

**US REIT** 



Manulife US REIT Hong Kong Non-Deal Roadshow 10 – 11 November 2016

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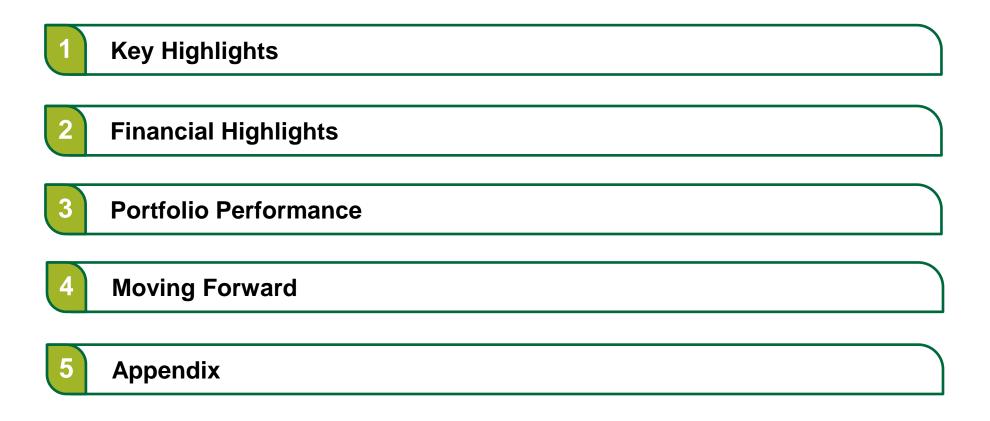
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DBS Bank Ltd. was the Sole Financial Adviser and Issue Manager for the initial public offering of Manulife US Real Estate Investment Trust ("**Offering**"). DBS Bank Ltd., China International Capital Corporation (Singapore) Pte. Limited, Credit Suisse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

# Manulife

# Contents





# **Key Highlights**

# **Key Highlights**



### **3Q 2016<sup>1</sup> Growth Exceeded Expectations**

- NPI of US\$17.6 million exceeded forecast by 1.5%<sup>2</sup>
- Distributable income of US\$12.6 million exceeded forecast by 5.8%<sup>2</sup>
- DPU of 2.01 cents exceeded forecast by 5.8%<sup>2</sup>

### Strong Portfolio Performance

- High occupancy rate of 97.0%<sup>2</sup>
- Long WALE of 6.1<sup>2</sup> years
- Positive rental reversions of 8.5%<sup>3</sup>

### **Disciplined and Prudent Capital Management**

- Refinanced US\$296.0 million loan at 2.46% p.a, reducing interest expense by US\$1.0 million p.a.
- Portfolio valuation increased by 4.6%<sup>4</sup> or US\$35.8 million<sup>4</sup> to US\$813.2 million
- Gearing reduced to 34.7%<sup>2</sup> from 36.8%
- NAV strengthened by 7.7%<sup>2</sup> to US\$0.84 per unit
- 1) 3Q2016 is defined as the period from 20 May 2016 (IPO date) to 30 Sep 2016
- 2) As at 30 Sep 2016
- B) From 1 Jan 2016 to 30 Sep 2016

<sup>)</sup> As compared to acquisition price during IPO which was based on 15 Dec 2015 valuation

### Figueroa, Los Angeles, California

# **Financial Highlights**

# **DPU Exceeded Forecast by 5.8%**

For period 20 May 2016 to 30 September 2016	Actual (US\$'000)	Forecast <sup>2</sup> (US\$'000)	Change (%)
Gross Revenue <sup>1</sup> - Rental and Other Income - Recovery Revenue	<b>28,196</b> 20,788 7,408	<b>28,508</b> 20,620 7,888	(1.1) ▼ 0.8 (6.1)
Net Property Income	17,603	17,339	1.5 🔺
Net Income	33,720	9,468	256.1 🔺
Distributable Income	12,594	11,909	5.8 🔺
Distribution per Unit (cents)	2.01	1.90	5.8 🔺

(1) The gross revenue was below forecast due to lower recovery revenues. Recovery revenues from tenants are recognised when applicable recoverable property operating expenses are incurred. Since the recoverable property operating expenses were lower than forecast, the recovery revenues were also lower

(2) The Prospectus had disclosed an 8-month long profit for the period from 1 May 2016 to 31 Dec 2016. Forecast results for the period from the Listing Date to 30 Sep 2016 were derived by pro-rating the forecast figures and making adjustments, taking into consideration the anticipated lease incentives of Manulife US REIT for the period from 1 May 2016 to 31 Dec 2016 as disclosed in the Prospectus



# NAV Per Unit Increased from US\$0.78<sup>1</sup> to US\$0.84

As at 30 Sep 2016 (US\$'000)				
Investment Properties	813,200			
Total Assets	852,485			
Borrowings	<b>294,102</b> <sup>2</sup>			
Total Liabilities	326,801			
Net Asset Attributable to Unitholders	525,684			
NAV per Unit (US\$ per unit)	0.84			

