



| US REIT

**FIRST PURE-PLAY**  
**USA**  
**OFFICE REIT IN ASIA**

The word "USA" is rendered in large, bold, 3D letters. The 'U' is filled with the blue field of the American flag (stars), and the 'S' and 'A' are filled with the red and white stripes. A red stamp with the text "U.S. DOLLAR" is overlaid on the bottom left of the 'U'.

**Manulife US REIT**  
**Bangkok Non-Deal Roadshow**

29 – 30 August 2016

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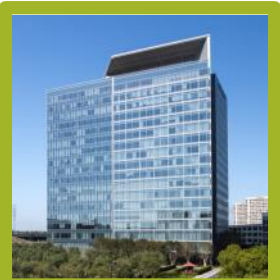
*Peachtree, Atlanta, Georgia*

**First Pure-Play US Office REIT in Asia**

# Manulife US REIT Offers Unique Exposure to the U.S. Office Sector



Figuroa, LA



Michelson, Irvine



Peachtree, Atlanta

## 1 Unique exposure to U.S. office real estate space and USD

- Benefitting from the growth of the world's largest economy
- Positive office absorption trends and declining vacancies, coupled with declining unemployment rates

## 2 Quality assets in high U.S. growth markets, freehold

- High occupancy rates of 96.5%<sup>1</sup> with long WALE of 5.7<sup>1</sup> years
- GDP growth rates and office markets of Los Angeles, Orange County and Atlanta outperform the national average

## 3 Tax efficient vehicle with attractive dividend yield

- No withholding tax on distributions<sup>1</sup> vs. 30% withholding tax for direct holdings of U.S. REITs<sup>2</sup>
- 6.6% in FP2016<sup>3</sup> and 7.1% in PY2017<sup>4</sup>

(1) As at 31 Dec 2015  
(2) For non U.S. person making a W-8BEN filing  
(3) For non U.S person  
(4) Annualised and based on the Offering Price of US\$0.83  
(5) Based on the Offering Price of US\$0.83



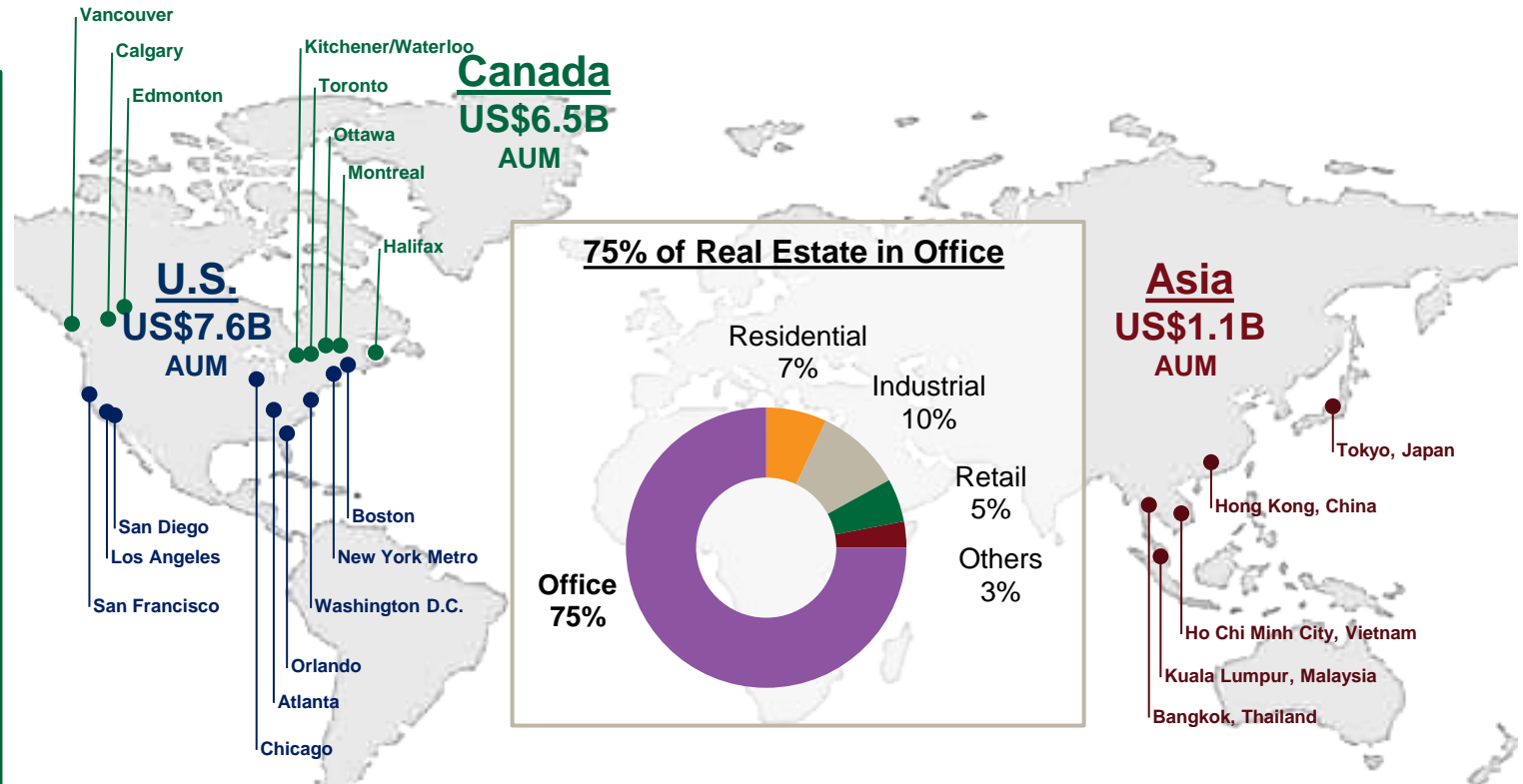


# Strong Sponsor

# Reputable Sponsor with Strong Real Estate Management Capabilities Globally

Vertically-Integrated Real Estate Platform with Global Real Estate AUM of US\$15.2b

## Sponsor



Over 70 years of experience in real estate

Over 570 real estate professionals in 22 offices globally

John Hancock AUM of US\$7.6b and strong leasing network of >1,000 tenants

Note: All AUM in fair value basis as at 30 Jun 2016

# Strong Acquisition Growth Potential through Sponsor's Established Deal-sourcing Capabilities

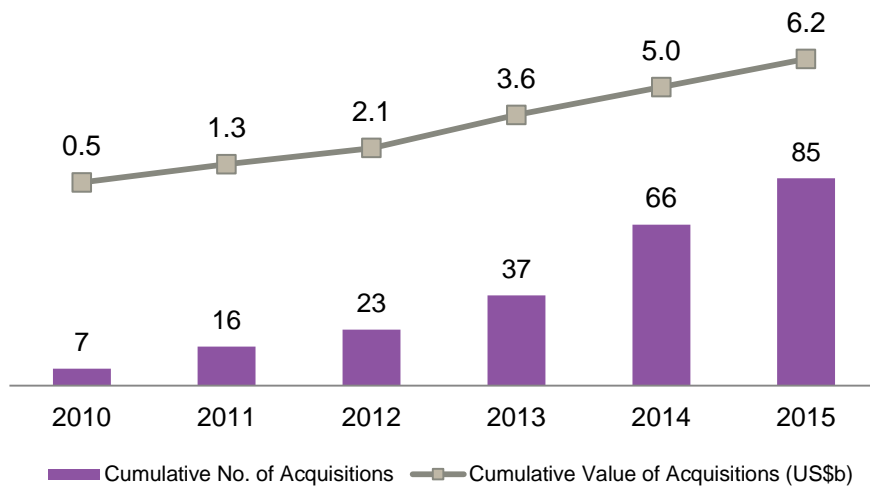
Strong Acquisition Ability with Track Record of 85 Properties since 2010

US\$6.2b of global acquisitions since 2010

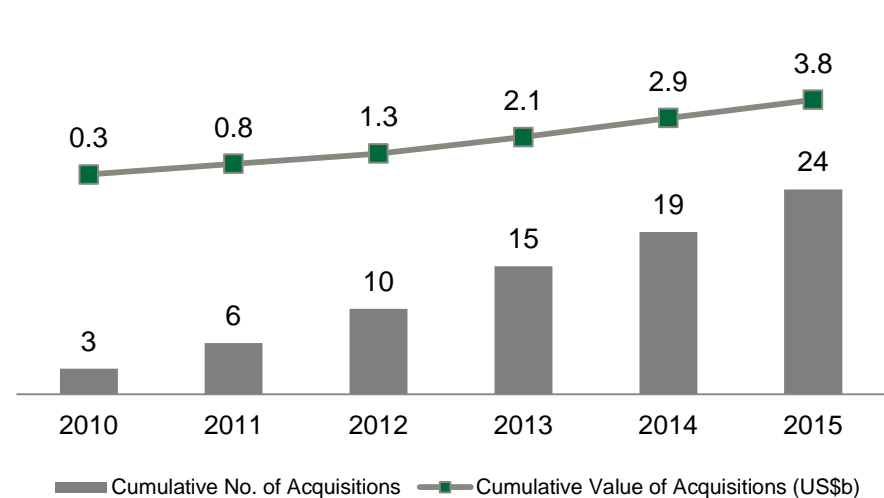
US\$4.6b (74%) of U.S. real estate acquisitions

US\$3.8b (84%) in U.S. office properties

## Global Real Estate Acquisitions



## U.S. Office Acquisitions



Note: Acquisition values in U.S. dollars, and cumulative acquisition count as at 31 Dec 2015; data includes Manulife's General Account assets and assets managed by Manulife Asset Management Private Markets and its affiliates.



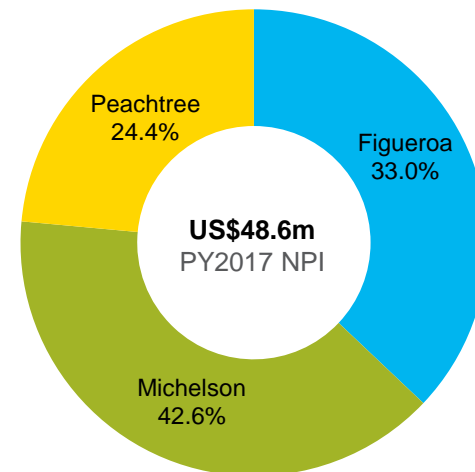
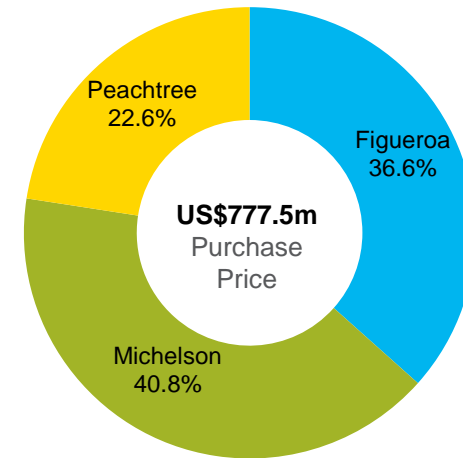
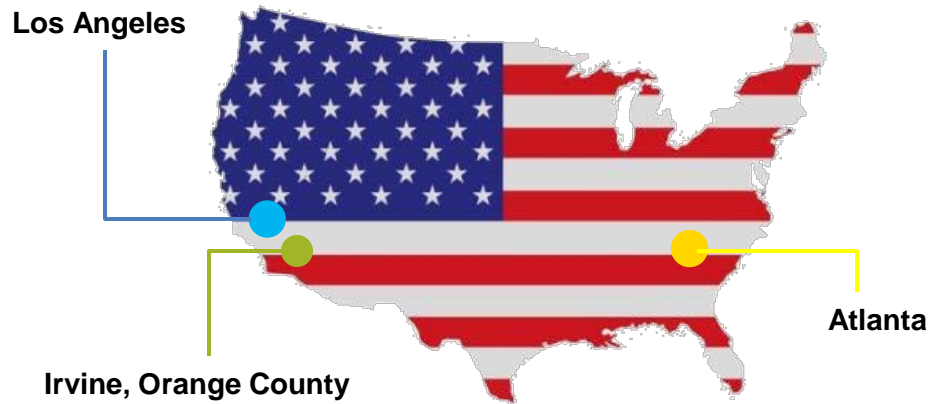
*Michelson, Irvine, California*



