

# BNP Paribas Singapore Property Days

19 May 2022

## Important Notice

The past performance of Keppel Pacific Oak US REIT is not necessarily indicative of its future performance. Certain statements made in this release may not be based on historical information or facts and may be “forward-looking” statements due to a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from similar developments, shifts in expected levels of property rental income, changes in operating expenses, including employee wages, benefits and training, property expenses and governmental and public policy changes, and the continued availability of financing in the amounts and terms necessary to support future business.

Prospective investors and unitholders of Keppel Pacific Oak US REIT (Unitholders) are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of Keppel Pacific Oak US REIT Management Pte. Ltd., as manager of Keppel Pacific Oak US REIT (the Manager) on future events. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information, or opinions contained in this release. None of the Manager, the trustee of Keppel Pacific Oak US REIT or any of their respective advisors, representatives or agents shall have any responsibility or liability whatsoever (for negligence or otherwise) for any loss howsoever arising from any use of this release or its contents or otherwise arising in connection with this release. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. The value of units in Keppel Pacific Oak US REIT (Units) and the income derived from them may fall as well as rise. Units are not obligations of, deposits in, or guaranteed by, the Manager or any of its affiliates. An investment in Units is subject to investment risks, including possible loss of principal amount invested.

Investors have no right to request the Manager to redeem their Units while the Units are listed. It is intended that Unitholders may only deal in their Units through trading on Singapore Exchange Securities Trading Limited (SGX-ST). Listing of the Units on SGX-ST does not guarantee a liquid market for the Units.

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## Content Outline

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Overview of KORE	3
1Q 2022 Performance	9
Market Outlook	19
Additional Information	25

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### Constituent of:



Singapore Small Cap Index



iEdge SG ESG Indices



FTSE ST REIT Index,  
FTSE EPRA Nareit  
Developed Index and  
FTSE Global Small Cap Index



CarbonCare Asia Pacific  
Green REIT Index

# Overview of KORE

105 Edgeview  
Denver, Colorado



# Keppel Pacific Oak US REIT (KORE)

First choice US office SREIT focused on the fast-growing tech sector across key growth markets in the US

Unique exposure to key US growth markets

Benefitting from the defensive sectors of tech and healthcare

Tax advantaged structure

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Sponsors	<ul style="list-style-type: none"><li>Keppel Capital and KORE Pacific Advisors (“KPA”)</li></ul>
US Asset Manager	<ul style="list-style-type: none"><li>Pacific Oak Capital Advisors LLC, also advisor for Pacific Oak Strategic Opportunity REIT</li></ul>
Manager	<ul style="list-style-type: none"><li>Keppel Pacific Oak US REIT Management Pte. Ltd.</li></ul>
Investment mandate	<ul style="list-style-type: none"><li>To invest in a diversified portfolio of income-producing commercial assets and real estate-related assets in <b>key growth markets of the US with favourable economic and office fundamentals</b></li></ul>
Distribution Policy & Distribution Currency	<ul style="list-style-type: none"><li>Semi-annual distributions</li><li>Distributions declared in US dollars; Unitholders have the option to receive distributions in Singapore or US dollars (by submitting a ‘Currency Election Form’) and opting out of CDP’s Currency Conversion Service</li></ul>

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# Successful Execution of Growth Strategy



**9 Nov 2017:** Listed on SGX IPO with 11 office buildings and business campuses across 7 key growth markets



**Jan 2019**  
Strengthened foothold in the strong Maitland submarket with acquisition of **Maitland Promenade 1** in Orlando, Florida



**Aug 2021**  
Completed the strategic acquisitions of **Bridge Crossing** in Nashville, Tennessee, and **105 Edgeview** in Denver, Colorado



Maiden acquisition of **The Westpark Portfolio** in Seattle – Redmond, Washington



**Nov 2018**



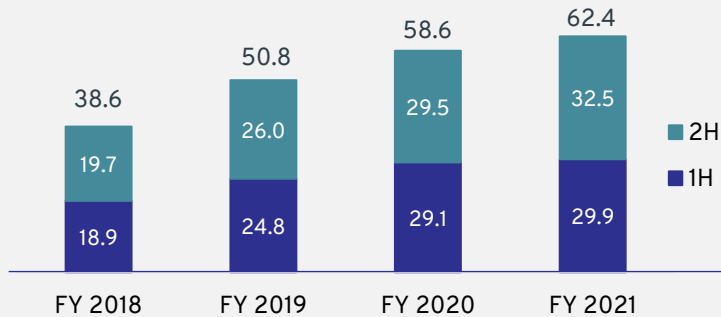
Extended footprint into new key growth market with the acquisition of **One Twenty Five** in Dallas, Texas



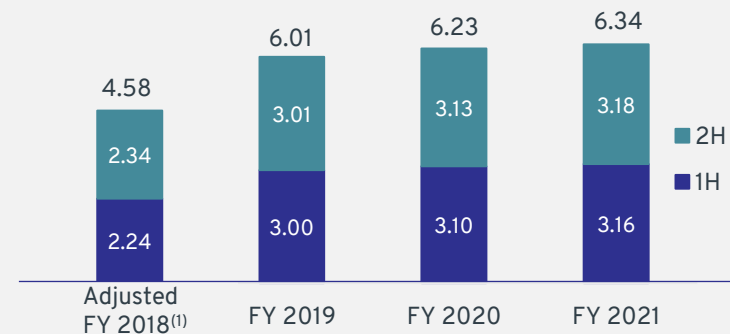
**Nov 2019**



**Distributable Income (US\$ million)**



**DPU (US Cents)**



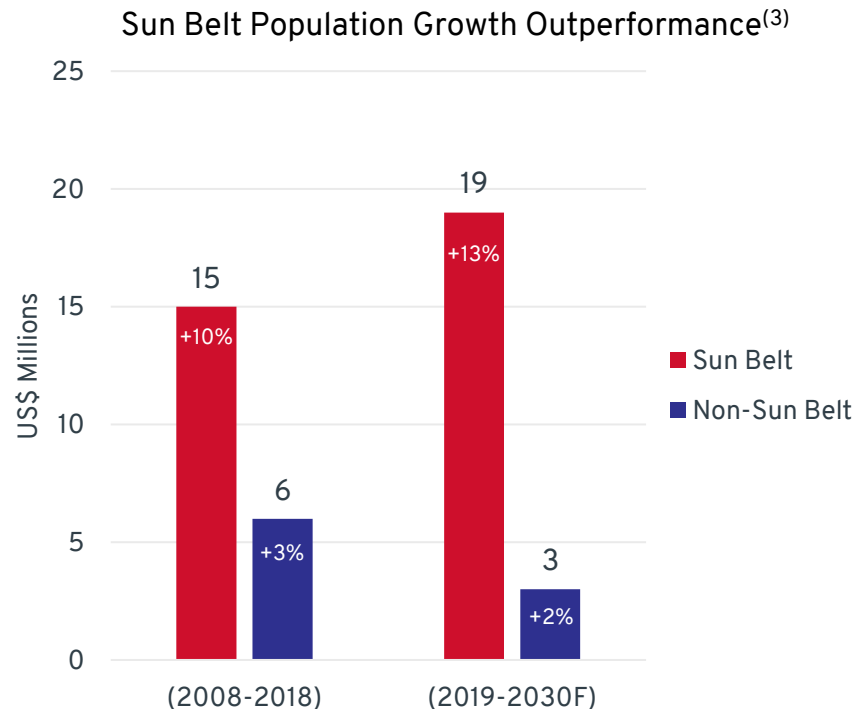
(1) Adjusted Actual FY 2018 was calculated based on the weighted average number of Units for FY 2019 of 843,917,481 Units to remove the effects of the enlarged Unit base in FY 2019 for comparison purpose.