(1) Based on 31 Dec 2015 proforma Statement of Financial Position disclosed in the prospectus

(2) Net of upfront debt related unamortised transaction costs of US\$1.9 million



# **Proactive Capital Management**

100% Fixed Rate Loans with No Near-term Refinancing Gearing Ratio Reduced, Increasing Debt Head Room

	As at 31 Dec 2015 <sup>1</sup>	As at 30 Sep 2016	Change
Gross Borrowings	US\$296.0 million	US\$296.0 million	NA
Gearing Ratio <sup>2</sup>	36.8%	34.7%	
Weighted Average Interest Rate	2.80% p.a.	2.46% p.a.	
Debt Maturity (weighted average)	2 years	4 years	
Interest Coverage	4.0 times <sup>3</sup>	5.2 times <sup>4</sup>	

(1) Based on 31 Dec 2015 proforma Statement of Financial Position disclosed in the prospectus of Manulife US REIT dated 12 May 2016 and registered by the Monetary Authority of Singapore on 12 May 2016

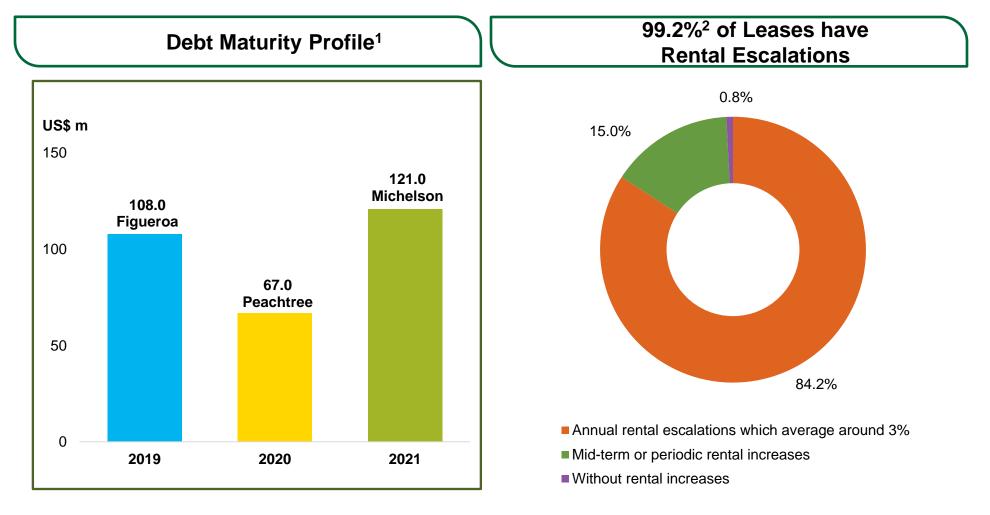
(2) Based on gross borrowings as percentage of total assets

(3) Based on 2015 proforma income statement as disclosed in the prospectus of Manulife US REIT dated 12 May 2016 and registered by the Monetary Authority of Singapore on 12 May 2016

(4) Based on net income before finance expenses, taxes, fair value gain on properties and amortisation, over finance expenses. Including fair value gain on investment properties, the interest coverage would be 15.9 times during the 20 May 2016 to 30 Sep 2016 reporting period

# Manulife

# **Resilient Portfolio with Visible Growth**



(1) 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

<sup>(2)</sup> As at 30 Sep 2016



Peachtree, Atlanta, Georgia

# **Portfolio Performance**

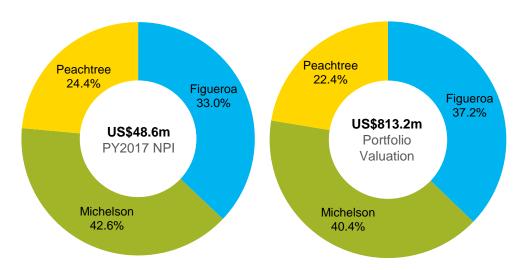
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# **Diversified Portfolio**



Portfolio Summary at 30 Sep 2016Total NLA1,782,812 sq ftWALE by (NLA)6.1 yearsOccupancy97.0 %Land Tenure100% freeholdNo. of Tenants70



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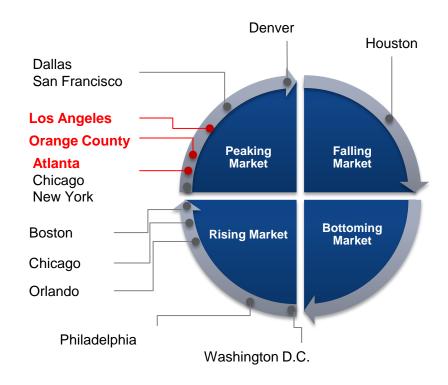
# **Strategically Located in Key U.S. Cities**

### **Portfolio Markets Progressing Steadily**

### London Jakarta Kuala Lumpur Seoul Singapore Beijing Tokyo Bangkok Hong Kong Peaking Falling Market Market United States Rising Bottoming Market Market Sydney Mumbai Moscow