# Superior IPO Portfolio

# Freehold Class A or Trophy Assets in Key U.S. Cities

## Diversified Portfolio



### Portfolio Summary

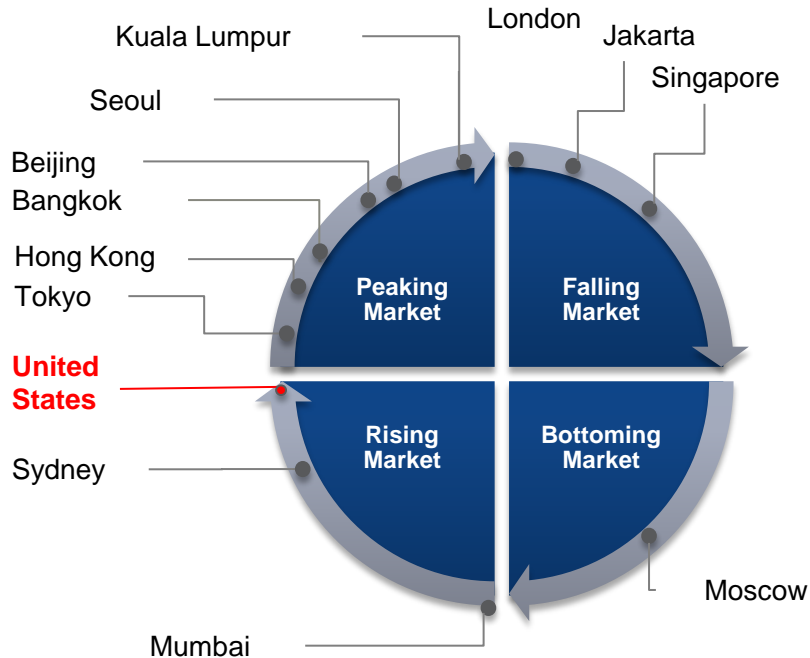
Total NLA <sup>1</sup>	1,779,748 sq ft
WALE (by NLA) <sup>1</sup>	5.7 years
Occupancy <sup>1</sup>	96.5%
Land Tenure	100% freehold
No. of Tenants <sup>1</sup>	74

(1) As at 31 Dec 2015

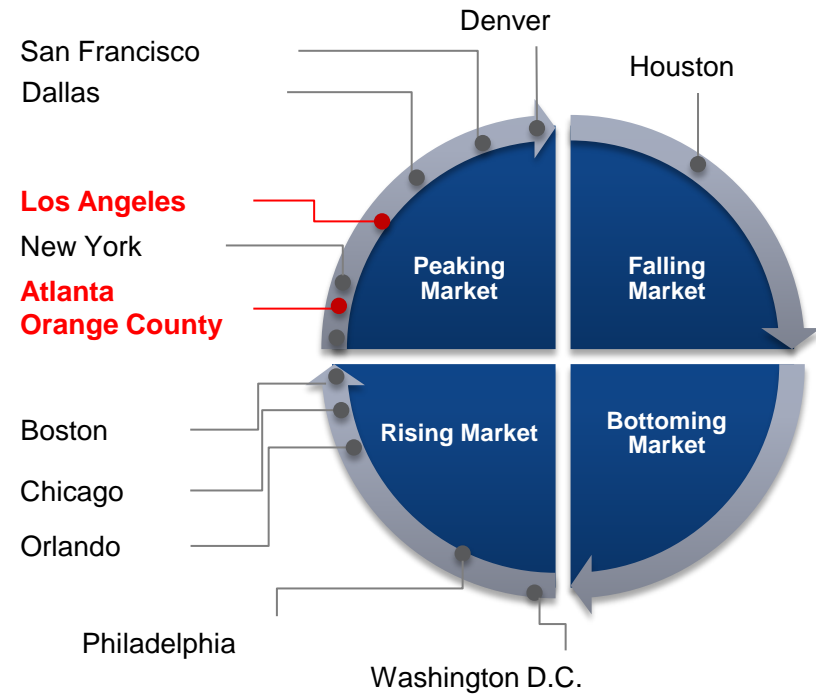
# Strategically Located in Key U.S. Cities

## IPO Portfolio Markets Progressing Steadily

### Rental Cycle, Global Key Cities<sup>1,2</sup>



### Rental Cycle, U.S<sup>3</sup> Key Cities



(1) Source: JLL as at 2Q 2016. Retrieved from <http://www.jll.eu/emea/en-gb/research/office/office-property-clock>

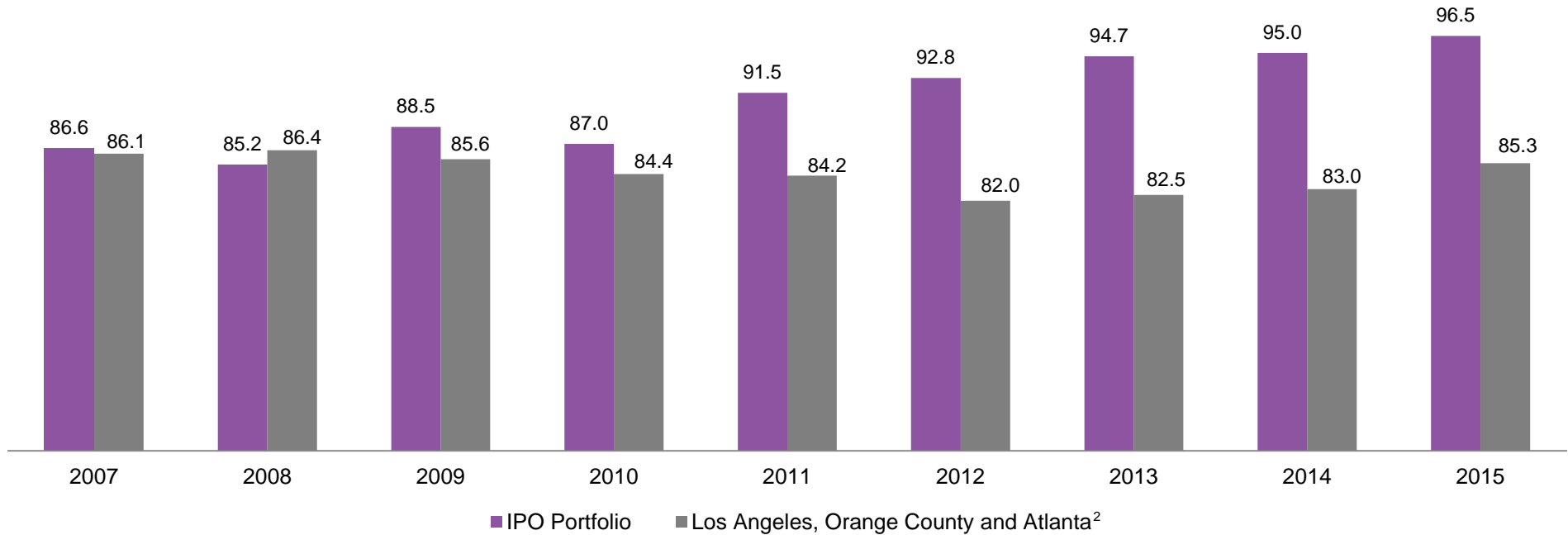
(2) Source: JLL as at 1Q 2016. Retrieved from <http://www.ap.jll.com/asia-pacific/en-gb/research/property-clock>

(3) Source: JLL as at 2Q 2016. Retrieved from <http://www.us.jll.com/united-states/en-us/research/property-clocks/office-property-clock>

# High Occupancy Rates Consistently Outperform the Market

Consistent and Stable Occupancy Rates in REIT's Portfolio

## Historical Occupancy Rates<sup>1</sup> (%)



(1) As at 31 Dec 2015

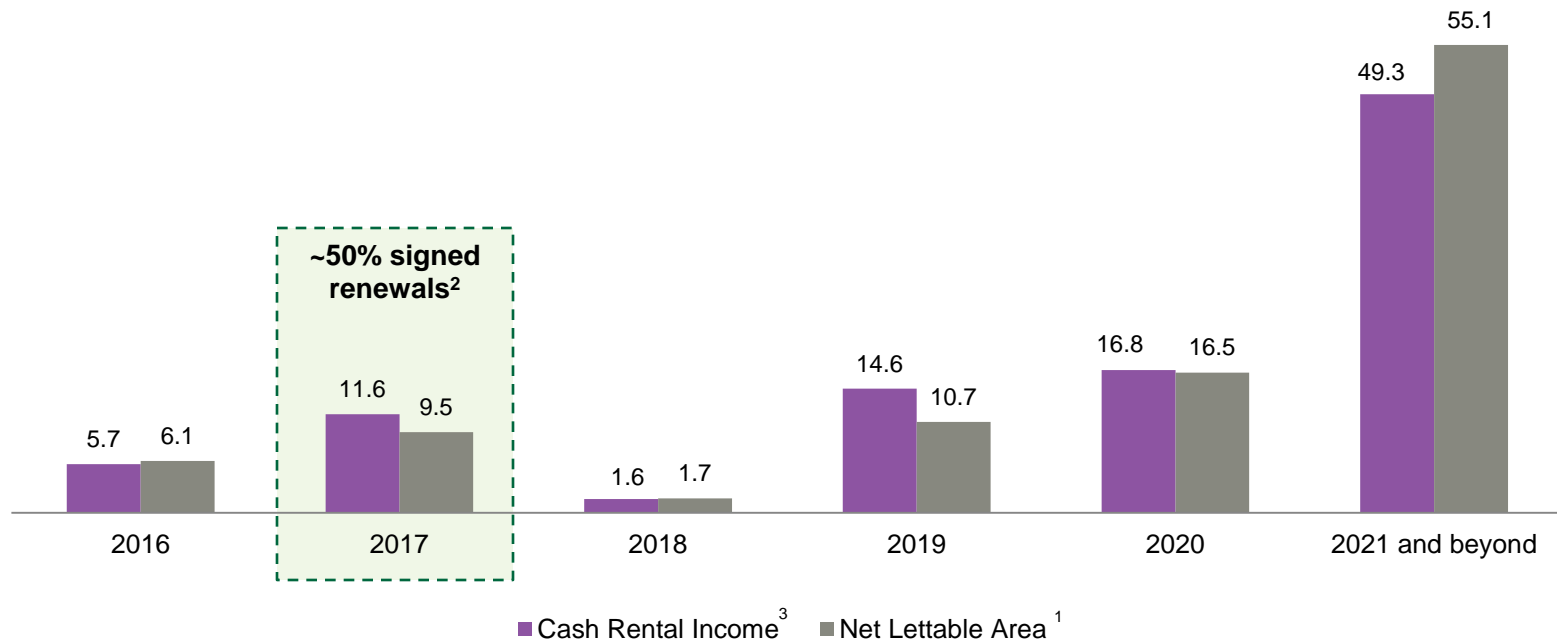
(2) Source: Colliers International Independent Market Research Report (18 Feb 2016)



