Manulife US REIT

1Q 2025 Operational Updates

15 May 2025

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Phipps, Atlanta

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Highlights

1Q 2025 highlights





(1) As set out in the Code on Collective Investment Schemes (CIS Code) issued by the Monetary Authority of Singapore (MAS) Appendix 6 Para 9.4, the aggregate leverage limit is not considered to be breached if due to circumstances beyond the control of the Manager. If the aggregate leverage limit is exceeded as a result of a depreciation in the asset value of the property fund or any redemption of units or payments made from the property fund, the Manager should not incur additional borrowings or enter into further deferred payment arrangements.

Post 1Q 2025 highlights: Peachtree sale



Peachtree, Atlanta

- Sale of Peachtree, announced 11 May 2025, for gross sale price of ~US\$133.8m⁽¹⁾ subject to approval of lenders
- Following Peachtree sale, ~78% of 2026 debts to be repaid
- Improvement in financial ratios (pro forma basis as at 31 Mar 2025)
 - Aggregate leverage improves to 57.5% from 59.4%
 - Weighted average interest cost reduces to 4.04% from 4.37%
 - Weighted average debt maturity extends to 3.0 years from 2.7 years

Transaction details	
Gross Sale Price	~US\$133.8m
Seller's Credits ⁽²⁾	~US\$12.6m
Net Consideration (after seller's credit)	~US\$121.1m
Net Proceeds (after seller's credit and transaction cost)	~US\$118.8m
Valuation ⁽³⁾	US\$133.4m
Estimated Completion	By Jun 2025

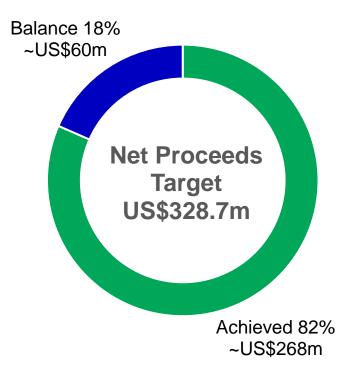


(1) Please refer to SGX announcement dated 11 May 2025 for details.

(2) Seller's credit was mainly for outstanding tenant improvement allowances, capital expenditure costs, free rent and lease commissions (subject to closing adjustments).
 (3) Cushman & Wakefield of Georgia, Inc. valued Peachtree as at 28 April 2025 using the income capitalisation approach, which consists of the discounted cash flow method and direct capitalisation method.

MUST to achieve ~82% of MRA net proceeds target after Peachtree

- Sale of Capitol, Plaza and Peachtree achieve ~82% of Net Proceeds Target under Master Restructuring Agreement (MRA)
- Total debt repayment since Nov 2024 will be close to US\$290m
- Remains in active divestment discussions on additional properties
- Enables MUST to mitigate risks and achieve best possible outcome for Unitholders

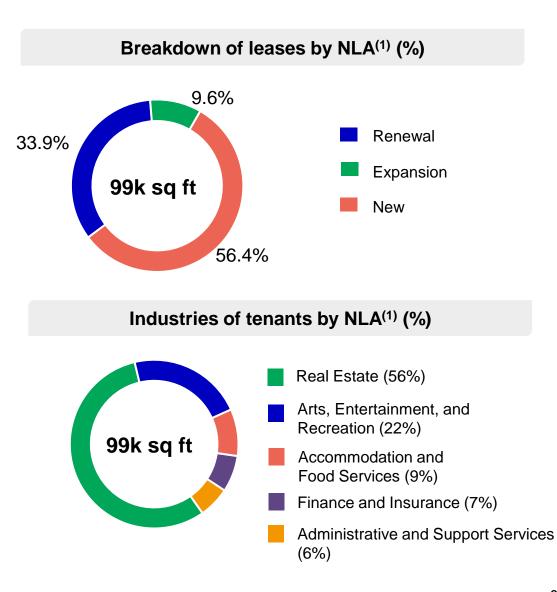






1Q 2025 leasing performance

- Occupancy of ~70% largely due to lease expiries at Diablo, offset by new leases signed at Phipps and Centerpointe
- WALE of leases executed in 1Q 2025: 4.2 years
- Notable leasing activities:
 - Phipps: new lease by real estate group (27k sq ft)
 - Centerpointe: new lease by real estate group (29k sq ft)
- Rent reversion:
 - 1Q 2025 rent reversion of -8.9%; 6 out of 7 office leases signed in 1Q were above market rents

