



INVESTOR DAY 2022

REIMAGINING THE FUTURE OF OFFICE

3 November 2022 (Thursday), 12.00pm to 1.30pm

Important notice

This presentation is for information purposes only and does not constitute or form part of an offer, invitation or solicitation of any offer to purchase or subscribe for any securities of Manulife US REIT in Singapore or any other jurisdiction nor should it or any part of it form the basis of, or be relied upon in connection with, any contract or commitment whatsoever.

The value of units in Manulife US REIT (“Units”) and the income derived from them may fall as well as rise. The Units are not obligations of, deposits in, or guaranteed by the Manager, DBS Trustee Limited (as trustee of Manulife US REIT) or any of their respective affiliates. An investment in Units is subject to investment risks, including the possible loss of the principal amount invested. The past performance of Manulife US REIT is not necessarily indicative of the future performance of Manulife US REIT.

This presentation may contain forward-looking statements that involve assumptions, risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. These forward-looking statements speak only as at the date of this presentation. No assurance can be given that future events will occur, that projections will be achieved, or that assumptions are correct. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from similar developments, shifts in expected levels of property rental income, changes in operating expenses (including employee wages, benefits and training costs), property expenses, governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business.

Investors are cautioned not to place undue reliance on these forward-looking statements, which are based on current view of management on future events.

Holders of Units (“Unitholders”) have no right to request that the Manager redeem or purchase their Units while the Units are listed. It is intended that Unitholders may only deal in their Units through trading on Singapore Exchange Securities Trading Limited (the “SGX-ST”). Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

Content

- 01 About MUST
- 02 3Q 2022 highlights
- 03 Operational performance
- 04 Reimagining the future of office
- 05 Outlook
- 06 Appendix

Peachtree, Georgia

We are a constituent of



Singapore Small Cap Index



iEdge SG ESG Indices



CarbonCare Asia Pacific
Green REIT Index



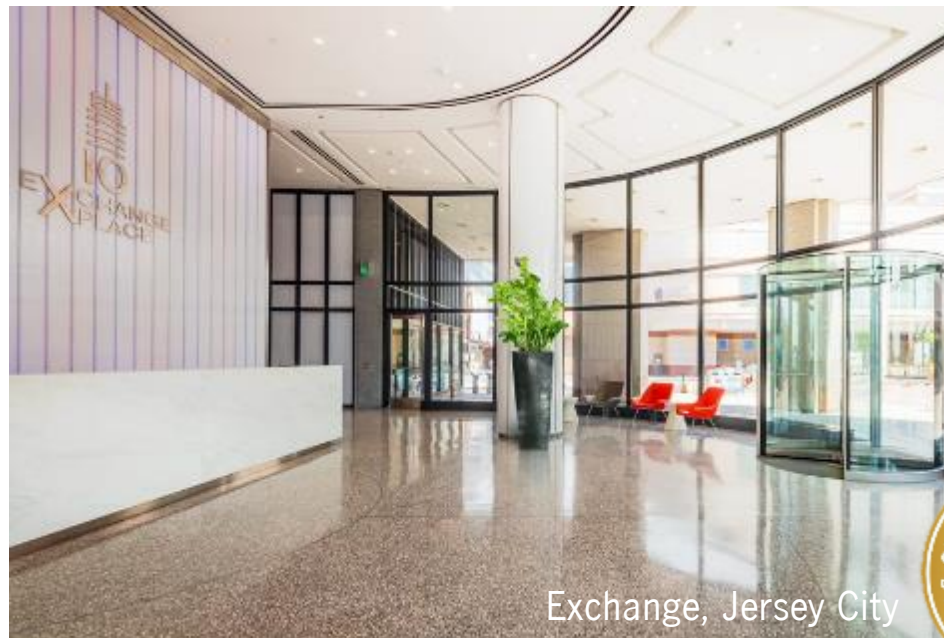
GPR General (World) Index



FTSE ST REITs Index,
FTSE EPRA Nareit
Developed Index and
FTSE EPRA Nareit Green
Real Estate Index series

01

About MUST



Exchange, Jersey City



Manulife US REIT supported by *reputable* sponsor

Global real estate AUM of US\$20.3 b



AUM US\$1.0 t



Private Markets
AUM US\$118.1 b



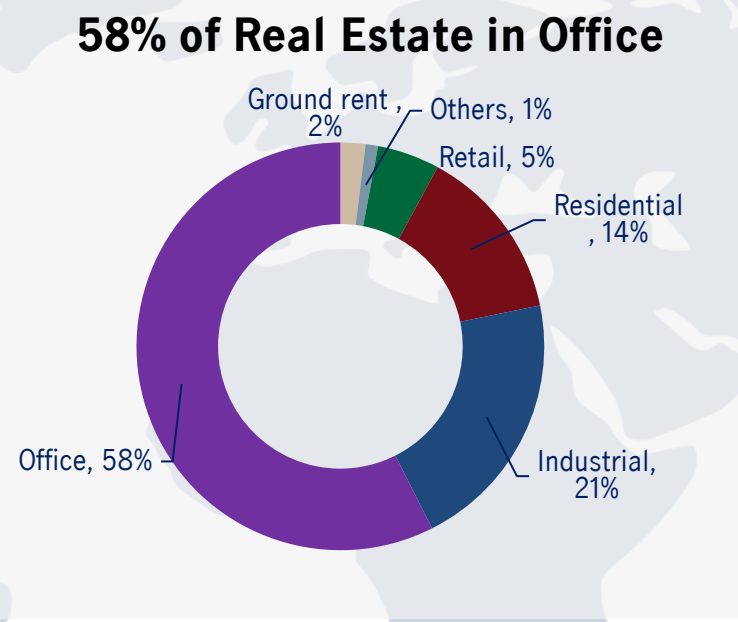
Global Real Estate
AUM US\$20.3 b

Manulife
US REIT

Note: Amounts may not sum to 100% due to rounding.
All AUM in fair value basis as at 30 Jun 2022.



Canada
US\$8.3 b
AUM



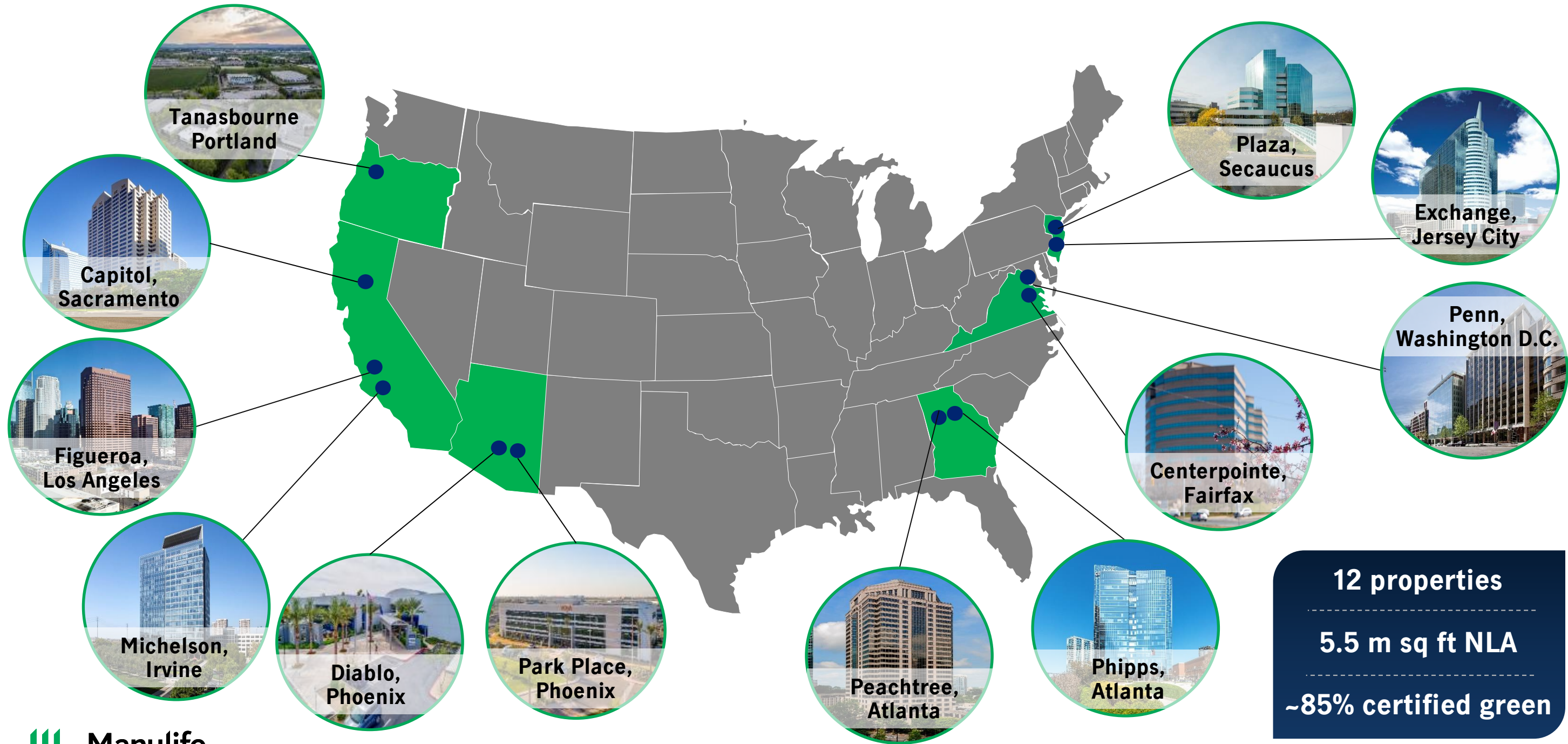
Asia
US\$2.3 b
AUM



Supported ESG initiatives:



