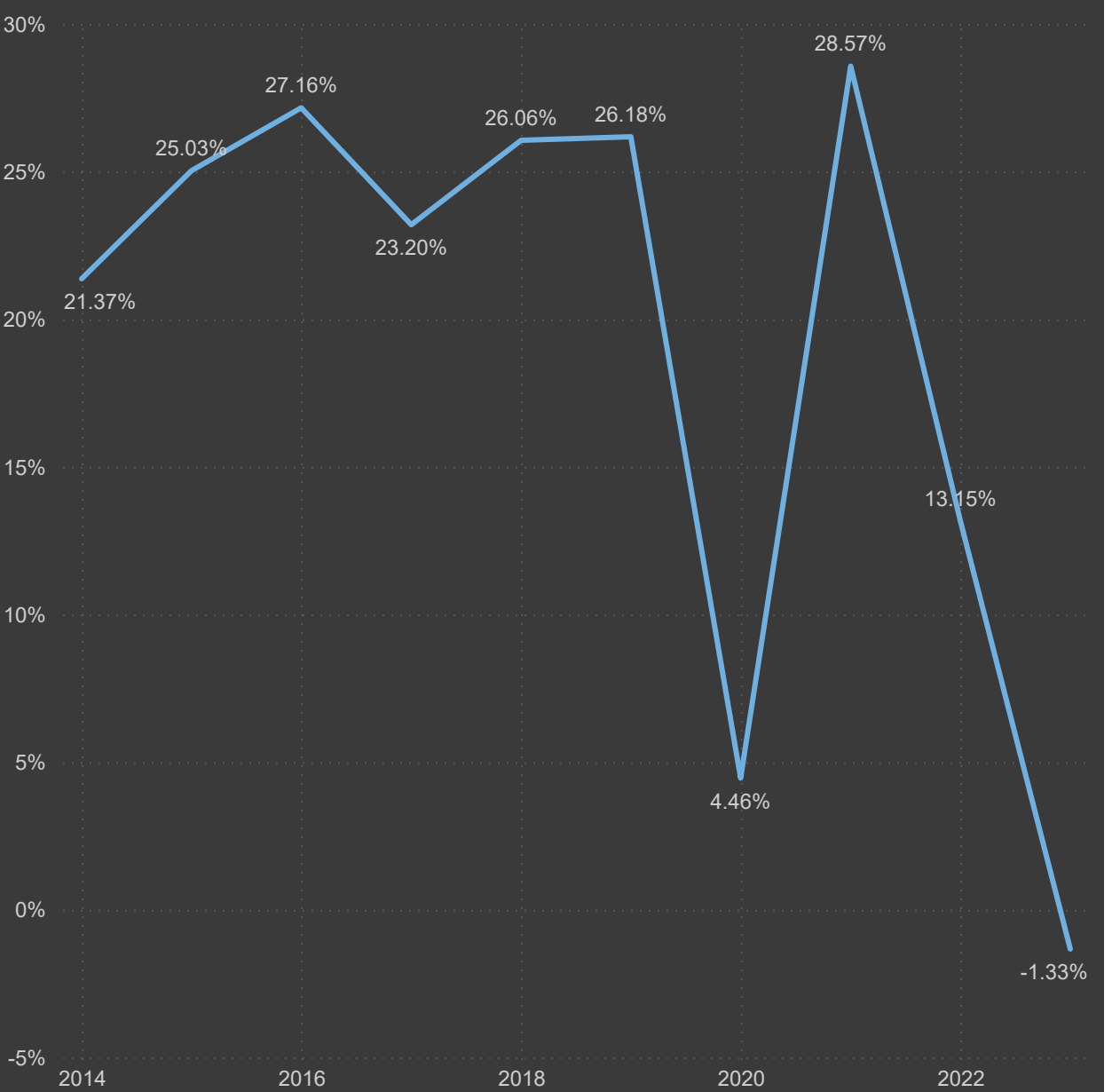
Operating Margins

The operating margin has declined compared to the previous year. The decrease is a negative indicator for the company.

