

FIRST PURE-PLAY



Manulife US REIT Kuala Lumpur Non Deal Roadshow

23 August 2016

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DBS Bank Ltd. was the Sole Financial Adviser and Issue Manager for the initial public offering of Manulife US Real Estate Investment Trust ("Offering"). DBS Bank Ltd., China International Capital Corporation (Singapore) Pte. Limited, Credit Suisse (Singapore) Limited and Deutsche Bank AG, Singapore Branch were the Joint Bookrunners and Underwriters for the Offering.



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First Pure-Play US Office REIT in Asia

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





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



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

- High occupancy rates of 96.5%¹ with long WALE of 5.7¹ years
- GDP growth rates and office markets of Los Angeles, Orange County and Atlanta outperform the national average



Tax efficient vehicle with attractive dividend yield

- No withholding tax on distributions¹ vs. 30% withholding tax for direct holdings of U.S. REITs²
- 6.6% in FP2016³ and 7.1% in PY2017⁴
- (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
- Based on the Offering Price of US\$0.83



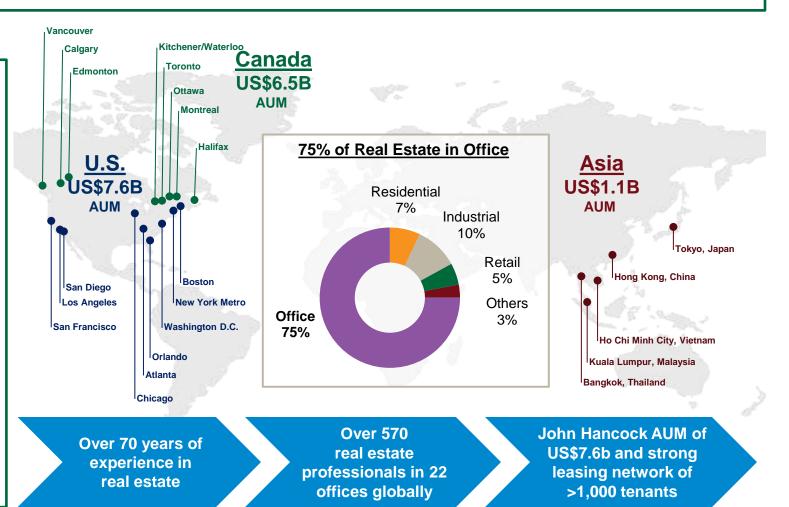


Reputable Sponsor with Strong Real Estate Management Capabilities Globally

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

Sponsor





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



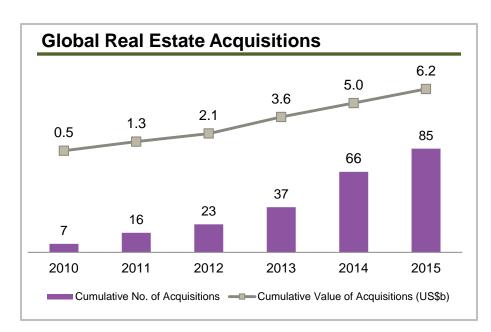
Strong Acquisition Growth Potential through Sponsor's Established Deal-sourcing Capabilities

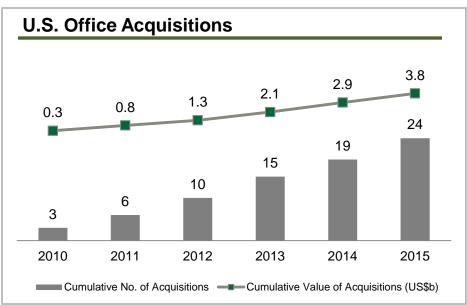
Strong Acquisition Ability with Track Record of 85 Properties since 2010

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





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.