Tripled AUM from US\$777.5 m at IPO to US\$2.2 b¹



12 properties

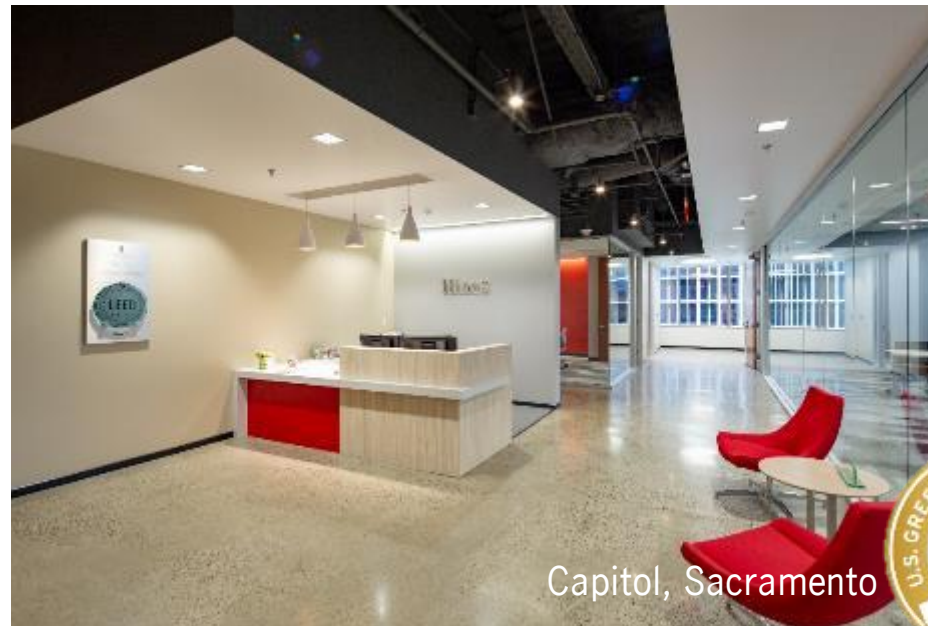
5.5 m sq ft NLA

~85% certified green

(1) Data as at 30 Jun 2022.

02

3Q 2022 Highlights



Capitol, Sacramento



3Q 2022 *highlights*



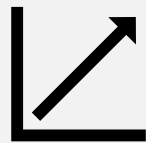
88.1%¹ Occupancy

Above U.S. Class A average ~**80.5%**²



~61k sq ft Leases executed

YTD: ~ **254k sq ft** (**4.7%** of portfolio NLA)



+4.3% Rent reversion



4.9 years Portfolio WALE

**GRESB
2022**



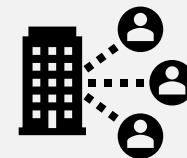
Real Estate: 5 Star, score of 92

Public Disclosure: 'A', ranked 1st out of 10 U.S. listed offices



'Flight to quality'

Peachtree modernisation/hotelisation



Flexible space

Flex by JLL at Plaza

03

Operational performance



Penn, Washington



Portfolio occupancy to hold *steady* for FY 2022

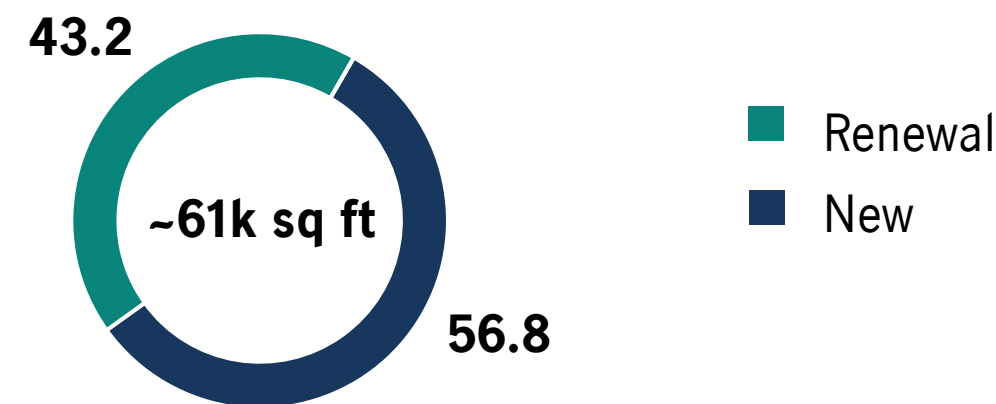
- 3Q occupancy 88.1%¹: largely due to Quinn Emanuel's downsizing ~71k sq ft at Figueroa



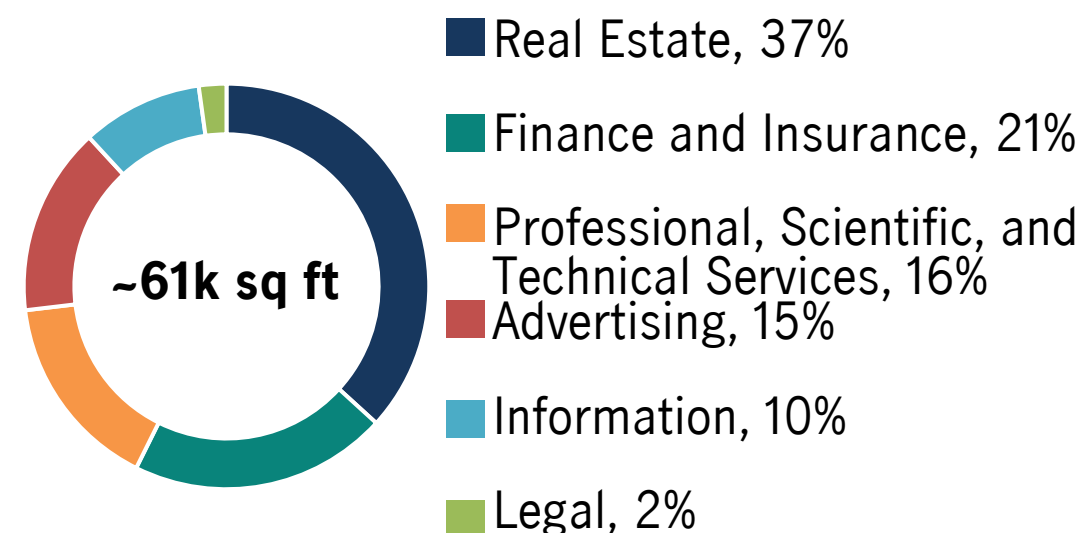
Diablo's occupancy: 85.7%² → 91.1%

- 10-year lease with semi-conductor company
- +7.3%** above passing rent
- WALE 3.7 years to **4.2 years**

Breakdown of leases by NLA³ (%)



Industries of tenants by NLA³ (%)



Note: Amounts may not sum up to 100% due to rounding.

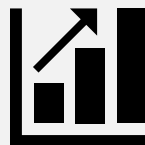
Long WALE; *positive* rental reversion for FY 2022



