



# Corporate Presentation

10 August 2022



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Peachtree, Georgia

We are a constituent of



Singapore Small Cap Index



iEdge SG ESG Indices



FTSE ST REITs Index,  
FTSE EPRA Nareit  
Developed Index and  
FTSE EPRA Nareit Green  
Real Estate Index series



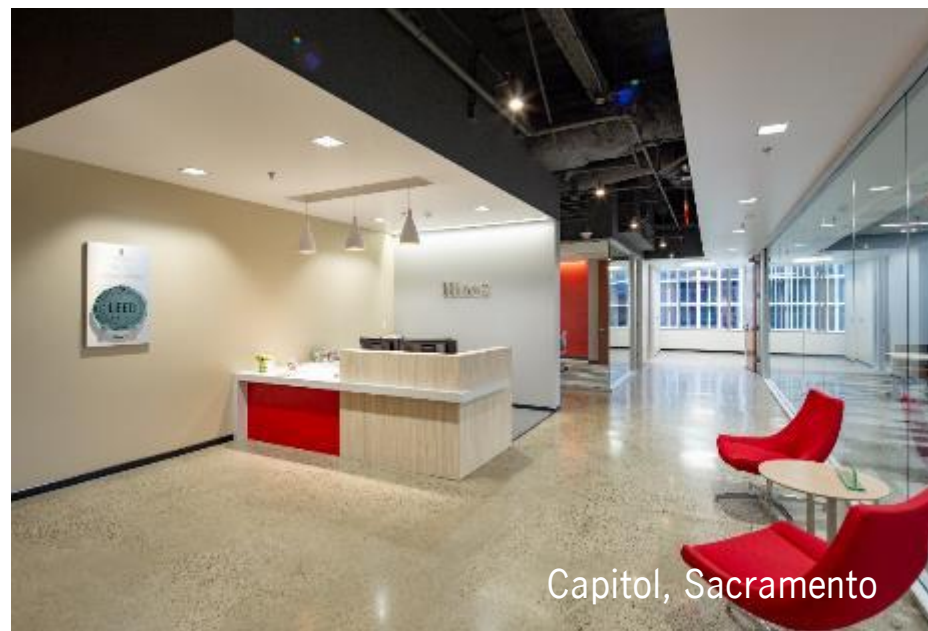
CarbonCare Asia Pacific  
Green REIT Index



GPR General (World) Index

01

# 1H 2022 highlights



Capitol, Sacramento



# 1H 2022 *highlights*

## Financials



**Distribution per unit**

**2.61 US Cents**

-3.3% YoY



**Net property income**

**US\$57.6M**

+2.8% YoY



**Gearing**

**42.4%**



**Fixed rate loans**

**85.7%**

## Portfolio



**Occupancy**

**90.0%**

Above U.S. Class A average ~ **80.7%**<sup>1</sup>



**Executed leases**

**~192k sq ft**



**Physical occupancy**

**~28%**<sup>2</sup>



**~70% green portfolio**

Above U.S. average ~ **13.8%**<sup>3</sup>

(1) JLL U.S. Office Outlook 2Q 2022.

(2) Data as at 11 Jul 2022.

(3) CBRE, U.S. Green Building Adoption Index for Office Buildings | 2019, An Investment, Occupancy and City Planning Guide, 2019. Based on 4,879 commercial office buildings across the 30 largest U.S. office markets.

02

# Financial performance



Penn, Washington, D.C.



# 1H 2022 financial *snapshot*

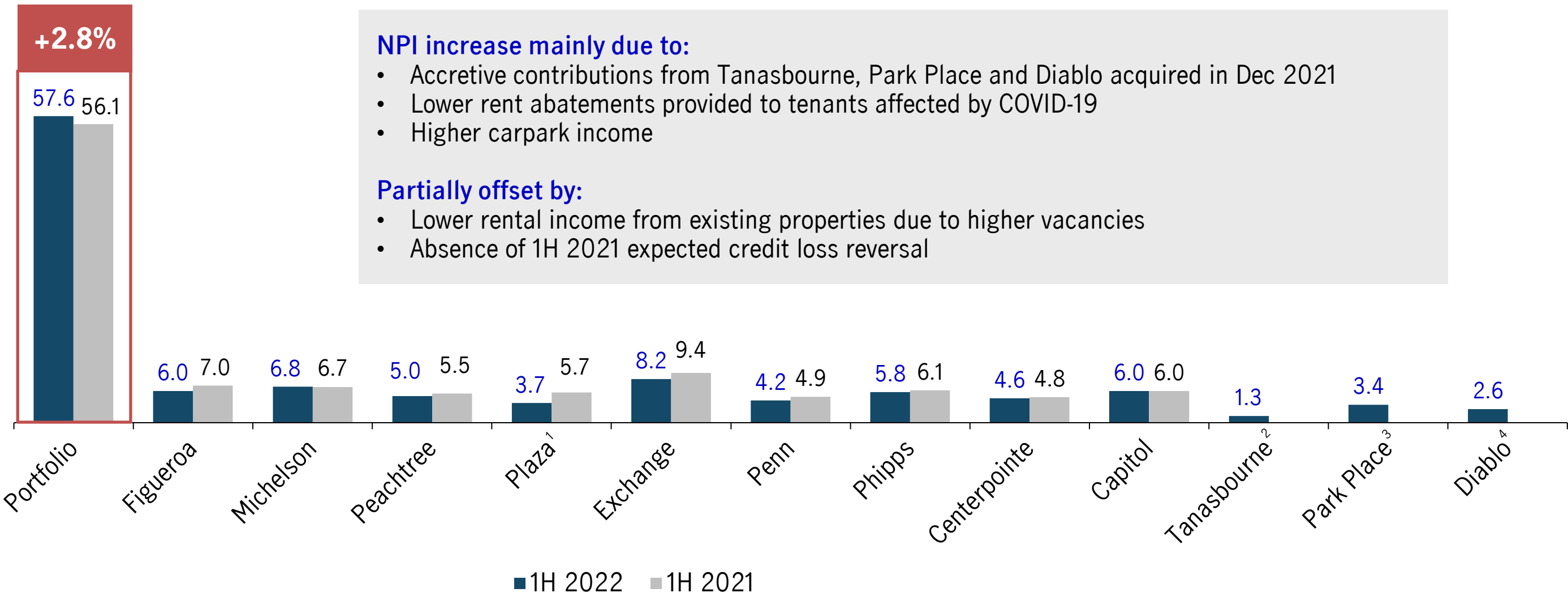
	1H 2022 (US\$'000)	1H 2021 (US\$'000)	YoY Change (%)
<b>Gross Revenue</b>	100,418	90,799	10.6
<b>Net Property Income (NPI)</b>	57,622	56,069	2.8
<b>Distributable Income (DI)</b>	45,966	42,990	6.9
<b>DPU (US Cents)</b>	2.61	2.70	(3.3)

## 1H YoY DPU change due to:

- + Accretive contributions from Tanasbourne, Park Place and Diablo acquired in Dec 2021
- + Lower rent abatements provided to tenants affected by COVID-19
- + Higher carpark income
- Lower rental income from existing properties due to higher vacancies
- Absence of 1H 2021 expected credit loss reversal
- Enlarged unit base from Dec 2021 private placement.

