

# 1Q 2021 Operational Update

11 May 2021



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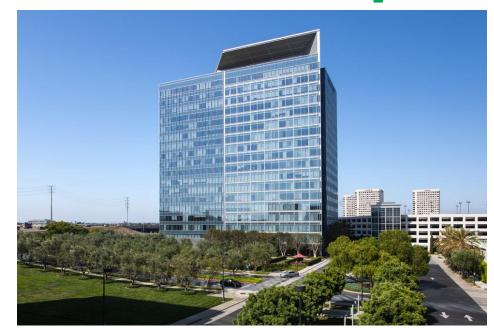
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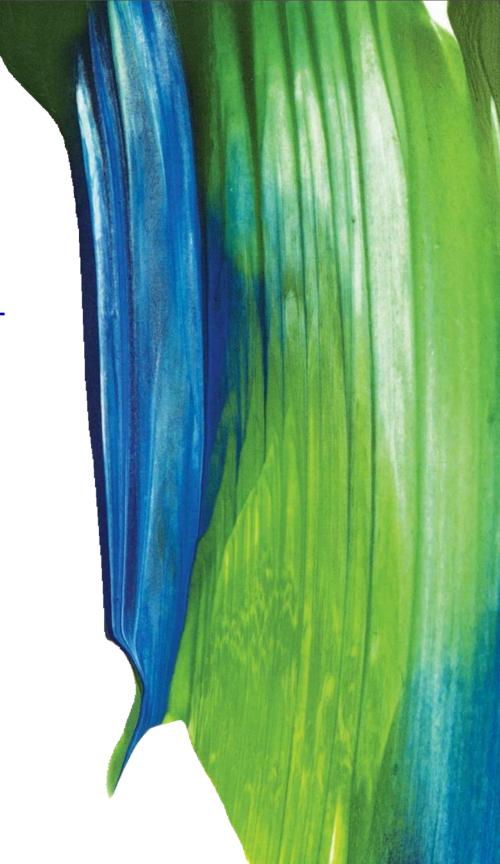


01

# 1Q 2021 Financial and Portfolio Updates







### 1Q 2021 portfolio remains *stable* with high occupancy



92.0%

Above U.S. Class A average ~ **82%**<sup>1</sup>



5.8%

By portfolio NLA ~270,000 sq ft executed



5.3 years



41.3%<sup>2</sup>

Well below MAS **50.0%** limit



3.18%



3.9 times<sup>3</sup>

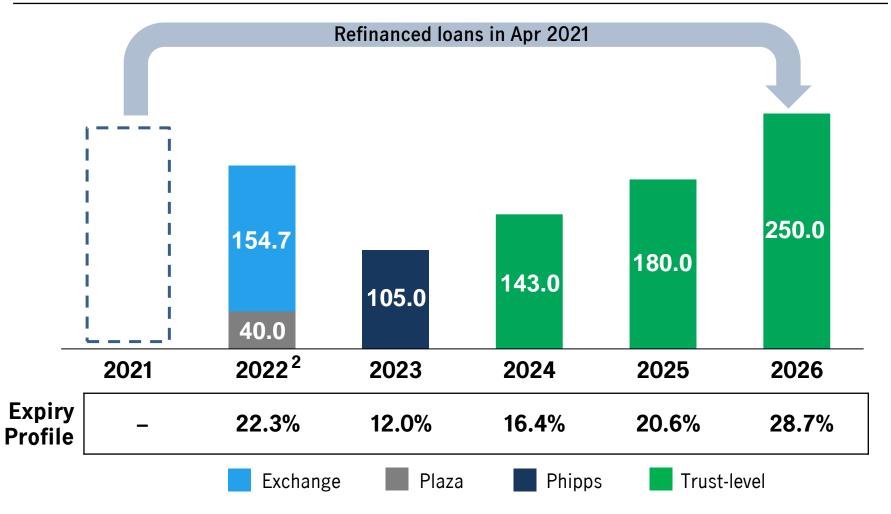


- (1) Source: JLL U.S. Office Report 1Q 2021
- (2) Based on gross borrowings as percentage of total assets
- (3) Based on net income before finance expenses, taxes and net fair value change in investment properties and derivatives over finance expenses

### Secured maiden sustainability-linked loan

Refinanced loans - lowering weighted average interest rate to 3.0%<sup>1</sup> and increasing weighted average debt maturity to 3.4 years<sup>1</sup>

