



Entry into High-Growth Markets with Acquisitions in Phoenix and Portland

30 November 2021



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Diablo, Tempe, Phoenix

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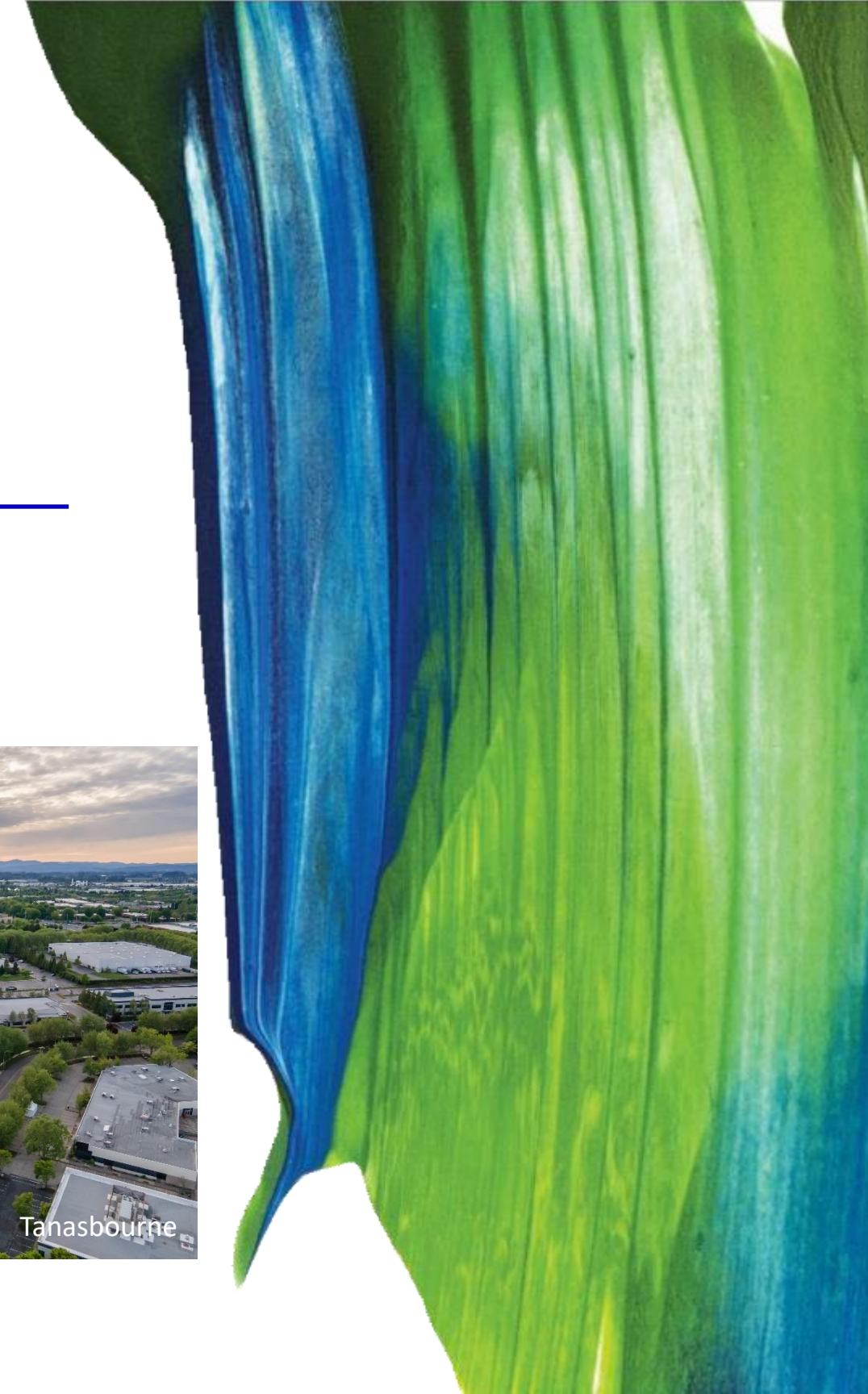
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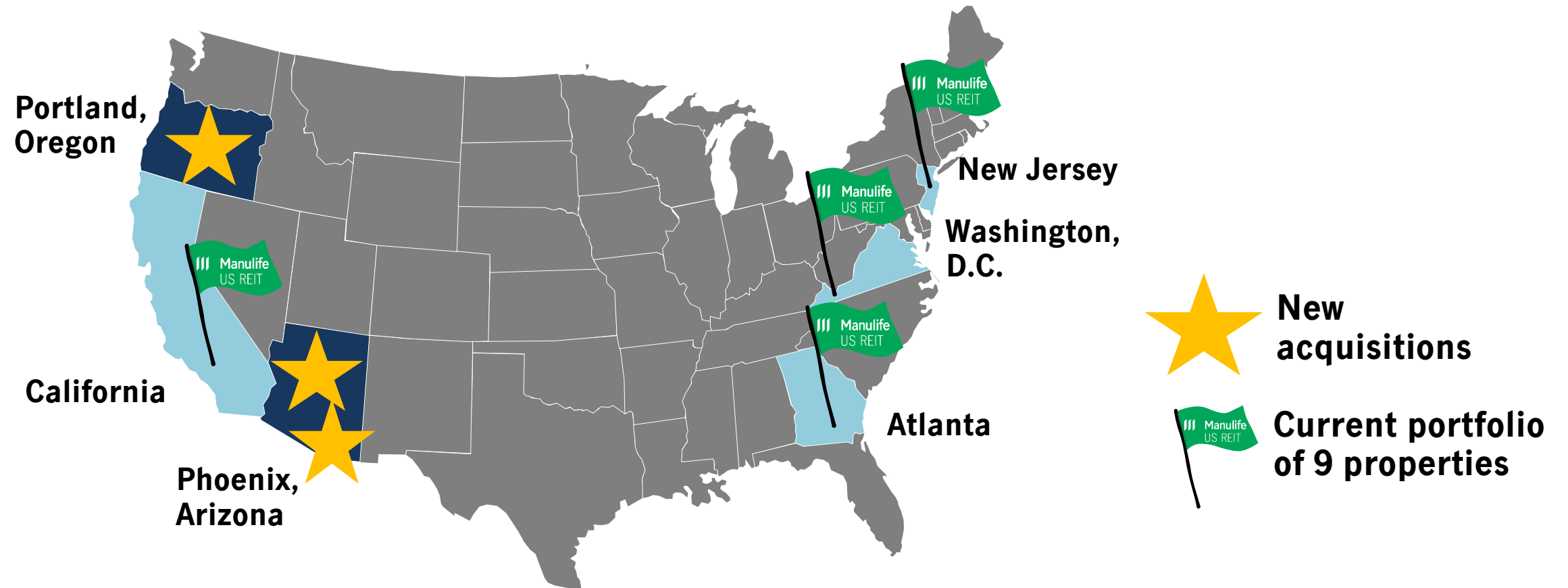
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01

Overview of Acquisitions



Accretive acquisitions of 3 properties (Trio portfolio)



	Diablo Technology Park, Phoenix (Diablo)	Park Place, Phoenix (Park Place)	Tanasbourne Commerce Center, Portland (Tanasbourne)	Total
Purchase Price (US\$ m)	61.75	106.00	33.85	201.60
NLA (sq ft)	354,434	274,700	132,851	761,985

Diablo Technology Park, Tempe, Phoenix



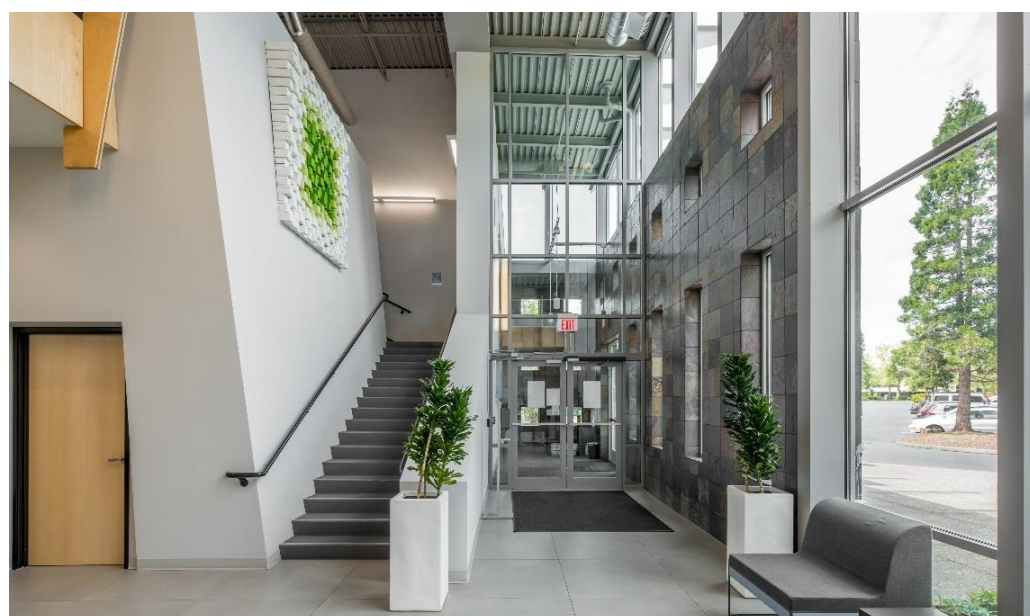
Description	5 collaborative campus/flex-office buildings
Location	2900 South Diablo Way
Land Tenure	Freehold
NLA (sq ft)	354,434
Parking Spaces	1,630
Year of Completion	1980 – 1998
Purchase Price (US\$ m)	61.75
Valuation (US\$ m)¹	65.0
Implied Cap Rate (%)¹	6.9
Occupancy Rate (%)²	85.7
WALE (by NLA)²	4.6 years
Top 3 Tenants	Smart Embedded Computing, Conduent Commercial Solutions, Computershare Loan Services
Amenities	State-of-the-art fitness center and full-service café

