



Manulife US REIT Day 2018

24 September 2018

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3 Looking Forward

Exchange, Jersey City, New Jersey

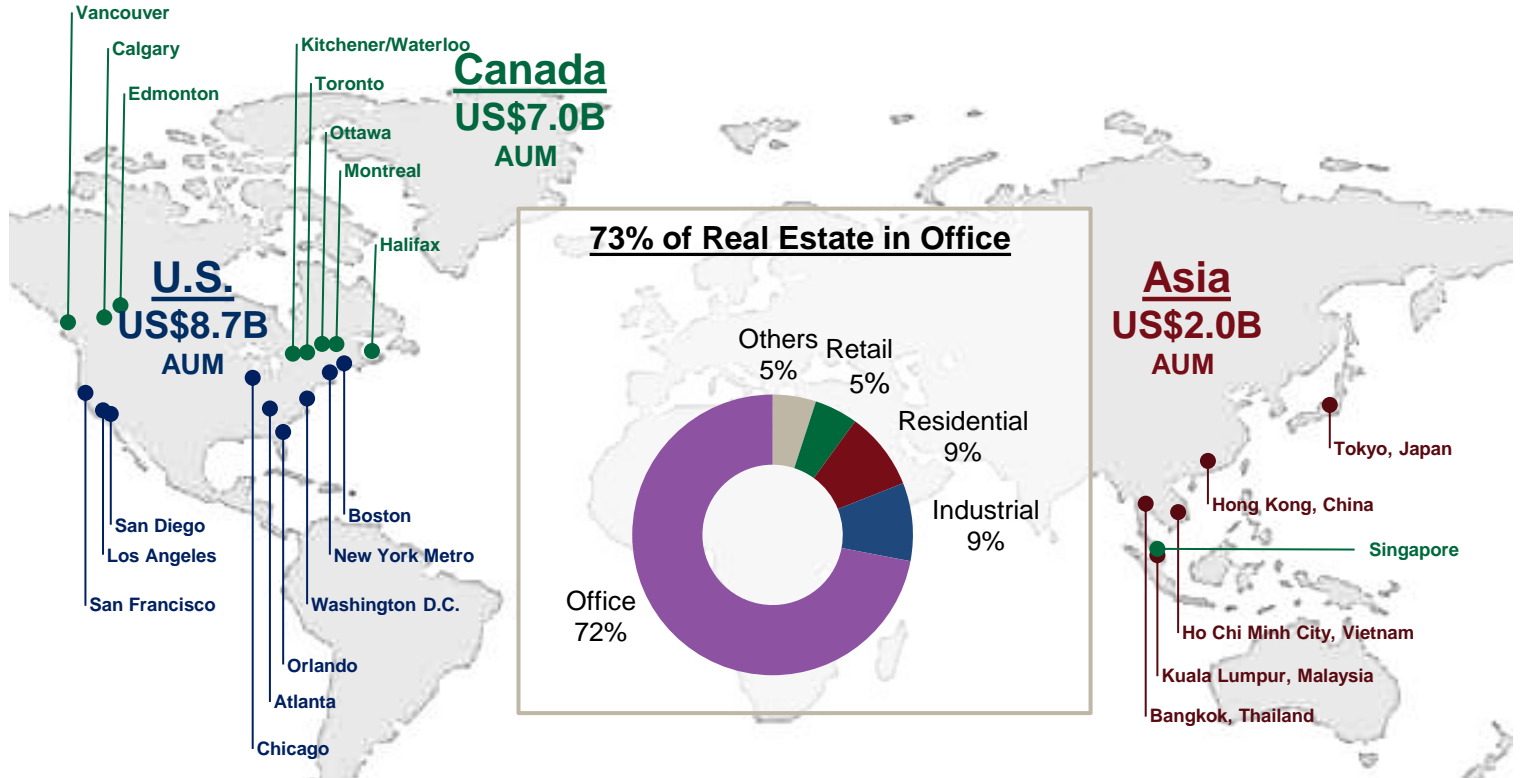