4.9 years
Portfolio WALE



6.2 years
WALE of leases
executed in 3Q

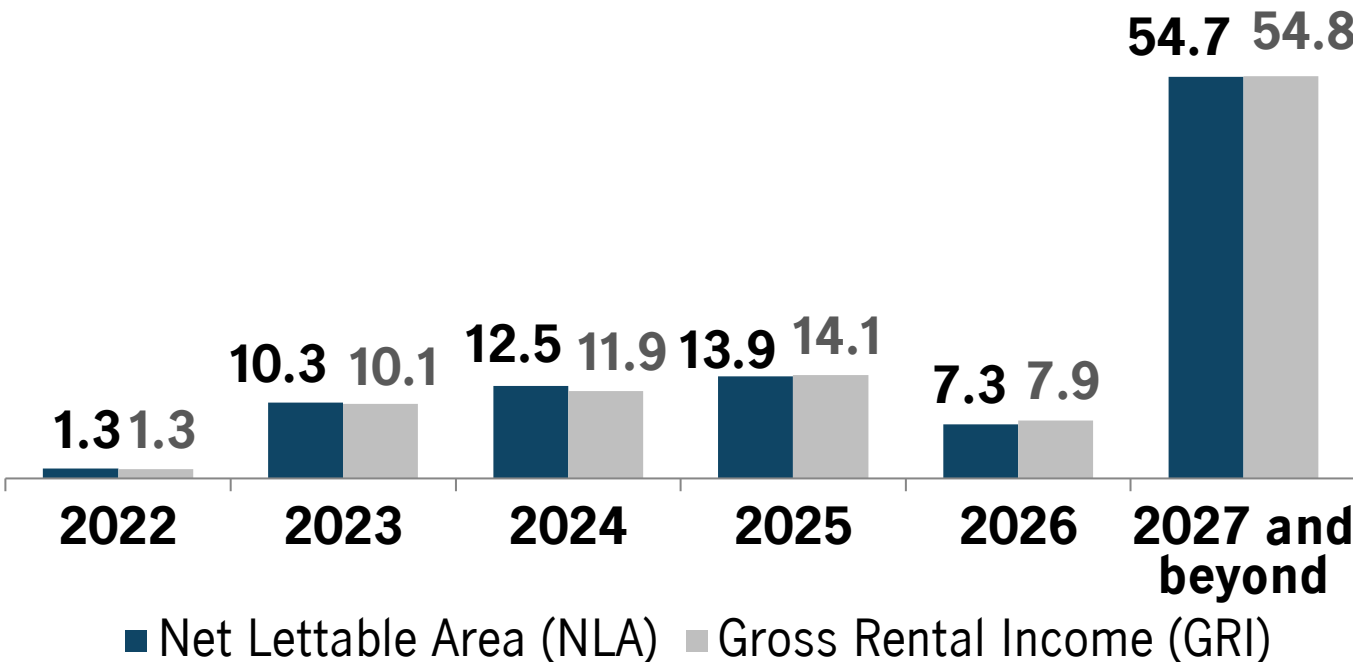


+1.7%
YTD rental reversion

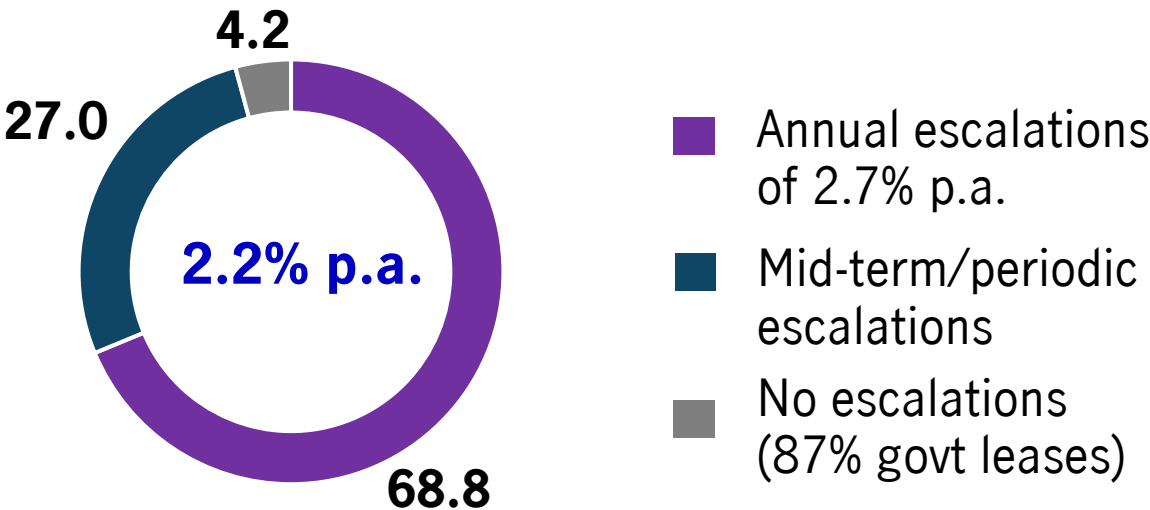


+4.3%
3Q rental reversion

Lease expiry profile as at 30 Sep 2022 (%)



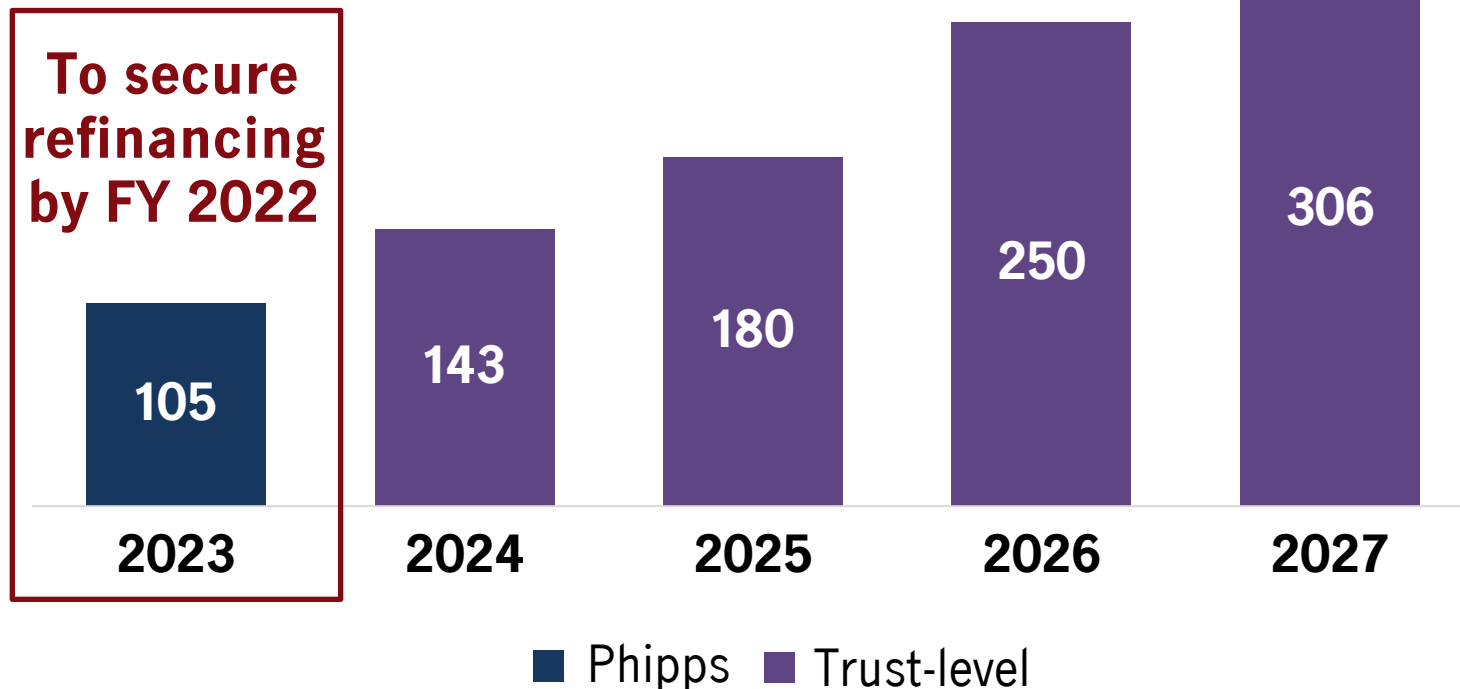
In-place rental escalations as at 30 Sep 2022 (%)



Mitigating risk: high hedging position and well-spread maturity

Every 1% increase in interest rate will impact DPU by 0.105 US Cents

Debt maturity profile as at 30 Sep 2022 (US\$ m)



As at 30 Sep 2022



Gearing¹
42.5%



Interest
coverage²
3.4 times

Loan covenants in line with MAS 50%
gearing limit and min. ICR 2.5x

Weighted avg.
interest rate
3.34%

Fixed rate
loans
81.1%

Portfolio
unencumbered³
90.1%

Weighted avg.
debt maturity
3.1 years

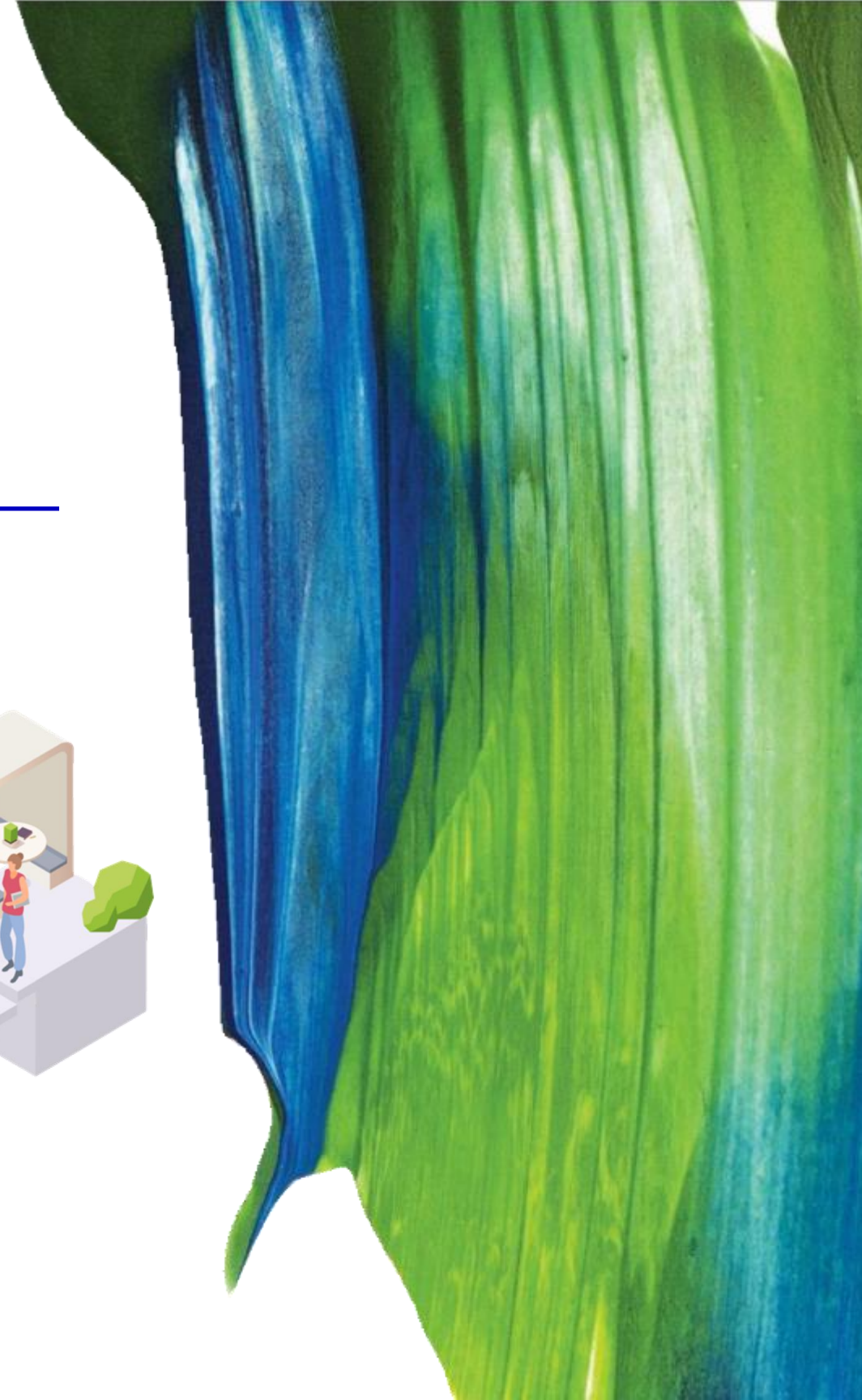
(1) Based on gross borrowings as a percentage of total assets.

