

## Asia's First U.S. Grocery-Anchored Shopping Center and Self-Storage REIT



United Hampshire US REIT was listed on the Mainboard of SGX-ST on 12 March 2020. UHREIT's principal investment strategy of investing in a diversified portfolio of stabilised income producing grocery-anchored and necessity-based retail properties, and modern, climate-controlled self-storage facilities, located in the United States. UHREIT's portfolio is comprised of resilient, cycleagnostic, convenience-oriented properties anchored by tenants that have adapted omnichannel fulfillment strategies to address the preferences and flexible lifestyles of the U.S. consumer.

### Strong Sponsors with Long-Term Synergistic Partnership



>20 year track record

**US\$2.9b** AUM



>60 year track record

**US\$2.0b** AUM

**Contact:** Investor Relations

Information as at 31 December 2021.

Stock Code: ODBU

Bloomberg Code: UHU:SP

**Distribution Payment:** Semi-annual

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## **Key Highlights**



#### US\$688.5 million

Total Appraised Value as at 31 Dec 2021



Long WALE

96.4% Committed Occupancy, highest since IPO

3.6 million sq ft of NLA



Uplift from 31 Dec 2020



## Strategic Locations along the US Eastern Seaboard

**GROCERY & NECESSITY PROPERTIES** 



ACROSS 8 STATES, LOCATED ON THE DENSELY POPULATED AND AFFLUENT EAST COAST



#### **NEW YORK**

### **Grocery & Necessity**

7 Properties 1,137,375 sq ft 26.2% Total Appraised Value



#### **PENNSYLVANIA**

#### **Grocery & Necessity** 1 Property

258,494 sq ft

8.0% Total Appraised Value



#### **NORTH CAROLINA**

#### **Grocery & Necessity** 1 Property

182,925 sq ft 3.6% Total Appraised Value



#### **FLORIDA**

#### **Grocery & Necessity**

2 Properties 411,473 sa ft

13.9% Total Appraised Value

#### **MASSACHUSETTS**

## **Grocery & Necessity**

2 Properties 165,349 sq ft 7.9% Total Appraised Value



#### **NEW JERSEY**

#### **Grocery & Necessity**

4 Properties 421,270 sq.ft 12.9% Total Appraised Value

#### Self-Storage

4 Properties 300,274 sq.ft

13.2% Total Appraised Value

#### **MARYLAND**

#### **Grocery & Necessity**

2 Properties 542,280 sq.ft 10.5% Total Appraised Value



#### VIRGINIA

#### **Grocery & Necessity**

1 Property 168,326 sq.ft 3.8% Total Appraised Value



## **Accretive Acquisitions to Fortify Portfolio**







Colonial Square, Virginia

## **Maiden Acquisition Of Two Dominant Grocery-Anchored Assets**

#### Deepened UHREIT's presence in the Eastern seaboard

- Strategically located with limited competition and high barriers to entry DPU accretive acquisition that strengthened the portfolio's focus on cycle-agnostic tenants
- Improved portfolio diversification and reduced tenant concentration risk
- Enhanced lease maturity profile and portfolio WALE

## **Unlocking Value for Self-Storage Properties**







Perth-Amboy Self-Storage

#### Strategic Sale of Two Self-Storage Properties

The sale of the properties are expected to close in 20 2022, bringing the following key benefits:

- Active portfolio management to enhance value for Unitholders
- Strengthen balance sheet
- Realise value of capital appreciation amidst volatility



## Sustainable Value in the Long-Term

# **Governance Index for Trusts 2021**

Ranked a joint 4th out of 45 S-REITs and **Business Trust** 

#### **SGX Fast Track**

Included for its good compliance track record



**Community Engagement** 

Maintain an average of 20 hours of training per employee per year

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#### **Environment Stewardship**

Install EV charging station at 50% of our properties by 2024

Install LED lighting at 35% of our properties by 2024

Installation of solar panel in progress

## **Key Investment Merits**

- **Stable Cashflows**
- **High Quality Assets**
- **Yield & Growth** 
  - E-Commerce Resistant

## **Resilient Portfolio, Cycle-Agnostic Tenants**



Dental services - Anchored by large, creditworthy tenants - Majority of the leases are triple net with built-in rental increases



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Supporting our tenants' omnichannel strategy



Providing dedicated curbside pick-up areas



Micro-fulfilment an emerging trend at grocery stores where a separate area is dedicated to instore order fulfilment

## **Healthy Increase in Self-Storage Rental Rates**

#### **Carteret Self-Storage** Millburn Self-Storage 100 25 100 25 20 20 60 60 40 40 15 15 20 20 10 31-Mar-21 30-Jun-21 30-Sep-21 31-Dec-21 31-Mar-22 31-Mar-21 30-Jun-21 30-Sep-21 31-Dec-21 31-Mar-22 Occupancy (%) Occupancy (%) Average Quarterly Net Rental Rate (US\$/psf) Average Quarterly Net Rental Rate (US\$/psf) Elizabeth Self-Storage **Perth Amboy Self-Storage** 100 25 នព 25 80 20 60 20 15 40 40 10 15 20 20 5 10 0 31-Mar-21 30-Jun-21 30-Sep-21 31-Dec-21 31-Mar-22 31-Mar-21 30-Jun-21 30-Sep-21 31-Dec-21 31-Mar-22 Occupancy (%) Occupancy (%) Average Quarterly Net Rental Rate (US\$/psf) Average Quarterly Net Rental Rate (US\$/psf)

## Minimal Leasing Risk



1Q 2022 New/Renewal of Leases New Leases:	No. of Leases	Area (Sq Ft)
- Consumer Services (2 tenants) - Consumer Goods (3 tenants)	5	35,544
Renewal Leases:  - Food & Beverage (2 tenants)  - Fitness (1 tenant)  - Discounter/Outlet (1 tenant)  - Consumer Services (1 tenant)	5	44,384
Total	10	79,928

#### **Prudent Capital Management**

38.9%	2.89%	<b>79.6%</b> <sup>4</sup>	
Aggregate Leverage	Weighted Average Interest Rate	Fixed-Rate Debt	
2.3 years	6.1x	US\$14mil	
Weighted Average Debt Maturity	Interest Coverage	Undrawn Committed RCF	

## **Attractive Dividend Yield**



FY 2021

6.10 US cents 0.2% vs IPO Forecast



FP 2020<sup>5</sup>

4.81 US cents

1.1% vs IPO Forecast

Excluding the two newly acquired properties, Colonial Square and Penrose Plaza
 Based on base rental income for the month of March 2022.

Includes floating-rate loans that have been swapped to fixed rate 5. For the financial period from 12 March 2020 to 31 December 2020.