Sum of EBITDA by Year

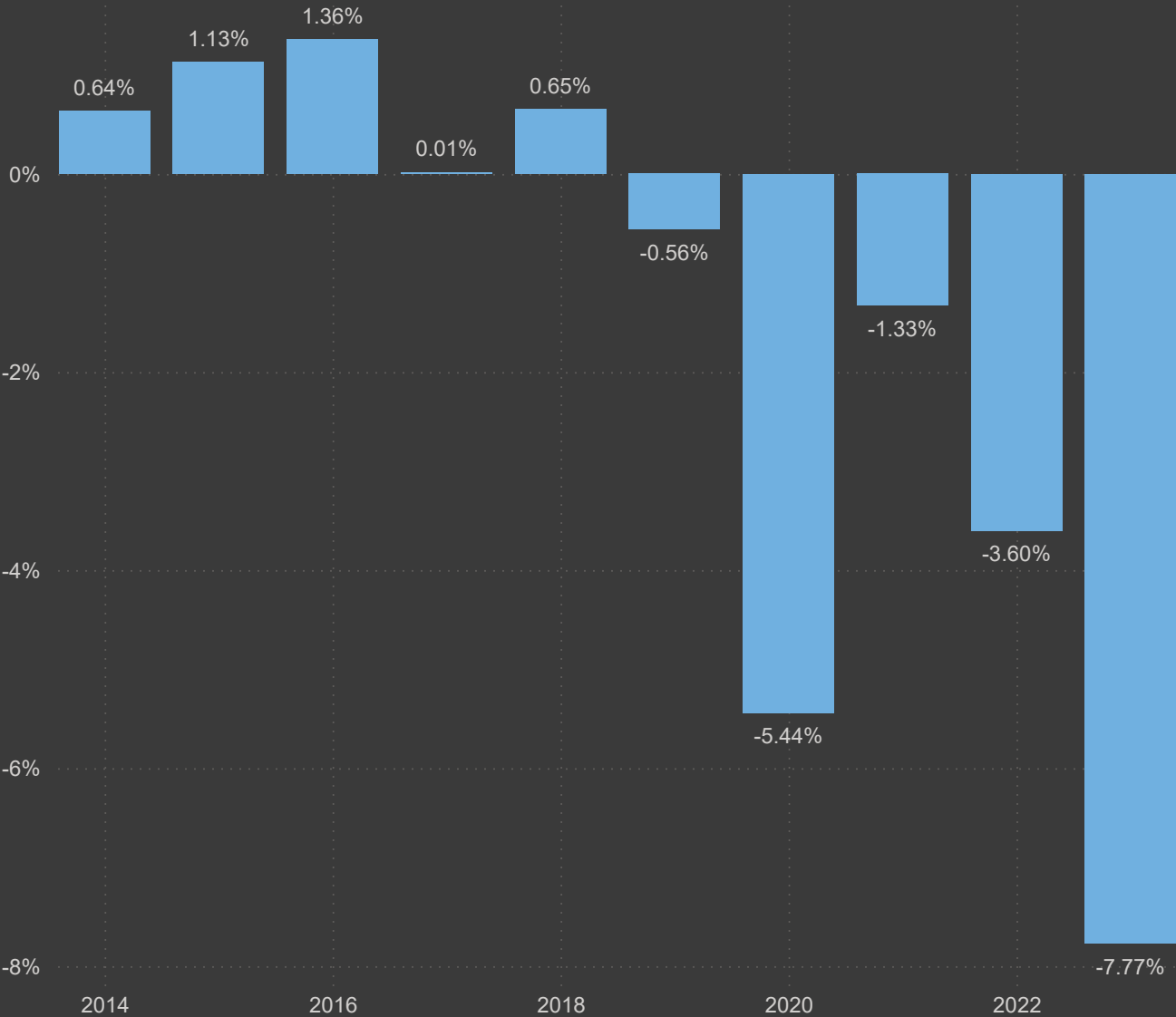


Sum of EBITDA Margin % by Year

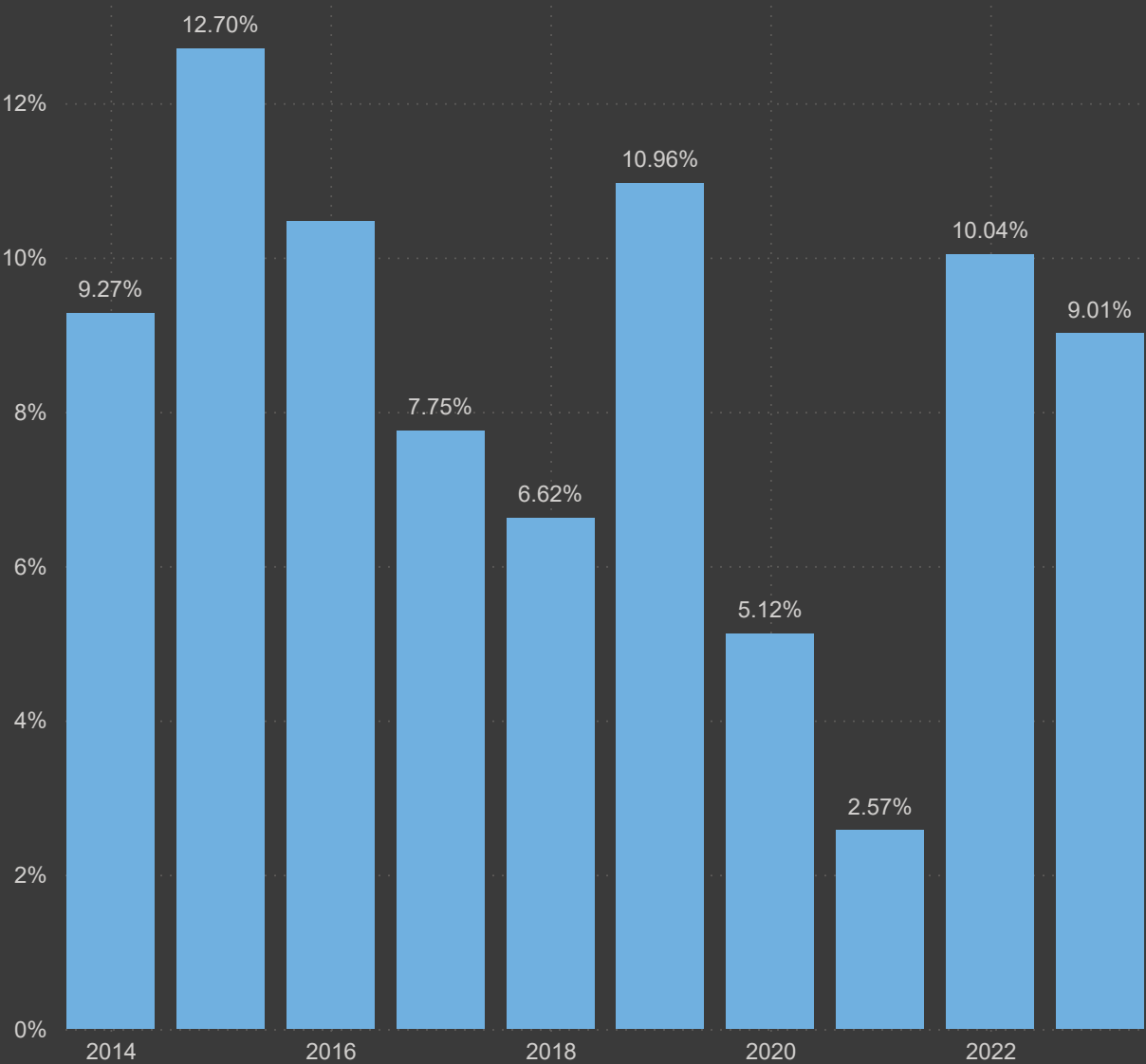


• Absolute EBITDA has declined which is a negative sign for the company. However, EBITDA margin has declined substantially, which should be investigated in detail.