# Favourable Lease Profile with Long WALE of 5.7 yrs

## Well Spread Lease Expiry Profile

### Lease Expiry Profile<sup>1</sup> (%)



(1) As at 31 Dec 2015

(2) The Property Manager has recently executed a lease renewal with Gibson Dunn, extending their current lease term to 2028

(3) For the month of Dec 2015. Cash rental income refers to rental income and recoveries income after adjusting for straight-line adjustments and amortisation of tenant improvement allowance and leasing commissions

# Properties Outperform Submarket Averages

## Recent Leases Entered at Higher Rents

### Rental Rates (US\$ psf per year)

Building	Property Average Gross Rent <sup>1</sup> (US\$)	Recent Leases <sup>2</sup> (US\$)	Collier's Submarket Forecast Rental Rate <sup>3</sup> (US\$)	Collier's Submarket
Figueroa	35.1	39.5 - 40.5	40.8	Class A South Park, Downtown Los Angeles
Michelson	47.5	44.0 - 51.0	35.3	Class A Airport Area, Orange County
Peachtree	30.0	32.0	29.3	Class A Midtown, Atlanta

(1) As of Dec 2015

(2) Signed new leases in 2016 before IPO (20 May 2016)

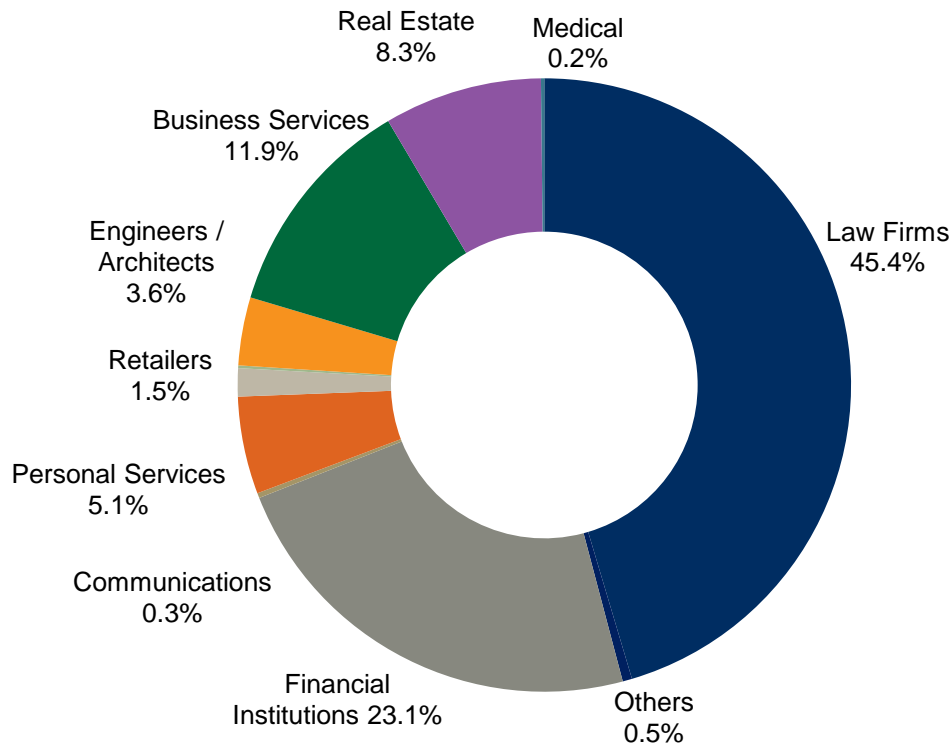
(3) Colliers International Independent Market Research Report (18 Feb 2016)

Note: Past performance is not indicative of future performance

# Quality, Diversified Tenant Base across Multiple Sectors

No Tenant Contributing more than 11.7% of Income<sup>1</sup>

## Cash Rental Income<sup>1</sup> Breakdown by Trade Sector



Tenants <sup>2</sup>	Sector
TCW	Financial Institution
Quinn Emanuel Urquhart & Sullivan	Law
AEG Worldwide	Business Services - Entertainment
Colliers Seeley International	Real Estate
Davis Elen Advertising	Business Services - Advertising
LaFollette Johnson	Law
Swinerton Builders	Engineers/Architects
Oakmont Corporation	Financial Institution

Tenants <sup>2</sup>	Sector
Hyundai Capital America	Financial Institution
Gibson Dunn	Law
LA Fitness	Personal Services - Health Club
Bryan Cave	Law
Jones Day	Law
Greenberg Traurig	Law
Jacobs	Engineers/Architects
Costar Group	Real Estate

Tenants <sup>2</sup>	Sector
Kilpatrick Townsend & Stockton	Law
Industrial Developments	Real Estate
Grant Thornton	Business Services - Accounting
Triage Consulting	Business Services – Consulting
BDO USA	Business Services – Accounting
HDR Engineering	Engineers/Architects
M.J. Brunner	Business Services – Marketing
Oceanaire Restaurant	Retail - Restaurant

(1) For the month of Dec 2015. Cash rental income refers to rental income and recoveries income after adjusting for straight-line adjustments and amortisation of tenant improvement allowance and leasing commissions  
 (2) Top 8 tenants in each property as at 31 Dec 2015

# Figueroa: Located in a Financial and Entertainment Hub

## Los Angeles – the Largest Economic Zone in California



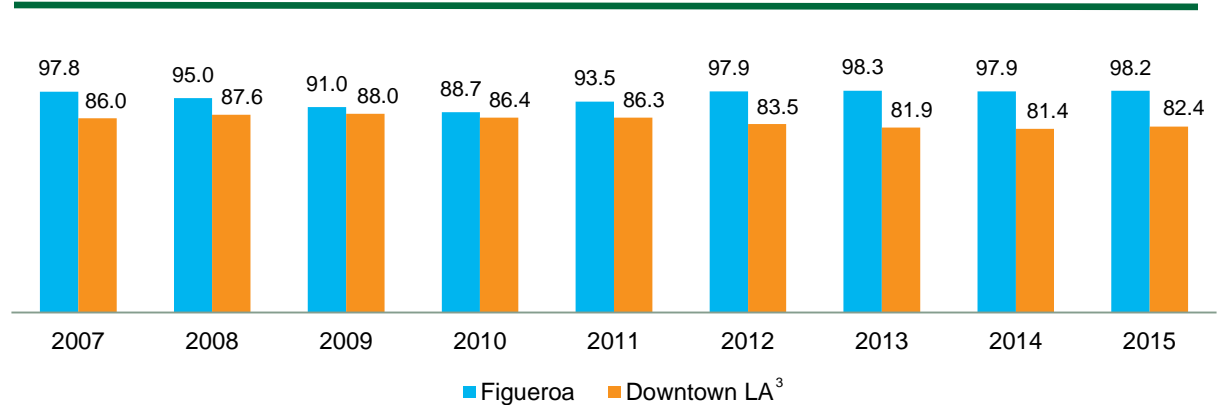
NLA (sq ft)	692,389
Purchase Price	US\$285m (US\$411 psf)
Net Property Income <sup>1</sup>	US\$16.0m
WALE (by NLA) <sup>2</sup>	5.2 years
No. of Tenants <sup>2</sup>	33

(1) Projection Year 2017

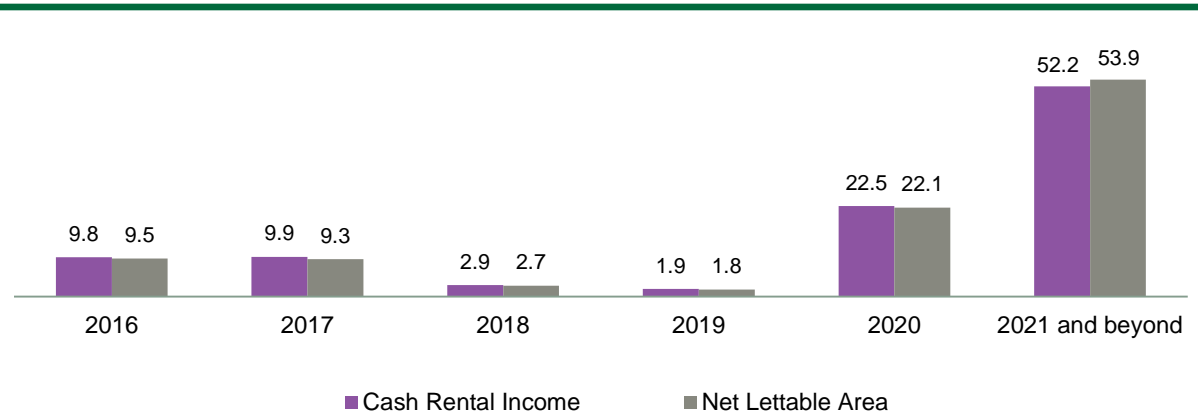
(2) As at 31 Dec 2015

(3) Source: Colliers International Independent Market Research Report (18 Feb 2016)

### Historical Occupancy<sup>2</sup> (%)



### Lease Expiry Profile<sup>2</sup> (%)



■ Cash Rental Income

■ Net Lettable Area



# Figueroa: No New Class A Office Space in Past 23 Years and None Until 2017



## Excellent Location and Amenities

Located in the **South Park** submarket

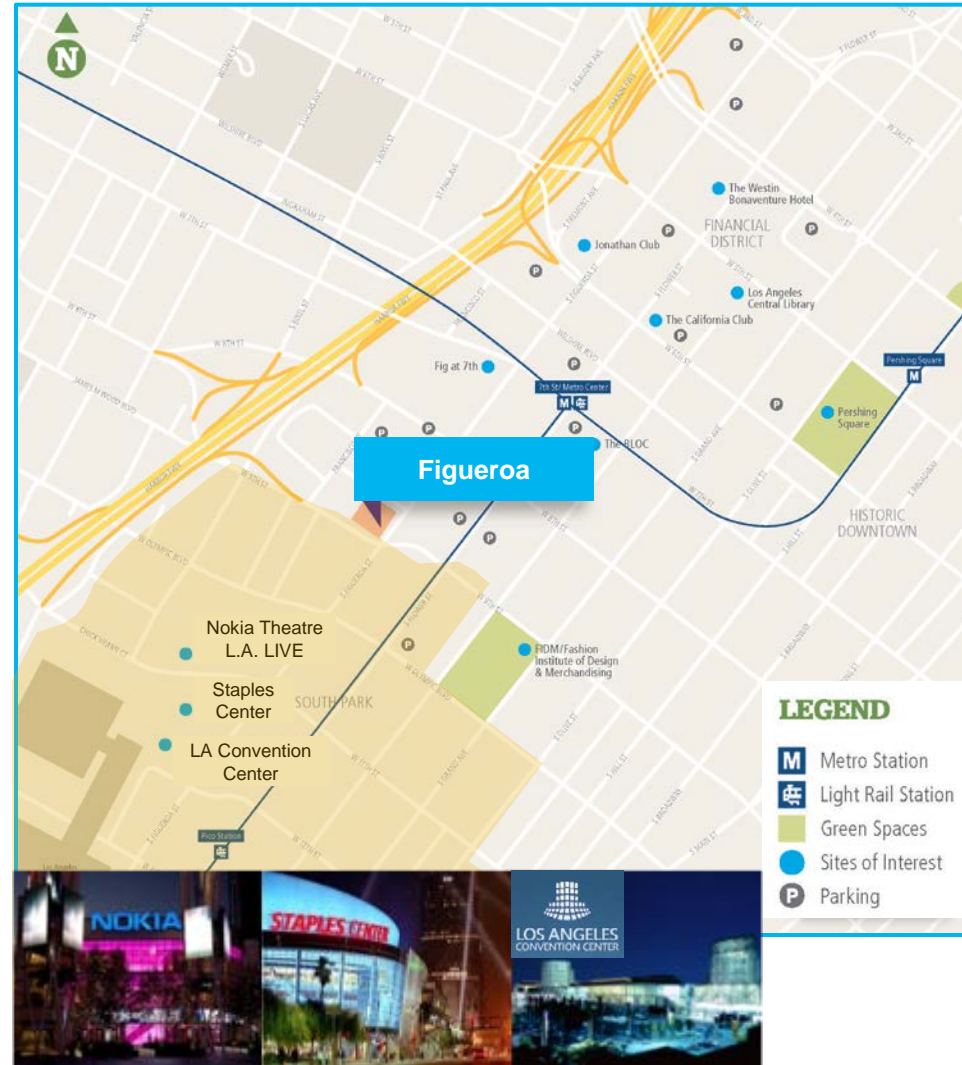
Excellent access to the **LA freeway system**