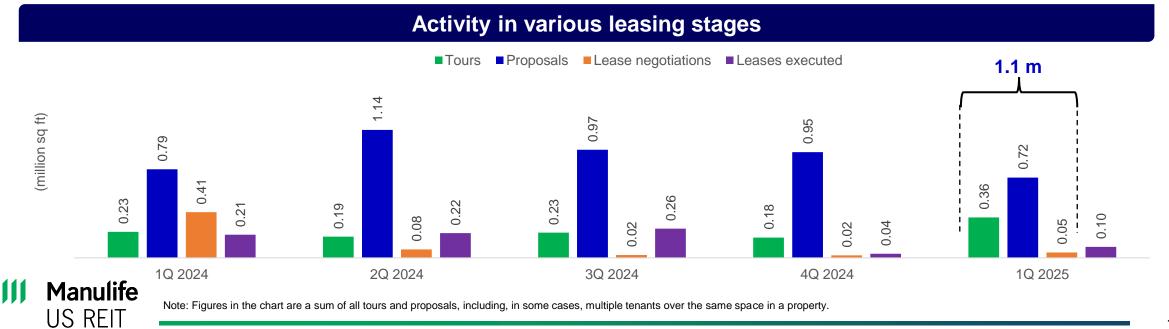




Strategic leasing to optimise capital

Proactive marketing continues to generate >1m sq ft of leasing pipeline Respond to all new renewal and expansion opportunities Leverage our competitive advantage, avoid commodity leasing, structure leases creatively Pursue accretive leases with low TIs, and those that generate higher NERs

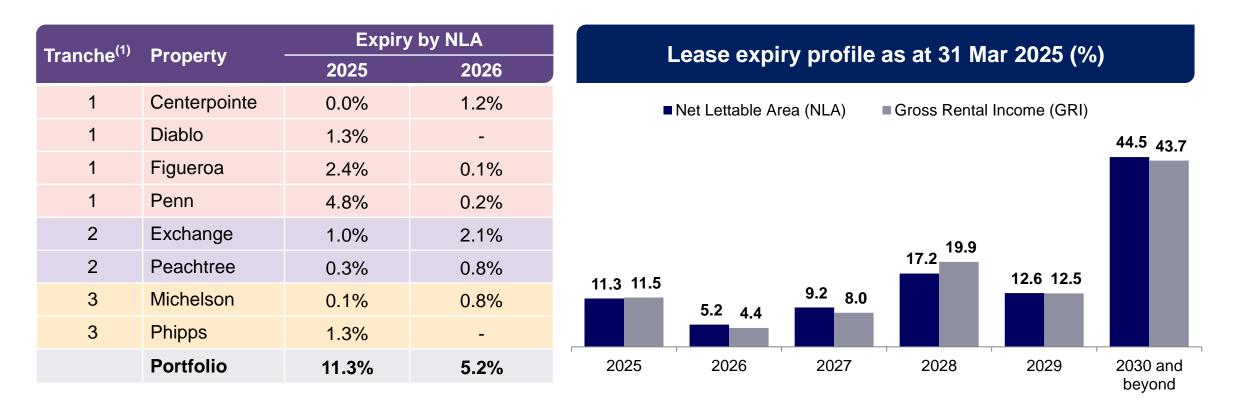
Prioritise debt repayment: focus on strategic deals that maximise liquidity and optimise capital



1Q 2025 Operational Updates

Lease expiry profile; portfolio WALE of 4.8 years

- 11.3% of leases expiring in remainder of 2025 (based on NLA)
- Expiries are concentrated in the second half of 2025