Park Place, Chandler, Phoenix



Description	2 office campus buildings
Location	1650 & 1700 South Price Road
Land Tenure	Freehold
NLA (sq ft)	274,700
Parking Spaces	1,578
Year of Completion	2019
Purchase Price (US\$ m)	106.00
Valuation (US\$ m)¹	106.9
Implied Cap Rate (%)¹	5.8
Occupancy Rate (%)²	100.0
WALE (by NLA)²	7.9 years
Top 3 Tenants	Voya Services Co., Toyota Motor Credit Corp., Fresenius Management Services
Amenities	Conference center, cafeteria, courtyard, large-covered patio and barista coffee bar

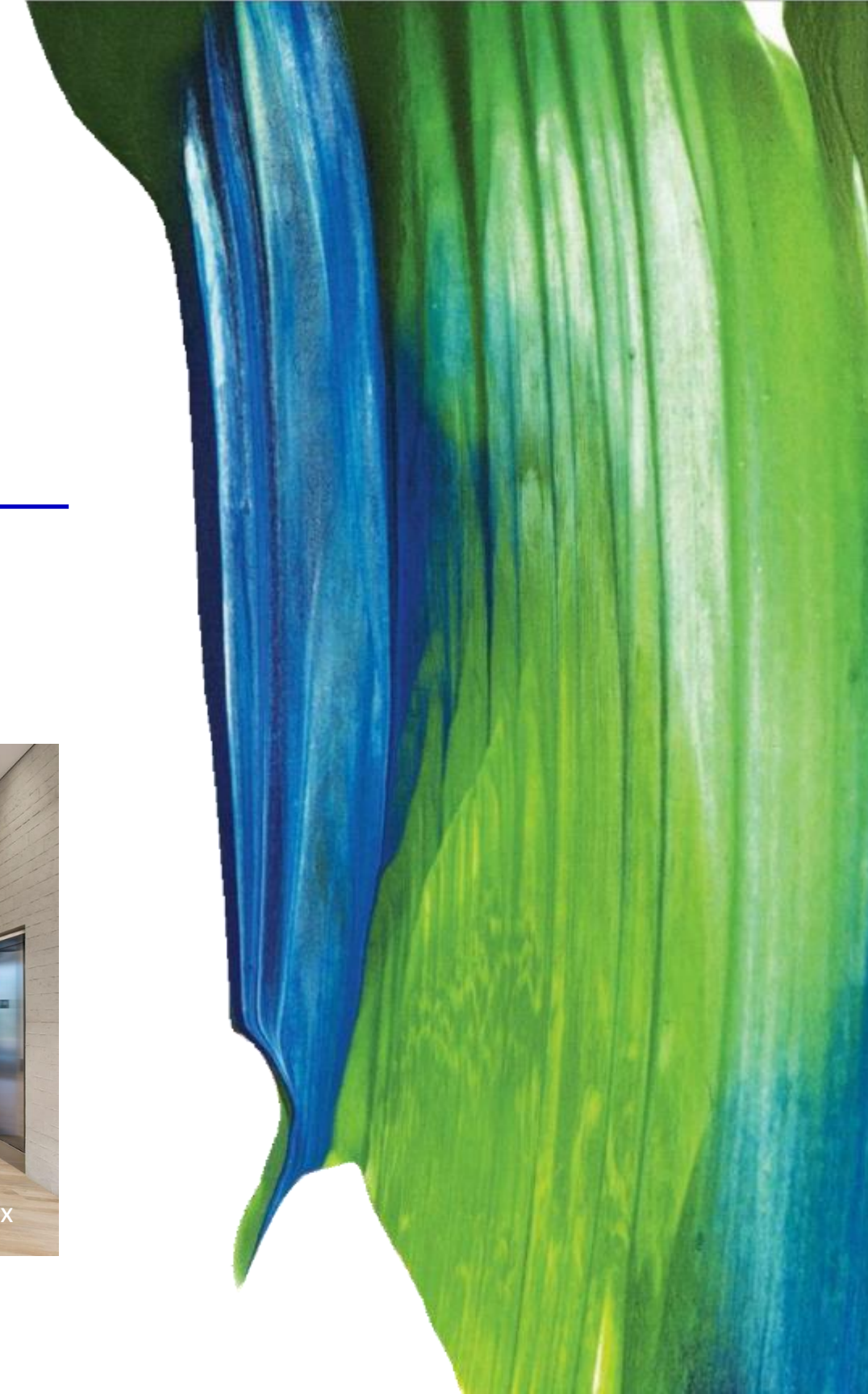
Tanasbourne Commerce Center, Hillsboro, Portland



Description	3 flex-office buildings
Location	3188 & 3175 NE Aloclek Drive and 3300 NE 83 rd Avenue
Land Tenure	Freehold
NLA (sq ft)	132,851
Parking Spaces	593
Year of Completion	1986 – 1995; renovated 2015, 2017 and 2020
Purchase Price (US\$ m)	33.85
Valuation (US\$ m)¹	34.4
Implied Cap Rate (%)¹	7.0
Occupancy Rate (%)²	100.0
WALE (by NLA)²	4.9 years
Top 3 Tenants	Nike, Tokyo Electron, Kaiser Permanente
Amenities	Variety of shopping and F&B options nearby

02

Rationale and Key Benefits



Rationale



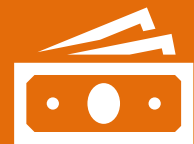
1. Entry into high-growth sunbelt/magnet cities



2. Propelling exposure to high-growth tenants in tech and healthcare sectors



3. Fortifying portfolio - higher occupancy and longer WALE



4. Enhancing Unitholders' returns through accretive acquisitions



Phoenix - Silicon Desert



**11th largest metropolitan area in U.S.
Capital of Arizona**



Population growth

- In-migration drives population +15.6% (2010 – 2020)
- Attracts highly educated skilled workforce; 32.2% has at least bachelor degree (+47.2% over the past decade)
- Strong employment propelled by high-growth tech, healthcare sectors
- Affordable cost of living – taxes and housing

“No large city grew faster than Phoenix.”

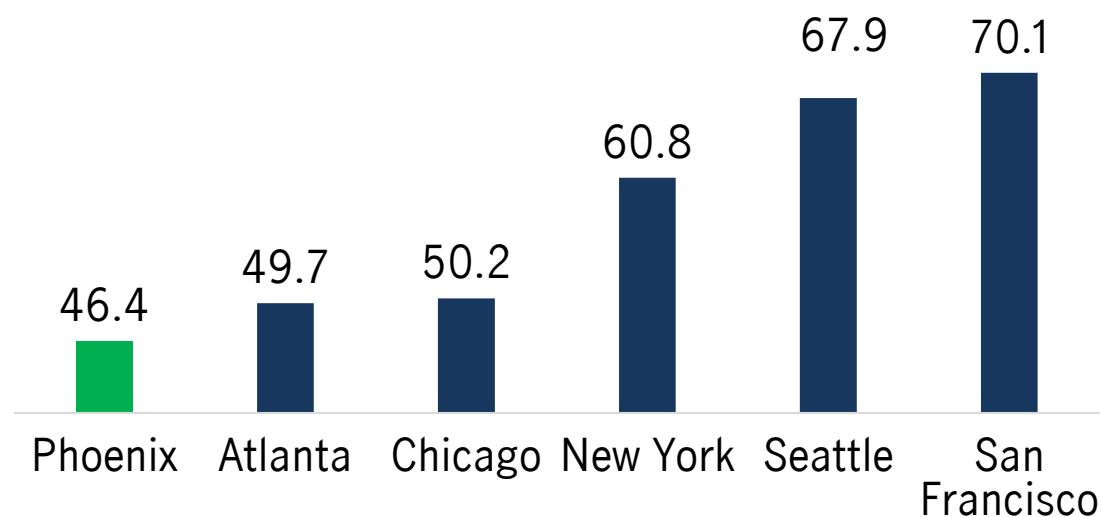
New York Times, Aug 2021¹



Pro-business environment

- Low cost of doing business – 51%² lower than San Francisco for tech business
- Access to burgeoning talent pool (STEM/TAMI)
- Robust transportation infrastructure