(2) Computed by dividing the trailing 12 months earnings before interest, tax, depreciation and amortisation (excluding effects of any fair value changes of derivatives and investment properties, and foreign exchange translation), by the trailing 12 months interest expense and borrowing-related fees as set out in the Code on Collective Investment Schemes issued by the Monetary Authority of Singapore.

(3) Based on latest fair values as at 31 Dec 2021.

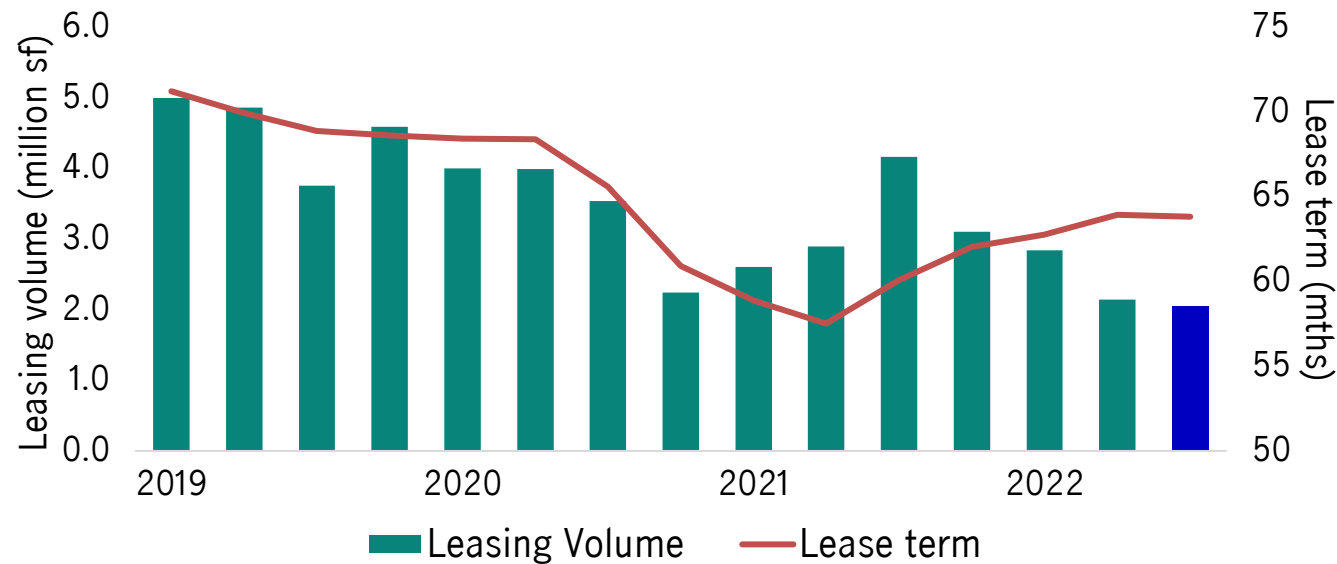
04

Reimagining the future of office

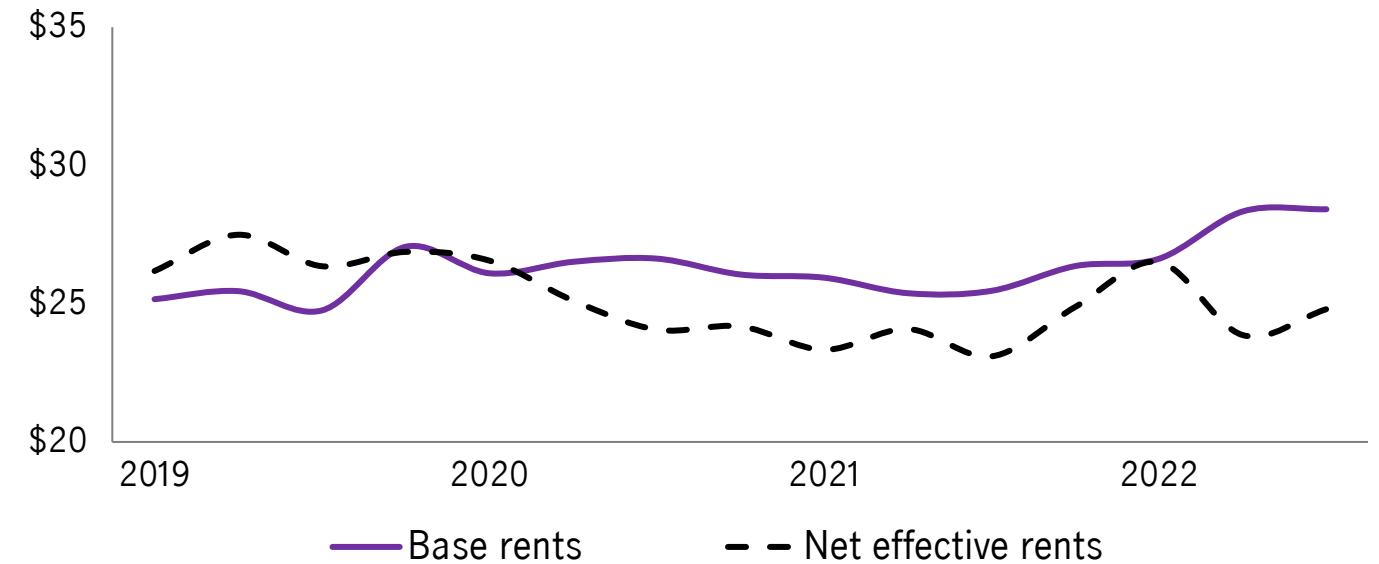


Mixed signals in leasing in MUST's submarkets

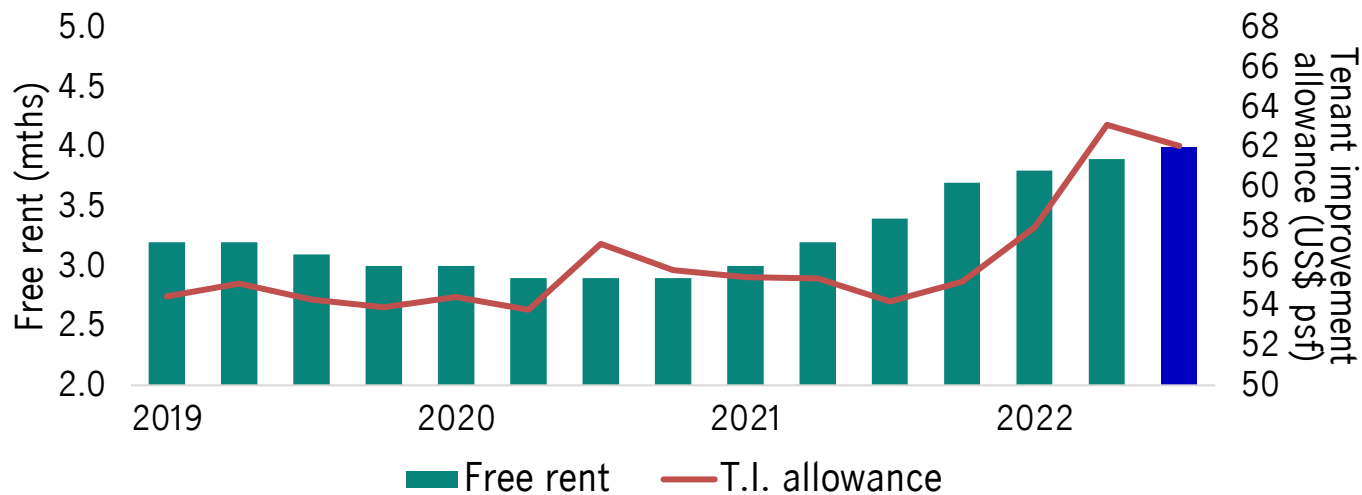
Leasing volume sluggish; lease terms stable



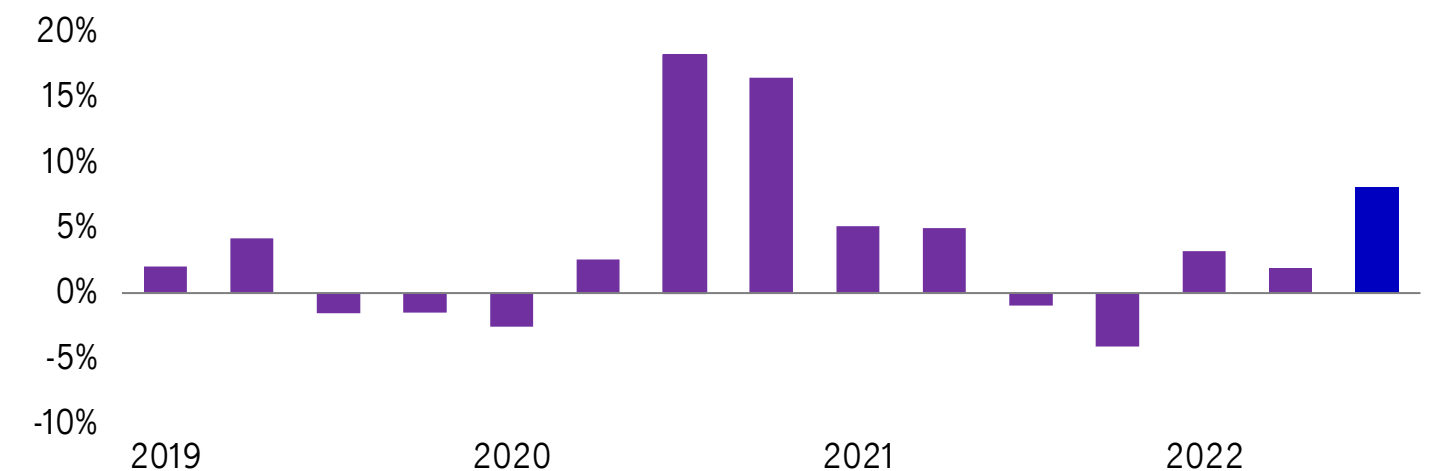
Net effective rents rebounding...