Close proximity to **7<sup>th</sup> Street Metro Station**

**Free shuttle** to surrounding areas of Downtown LA

Entertainment venues: **Staples Center, the LA Convention Center and LA Live**

**High parking ratio** of 1.22 spaces per 1,000 sq ft compared to market average of 1.0 space per 1,000 sq ft



Source: Colliers International Independent Market Research Report (18 Feb 2016)

# Michelson: State-of-the-Art Trophy Building

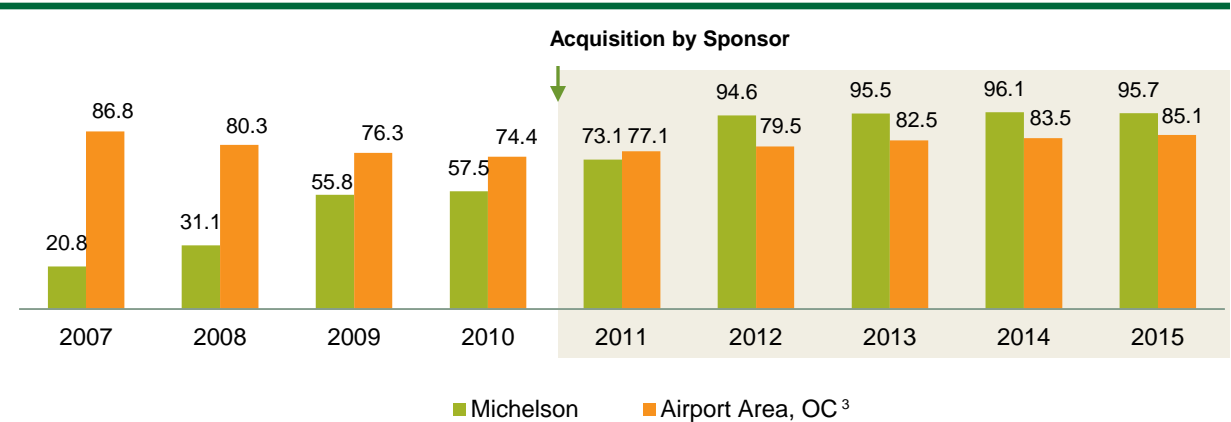
## Irvine - Trophy Asset with Abundant Amenities



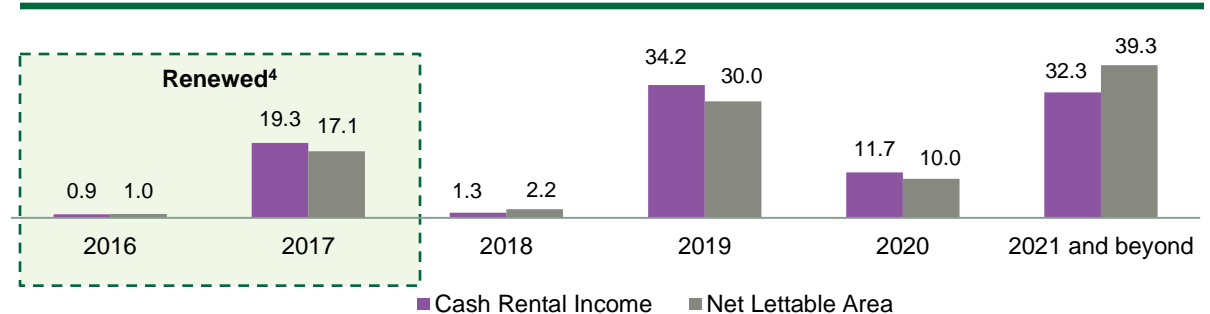
NLA (sq ft)	533,581
Purchase Price	US\$318m (US\$596 psf)
Net Property Income <sup>1</sup>	US\$20.7m
WALE (by NLA) <sup>2</sup>	4.6 years
No. of Tenants <sup>2</sup>	16

- (1) Projection Year 2017
- (2) As at 31 Dec 2015
- (3) Source: Colliers International Independent Market Research Report (18 Feb 2016)
- (4) The Property Manager has recently executed a lease renewal with Gibson Dunn, extending their current lease term to 2028

### Historical Occupancy<sup>2</sup> (%)



### Lease Expiry Profile<sup>2</sup> (%)



# Michelson: Best Building in a Highly Amenitised Office Park



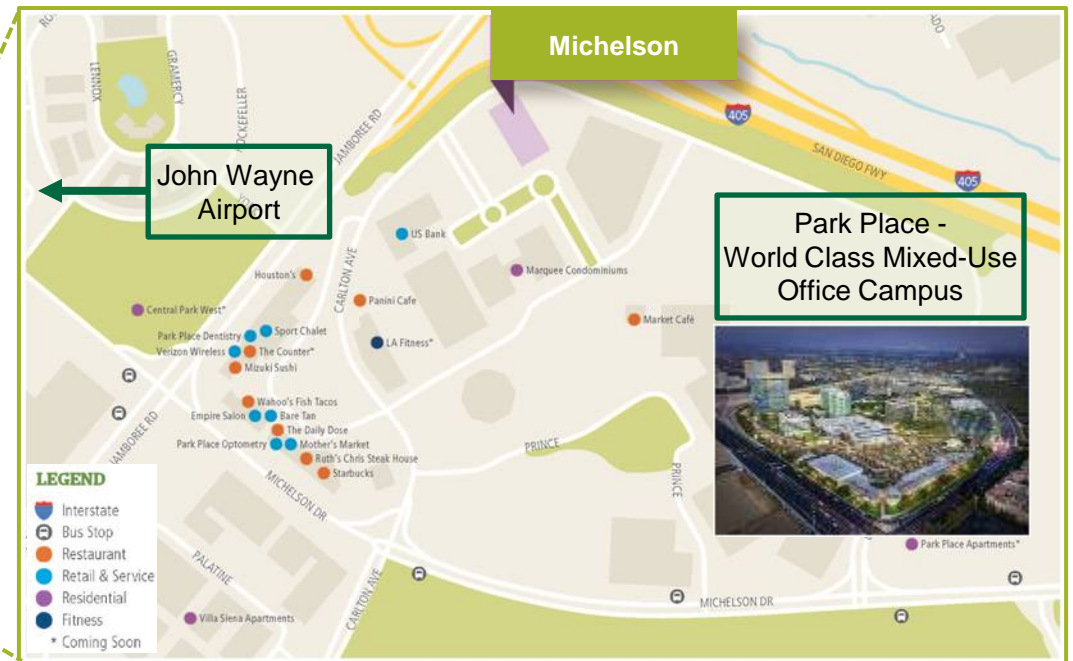
## Excellent Location and Amenities

Near the **405 San Diego freeway**

4km away from international airport, **John Wayne Airport**

Surrounded by **hotel developments, high-end condominiums and apartments, restaurants and a wide range of retail offerings**

**Above average parking ratio of 5.1 spaces per 1,000 sq ft**



Source: Colliers International Independent Market Research Report (18 Feb 2016)



# Peachtree: Prominent Building in an International Gateway

Atlanta - HQ Location for 18 Fortune 500 firms including Coca Cola, Mercedes Benz, Porsche, and UPS



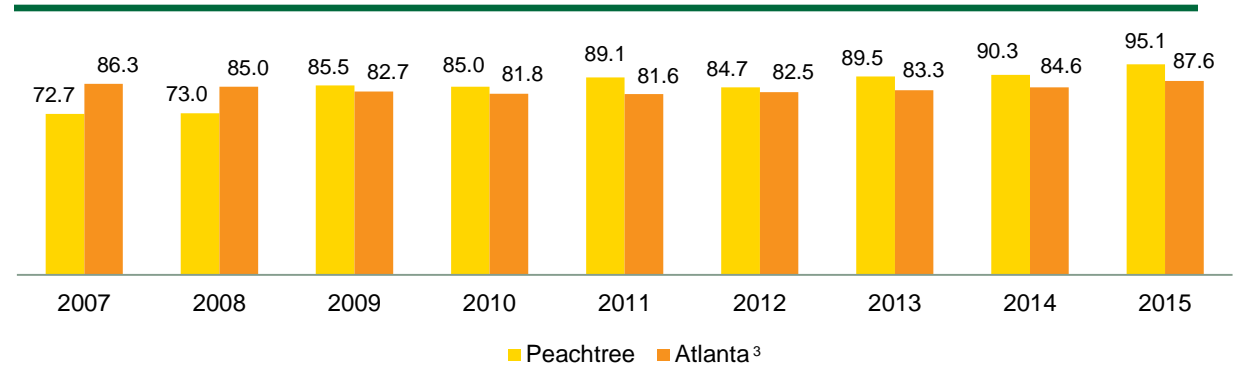
<b>NLA (sq ft)</b>	<b>553,778</b>
<b>No. of Floors</b>	<b>27</b>
<b>Purchase Price</b>	<b>US\$175m (US\$316 psf)</b>
<b>Net Property Income<sup>1</sup></b>	<b>US\$11.9m</b>
<b>WALE (by NLA)<sup>2</sup></b>	<b>7.4 years</b>
<b>No. of Tenants<sup>2</sup></b>	<b>25</b>