#### Debt maturity profile as at 31 Mar 2021 (US\$ m)



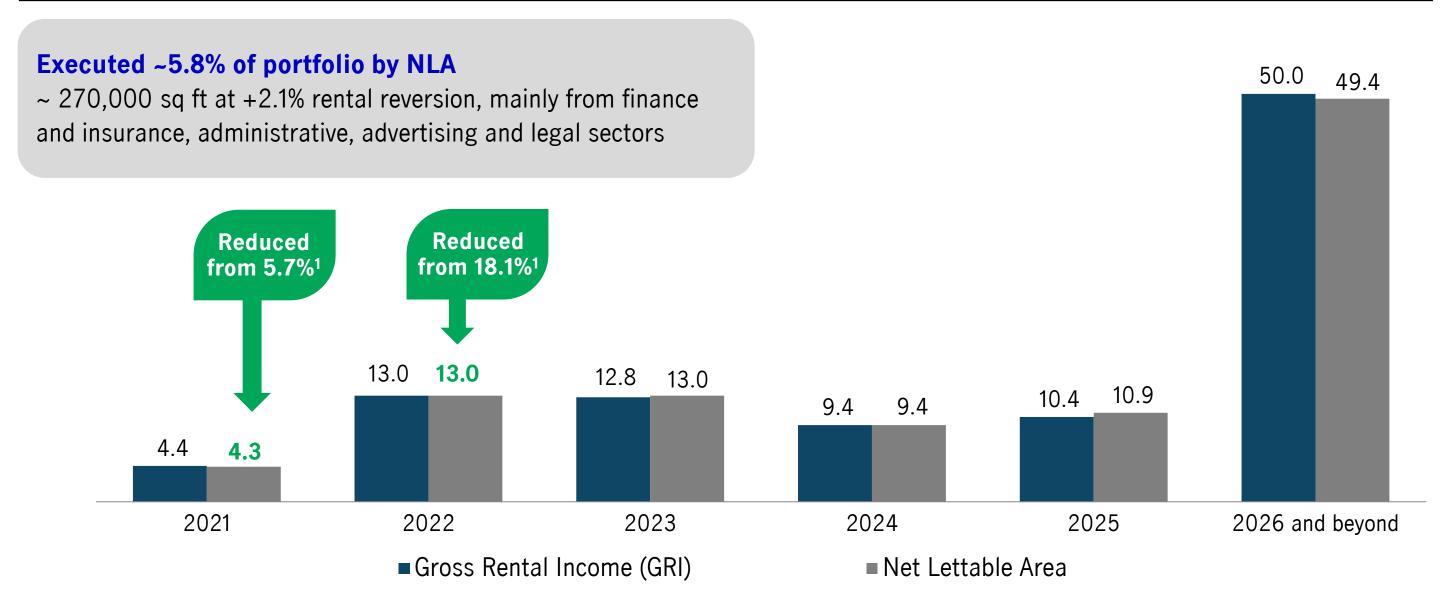


<sup>(1)</sup> Post-refinancing completed in Apr 2021

<sup>(2)</sup> Loans are due in 2H 2022

### Strong leasing momentum; reduced 2021 and 2022 expiries

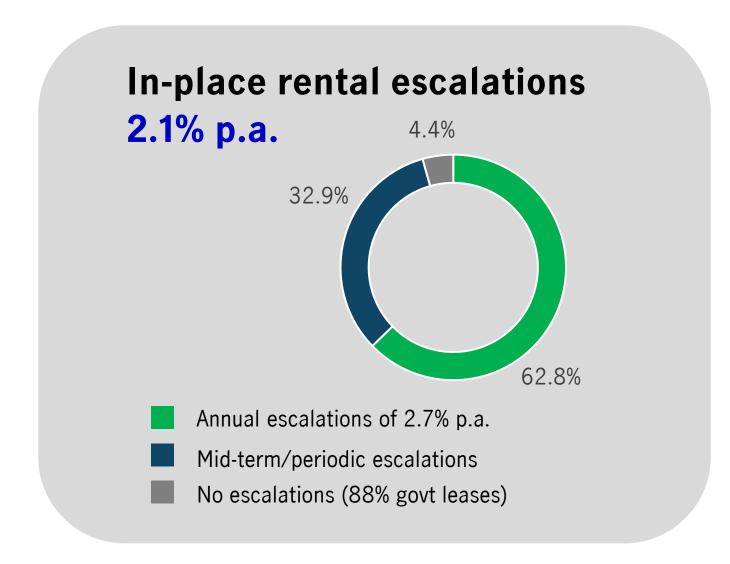
#### Lease expiry profile as at 31 Mar 2021 (%)