Cost of doing tech business in key markets by annum (US\$ m)²





Tempe and Chandler - *booming* Phoenix submarkets



Tempe

- Access to STEM talent pool from Arizona State University (Most innovative college in U.S. for six years running)
- Destination for companies relocating/expanding to lower cost metro areas (e.g. Motorola)
- Submarket rents achieved +18.1% premium vs. rest of Phoenix market
- During COVID-19, achieved record levels of net absorption and stable occupancy

Chandler

- Semiconductor/Tech-Nexus – innovation ecosystem attracting high-tech companies relocating/expanding from higher cost markets
- Large modern offices at attractive rents - magnet for large corporates
- Robust demand with rent growth +23.6% since 2015, resilient through COVID-19



Portland – Silicon Forest



Largest city in Oregon



Population growth

- +12.9% in the past decade, above U.S. avg. of 7.4%¹ due to in-migration of young skilled talent
- ~48% degree holders in STEM majors



Pro-business environment

- Low-cost alternative to West Coast for large tech companies
- Adaptive re-use by tech and creative companies – media, in suburban markets such as Hillsboro
- 46.6% growth in rents from 2015 to 2021
- Home to leading athletic/sports brands (Nike, Adidas, Under Armour, Columbia Sportswear)

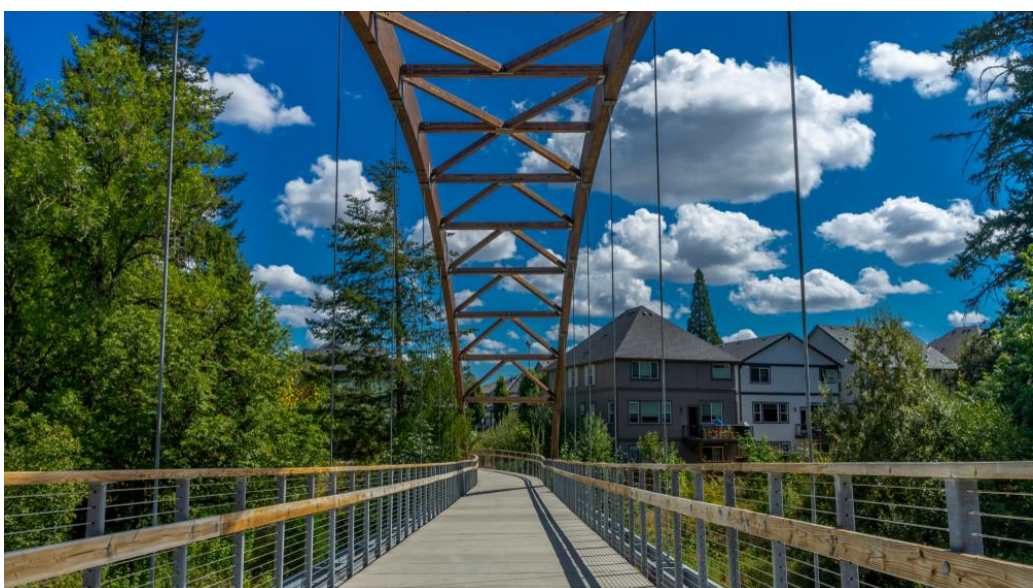


Live-work-play environment

- Rich cultural scene, access to nature
- Considered a national leader in sustainability
- Robust road, light rail and air links



Hillsboro - Sunset Corridor



Hillsboro

- Heart of Silicon Forest with high concentration of computer and electronic manufacturing jobs. Anchored by Nike HQ and Intel's largest global campus
- Intel completed its multi-billion-dollar expansion of its D1X facility, adding ~1.5 m sq ft of production capacity (total ~4 m sq ft)
- Sunset Corridor: Strongest leasing activity ~780,000 sq ft in 2020 vs. avg. ~330,000 sq ft from 2011 - 2019
- Benefits from large office occupiers such as Microsoft and Hitachi
- Robust roster of tech and life science professional services



Limited supply with +1.9% *rent growth* during COVID-19 and +2.3% for next 12m

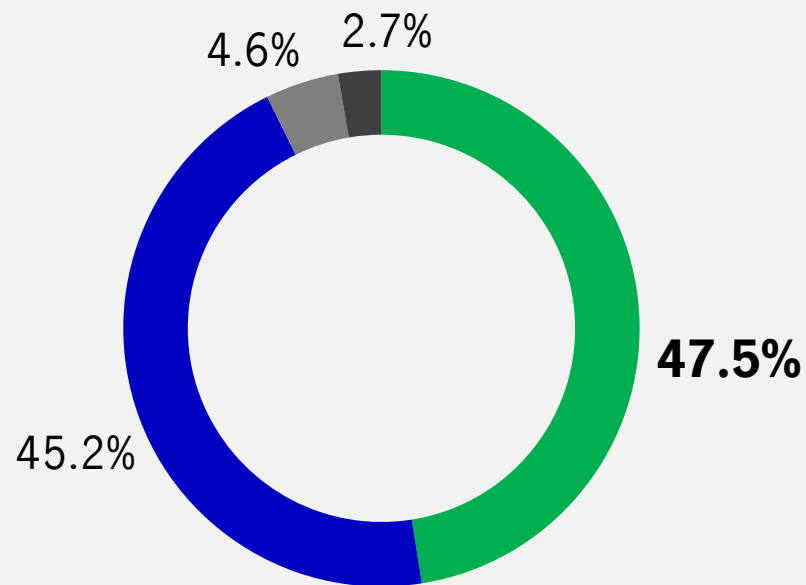
Market	RBA (m sq ft)	Vacancy (%)	Gross Asking Rent (US\$)	Net Absorption ('000 sq ft)	Net Delivery ('000 sq ft)	Last 12 Months Rent Growth ¹ (%)	Projected 12 Months Rent Growth ¹ (%)	New Properties Under Construction ('000 sq ft)	Delivery Year
Tempe, Phoenix	19.9	12.4	30.01	47.4	0.0	0.9	2.8	471.0 ²	2022
Chandler, Phoenix	13.2	14.9	27.64	38.2	150.0	1.4	2.8	0.0	NA
Hillsboro, Portland	15.1	5.6	27.30	33.3	0.0	3.3	1.2	0.0	NA
Trio portfolio						1.9	2.3		



Increased exposure to *high-growth* tenants and markets

Trio portfolio

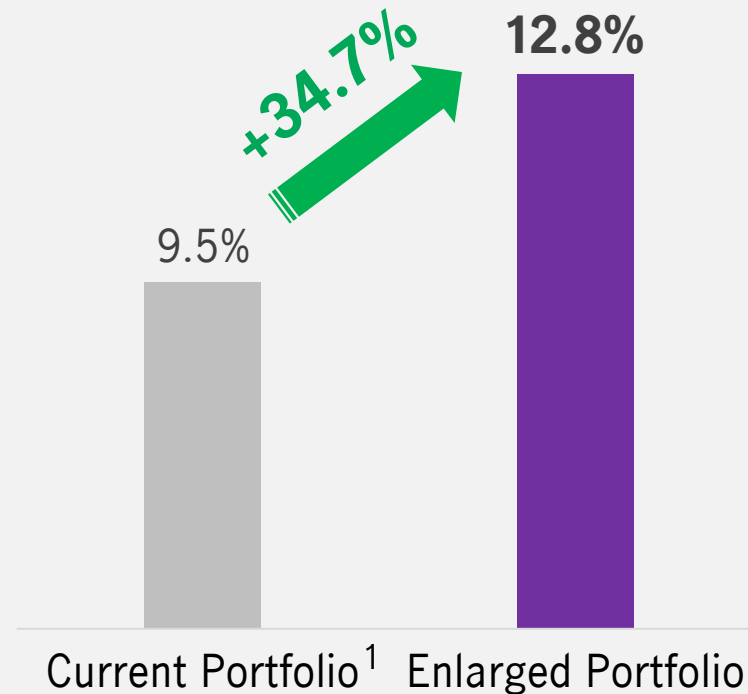
47.5% in high-growth tech/healthcare sectors by GRI