(1) Projection Year 2017

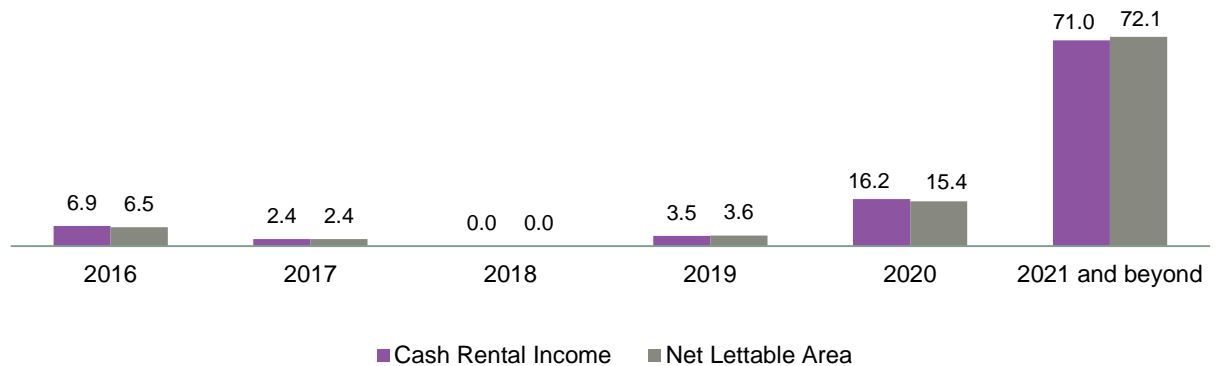
(2) As at 31 Dec 2015

(3) Source: Colliers International Independent Market Research Report (18 Feb 2016)

## Historical Occupancy<sup>2</sup> (%)



## Lease Expiry Profile<sup>2</sup> (%)



■ Cash Rental Income ■ Net Lettable Area



# Peachtree: Located in Atlanta; World's Busiest Airport (Hartsfield-Jackson International)



## Excellent Location and Amenities

Easily accessible to business district via two freeways  
– Interstate 75 and Interstate 85

Close proximity to **Midtown and Arts Center Metro Stations**

20 minutes from **Atlanta Hartsfield-Jackson International Airport** - the busiest airport in the world

Located along “**Midtown Mile**” –stretch of mixed-used office, retail and multi-family properties

Surrounded by **high-end condominiums, luxury apartments and numerous dining options**



Source: Colliers International Independent Market Research Report (18 Feb 2016)



*Figueroa, Los Angeles, California*

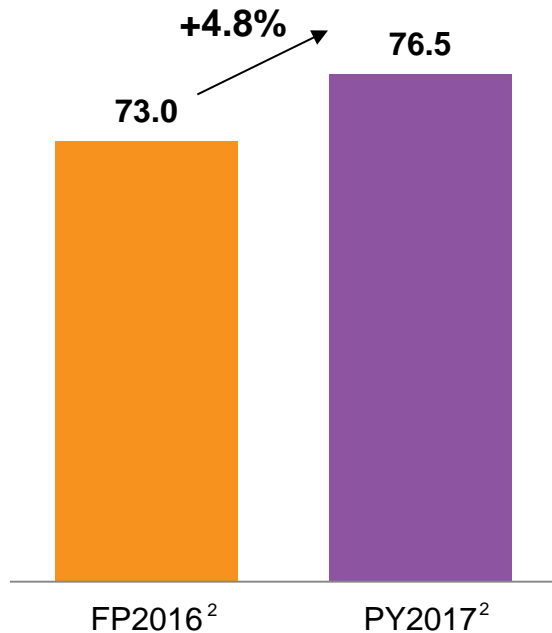


# Financial Performance

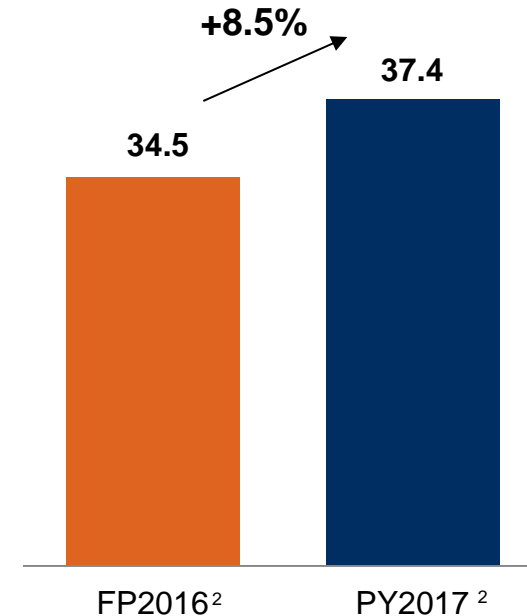
# Resilient Distributions

95.5%<sup>1</sup> and 87.8%<sup>1</sup> of Cash Rental Income for FP2016 and PY2017  
Derived from Existing Leases

## Gross Cash Revenue<sup>3</sup> (US\$m)



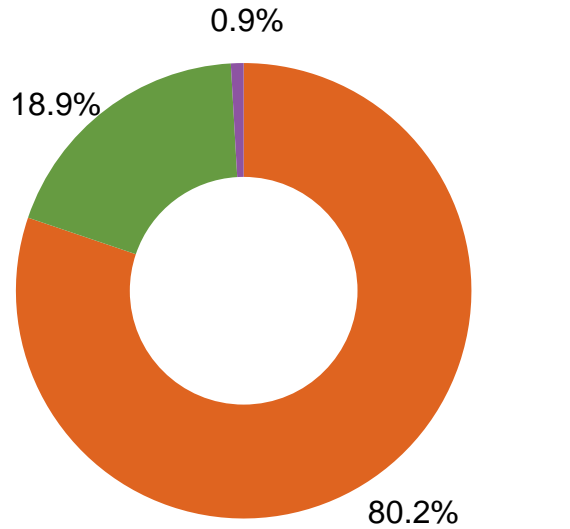
## Distributable Income (US\$m)



- (1) As at 31 Dec 2015
- (2) Annualised
- (3) Adjusted for straight-line adjustments and amortisation of tenant improvement allowance and leasing commissions

# Visible Distribution Growth

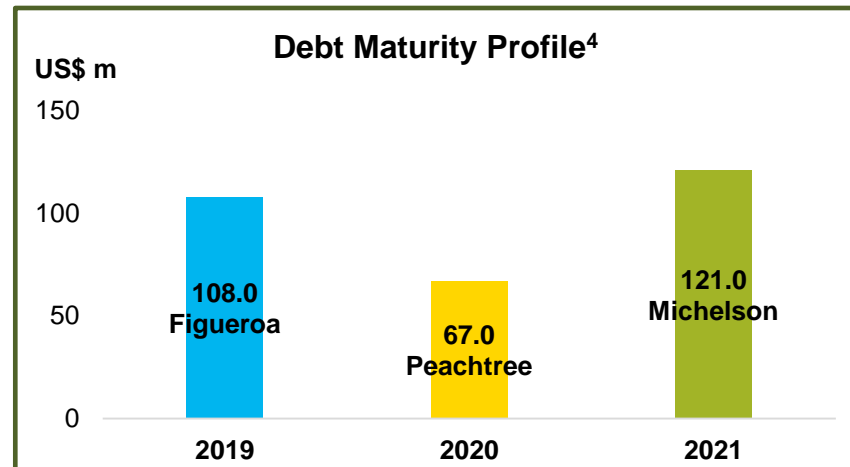
**99.1%<sup>1</sup> of Leases by NLA have Rental Escalations**



- Annual rental escalations ranging from 2.5% to 3.5%
- Mid-term or periodic rental increases
- Without rental increases

**100% Fixed Interest Rate Locked-in at Current Rates**

<b>Gross Borrowings</b>	US\$296.0m
<b>Aggregate Leverage</b>	36.8% <sup>2</sup>
<b>Interest rate</b>	Locked-in weighted average interest rate of 2.46% p.a.
<b>Debt Maturity</b>	Weighted average: 4.0 years
<b>Interest Coverage</b>	4.6 times <sup>3</sup>



- (1) As at 31 Dec 2015  
 (2) Based on total assets as at 31 Dec 2015 pro forma balance sheet  
 (3) Based on 2017 forecast in Prospectus  
 (4) No refinancing required until 2019. Excludes Good News Facility of US\$31.8 million and US\$10.0 million Revolving Credit Facility, both of which have not been drawn down



# Financial Performance & Position

For the year ended 31 Dec (US\$'000)	Forecast Period 2016 <i>(1 May 2016 – 31 Dec 2016)</i>	Projection Year 2017
Gross Revenue	52,494	79,342
Net Property Income	32,490	48,619
Net Income	17,563	29,745
Distributable Income	22,987	37,395
DPU (US cents)	3.65	5.87

As at 31 Dec 2015 (US\$'000)	
Investment Properties	777,450
Total Asset	804,354
Borrowings	294,000 <sup>1</sup>
Total Liabilities	314,065
Net Asset Attributable to Unitholders	490,289
NAV per Unit (US\$ per unit)	0.78

(1) Net of upfront debt related transaction costs of US\$2 million

*Figueroa, Los Angeles, California*

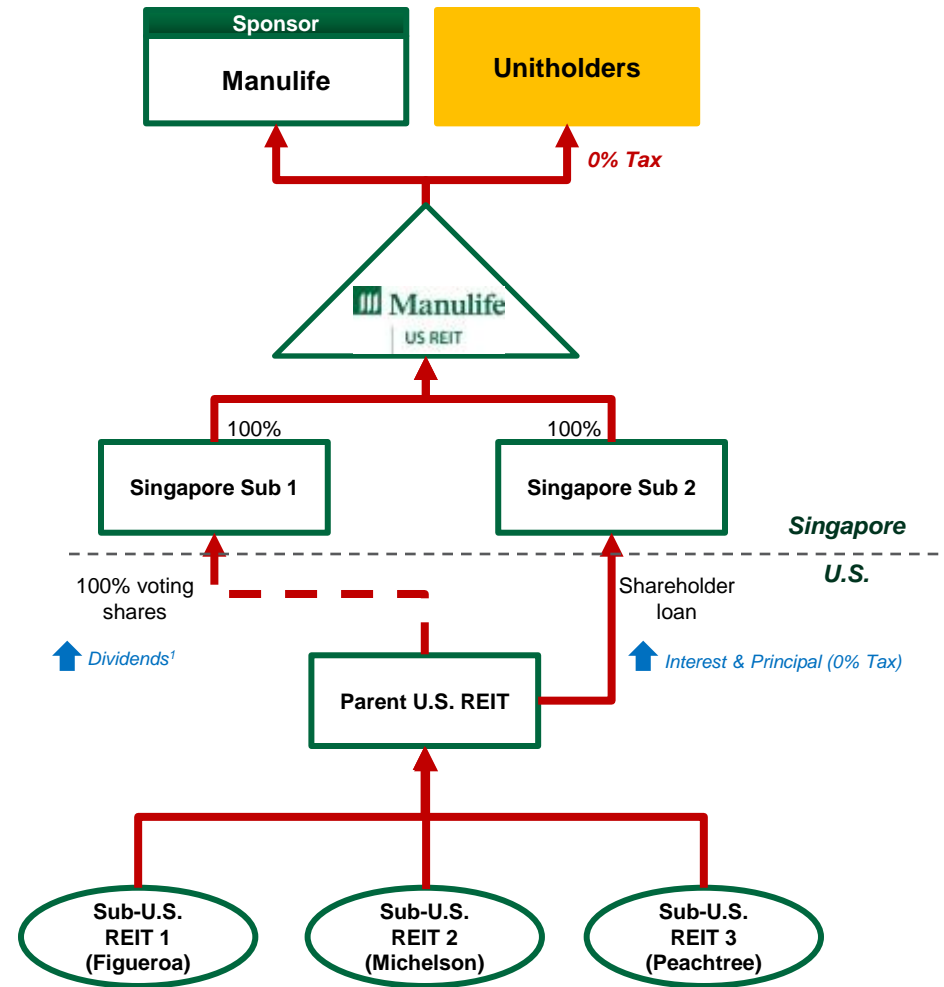


**Efficient Tax Structure**

# Tax Efficient Structure of Manulife US REIT

## Tax Structure of Manulife US REIT

- Tax efficiency underpinned by the following:
  - 1) No tax for U.S. Sub REITs and Parent REIT
  - 2) No withholding tax on interest and principal on shareholder's loan (**U.S. portfolio interest exemption rule**)
  - 3) Foreign tax exempt income status obtained from IRAS on income received in Singapore
- Properties in US are held through private US REITs – a common investment structure in the US marketplace
- Distribution from US to Singapore will be through a combination of dividends, and/or interest payments and principal repayments on shareholder loans
- Manager will actively manage to minimise or pay no dividends from Parent U.S. REIT to Singapore Sub 1
- U.S. tax restrictions do not allow any single investor to hold more than 9.8% (including the sponsor)



(1) Subject to 30% withholding tax



*Michelson, Irvine, California*



**Moving Forward**

# Strategy - Moving Forward

## 1 Resilient Portfolio with Visible Growth

- Minimal lease expiries for 2016, 2017 and 2018; long WALE of 5.7<sup>1</sup> years
- High occupancy of 96.5%<sup>1</sup> above market average of 85.3%<sup>2</sup>
- 99.1%<sup>1</sup> of portfolio has rental escalations averaging 3.0% p.a.