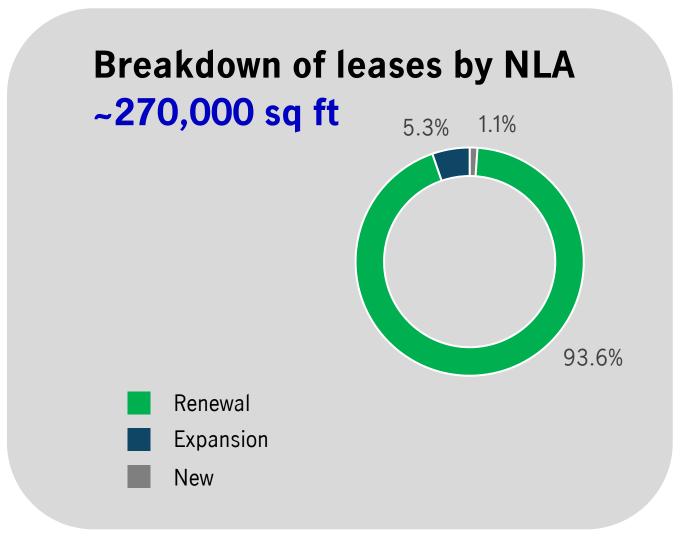




(1) Data as at 31 Dec 2020

# Strong leasing from *renewals*; minimal new leases, prospective tenants active but cautious







# Well-diversified tenant base; top 10 tenants going strong with 100% rental collection, majority HQ/listed/govt

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

■Legal ————	21.0
■ Finance and insurance ————	18.6
■ Retail trade —————	13.7
Real estate	7.4
■ Information ————	7.2
■ Public administration ————	5.4
■Consulting —	4.5
■ Grant giving ————	3.3
<pre>Accounting</pre>	2.9
■ Health care —————	2.6
$\blacksquare$ Arts, entertainment, and recreation $-$	2.4
Advertising —	2.3
Architectural and engineering ———	1.8
■ Transportation and warehousing —	1.8
■Administrative and support services –	1.6
■ Others —	3.5



#### Top 10 tenants by gross rental income (GRI)

Tenant	Sector	Lease Expiry	NLA (sq ft)	% of GRI
The William Carter	Retail trade	Apr 2030	304,013	6.5
TCW Group	Finance and ins	Dec 2023	188,835	4.2
Kilpatrick Townsend	Legal	Jul 2025	184,653	3.8
The Children's Place	Retail trade	May 2029	197,949	3.4
United Nations	Grant giving	Dec 2028	94,988	3.3
US Treasury	Public admin	Jan 2022	120,324	3.3
Quinn Emanuel Trial	Legal	Aug 2023	135,003	3.1
Hyundai Capital America	Finance and ins	Apr 2030	97,587	3.1
Amazon Corp.	Retail trade	Apr 2025	129,259	3.1
ACE American Ins. Co.	Finance and ins	Dec 2029	101,858	2.5
Total			1,554,469	36.3



Data as at 31 Mar 2021

### Limited supply in MUST's markets

#### MUST's markets projected 12 months rent growth (2.5%) in line with U.S. average (2.5%)

Class A Market	RBA (m sq ft)	Vacancy (%)	Gross Asking Rent (US\$)	Net Absorption ('000 sq ft)	Net Delivery ('000 sq ft)	Last 12 Months Rent Growth <sup>1</sup> (%)	Projected 12 Months Rent Growth <sup>1</sup> (%)	New Properties Under Construction ('000 sq ft)	Delivery Year
Downtown Los Angeles	44.8	17.5	42.59	(12.8)	0.0	(1.5)	(4.4)	0.0	NA
Irvine, Orange County	15.1	19.2	35.87	(94.7)	0.0	(3.3)	(4.1)	0.0	NA
Buckhead Atlanta	16.6	21.7	39.39	(9.9)	0.0	(0.8)	(1.7)	340.0	20222
Midtown Atlanta	19.5	15.4	43.89	(122.5)	0.0	(0.9)	(1.7)	679.2 <sup>3</sup>	2021
Meadowlands <sup>4</sup>	3.5	18.9	36.51	(33.0)	0.0	(2.4)	(5.8)	0.0	NA
Hudson Waterfront <sup>4</sup>	18.3	14.1	43.32	(85.0)	0.0	(2.2)	(5.6)	0.0	NA
Washington, D.C.	30.5	18.8	57.39	74.2	0.0	(1.4)	(2.2)	469.05	2022
Fairfax Center	4.7	23.1	32.41	(7.8)	0.0	(2.1)	(2.6)	0.0	NA
Downtown Sacramento	10.2	6.3	39.95	(18.4)	0.0	(1.7)	(1.9)	0.0	NA