Concession packages elevated but stabilised



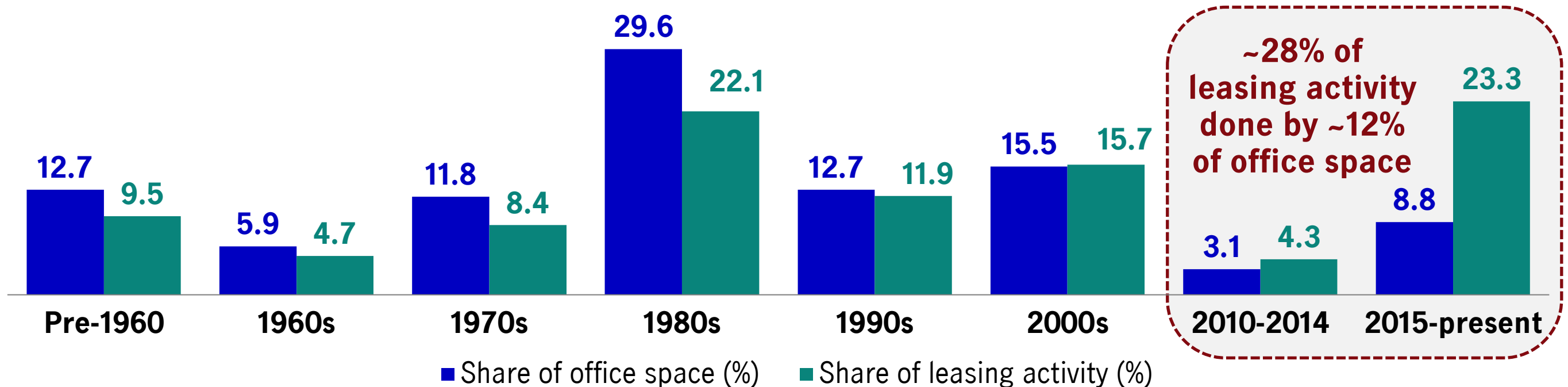
Subleasing picking up but below 2020



Flight to *quality* drives leasing activity in U.S.

- **Relocations** grew as a share of total leasing activity; renewals at historic lows¹
- **> 95%** of tenants who relocated moved to equal or better quality spaces; **+7.2%** rents¹
- Despite downsizing, tenants are price agnostic, paying higher rents for modernised/productive spaces

Share of office space and leasing (sq ft) by year built (2Q 2020 to 3Q 2022)²



Property *repositioning* strategy

1

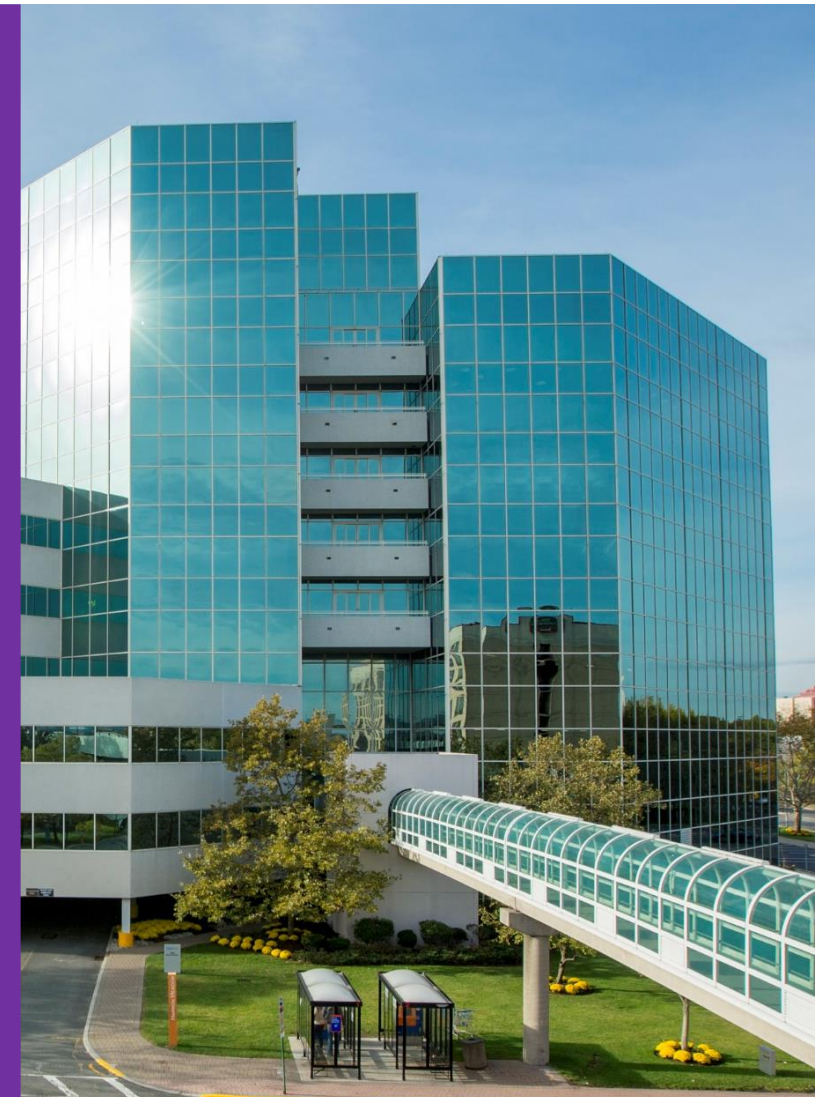
Peachtree to
embark on
hotelisation
in 1H 2023



Peachtree, Atlanta

2

Plaza
introduced
*flexible
space*
solution in 3Q
2022



Plaza, Secaucus



What does a *hotelised* office look like?

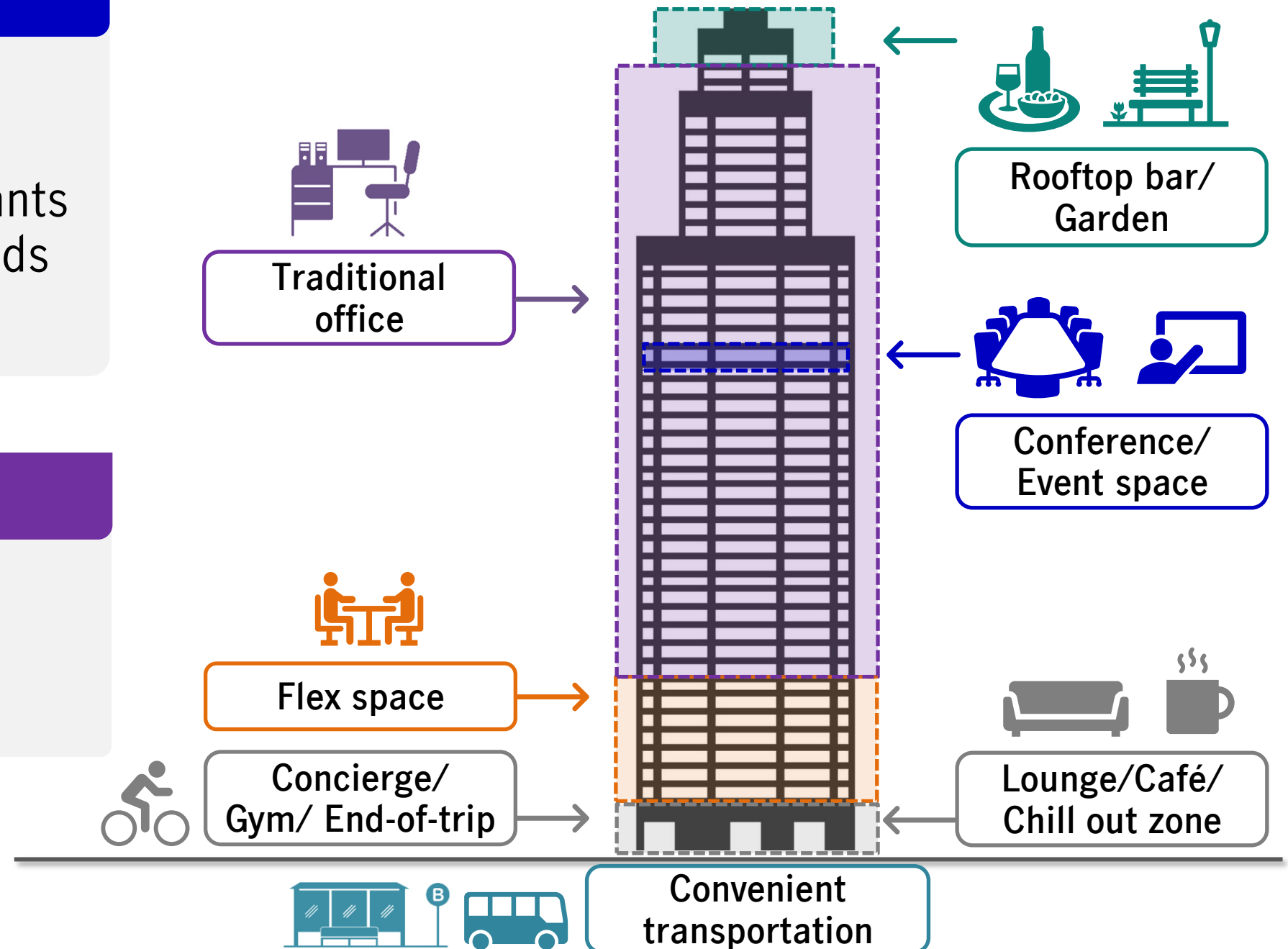
Location/market fundamentals

- ✓ GDP/job/population growth
- ✓ Work-live-play environment
- ✓ High-growth and good quality tenants
- ✓ Rental growth, net absorption trends
- ✓ Potential rent upside

