



**Manulife**

US REIT



**Proposed Acquisition of Penn and Phipps**  
**Hong Kong and Singapore: 4 - 8 May 2018**

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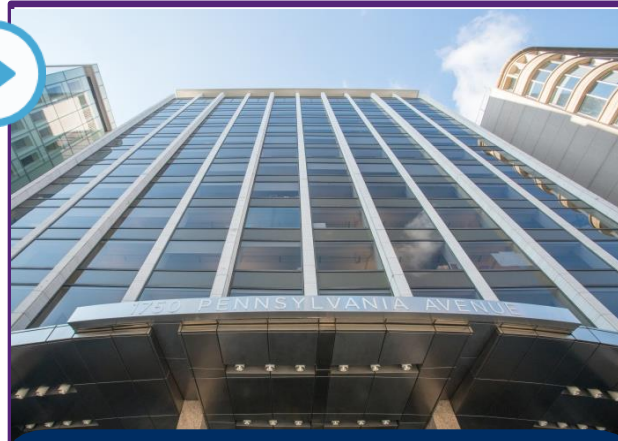


# Introduction to Acquisition

# Solidifying the Portfolio

Acquisition of Sponsor's Assets - Total Purchase Price US\$387.0 million

Click to watch video!








1750 Pennsylvania Ave,  
Washington, D.C. (Penn)



Phipps Tower, Atlanta (Phipps)

## Investment Criteria

	<b>Long WALE</b>	6.8 years <sup>1</sup>	10.0 years <sup>2</sup>
	<b>High Occupancy</b>	97.2% <sup>1</sup>	97.3% <sup>2</sup>
	<b>Live, Work, Play</b>	Centre of U.S government drawing major corporations and global agencies	Desirable work location, high-end retail, hotels and deluxe residential
	<b>Strong Economic Fundamentals</b>	5 <sup>th</sup> largest economy in U.S.	10 <sup>th</sup> largest economy in U.S.
	<b>Trophy/Class A Assets</b>	Class A	Trophy

# Overview: 1750 Pennsylvania Avenue, Washington, D.C.



<b>Property</b>	1750 Pennsylvania Avenue (Penn)
<b>Description</b>	<ul style="list-style-type: none"> <li>• 13-storey Class A office building</li> <li>• Located a block from the White house on highly coveted Pennsylvania Avenue</li> </ul>
<b>Location</b>	1750 Pennsylvania Avenue NW, Washington, D.C.
<b>Land Tenure</b>	Freehold
<b>NLA</b>	277,243 sq ft
<b>Parking Lots</b>	287
<b>Year of Completion</b>	1964 (renovated between 2012-2018)
<b>Purchase Price<sup>1</sup></b>	US\$182.0 million
<b>Valuation</b>	Colliers: US\$186.0 million Cushman & Wakefield: US\$184.0 million
<b>Occupancy Rate</b>	97.2%
<b>WALE (by NLA)</b>	6.8 years
<b>Tenants</b>	10

Data as at 31 Dec 2017

As at 31 Mar 2018, the occupancy rate and WALE was 97.2% and 6.6 years respectively

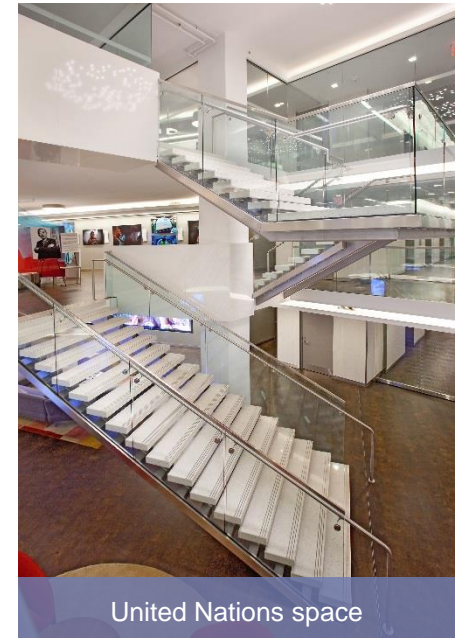
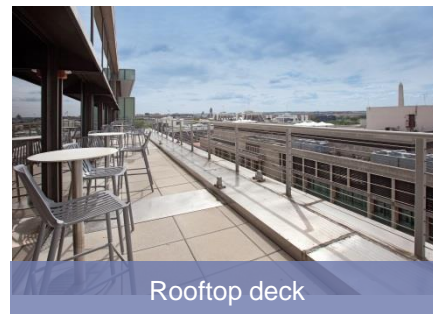
(1) Subject to closing and post-closing adjustments in the ordinary course of business

# Overview: 1750 Pennsylvania Avenue, Washington, D.C.

## Superb Location in Washington, D.C.'s Central Business District



- Close to White House, International Monetary Fund (IMF), the World Bank and Federal Reserve Bank
- Serving the U.S. government, leading U.S. corporates and global agencies
- Excellent highly amenitised mixed-use area
- Convenient access via subway, rail and major highways



# Overview: 1750 Pennsylvania Avenue, Washington, D.C.

86.2% of Tenants are Defensive High Quality Government and Global Agencies

## Tenants by Gross Rental Income

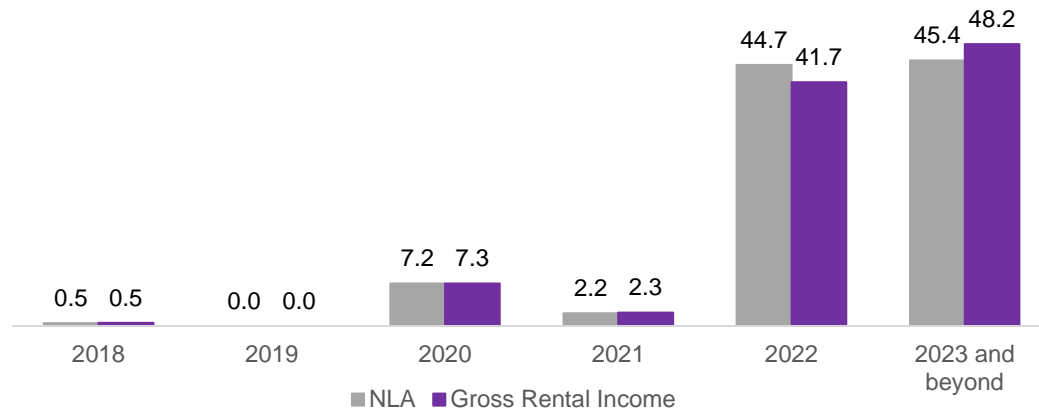
Tenants	Profile	% of Gross Rental Income
<b>U.S. Department Of Treasury</b>	Government agency that manages the finances of the U.S. Federal Government.	41.7%
<b>United Nations Foundation</b>	Global organisation - fosters global peace, prosperity and justice.	37.4%
<b>U.S. Chemical Safety Board</b>	Independent federal agency charged with investigating chemical accidents.	4.8%
<b>United States Postal Service</b>	Mail processing and delivery services to individuals and businesses	2.3%
<b>AOL</b>	Leading source of news, opinion entertainment and digital information.	6.3%
<b>Board of Regents of the University Texas</b>	Governing body for the University of Texas system.	4.4%
<b>VIPS Catering</b>	Catering company servicing the surrounding area and special events.	1.0%
<b>Taylor Gourmet</b>	Food service company servicing various areas in the CBD.	0.9%
<b>General Nutrition Corporation</b>	U.S. company selling health and nutrition related products.	0.7%
<b>Export-Import Bank of India</b>	Export finance institution providing financial services in India.	0.5%
<b>Total</b>		<b>100.0%</b>

Data as at 31 Dec 2017

# Overview: 1750 Pennsylvania Avenue, Washington, D.C.

Long WALE of 6.8 years; Minimal Expiries before 2022

## Lease Expiry Profile (%)



- ✓ ~US\$6.0 million of asset enhancement in the last six years
- ✓ Over 90.0% by NLA expiring in 2022 and beyond
- ✓ Leases with built-in rental escalations, typically mid-term or annual
- ✓ Passing gross rent of US\$48.90 psf vs market gross rent of US\$55.00 psf