## 2 Organic Growth through Acquisitions

- Unemployment remains healthy at 4.9%<sup>3</sup>
- Limited office supply in downtown LA, Orange County and midtown Atlanta
- Diverse U.S. office markets provide future acquisition opportunities
- Continue to focus on key rising markets with strong fundamentals and sustainability

## 3 Proactive and Prudent Capital Management

- Well spread debt maturity profile with no refinancing till 2019
- 100% of gross borrowings on fixed interest rate
- Target gearing of 35.0% – 40.0%
- Refinanced loan post Brexit at lower interest of 2.46%<sup>4</sup> p.a. from 2.8% p.a.; savings of US\$1m p.a.

(1) As at 31 Dec 2015

(2) Source: Colliers International Independent Market Research Report (18 Feb 2016)

(3) Source: US Department of Labor Bureau of Labor Statistics (BLS); for the month Jul 2016

(4) Loan facility entered on 15 Jul 2016





| US REIT

**FIRST PURE-PLAY**  
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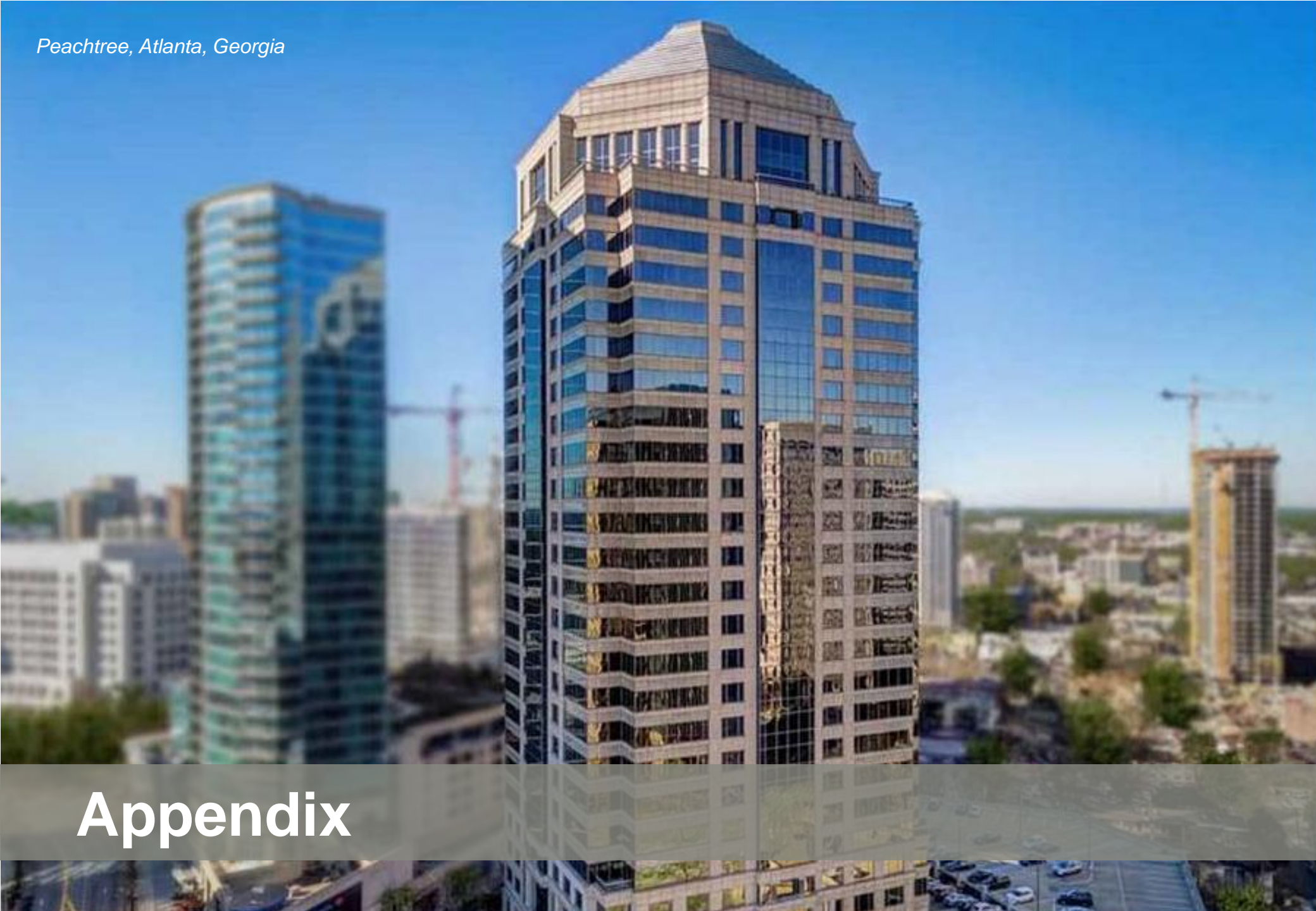
**Thank You**

For enquiries, please contact: Ms Caroline Fong, Head of Investor Relations  
Direct: (65) 6801 1066 / Email: carol\_fong@manulifeusreit.sg

**MANULIFE US REAL ESTATE INVESTMENT TRUST**  
51 Bras Basah Road, #11-00 Manulife Centre, Singapore 189554

<http://www.manulifeusreit.sg>

*Peachtree, Atlanta, Georgia*



# Appendix

# Portfolio Overview



	Figueroa	Michelson	Peachtree	Portfolio
<b>Location</b>	Los Angeles	Irvine	Atlanta	
<b>Property Type</b>	Class A	Trophy	Class A	
<b>Completion Date</b>	1991	2007	1991	
<b>Last Refurbishment</b>	2015	-	2015	
<b>Valuation (Colliers)<sup>1</sup></b>	US\$296.0m	US\$324.0m	US\$179.0m	US\$799.0m
<b>Valuation (RERC)<sup>1</sup></b>	US\$263.0m	US\$310.0m	US\$168.0m	US\$741.0m
<b>Purchase Price<sup>2</sup></b>	US\$284.7m	US\$317.8m	US\$175.0m	US\$777.5m
<b>Net Property Income<sup>3</sup></b>	US\$16.0m	US\$20.7m	US\$11.9m	US\$48.6m
<b>Occupancy<sup>4</sup> (%)</b>	98.2%	95.7%	95.1%	96.5%
<b>NLA (sq ft)</b>	692,389	533,581	553,581	1,779,748
<b>WALE<sup>4</sup> (by NLA)</b>	5.2 years	4.6 years	7.4 years	5.7 years
<b>Land Tenure</b>	Freehold	Freehold	Freehold	100% Freehold
<b>No. of Tenants<sup>4</sup></b>	33	16	25	74

(1) As at 15 Dec 2015

(2) Based on Maximum Offer Price of US\$0.83

(3) Projection Year 2017

(4) As at 31 Dec 2015

# Fee Structure Aligned with Unitholders' Interest

Management is Incentivised to Deliver Sustainable and Quality DPU Growth

<b>1</b>	<b>2</b>	<b>3</b>
<b>Base Fee based on Distributable Income</b>	<b>Performance Management Fee based on DPU Growth</b>	<b>Lower Fee for Acquisitions from Related Parties</b>
<b>10% of distributable income p.a.</b>	<b>25% of DPU growth p.a.</b>	<b>0.75% compared to 1% for third party acquisitions</b>



*Michelson, Irvine, California*

# U.S. Outlook

A rooftop terrace with a hot tub, lounge furniture, and large planters, overlooking a cityscape under a clear blue sky. The terrace is furnished with grey lounge sofas and wooden tables. Large grey planters with green plants are placed around the area. The view shows a cityscape with buildings and mountains in the distance under a clear blue sky.



# Demand & Occupancy Trends - Overview

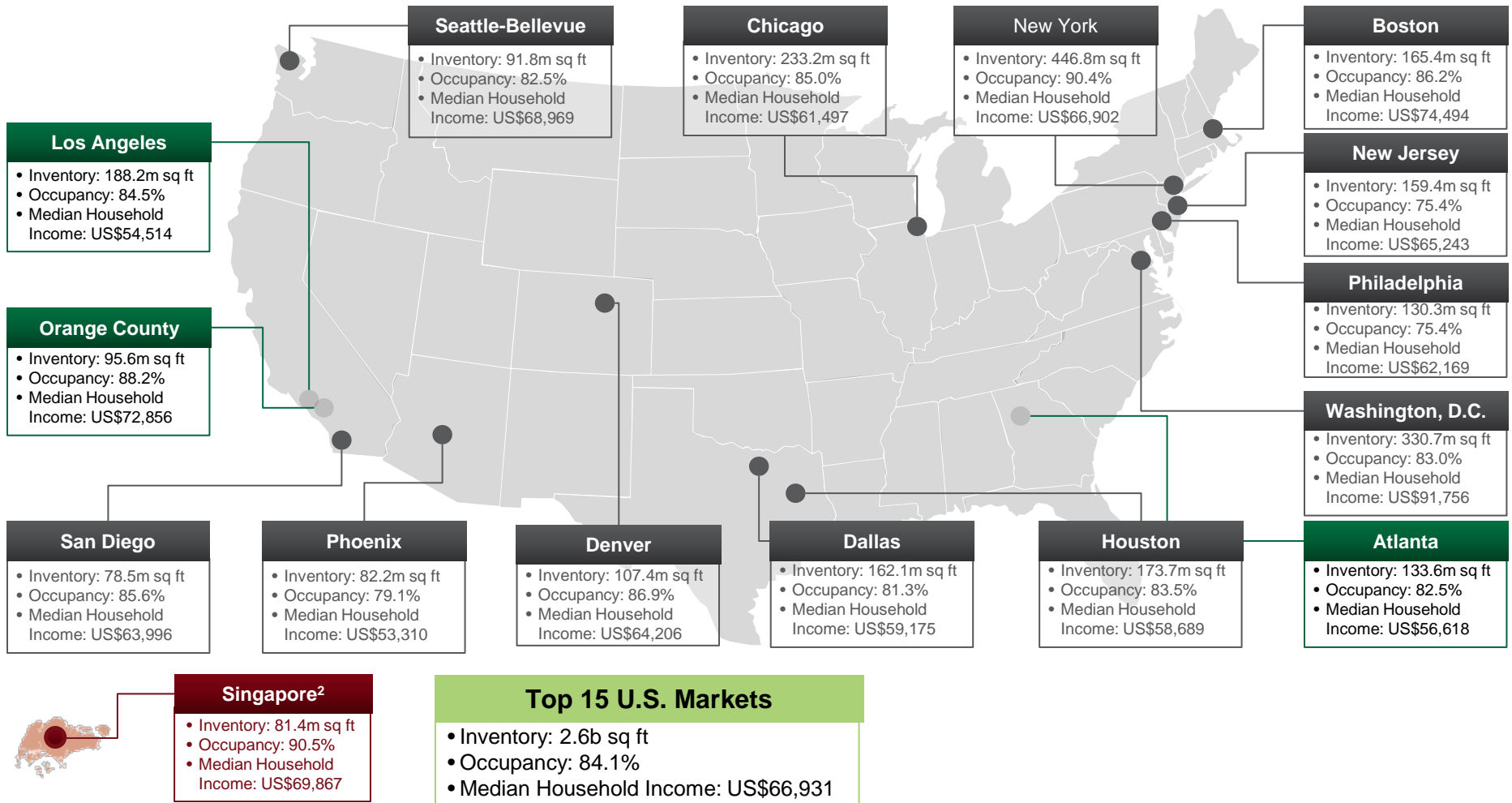
## Demand for Office Space Driven by Technology and other Creative Sectors