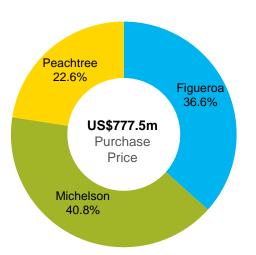


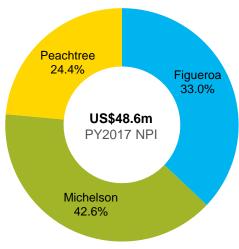
Freehold Class A or Trophy Assets in Key U.S. Cities

Diversified Portfolio



| Portfolio Summary | | | |
|-----------------------------|-----------------|--|--|
| Total NLA ¹ | 1,779,748 sq ft | | |
| WALE (by NLA) ¹ | 5.7 years | | |
| Occupancy ¹ | 96.5% | | |
| Land Tenure | 100% freehold | | |
| No. of Tenants ¹ | 74 | | |





(1) As at 31 Dec 2015



Strategically Located in Key U.S. Cities

IPO Portfolio Markets Progressing Steadily

Property Cycle, Global Key Cities^{1,2}

Property Cycle, U.S³ Key Cities

2014 GDP Growth in Key U.S. Markets (y-o-y %)⁴





| Region | 2014 GDP Growth (%) |
|--------------------------|------------------------|
| Atlanta | 5.1 |
| Boston | 4.2 |
| New York | 1.0 |
| Los Angeles | 4.0 |
| Chicago | 3.2 |
| Orange County | 2.9 |
| Washington, D.C. | 5.1 |
| U.S. National Average | 2.2 |

⁴⁾ Source: Colliers International Market Research Report (18 Feb 2016) / U.S. Department of Commerce: Bureau of Economic Analysis; IMF Forecasts



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

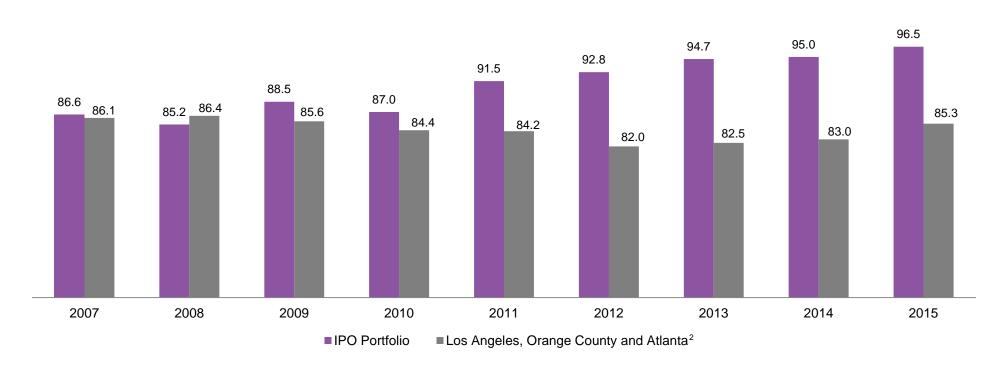
⁽²⁾ Source: JLL as at 1Q 2016. Retrieved from http://www.ap.jll.com/asia-pacific/en-gb/research/property-clock

⁽³⁾ Source: JLL as at 2Q 2016. Retrieved from http://www.us.ill.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 Rates¹ (%)



⁽¹⁾ As at 31 Dec 2015

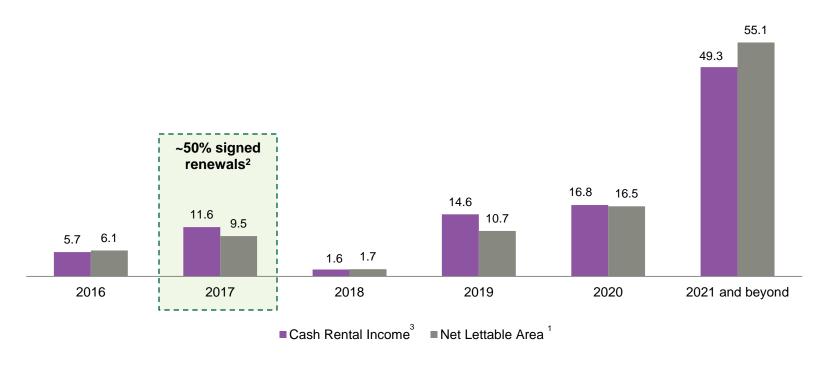
Source: Colliers International Independent Market Research Report (18 Feb 2016)