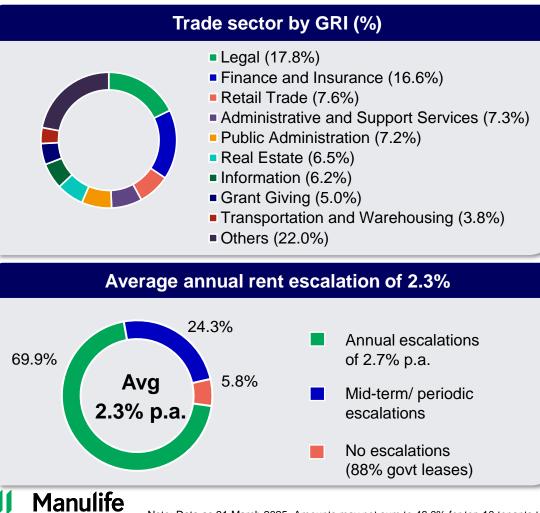


Note: Data as at 31 Mar 2025. Amounts in the table and lease expiry profile chart may not sum up to the subtotals or 100.0% due to rounding. (1) For details on asset tranches, please refer to slide 8 of the <u>Extraordinary General Meeting Presentation</u> dated 14 Dec 2023.

1Q 2025 Operational Updates

Diversified tenant base; top 10 tenants with 5.0 years WALE

120 tenants diversified across >20 trade sectors; no tenant contributing more than 6.4% of GRI



		Top 10 tenants	Sector	Property	Lease expiry	NLA (sq ft)	% of GRI
	1	Hyundai Capital	Finance and Insurance	Michelson	Apr 2030	132,196	6.4
2	2	The William Carter Co.	Retail Trade	Phipps	Jul 2035	209,040	6.4
	3	United Nations	Grant Giving	Penn	Dec 2028	94,988	5.0
	4	ACE	Finance and Insurance	Exchange	Dec 2029	117,280	4.6
	5	Amazon	Information	Exchange	Sep 2028	129,259	4.6
	6	US Treasury	Public Administration	Penn	Aug 2025	120,324	4.6
	7	Kilpatrick Townsend	Legal	Peachtree	Dec 2030	142,082	4.4
	8	Gibson, Dunn & Crutcher, LLP	Legal	Michelson	Feb 2028	77,677	3.8
	9	Kuehne + Nagel	Transportation and Warehousing	Exchange	Dec 2027	79,346	3.1
	10	CoStar Group	Real Estate	Phipps	Apr 2030	82,131	3.0
		Total				1,184,323	46.0
		WALE by NLA / G	RI (years)			5.0	4.7

Note: Data as 31 March 2025. Amounts may not sum to 46.0% for top 10 tenants table due to rounding.

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Centerpointe, Virginia

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Capital Management

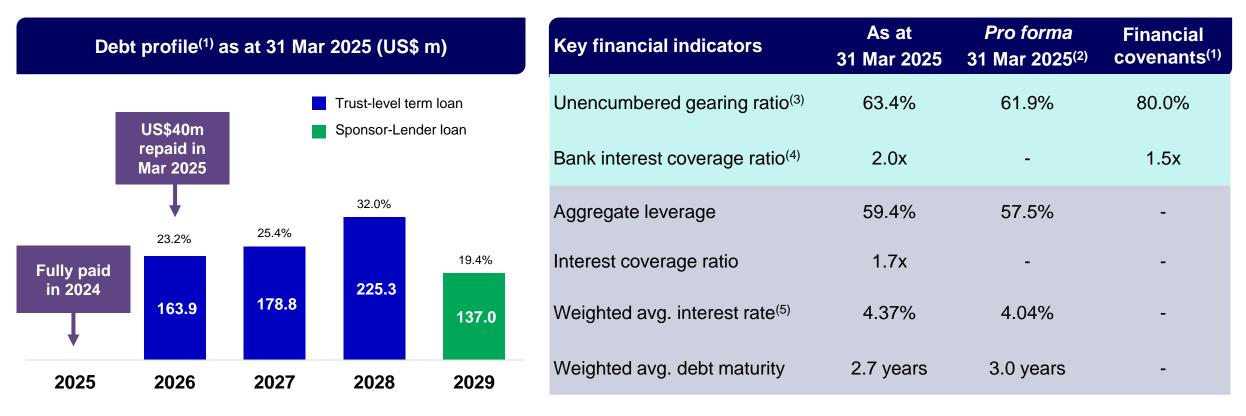
Financial snapshot

• 2025 debts fully repaid

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• ~20% of 2026 debts repaid in Mar 2025; additional ~58% to be repaid by Jun 2025 with Peachtree proceeds