Data as at 31 Dec 2017

# Overview: Phipps Tower, Atlanta



<b>Property</b>	Phipps Tower (Phipps)
<b>Description</b>	<ul style="list-style-type: none"> <li>• 19-storey Trophy office building</li> <li>• LEED-CS Gold Certification</li> <li>• High-end “Live, work, play” environment</li> </ul>
<b>Location</b>	3438 Peachtree Road, Atlanta, Georgia
<b>Land Tenure</b>	Leasehold <sup>1</sup> (with rights to acquire Freehold)
<b>NLA</b>	475,091 sq ft
<b>Parking Lots</b>	1,150
<b>Year of Completion</b>	2010
<b>Purchase Price<sup>2</sup></b>	US\$205.0 million
<b>Valuation</b>	Colliers: US\$210.2 million Cushman & Wakefield: US\$208.2 million
<b>Occupancy Rate</b>	97.3%
<b>WALE (by NLA)</b>	10.0 years
<b>Tenants</b>	9

Data as at 31 Dec 2017

As at 31 Mar 2018, the occupancy rate and WALE was 97.4% and 9.8 years respectively

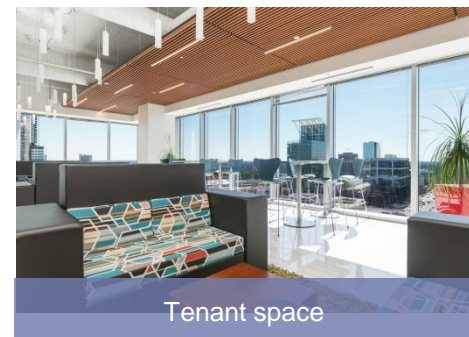
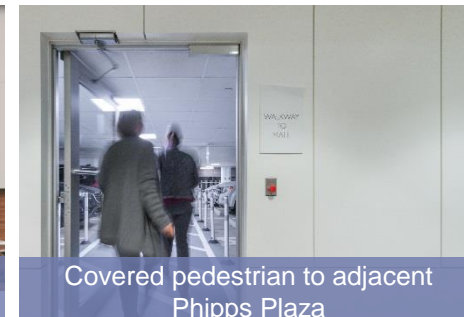
(1) The property is held in a leasehold until the end of 2020 to afford it certain real estate tax advantages but will be converted to a freehold for a nominal sum of US\$100.0 thereafter. For more details, see Acquisition Announcement on 13 Apr 2018

(2) Subject to closing and post-closing adjustments in the ordinary course of business

# Overview: Phipps Tower, Atlanta

## Strongest Office Submarket; High-End “Live, Work, Play” Environment

- Surrounded by ~2.5 million sq ft of retail space, 5-star hotels and deluxe residential
- Direct access to largest luxury mall in Atlanta, Phipps Plaza – Louis Vuitton, Tiffany, Gucci, Fendi, Omega
- Excellent connectivity to major highways and train stations



# Overview: Phipps Tower, Atlanta

## High Occupancy Rate of 97.3%<sup>1</sup> with Strong Tenant Base

### Tenants by Gross Rental Income<sup>1</sup>

Tenants	Profile	% of Gross Rental Income
<b>Carter's</b> (NYSE:CRI)	Major American designer and marketer of children's apparel – OshKosh B'gosh.	64.6%
<b>Northwestern Mutual</b>	Financial representative, providing a wide range of financial products and services.	12.6%
<b>CoStar</b> (NASDAQ:CSGP)	Commercial real estate information and marketing provider.	9.9%
<b>Daugherty Business Solutions</b>	Provides business technology consulting services to local and state governments, organisations and Fortune 500 companies.	3.8%
<b>Speakeasy Communication</b>	Provides personal growth, communication development and consulting services worldwide.	3.6%
<b>Cornerstone Investment</b>	Employee-owned registered investment advisor.	2.3%
<b>Government of Japan</b>	Consulate-General of Japan.	2.3%
<b>Quantum National Bank</b>	Community bank, locally owned and operated.	0.4%
<b>Carole Parks</b>	Catering services company.	0.1%
<b>Total<sup>2</sup></b>		99.6%

Data as at 31 Dec 2017

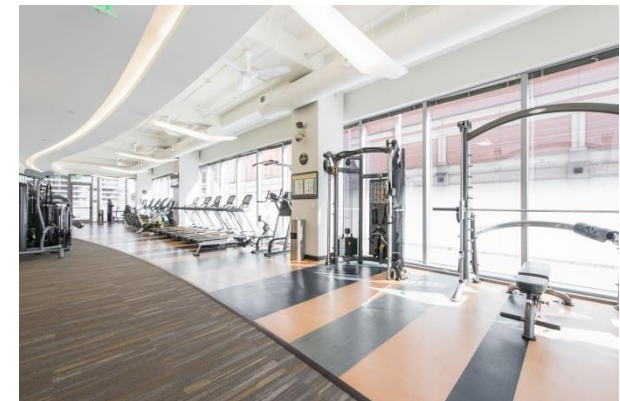
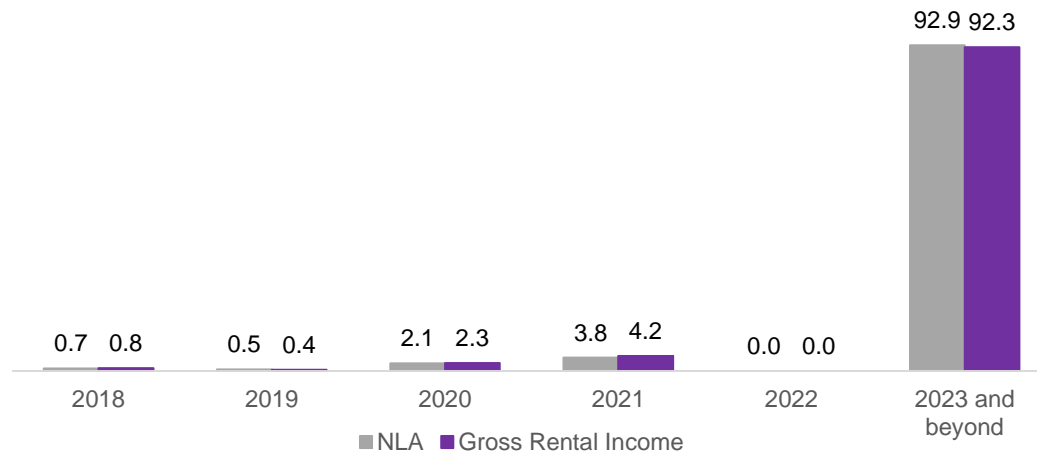
(1) Excluding a lease with H.I.G. Atlanta, Inc. which expired on 28 Feb 2018

(2) JHUSA operates a property management office in Phipps, and accounts for the remaining 0.4% of the Gross Rental Income, but is not listed as a tenant

# Overview: Phipps Tower, Atlanta

Long WALE of 10.0 years; Minimal Expiries before 2023

## Lease Expiry Profile (%)



- ✓ Over 90% by NLA and GRI expiring in 2023 and beyond
- ✓ Majority of leases with built-in rental escalations, typically mid-term or periodic
- ✓ Passing net rent of US\$22.20 psf vs market net rent of US\$30.00 psf

Data as at 31 Dec 2017



# Key Rationale

**1** Landmark Assets and Exposure to Prime Office Submarkets

**2** Fortifying Trade Sectors and Quality of Tenants

**3** Strengthening Portfolio by Lengthening Lease Expiries

**4** Delivering Returns through Accretive Acquisitions

# Washington, D.C.: Conquering the Capital

## Nation's Capital, Government Hub, Heart of CBD

### Epi-centre of power and influence

- Hosts 176 foreign embassies
- HQ for many global firms, trade unions, non-profit companies and professional associations
- One of the strongest cities in the world:
  - ✓ Highest educated population in U.S.
  - ✓ 2nd highest median household income in U.S.
  - ✓ Highest level of consumer expenditure in U.S.