Sum of Return on Equity % by Year



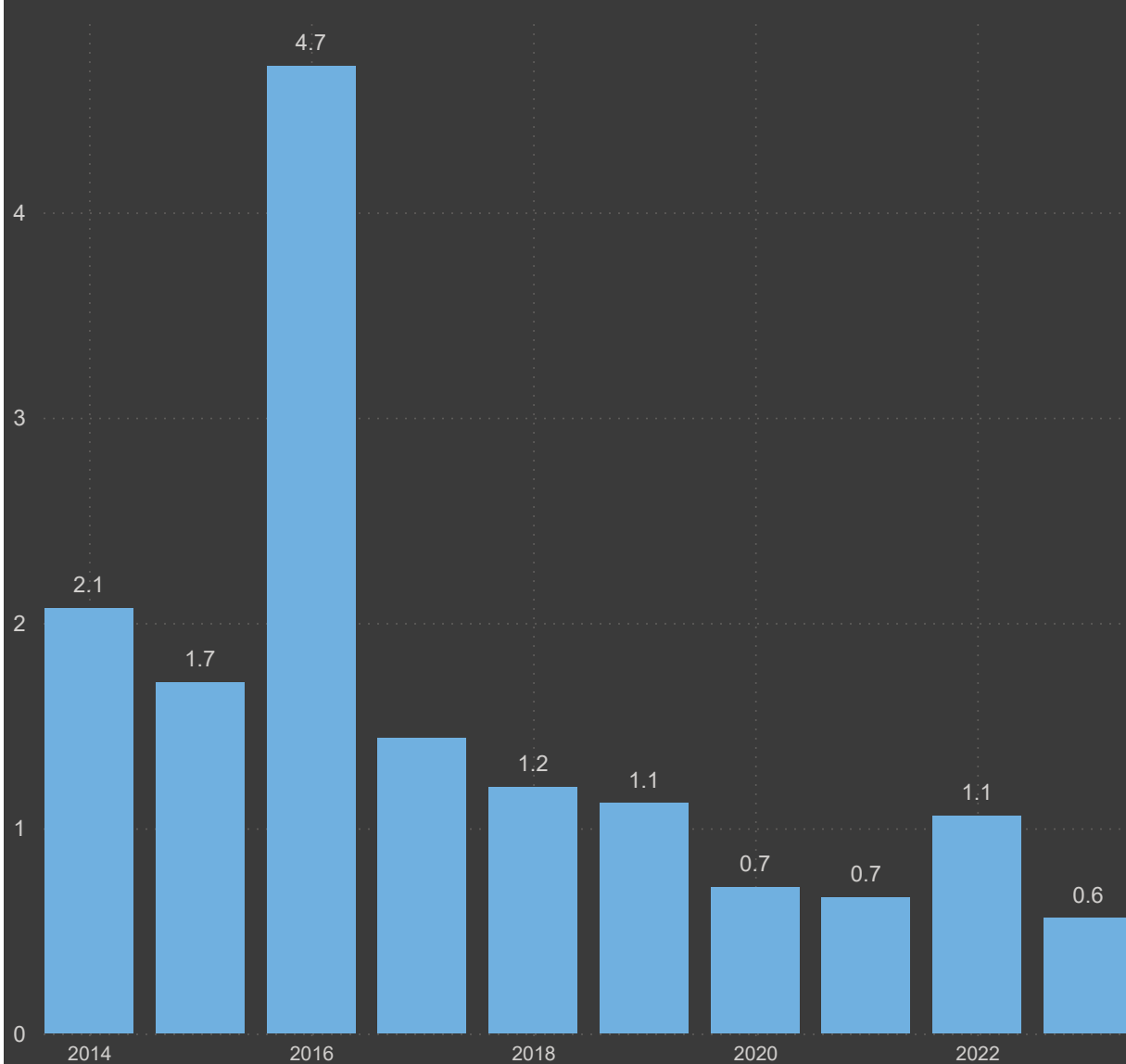
Sum of Return on Asset % by Year



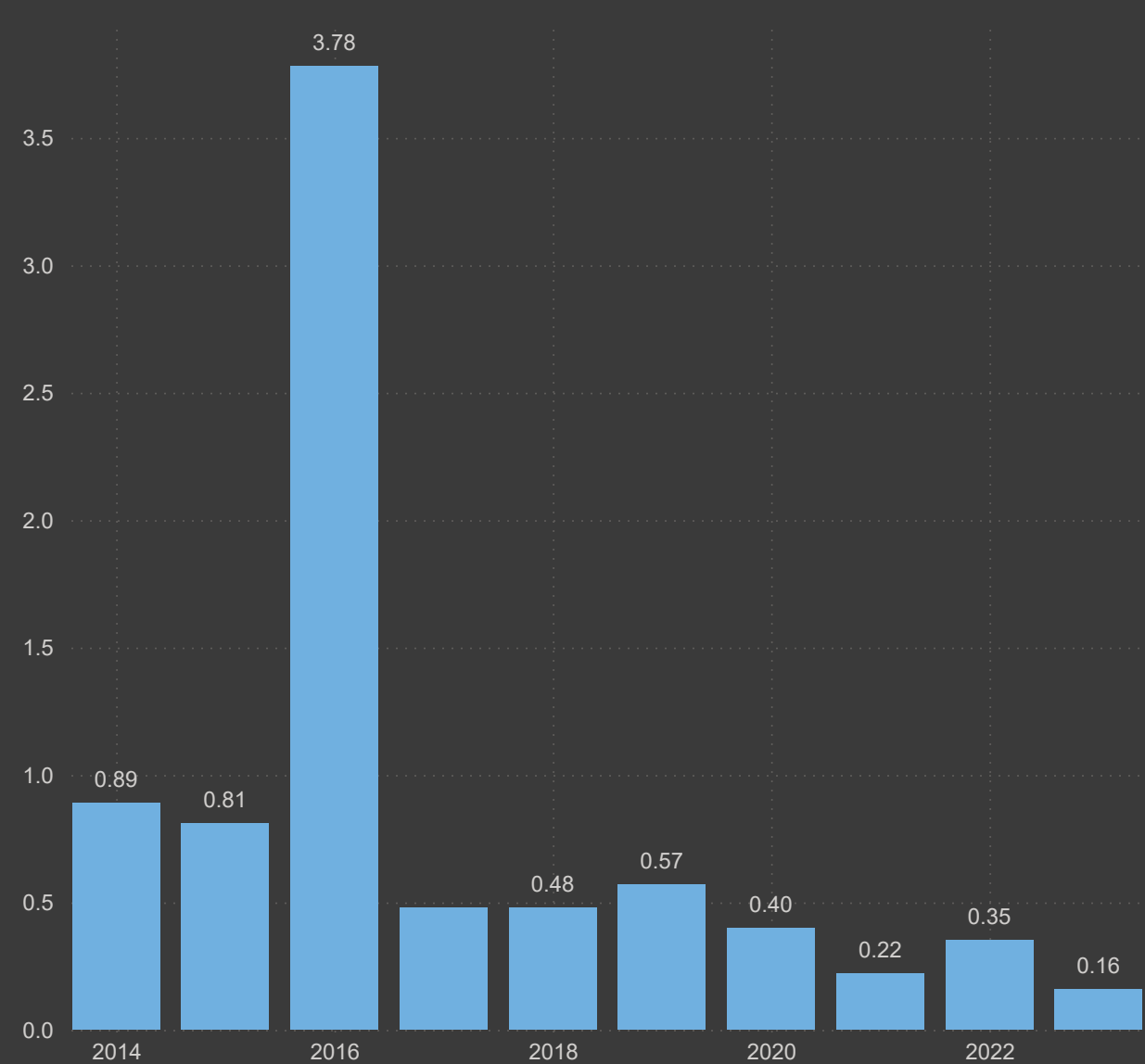
Return on Equity, and Return on Assets

As evidenced by the above graphs, returns on the assets and equity declined substantially over the period. Moreover, the negative returns to equity should be investigated.