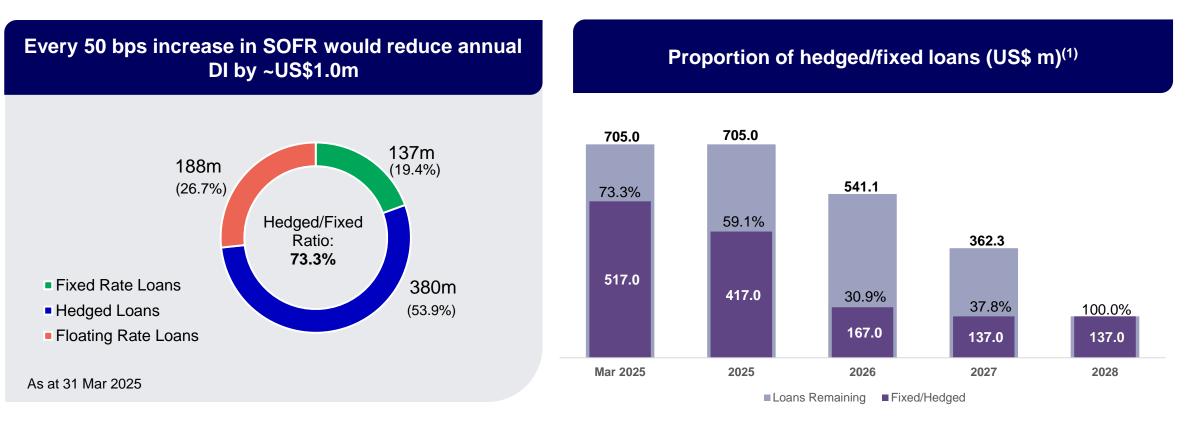
- (1) Under the Master Restructuring Agreement, all loan maturities of the existing facilities have been extended by one year and financial covenants have been temporarily relaxed up till the earlier of 31 Dec 2025 and when the Early Reinstatement Conditions are achieved.
- (2) Pro forma basis assumes the divestment of Peachtree was completed and all the net sales proceeds are utilised to repay outstanding loans as at 31 Mar 2025.
- (3) Unencumbered gearing ratio refers to the ratio of consolidated total unencumbered debt to consolidated total unencumbered assets per MUST's loan agreements.

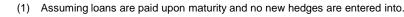
(4) As defined in the facility agreements, the bank ICR is the ratio of consolidated EBITDA (excluding effects of any fair value changes of derivatives and investment properties, base and property management fees paid in Units), to consolidated interest expense (excluding non-cash amortisation of upfront transaction costs and the Sponsor-Lender loan exit premium).
 (5) Excludes Spansor Lender loan exit premium the weighted every transaction costs and the Sponsor-Lender loan exit premium).

(5) Excludes Sponsor-Lender loan exit premium. Including the Sponsor-Lender loan exit premium, the weighted average interest rate would be 4.90% as at 31 Mar 2025.

Interest rate management

- 73.3% of loans remain hedged/fixed as at 31 Mar 2025
- MUST targets to maintain optimal hedge ratio of 50% 80% as it repays debt from proceeds from expected sale of assets in line with the Recapitalisation Plan





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Interest coverage ratio sensitivity

MAS ICR	As at 31 Mar 2025
12 months trailing	1.7x
Excluding Sponsor-Lender loan exit premium and one-off penalty fee	1.9x
MAS ICR sensitivity analysis using hypothetical	
assumptions prescribed by MAS ⁽²⁾	As at 31 Mar 2025

- Loan facilities have financial covenants based on cash interest basis (Bank ICR)⁽¹⁾, which is 1.5x under MRA until 31 Dec 2025
- As at 31 Mar 2025, MUST's Bank ICR is 2.0x

Our approach to improve ICR:

- Dispose lower-yielding assets to repay loans and recycle capital into higher-yielding asset classes
- Leasing and asset management strategies to improve EBITDA
- Consider refinancing options for higher interest debt
- Continue to manage interest rate risk through hedging policy



(1) The definition of Bank ICR under MUST's loan facilities is different from the MAS ICR, hence the difference in figures.
(2) Sensitivity analyses in accordance with the Monetary Authority of Singapore's revised Code on Collective Investment Schemes dated 28 November 2024.