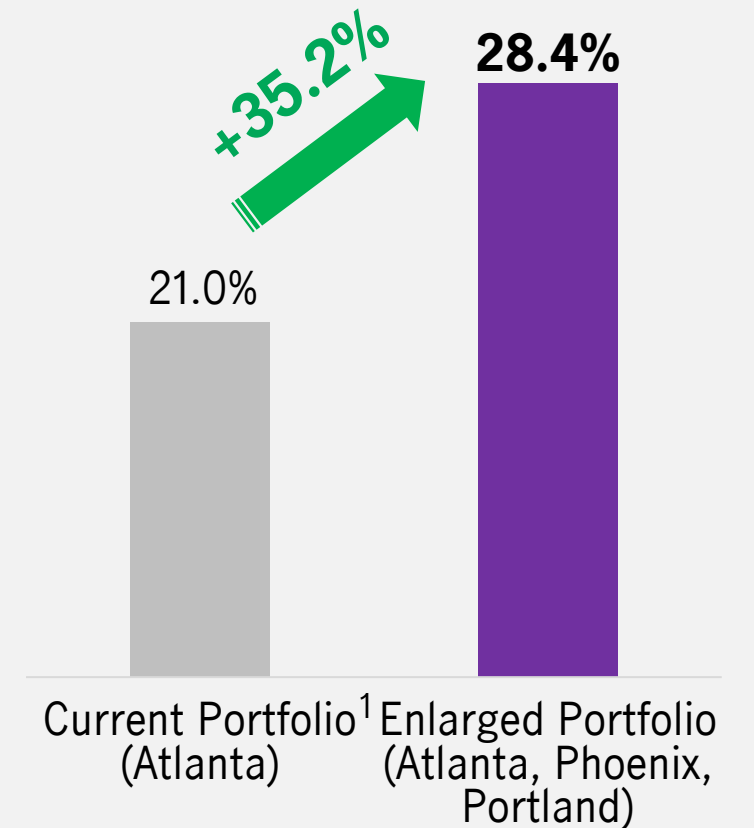
- Tech and healthcare
- Finance and insurance
- Retail
- Education, food and accommodation

Current and enlarged portfolio

+34.7% increased exposure to tech/healthcare sectors by GRI



+35.2% increased exposure to growth markets by AUM





High-quality and credit-worthy tenants

Top 10 Tenants	Property	Industry	Credit Rating	NLA (sq ft)	% of NLA
Voya Services Co. (NYSE: VOYA)	Park Place	Finance and insurance	Moody's Ba2	151,359	21.3%
Smart Embedded Computing (NASDAQ: SGH)	Diablo	Information	Moody's Baa2	92,741	13.0%
Conduent Commercial Solutions (NASDAQ: CNDT)	Diablo	Information	Moody's B1	90,452	12.7%
Toyota Motor Credit Corp. (NYSE: TM)	Park Place	Finance and Insurance	Moody's A1	84,033	11.8%
Computershare Loan Services (OTCMKTS: CMSQY)	Diablo	Finance and Insurance	Moody's B2	66,945	9.4%
Tokyo Electron (OTCMKTS: TOELY)	Tanasbourne	Information	R&I AA	54,500	7.7%
Kaiser Permanente	Tanasbourne	Healthcare	Moody's Aa3	49,462	7.0%
Fresenius Management Services (NYSE: FMS)	Park Place	Healthcare	Moody's Baa3	39,308	5.5%
Nike (NYSE: NKS)	Tanasbourne	Retail Trade	Moody's Aa3	28,889	4.1%
Valleywise Health	Diablo	Health Care	Moody's Aa3	21,406	3.0%
Total				679,095	95.5%

Top 10 tenants are credit-rated and/or listed¹

WALE of top 10 tenants: 6.0 years

1) Either on entity or parent level

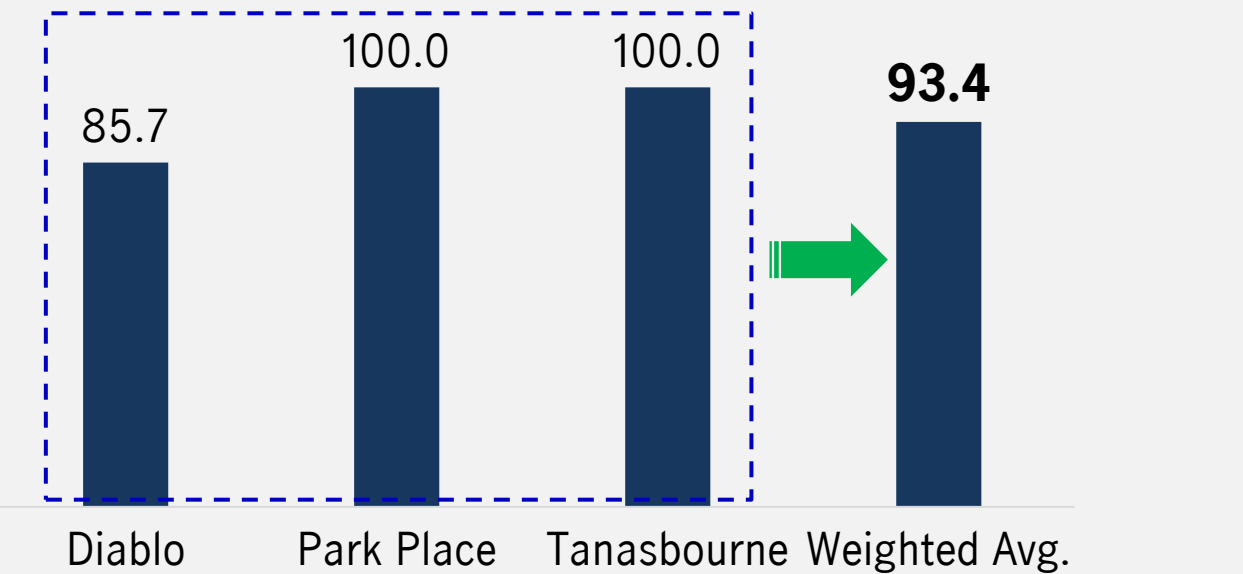


Fortifying portfolio with high occupancy and long WALE

Trio portfolio

High weighted avg. occupancy 93.4%

Trio portfolio occupancy (%)



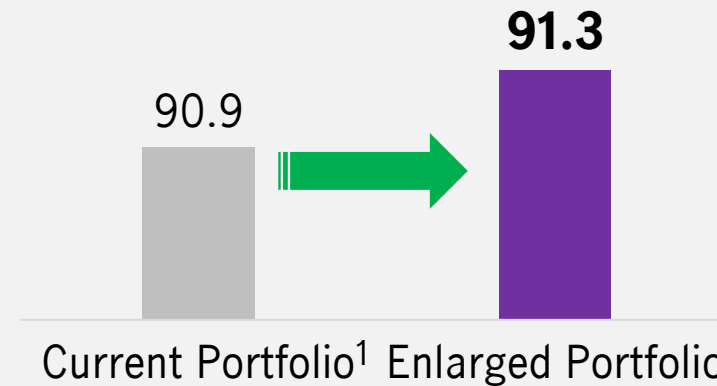
5.9 years

Trio portfolio WALE

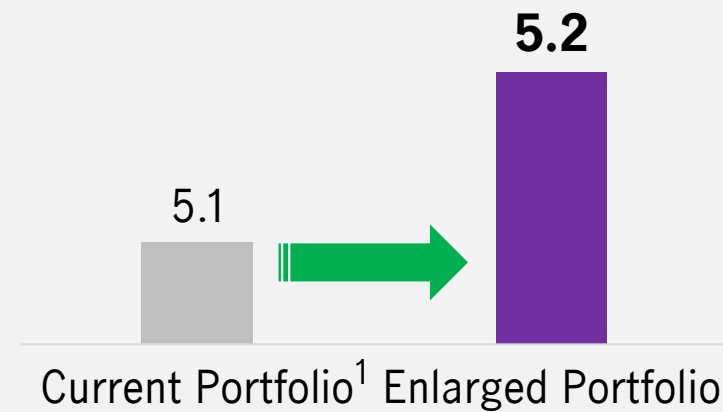
Current and enlarged portfolio

Higher occupancy and longer WALE post acquisition

Current and enlarged portfolio occupancy (%)



Current and enlarged portfolio WALE (years)