Property attributes

- ✓ Outdoor/terrace/roof top space
- ✓ Sufficient floorplate for amenities
- ✓ Spaces for public/social events

Example of a hotelised office/building



Embarking on a *new* Peachtree experience in 1H 2023

- Works include grand entrance, lobby, conference centre, coffee bar/lounge, outdoor terrace
- In conjunction with securing/renewing anchor tenant
- Estimated project cost of US\$18 m over 2 years
- Expected IRR of ~9%

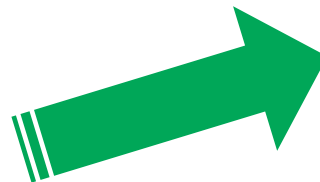
Before



After



Grand entrance

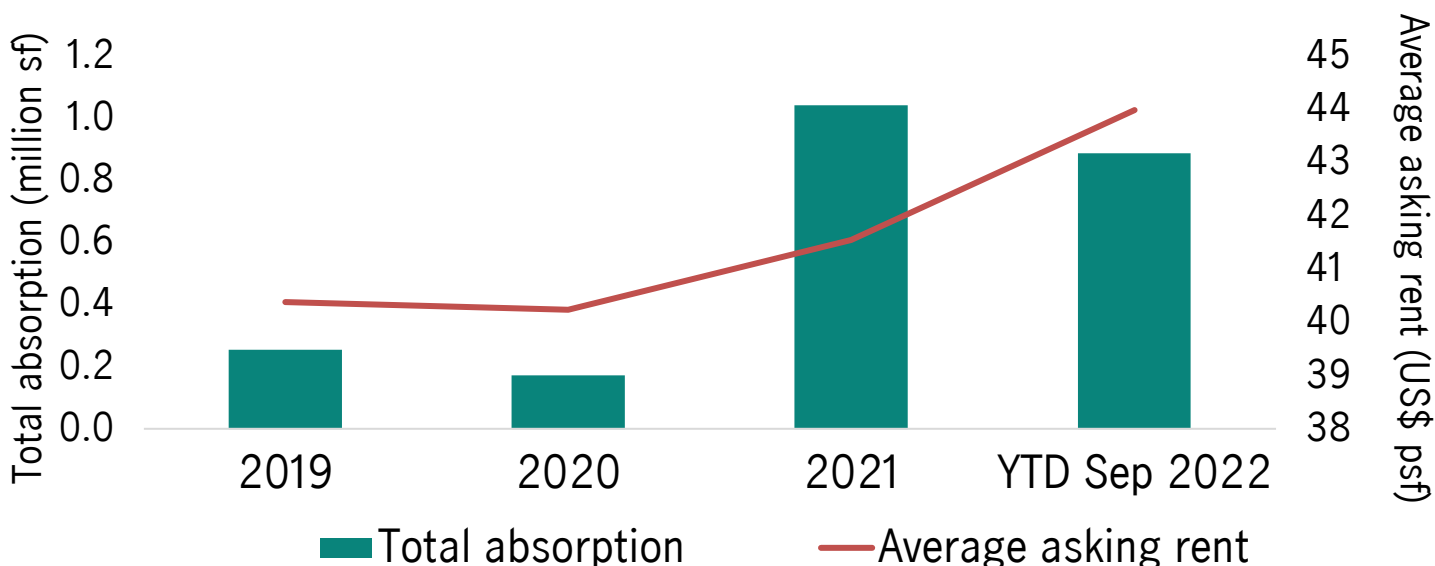


Midtown Atlanta - one of the *strongest* U.S. submarkets

Peachtree: 28-storey Class A office in the heart of Midtown Atlanta

- Proximity to two subway stations (Midtown and Arts Center)
- Surrounded by F&B, hotels, retail, residential
- LEED Gold / Energy Star certified

Increasing rents, positive absorption for Class A office during COVID-19



40%

population growth
(2010-2020)¹

77%

(age 25+) have a
bachelor's degree
or higher¹

46%

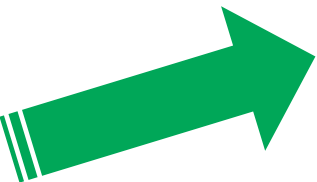
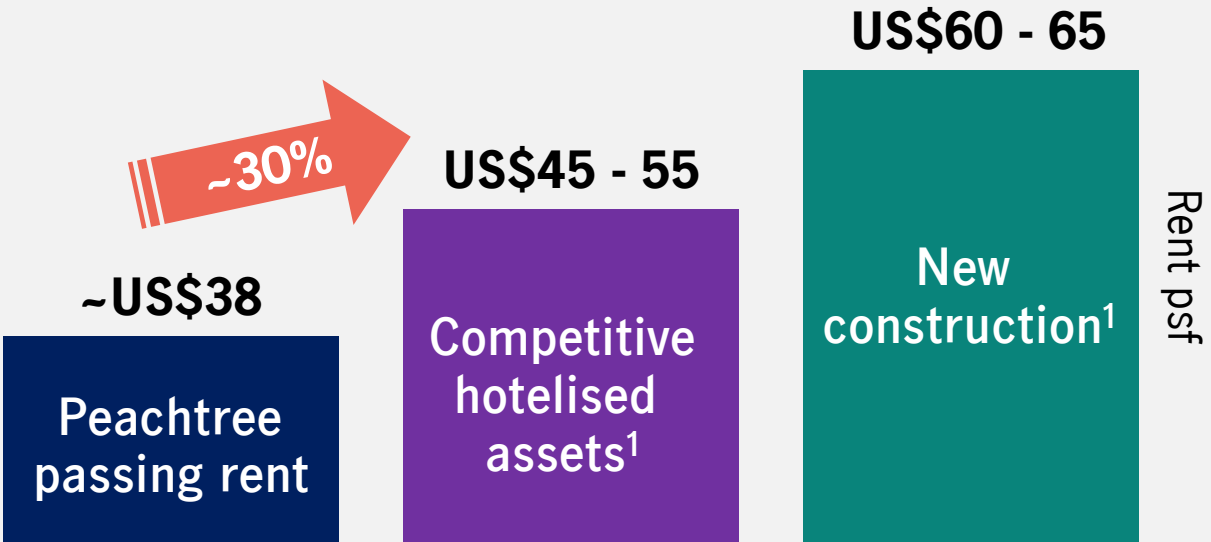
tech, science, and
management jobs
centred in Midtown¹

31

Fortune 1000
companies' HQ in
Atlanta²

Rents at hotelised assets are ~30% *above* Peachtree

Potential rental uplift



After



Outdoor terrace

(1) Based on proprietary market research from Atlanta office leasing brokers and market research providers; the data is backed by over a total of 9 properties in Midtown, Atlanta.

Flex is *more* than just co-working...

What is Flex by JLL?

- Provides flexibility and experiential workplaces
- Owners control space, tenants and revenue

What does it offer tenants?

- Agile architecture
 - ❖ Team suites (50 pax)
 - ❖ Private offices (10 pax)
 - ❖ Co-working space (by membership)

How will it benefit MUST?