Rental Cycle, Global Key Cities<sup>1,2</sup>

### Rental Cycle, U.S<sup>3</sup> Key Cities



(1) Source: JLL as at 3Q 2016. Retrieved from http://www.jll.eu/emea/en-gb/research/office/office-property-clock

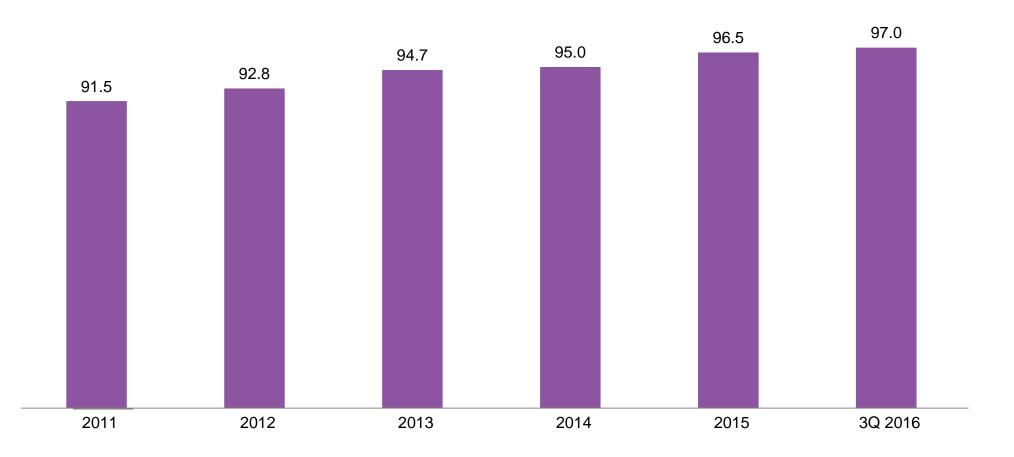
(2) Source: JLL as at 2Q 2016. Retrieved from http://www.ap.jll.com/asia-pacific/en-gb/research/property-clock

(3) Source: JLL as at 3Q 2016. Retrieved from http://www.us.jll.com/united-states/en-us/research/property-clocks/office-property-clock

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# **High Occupancy Rates**

Historical Occupancy Rates<sup>1</sup> as at 30 Sep 2016 (%)



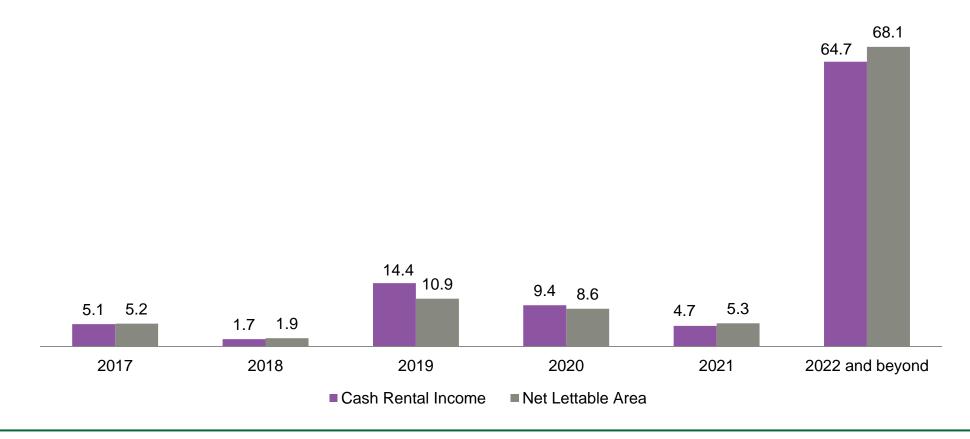
(1) Reflects committed leases as at each date



# **Favourable Lease Profile with WALE of 6.1 Years**

Minimal Near Term Lease Expires in the Next 2 Years

Lease Expiry Profile as at 30 Sep 2016 (%)



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# **Positive 8.5% Rental Reversion Across Portfolio**

Rental Reversions (% Increased) based on New Leases Signed from 1 Jan 2016 to 30 Sep 2016

Property	Rental Reversion	Net Lettable Area
Figueroa	9.7%	72,014 sq ft
Michelson	9.9%	3,889 sq ft
Peachtree	4.8%	27,870 sq ft
Total	8.5%	103,773 sq ft



# **Passing Rents Increasing**

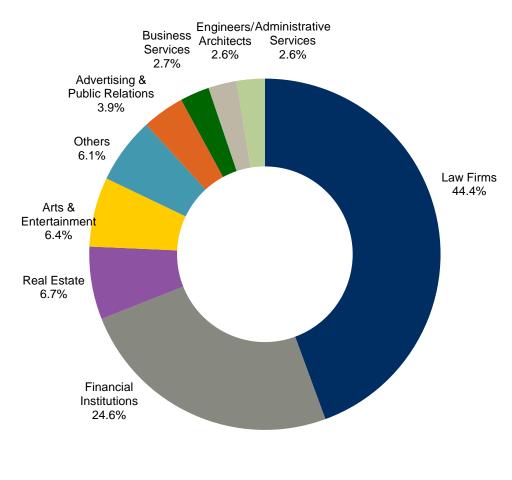
Average Property Gross Rent (US\$ psf per year)