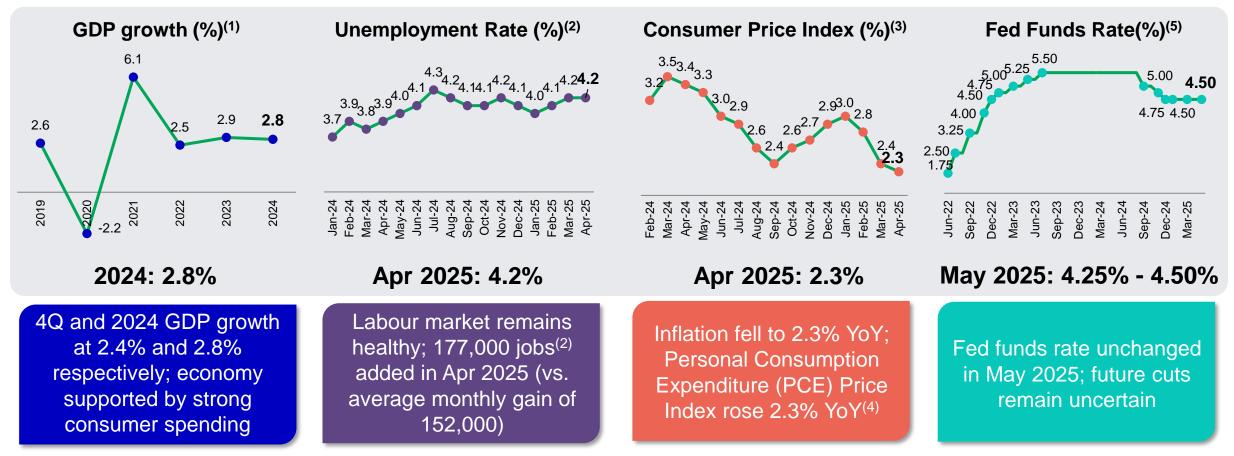
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Outlook & Strategy

U.S. economic indicators

MUST continues to monitor policies from the new administration and their potential impacts: return-to-office mandate, tariffs, immigration policies, tax policies etc.

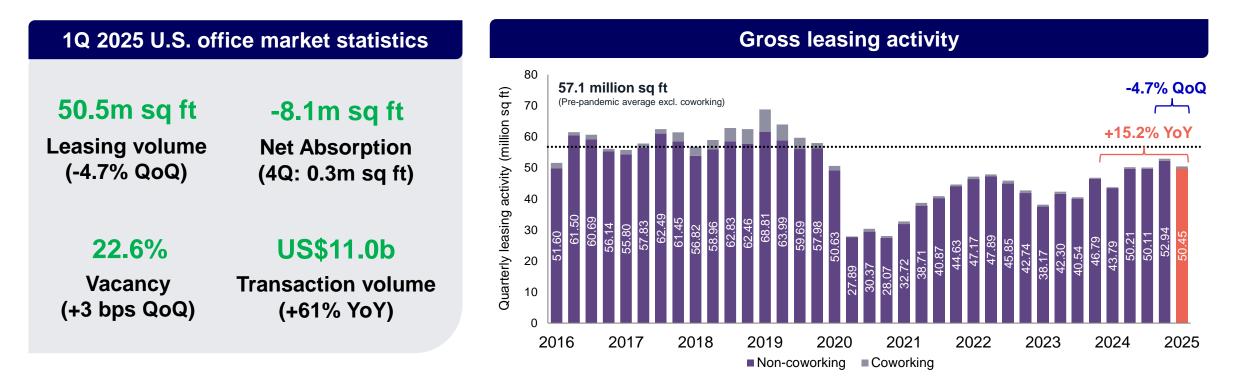




U.S. Bureau of Economic Analysis, "Gross Domestic Product, 4th Quarter and Year 2024 (Third Estimate)" news release (27 Mar 2025), calculated from the 2023 annual level to the 2024 annual level).
 U.S. Bureau of Labor Statistics, "The Employment Situation — April 2025" news release (2 May 2025); non-farm jobs for Apr 2025, seasonally adjusted.
 U.S. Bureau of Labor Statistics, "Consumer Price Index – April 2025" news release (13 May 2025); all items index for 12 months ending Apr 2025 before seasonal adjustment.