Favourable Lease Profile with Long WALE of 5.7 yrs

Well Spread Lease Expiry Profile

Lease Expiry Profile¹ (%)



- (1) As at 31 Dec 201
- 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 Rent¹ (US\$) | Recent Leases ² (US\$) | Collier's Submarket Forecast Rental Rate ³ (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 |

Note: Past performance is not indicative of future performance



⁽¹⁾ As of Dec 2015

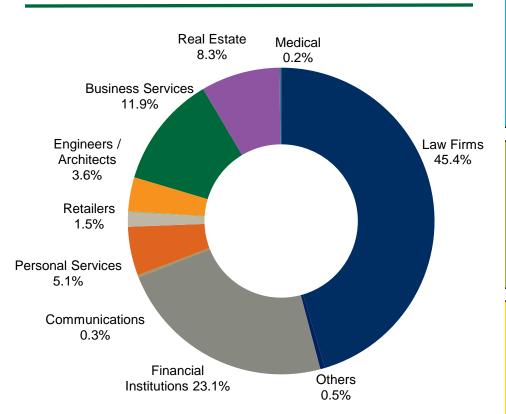
⁽²⁾ Signed new leases in 2016 before IPO (20 May 2016)

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

Quality, Diversified Tenant Base across Multiple Sectors

No Tenant Contributing more than 11.7% of Income¹

Cash Rental Income¹ Breakdown by Trade Sector



| (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 |
| (0) | T 0: : : : : : : : : : : : : : : : : : : |

| | (2) T | op | 8 | tenants | in | each | property | as | at | 31 | Dec 2015 | |
|--|-------|----|---|---------|----|------|----------|----|----|----|----------|--|
|--|-------|----|---|---------|----|------|----------|----|----|----|----------|--|

| | Tenants ² | Sector |
|----------|-----------------------------------|-----------------------------------|
| | TCW | Financial Institution |
| a | Quinn Emanuel Urquhart & Sullivan | Law |
| Figueroa | AEG Worldwide | Business Services - Entertainment |
| B | Colliers Seeley International | Real Estate |
| D | Davis Elen Advertising | Business Services - Advertising |
| ш | LaFollette Johnson | Law |
| | Swinerton Builders | Engineers/Architects |
| | Oakmont Corporation | Financial Institution |

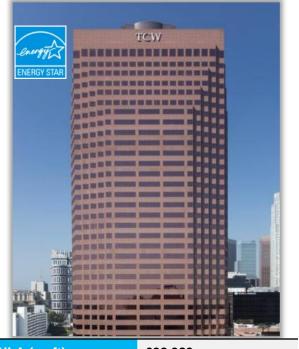
| | Tenants ² | Sector |
|----------|-------------------------|---------------------------------|
| _ | Hyundai Capital America | Financial Institution |
| ō | Gibson Dunn | Law |
| Michelso | LA Fitness | Personal Services - Health Club |
| 9 | Bryan Cave | Law |
| ਹ | Jones Day | Law |
| 5 | Greenberg Traurig | Law |
| | Jacobs | Engineers/Architects |
| | Costar Group | Real Estate |

| | Tenants ² | Sector |
|----------|--------------------------------|--------------------------------|
| Φ | Kilpatrick Townsend & Stockton | Law |
| E | Industrial Developments | Real Estate |
| Ŧ | Grant Thornton | Business Services - Accounting |
| 5 | Triage Consulting | Business Services – Consulting |
| ä | BDO USA | Business Services – Accounting |
| Pea | HDR Engineering | Engineers/Architects |
| | M.J. Brunner | Business Services – Marketing |
| | Oceanaire Restaurant | Retail - Restaurant |