# Portfolio *performance*

NPI (US\$ m)



(1) Excluding the reversal of provision for expected credit losses recognised in 1H 2021, the NPI of Plaza for 1H 2021 would be US\$4.1 million.  
 (2) Tanasbourne was acquired on 16 Dec 2021 (U.S. Time). Please refer to SGX announcement dated 17 Dec 2021 on completion of acquisition.  
 (3) Park Place was acquired on 17 Dec 2021 (U.S. Time). Please refer to SGX announcement dated 18 Dec 2021 on completion of acquisition.  
 (4) Diablo was acquired on 20 Dec 2021 (U.S. Time). Please refer to SGX announcement dated 21 Dec 2021 on completion of acquisition.

# Strong balance sheet; *100%* pay-out for 1H 2022 distributions

	As at 30 Jun 2022
Investment Properties (US\$'000)	2,193,643
Total Assets (US\$'000)	2,318,974
Borrowings (US\$'000)	979,819 <sup>1</sup>
Total Liabilities (US\$'000)	1,066,938
Net Assets Attributable to Unitholders (US\$'000)	1,252,036
Units in Issue and to be Issued ('000)	1,776,565
NAV per Unit (US\$)	0.70
Adjusted NAV per Unit (US\$)	0.68 <sup>2</sup>
DPU payable for 1 Jan to 30 Jun 2022 (US Cents)	2.61

## Distribution schedule

### Upcoming DPU:

**2.61 US Cents**

Ex-Distribution Date

12 August 2022

Book Closure Date

15 August 2022

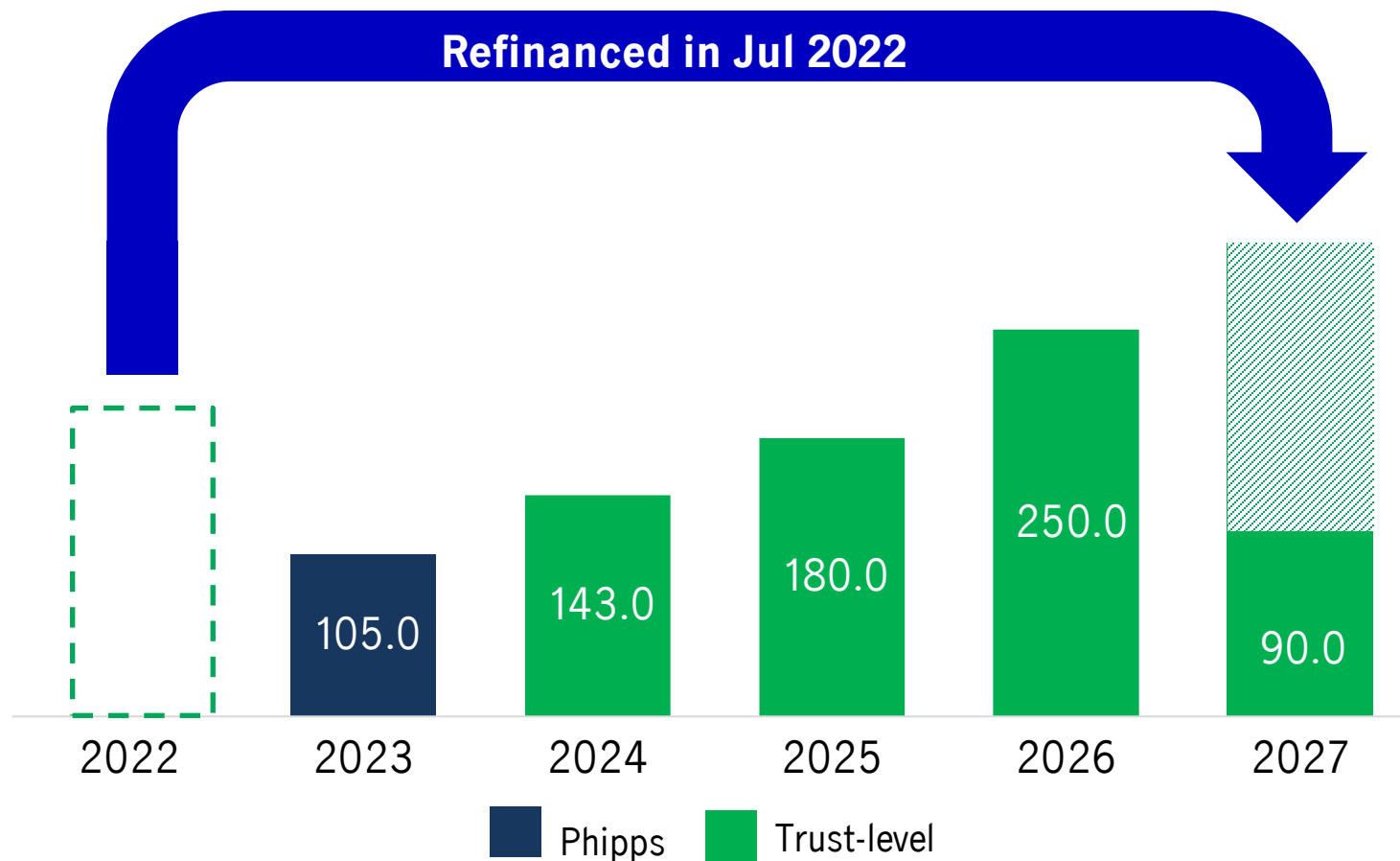
Payment Date

27 September 2022

# Proactive capital management

Every 1% increase in interest rate will impact DPU by 0.079 US Cents

## Debt maturity profile post refi (US\$ m)



## As at 30 Jun 2022

Weighted avg.  
interest rate  
**2.97%**

Interest  
coverage<sup>1</sup>  
**3.5 times**

Fixed rate loans  
**85.7%**

Gearing<sup>2</sup>  
**42.4%**

	30 Jun	Post re-financing
Weighted avg. debt maturity	2.3 years	3.3 years
Portfolio unencumbered <sup>3</sup>	70.4%	90.1%
Green or sustainability-linked loans	44.8%	67.0%