Introduction and Overview



Reputable Sponsor with Proven Track Record in Property Management

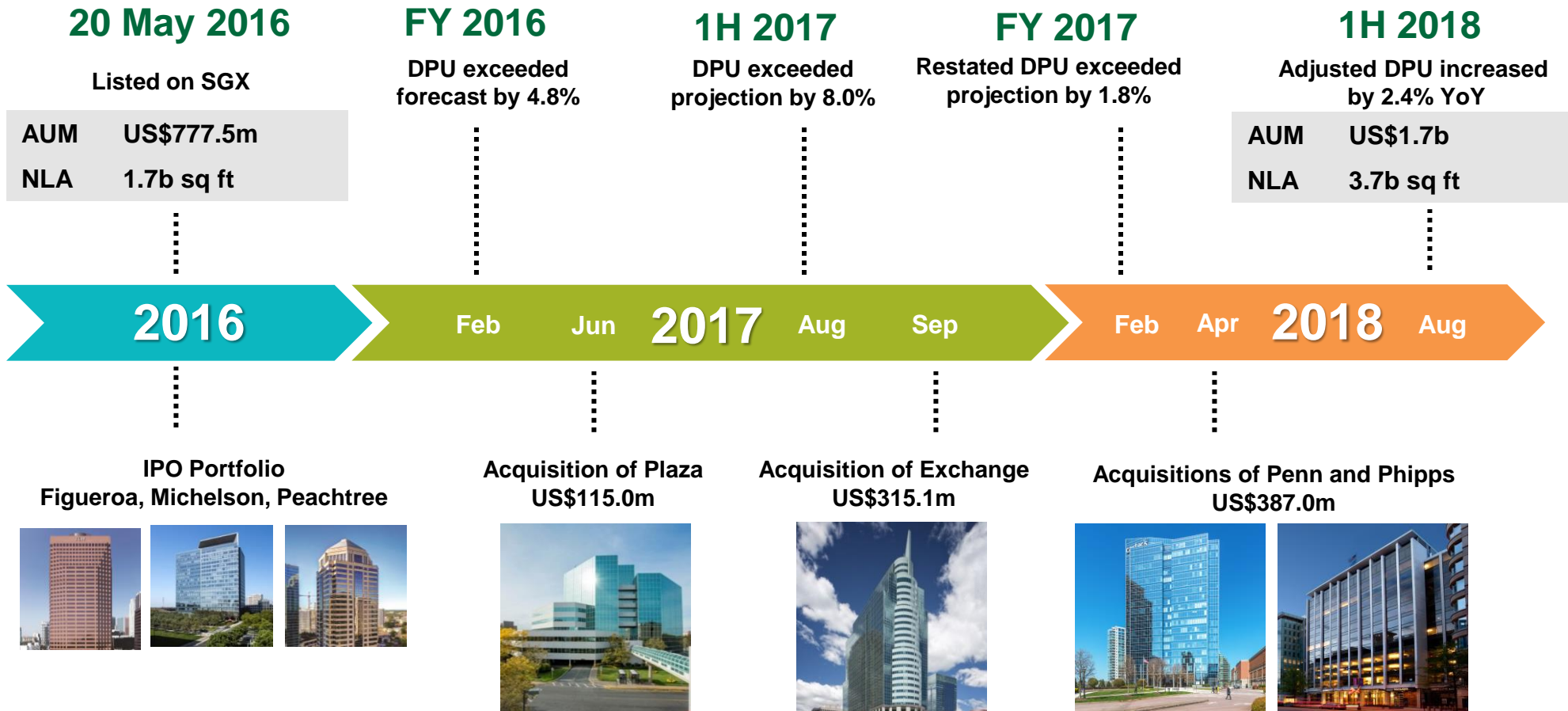
Vertically-Integrated Real Estate Platform: Global Real Estate AUM of US\$17.7b