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 Income¹ US\$16.0m

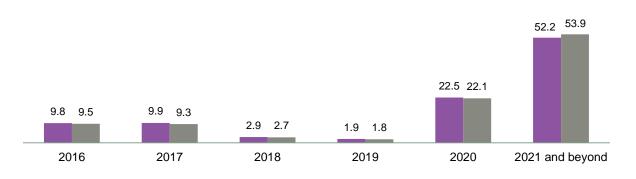
WALE (by NLA)² 5.2 years

No. of Tenants² 33

Historical Occupancy² (%)



Lease Expiry Profile² (%)



■ Net Lettable Area

■ Cash Rental Income

- 1) Projection Year 2017
- (2) As at 31 Dec 2015
- 3) Source: Colliers International Independent Market Research Report (18 Feb 2016)



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

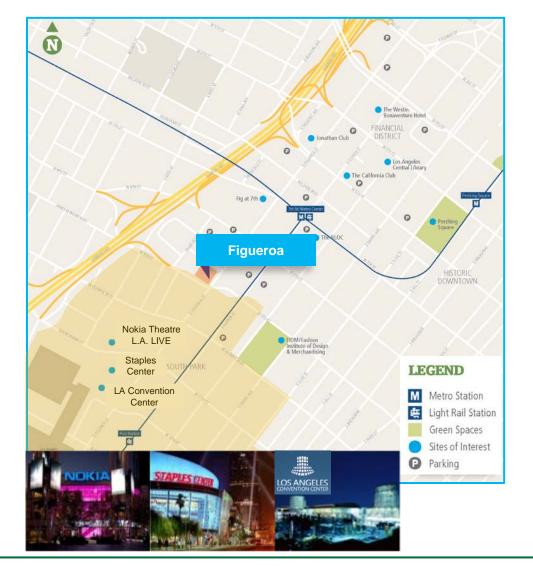
Close proximity to 7th Street Metro Station

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

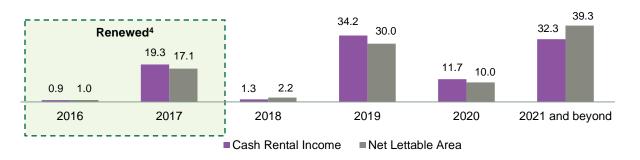


| NLA (sq ft) | 533,581 |
|----------------------------------|------------------------|
| Purchase Price | US\$318m (US\$596 psf) |
| Net Property Income ¹ | US\$20.7m |
| WALE (by NLA) ² | 4.6 years |
| No. of Tenants ² | 16 |

Historical Occupancy² (%)



Lease Expiry Profile² (%)



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



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)



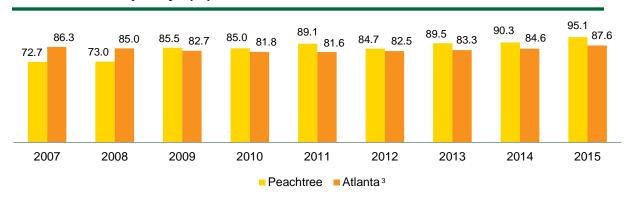
Peachtree: Prominent Building in an International Gateway

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

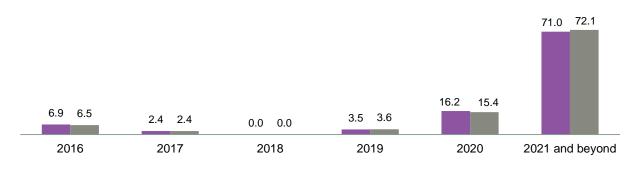




Historical Occupancy² (%)



Lease Expiry Profile² (%)



■Cash Rental Income
■Net Lettable Area

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



Projection Year 2017

⁽²⁾ As at 31 Dec 2015

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)

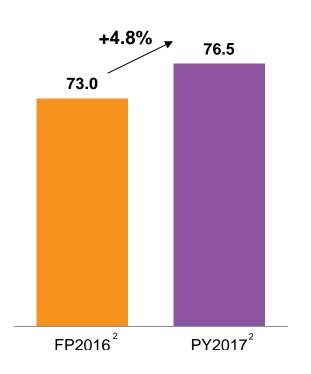




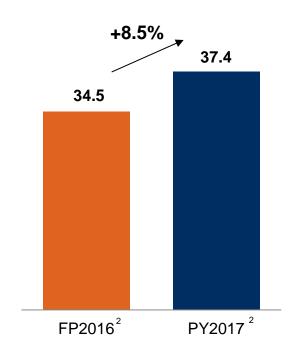
Resilient Distributions

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

Gross Cash Revenue³ (US\$m)