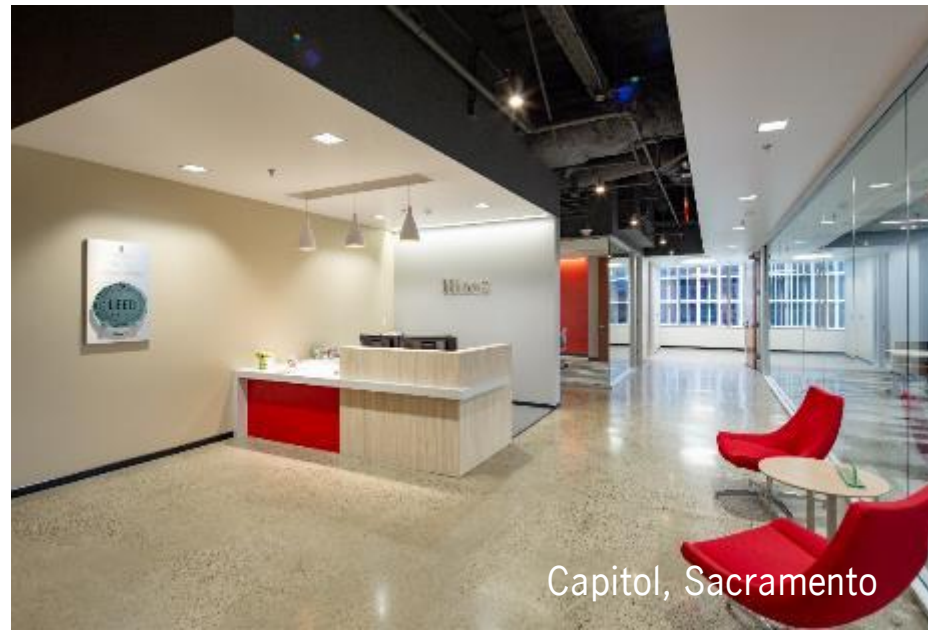
(1) Computed by dividing the trailing 12 months earnings before interest, tax, depreciation and amortisation (excluding effects of any fair value changes of derivatives and investment properties, and foreign exchange translation), by the trailing 12 months interest expense and borrowing-related fees as set out in the Code on Collective Investment Schemes issued by the Monetary Authority of Singapore.

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

(3) Based on latest fair values as at 31 Dec 2021.

# 03

## Portfolio performance



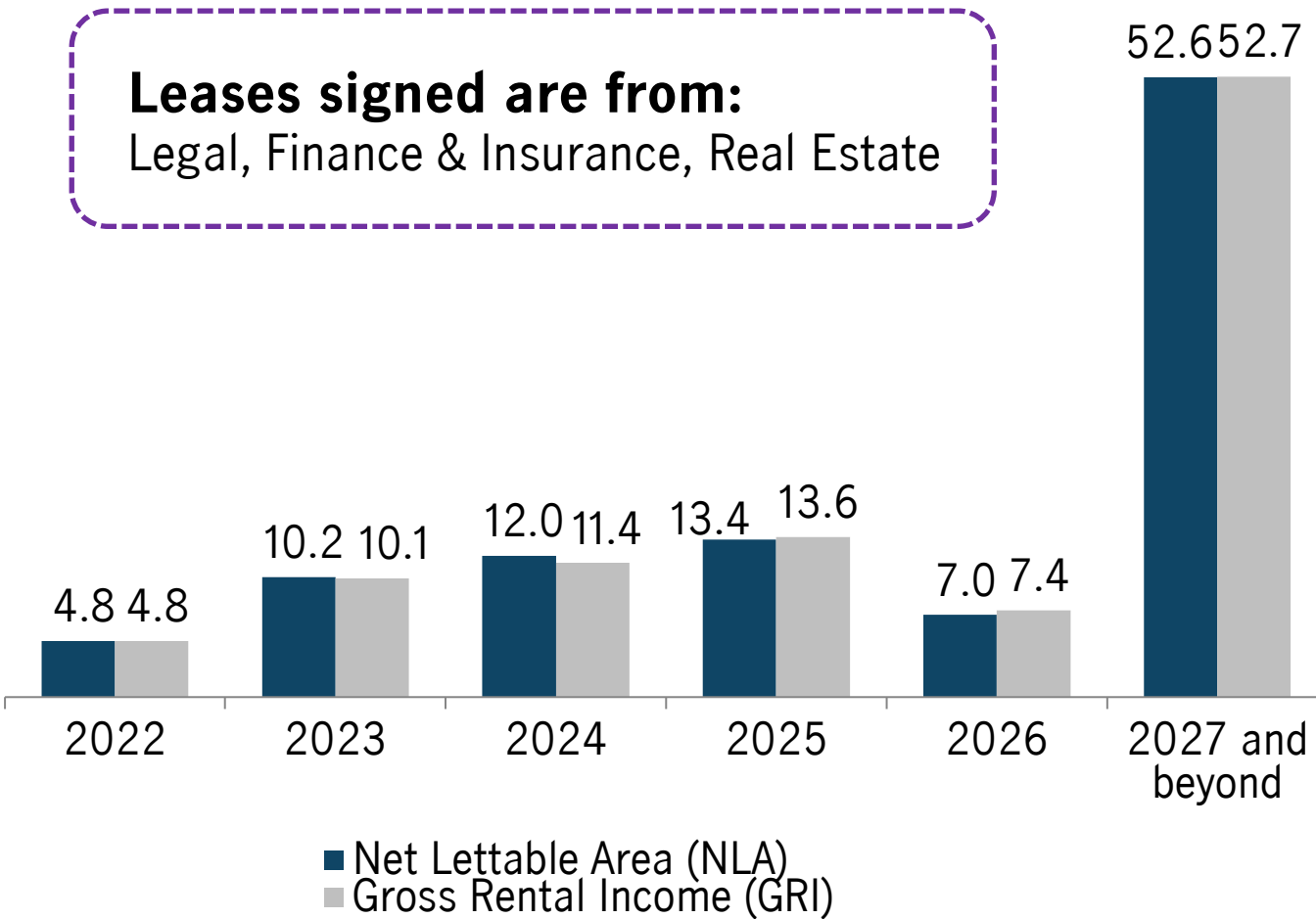
Capitol, Sacramento



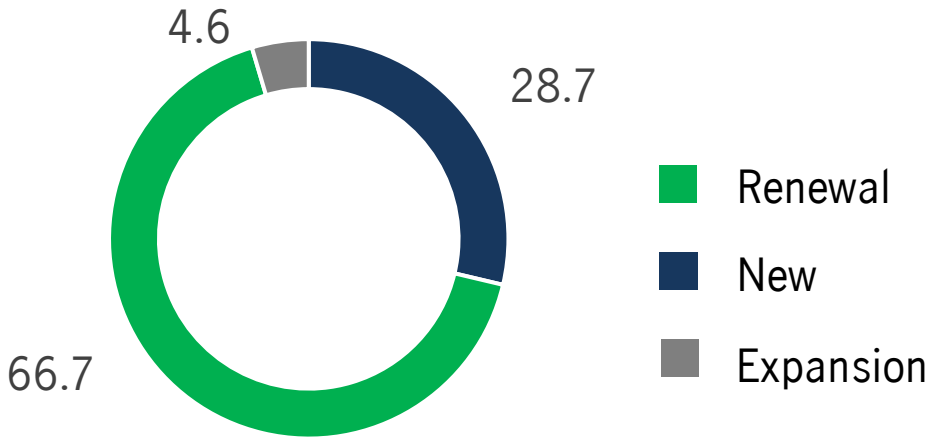
# Long WALE of 5.0 years, expect *positive* rental reversion