### Excellent transportation

- 3 major airports:
  - ✓ Regan International Airport
  - ✓ Dulles International Airport
  - ✓ Thurgood Marshall Baltimore - Washington International Airport
- Efficient road network for easy access to city
- Amtrak train connects Washington to Baltimore, Philadelphia, New Jersey, New York City and Boston



White House



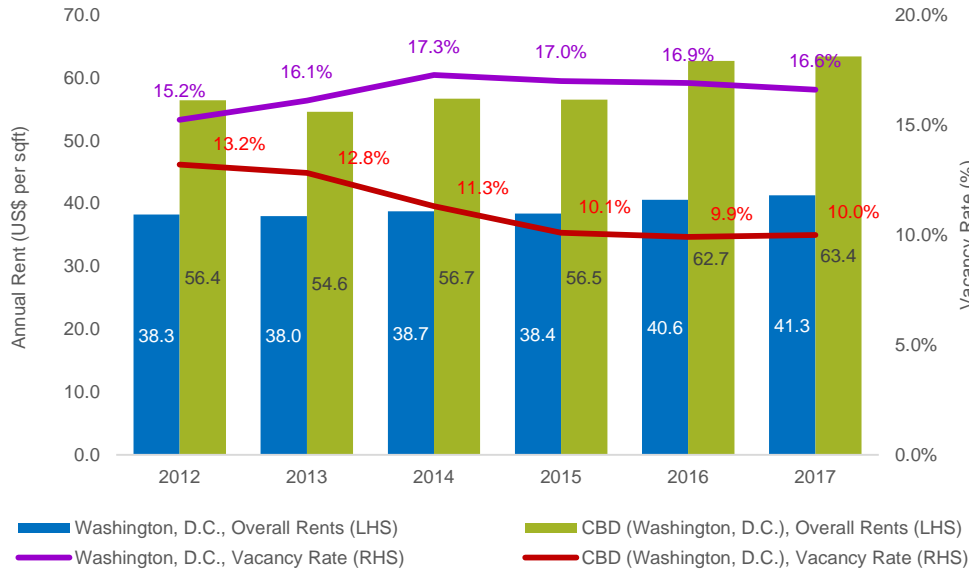
Jefferson Memorial

Source: JLL Independent Market Research Report, March 2018

# CBD Washington, D.C.: Exposure to Prime Office Submarket

## CBD Washington, D.C.

### Preeminent Commercial District Commands Higher Rentals



- White House, World Bank and International Monetary Fund anchors submarket
- Pennsylvania Avenue - preferred address for high-profile law firms, global agencies and political think tanks
- Wide variety of restaurants, luxury shops, hotels, sports and cultural entertainment
- CBD is fully built out with development focus on repositioning Class B/C buildings to Trophy/Class A with asking rents of ~US\$68.00 psf
- 10-year average vacancy rate of 10.7% - lowest in the city
- Rental rates are ~50.0% higher in D.C.'s CBD vs overall D.C.

### Demographics (2017)

	D.C.	U.S.
Population	6.1 million	327.4 million
Median Household Income	US\$95,843	US\$55,775

Source: JLL Independent Market Research Report, March 2018

# Atlanta: Economic Centre of Southeast U.S.

## International Gateway - Headquarters for 15 Fortune 500 Firms



### Big business

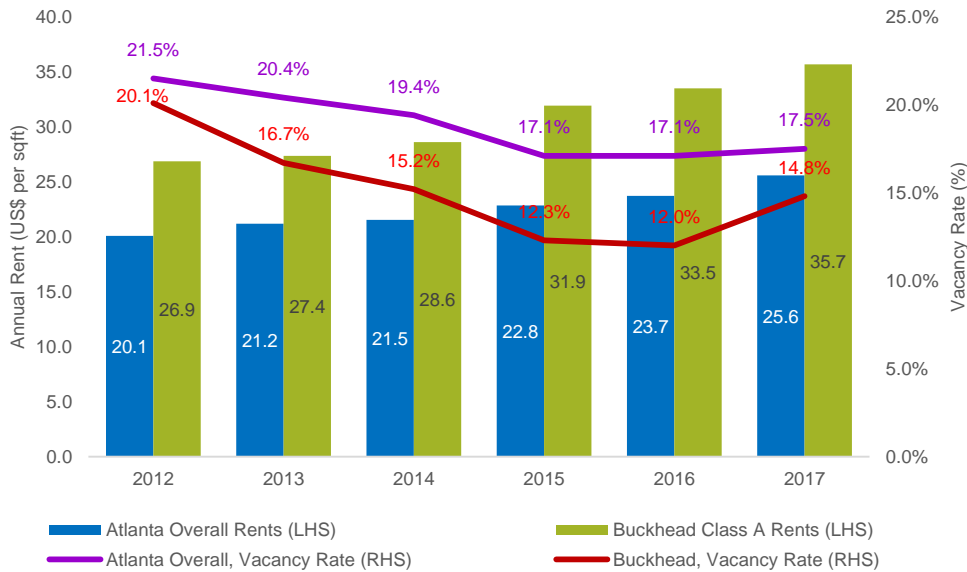
- 10<sup>th</sup> largest economy in U.S.
- 15 Fortune 500 companies
- Average ~85,000 jobs created annually
- Lowest cost of doing business among 50 largest Metropolitan Statistical Area in U.S.
- Dynamic and affluent workforce
  - ✓ Median household income above U.S. average
  - ✓ Ranked 4<sup>th</sup> nationally in annual population growth
  - ✓ 35.8 median age compared to 37.9 U.S. average
  - ✓ 37.7% of population has a bachelor's degree or higher
- Atlanta's Hartsfield-Jackson International Airport - world's busiest airport, serving ~100 million passengers annually

Source: JLL Independent Market Research Report, March 2018

# 1 Atlanta: Exposure to Strongest Office Submarket

## Buckhead Atlanta

### Lower Vacancy and Higher Rentals



### Great connectivity

- Direct access to highways
- Trains run directly to Midtown and Downtown Atlanta
- 20 mins by car to Atlanta's Hartsfield-Jackson International Airport

### Desirable high-end location

- Highly sought after by young professionals and senior executives for high-end “live, work, play”
- Traditionally commands highest office rents in Atlanta
- Rents growing 58.4% faster than the broader market since 2012
- Overall vacancy rate 14.8% is lower than Atlanta's average 17.5%

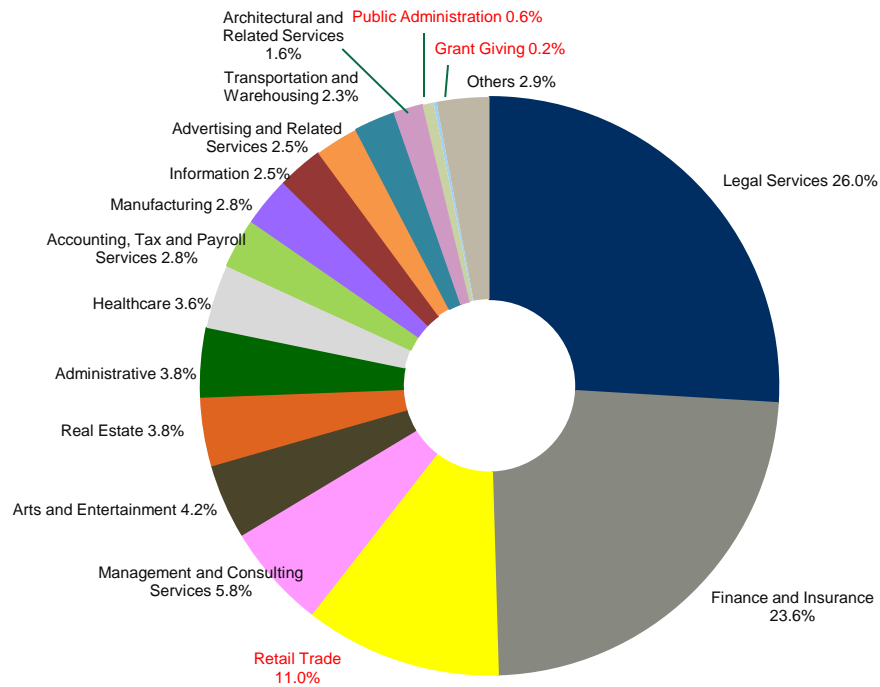
### Demographics (2017)