Distributable Income (US\$m)



⁽³⁾ Adjusted for straight-line adjustments and amortisation of tenant improvement allowance and leasing commissions

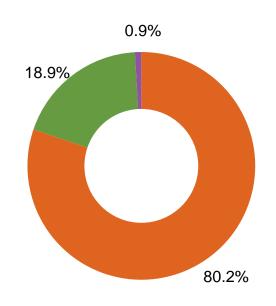


⁽¹⁾ As at 31 Dec 2015

Annualised

Visible Distribution Growth

99.1% ¹ of Leases by NLA have Rental Escalations



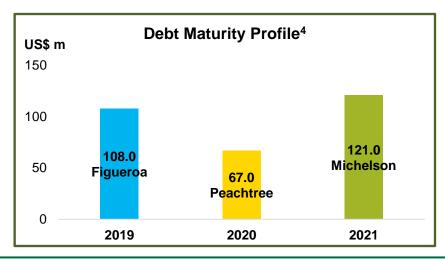
- Annual rental escalations ranging from 2.5% to 3.5%
- Mid-term or periodic rental increases
- Without rental increases

(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

100% Fixed Interest Rate Locked-in at Current Rates

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





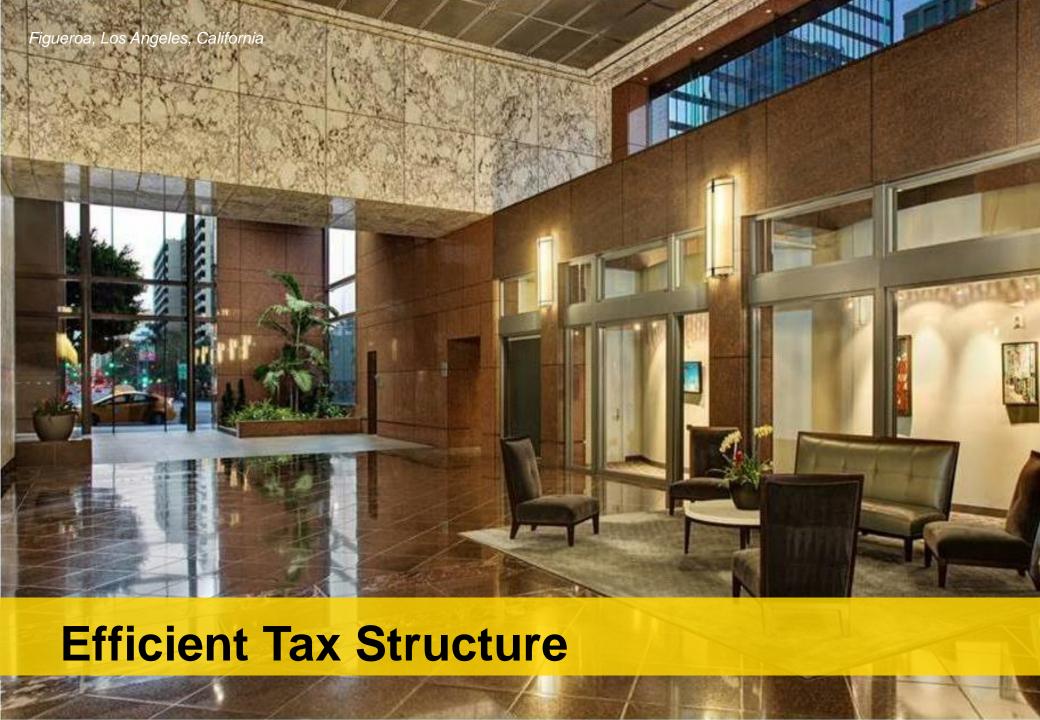
Financial Performance & Position

| For the year ended 31 Dec (US\$'000) | Forecast Period 2016 (1 May 2016 – 31 Dec 2016) | 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 ¹ |
| 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