Leased ~192,000 sq ft in 1H 2022 with +1.0% rental reversion

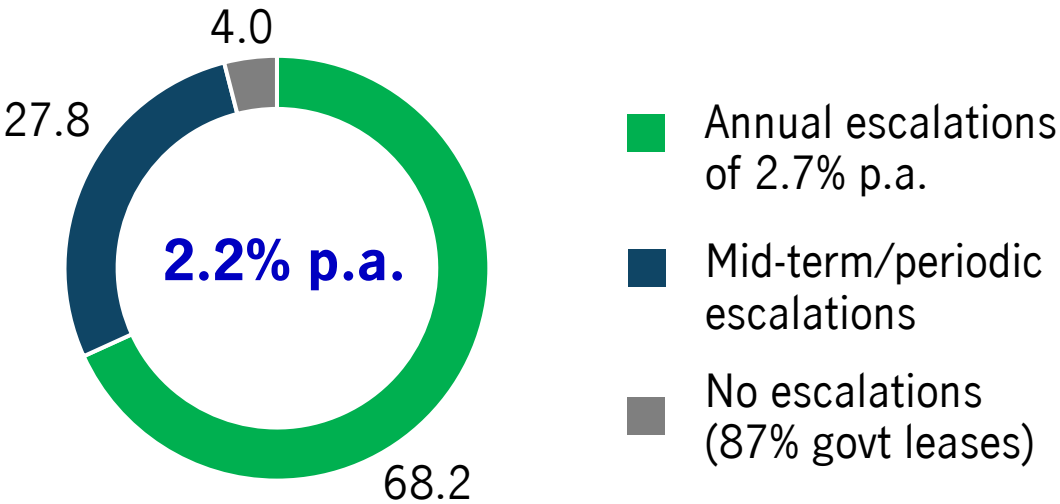
## Lease expiry profile as at 30 Jun 2022 (%)



## Breakdown of leases by NLA (%)



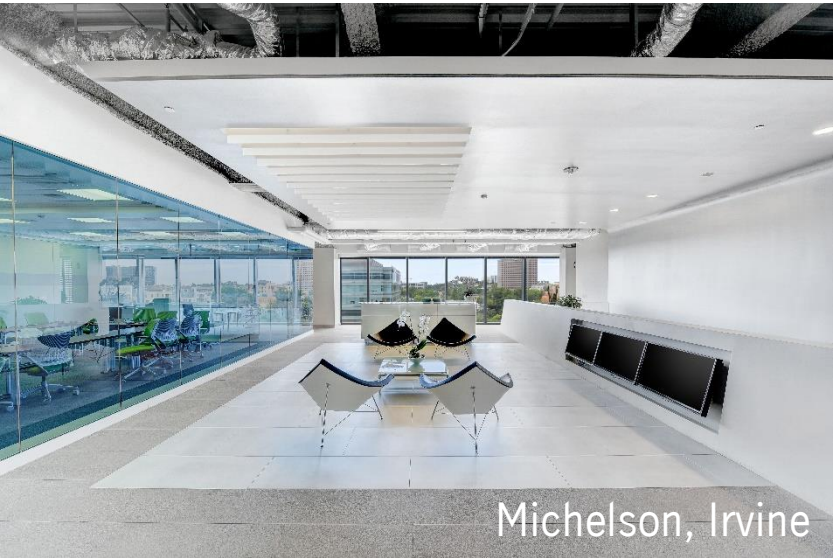
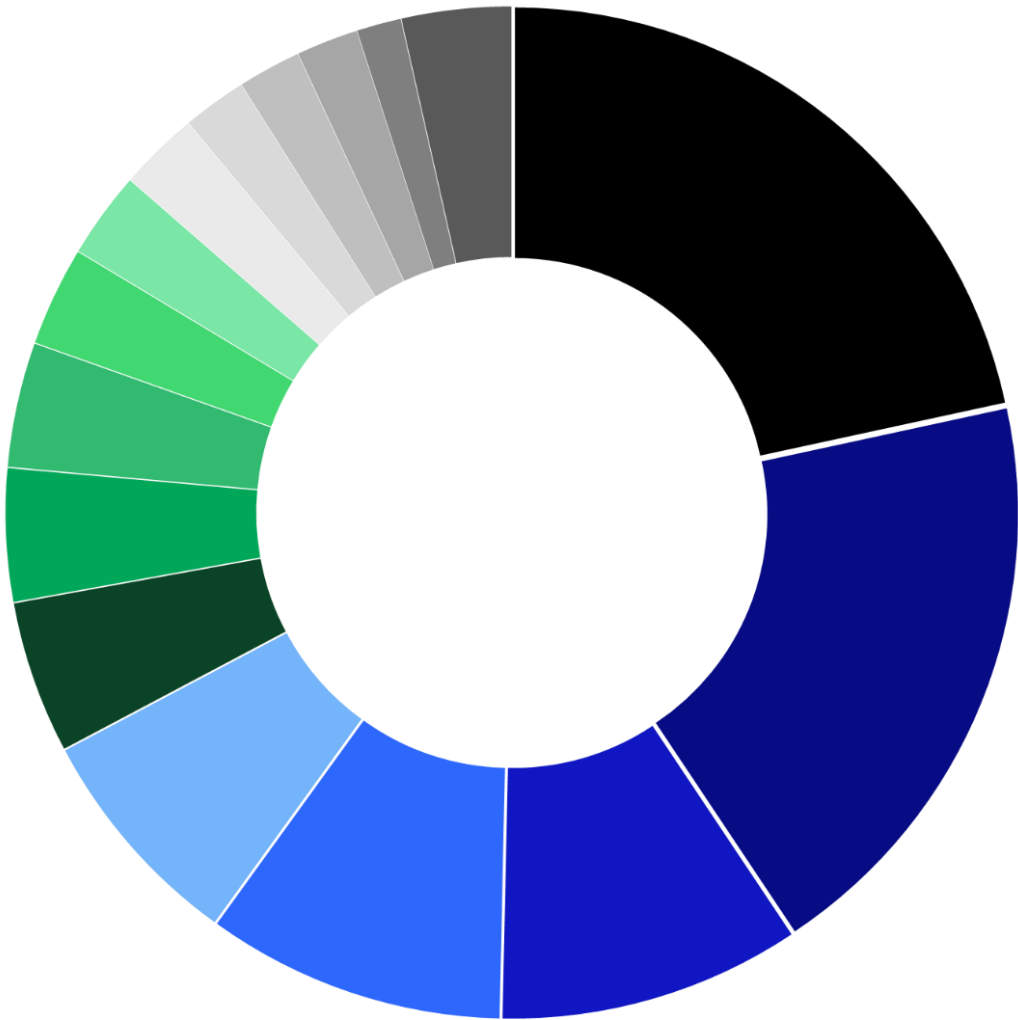
## In-place rental escalations as at 30 Jun 2022 (%)