Sponsor



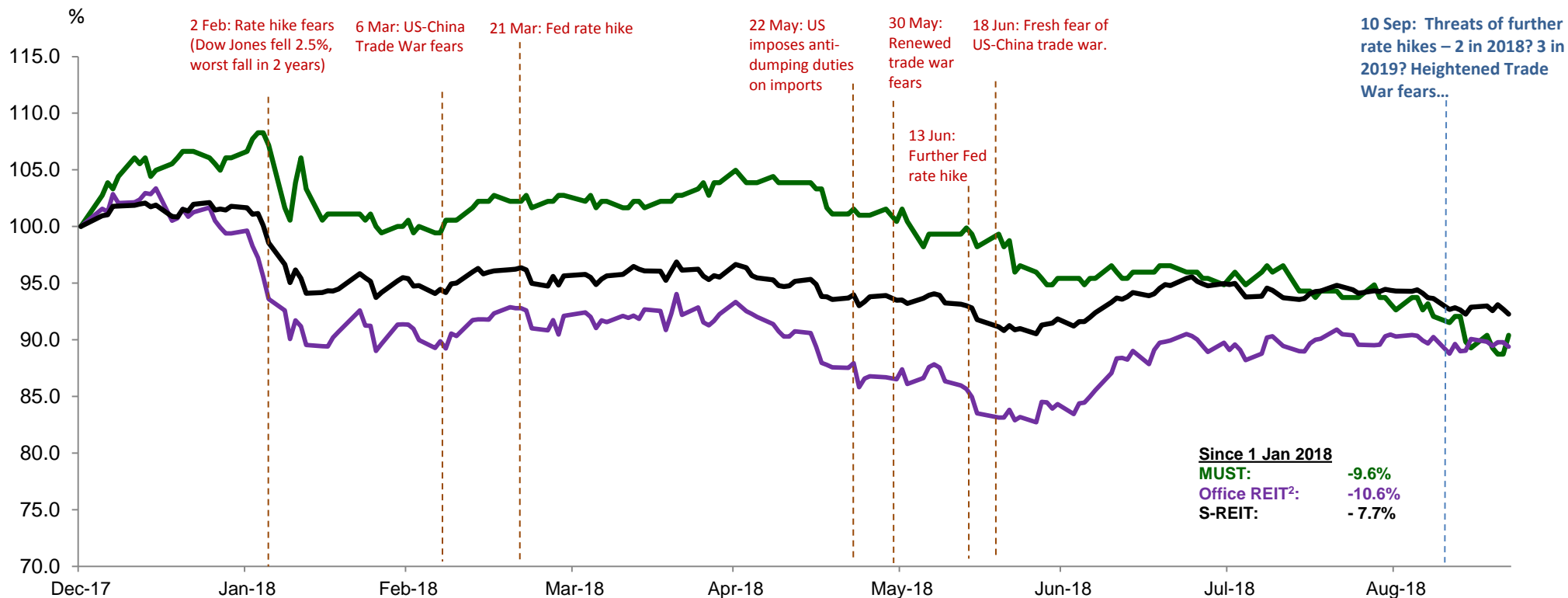
Note: All AUM in fair value basis as at 30 Jun 2018

MUST's Key Milestones since IPO



Unit Price Performance Since 2018

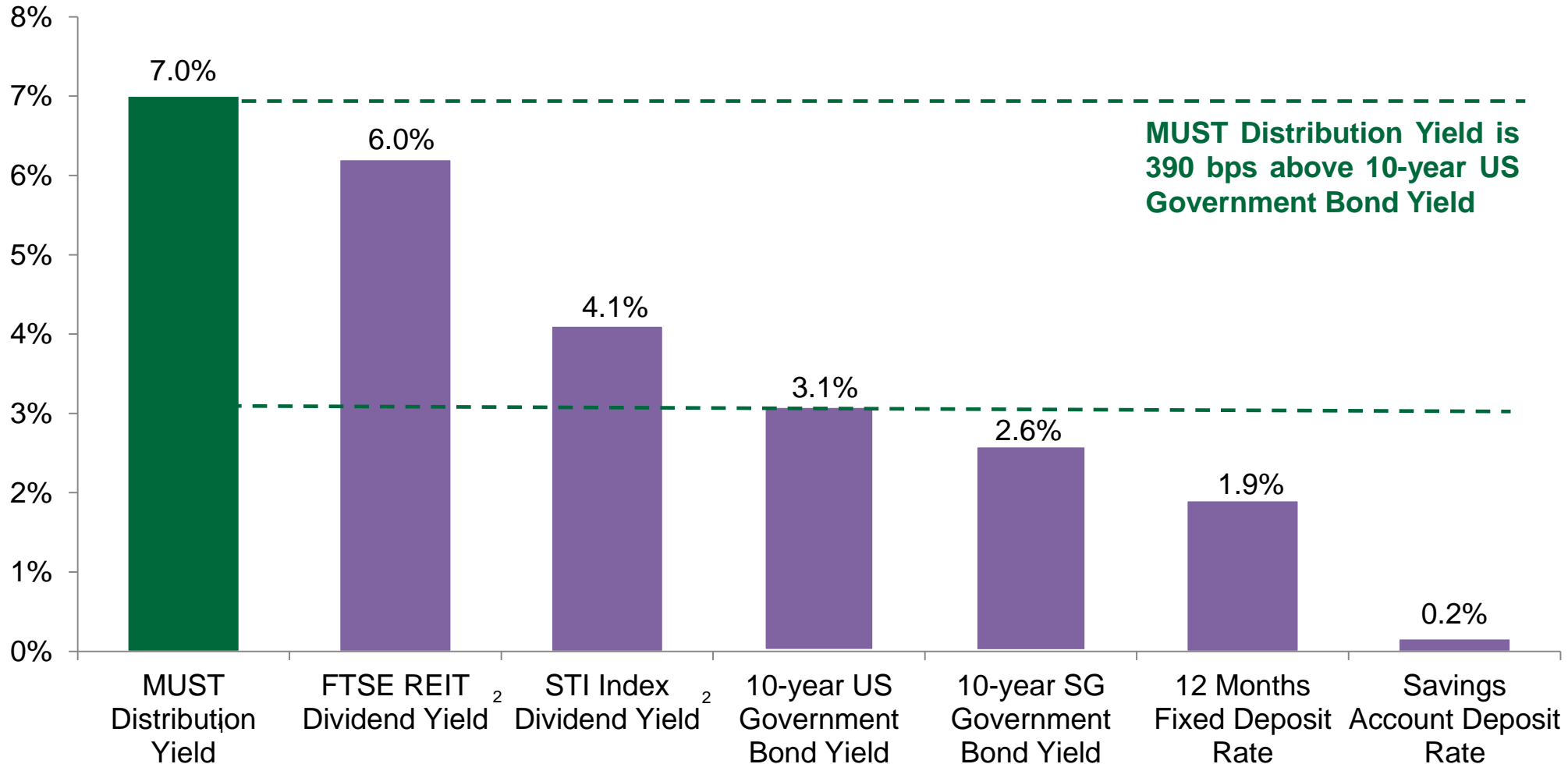
Total Shareholder Return of 21.8% since IPO till 21 Sep 2018