- Direct relationships with tenants
- Command higher rent
- Receives majority of net profit



Flex is the way to go

Partner JLL to provide tenants with flexible workspace at Plaza

Details of flex space at 500 Plaza Drive

Net lettable area (NLA) Phase 1: 15,407 sq ft (3.3% of property NLA)
Phase 2 & 3 options: 20,451 sq ft

Potential rent premium 30% to market

Estimated cost US\$6.8 m

Completion Phase 1: 2Q 2023
Phase 2: 2H 2023
Phase 3: 4Q 2023 / 1H 2024



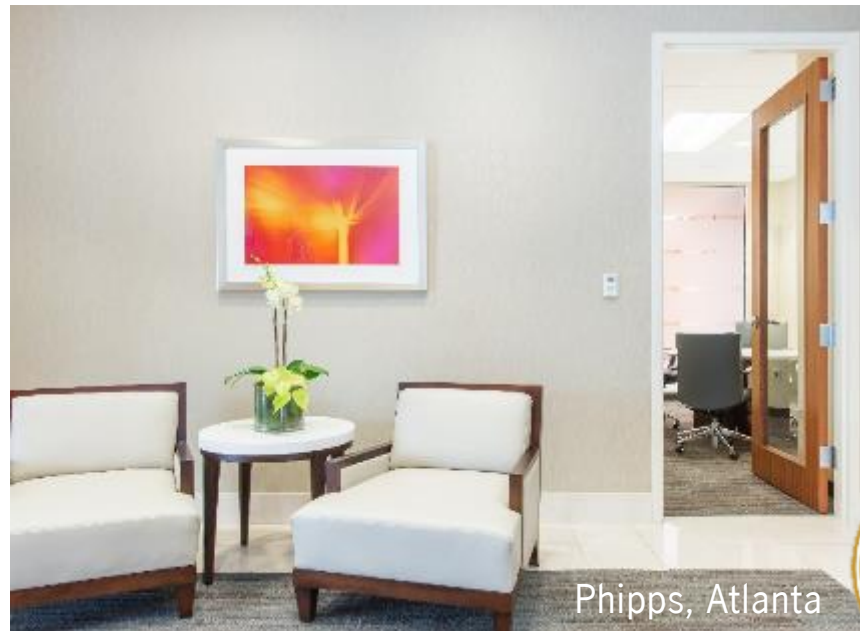
Artist impression of library



Artist impression of entrance

05

Outlook



Phipps, Atlanta



Headwinds continue to impact real estate sector



U.S. economic outlook

- GDP rebounded to 2.6%¹ after two quarters of contraction
- Unemployment rate at record lows (Sep 2022: 3.5%²)
- Inflation rate remains high (Sep 2022: 8.2%³)



Challenges

- Further rate hikes expected in 4Q 2022
- Lenders remain conservative amidst market volatility
- Post-COVID-19 work patterns continue to impact space demand and leasing activity



(1) U.S. Department of Commerce, Bureau of Economic Analysis as at 28 Oct 2022, annualised rate.

(2) U.S. Department of Labor, Bureau of Labor Statistics as at 28 Oct 2022; non-farm jobs.

(3) U.S. Department of Labor, Bureau of Labor Statistics as at 28 Oct 2022; over last 12 months

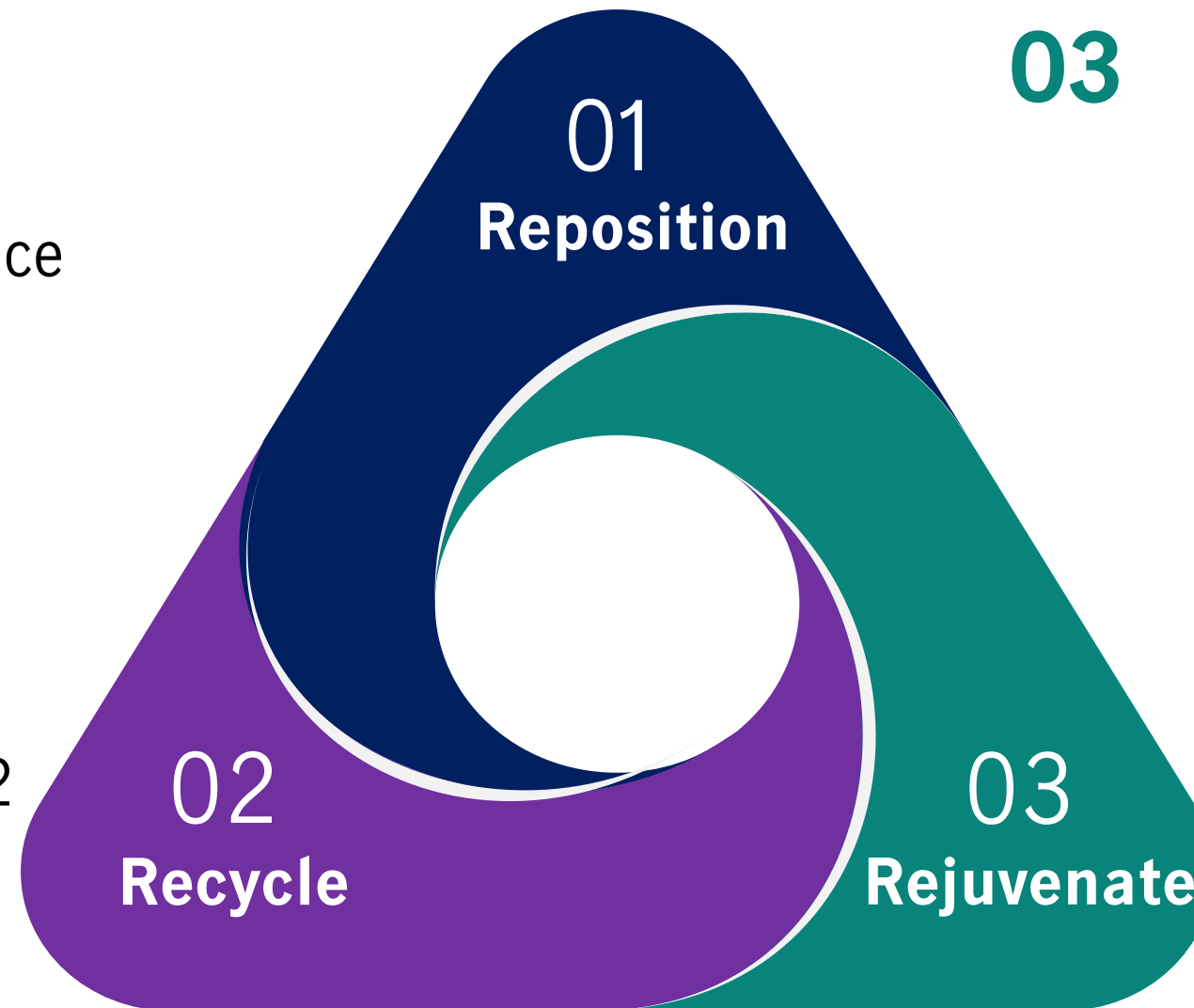
Reposition, Recycle and Rejuvenate

01 Reposition

- Hotelised buildings and provide flex office solutions

02 Recycle

- Top priority - manage gearing
- Started disposition process in 2Q 2022 – ongoing
- Portfolio diversification



03 Rejuvenate

*6 years post IPO,
what's next for MUST?*

- Formation of Strategic Working Group by Board and management team to explore opportunities
 - ❖ Business direction/pivot
 - ❖ Strategic partnerships, joint ventures and merger & acquisitions
- Stay tuned...

Our ESG pillars



Building Resilience

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



People First

Ensuring the needs of our stakeholders are well-served is key to sustaining our business. This includes creating a safe and healthy environment, and safeguarding the well-being and interests of our employees, tenants and communities.



Driving Sustainable Growth

Conducting our business activities responsibly to deliver long-term value for our stakeholders. This includes the sustainable allocation of capital, robust governance framework and proactive risk management practices.

Thank You!

For enquiries, please contact:

Ms Caroline Fong

Deputy CEO, Chief Investor Relations and Sustainability Officer

✉ carol_fong@manulifeusreit.sg

☎ (65) 6801 1066

Manulife US Real Estate Management Pte. Ltd.

(Company registration no. 201503253R)

8 Cross Street, #16-03 Manulife Tower, Singapore 048424

<https://www.manulifeusreit.sg>

06

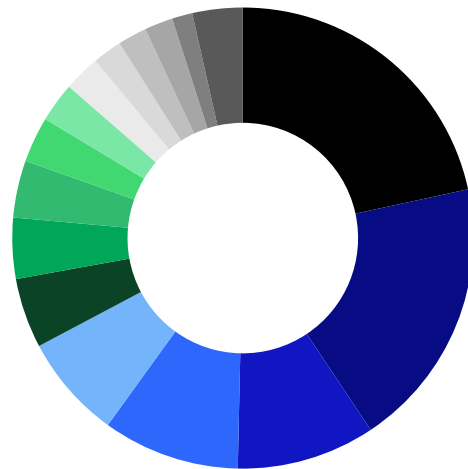
Appendix



Diversified and high-quality tenant base

Trade sector by gross rental income (GRI) (%)

■ Finance and Insurance	21.3
■ Legal	17.5
■ Information	9.9
■ Retail Trade	9.9
■ Real Estate	7.5
■ Public Administration	5.2
■ Consulting	4.5
■ Health Care	4.1
■ Grant Giving	3.3
■ Administrative and Support Services	2.7
■ Accounting	2.6
■ Transportation and Warehousing	2.3
■ Advertising	2.1
■ Arts, Entertainment, and Recreation	2.0
■ Architectural and Engineering	1.5
■ Other	3.6



Note: Amounts may not sum to 100% due to rounding.
Data as 30 Sep 2022; Amazon has been reclassified from Retail Trade to Information.