# Well-diversified **tenant base**

## Trade sector by gross rental income (GRI) (%)

■ Finance and Insurance	21.6
■ Legal	19.0
■ Information	9.7
■ Retail Trade	9.6
■ Real Estate	7.3
■ Public Administration	4.9
■ Consulting	4.3
■ Health Care	4.0
■ Grant Giving	3.2
■ Administrative and Support Services	2.8
■ Accounting	2.6
■ Transportation and Warehousing	2.1
■ Advertising	2.0
■ Arts, Entertainment, and Recreation	2.0
■ Architectural and Engineering	1.4
■ Other	3.5



# Top 10 tenants – *HQ, listed or government*

## Top 10 tenants by gross rental income (GRI)

Tenant	Sector	Property, Location	Lease Expiry	NLA (sq ft)	% of GRI
William Carter	Retail Trade	Phipps, Atlanta	Apr 2030	277,920	5.5
TCW Group	Finance and Insurance	Figueroa, Los Angeles	Dec 2023	188,835	3.8
United Nations	Grant Giving	Penn, Washington, D.C.	Dec 2028	94,988	3.2
The Children's Place	Retail Trade	Plaza, New Jersey	May 2029	197,949	3.1
Kilpatrick Townsend	Legal	Peachtree, Atlanta	Jul 2025	163,076	3.1
Hyundai Capital	Finance and Insurance	Michelson, Irvine	Apr 2030	97,587	3.0
Quinn Emanuel <sup>1</sup>	Legal	Figueroa, Los Angeles	Aug 2023	135,003	2.9
US Treasury	Public Administration	Penn, Washington, D.C.	Aug 2025	120,324	2.9
Amazon	Information	Exchange, New Jersey	Apr 2025	129,259	2.9
ACE	Finance and Insurance	Exchange, New Jersey	Dec 2029	117,280	2.7
<b>Total</b>				<b>1,522,221</b>	<b>33.1</b>

### Figueroa update

#### TCW

- Been in Fig since 1991, moving to avoid major renovation

#### Quinn Emanuel

- Been in Fig since 1994
- Downsizing by 71k sq ft, effective 31 Aug 2022
- Renewed 64k sq ft for 5.4 years from Sep 2023

#### Opportunities:

- Modern, move-in ready space
- Signage rights
- In negotiation with prospective tenants
- Potential positive rent reversion
  - TCW: Expiring rents ~9% below market rent
  - Quinn: Renewal signed at +2.5% reversion

# 04

## The future of office

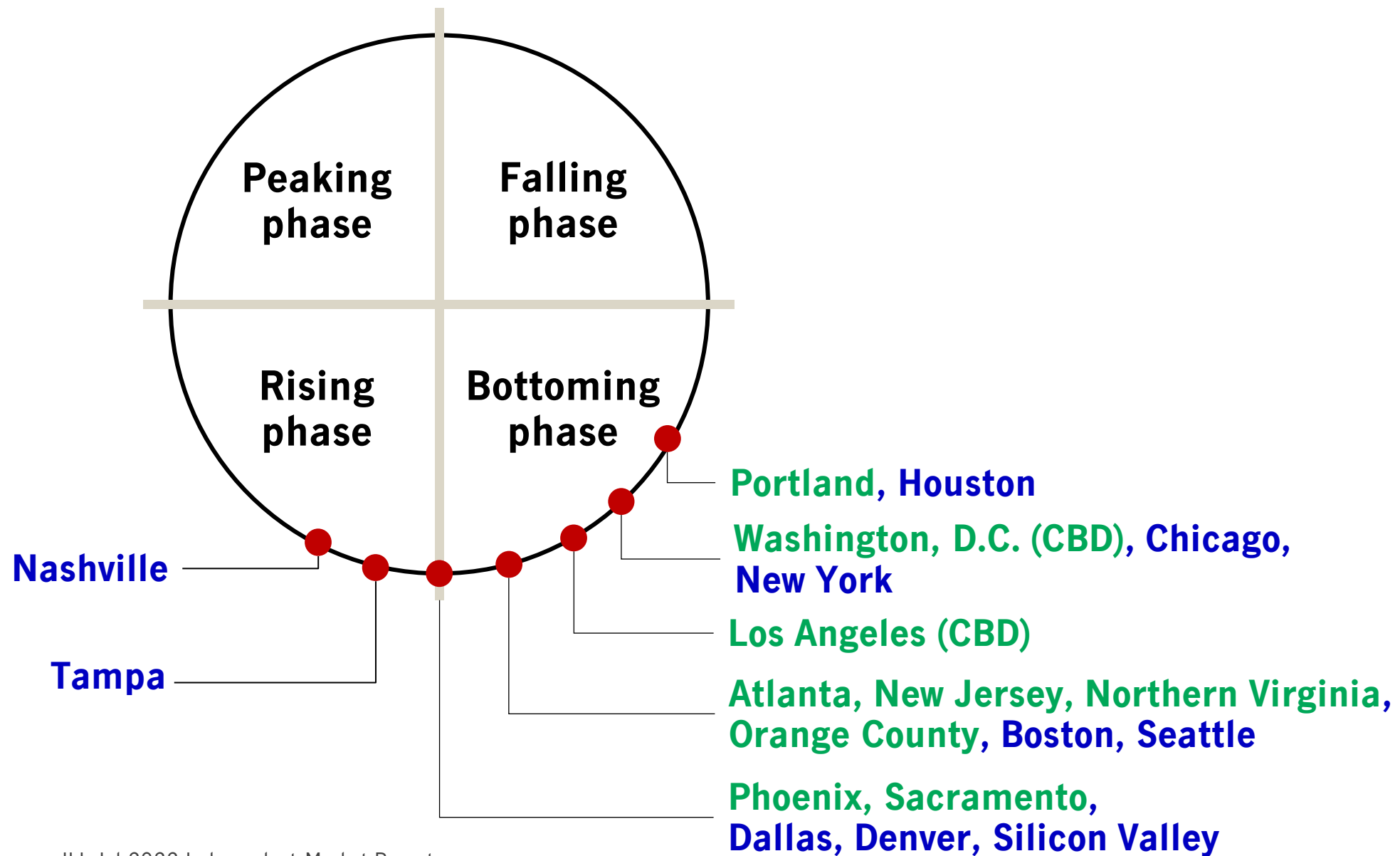


Capitol, Sacramento



# Uncertainty in MUST's submarkets...

U.S. cities gravitate around similar positions on the clock due to similar macroeconomic conditions