	Atlanta	U.S.
<b>Population</b>	5.8 million	327.4 million
<b>Median Household Income</b>	US\$62,613	US\$55,775

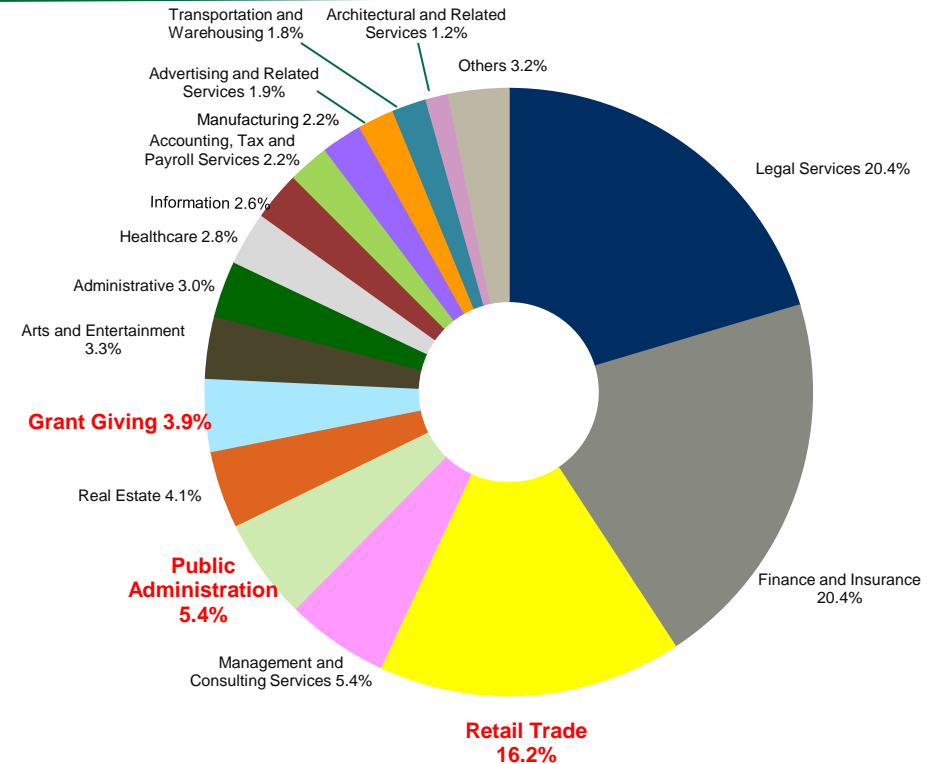
Source: JLL Independent Market Research Report, March 2018

# 2 Fortifying Trade Sectors and Quality of Tenants

## Current Portfolio Trade Sectors by GRI



## Enlarged Portfolio Trade Sectors by GRI



- ✓ Improve tenant diversification from current portfolio
- ✓ Significantly increased exposure to Retail Trade, Public Administration and Grant Giving
- ✓ High exposure to quality tenants

Data as at 31 Dec 2017

## Fortifying Trade Sectors and Quality of Tenants

### Acquisition Introduces Three New Quality Tenants into Top 10 Tenants

Current Portfolio	
Tenants	% Gross Rental Income
Kilpatrick Townsend	6.7%
TCW Group	6.4%
Hyundai Motor Finance	5.8%
The Children's Place	5.4%
Quinn Emanuel Trial Lawyers	4.5%
Amazon	4.4%
Quest Diagnostics	3.5%
Gibson Dunn	3.2%
LA Fitness	3.0%
Rabo Support Services, Inc	3.0%
<b>Total Top 10 Tenants</b>	<b>45.9%</b>



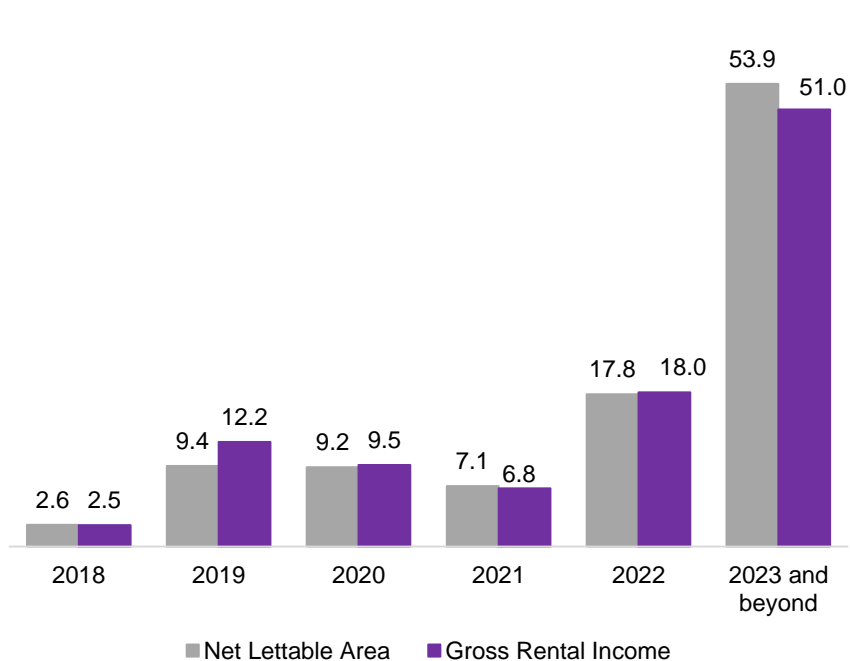
Enlarged Portfolio as at 31 Dec 2017	
Tenants	% Gross Rental Income
<b>Carter's</b>	<b>7.4%</b>
Kilpatrick Townsend	5.2%
TCW Group	5.0%
Hyundai Motor Finance	4.5%
The Children's Place	4.3%
<b>U.S. Department of Treasury</b>	<b>4.2%</b>
<b>United Nations Foundation</b>	<b>3.7%</b>
Quinn Emanuel Trial Lawyers	3.5%
Amazon	3.5%
Quest Diagnostics	2.8%
<b>Total Top 10 Tenants</b>	<b>44.1%</b>

Data as at 31 Dec 2017

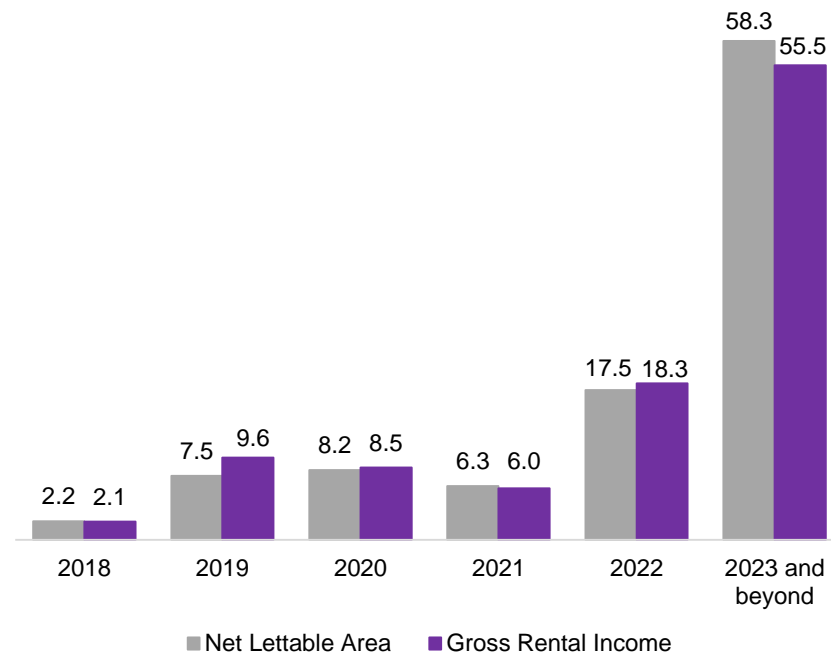
# Strengthening Portfolio Resilience by Lengthening Lease Expiries