(4) U.S. Bureau of Economic Analysis, "Personal Income and Outlays, March 2025," news release (30 Apr 2025), PCE price index data for Mar 2025 compared to the same month one year ago.
 (5) Board of Governors of the Federal Reserve System, Federal Open Market Committee (FOMC), FOMC Statement 7 May 2025.

U.S. office: demand on a recovery path but challenges remain



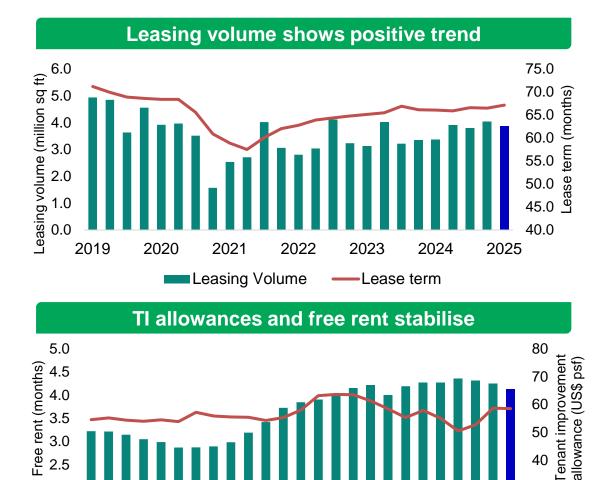
- Despite QoQ decline in gross leasing volume, YoY volume was +15.2% compared to 1Q 2024
- Lease term length continues to extend 7.9% YoY to 9.1 years on 1st generation new leases
- 1Q saw ~625,000 sq ft of construction starts, maintaining an already historical pause in construction starts
- Increasing number of companies have established 5-day attendance requirements e.g. Amazon, AT&T, Washington Post, Dell Technologies



Source: JLL Research, Q1 2025 U.S. Office Outlook.

MUST's submarkets: leasing indicators stabilising





Rents continuing to improve \$35 \$30 \$25 \$20 2024 2019 2020 2021 2022 2023 2025 Base rents – Net effective rents Subleasing continues to decline 14.0 12.0 **€**10.0 sq 8.0 (million (6.0 4.0 2.0 0.0 2019 2020 2021 2022 2023 2024 2025

Source: JLL Research.

2021

2.0

2019

2020

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Note: Data includes all transactions, including deals <20,000 sq ft. Net effective rents (NERs) are calculated based on net average rental rates over the course of the lease term, and account for both escalations and concessions. Pre-pandemic, concessions were relatively small, so the impact of escalations drove NERs higher than base rent. Data does not include submarkets from the point where MUST's assets were sold.

2022

Free rent — T.I. allowance

2023

2024

2025

Strategic roadmap



Prioritise Recapitalisation Plan

- Focus on asset dispositions while maximising sale proceeds to prioritise debt repayment
- Strategic capex spending and liquidity management



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Portfolio Optimisation

- Implement strategies to improve cash flows and returns via optimising leasing and business operations
- Achieve long-term sustainable and conservative capital structure
- Resume distributions to unitholders

Portfolio Repositioning and Growth

- Diversify into other asset types and permissible alternative investments that offer attractive and accretive cash yield and are less capital intensive
- Optimise portfolio to support long-term sustainable riskadjusted cash flows, returns and distributions