- (1) Period from 1 Jan 2018 to 21 Sep 2018. MUST's price performance is adjusted for rights issue and preferential offering
- (2) Weighted average price performance of Office REITs in Singapore

Source: Bloomberg as at 21 Sep 2018;
 Top Fed official wants two more rate hikes in 2018 as US economy grows, The Straits Times dated 10 Sep 2018;
 Tit-for-tat tariffs timeline, The Straits times dated 17 Jun 2018
 US: Stocks dive amid rate hike fears; Down -2.5%, The Business Times dated 3 Feb 2018

Distribution Yield of MUST vs. Other Investments



(1) Manulife US REIT FY 2018 distribution yield is based on Bloomberg analyst consensus over unit price of US\$0.81 as at 21 Sep 2018

(2) Based on Bloomberg 2018 estimates as at 21 Sep 2018

Source: Bloomberg as at 21 Sep 2018

Peachtree, Atlanta, Georgia



Financial and Portfolio Highlights



2Q 2018 Highlights

Adjusted DPU¹

1.53 US cents

Increased 5.5% YoY

Net Property Income

US\$20.4 million

Increased 59.3% YoY

Valuation²

+1.4%

Since 31 Dec 2017

WALE

6.3 years

Occupancy³

96.0%

Rental Reversion⁴

+7.2%

1H 2018

Rental Escalation⁵

2.1%

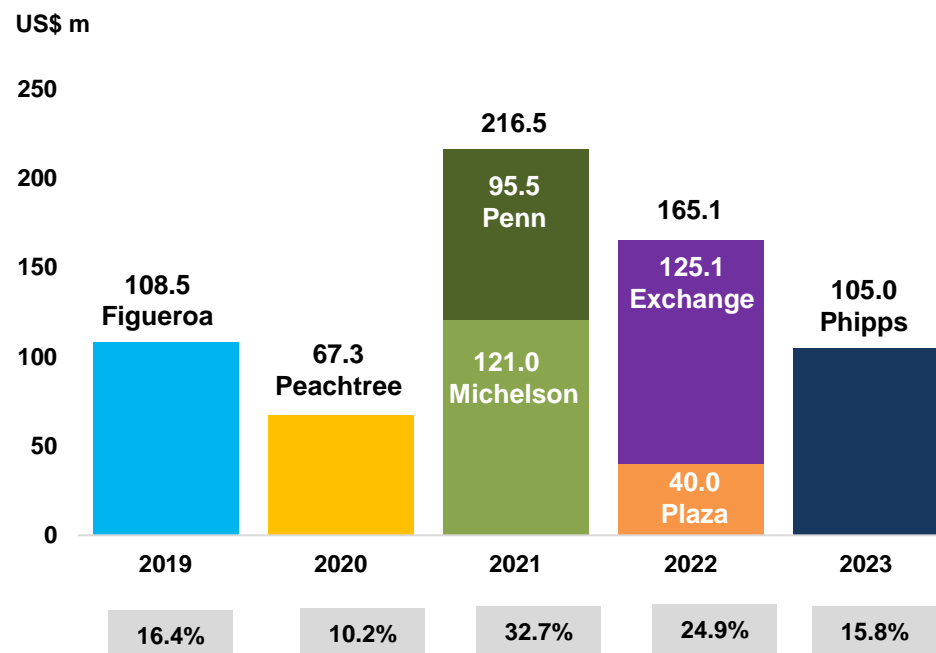
Entire Portfolio

- (1) Adjusted DPU was calculated based on the weighted average number of Units in issue, which normalises the impact of the enlarged Unit base from Preferential Offering
- (2) Increase in valuation for Penn and Phipps was based on acquisition price announced on 13 Apr 2018
- (3) Committed Occupancy
- (4) Weighted by Gross Rental Income. Excludes leases signed in suites vacant more than 12 months prior to execution
- (5) Includes all leases