Lengthen WALE from 5.7 to 6.3 years by NLA

Current Portfolio Lease Expiries Profile (%)



Enlarged Portfolio Lease Expiries Profile (%)

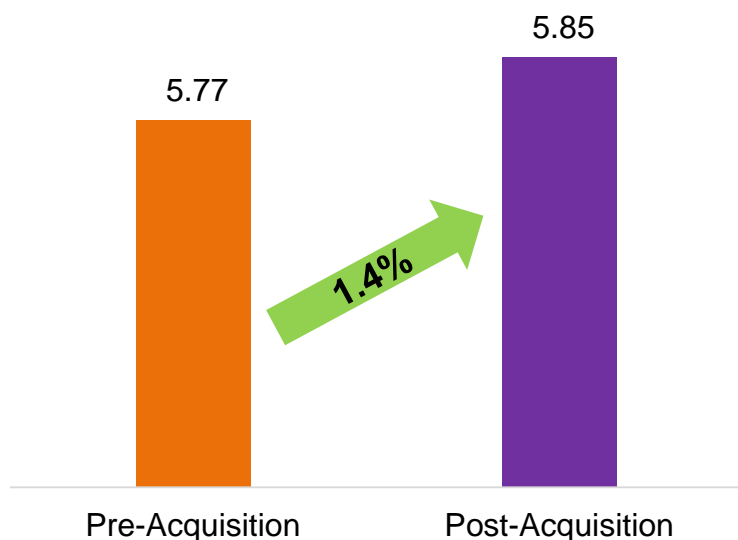


Data as at 31 Dec 2017

# Delivering Returns through Accretive Acquisitions

Acquired at 1.8% Discount to Valuation<sup>1</sup>; DPU Accretion of 1.4%<sup>2</sup>

## Illustrative Purpose: FY2017 Pro Forma DPU Accretion<sup>3</sup>



	FY2017 Pre-Acquisition	Pro Forma FY2017 Post-Acquisition
Distributable Income (US\$ m)	46.7	47.5
DPU (US cents)	5.77	5.85
DPU Yield <sup>2</sup> (%)	6.27	6.36
NAV (US\$ m)	852.1	855.0
NAV per Unit (US\$)	0.82	0.82
Gearing (%)	33.7	36.2 <sup>4</sup>

## Capital Management Strategy:

- ✓ Increase financial flexibility
- ✓ Unencumber properties
- ✓ Lengthen debt maturity
- ✓ Diversify sources of funding
- ✓ Long-term capital structure target  
Equity: 50% to 60%  
Debt: 35% to 40%  
Perpetual: 5% to 10%

(1) Based on the average valuation of US\$394.2 million of two independent appraisals

(2) Based on closing price of US\$0.92 as at 10 Apr 2018

(3) The illustration FY2017 Pro Forma DPU assumes the acquisitions costs (excluding acquisition fees) is funded through combination of debt and issuance of capital market instruments such as perpetual securities. Refer to the announcement dated 13 Apr 2018 for details of the Pro Forma financial effects of the Acquisitions

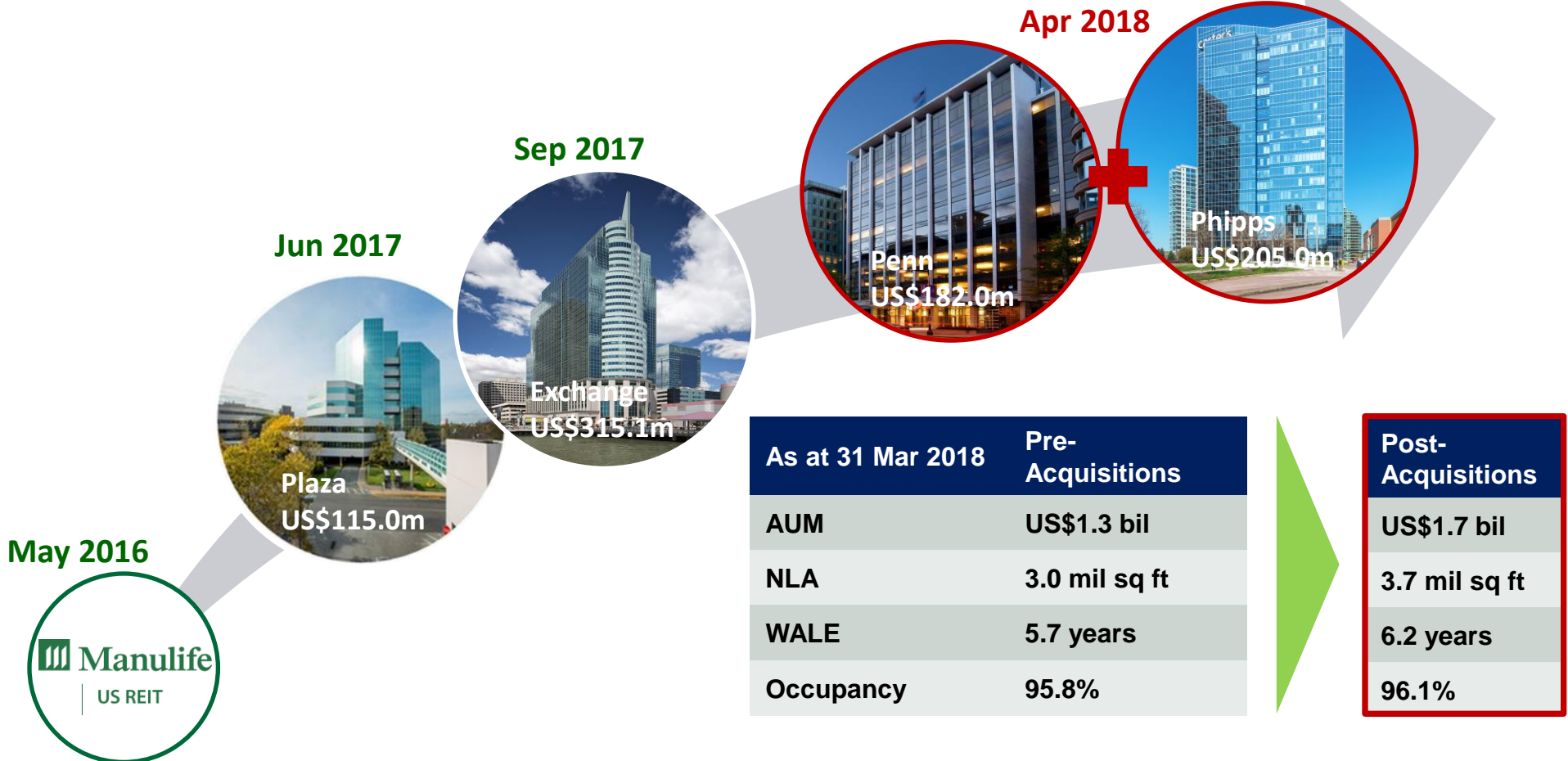
(4) Assuming total Acquisition cost is funded through a combination of drawdown of loan facilities of US\$176.0 million and the issuance of perpetual securities of US\$220.0 million. On a pro forma basis, the debt leverage ratio of Manulife US REIT as at 31 Dec 2017 would have increased from 33.7% to 36.2% after the Acquisition and the issuance of the perpetual securities