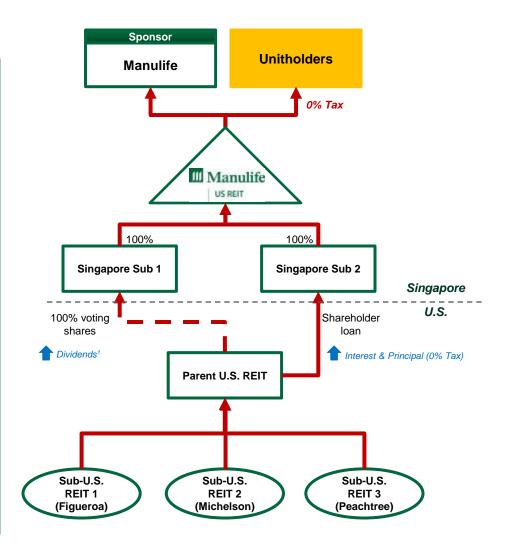




Tax Efficient Structure of Manulife US REIT

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





Moving Forward

Strategy - Moving Forward

1

Resilient Portfolio with Visible Growth

- Minimal lease expiries for 2016, 2017 and 2018; long WALE of 5.71 years
- High occupancy of 96.5%¹ above market average of 85.3%²
- •99.1%¹ of portfolio has rental escalations averaging 3.0% p.a.

2

Organic Growth through Acquisitions

- Unemployment remains healthy at 4.9%³
- 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% 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





FIRST PURE-PLAY



Thank You

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

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http://www.manulifeusreit.sg