For more details of MUST's cities, please [click here](#) to read

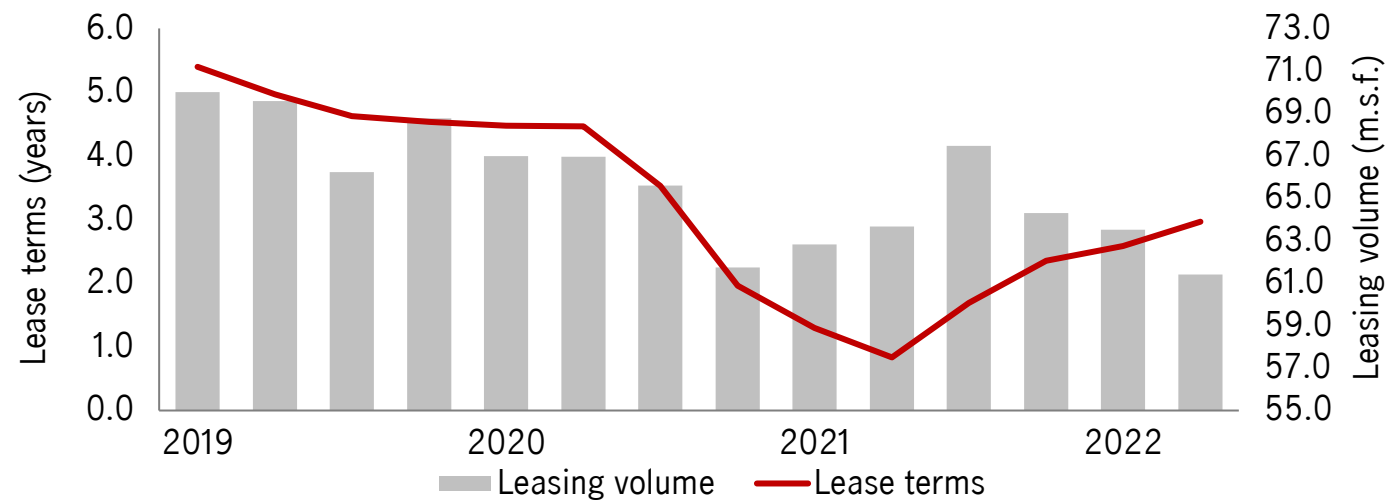
**Independent Market Report (IMR) 1H 2022\***

\*For all IMRs, [click here](#).

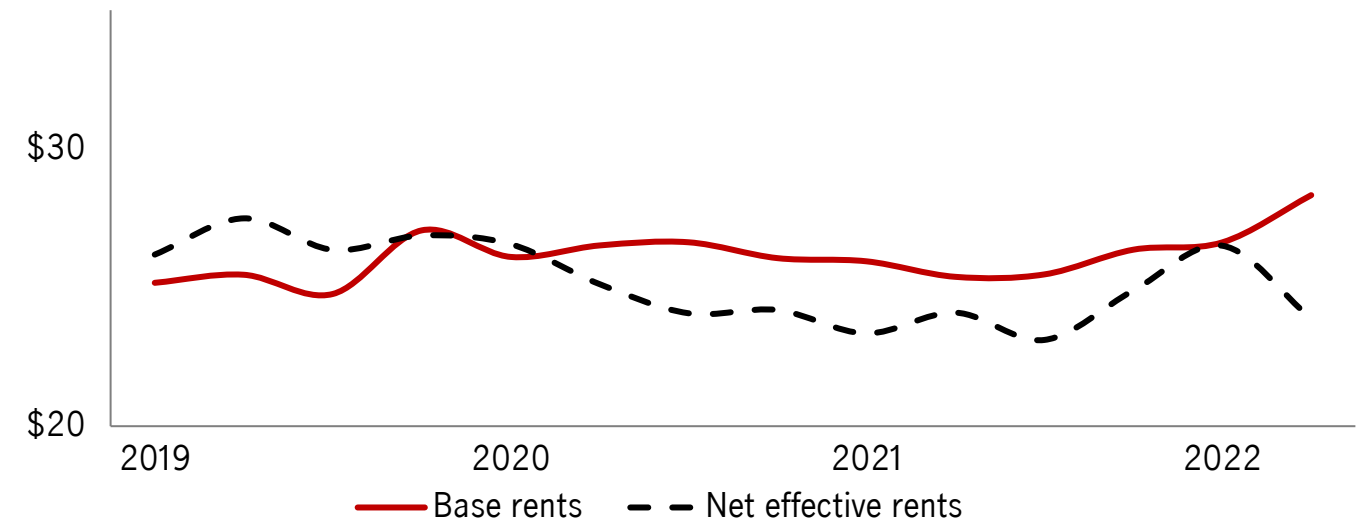


# Mixed leasing signals in MUST's submarkets

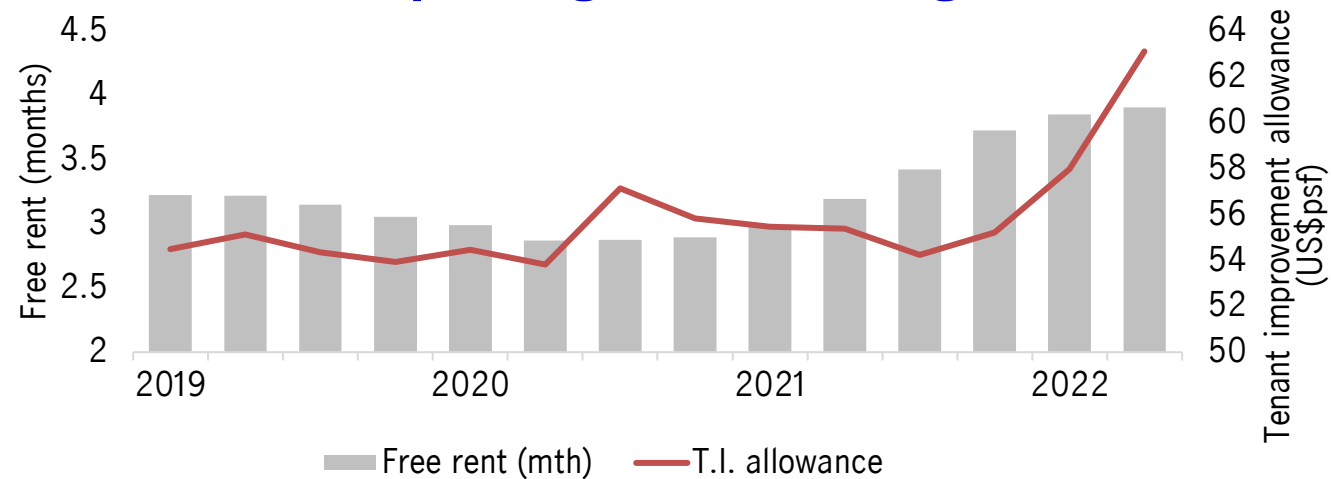
## Longer leases signed despite declining volume