Stabilisation on track



Capitol (Sacramento, CA) Sold on 28 Oct 2024



Plaza (Secaucus, NJ) Sold on 25 Feb 2025



Peachtree (Atlanta, GA) Estimated close in 2Q 2025

✓ To-date, fully repaid 2025 debts and ~20% of 2026 debts

✓ Additional ~58% of 2026 debts will be repaid utilising Peachtree's net proceeds

Proceeds and cash utilised to fully repay 2025 debts and majority of 2026 debts

✓ ~US\$45.1m of 2026 debts remain outstanding, due in July 2026

- ✓ ~82% of net proceeds target achieved, with balance of ~US\$60m outstanding
- ✓ Active divestment discussions on additional properties to create optionality



Next steps to Recovery



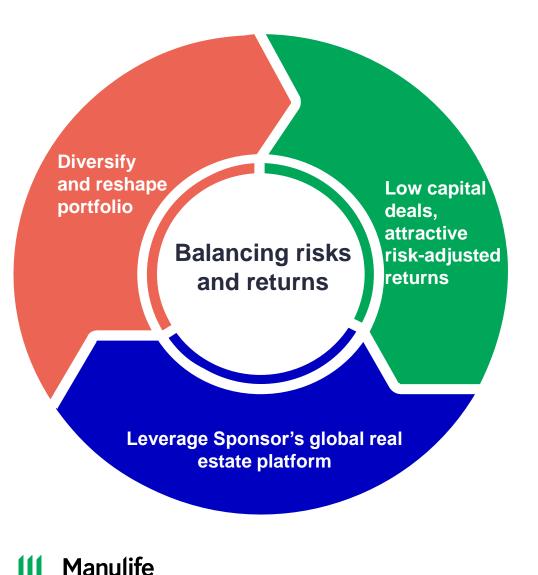
What would help drive a faster recovery?

- Quick resolution on uncertainties created by tariffs
- Acceleration of the broader recovery in U.S. office sector
- Return of institutional investors to U.S. office sector
- Increased availability of credit at lower interest rates
- Higher return-to-office rates in MUST's submarkets



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Strategy for Growth



Diversify and reshape portfolio

- Pursue other real estate sectors, alternative real estate investments and creative deal structures to maximise value
- Diversify income and generate sustainable cashflows

Focus on low capital deals, attractive risk-adjusted returns

- Strategic accretive/low capital leasing
- Prioritise risk-adjusted returns in investments

Leverage Sponsor's global real estate platform

- Tap on Sponsor's in-house capabilities (on-theground transaction expertise, market research, weekly discussions on robust pipeline)
- Capitalise on value opportunities in dislocated U.S. real estate market

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Our Sustainability Pillars

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Building Resilience

Reducing environmental impact of our properties and supporting the transition to a net zero economy

People First

Prioritising the health and well-being of our employees, tenants and the local community

Driv Suste

Driving Sustainable Growth

Sustainable allocation of capital, robust governance framework and proactive risk management practices

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Appendix

U.S. office real estate activities



2020 Q4 2021 Q1 2021 Q2 2021 Q3 2021 Q4 2022 Q1 2022 Q2 2022 Q3 2022 Q4 2023 Q1 2023 Q2 2023 Q3 2023 Q4 2024 Q1 2024 Q2 2024 Q3 2024 Q4 2025 Q1



JLL U.S. Office Outlook 1Q 2025; includes all offices; vacancy rate, however, only for class A.

Office employment includes the professional and business services, financial and information service sectors; as per CoStar Market Analysis & Forecast Reports. Amounts reflect YoY % change. Based on latest available data (1Q 2025).

(3) CoStar Market Analysis & Forecast Reports for class A & B Office. Based on latest available data (1Q 2025).