Top 10 Metros	5-year Gross Metro Product Growth Forecast (2015-2020)	5-year Employment Growth Forecast (2015- 2020)	Under Construction as a % of inventory
<b>Atlanta, GA</b>	<b>20.6%</b>	<b>11.5%</b>	<b>0.8%</b>
Dallas, TX	16.3%	13.2%	3.0%
Boston, MA	15.5%	6.3%	2.6%
Houston, TX	15.2%	11.1%	3.5%
Washington, D.C.	14.4%	6.5%	1.7%
Seattle, WA	14.0%	8.8%	5.2%
<b>Los Angeles, CA</b>	<b>12.7%</b>	<b>7.9%</b>	<b>2.1%</b>
Chicago, IL	11.2%	7.0%	1.1%
Manhattan, NY	8.9%	5.2%	2.2%
San Francisco, CA	8.0%	7.8%	5.4%
<b>U.S.</b>	<b>13.1%</b>	<b>7.5%</b>	<b>1.8%</b>

- U.S. economy to continue its moderate growth
- Both occupancy and asking rents will continue to grow at a more moderate pace
- Markets of strong growth (inclusive of Atlanta) are driven by:
  - Robust activity in tech firms
  - Strong growth in professional services
  - Influx of corporate relocations for more business-friendly environments
- Investors moving into secondary markets as gateway markets reach peak pricing
- U.S. will remain the safe haven of choice for foreign investment as uncertainty remains across Europe and Asia.

Source: Colliers International Q4 2015 United States Office Market Outlook Report

# Depth of Top 15<sup>1</sup> U.S. Office Markets



(1) By office inventory

Source for office inventory and occupancy data is from JLL's Office Statistics (United States, Q4 2015). Retrieved from <http://www.us.jll.com/united-states/en-us/Research/United-States-Office-Statistics-Q4-2015-JLL.pdf>  
 Source for median household income is from U.S. Census Bureau and American Community Survey, 2014 5-year Estimates

(2) Source for Singapore inventory and occupancy data is from Urban Redevelopment Authority (4Q2015); Source for median household income is from Department of Statistics Singapore: Key Household Income Trends, 2014. Retrieved from [https://www.singstat.gov.sg/docs/default-source/default-document-library/publications/publications\\_and\\_papers/household\\_income\\_and\\_expenditure/pp-s21.pdf](https://www.singstat.gov.sg/docs/default-source/default-document-library/publications/publications_and_papers/household_income_and_expenditure/pp-s21.pdf)

Translations of S\$ to US\$ are based on an exchange rate of S\$1.3565: US\$1.00

# Midtown Atlanta – Market Overview

Favourable Market Conditions Support Forecast for Continued Rent Growth

## Key Indicators as at 2Q 2016

RBA <sup>1</sup> (mil sq ft)	Vacancy	Gross Asking Rent	Availability	Net Absorption (‘000 sq ft)	Net Delivery	Under Construction (‘000 sq ft)
18	11.2%	US\$30.49	11.6%	103	0	485

Significant net absorption in Class A buildings for the quarter

12 Months Deliveries (‘000 sq ft)	12 Months Net Absorption (‘000 sq ft)	Vacancy	12 Months Rent Growth
0	672	11.3%	15.5%

Strong net absorption and rent growth over past 12 months

## Projects Under Construction

Property Name	Address	Stories	‘000 Sq Ft	Start Year	Delivery Year	Owner/ Developer
NCR Corp Headquarters	864 Spring St	22	485	2016	2018	Cousins Properties Inc

Only building under construction is a build to suit that is 100% pre-leased

(1) Rentable building area  
Source: CoStar Portfolio Strategy Q2 2016 Submarket Fundamentals Report

# Irvine, Orange County – Market Overview

## Limited New Supply Leading to Strong Rent Growth

### Key Indicators as at 2Q 2016

RBA <sup>1</sup> (mil sq ft)	Vacancy	Gross Asking Rent	Availability	Net Absorption (‘000 sq ft)	Net Delivery	Under Construction (‘000 sq ft)
14	11.2%	US\$31.31	24.1%	(42)	0	537

Slight negative net absorption in Class A buildings for the quarter

12 Months Deliveries (‘000 sq ft)	12 Months Net Absorption (‘000 sq ft)	Vacancy	12 Months Rent Growth
0	(123)	9.2%	10.0%

Strong rent growth over past 12 months despite negative net absorption

### Projects Under Construction

Property Name	Address	Stories	‘000 Sq Ft	Start Year	Delivery Year	Owner/ Developer
The Boardwalk	Jamboree & Dupont Dr	9	537	2016	2017	Trammell Crow Company

Only one building is under construction in the market

(1) Rentable building area  
Source: CoStar Portfolio Strategy Q2 2016 Submarket Fundamentals Report

# Greater Downtown Los Angeles – Market Overview

Demand Far Exceeds Supply, Leading to Falling Vacancy Rates

## Key Indicators as at 2Q 2016

RBA <sup>1</sup> (mil sq ft)	Vacancy	Gross Asking Rent	Availability	Net Absorption (‘000 sq ft)	Net Delivery	Under Construction (‘000 sq ft)
40	14.5%	US\$36.99	19.3%	456	0	376

Significant net absorption in Class A buildings for the quarter

12 Month Deliveries (‘000 sq ft)	12 Month Net Absorption (‘000 sq ft)	Vacancy	12 Month Rent Growth
217	819	11.9%	2.5%

Strong net absorption over past 12 mths. Note: ‘Greater Downtown’ includes peripheral areas that have not performed as well as Downtown proper

## Projects Under Construction

Property Name	Address	Stories	‘000 Sq Ft	Start Year	Delivery Year	Owner/ Developer
Office Plaza at Wilshire Grand	900 Wilshire Blvd	30	370	2014	2017	Korean Airlines AC Martin Partners

Only building under construction Downtown is a hotel with 370k sf of office space delivering 2017

(1) Rentable building area  
Source: CoStar Portfolio Strategy Q2 2016 Submarket Fundamentals Report

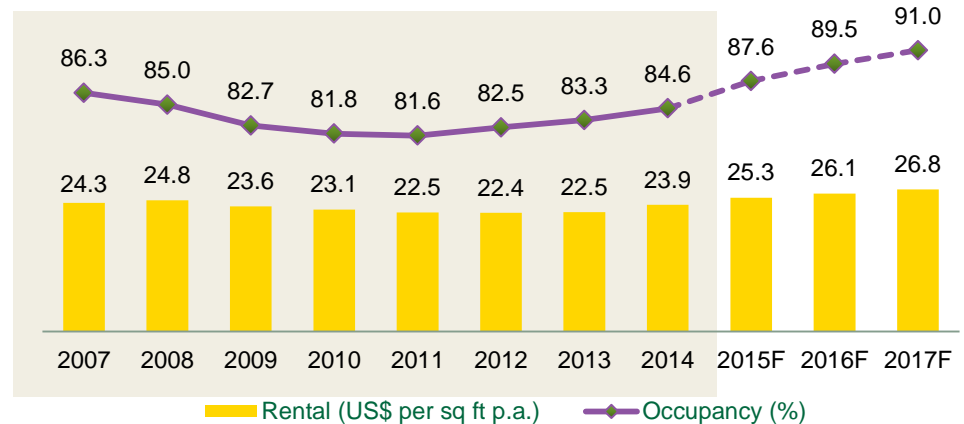


# Atlanta

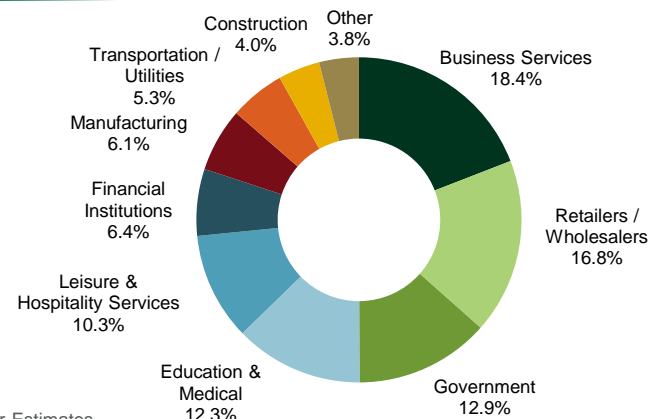
## The International Gateway for Southeast U.S.