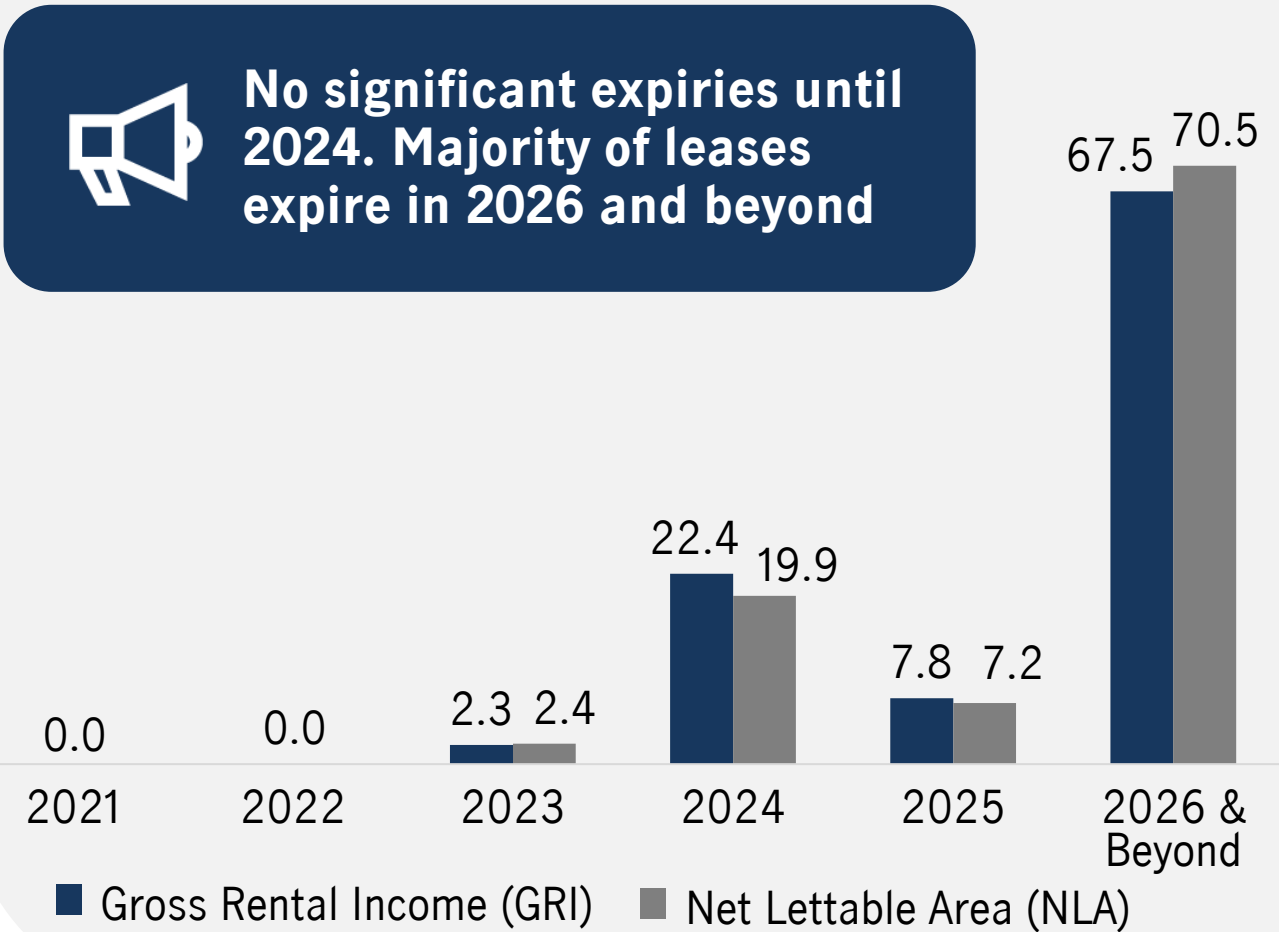
1) Data as at 30 Sep 2021



Strong leasing market with *minimal* near-term expiries

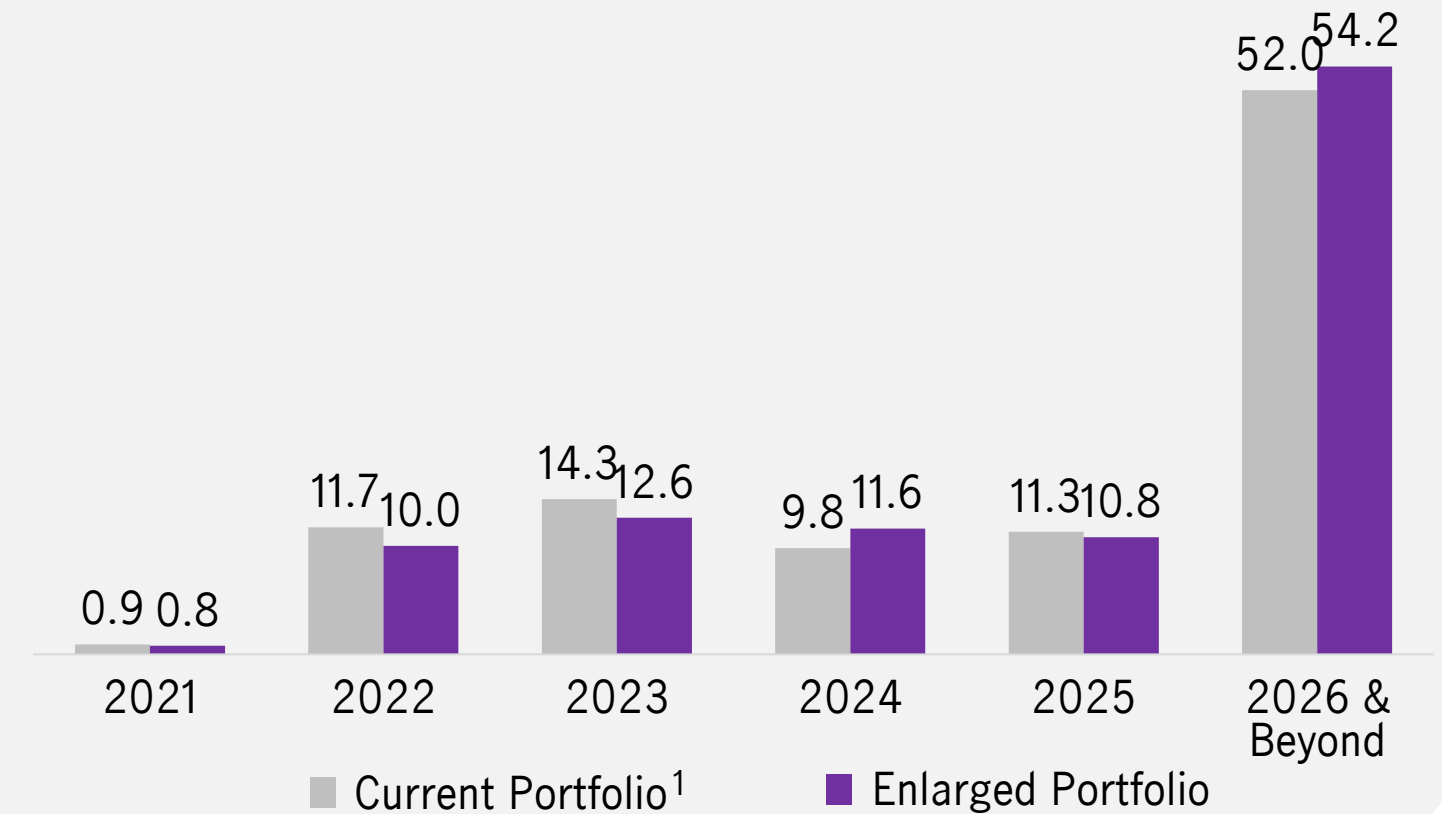
Trio portfolio

Trio portfolio lease expiry (%)



Current and enlarged portfolio

Total portfolio lease expiry by NLA (%)