# The Rise of the U.S. Sun Belt



The Sun Belt boom is primarily driven by exodus from high to low-tax states

- Sun Belt markets in 2019 holds 50% of the national population, which is expected to rise to 55% by 2030<sup>(1)</sup>.
- Sun Belt population growth expected to accelerate by another US\$19 million (+13%), whereas non-Sun Belt states are forecasted to rise by only US\$3 million (+2%)<sup>(2)</sup>.
- Looking ahead through 2030, the overall surge in population is expected to continue in Texas, Florida, and California<sup>(1)</sup>.



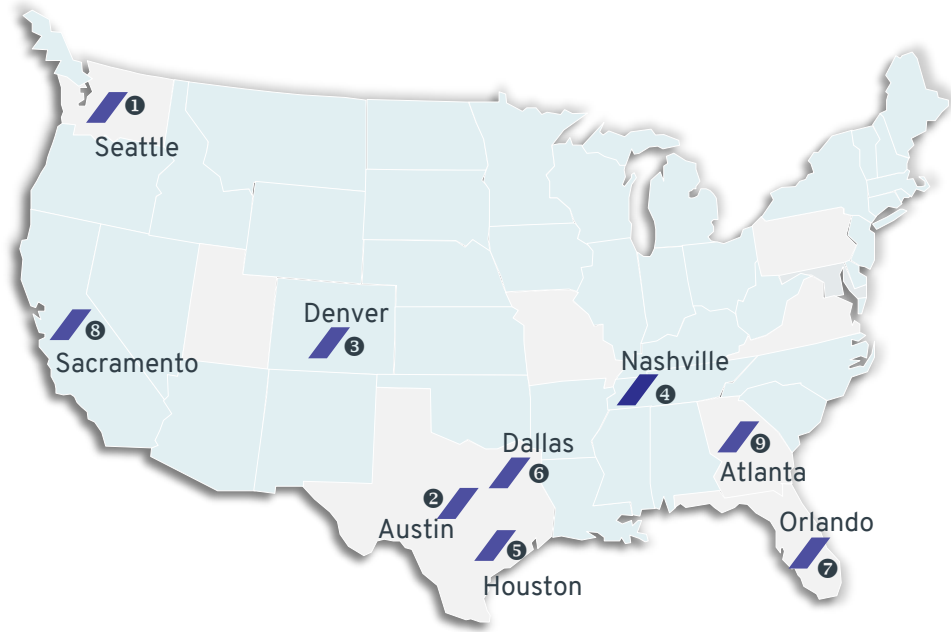
(1) Moody's Analytics, March 2019. Based on population totals from the 18 Sun Belt states.

(2) Through 2030, Texas, Florida and California, followed by Arizona, North Carolina and Georgia have been each forecasted to grow by 4.9, 3.4, 2.4, 1.6, 1.6 and 1.5 million respectively.

(3) Moody's Analytics, December 2018.

# KORE's Presence In Key Growth Markets

Popular in-migration destinations due to attractive lifestyle, culture and employment opportunities



<b>1</b>	<b>Seattle, Washington</b> ❖ The Plaza Buildings ❖ Bellevue Technology Center ❖ The Westpark Portfolio					<b>#9</b>		<b>#9</b>
<b>2</b>	<b>Austin, Texas</b> ❖ Westtech 360 ❖ Great Hills Plaza					<b>#4</b>		<b>#1</b>
<b>3</b>	<b>Denver, Colorado</b> ❖ Westmoor Center ❖ 105 Edgeview					<b>#12</b>		
<b>4</b>	<b>Nashville, Tennessee</b> ❖ Bridge Crossing					<b>#1</b>		
<b>5</b>	<b>Houston, Texas</b> ❖ 1800 West Loop South ❖ Bellaire Park							
<b>6</b>	<b>Dallas, Texas</b> ❖ One Twenty Five							<b>#3</b>
<b>7</b>	<b>Orlando, Florida</b> ❖ Maitland Promenade I & II					<b>#18</b>		
<b>8</b>	<b>Sacramento, California</b> ❖ Iron Point							
<b>9</b>	<b>Atlanta, Georgia</b> ❖ Powers Ferry ❖ Northridge Center I & II					<b>#8</b>		<b>#4</b>

KORE's Properties Magnet Cities<sup>(1)</sup> Sun Belt Cities<sup>(1)</sup> 18-Hour Cities<sup>(1)</sup>

**#x** Top 20 US Markets to Watch, 2022<sup>(1)(3)</sup>

**#x** Top 20 Best Tech Cities for IT Jobs 2021<sup>(2)</sup>

# 2021 Sustainability Achievements

Sustainability is at the core of our strategy and we are committed to delivering sustainable distributions to Unitholders

## LEED Gold

- ✓ The Plaza Buildings
- ✓ Westmoor Center
- ✓ 105 Edgeview
- ✓ 1800 West Loop South

## ENERGY STAR

- ✓ Westech 360
- ✓ Westmoor Center
- ✓ Bellaire Park
- ✓ Powers Ferry
- ✓ Northridge Center I & II

## WELL Health-Safety Rating

- ✓ 105 Edgeview

Female Board Representation

**1**  
—  
**3** Directors are female

GHG Emissions Target

30% reduction for Scopes 1 and 2 emissions<sup>(1)</sup>

Governance Index for Trusts

**2<sup>nd</sup>**  
out of 45 S-REITs and Business Trust

Singapore Governance and Transparency Index

**10<sup>th</sup>**  
out of 45 S-REITs and Business Trust

MSCI ESG Ratings<sup>(2)</sup>

**BBB**

Tenant Health and Safety

Installation of needlepoint bipolar ionisation systems to reduce pollutants





# 1Q 2022 Key Business and Operational Updates

*Tenant lounge,  
1800 West Loop South  
Houston, Texas*



# Financial Performance


Distributable Income for 1Q2022 was up 10.9% year-on-year to US\$16.6m due to:

- The acquisitions of Bridge Crossing in Nashville and 105 Edgeview in Denver in August 2021.