Property	As at 31 Dec 2015 (US\$)	As at 30 Sep 2016 (US\$)	Change (%)
Figueroa	35.10	36.62	4.3
Michelson	47.50	48.92	3.0
Peachtree	30.00	30.89	3.0
Total	37.20	38.65	3.9



# **Quality, Diversified Tenant Base across Multiple Sectors**

### Cash Rental Income<sup>1</sup> Breakdown by Trade Sector



No Tenant Contributing more than 10.8% of Income<sup>1</sup>

### Top 10 Tenants by Cash Rental Income (CRI)

Tenants <sup>1</sup>	Sector	Leased Area (sq ft)	% of CRI <sup>1</sup>
Kilpatrick	Law Firms	227,134	10.8%
TCW	Financial Institutions	188,835	9.3%
Hyundai Capital	Financial Institutions	96,921	8.8%
Quinn Emanuel	Law Firms	146,432	8.3%
Gibson, Dunn	Law Firms	87,305	7.3%
LA Fitness	Personal Services	91,023	4.8%
Bryan Cave	Law Firms	47,824	4.2%
Jones Day	Law Firms	53,013	3.6%
Greenberg Traurig	Law Firms	38,027	3.5%
Allen Matkins	Law Firms	49,515	3.0%
Total Top 10 Tenants		1,026,209	63.6%

(1) As at 30 Sep 2016

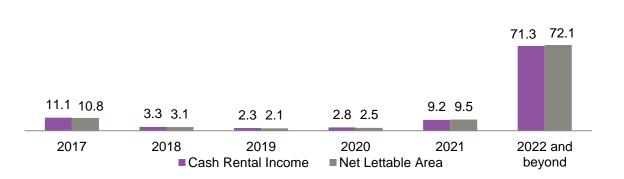
# **Figueroa: Located in Financial and Entertainment Hub**

### Influx of Millennials has Transformed DTLA into a Live, Work, Play Destination



As at 30 Sep 2016				
NLA (sq ft)	694,267			
Valuation	US\$302.5m (US\$436 psf)			
Net Property Income	US\$5.4m			
WALE (by NLA)	5.7 years			
No. of Tenants	30			
Occupancy Rate	97.5%			

### Lease Expiry Profile as at 30 Sep 2016 (%)



# Manulife

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# **Greater Downtown Los Angeles – Market Overview**

Demand Far Exceeds Supply, Leading to Rising Rental Rates

### Class A Statistics as at 3Q 2016

RBA <sup>1</sup> (mil sq ft)	Vacancy	Gross Asking Rent	Availability	Net Absorption ('000 sq ft)	Net Delivery ('000 sq ft)	Under Construction ('000 sq ft)	Class A asking rents up by 2% from previous
40	15.0%	US\$37.76	21.4%	5	20	1,326	quarter

### All Building Classes Statistics as at 3Q 2016

12 Month Deliveries ('000 sq ft)	12 Month Net Absorption ('000 sq ft)	Vacancy	12 Month Rent Growth	absorption over past 12 months. Note: 'Greater Downtown'
1,000	1,239	12.2%	4.9%	includes peripheral areas that do not
				compete with

### **Projects Under Construction**

Property Name	Address	Stories	'000 Sq Ft	Start Year	Delivery Year	Owner/ Developer	Project is first addition to Cla office supply in
Office Plaza at Wilshire Grand	900 Wilshire Blvd	30	370	2014	2017	Korean Airlines AC Martin Partners	Downtown Los Angeles since

(1) Rentable building area

Source: CoStar Portfolio Strategy Q3 2016 Submarket Fundamentals Report



Strong net

**Downtown proper** 

# Michelson: State-of-the-Art Trophy Building

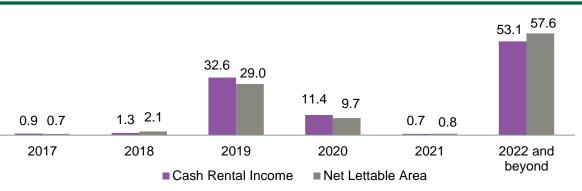
### **Irvine - Trophy Asset with Abundant Amenities**



# As at 30 Sep 2016NLA (sq ft)532,603ValuationUS\$328.6m (US\$617 psf)Net Property IncomeUS\$7.6mWALE (by NLA)5.8 yearsNo. of Tenants16Occupancy Rate99.1%



### Lease Expiry Profile as at 30 Sep 2016 (%)



## Manulife

# Irvine, Orange County – Market Overview

Limited New Supply Leading to Strong Rent Growth

### **Class A Statistics as at 3Q 2016**

RBA <sup>1</sup> (mil sq ft	Vacancy	Gross Asking Rent	Availability	Net Absorption ('000 sq ft)	Net Delivery	Under Construction ('000 sq ft)	Vacancy rate declined from 11.2% in previous
14	10.6%	US\$31.57	25.3%	94	0	537	quarter