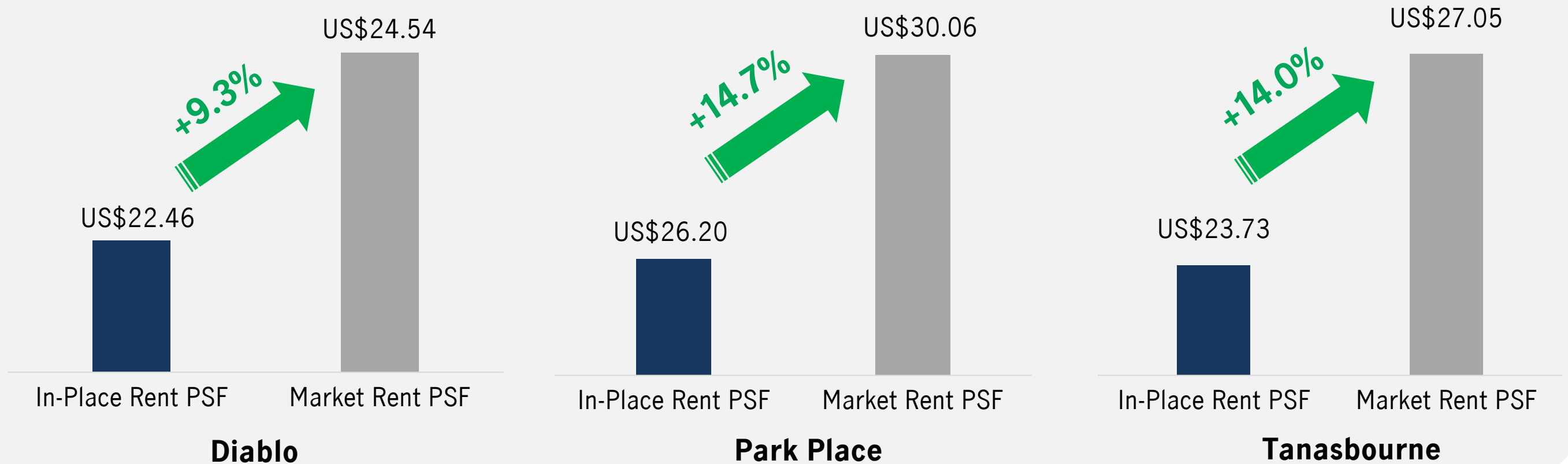




Positive rental reversion potential

100% built-in rental escalation, averaging ~2.5% per annum

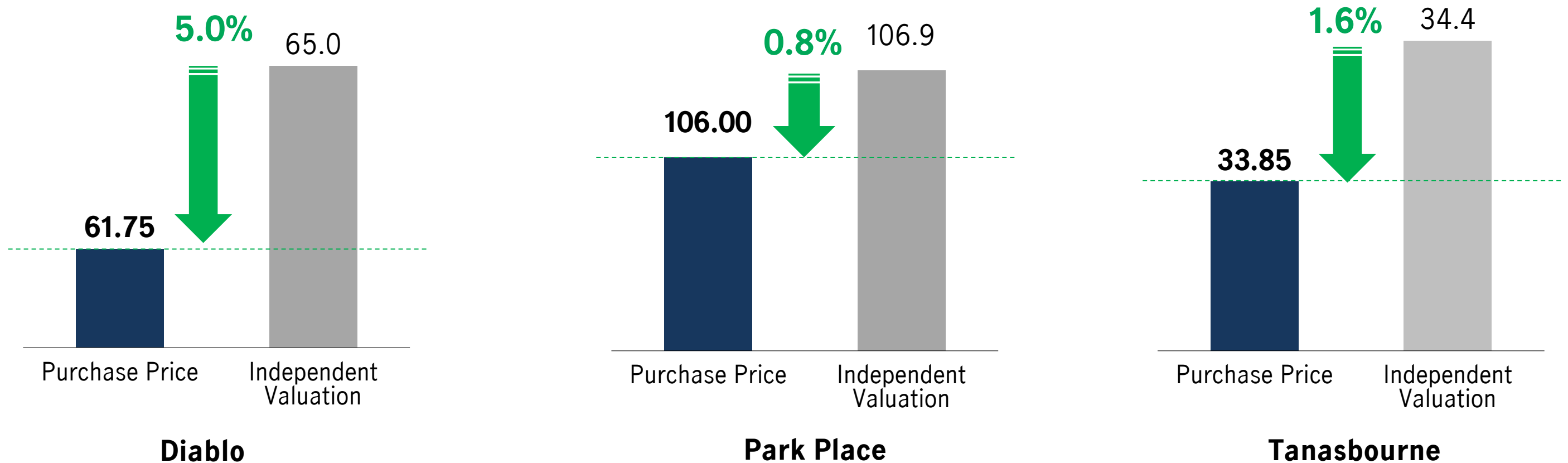
In-place rents 9.3% to 14.7% below market;
Potential rental reversion averaging +12.3% for Trio portfolio





Premium assets acquired 2.3% *lower* than valuation

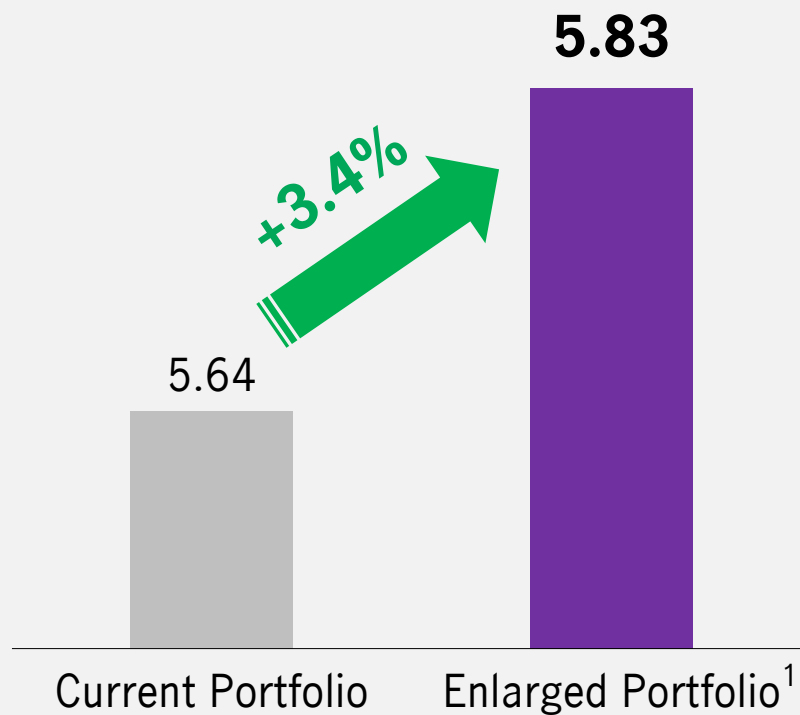
Purchase price relative to independent valuation¹ (US\$ m)



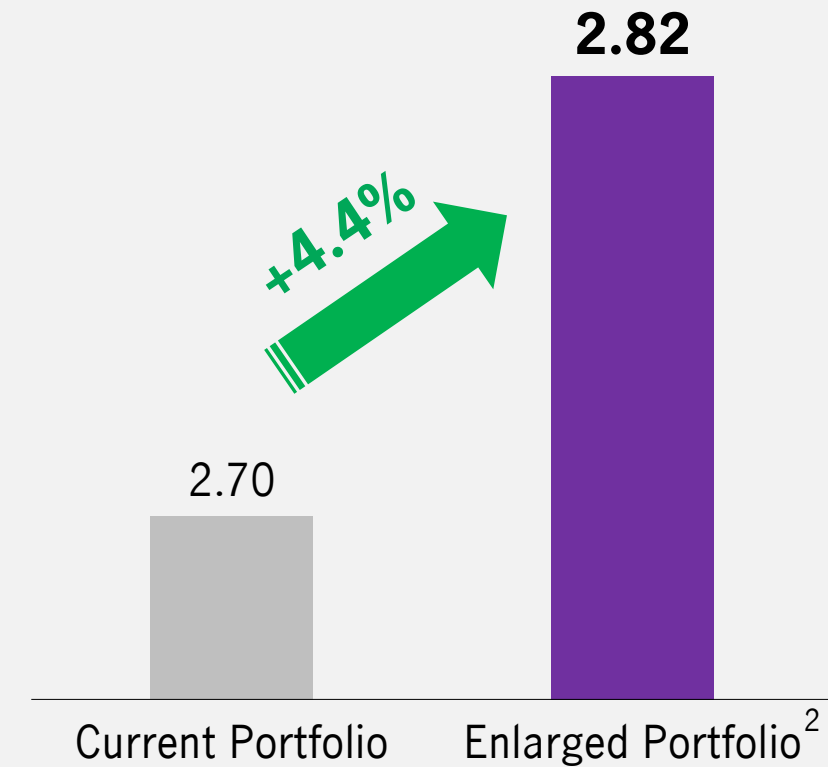


Enhancing Unitholders' returns with 4.4% DPU accretion

FY2020 Pro Forma DPU (US cents)