**Strong balance sheet with significant liquidity**

- Aggregate leverage of 37.5% with no long-term refinancing requirements until November 2023.
- Cash and undrawn facilities of US\$85.1m as at 31 March 2022.

## Financial Highlights



	1Q 2022 (US\$ 'm)	1Q 2021 (US\$ 'm)	% Change
<b>Gross Revenue</b>	37.0	34.6	6.9
<b>Net Property Income (NPI)</b>	21.7	20.4	6.7
<b>Adjusted NPI</b> (excludes non-cash straight-line rent, lease incentives and amortisation of leasing commissions)	22.0	20.5	7.1
<b>Income Available for Distribution<sup>(1)</sup></b>	16.6	14.9	10.9

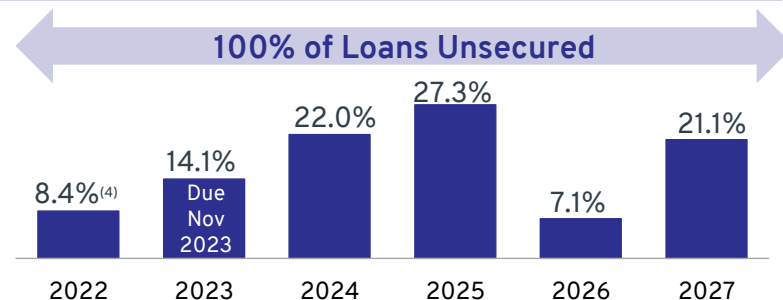
# Proactive Capital Management

100% unsecured loans and low aggregate leverage provide greater financial flexibility

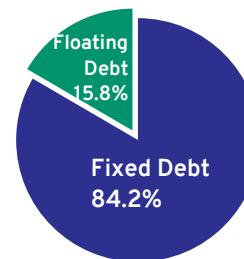
As at 31 March 2022

<b>Total Debt</b>	<ul style="list-style-type: none"> <li>US\$567.4 million of external loans</li> <li>100% unsecured</li> </ul>
<b>Available Facilities</b>	<ul style="list-style-type: none"> <li>US\$50.0 million of revolving credit facility</li> <li>US\$2.6 million of uncommitted revolving credit facility</li> </ul>
<b>Aggregate Leverage<sup>(1)</sup></b>	37.5%
<b>All-in Average Cost of Debt<sup>(2)</sup></b>	2.93 % p.a.
<b>Interest Coverage Ratio<sup>(3)</sup></b>	5.0 times
<b>Weighted Average Term to Maturity (WATM)</b>	2.9 years

## Debt Maturity Profile



## Interest Rate Exposure



## Sensitivity to LIBOR/SOFR<sup>(5)</sup>

Every + 50bps in LIBOR/SOFR translates to - 0.062 US cents in DPU p.a.

(1) Calculated as the total borrowings and deferred payments (if any) as a percentage of the total assets.

(2) Includes amortisation of upfront debt financing costs.

(3) Interest Coverage Ratio (ICR) disclosed above is computed based on the definition set out in Appendix 6 of the Code on Collective Investment Schemes. After adjusting for management fees taken in Units, the ICR would be 5.4 times.

(4) Refers to the \$47.4 million uncommitted revolving credit facility drawn.

(5) Based on the 15.8% floating debt, US\$47.4 million uncommitted revolving credit facility drawn which are unhedged and the total number of Units in issue as at 31 March 2022.

# Quality Portfolio Driven By Tech and Innovation



91.7% Portfolio Committed Occupancy

KORE's strategic presence in key growth markets and its focus on the fast-growing tech sector provides income resilience.

## SEATTLE - BELLEVUE/REDMOND, Washington



**The Plaza Buildings**  
Occupancy: 88.9%



**Bellevue Technology Center**  
Occupancy: 95.7%



**The Westpark Portfolio**  
Occupancy: 96.8%

## ATLANTA, Georgia



**Powers Ferry**  
Occupancy: 67.6%



**Northridge Center I & II**  
Occupancy: 78.4%

## DENVER, Colorado



**Westmoor Center**  
Occupancy: 96.8%



**105 Edgeview**  
Occupancy: 100%

## SACRAMENTO, California



**Iron Point**  
Occupancy: 90.6%

## AUSTIN, Texas



**Great Hills Plaza**  
Occupancy: 100%



**Westtech 360**  
Occupancy: 79.4%

## HOUSTON, Texas



**1800 West Loop South**  
Occupancy: 86.0%



**Bellaire Park**  
Occupancy: 91.0%

## NASHVILLE, Tennessee



**Bridge Crossing**  
Occupancy: 100%

## ORLANDO, Florida

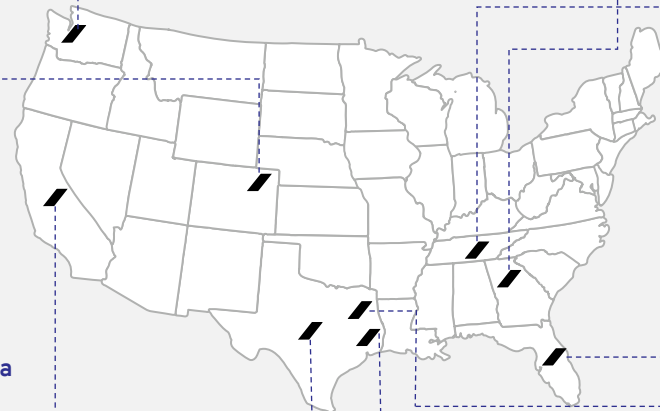


**Maitland Promenade I & II**  
Occupancy: 88.6%

## DALLAS, Texas



**One Twenty Five**  
Occupancy: 94.0%



Tech hub



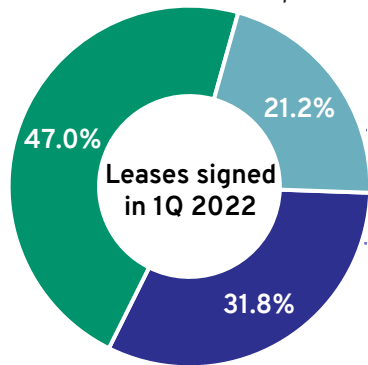
Healthcare hub

All information as at 31 March 2022.

# Steady Income with Visible Organic Growth



■ New ■ Renewal ■ Expansion



## New leasing demand and expansions from:

Professional Services <sup>(1)</sup>	41.3%
Finance and Insurance	33.4%
Others	15.5%
TAMI <sup>(2)</sup>	6.3%
Medical and Healthcare	3.5%

**~146,768sf**

Leased spaces for 1Q 2022, equivalent to 2.9% of portfolio NLA. Portfolio WALE of 3.7 years<sup>(3)</sup> by CRI.

**~8.9%**

In-place rents are ~8.9% below asking rents, which provides an avenue for organic growth.