Current Ratio by Year



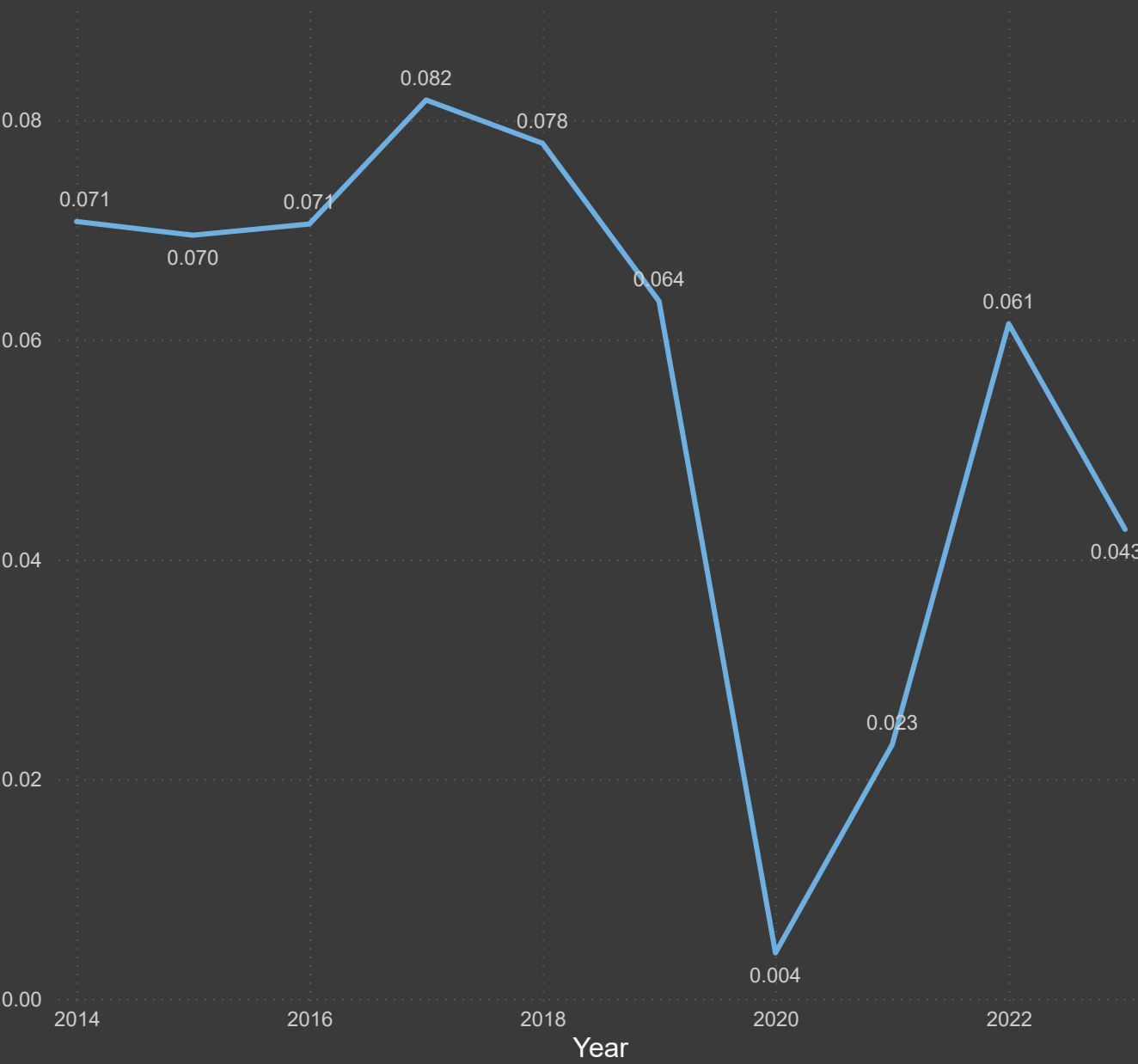
Sum of Quick Ratio by Year



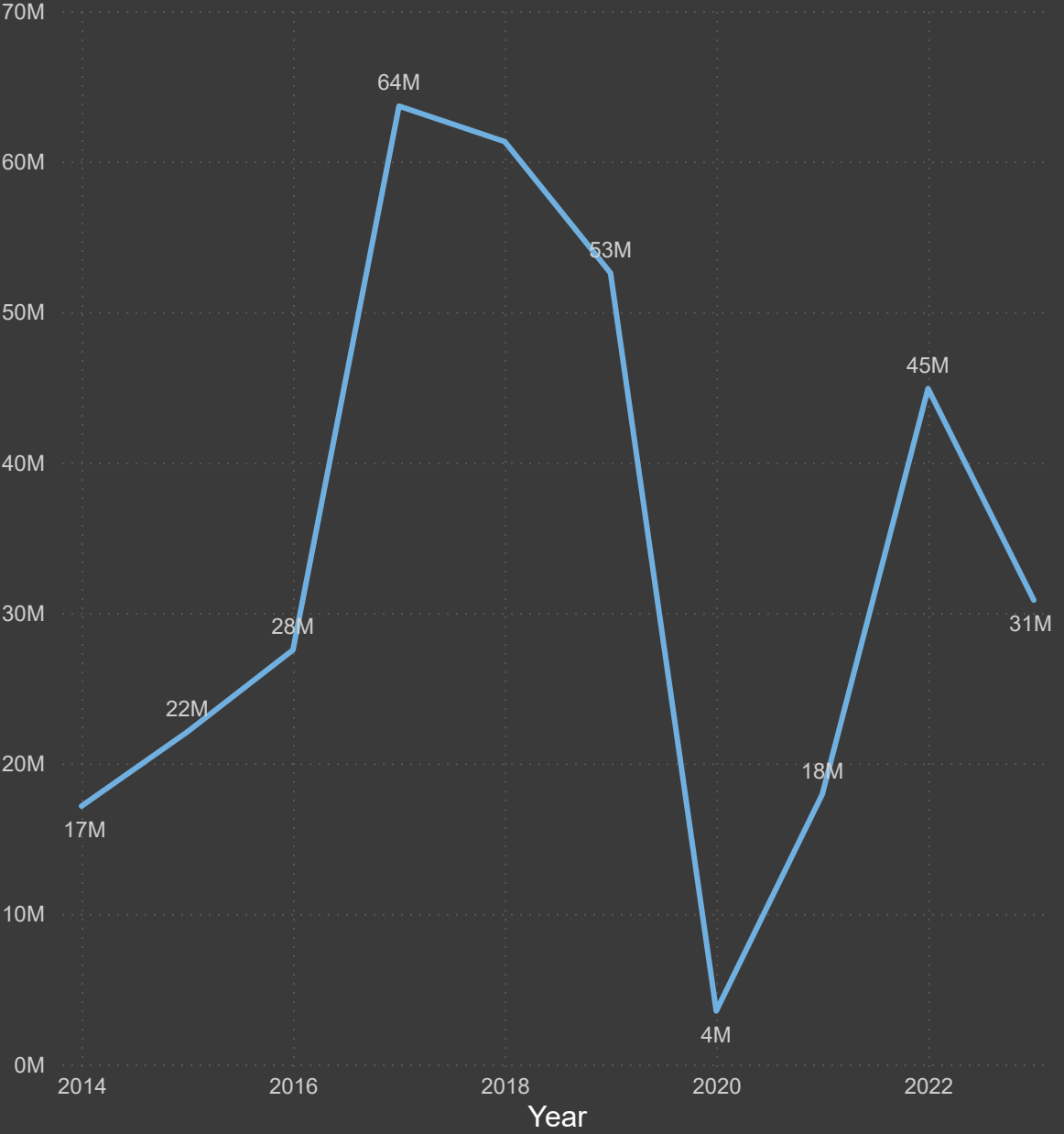
Current Ratio and Quick Ratio

The current ratio and quick ratio have declined versus last year. This can be indicative of a liquidity problem in the future.