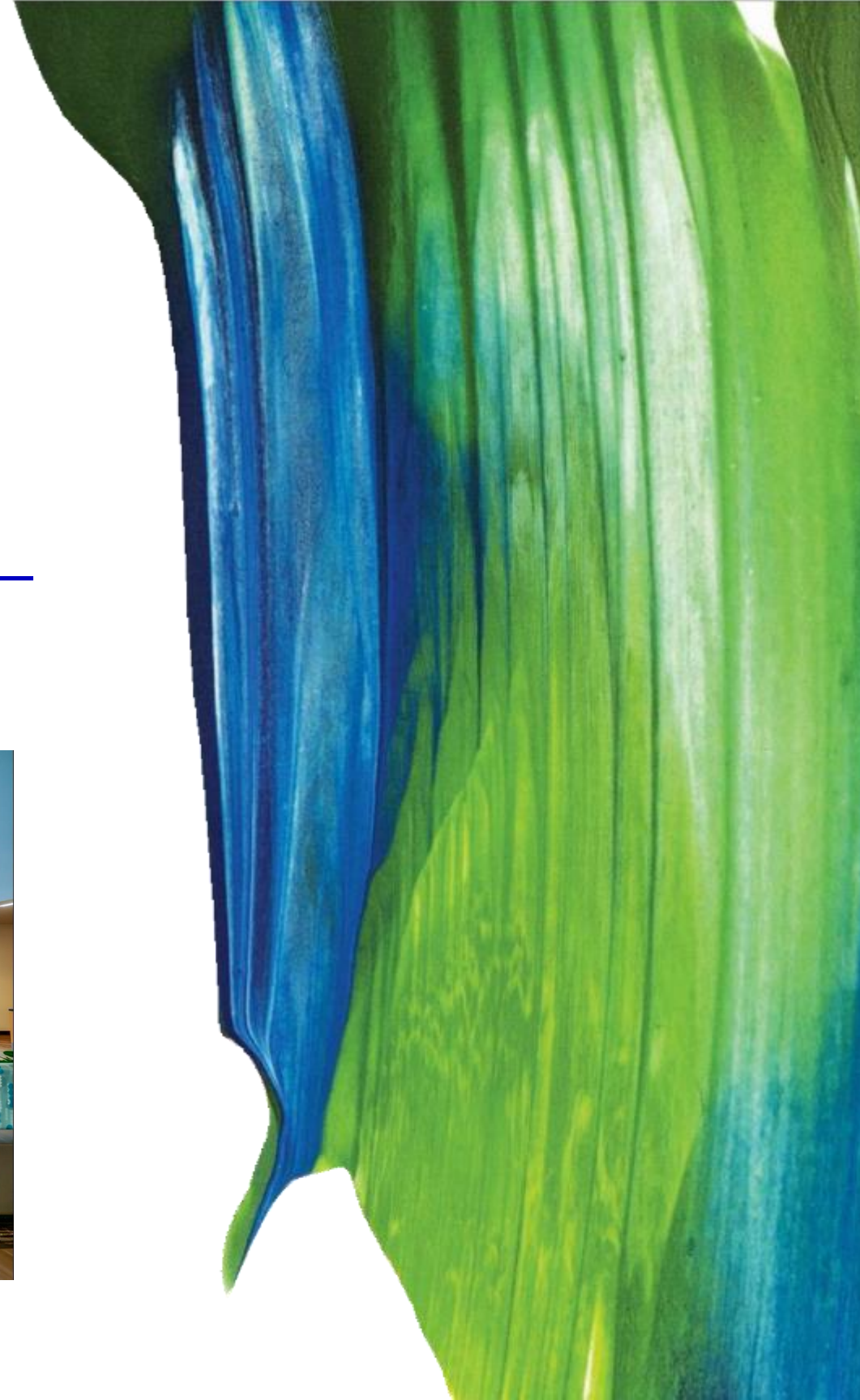
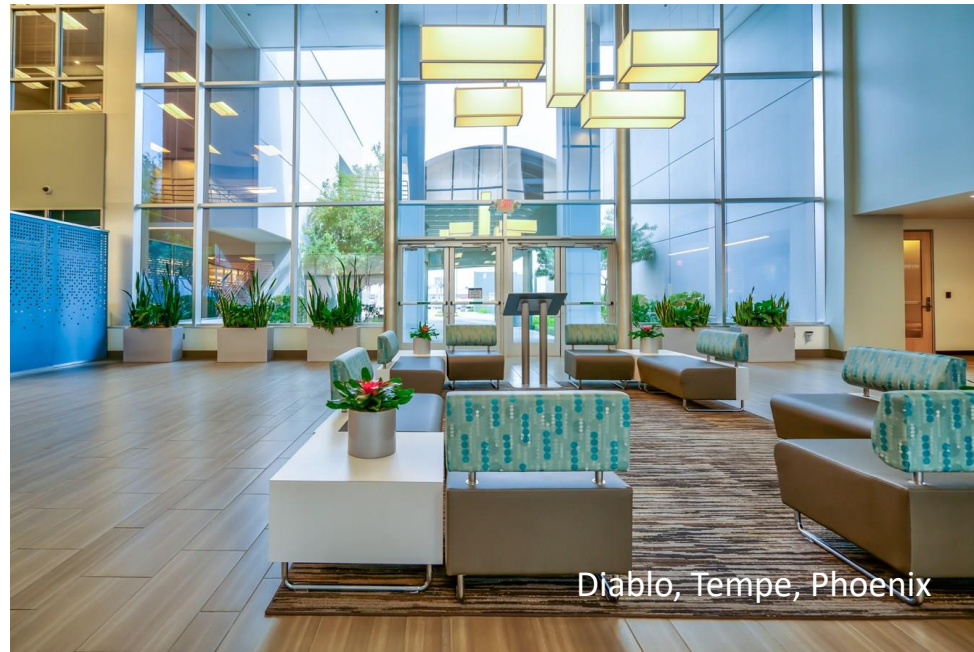
1H FY2021 Pro Forma DPU (US cents)



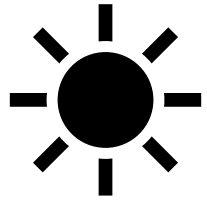
1) Based on the unaudited management accounts of the Properties for the financial year ended 31 Dec 2020 with adjustments which assumed that all existing and committed leases were in place since 1 Jan 2020, adjusted for lease renewals and vacancies (based on information as at 23 Nov 2021)
2) Assume that all existing and committed leases were in place since 1 Jan 2021, adjusted for lease renewals and vacancies (based on information as at 23 Nov 2021)

03

Conclusion



Positioning for *growth* through accretive acquisitions



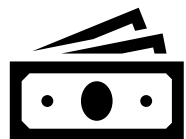
Executing strategy, leveraging solid foundation with entry into new vibrant sunbelt/magnet cities



Propelling exposure to high-growth tech and healthcare tenants in the Silicon Forest and Silicon Desert



Fortifying portfolio - higher occupancy and longer WALE



Enhancing Unitholders' returns through 4.4% DPU accretion

Our ESG pillars



Sustainable properties

Create value for tenants and Unitholders by reducing the environmental impact of our properties



External relations

Understand and meet the needs of investment, tenant and local communities through regular and effective engagement initiatives



Human capital

Attract and retain talent by cultivating a positive work environment that focuses on diversity, equal opportunities, training, health and wellness



Ethical corporate behaviour

Ensure continued adherence to regulations through the highest standards of governance and best practices by employing stringent corporate compliance and internal audit practices


Thank You!

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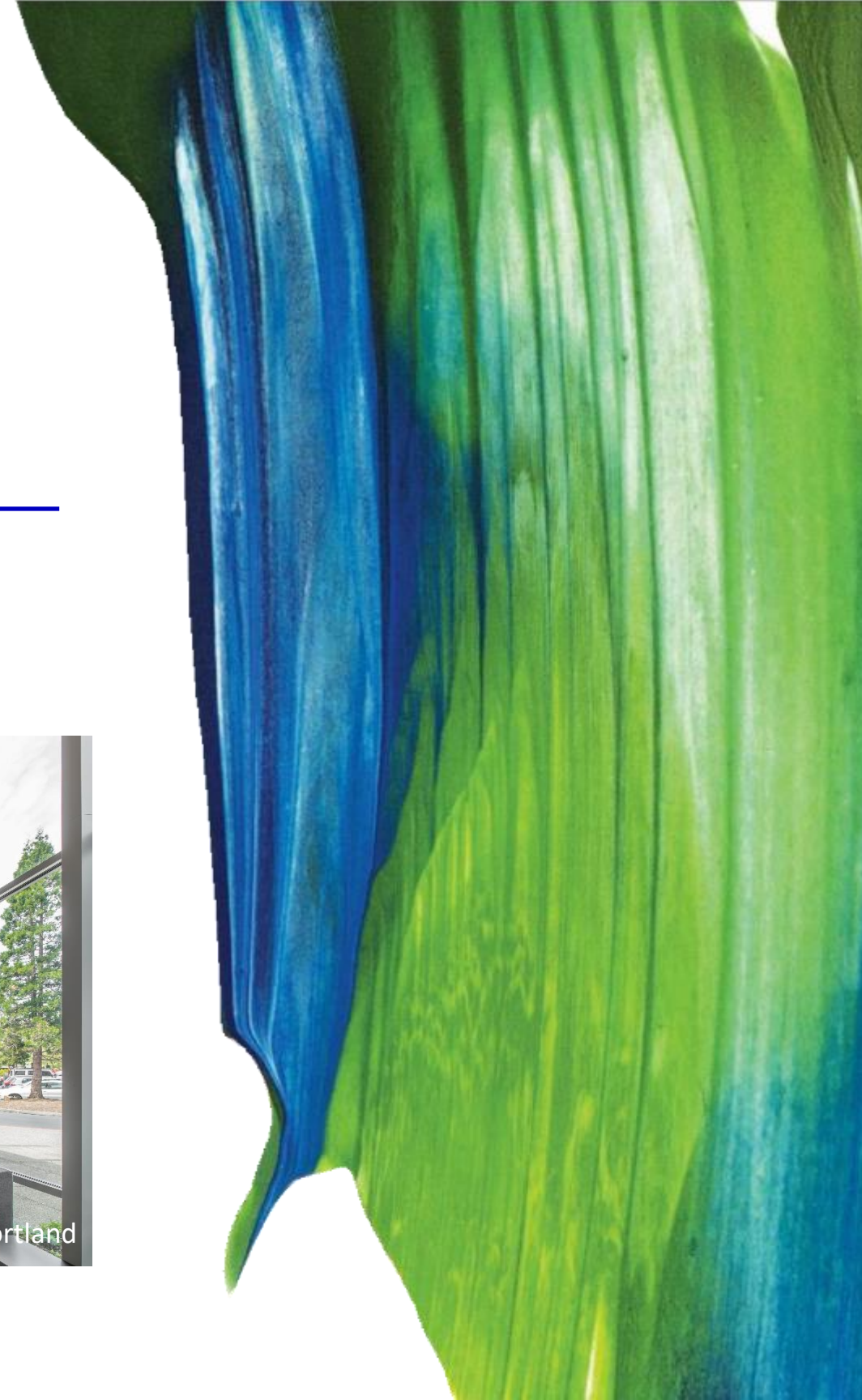
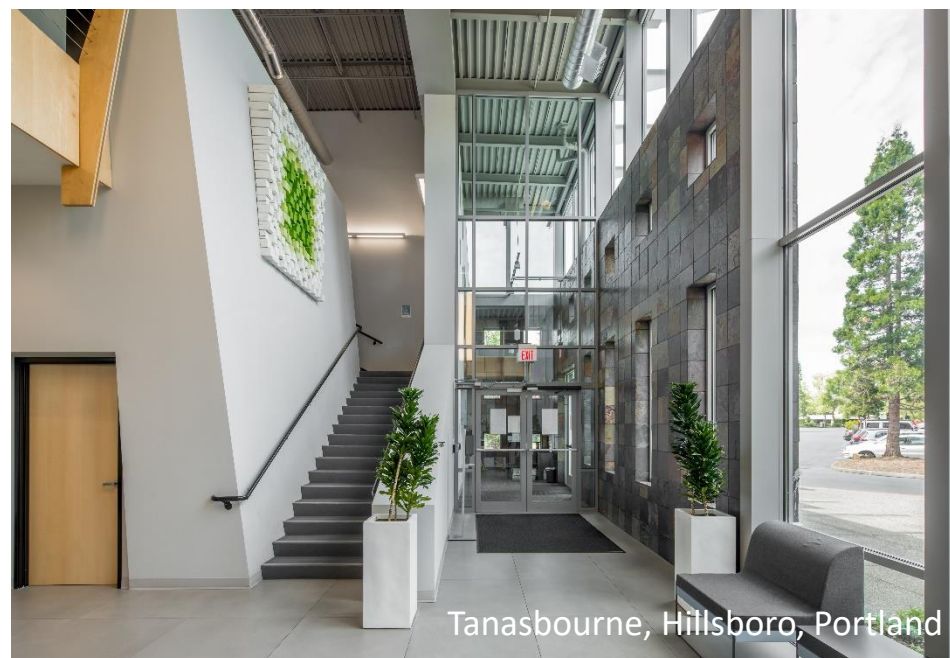