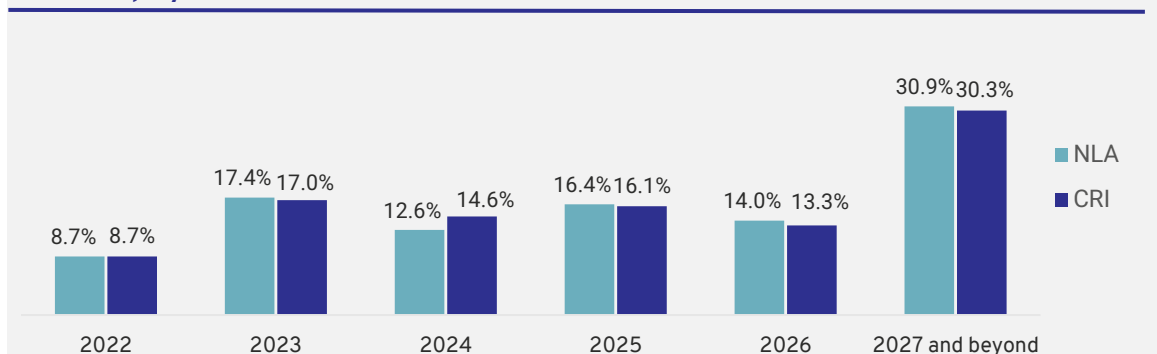
**2.4%**

Positive rent reversion for 1Q 2022. Average rent collection was ~99% with zero rent deferment requests in 1Q 2022.

**~2.4%**

Built-in average annual rental escalation across the portfolio.

## Lease Expiry Profile (as at 31 March 2022)



# Resilient Portfolio with Diversified Tenant Base



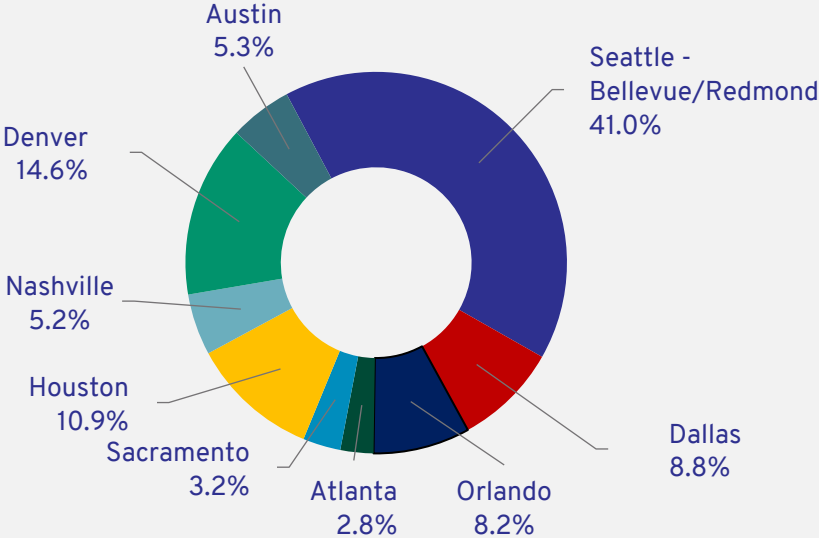
KORE's buildings and business campuses in the tech hubs of Seattle - Bellevue/Redmond, Austin and Denver contribute ~61% of NPI<sup>(1)</sup>



~47% of KORE's portfolio NLA comprises of high-quality tenants from the growing and defensive sectors of TAMI, medical and healthcare

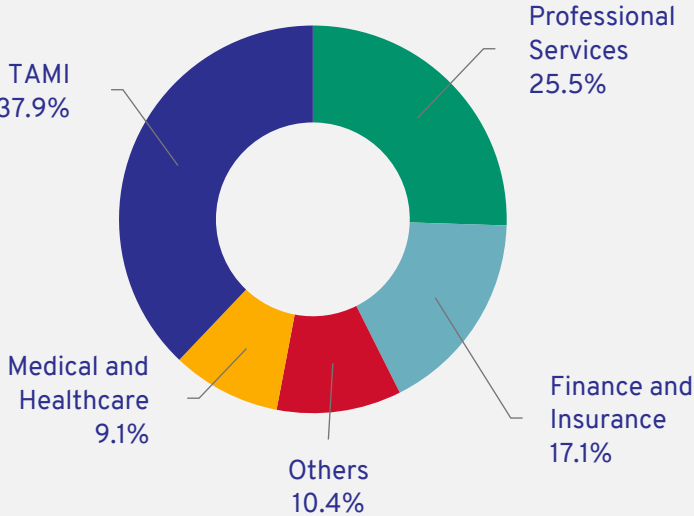
## Geographic Diversification by NPI<sup>(1)</sup>

as at 31 March 2022



## Industry Diversification by NLA

as at 31 March 2022



(1) NPI includes non-cash items such as straight-line rent and lease incentives adjustment, as well as the amortisation of leasing commissions.



# Low Tenant Concentration Risk



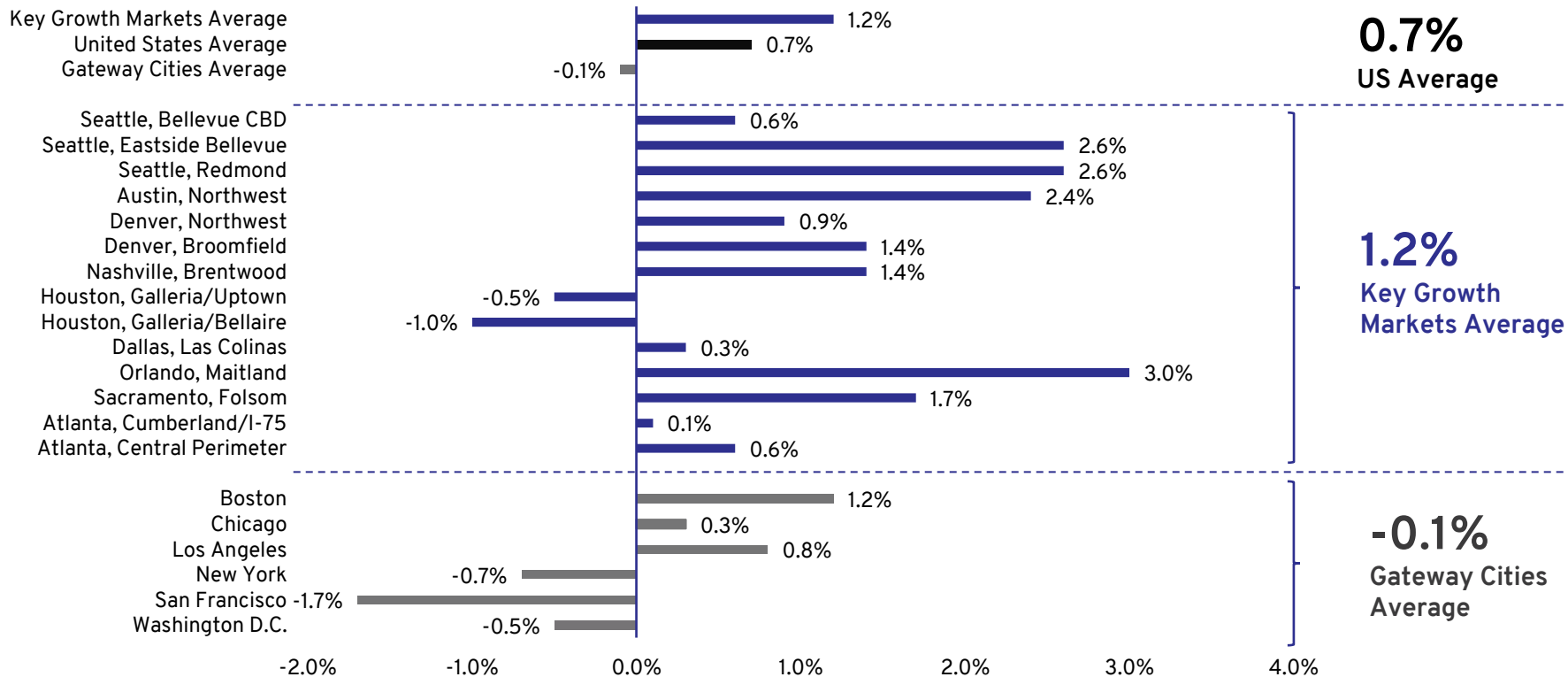
Top 10 tenants contribute only 23.0% of CRI