Source: All Submarket and Market Data as at 5 Apr 2021 from CoStar Market Analysis & Forecast Reports

- (1) All building classes
- (2) As per Simon Property Group One Phipps Plaza leasing sheet
- (3) 100% pre-leased
- (4) Secaucus is within the Meadowlands submarket; Jersey City is within the Hudson Waterfront submarket
- (5) Comprises Trophy asset which is not comparable to Penn





02

## **Looking Forward**







### Post COVID-19 themes to provide *uplift* for MUST

#### MUST's investment criteria

O1 Key Locations and Strong Fundamentals

**O2** Trophy and Class A Assets

O3 Long WALE and High Occupancy

O4 Live, Work, Play Environment

#### **Post COVID-19 themes**

O1 Acceleration of Population and Company Migration

**02** Growing Tech Sector

O3 Strong Demand for Health Care

**O4** Fast Developing Knowledge Economy



**MUST** 



# Target *magnet cities* with large population shifts propelling rent and job growth

### **Key market attributes of magnet cities** including Sun Belt<sup>1</sup>



#### **Growing tech tenant presence**

Facebook, Tesla, Oracle, Hewlett Packard growing in Texas



#### Robust population growth

1.6% growth p.a. in Sun Belt vs. 0.7% in dense West Coast markets



#### **Business friendly/corporate in-migration**

Average office rents > 40% cheaper



#### Lower cost of living

Personal income tax and home values > 50% lower





#### 5 year rent forecast<sup>2</sup>



#### **Expected annual job growth<sup>3</sup>**



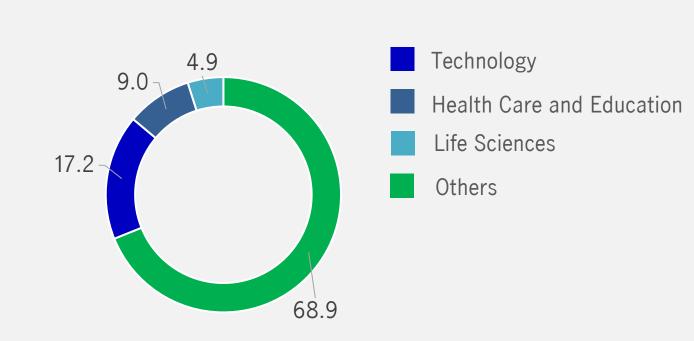


- (1) Green Street Office Insights Following U-Hauls to the Sun Belt as at 15 Apr 2021; Sun Belt markets compared to West Coast Gateways
- (2) CoStar Office Market Reports as at 15 Apr 2021 Gateway markets include NY, Chicago, Boston, LA, SF and DC; Sun Belt markets include Austin, Charlotte, Nashville, Raleigh and Orlando
- (3) Green Street Office Market Snapshots as at 24 Mar 2021 Gateway markets include NY, Chicago, Boston, LA, SF and DC; Sun Belt markets include Austin, Charlotte, Nashville, Raleigh and Orlando

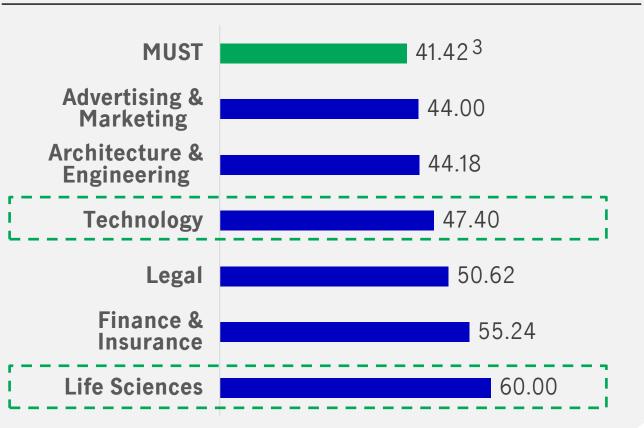
### Capture in-demand tech, life sciences and health care tenants