Proactive Capital Management

	As at 30 Jun 2018
Gross Borrowings	US\$662.4 million
Gearing Ratio	37.3% ¹
Percentage of Fixed Debt	100% ²
Weighted Average Interest Rate	3.27% p.a.
Weighted Average Debt Maturity	3.2 years
Interest Coverage	4.8 times ³
Adjusted NAV per Unit (US\$)	0.80 ⁴

Well-spread Debt Maturity Profile⁵



- (1) Based on gross borrowings as percentage of total assets
- (2) Excludes drawn good news facilities of US\$0.8m
- (3) Based on net income before finance expenses, taxes and net fair value change in investment properties, over finance expenses
- (4) Excluding distributable income
- (5) Excludes undrawn good news facilities and revolving credit facilities

Trophy and Class A Assets Across the U.S.



	Figueroa	Michelson	Peachtree	Plaza	Exchange	Penn	Phipps	Portfolio
NLA (sq ft)	701,977	532,663	557,589	461,525	730,823	277,315	475,091	3,736,983
WALE (by NLA)	4.8 years	4.1 years	5.8 years	7.9 years	6.3 years	6.4 years	9.5 years	6.3 years
Occupancy (%)	93.0	94.4	92.7	98.9	98.3	100.0	97.4	96.0

Data as at 30 Jun 2018

Located in Cities with Strong Growth Factors and Live, Work, Play Environment



Downtown Los Angeles

- Surrounded by entertainment venues such as Staples Center, the LA Convention Center and LA Live
- Boom in residential development creates live, work, play environment



Irvine

- Considered the “CBD” of Orange County
- Strong labour pool with senior executives, middle managers and administrative personnel all living within Orange County
- Scores of technology companies headquartered here, including: Google, Blizzard Entertainment, Broadcom and Vizio



Atlanta

- International Gateway - Headquarters for 15 Fortune 500 Firms
- 10th largest economy in U.S.
- 20 minutes from Atlanta Hartsfield-Jackson International Airport – the busiest airport in the world;

Located in Cities with Strong Growth Factors and Live, Work, Play Environment



Secaucus

- Affordable office and residential alternative to Manhattan attracts major corporations
- Excellent regional connectivity through public transportation infrastructure and interstate highways
- Surrounded by 1m sq ft of retail space and sports facilities



Jersey City

- Outstanding location across the Hudson River from Manhattan
- Affordable alternative office and residential location to Manhattan