Majority of top 10 tenants are established TAMI companies located in the fast-growing tech hubs of Seattle – Bellevue/Redmond, Denver and Nashville.

As at 31 March 2022

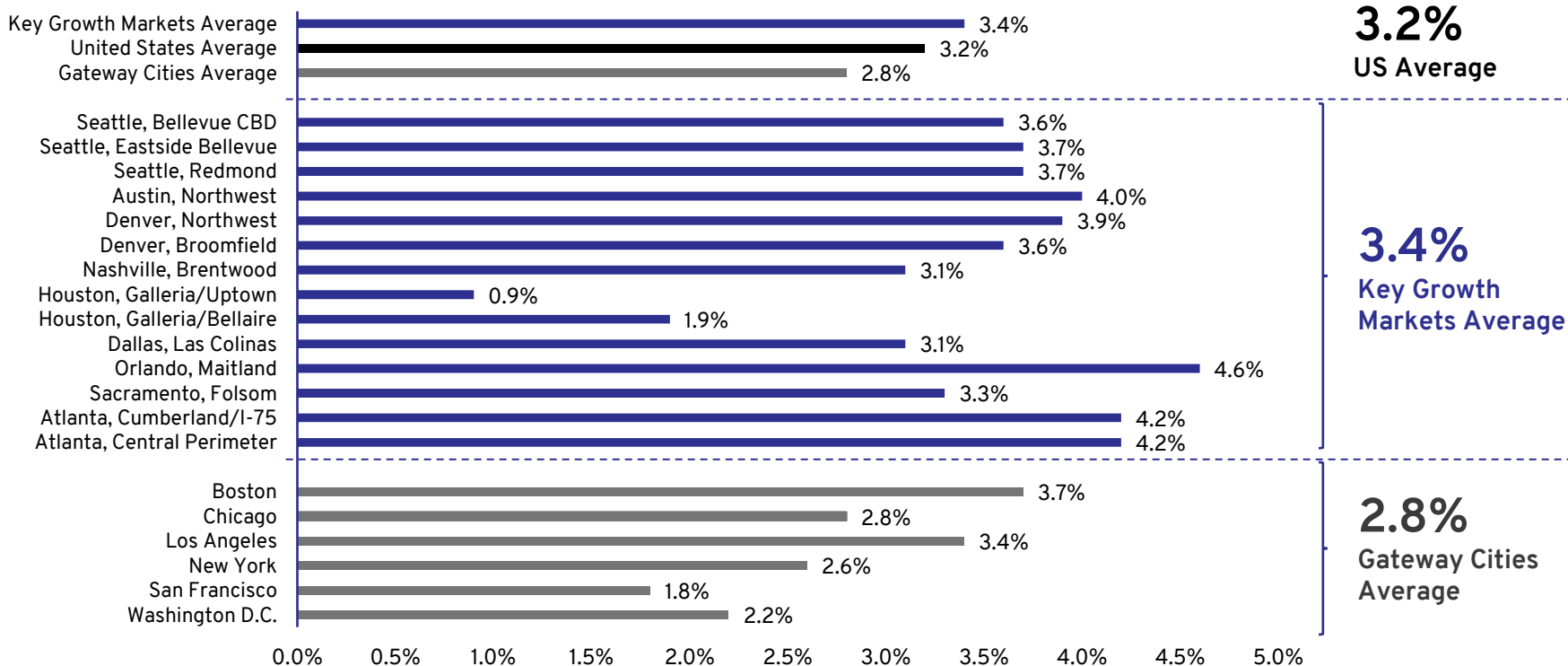
Top 10 Tenants	Sector	Asset	Location	% of CRI
Comdata Inc	Technology	Bridge Crossing	Nashville	3.5
Ball Aerospace	Technology	Westmoor Center	Denver	3.2
Lear Cooperation	Technology	The Plaza Buildings	Seattle – Bellevue/Redmond	2.7
Gogo Business Aviation	Technology	105 Edgeview	Denver	2.7
Oculus VR	Technology	The Westpark Portfolio	Seattle – Bellevue/Redmond	2.3
Zimmer Biomet Spine	Technology	Westmoor Center	Denver	2.0
Spectrum	Media & Information	Maitland Promenade I & II	Orlando	1.8
Bio-Medical Applications	Medical & Healthcare	One Twenty Five	Dallas	1.6
Auth0	Technology	The Plaza Buildings	Seattle – Bellevue/Redmond	1.6
U.S. Bank National Association	Finance & Insurance	The Plaza Buildings	Seattle – Bellevue/Redmond	1.6
<b>Total</b>				<b>23.0</b>
<b>WALE by NLA</b>				<b>4.8 years</b>
<b>WALE by CRI</b>				<b>4.8 years</b>