Tech tenants accounted for more leasing demand than other industries in the U.S. since 2013<sup>1</sup> and are among the highest rent paying industries nationally<sup>2</sup>

### Tech/Health Care/Life Sciences made up 31.1% of leasing demand in 2020 (%)<sup>1</sup>



### Tech/Life Sciences amongst top paying tenant industries (US\$)<sup>2</sup>

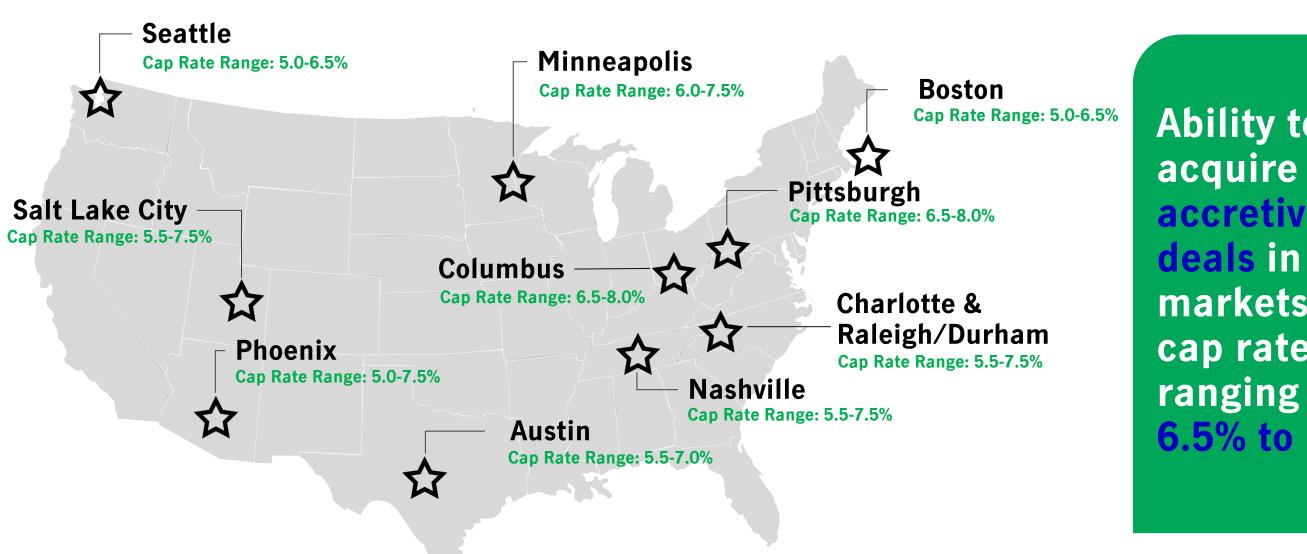




- (1) CBRE: Tech Retains Office Space Leasing Crown Tech Insights as at 29 Mar 2021
- (2) JLL Research only leases > 20k sq ft as at 20 Apr 2021
- (3) Data as at 31 Mar 2021

### Subset of target markets with desired growth traits

Growth around tech, health care, demographics, cost-of-living/doing business



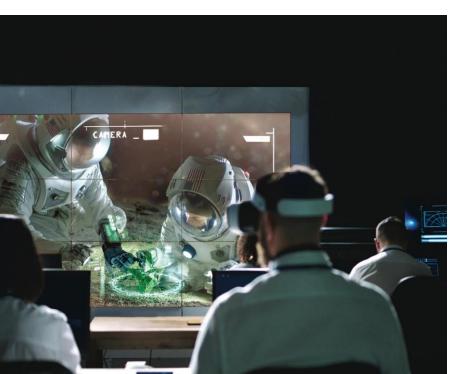
**Ability to** accretive deals in markets with cap rates ranging from 6.5% to 7.5%