### All Building Classes Statistics as at 3Q 2016

12 Months Deliveries ('000 sq ft)	12 Months Net Absorption ('000 sq ft)	Vacancy	12 Months Rent Growth	Strong rent growth over past 12 months despite
0	(-195)	8.5%	8.4%	negative net absorption

### **Projects Under Construction**

Property Name	Address	Stories	'000 Sq Ft	Start Year	Delivery Year	Owner/ Developer	Only one building under construction
The Boardwalk	Jamboree & Dupont Dr	9	537	2016	2017	Trammell Crow Company	in the market

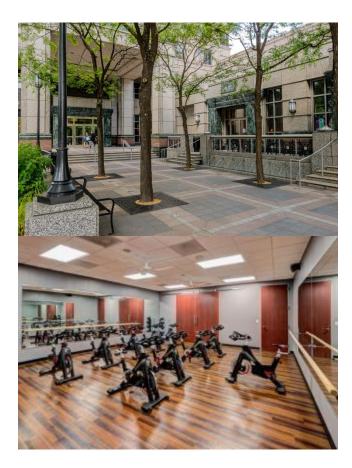
(1) Rentable building area

Source: CoStar Portfolio Strategy Q3 2016 Submarket Fundamentals Report



# Peachtree: Prominent Building in an International Gateway

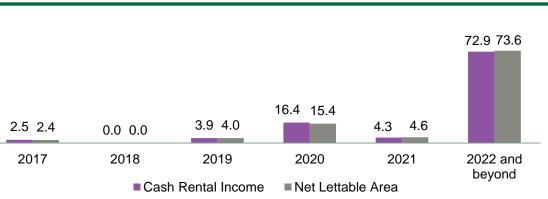
Atlanta - HQ Location for 18 Fortune 500 firms including Coca Cola, Delta Air Lines, Home Depot and UPS



### As at 30 Sep 2016

NLA (sq ft)	555,942
Portfolio Value	US\$182.1m (US\$328 psf)
Net Property Income	US\$4.6m
WALE (by NLA)	6.7 years
No. of Tenants	24
Occupancy Rate	94.4%

### Lease Expiry Profile as at 30 Sep 2016 (%)



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# Midtown Atlanta – Market Overview

**Favourable Market Conditions Support Forecast for Continued Rent Growth** 

### **Class A Statistics as at 3Q 2016**

RBA <sup>1</sup> (mil sq ft)	Vacancy	Gross Asking Rent	Availability	Net Absorption ('000 sq ft)	Net Delivery	Under Construction ('000 sq ft)	Significant net absorption in Class A buildings
18	12.0%	US\$31.95	13.7%	143	0	485	this quarter

### All Building Classes Statistics as at 3Q 2016

12 Months Deliveries ('000 sq ft)	12 Months Net Absorption ('000 sq ft)	Vacancy	12 Months Rent Growth	Strong net absorption and rent growth over
0	638	10.7%	12.5%	last 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

(1) Rentable building area

Source: CoStar Portfolio Strategy Q3 2016 Submarket Fundamentals Report



# **Portfolio Valuation Increased by 4.6%**

Increased Investment Demand and Favourable Leasing Activities Support Increase

### Change in Portfolio Value as at 30 Sep 2016

Building	Acquisition price <sup>1</sup> (US\$ million)	Current valuation <sup>2</sup> (US\$ million)	Change in value (%)
Figueroa	284.7	302.5	6.3
Michelson	317.8	328.6	3.4
Peachtree	175.0	182.1	4.1
Total	777.5	813.2	4.6

(1) As at 20 May 2016, based on 15 Dec 2015 valuations

(2) As at 30 Sep 2016 by CBRE



# **Asset Enhancements**

### Adding Sustainable Value to Our Properties



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US REIT

### Figueroa

Increase NLA by 7.1% on 72,014 sq ft of new leases signed due to BOMA  $2010^1$ 

### **Michelson**

Tesla battery project now fully operational, generating energy savings for tenants and reducing tenants' occupancy costs

### **Peachtree**

Bathrooms and lift lobbies on three floors were refurbished; 23 out of 26 floors have now been completed

(1) Building Owner and Managers Association (BOMA) is a trade association that prescribes NLA measurement standards for buildings in the U.S.

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# **Moving Forward**

# **Moving Forward**



### **Resilient Portfolio with Visible Growth**

- Minimal lease expiries till 2019; 68.1% of leases will expire in 2022 and beyond
- High occupancy of 97.0%<sup>1</sup> exceeds U.S. market average of 87.5%<sup>2</sup>
- 99.2%<sup>1</sup> of portfolio has rental escalations; with annual escalations average around 3% p.a.