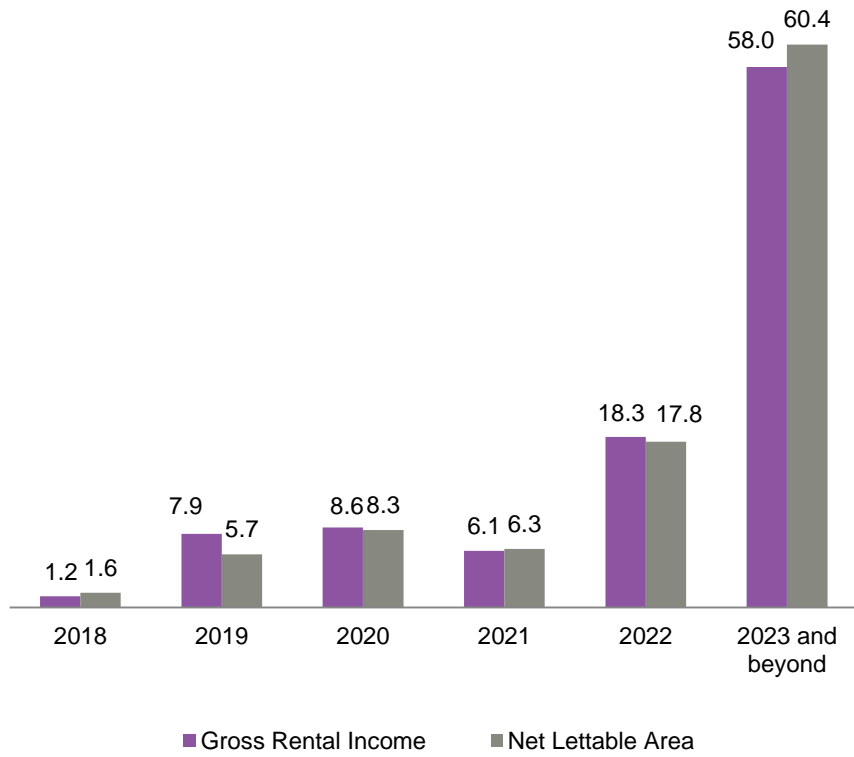
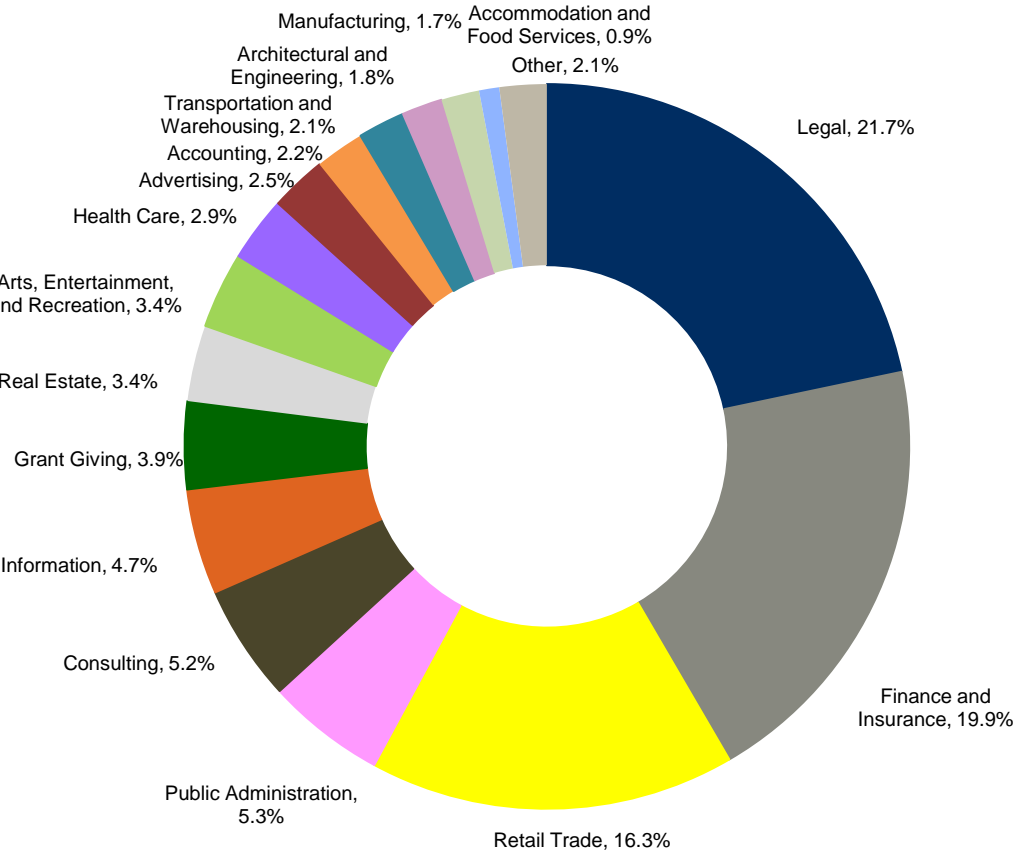
Washington, D.C.

- Nation's capital, government hub, heart of CBD
- One of the strongest cities in the world hosting 176 foreign embassies
- HQ for many global firms, trade unions, non-profit companies and professional associations
- Preeminent commercial district commands higher rents with low vacancy

Quality, Diversified Tenant Base and Long WALE

Gross Rental Income Breakdown by Trade Sector

Long WALE of 6.3 Years¹



(1) Includes a tenant that signed and committed after 30 Jun 2018
 (2) Amounts may not sum to 100.0% due to rounding