Portfolio Overview



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

⁽¹⁾ As at 15 Dec 2015

⁽⁴⁾ As at 31 Dec 2015

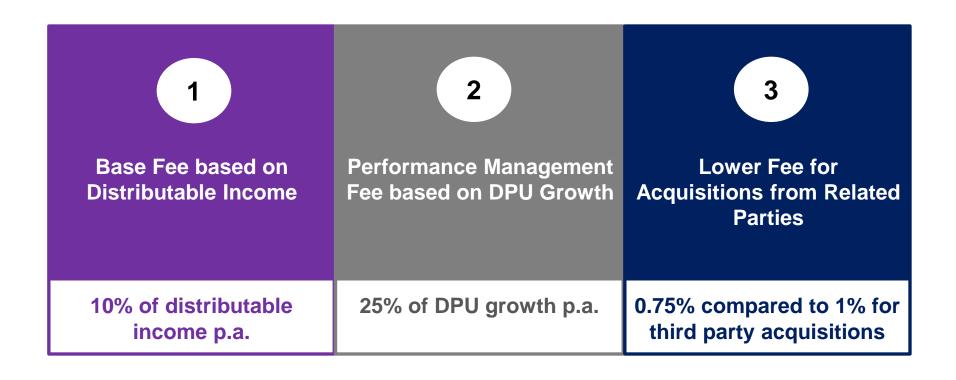


⁽²⁾ Based on Maximum Offer Price of US\$0.83

⁽³⁾ Projection Year 2017

Fee Structure Aligned with Unitholders' Interest

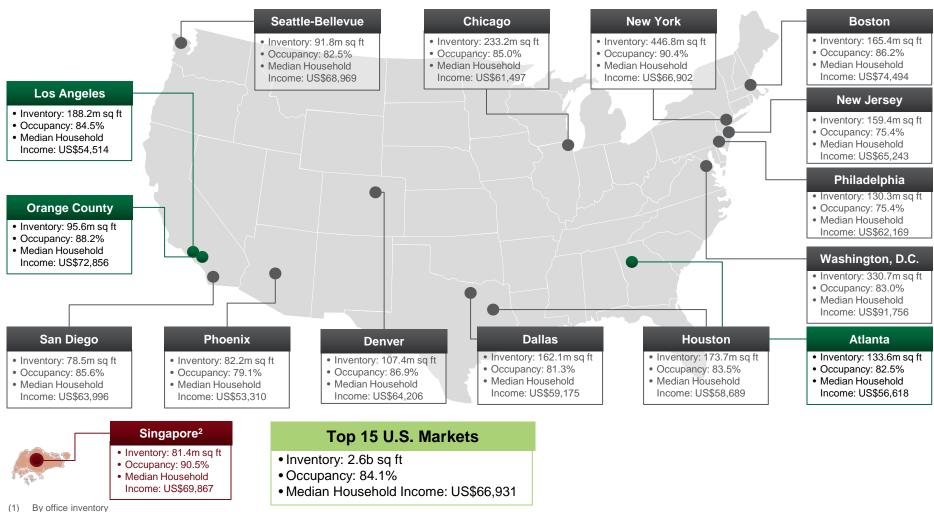
Management is Incentivised to Deliver Sustainable and Quality DPU Growth







Depth of Top 15¹ U.S. Office Markets



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

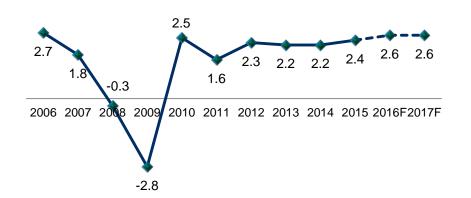
Source for Singapore inventory and occupancy data is from Urban Redevelopment Authority (4Q2015); Source for median household income is from Department of Statistics Singapore: Key Household Income Trends, 2014. Retrieved from https://www.singstat.gov.sg/docs/default-source/default-document-library/publications/publications and papers/household income and expenditure/pp-s21.pdf Translations of S\$ to US\$ are based on an exchange rate of S\$1,3565; US\$1.00



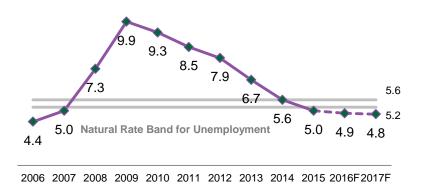
Benefitting from the Growth of the World's Largest Economy

Exposure to Growth of U.S. Economy and USD

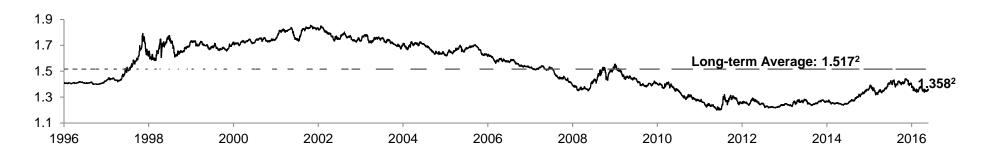
U.S. GDP Growth (y-o-y %)1



U.S. Unemployment (%)1



USD/SGD Exchange Rate



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

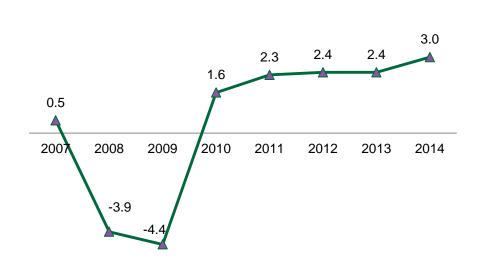
- (1) Source: U.S. Department of Commerce: Bureau of Economic Analysis: IMF Forecasts
- (2) As at 1 Aug 2016