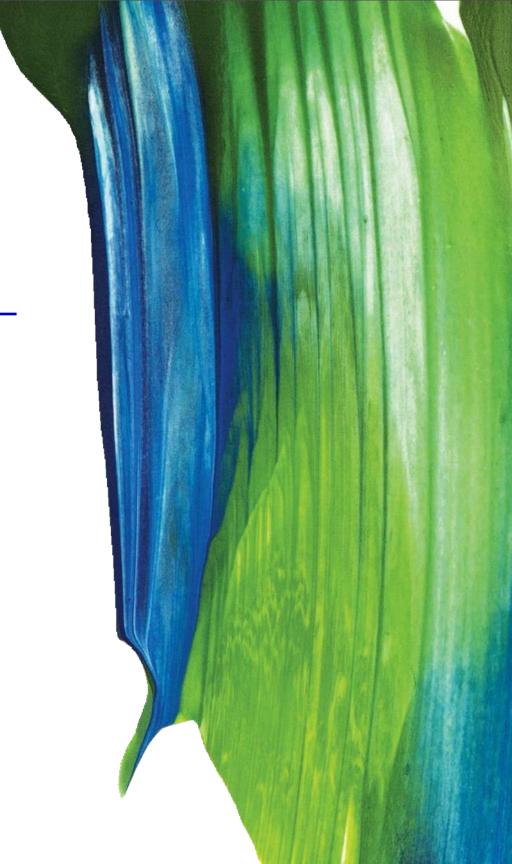


03

## **ESG**







### 2020 sustainability *milestones*

**MSCI ESG Ratings GRESB** 

**Public** 

Disclosure

Upgraded from

**BBB** 

1st out of 10 Asia offices

**4**th Governance **Index for** out of 45 SREITs **Trusts** and Business Trusts

**Diversity** 

**Board** 

5 Star **GRESB Real Estate** 4th out of 15 listed Assessment U.S. office REITs

Singapore Governance and **Transparency** Index

9th out of 45 SREITs and Business Trusts

50%

of Independent

Directors are female

### 8 out of our 9 properties are green building certified



LEED™ Platinum Capitol



LEED<sup>TM</sup> Gold Michelson, Exchange, Penn, **Phipps** 



**ENERGY STAR®** 

Figueroa, Michelson, Peachtree, Plaza, Exchange, Penn, Phipps, Capitol



### Our ESG targets

Manulife

**US REIT** 

	Ta	argets achieved in 2020		Key targets for 2021 and beyond		
E	Energy Intensity	<b>₩</b> Water Intensity	GHG Intensity	<ul> <li>MUST's properties are included in the Sponsor's GHG reduction target of 80% by 2050</li> </ul>		
	-23.2% YoY	-36.6% YoY	-30.7% YoY	<ul> <li>Achieve green certification for 100% of portfolio by 2030</li> </ul>		
S	CSR Contribution (hours)	CSR Contribution (S\$)	Average Training Per Employee	<ul> <li>Engage investment community (analysts, media, institutional and retail investors) at least two times a year</li> <li>Maintain 4 or 5 Star rating for overall</li> </ul>		
	+3.0% YoY	+1.9% YoY	(hours) +0.9% YoY	<ul> <li>satisfaction in tenant satisfaction survey</li> <li>Maintain at least 30 hours average training per employee</li> </ul>		
G Incidents of Non-Compliance and Corruption				Maintain zero incidents of non-compliance and corruption		
	Zero	Manulife recently	launched its new	<ul> <li>Continue to incorporate links to sustainability performance in incentive pay policies for all employees</li> </ul>		

action climate plan. Click <a href="here">here</a> to view their Journey to Net Zero video

### Patience required for future growth

### **U.S.** economy - tailwinds

- Stellar GDP of +6.4% achieved
- Improving unemployment rate<sup>1</sup>
  - ✓ 6.0% in Mar 2021 versus 14.8% in Apr 2020
- Further US\$1.9 t fiscal stimulus plus US\$2.3 t infrastructure renewal programme proposed<sup>2</sup>
- Fast-paced vaccination roll-out:
  - ✓ ~250 m doses of vaccine administered nationally<sup>3</sup>
     (U.S. population: 333 m)
  - ✓ Everyone aged 16+ eligible for vaccine
  - √ ~83% of population aged 65+ has received at least one dose<sup>4</sup>



#### 2021 - headwinds

- Tenants continue to pay rent; abatement persists
  - ✓ Rental collection: 98%<sup>5</sup>; abatement: 0.6%<sup>6</sup>
- Low physical occupancy at 5% 25%<sup>5</sup> = low carpark income
- Existing vacancies remains a challenge
  - ✓ Larger spaces taking longer to fill
  - ✓ Tenants' market = higher TIs and free rent



#### **Transformational growth**

- Acquire yield-accretive properties/portfolio in key locations with strong fundamentals
- Target at least 20% in high growth sectors (currently at ~10%)
- Seek joint ventures/M&A