# Conclusion

# Expanding Beyond - Fortifying the Portfolio

Growing from Strength to Strength



Figuroa, Michelson, Peachtree  
AUM US\$777.5m

# Approvals Required at EGM

**IFA is of the Opinion that the Acquisition is on Normal Commercial Terms and are not Prejudicial to Manulife US REIT and its Minority Unitholders**

## Ordinary Resolution

The Proposed Acquisition of the Properties in United States at an aggregate purchase consideration of US\$387.0 million from an Interested Person Transaction

Key Events	Date
Last date and time for lodgement of Proxy Forms	Saturday, 12 May 2018 by 5.00pm
Date and time of Extraordinary General Meeting (EGM)	Tuesday, 15 May 2018 at 5.00pm



# Appendix

# 1Q 2018 Financial Performance

For period 1 Jan to 31 Mar	1Q 2018 (US\$'000)	1Q 2017 (US\$'000)	Change (%)
<b>Gross Revenue<sup>1</sup></b>	<b>31,153</b>	<b>19,833</b>	<b>57.1</b> ▲
• <i>Rental and Other Income</i>	25,552	14,663	74.3
• <i>Recoveries Revenue</i>	5,601	5,170	8.3
<b>Net Property Income<sup>2</sup></b>	<b>19,650</b>	<b>12,763</b>	<b>54.0</b> ▲
<b>Net Income<sup>3</sup></b>	<b>11,534</b>	<b>8,505</b>	<b>35.6</b> ▲
<b>Distributable Income</b>	<b>15,633</b>	<b>10,413</b>	<b>50.1</b> ▲
<b>Distribution per Unit (DPU) restated for Rights Issue (US cents)<sup>4</sup></b>	<b>1.51</b>	<b>1.52</b>	<b>(0.7)<sup>5</sup></b> ▼
<b>DPU (US cents)</b>	<b>1.51</b>	<b>1.65</b>	<b>(8.5)<sup>6</sup></b> ▼

(1) The gross revenue was higher than 1Q 2017 largely due to the revenue contribution from the acquisitions of Plaza and Exchange, partially offset by lower income from Michelson and Figueroa

(2) Net property income was higher than 1Q 2017 largely due to higher net property income contribution from Plaza and Exchange

(3) Net income was higher than 1Q 2017 mainly due to higher net property income

(4) DPU has been restated for the Rights Issue, through which 299,288,423 Units were issued on 25 Oct 2017 ("Rights Issue")

(5) 1Q 2018 DPU is lower largely due to lower income from Figueroa and Michelson resulting from lower occupancies in these properties and higher income taxes in 1Q 2018 compared to 1Q 2017. This was offset by strong earnings from Plaza and Exchange properties acquired on 19 Jul 2017 and 31 Oct 2017, respectively, and therefore providing further diversification benefits to the portfolio

(6) This is largely due to the enlarged Unit base in relation to the Rights Issue

# Healthy Balance Sheet

	As at 31 Mar 2018 (US\$ million)
Investment Properties	1,315.4
<b>Total Assets</b>	<b>1,355.5</b>
Borrowings	458.6 <sup>1</sup>
<b>Total Liabilities</b>	<b>516.1</b>
<b>Net Asset Attributable to Unitholders</b>	<b>839.4</b>
<b>Net Asset Value (NAV) per Unit (US\$)</b>	<b>0.81<sup>2</sup></b>
<b>Adjusted NAV per Unit (US\$)</b>	<b>0.79<sup>3</sup></b>

(1) Net of upfront debt-related unamortised transaction costs of US\$3.3 million.

(2) NAV decreased from US\$0.82 (as at 31 Dec 2017) to US\$0.81 (as at 31 Mar 2018) largely due to payment of distribution on 29 Mar 2018.

(3) Excluding distributable income.

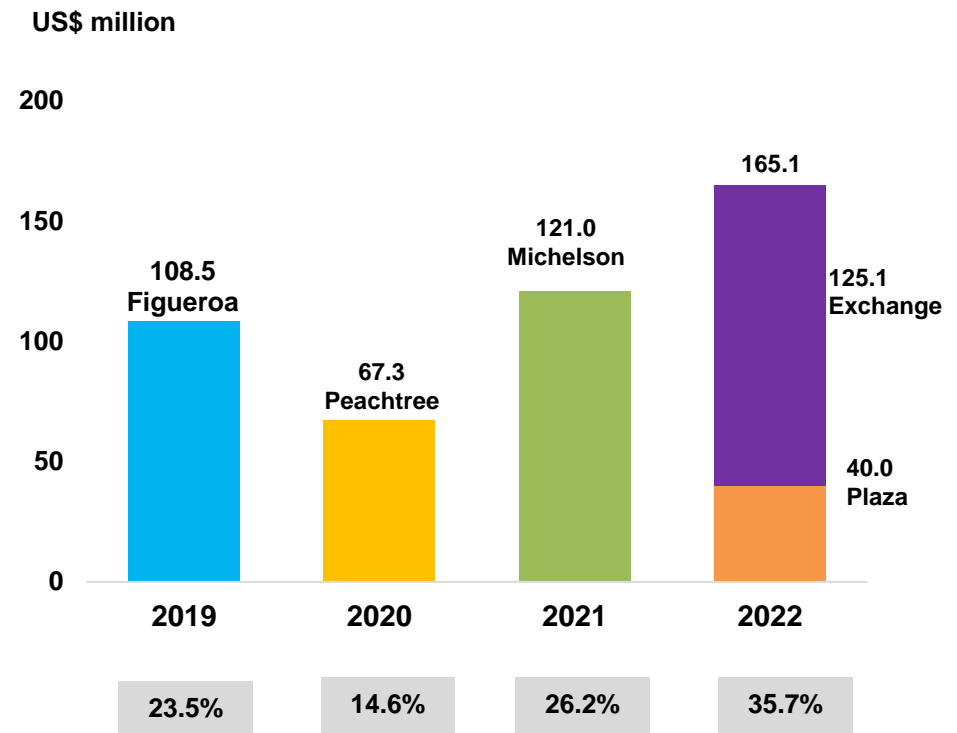


# Proactive Capital Management

Established a US\$1.0 billion Multicurrency Debt Issuance Programme<sup>1</sup>

	As at 31 Mar 2018
Gross Borrowings	US\$461.9 million
Gearing Ratio <sup>2</sup>	34.1%
Weighted Average Interest Rate	2.83% p.a.
Debt Maturity (weighted average)	3.2 years
Interest Coverage <sup>3</sup>	4.7 times

## Debt Maturity Profile



(1) Announced on 13 Apr 2018

(2) Based on gross borrowings as percentage of total assets

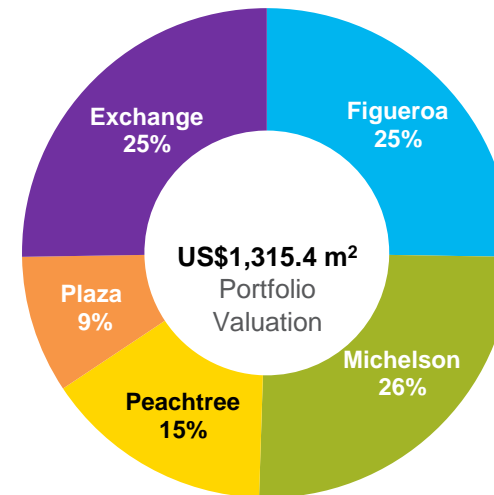
(3) Based on net income before finance expenses, taxes and net fair value change in investment properties, over finance expenses

# Diversified Portfolio



## Portfolio Summary as at 31 Mar 2018

<b>Total NLA</b>	2,984,578 sq ft
<b>WALE by (NLA)</b>	5.7 years
<b>Occupancy</b>	95.8% <sup>1</sup>
<b>Land Tenure</b>	100% freehold
<b>No. of Tenants</b>	101



(1) Committed occupancy

(2) Based on appraisals as at 31 Dec 2017 and after capitalisation of capital expenditures, tenant improvement allowances and leasing cost

# First Class Portfolio of Trophy / Class A Assets

Click to watch property video!