- Population of 5.6 million in 2014
- Median household income of US\$56,618 in 2014 (vs. U.S. average of US\$53,6571), exceeding the U.S. level by 5.5%
- Leading global logistics hub and home to the world's busiest airport; Highway system gives companies access to 80% of U.S. consumers within 2 days
- Midtown is one of the most desirable locations in Atlanta and the preferred live, work and play location for Generation Y and Millennials; home to Atlanta's prominent law and accounting firms, attracting tenants because of its newer, high-quality and more efficient buildings
- Unemployment rate declined from 7.6% in 2013 to 6.7% in 2014 and is expected to decrease further to 5.4% in 2016

### Atlanta: Class A Occupancies & Rental Rates



### Atlanta: Diversified Tenant Composition



Source: Colliers International Independent Market Research Report (18 Feb 2016)

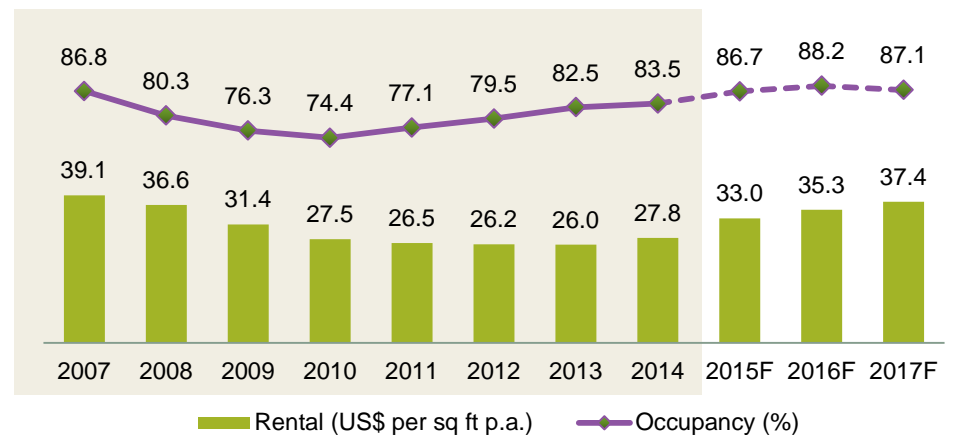
Note: Source for median household income is from U.S. Census Bureau and American Community Survey, 2014 5-year Estimates

# Irvine, Orange County

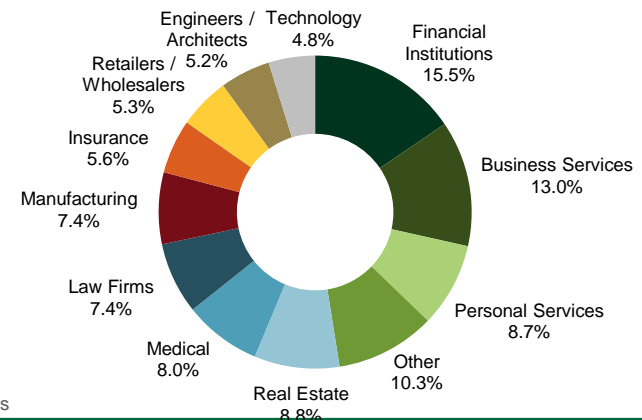
## A Major Technology & Manufacturing Hub

- Population of 3.14 million in 2014
- Highest per capita income in Southern California of US\$34,057 in 2015
- Median household income of US\$72,856 in 2015 (vs. U.S. 2014 average of US\$53,6571)
- Airport submarket is the most expensive market in Orange County and preferred location within Orange County, comprising 56% of Class A office product
- Unemployment rate declined from 5.7% in 2013 to 4.7% in 2014 and is expected to decrease further to 3.4% in 2016

### Airport Area: Class A Occupancies & Rental Rates



### Orange County: Diversified Tenant Composition



Source: Colliers International Independent Market Research Report (18 Feb 2016)

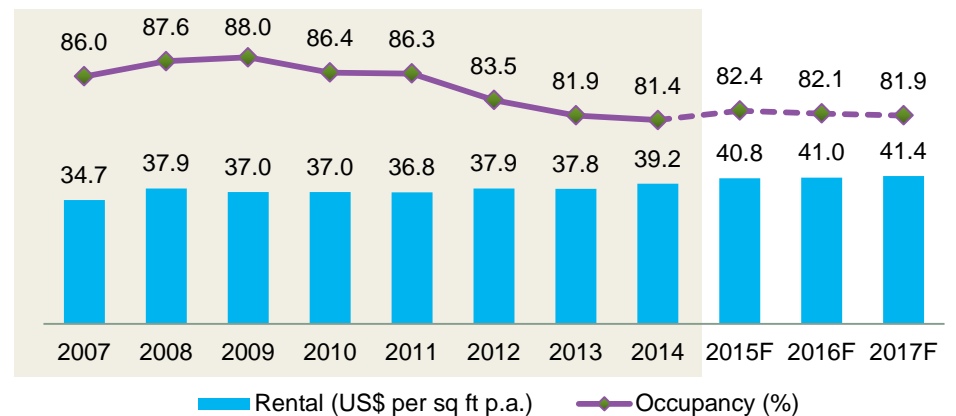
Note: Source for median household income is from U.S. Census Bureau and American Community Survey, 2014 5-year Estimates

# Downtown Los Angeles

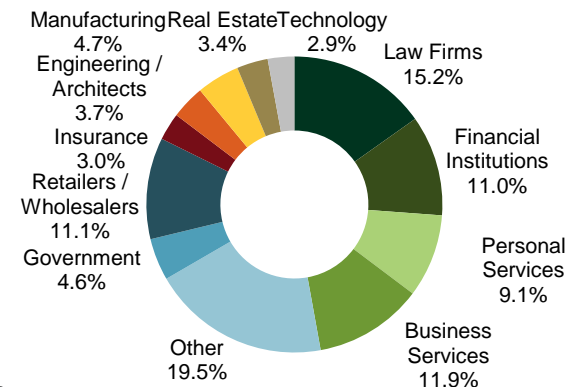
## Second Largest City in the U.S. by Population

- Population of 10.1 million people in 2014
- Median household income of US\$54,514 (vs. U.S. 2014 average of US\$53,6571) and per capita income of US\$45,530 in 2015
- Unemployment rate declined from 8.5% in 2013 to 7.5% in 2014 and is expected to decrease further to 5.5% in 2016
- South Park is an ideal live-work-play destination
- South Park is well-positioned to attract technology, creative sector tenants, and tenants relocating from other submarkets as 27% of leases in Downtown LA expire before 2017

### Downtown LA: Class A Occupancies & Rental Rates



### Downtown LA: Diversified Tenant Composition

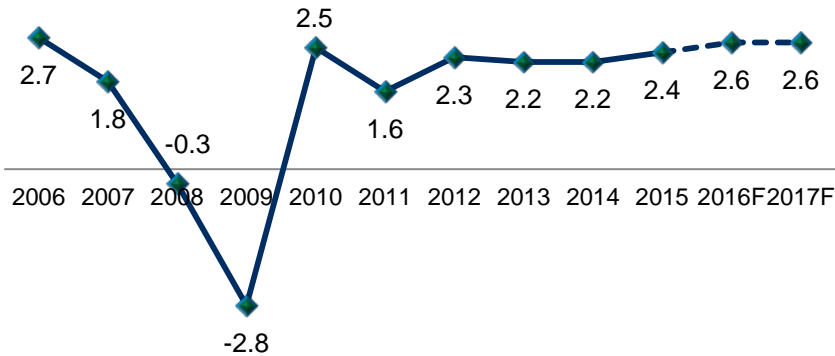


Source: Colliers International Independent Market Research Report (18 Feb 2016)  
 Note: Source for median household income is from U.S. Census Bureau and American Community Survey, 2014 5-year Estimates

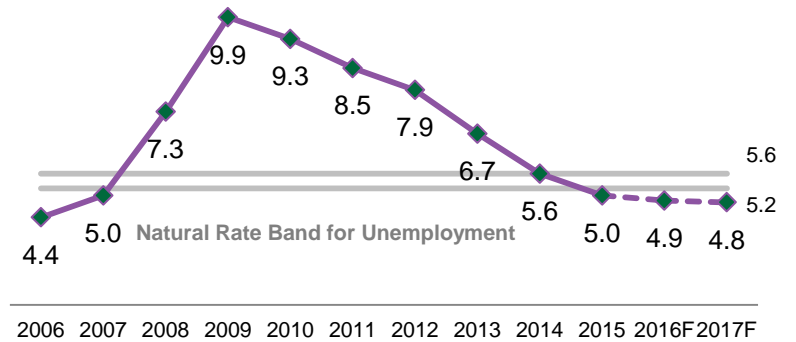
# Benefitting from the Growth of the World's Largest Economy

## Exposure to Growth of U.S. Economy and USD

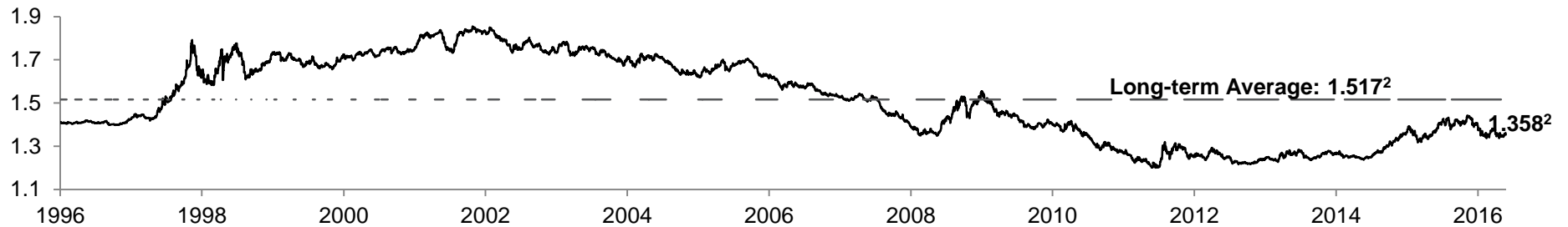
### U.S. GDP Growth (y-o-y %)<sup>1</sup>



### U.S. Unemployment (%)<sup>1</sup>



### USD/SGD Exchange Rate



Source: Colliers International Independent Market Research Report (18 Feb 2016)

(1) Source: U.S. Department of Commerce: Bureau of Economic Analysis; IMF Forecasts

(2) As at 1 Aug 2016



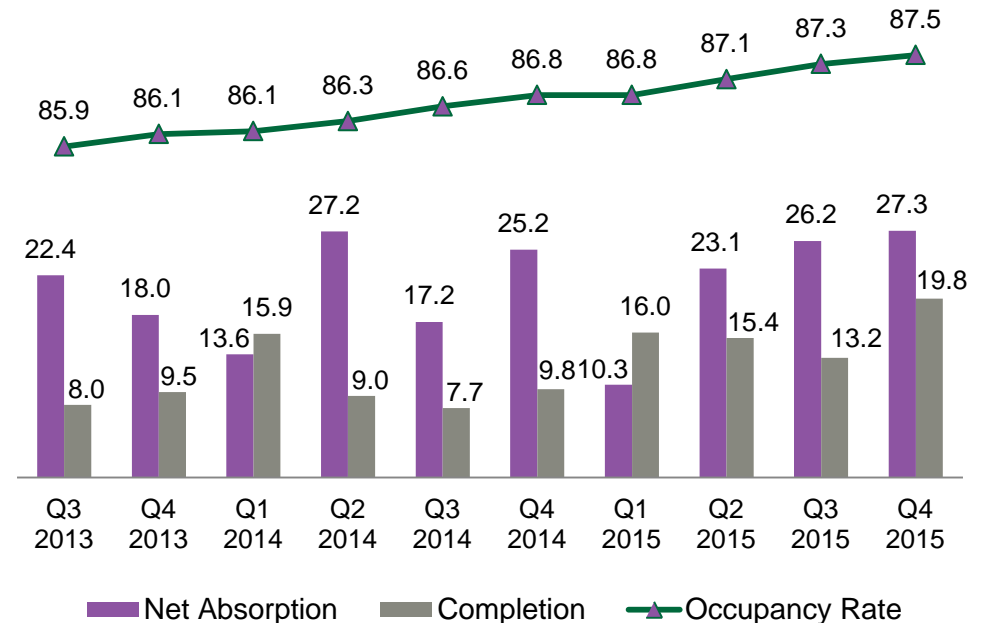
# Favourable U.S. Real Estate Outlook

Demand for Office Space Driven by Technology and other Creative Sectors

## U.S. Office Employment<sup>1</sup> (y-o-y %)



## U.S. Office Net Absorption (m sq ft) and Occupancy Rate (%)



Source: Colliers International Independent Market Research Report (18 Feb 2016)

(1) Office employment includes the professional and business services, financial activities and information services sectors