Operating Cash flow Ratio by Year



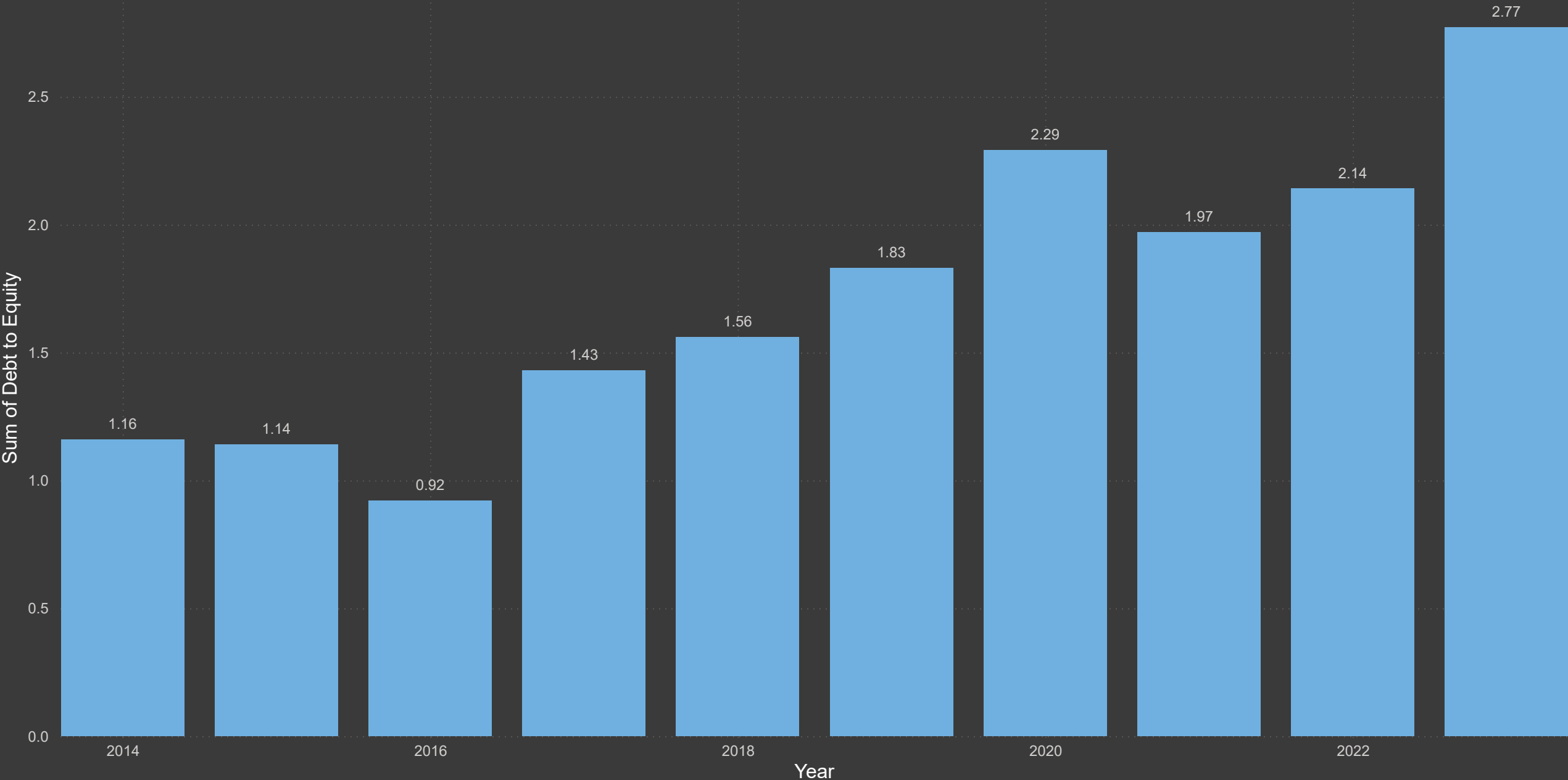
Cash From Operating Activities by Year



Operating Cash Flow and Ratio of Operating Cash Flow Ratio to Total Debts

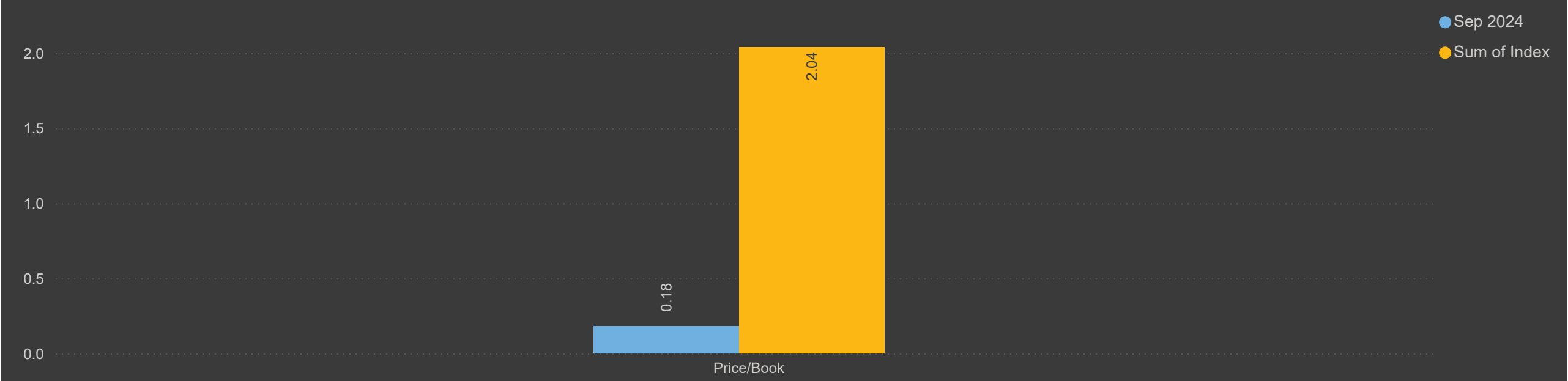
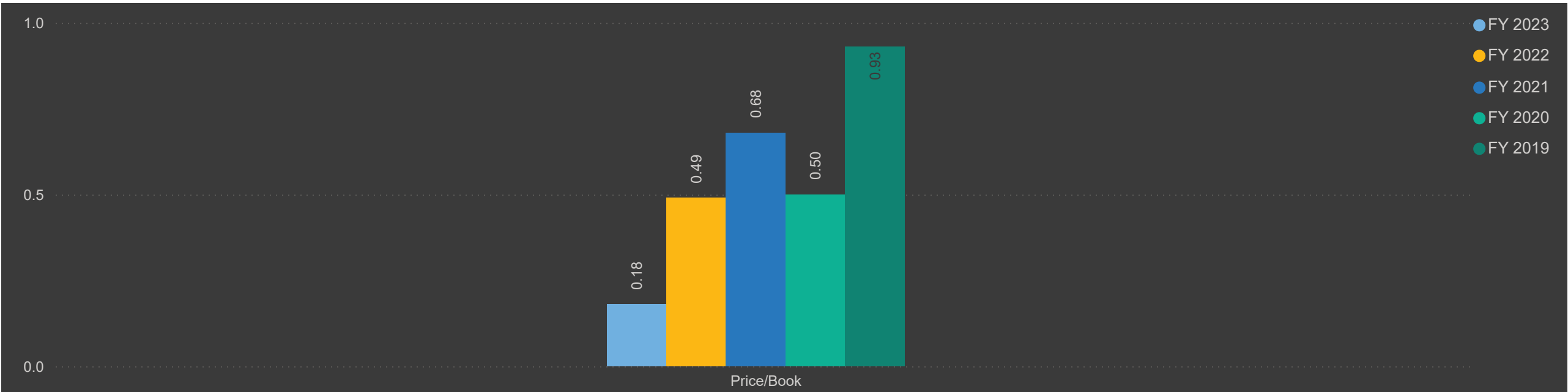
- The operating cash flow ratio shown a decline over the period . Further analysis is needed to increase the operating cash flow ratio as this may indicate a liquidity issue.
- The operating cash flow has also declined versus 2022, which should be investigated to ensure that there are no liquidity problems.

Sum of Debt to Equity by Year



• The debt to equity ratio has increased over the period indicating higher leverage of the company.

Debt to Equity



• **Market Ratios**

- Price to book ratio has increased versus last year but is higher than earlier periods indicating that higher price can be achieved. Moreover, price to book is also higher compared with the index, indicating higher valuations.
- Further, drill-down analysis can be done to aid in further shareholder growth.