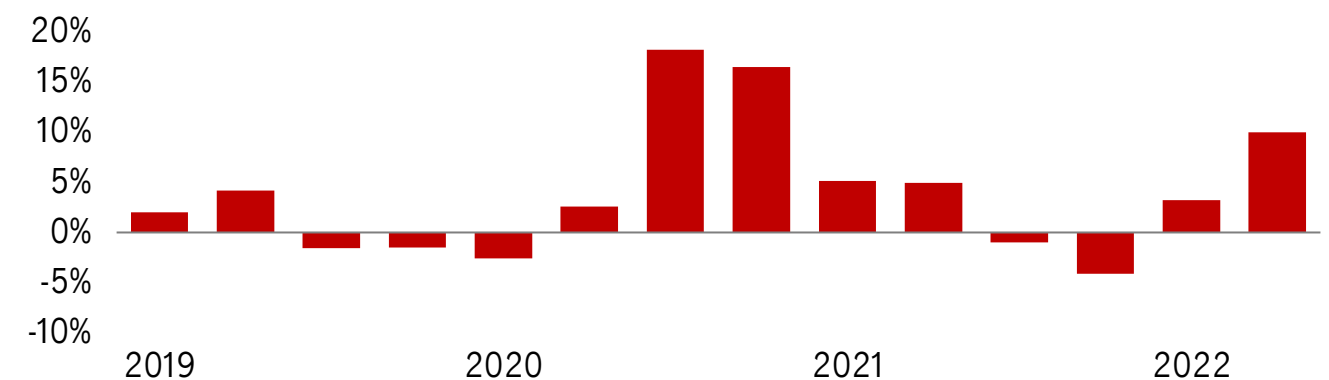
## Rising base rents tempered by rising concessions



## Concession packages remain high



## Subleasing rises as firms reassess space needs



# Hybrid work is here to stay

## Fewer people, smaller spaces

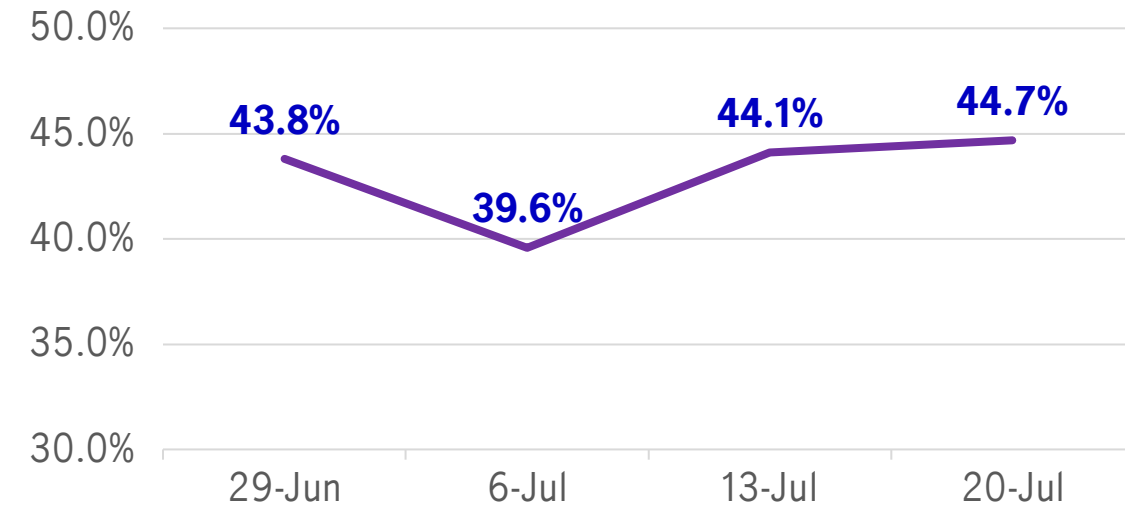
### 1) Where are the workers?

- Physical occupancy in U.S. ~44.7%, led by sun belt cities<sup>1</sup>
- Pre-COVID-19, ~10% WFH. New normal, ~20% WFH, ~40% WFO, ~40% Hybrid model<sup>2</sup>

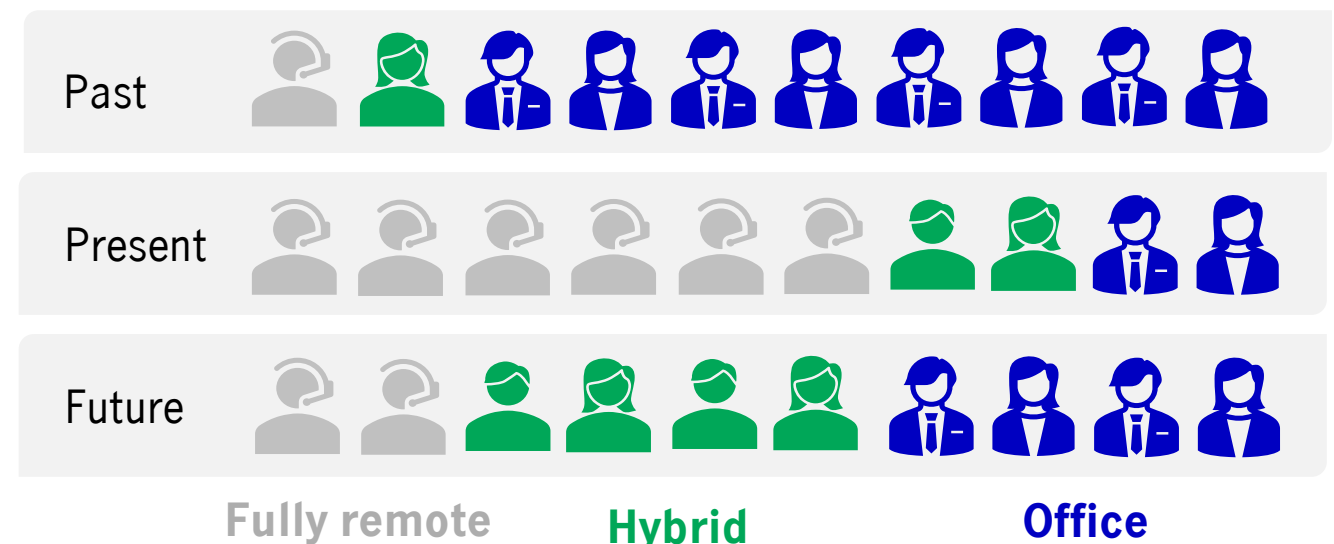
### 2) Do we need all the space?