Data as at 30 Jun 2018

Limited Supply in Our Cities

Market	Properties Under Construction to be delivered from 2018 – 2020 ('000 sq ft)	Class A Inventory		Manulife US REIT ¹		
		Vacancy (%)	Gross Asking Rent per sq ft (US\$)	Properties	Vacancy (%)	Gross Asking Rent (US\$)
Downtown Los Angeles	0	13.5	42.80	Figueroa	7.0	39.60
Irvine, Orange County	0	18.7	36.11	Michelson	5.6	50.59
Midtown Atlanta	1,732	9.9	37.64	Peachtree	7.3	32.28
Meadowlands ²	0	11.4 ³	29.61	Plaza	1.1	30.10
Hudson Waterfront ⁴	0	16.8	41.45	Exchange	1.7	39.47
Washington, D.C.	1,081 ⁵	11.9	54.74	Penn	-	51.85
Buckhead Atlanta	0	14.8	35.57	Phipps	2.6	35.39

Source: CoStar Market Analysis & Forecast – As at 9 Jul 2018

(1) Data as at 30 Jun 2018

(2) Secaucus is within the Meadowlands submarket

(3) Plaza's competitive set has vacancy rate of only 6%

(4) Jersey City is within the Hudson Waterfront submarket

(5) Only 154K sq ft is directly comparable to Penn



Capitol Building

Department of Commerce

Washington Monument

National Mall

DAR - Constitution Hall

White House

1750 PENNSYLVANIA AVENUE

Department of Treasury

Federal Reserve

Lafayette Square

Pennsylvania Avenue

Federal Deposit Insurance Corporation

Executive Offices

17th Street

World Bank

World Bank

Looking Forward

18th Street
Pennsylvania Avenue

Looking Forward

GDP Growth Rate at 4.1%, with 616,000 New Jobs Created in 2Q 2018¹



Inorganic Growth

- Moderate growth given rising rate environment
- Opportunistic acquisitions in markets with high occupancies, long WALE and Live, Work, Play environment



Capital Management

- Rate hikes mitigated by 100%² fixed loans
- Increase financial flexibility



Organic Growth

- Focus on 2018 and 2019 lease expiries
- Portfolio has 2.1% rental escalation p.a.

(1) Source: U.S. Department of Commerce, Bureau of Economic Analysis, U.S. Department of Labor, Bureau of Labor Statistics

(2) Excludes drawn good news facilities of US\$0.8 million



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

<http://www.manulifeusreit.sg>

Portfolio Overview

	Figueroa	Michelson	Peachtree	Plaza	Exchange	Penn	Phipps
Location	Los Angeles	Irvine	Atlanta	Secaucus	Jersey City	Washington, D.C.	Atlanta
Property Type	Class A	Trophy	Class A	Class A	Class A	Class A	Trophy
Completion Date	1991	2007	1991	1985	1988	1964	2010
Last Refurbishment	2015	-	2015	2016	-	2018	-
Property Value (US\$ mil)	328.0	342.0	203.0	119.6	336.9	187.0	207.2
Occupancy (%)	93.0	94.4	92.7	98.9	98.3	100.0	97.4
NLA (sq ft)	701,977	532,663	557,589	461,525	730,823	277,315	475,091
No. of Tenants	29	14	25	7	25	10	10
Avg Gross Rent (US\$ psf p.a.)	39.60	50.59	32.28	30.10	39.47	51.85	35.39
WALE (by NLA)	4.8 years	4.1 years	5.8 years	7.9 years	6.3 years	6.4 years	9.5 years
Lease Expiry (by NLA): 2018	3.2%	0.0%	0.0%	0.0%	5.0%	0.5%	0.0%
2019	2.2%	30.4%	4.1%	0.0%	2.0%	0.0%	0.5%
2020	3.1%	10.2%	9.7%	22.1%	6.1%	7.0%	2.1%
2021	13.0%	0.9%	4.6%	0.0%	12.5%	2.1%	3.8%
2022	30.4%	25.7%	11.3%	2.7%	15.3%	46.3%	0.0%
2023 and beyond	48.1%	32.8%	70.3%	75.2%	59.1%	44.1%	93.6%

Data as at 30 Jun 2018

Please refer to the website for videos of the properties

Adjusted 2Q 2018 DPU Increased 5.5%

	2Q 2018 (US\$'000)	2Q 2017 (US\$'000)	Change (%)	1H 2018 (US\$'000)	1H 2017 (US\$'000)	Change (%)
Gross Revenue	32,521	19,906	▲ 63.4	63,674	39,739	▲ 60.2
Net Property Income	20,377	12,789	▲ 59.3	40,027	25,552	▲ 56.6
Distributable Income	16,505	9,987	▲ 65.3	32,138	20,400	▲ 57.5
DPU ¹ (US cents)	1.30	1.44	▼ (9.7) ²	2.53	2.95	▼ (14.2) ²
Adjusted DPU³ (US cents)	1.53	1.45	▲ 5.5	3.03	2.96	▲ 2.4