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Appendix



Tempe



Strategically located...

- Surrounded by leading tech, healthcare and branded companies
- Walking distance to Tempe Diablo stadium
- ~2,240 multifamily units within 1 mile radius
- Close to Arizona State University's main campus
- 15 minutes drive to downtown Phoenix

Chandler



Strategically located...

- 5 mins drive to Chandler Fashion Center (~1 m sq ft with > 180 shops/cafes)
- Proximity to over 25 restaurants plus Marriott and other hotel chains
- Easily access to residential areas
- Proximity to tech and semiconductor companies

Hillsboro

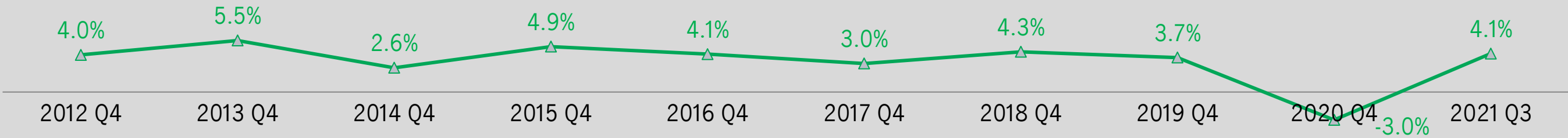


Strategically located...

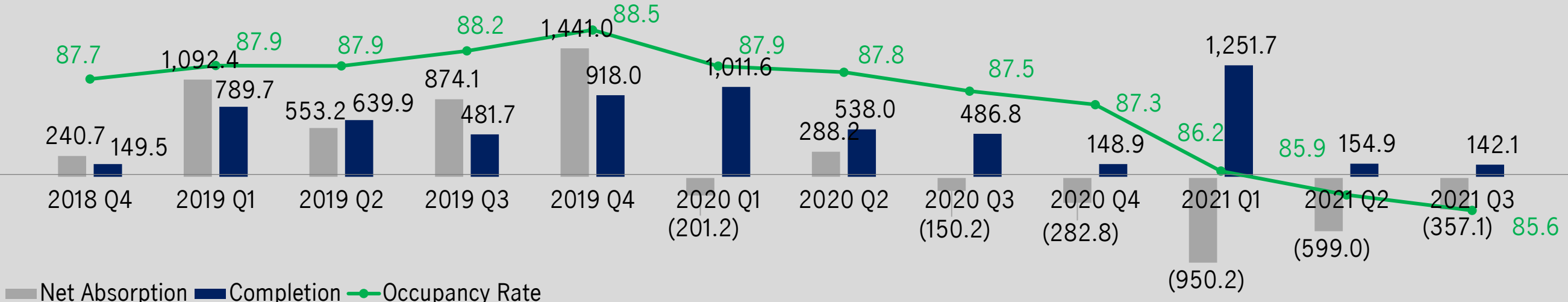
- Right at the heart of dozens of high-tech corporations
- Proximity to Intel, Nike and Columbia headquarters
- Close to residential and recreational/nature parks
- 10 minutes drive to Hillsboro International Airport
- 15 minutes drive to downtown Portland

Phoenix office real estate (all classes)

Phoenix office employment YoY (%)¹



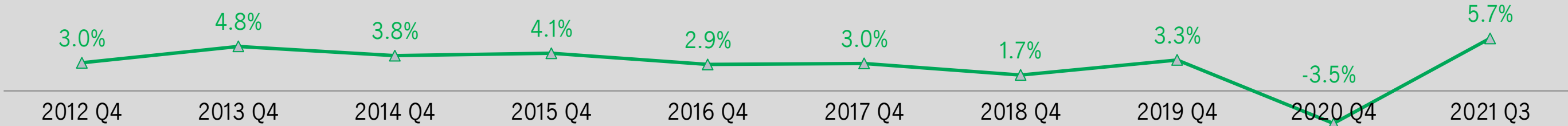
Phoenix office net absorption ('000 sq ft) and occupancy (%)²



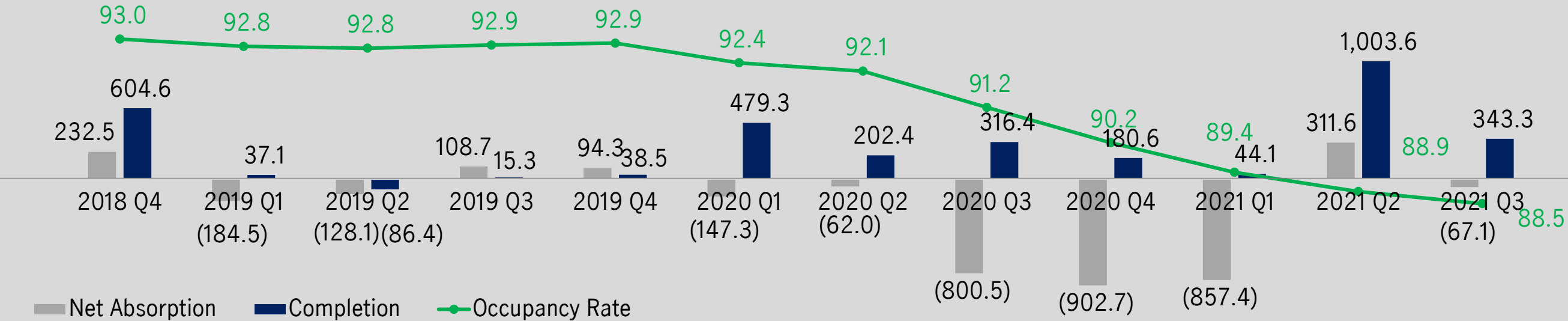
1) Office employment includes the professional and business services, financial and information service sectors; as per CoStar Market Analysis & Forecast Reports. Amounts reflect YoY % change
 2) CoStar Market Analysis & Forecast Reports

Portland office real estate (all classes)

Portland office employment YoY (%)¹



Portland office net absorption ('000 sq ft) and occupancy (%)²



1) Office employment includes the professional and business services, financial and information service sectors; as per CoStar Market Analysis & Forecast Reports. Amounts reflect YoY % change
2) CoStar Market Analysis & Forecast Reports

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