# Last 12 Months Rent Growth



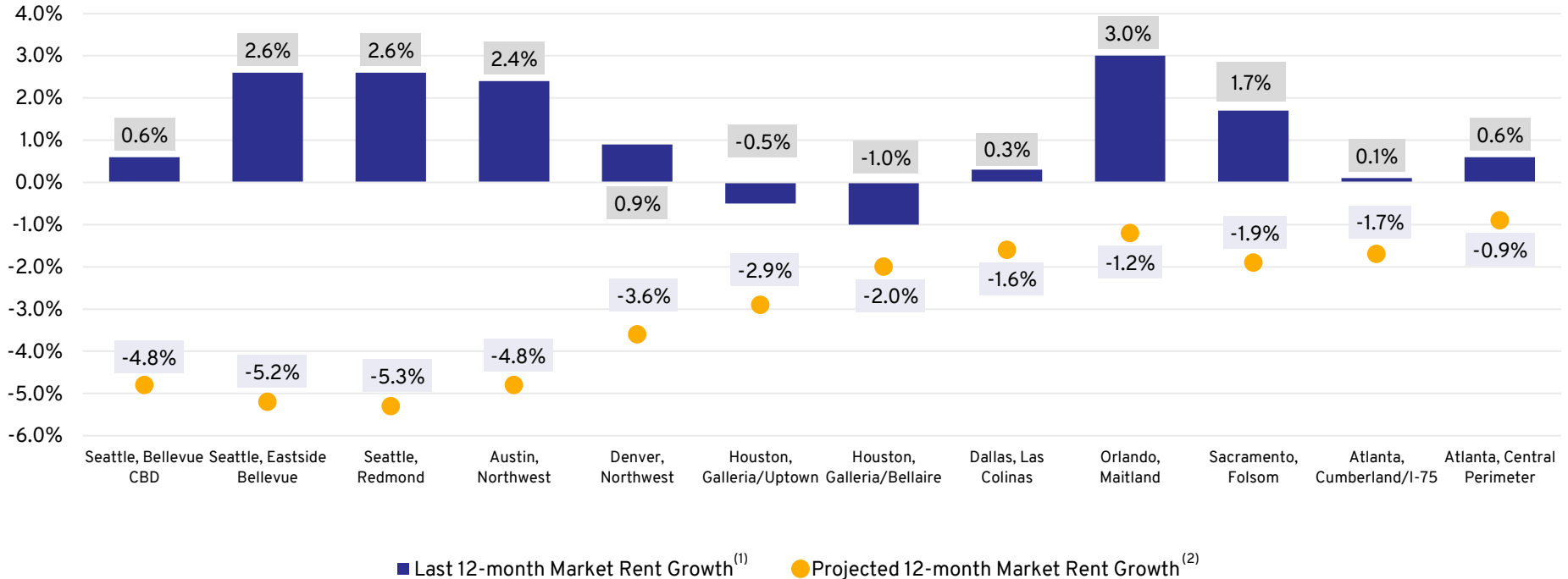
# Projected 12-Month Rent Outlook

KORE's average in-place rents are 8.9% below asking rents, which will continue to drive organic growth



# Actual Against Projected 12-Month Market Rent Growth

Rent growth\* for the last 12 months outperformed projections for KORE's portfolio



(1) Based on CoStar Office Report, April 2022.

(2) Based on CoStar Office Report, April 2021.

\*Excludes Denver, Broomfield (105 Edgeview) and Nashville, Brentwood (Bridge Crossing)

# Market Outlook

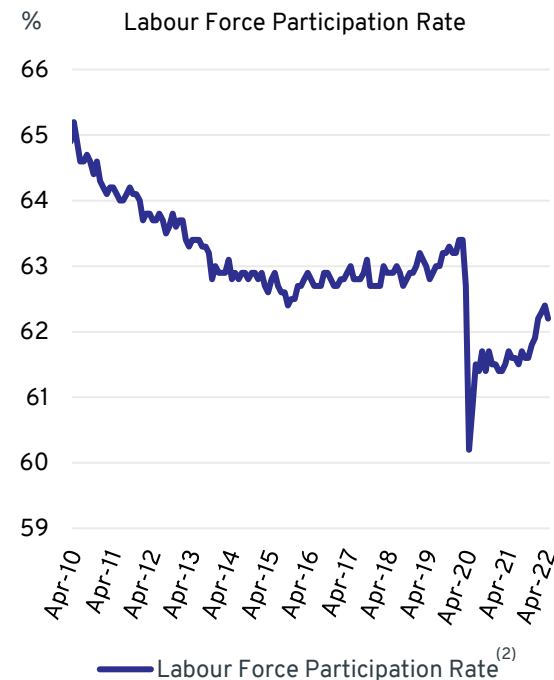
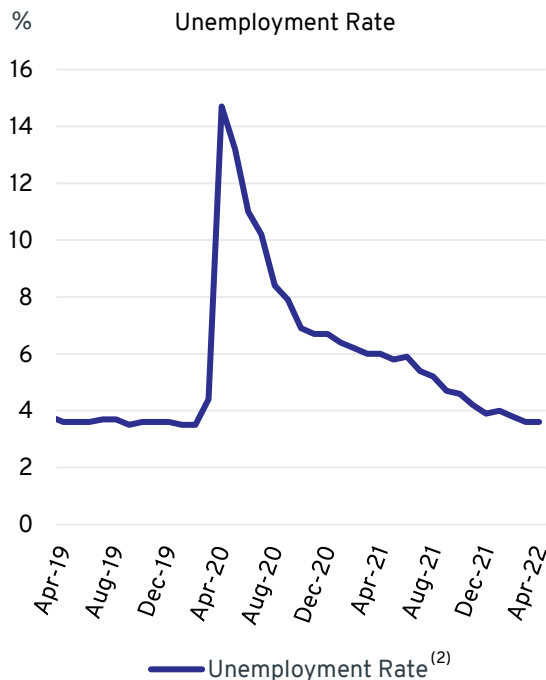
*Iron Point  
Sacramento, California*



# US Economic Progression

## Muted economic activity in 1Q 2022

- US real GDP decreased by 1.4% q-o-q in 1Q 2022<sup>(1)</sup>.
- Unemployment rate was 3.6% in April 2022, down from the high of 14.8% in April 2020's recession<sup>(2)</sup>. In February 2020, prior to the pandemic, unemployment rate was 3.2%.
- Labour force participation rate maintained at 62.2% in April 2022<sup>(2)</sup>.
- Annual inflation rate accelerated to 8.3% as at April 2022, signifying significant headwinds.