Units Issued (million)	
As at 30 Jun 2018	1,269.9
As at 31 Mar 2018	1,036.1

- (1) DPU for 2Q 2017 and 1H 2017 have been restated for the preferential offering of which 227,935,981 Units were issued on 20 Jun 2018 and the rights issue, through which 299,288,423 Units were issued on 25 Oct 2017
- (2) 2Q 2018 and 1H 2018 DPU were lower than 2Q 2017 and 1H 2017 DPU largely due to the drag from the enlarged Unit base from the issuance of Preferential Offering and only 9 days of income contribution from the acquisitions of Penn and Phipps
- (3) Adjusted DPU was calculated based on the weighted average number of Units in issue, which normalises the impact of the enlarged Unit base from Preferential Offering

Tax Structure¹

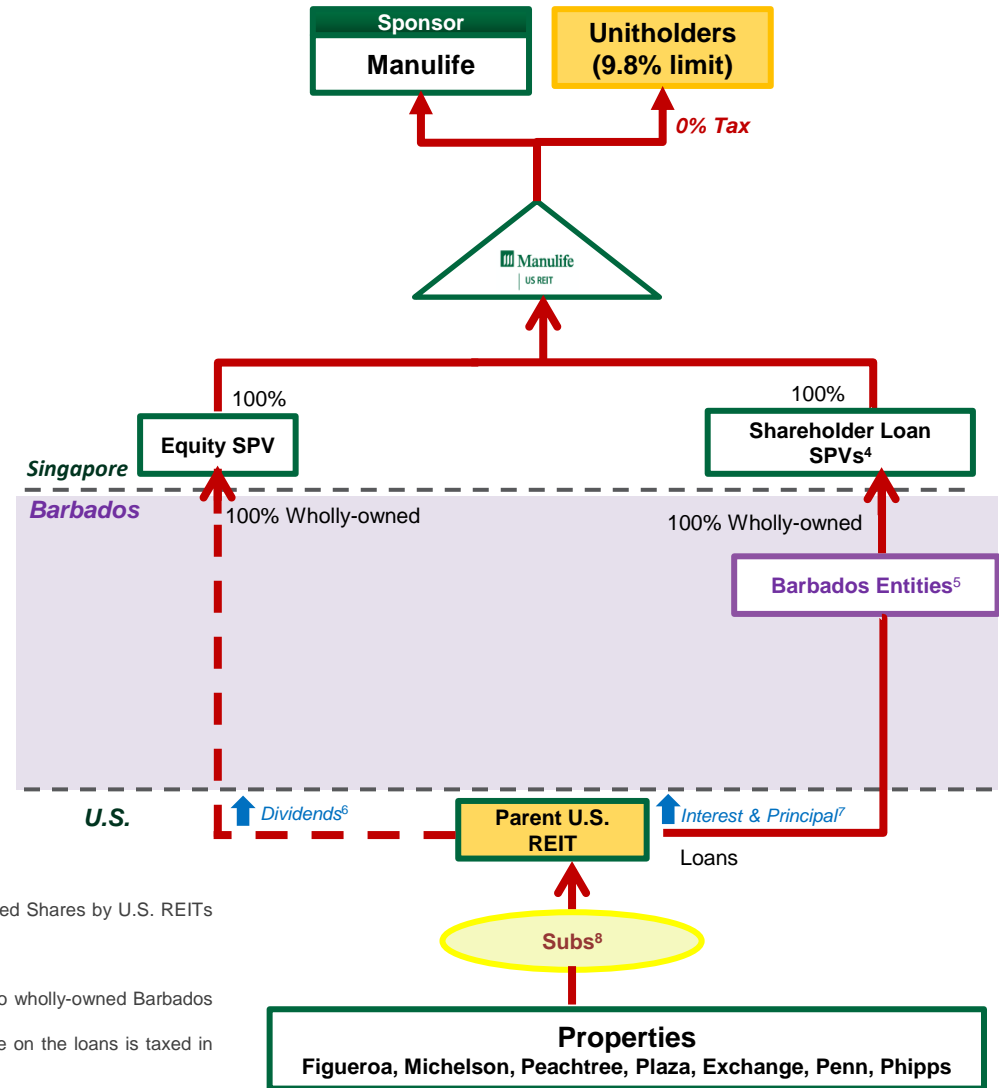
No 30%² withholding tax on interest and principal on shareholder's loan - **US Portfolio Interest Exemption Rule**

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'³ 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 Jan 2018. Please refer to the SGX announcement dated 2 Jan 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

USD/SGD Exchange Rate since 1997



Source: Bloomberg as at 21 Sep 2018