Limited supply in MUST's markets

Markets	RBA (m sq ft)	Vacancy (%)	Gross Asking Rent Per Sq Ft (US\$)	Net Absorption ('000 sq ft)	Net Delivery ('000 sq ft)	Last 12 Months Rent Growth ⁽¹⁾ (%)	Projected 12 Months Rent Growth ⁽¹⁾ (%)	New Properties Under Construction ('000 sq ft) ⁽²⁾	Delivery Year
Downtown Los Angeles	41.0	24.7	43.36	(38.0)	0	(0.2)	0.5	0.0	NA
Irvine, Orange County	14.4	21.9	34.48	(61.5)	0	(0.2)	1.4	0.0	NA
Buckhead Atlanta	17.9	30.1	39.97	(31.6)	0	0.7	(0.5)	0.0	NA
Midtown Atlanta	27.5	29.3	45.30	22.1	0	1.4	(0.2)	0.0	NA
Hudson Waterfront, Jersey City	19.7	27.0	45.26	(99.7)	0	1.6	1.0	0.0	NA
Washington, D.C.	31.7	20.7	60.01	(54.0)	0	(0.2)	(0.1)	0.0	NA
Fairfax Center	4.0	21.1	32.99	(5.1)	0	0.2	0.0	0.0	NA
Tempe, Phoenix	7.4	22.2	27.61	5.3	0	2.5	2.1	0.0	NA



Source: All Submarket and Market Data as at 1 Apr 2025 from CoStar Market Analysis & Forecast Reports. All building classes.
 Includes only comparable buildings in size, quality of finish, location and ownership.

Portfolio overview

Valuation: US\$1.1b ⁽¹⁾ VLA: 4.1m sq ft C Occupancy: 69.9% WALE: 4.8 years M No. of tenants: 120										
	Figueroa	Michelson	Peachtree ⁽²⁾	Exchange	Penn	Phipps	Centerpointe	Diablo		
Location	Los Angeles	Irvine	Atlanta	Jersey City	Washington, D.C.	Atlanta	Virginia	Tempe		
Property Type	Class A	Trophy	Class A	Class A	Class A	Trophy	Class A	Class B		
Completion Year	1991	2007	1991	1988	1964	2010	1987/1989	1980 - 1998		
Last Refurbishment	2019	-	2015	2020	2018	-	2018	-		
Property Value ⁽¹⁾ (US\$m)	117.0	219.5	164.6	211.6	79.1	180.2	75.9	45.6		
Occupancy (%)	45.4	81.4	77.7	73.8	90.0	85.9	75.1	37.8		
NLA (sq ft)	718,217	535,175	559,814	741,528	278,063	477,969	422,138	355,385		
WALE by NLA (years)	4.8	4.5	4.8	3.9	1.9	8.1	5.1	4.0		
Land Tenure	Freehold	Freehold	Freehold	Freehold	Freehold	Freehold	Freehold	Freehold		
No. of Tenants	21	16	22	21	7	10	16	7		

Manulife Data as at 31 March 2025.

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(1) Valuation/property values are based on latest appraisal values as at 31 Dec 2024.
(2) The Manager announced the divestment of Peachtree on 11 May 2025. Please refer to the announcement for more details.

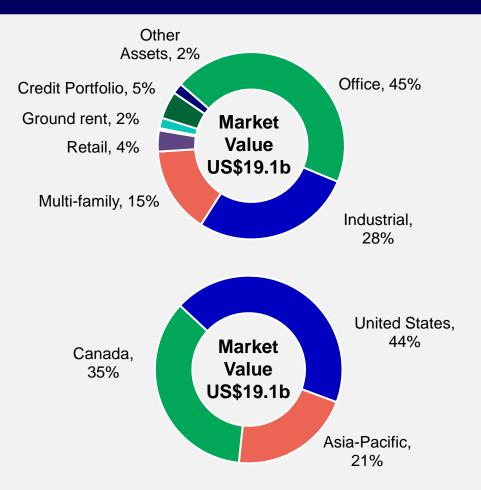
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Strong and committed Sponsor

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- Part of a leading Canada-based financial services group with principal operations in Asia, Canada and the U.S.
- Operates as John Hancock in the U.S. and as Manulife in other parts of the world, providing a wide range of financial protection and wealth management products, such as life and health insurance, group retirement products, mutual funds and banking products
- Manulife Investment Management's real estate platform provides investment solutions globally as part of its comprehensive private markets capabilities

Global Real Estate AUM of US\$19.1b⁽¹⁾





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Note: Data as 31 Mar 2025. Amounts in the charts may not sum up to 100.0% due to rounding

(1) AUM excludes AUM not managed by the Manulife Investment Management Global Real Estate team.

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