- (1) Source: U.S. Department of Labor, Bureau of Labor Statistics
- (2) As at 29 Apr 2021
- (3) Source: Official data collated by Our World in Data as at 3 May 2021
- (4) Source: Centers for Disease Control and Prevention as at 3 May 2021
- (5) As at 16 Apr 2021
- (6) Based on GRI



## Thank You!

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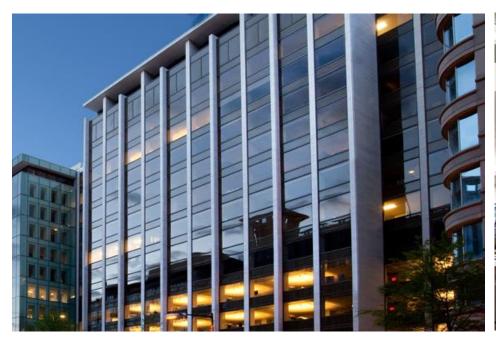
#### Manulife US Real Estate Management Pte. Ltd.

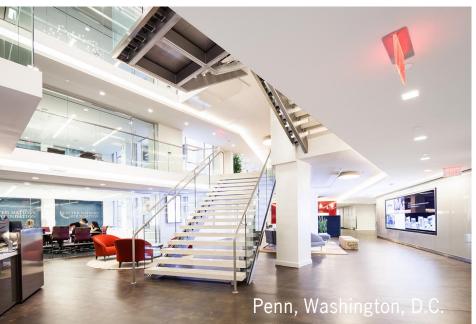
(Company registration no. 201503253R) 8 Cross Street, #16-03 Manulife Tower, Singapore 048424 http://www.manulifeusreit.sg



04

## Appendix: U.S. Outlook







### World's largest economy bouncing back

6.4%1

1Q 2021 GDP growth

1.6m<sup>2</sup>

1Q 2021 jobs gained

6.0%2

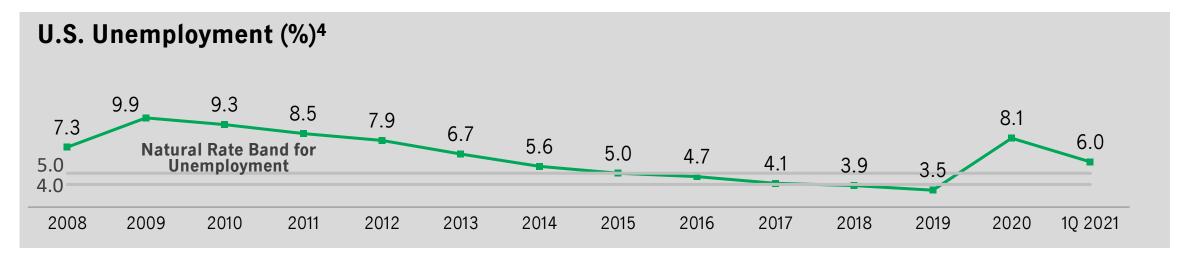
Unemployment

916k<sup>2</sup>

Jobs added in March

- 1Q 2021 GDP of 6.4% shows robust momentum
- March unemployment of 6.0% continues positive trend down from December's 6.7%







- (1) Source: U.S. Department of Commerce, Bureau of Economic Analysis as at 29 Apr 2021, annualised rate
- (2) Source: U.S. Department of Labor, Bureau of Labor Statistics as at Mar 2021; All numbers listed are non-farm jobs
- (3) Source: U.S. Department of Commerce, Bureau of Economic Analysis
- (4) Source: U.S. Department of Labor, Bureau of Labor Statistics as at Mar 2021

### U.S. office real estate activities remain muted

18.0%1

**1Q 2021 vacancy** 

+0.2%1

QoQ direct average market rent growth

-44.7m<sup>3</sup>

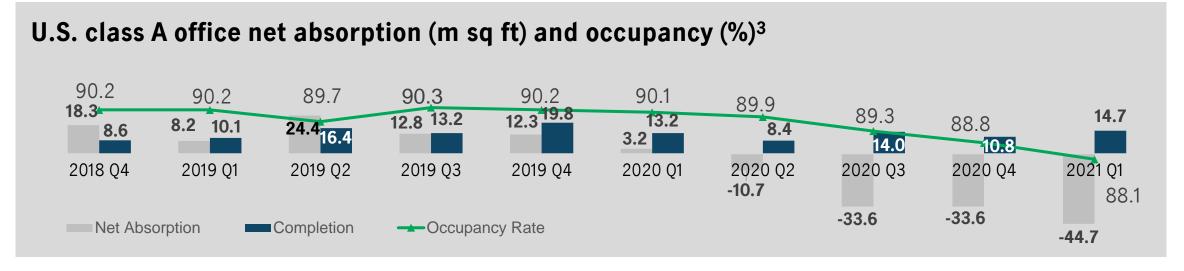
1Q 2021 net absorption (sq ft)