## Exchange

NLA	730,823 sq ft
Property Value	US\$334.8 m
Occupancy Rate	98.3%
WALE (by NLA)	6.5 Years



## Figueroa

NLA	701,978 sq ft
Property Value	US\$326.3 m
Occupancy Rate	93.0%
WALE (by NLA)	4.7 Years



## Michelson

NLA	532,663 sq ft
Property Value	US\$342.1 m
Occupancy Rate	96.5%
WALE (by NLA)	4.2 Years



## Plaza

NLA	461,525 sq ft
Property Value	US\$118.0 m
Occupancy Rate	98.9%
WALE (by NLA)	8.1 Years



## Peachtree

NLA	557,589 sq ft
Property Value	US\$194.2 m
Occupancy Rate	92.7%
WALE (by NLA)	5.6 Years

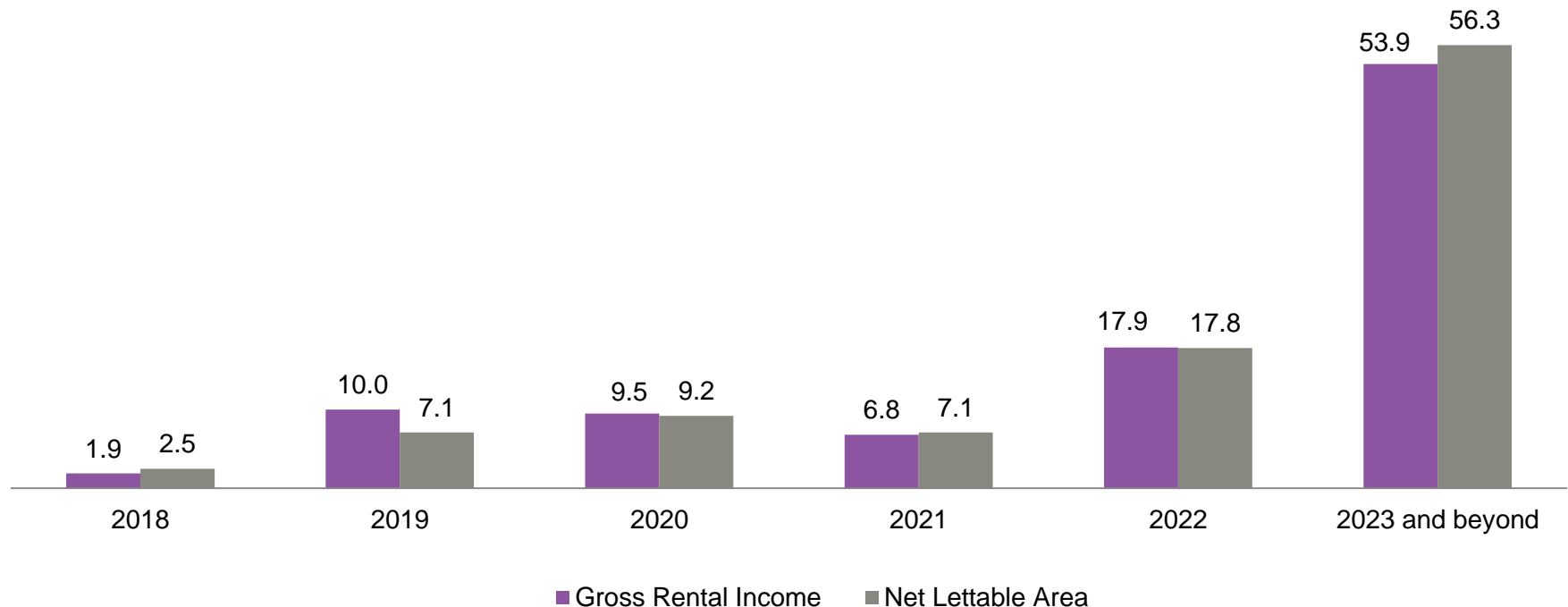


Data as at 31 Mar 2018  
Please refer to the website for the video of properties

# Favourable Lease Profile with WALE of 5.7 Years

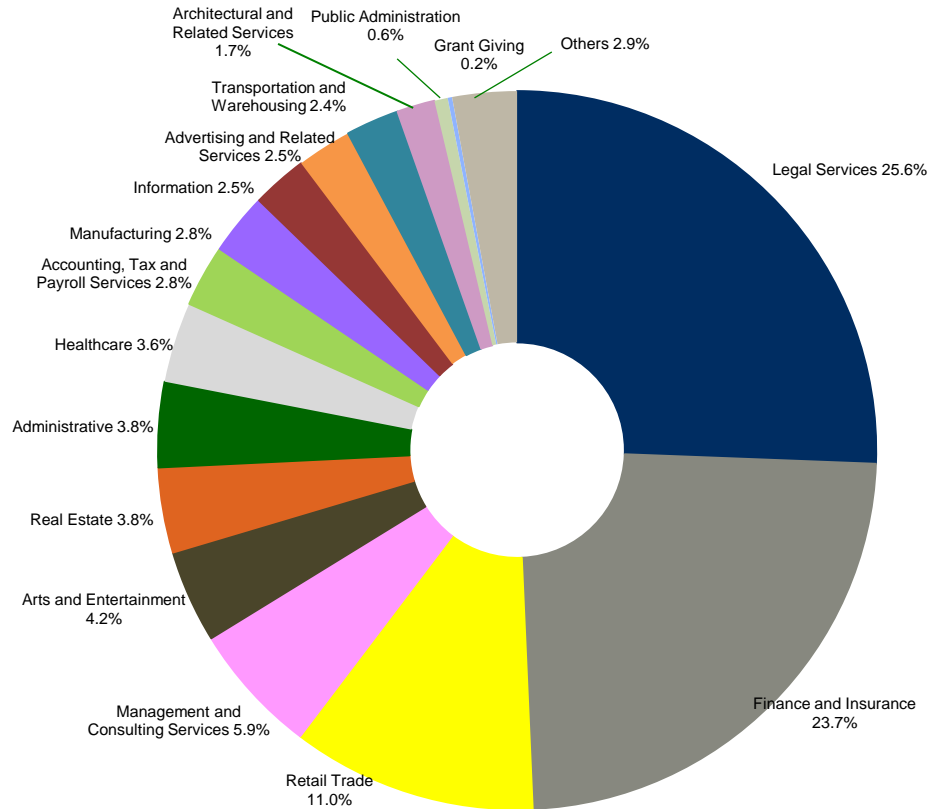
56.3% of Leases by NLA Expiring in 2023 and Beyond

Lease Expiry Profile as at 31 Mar 2018 (%)



# Quality, Diversified Tenant Base Across Multiple Sectors

## Gross Rental Income Breakdown by Trade Sector



Data as at 31 Mar 2018

## No Tenant Contributing more than 6.3% of Income

### Top 10 Tenants by Gross Rental Income (GRI)

Tenant	Sector	Leased Area (sq ft)	% of GRI
TCW Group	Finance and Insurance	188,835	6.3%
Kilpatrick Townsend	Legal Services	206,226	6.1%
Hyundai Motor Finance	Finance and Insurance	96,921	5.7%
The Children's Place	Retail Trade	197,949	5.4%
Amazon	Retail Trade	129,259	4.5%
Quinn Emanuel	Legal Services	126,505	4.5%
Quest Diagnostics	Health Care	131,612	3.5%
Gibson, Dunn	Legal Services	77,677	3.2%
LA Fitness	Arts and Entertainment	91,023	3.0%
Rabo Support Services	Management and Consulting	73,248	3.0%
<b>Total Top 10 Tenants</b>		<b>1,319,255</b>	<b>45.2%</b>