### **Growth through Acquisitions**

- Diverse U.S. office markets provide future acquisition opportunities
- Target to acquire one asset per year; range of US\$100m to US\$150m
- Search for accretive deals in key markets with strong fundamentals
- Yield accretive future acquisitions to diversify portfolio and tenant base

### **Proactive and Prudent Capital Management**

- Well spread debt maturity profile with no refinancing till 2019
- 100% of gross borrowings<sup>3</sup> on fixed interest rate
- Current gearing of 34.7% increases debt headroom

(1) As at 30 Sep 2016

<sup>(3)</sup> US\$296.0 million



<sup>2)</sup> Source: Colliers International, United States Research Report, Office Market Outlook (Q2 2016)



**US REIT** 



# **Thank You**

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# Appendix

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# **Portfolio Overview**

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	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	
Property Value <sup>1</sup>	US\$302.5m	US\$328.6m	US\$182.1m	US\$813.2m
Net Property Income <sup>2</sup>	US\$16.0m	US\$20.7m	US\$11.9m	US\$48.6m
Occupancy <sup>3</sup> (%)	97.5%	99.1%	94.4%	97.0%
NLA (sq ft)	694,267	532,603	555,942	1,782,812
WALE <sup>3</sup> (by NLA)	5.7 years	5.8 years	6.7 years	6.1 years
Land Tenure	Freehold	Freehold	Freehold	100% Freehold
No. of Tenants <sup>3</sup>	30	16	24	70

(1) Based on CBRE appraisal as at 30 Sep 2016

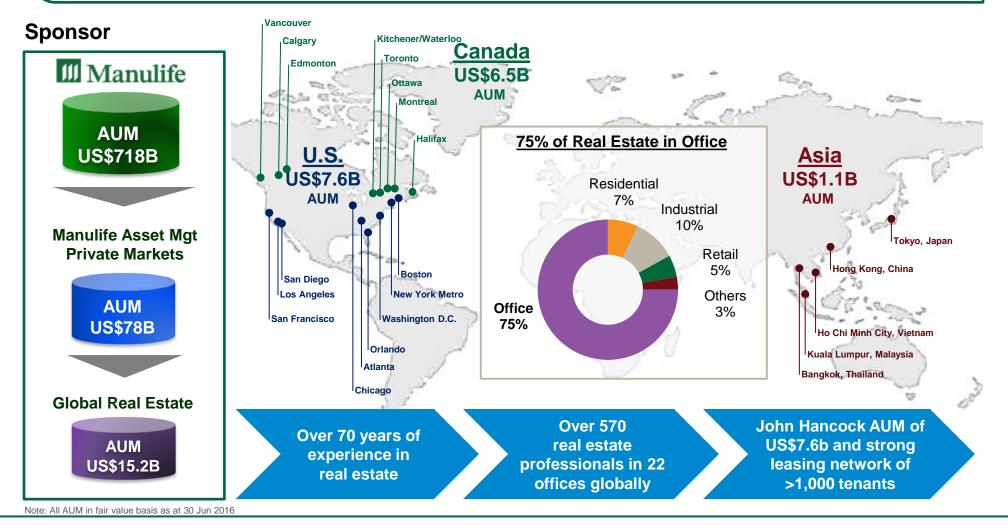
Projection Year 2017 (2)

(3) As at 30 Sep 2016

### **Manulife** US REIT

# Reputable Sponsor with Strong Real Estate Management Capabilities Globally

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



Manulife

Peachtree, Atlanta, Georgia

# **Efficient Tax Structure**

# **Tax Efficient Structure of Manulife US REIT**

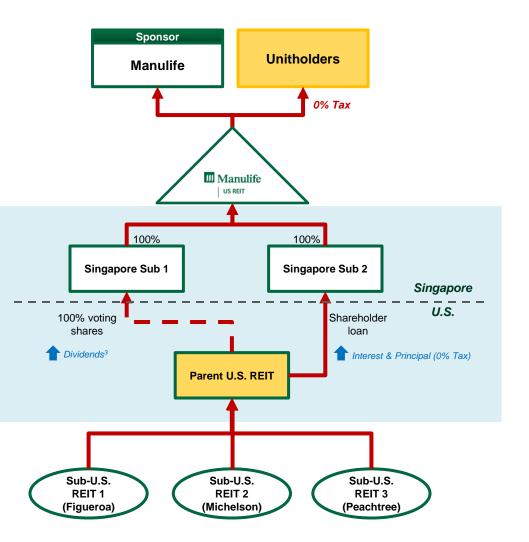
No 30%<sup>1</sup> withholding tax on interest and principal on shareholder's loan - US Portfolio Interest Exemption Rule

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<sup>2</sup>' rule for REITs in US

Manager will actively manage to minimise or pay no dividends from Parent U.S. REIT to Singapore Sub 1



(1) For non U.S. person making a W-8BEN filing

(2) No less than 5 persons holding 50% of company

(3) Subject to 30% withholding tax



### Michelson, Irvine, California

Called



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# **Overall U.S. Outlook**

### **Strong Economic Performance**

- GDP growth rate was 2.9%<sup>1</sup> in Q3 2016 vs 0.8% in Q1 2016 and 1.4% in Q2 2016
  - Higher GDP supports increased probability of December interest rate hike
- Positive employment with 12 month average of about 200,000 new jobs created per month
- Unemployment rate in September 2016 increased by 10 bps to 5.0%<sup>2</sup>
  - Improved employment opportunities resulted in increase in labour participation rate
- U.S. likely to remain safe haven of choice for foreign investment due to global economic challenges