14.7m<sup>3</sup>

1Q 2021 new supply delivered (sq ft)

- Direct average market asking rents remain stable and showed modest gains of 0.2% QoQ1
- Net effective rents paused their decline at US\$43.70 per sq ft and represent a 13% decline relative to pre-COVID-19 levels<sup>1</sup>







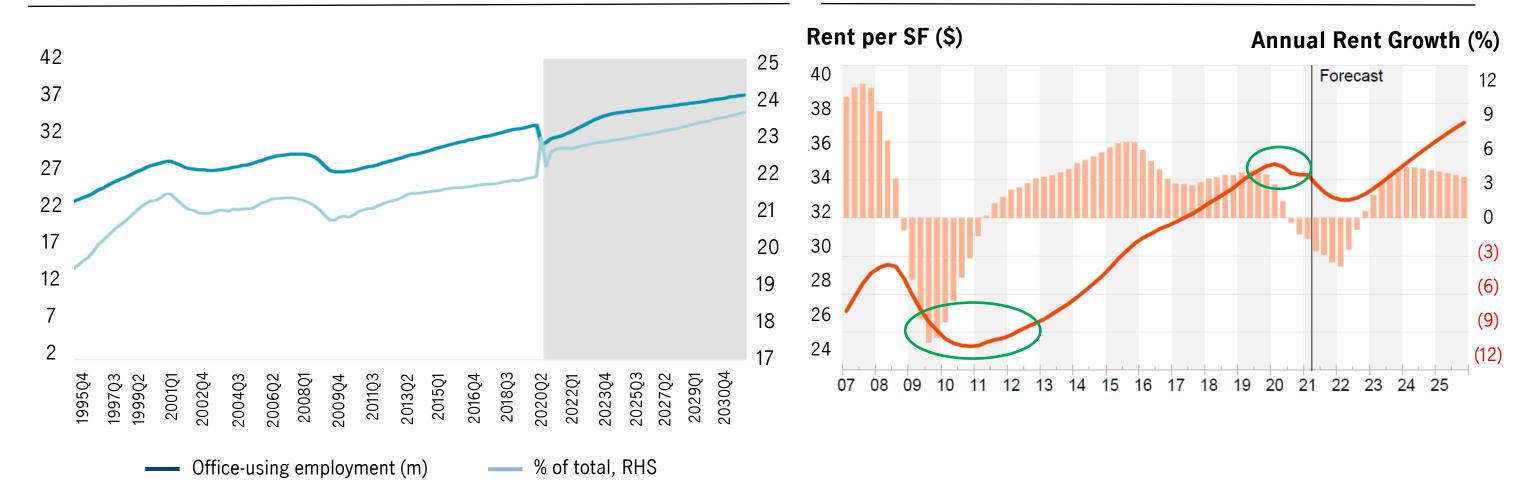
- (1) JLL U.S. Office Outlook 1Q 2021; includes all offices; vacancy rate, however, only for Class A
- (2) Office employment includes the professional and business services, financial and information service sectors; as per CoStar Market Analysis & Forecast Reports. Amounts reflect YoY % change
- (3) CoStar Market Analysis & Forecast Reports

### Future of U.S. office – strong *structural demand* fuels growth

Knowledge economy<sup>1</sup> – Office-using industries take disproportionate share of future U.S. job gains

#### Office-using employment (ex. gov and medical) (%)<sup>2</sup>

#### **Rent growth forecast<sup>3</sup>**





- (1) Note: OECD's definition of Knowledge Economy "The knowledge based economy" is an expression coined to describe trends in advanced economies towards greater dependence on knowledge, information and high skill levels, and the increasing need for ready access to all of these by the business and public sectors.
- (2) Source: Cushman and Wakefield report as at 30 Sep 2020: U.S. Property Markets & the Economy, U.S. Bureau of Labor Statistics; Moody's Analytics Forecasted
- (3) Source: CoStar Office Big Book as at Apr 2021

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