Top 10 tenants by GRI – Mainly HQ/listed/government

Tenant	Sector	Property, Location	Lease Expiry	NLA (sq ft)	% of GRI
William Carter	Retail Trade	Phipps, Atlanta	Apr 2030	277,920	5.7
TCW Group	Finance and Insurance	Figueroa, Los Angeles	Dec 2023	188,835	3.9
United Nations	Grant Giving	Penn, Washington, D.C.	Dec 2028	94,988	3.3
The Children's Place	Retail Trade	Plaza, New Jersey	May 2029	197,949	3.2
Kilpatrick Townsend	Legal	Peachtree, Atlanta	Jul 2025	163,076	3.2
Hyundai Capital	Finance and Insurance	Michelson, Irvine	Apr 2030	97,587	3.0
US Treasury	Public Administration	Penn, Washington, D.C.	Aug 2025	120,324	3.0
Amazon	Information	Exchange, New Jersey	Apr 2025	129,259	2.9
ACE	Finance and Insurance	Exchange, New Jersey	Dec 2029	117,280	2.7
Quest Diagnostics	Health Care	Plaza, New Jersey	Oct 2029	131,612	2.4
Total				1,518,830	33.3

U.S. economy *rebounded* in 3Q

2.6%¹

3Q 2022
GDP growth

1.1m²

3Q 2022
jobs gained

3.5%²

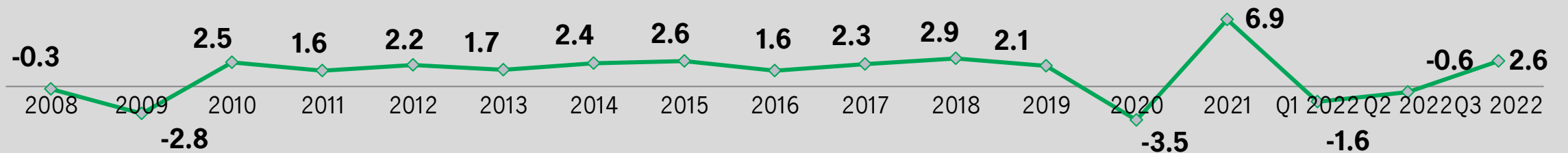
Unemployment

263k²

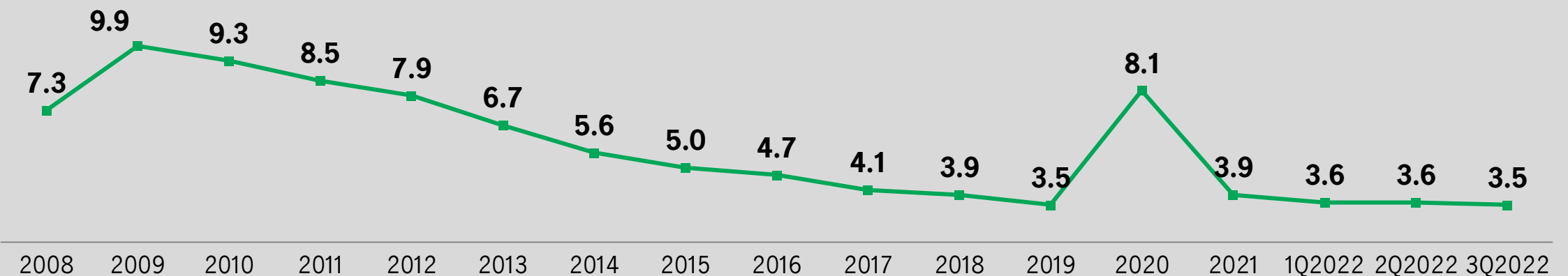
Jobs
added in Sep 2022

- GDP rose 2.6% after two straight quarters of decline
- Jobs gained led by leisure & hospitality, healthcare sectors and professional & business services

U.S. GDP growth (%)¹



U.S. unemployment (%)²



U.S. office real estate activities remain *stable*

19.5%¹

3Q 2022 vacancy

+0.2%¹

QoQ direct
average market
base rent growth

-1.3m³

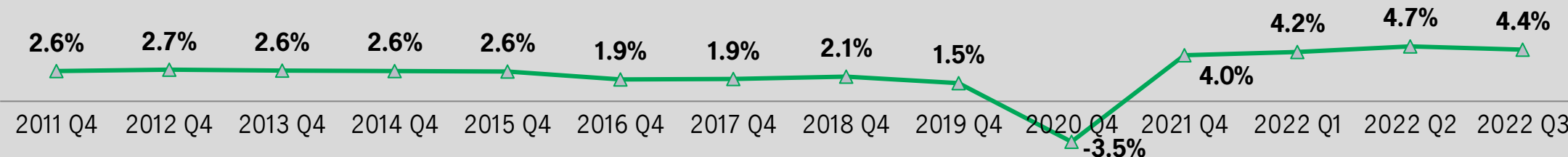
3Q 2022 net
absorption (sq ft)

10.1m³

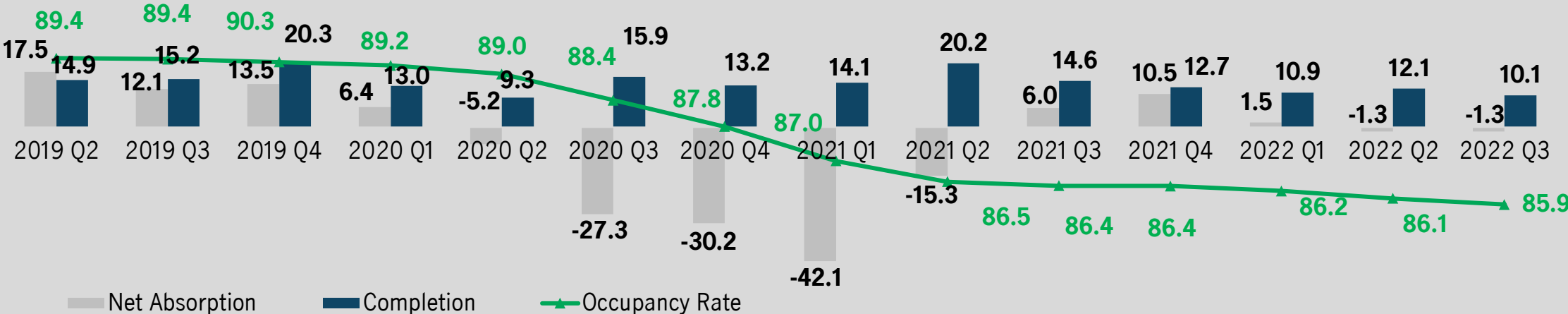
3Q 2022 new
supply delivered
(sq ft)

- Direct average market asking rents remain stable and showed modest gains of 0.2% QoQ¹
- Class A net effective rents have improved, but still down 6% relative to pre-COVID-19 levels¹

U.S. office employment YoY (%)²



U.S. class A & B office net absorption (m sq ft) and occupancy (%)³



(1) JLL U.S. Office Outlook 3Q 2022; includes all offices; vacancy rate, however, only for Class A.
(2) Office employment includes the professional and business services, financial and information service sectors; as per CoStar Market Analysis & Forecast Reports Amounts reflect YoY % change.
(3) CoStar Market Analysis & Forecast Reports for Class A & B Office.

MUST's tax update and *advantage*

For illustrative purposes only

	US REIT	SREIT ¹	MUST
DPU Yield	9.8% ²	13.4%	13.4%³
U.S. Withholding Taxes	(1.0%)	-	-
Net Yield – Singapore Retail Investor	8.8%	13.4%	13.4%
Net Yield – Singapore Institutions	8.8%	11.1% ⁴	13.4%
Net Yield – Foreign Institutions	8.8%	12.0% ⁵	13.4%

Announced on 18 Oct 2022

No withholding tax in relation to Section 1446(f)

- A 10% withholding tax is imposed if a non-U.S. person transfers interests in a publicly traded partnership (PTP) that engages in a U.S. trade or business effective 1 Jan 2023
- MUST is a PTP that is not engaged in a U.S. trade or business. Hence the Section 1446(f) **withholding tax requirement is not applicable** for MUST's unitholders⁶

- No U.S. corporate taxes (21%)
- No U.S. withholding taxes (30%)
- No Singapore corporate taxes on domestic institutions (17%) or Singapore withholding taxes (10%)
- Subject to limited tax

Source: Bloomberg

(1) Singapore REIT with Singapore assets only. For illustrative purposes, the DPU yield for SREIT is assumed to be the same as Manulife US REIT.

(2) Weighted average of analyst consensus for FY 2022 distribution yield of 19 Office REITs listed in U.S. as at 28 Oct 2022.

(3) Based on 1H FY 2022 DPU of 2.61 US Cents and closing price of US\$0.390 as at 28 Oct 2022.

(4) Singapore institutions incur 17% corporate tax on the Singapore sourced income portion of the distribution.

(5) Foreign institutions incur 10% corporate tax on the Singapore sourced income portion of the distribution.

(6) For more details, refer to the [announcement dated 18 October 2022](#).

Additional disclaimer

CoStarPS does not purport that the CoStarPS Materials herein are comprehensive, and, while they are believed to be accurate, the CoStarPS Materials are not guaranteed to be free from error, omission or misstatement. CoStarPS has no obligation to update any of the CoStarPS Materials included in this document. Any user of any such CoStarPS Materials accepts them “AS IS” WITHOUT ANY WARRANTIES WHATSOEVER, EITHER EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO THE IMPLIED WARRANTIES OF MERCHANTABILITY, NON-INFRINGEMENT, TITLE AND FITNESS FOR ANY PARTICULAR PURPOSE. UNDER NO CIRCUMSTANCES SHALL CoStarPS OR ANY OF ITS AFFILIATES, OR ANY OF THEIR DIRECTORS, OFFICERS, EMPLOYEES OR AGENTS, BE LIABLE FOR ANY INDIRECT, INCIDENTAL OR CONSEQUENTIAL DAMAGES WHATSOEVER ARISING OUT OF THE CoStarPS MATERIALS, EVEN IF CoStarPS OR ANY OF ITS AFFILIATES HAS BEEN ADVISED AS TO THE POSSIBILITY OF SUCH DAMAGES.

The CoStarPS Materials do not purport to contain all the information that may be required to evaluate the business and prospects of Manulife US REIT or any purchase or sale of Manulife US REIT units. Any potential investor should conduct his, her or its own independent investigation and analysis of the merits and risks of an investment in Manulife US REIT. CoStarPS does not sponsor, endorse, offer or promote an investment in Manulife US REIT. The user of any such CoStarPS Materials accepts full responsibility for his, her or its own investment decisions and for the consequences of those decisions.