### U.S. Office Trends

- U.S. office occupancy rate increased by 0.5%<sup>3</sup> over the last 12 months
- Asking rents increased 3.9% over the last 12 months<sup>3</sup>
- Demand for office space mainly driven by Technology, Advertising, Media and Information (TAMI) sectors
- Investors moving into secondary markets in search of yield as gateway markets reach peak pricing

<sup>(3)</sup> As at 30 Sep 2016; Source: CoStar Market Data



<sup>(1)</sup> Source: U.S. Department of Commerce, Bureau of Economic Analysis

<sup>2)</sup> Source: U.S. Department of Labor, Bureau of Labor Statistics (Sep 2016)

# **Downtown Los Angeles**

### Boom in Residential Development Creates Live, Work, Play Environment



Population	10.2 million <sup>1</sup>
Median household income	US\$54,514 <sup>2</sup>

11,108 residential units under construction with an additional 14,502 units currently proposed<sup>3</sup>

Current residential inventory is 36,023 units<sup>3</sup>

Holds one of the highest concentrations of working millennials in  $\mathsf{LA}^4$ 

More than 50% of workforce are millennials (37%) and baby boomers  $(18\%)^4$ 

Companies have been relocating to Downtown LA to be near millennials; tenant base in DTLA more diversified as a result

(1) Total population of Los Angeles County; Source: U.S. Census Population Estimate (as at 1 Jul 2015)

- (2) Source: U.S. Census Bureau and American Community Survey, 2014 5-year Estimates
- (3) Source: Downtown Center Business Improvement District "Downtown LA Market Report Q2 2016"

(4) Source: JLL Research



# 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

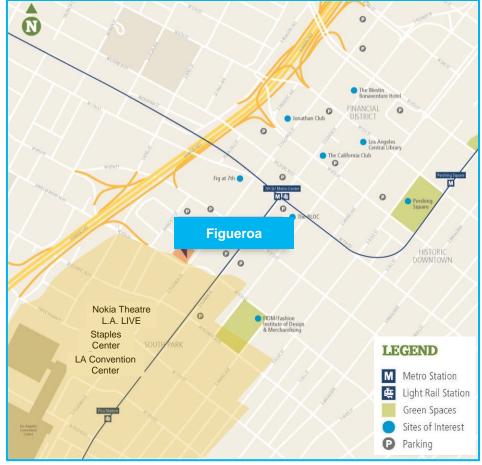
Excellent access to the LA freeway system

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

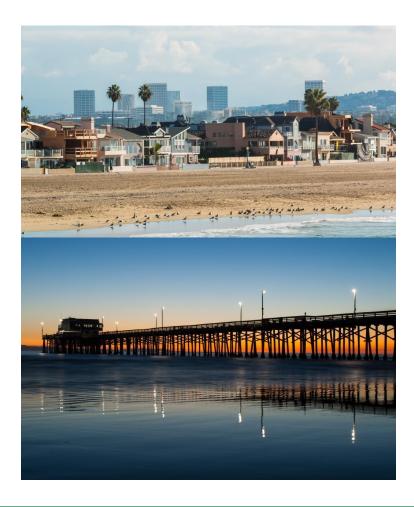


Source: Colliers International Independent Market Research Report (18 Feb 2016)



# Irvine, Orange County

### Attractive Corporate Location with Diversified Economy



Population	3.2 million <sup>1</sup>
Median household income	US\$72,856 <sup>2</sup>

Irvine is considered the "CBD" of Orange County

Strong labour pool with senior executives, middle managers and administrative personnel all living within Orange County

Financial and business services and technology industries have expanded, providing stability that was not present in last market cycle

John Wayne International Airport provides convenient alternative to Los Angeles Airport (LAX)

Rapidly growing population; University of California at Irvine produce highly educated workforce

Scores of technology companies headquartered here, including: Google, Blizzard Entertainment, Broadcom and Vizio

1) Source: U.S. Census Population Estimate (as at 1 Jul 2015)

(2) Source: U.S. Census Bureau and American Community Survey, 2014 5-year Estimates



# 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)



# **Atlanta**

### Attractive Corporate Location Leads to Superior Job Growth



Population	5.7 million <sup>1</sup>					
Median household income US\$56,618 <sup>2</sup>						
Ranked #2 <sup>2</sup> city in US by percentage job growth; 175,500 jobs added over the last two years						
Home to 18 Fortune 500 companies, including: Coca Cola, Delta Airlines, Home Depot, UPS						
Mercedes Benz, Porsche and State Farm Insurance have recently moved headquarters to Atlanta						
Extremely diversified economy						
Universities such as Georgia Tech educated work force	and Emory provide					
Pro-business climate with no labo	ur unions					
Lower cost of living than many oth	Lower cost of living than many other major cities					
Superior infrastructure system with world's busiest airport; located at the conflux of three Interstate highways						
<ol> <li>Source: U.S. Census Population Estimate (as at 1 Jul 2015)</li> <li>Source: U.S. Census Bureau and American Community Survey, 2014 5-year Estimates</li> </ol>						