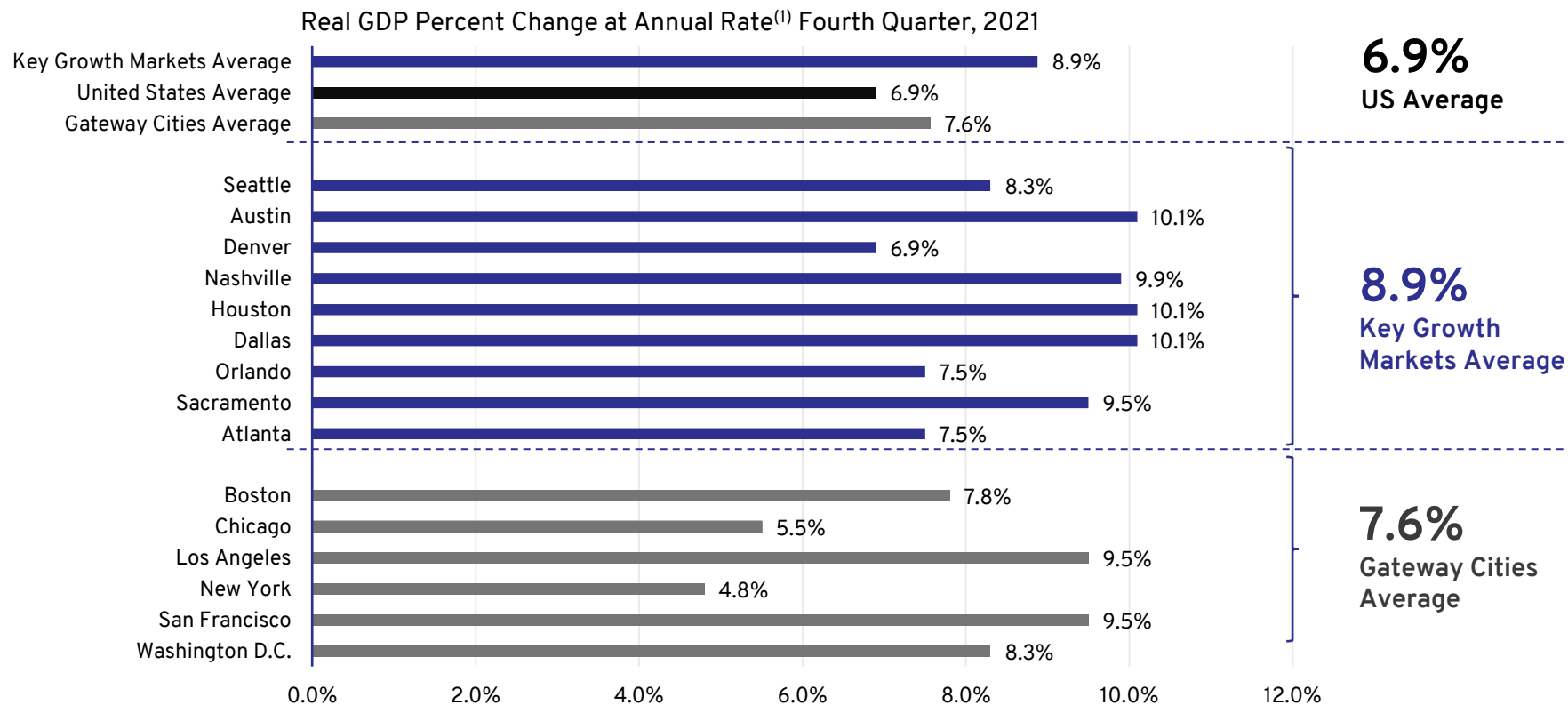
(1) Source: U.S. Bureau of Economic Analysis, April 2022.

(2) Source: U.S. Bureau of Labor Statistics, May 2022.



# Positive Economics in KORE's Key Growth Markets

KORE's key growth markets continue to outperform national average



**6.9%**  
US Average

**8.9%**  
Key Growth  
Markets Average

**7.6%**  
Gateway Cities  
Average

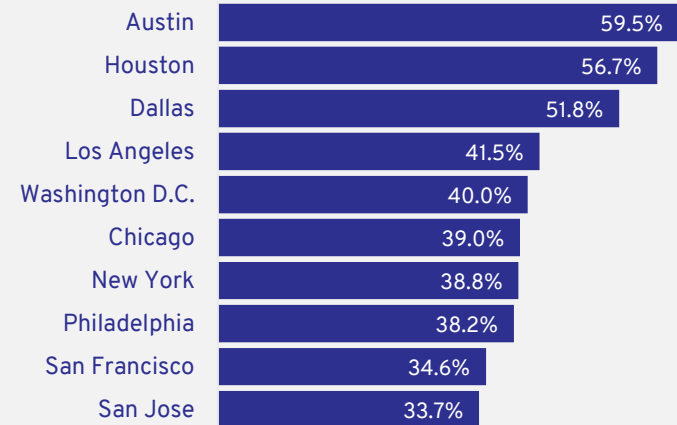
# Return to Office On Track to Improve

## Suburban Markets Lead the Way as Tenants Target Amenity-rich Buildings

- Tenants appear to have long-term confidence in the office market as more companies are expanding their footprints than contracting<sup>(1)</sup>.
- Sun Belt markets continue to outperform gateway cities.
  - Benefit from expansionary leasing activity concentrated on hub-and-spoke models<sup>(2)</sup>.
- Occupancy levels highest in suburban car-borne cities, as opposed to the denser CBD cities.
  - Texas markets of Austin, Houston and Dallas are leading at above 40%<sup>(3)</sup>.

## Texas metro areas lead in office occupancy.

### Top 10 US Cities: Workplace Occupancy (as at 11 May 2022)<sup>(4)</sup>



**First choice  
US office S-REIT  
focused on the  
fast-growing  
TAMI, medical and  
healthcare sectors  
across key growth  
markets in the US.**



Strategic presence in some of the fastest growing states in the US.



Exposure to the fast-growing TAMI, medical and healthcare sectors provides income resilience.



Highly diversified portfolio with low tenant concentration risk.



Resilient operating metrics with built-in average rental escalations for further organic growth.



Robust financial position to continue pursuing opportunities in key growth markets with a tech focus.

# Thank You

For more information,  
please visit [www.koreusreit.com](http://www.koreusreit.com)

Connect with us on: 

*The Plaza Building  
Seattle – Bellevue/Redmond*





# Additional Information

*Iron Point  
Sacramento, California*



# Commitment to ESG Excellence

Sustainability is at the core of our strategy and we are committed to delivering sustainable distributions to Unitholders

## Environmental Stewardship



Achieve a **30% reduction** for **Scopes 1 and 2** emissions by 2030, from 2019



Embark on **energy savings initiatives** through utilising LED light bulbs and reducing the use of energy intensive equipment across the portfolio



Continue to **improve water conservation efforts**

**Increase waste recycling rate** across the portfolio

## Responsible Business



Uphold **strong corporate governance, robust risk management**, as well as **timely and transparent communications**



Execute a **sound fiscal and asset management strategy**



Maintain **high standards of ethical business conduct** and compliance best practices

**Zero incidents** of non-compliance with laws and regulations

Uphold **high standards of cybersecurity and data protection best practices**

Encourage the adoption of **sustainability principles** throughout the supply chain

## People & Community



Maintain at least **one-third female representation** on the Board



Provide a safe and healthy environment for all stakeholders, adopting the **Keppel Zero Fatality Strategy** to achieve a zero fatality workplace



Achieve at least **20 training hours** on average per employee in 2022



Achieve at least **75% in employee engagement score** in 2022

Engage with local communities and contribute to Keppel Capital's target of more than **500 hours of staff volunteerism** in 2022