# Office Market Overview

## Limited New Supply in 2018

Market	Rentable Building Area <sup>1</sup> (mil sq ft)	Vacancy <sup>1</sup> (%)	Gross Asking Rent <sup>1</sup> (US\$)	Net Absorption <sup>1</sup> (‘000 sq ft)	12 Month Rent Growth <sup>2</sup> (%)	New Properties Under Construction (‘000 sq ft)	Property Name	Delivery Year
Downtown Los Angeles	40.1	14.3	43.10	(3.5)	3.5	0	N/A	N/A
Irvine, Orange County	14.4	17.2	35.75	21.8	3.4	0	N/A	N/A
Midtown Atlanta	16.9	10.1	36.92	(14.2)	6.4	277	NCR	2018
						343	Ponce	2019
						760	Coda	2019
						352	Anthem	2020
Meadowlands <sup>3</sup>	3.5	14.4 <sup>4</sup>	29.39	0	(0.1)	0	N/A	N/A
Hudson Waterfront <sup>5</sup>	18.9	16.3	41.40	(195.5)	(0.1)	0	N/A	N/A

Source: CoStar Market Analysis & Forecast – As at 16 April 2018

- (1) Class A inventory
- (2) All building classes
- (3) Secaucus is within the Meadowlands submarket
- (4) Vacancy and availability include old and uncomparable buildings where else Plaza's competitive set has vacancy rate of only 6%
- (5) Jersey City is within the Hudson Waterfront submarket

# Portfolio Overview

	Figueroa	Michelson	Peachtree	Plaza	Exchange
<b>Location</b>	Los Angeles	Irvine	Atlanta	Secaucus	Jersey City
<b>Property Type</b>	Class A	Trophy	Class A	Class A	Class A
<b>Completion Date</b>	1991	2007	1991	1985	1988
<b>Acquisition Date</b>	20 May 2016	20 May 2016	20 May 2016	19 Jul 2017	31 Oct 2017
<b>Last Refurbishment</b>	2015	-	2015	2016	-
<b>Property Value<sup>2</sup></b>	326.3	342.1	194.2	118.0	334.8
<b>Occupancy (%)</b>	93.0	96.5	92.7	98.9	98.3
<b>NLA (sq ft)</b>	701,978	532,663	557,589	461,525	730,823
<b>No. of Tenants</b>	29	15	25	7	25
<b>Avg Gross Rent (US\$ psf p.a.)</b>	39.53	49.98	32.05	30.09	39.45
<b>WALE (by NLA)</b>	4.7 years	4.2 years	5.6 years	8.1 years	6.5 years
<b>Lease Expiry (by NLA): 2018</b>	3.5%	2.2%	0%	0.0%	5.0%
<b>2019</b>	2.2%	29.8%	4.0%	0.0%	2.0%
<b>2020</b>	2.8%	10.0%	9.7%	22.1%	6.1%
<b>2021</b>	13.0%	0.8%	4.6%	0.0%	12.5%
<b>2022</b>	30.5%	25.1%	11.2%	2.7%	15.3%
<b>2023 and beyond</b>	48.0%	32.1%	70.5%	75.2%	59.1%

Data as at 31 Mar 2018  
Please refer to the website for the video of properties

# Tax Structure<sup>1</sup>

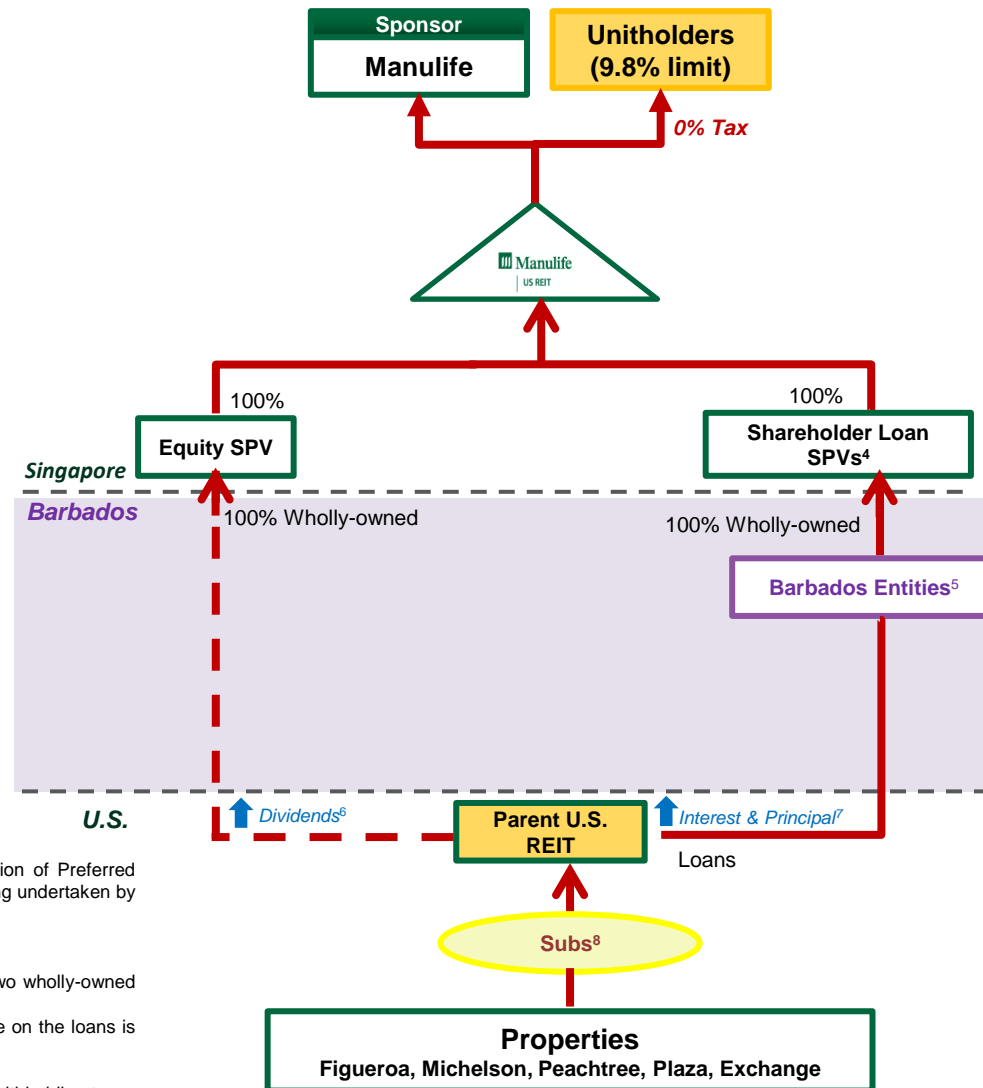
No 30%<sup>2</sup> withholding tax on interest and principal on shareholder's loan - **US Portfolio Interest Exemption Rule**

Zero tax in Singapore - **Foreign sourced income not subject to tax**

Distribution from US to Singapore through combination of dividends, and/or interest payments and principal repayments on shareholder loans

No single investor to hold more than 9.8% (including the sponsor) - 'Widely Held'<sup>3</sup> rule for REITs in US

Manager will actively manage to minimise or pay no dividends from Parent U.S. REIT to Equity SPV



- (1) As at 1 January 2018. Please refer to the SGX announcement dated 2 January 2018 titled "Redemption of Preferred Shares by U.S. REITs and Proposed Establishment of Wholly-Owned Entities" for details of the restructuring undertaken by MUST
- (2) For U.S. and non U.S. persons filing valid tax forms
- (3) No less than 5 persons holding 50% of company
- (4) There are three wholly-owned Shareholder Loan SPVs, each of which has made equity investments in two wholly-owned Barbados entities which had formed a Barbados Limited Partnership
- (5) The Barbados Limited Partnerships have extended loans to the Parent U.S. REIT and the interest income on the loans is taxed in Barbados
- (6) Subject to 30% withholding tax
- (7) Principal repayments are not subject to U.S. withholding taxes. Interest payments are not subject to U.S. withholding taxes assuming Unitholders qualify for portfolio interest exemption and provide appropriate tax certifications, including an appropriate IRS Form W-8
- (8) Each Sub holds an individual property



Thank You

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