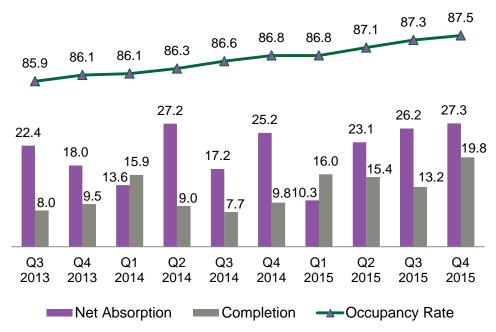
Favourable U.S. Real Estate Outlook

Demand for Office Space Driven by Technology and other Creative Sectors

U.S. Office Employment¹ (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



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 |
|----------------------|---|--|---|
| Dallas, TX | 16.3% | 13.2% | 3.0% |
| Atlanta, GA | 20.6% | 11.5% | 0.8% |
| Houston, TX | 15.2% | 11.1% | 3.5% |
| Seattle, WA | 14.0% | 8.8% | 5.2% |
| Boston, MA | 15.5% | 6.3% | 2.6% |
| San Francisco, CA | 8.0% | 7.8% | 5.4% |
| Washington, D.C. | 14.4% | 6.5% | 1.7% |
| Los Angeles, CA | 12.7% | 7.9% | 2.1% |
| Chicago, IL | 11.2% | 7.0% | 1.1% |
| Manhattan, NY | 8.9% | 5.2% | 2.2% |

- 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

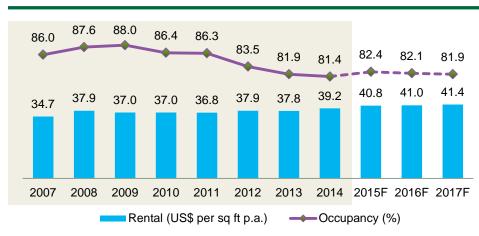


Downtown Los Angeles

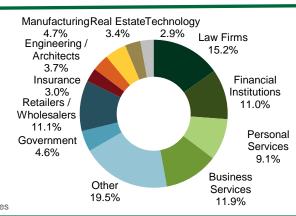
Second Largest City in the U.S. by Population

- 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



Greater Downtown Los Angeles – Market Overview

Demand Far Exceeds Supply, Leading to Falling Vacancy Rates

Key Indicators as at 2Q 2016

| RBA ¹ ('000 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

Source: CoStar Portfolio Strategy Q2 2016 Submarket Fundamentals Report



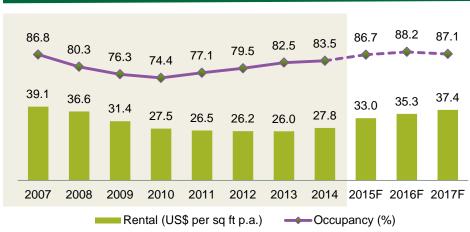
⁽¹⁾ Rentable building area

Irvine, Orange County

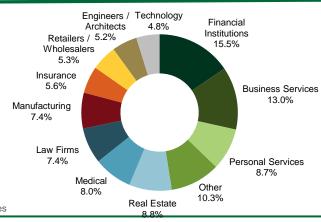
A Major Technology & Manufacturing Hub

- 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



Irvine, Orange County – Market Overview

Limited New Supply Leading to Strong Rent Growth

Key Indicators as at 2Q 2016

| RBA ¹ ('000 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

Source: CoStar Portfolio Strategy Q2 2016 Submarket Fundamentals Report



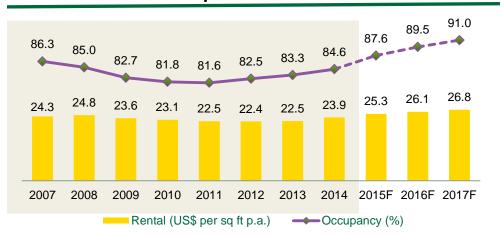
⁽¹⁾ Rentable building area

Atlanta

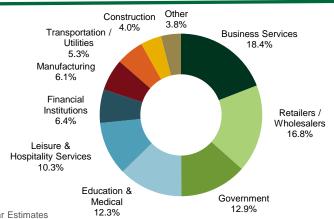
The International Gateway for Southeast U.S.

- 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, highquality 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



Midtown Atlanta - Market Overview

Favourable Market Conditions Support Forecast for Continued Rent Growth

Key Indicators as at 2Q 2016

| RBA ¹ ('000 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% preleased

Source: CoStar Portfolio Strategy Q2 2016 Submarket Fundamentals Report



⁽¹⁾ Rentable building area