# 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)



# Depth of Top 15<sup>1</sup> U.S. Office Markets



• Inventory: 81.4m sq ft Occupancy: 90.6% Median Household Income: US\$75.139

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- Inventory: 2.6b sq ft • Occupancy: 84.7%
- Median Household Income: US\$66.931

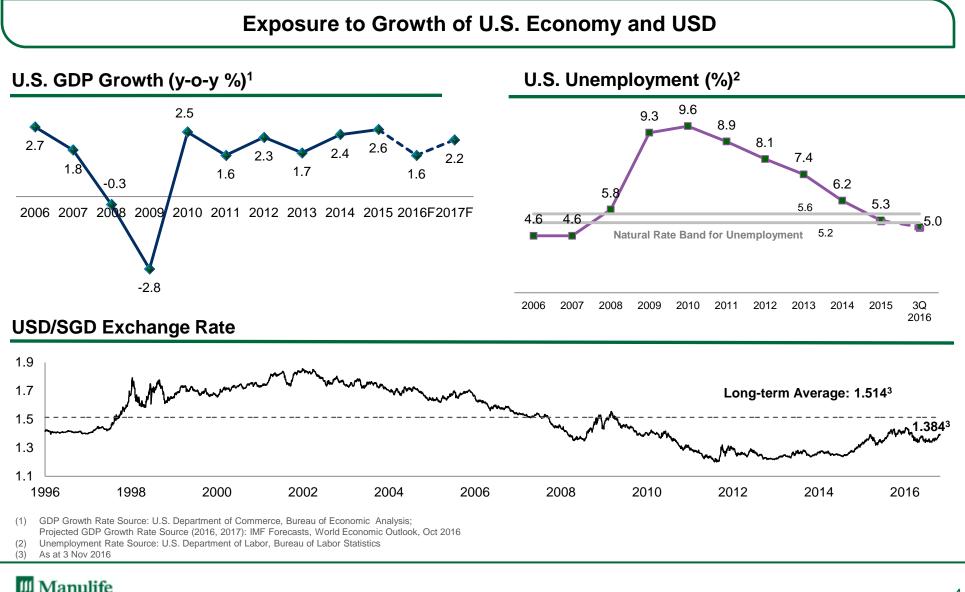
(1) By office inventory

Source for office inventory and occupancy data: JLL's Office Statistics (United States, Q3 2016). Retrieved from http://www.us.jll.com/united-states/en-us/Research/United-States-Office-Statistics-Q3-2016-JLL.pdf Source for median household income: U.S. Census Bureau and American Community Survey, 2014 5-year Estimates

(2) Source for Singapore inventory and occupancy data: Urban Redevelopment Authority (Q2 2016); Source for median household income: Department of Statistics, Singapore: Key Household Income Trends, 2015. Retrieved from https://www.singstat.gov.sg/docs/default-source/default-document-library/oublications/publications and papers/household income and expenditure/pp-s22.pdf Translations of S\$ to US\$ are based on 3 Nov 2016 exchange rate of S\$1.384; US\$1.00

### III Manulife US REIT

# Benefitting from the Growth of the World's Largest Economy

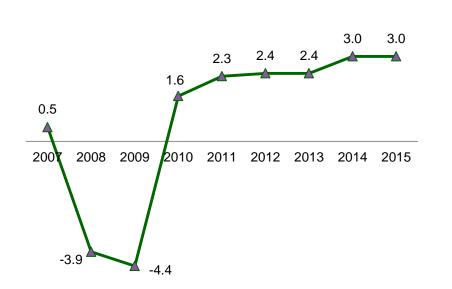


US REIT

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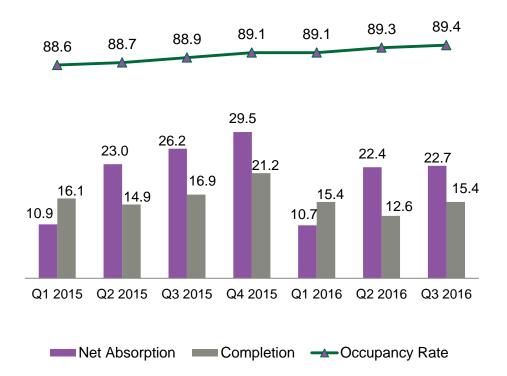
# **Favourable U.S. Real Estate Outlook**

Demand for Office Space Driven by Technology and Other Creative Sectors



U.S. Office Employment<sup>1</sup> (y-o-y %)

# U.S. Office Net Absorption (m sq ft) and Occupancy Rate (%)<sup>2</sup>



(1) Office employment includes the professional and business services, financial activities and information services sectors; Source: U.S. Bureau of Labour Statistics

(2) Source: CoStar Market Data

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