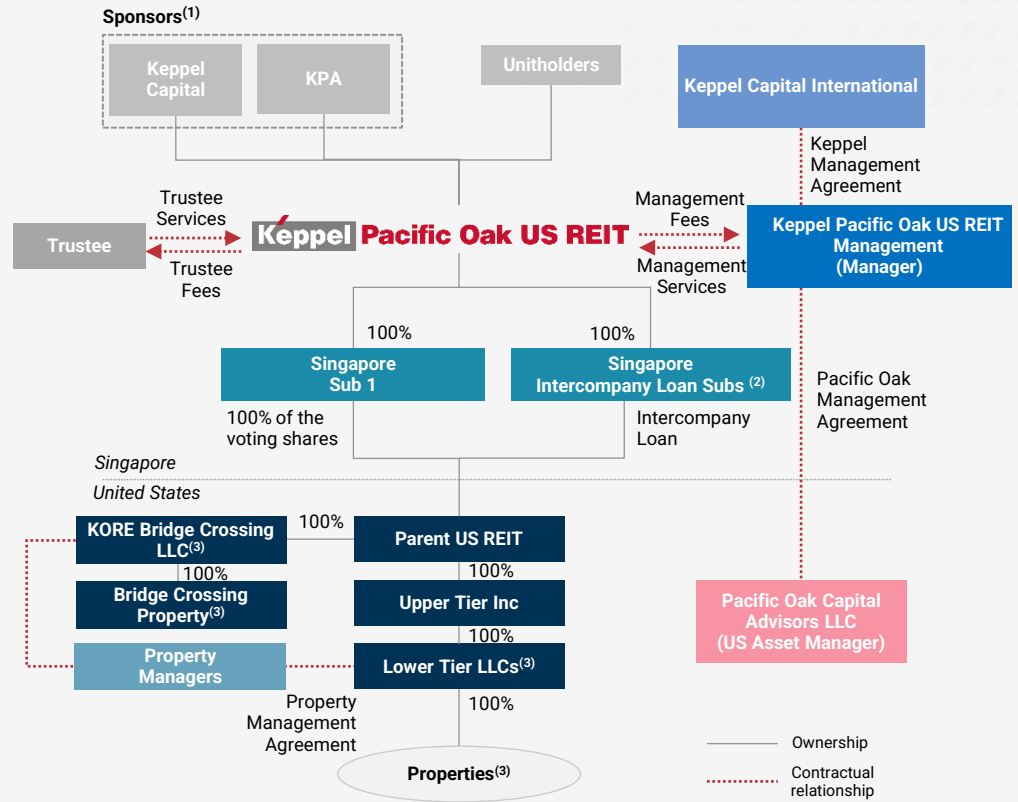


# First Choice Submarkets Outlook

Submarket <i>Property</i>	Property Vacancy Rate (%)	Submarket Vacancy Rate (%)	Last 12M Deliveries (sf'000)	Last 12M Absorption (sf'000)	Under Construction (sf'000)	Last 12M Rental Growth (%)	Projected Rental Growth (%)
<b>Seattle, Bellevue CBD</b> <i>The Plaza Buildings</i>	11.1	5.7	1100	1000	4,267 <sup>(1)*</sup>	0.6	3.6
<b>Seattle, Eastside Bellevue</b> <i>Bellevue Technology Center</i>	4.3	3.0	236	303	-	2.6	3.7
<b>Seattle, Redmond</b> <i>The Westpark Portfolio</i>	3.2	1.8	-	155	2500 <sup>(1)#</sup>	2.6	3.7
<b>Austin, Northwest</b> <i>Great Hills Plaza &amp; Westech 360</i>	0.0 <sup>(2)</sup> & 20.6 <sup>(3)</sup>	20.0	9.0	112	101.2	2.4	4.0
<b>Denver, Northwest</b> <i>Westmoor Center</i>	3.2	8.8	58.5	39.1	36.2	0.9	3.9
<b>Denver, Broomfield</b> <i>105 Edgeview</i>	-	14.3	12	(146)	-	1.4	3.6
<b>Nashville, Brentwood</b> <i>Bridge Crossing</i>	-	15.2	-	(28.1)	-	1.4	3.1
<b>Houston, Galleria/Uptown</b> <i>1800 West Loop South</i>	14.0	25.6	-	(957)	-	(0.5)	0.9
<b>Houston, Galleria/Bellaire</b> <i>Bellaire Park</i>	9.0	17.2	-	(301)	-	(1.0)	1.9
<b>Dallas, Las Colinas</b> <i>One Twenty Five</i>	6.0	25.3	-	(264)	512.3 <sup>(1)</sup>	0.3	3.1
<b>Orlando, Maitland</b> <i>Maitland Promenade I &amp; II</i>	11.4	13.3	-	(126)	-	3.0	4.6
<b>Sacramento, Folsom</b> <i>Iron Point</i>	9.4	4.8	-	6.5	-	1.7	3.3
<b>Atlanta, Cumberland/I-75</b> <i>Powers Ferry</i>	32.4	16.0	323	(42.1)	120 <sup>(1)</sup>	0.1	4.2
<b>Atlanta, Central Perimeter</b> <i>Northridge Center I &amp; II</i>	21.6	19.1	-	387	130.6	0.6	4.2

# Trust Structure

- ✓ Tax-efficient structure for holding US properties
  - No US corporate tax (21%) and US withholding tax (30%)
  - No Singapore corporate tax (17%) and Singapore withholding tax (10%)
  - Subject to limited tax
- ✓ Leverage Sponsors' expertise and resources to optimise returns for Unitholders
- ✓ Alignment of interests among Sponsors, Manager and Unitholders



(1) Keppel Capital holds a deemed 7.3% stake in Keppel Pacific Oak US REIT (KORE). Pacific Oak Strategic Opportunity REIT, Inc. (KPA entity) holds a 6.1% stake in KORE. KPA holds a deemed interest of 1.2% in KORE, for a total of 7.3%.  
 (2) There are four wholly-owned Singapore Intercompany Loan Subsidiaries extending intercompany loans to the Parent US REIT.  
 (3) Bridge Crossing Property is held under KORE Bridge Crossing LLC, which in turn is held directly under Parent US REIT. The other properties in the portfolio are held under the various Lower Tier LLCs respectively.

# Strong Sponsors: Keppel Capital and KORE Pacific Advisors



- **Asset management arm of Keppel Corporation** and a premier manager in Asia
- **US\$31 billion<sup>(1)</sup>**  
Global assets under management as at end-2021
- **~40 cities across key global markets**  
Diversified portfolio of real estate, infrastructure, data centres and alternative assets
- **17 Funds**  
Over 200 professionals managing five listed REITs and business trust and 12 private funds



- Established **commercial real estate investment manager** in the US
- **US\$4.0 billion**  
Assets under management as at end-2020
- **Over 20 markets**  
High quality commercial, single-family, multi-family, hospitality real estate portfolio across the US
- **6 Funds**  
Proven expertise in managing two public REITs and four private funds