- Downsizing by large tenants who have been in buildings for a long time
- Hybrid model is changing work culture and space needs

## U.S. 10 city average occupancy



## Hybrid work expectations



# *Hotelisation* of office could be the new normal

**Flexible  
work**

**Flexible  
space**

**Winning  
formula**

- Offices with premium amenities in great locations will attract tenants
- Tenants prefer flexibility, option to expand/contract as needed
- Fewer dedicated workstations, more versatile spaces and experiential offerings
- JLL expects 30%<sup>1</sup> of office to be flex space
- Formulating the optimal mix of traditional, flex and turnkey space

**Yesterday**  
Static lease,  
'cube farm'



**Tomorrow**  
Flexible lease,  
versatile space

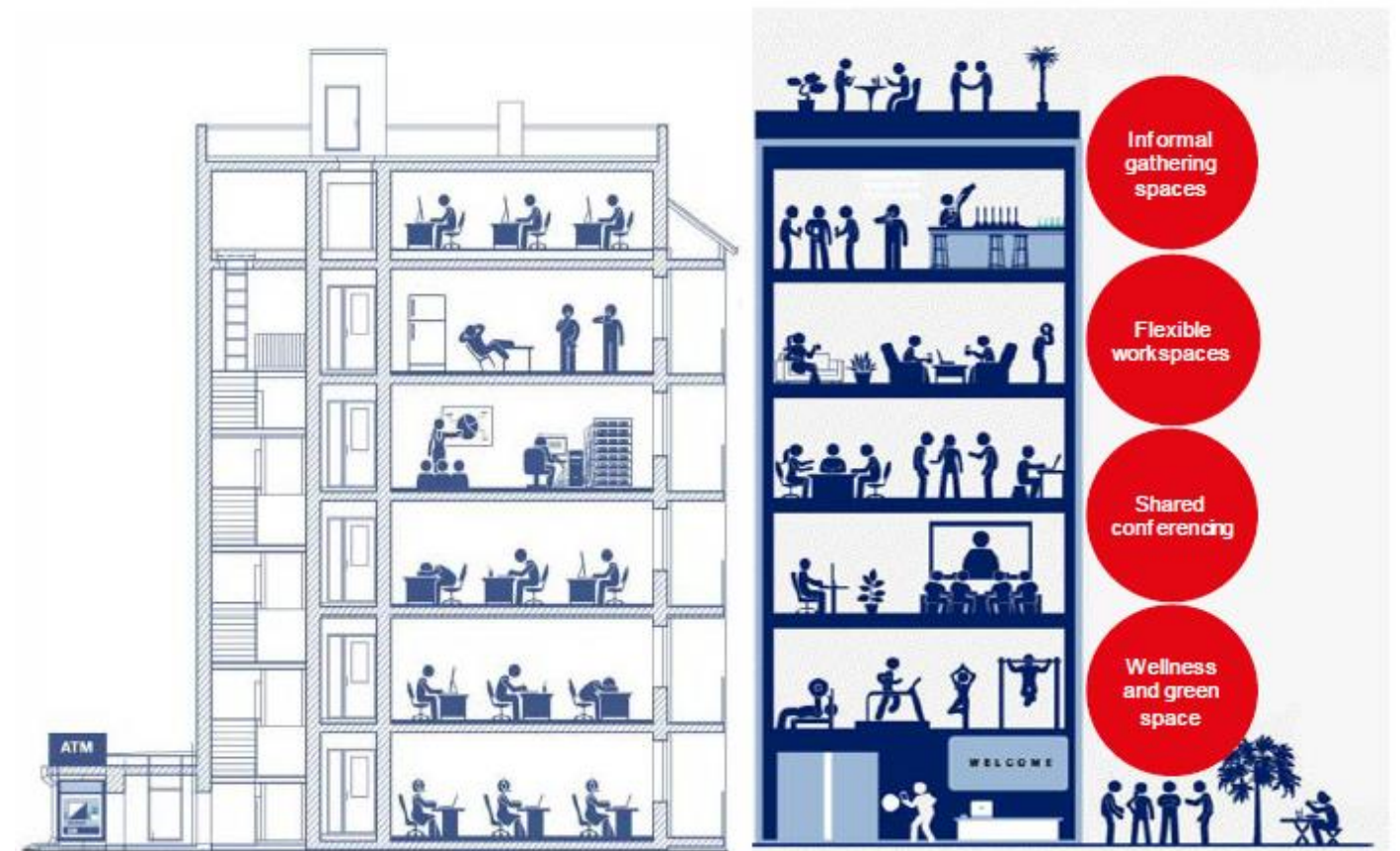


Image source: Carr Properties

# What does this mean for *MUST*?

Turning portfolio attributes (e.g. Trophy/Class A) and available space into opportunities

1

## Partnering with best-in-class flex operators

- On-going interest from various providers, e.g. Flex by JLL
- Provide flexible office solutions

2

## Shortlist Trophy/Class A assets to embark on hotelisation/modernisation

- Reinvent office space; attract quality tenants and command premium rents

### Exploratory ideas: Michelson – tallest building in locale

- Reassert Trophy status by introducing new concepts/amenities – outdoor chill out zones, rooftop F&B, convert low floors into amenities (lounge, gym)
- Modernised Trophy peers commanding +20% rent



05

ESG



Michelson, Irvine



# Building *resilience*

E



**Aligned with Sponsor's commitment to Net Zero by 2050**

**By 2035:** ↓ 38% GHG intensity; ↓ 33% energy intensity  
**By 2050:** ↓ 80% GHG intensity; ↓ 49% energy intensity

	FY 2021 Reduction
GHG intensity	26.4% <sup>1</sup>
Energy intensity	20.8% <sup>1</sup>



**Improve water and conservation efforts**

- Reduced water intensity by ~2.0%<sup>2</sup>
- Achieved waste diversion of 34.0%<sup>3</sup>



**On track to achieving a 100% sustainable portfolio by 2030**

*~70% of MUST's portfolio is green*

**LEED™ Gold**



Michelson, Exchange, Penn, Phipps, Capitol

**Energy Star®**



Michelson, Exchange, Penn, Phipps, Capitol, Figueroa, Peachtree, Plaza

**Fitwel®**



Michelson

(1) Based on 2021 GHG and Energy performance, compared to base year 2018 figures.  
(2) 2021 Water intensity has been restated following an adjustment in water consumption data in Phipps tower.  
(3) Waste diversion refers to the percentage of waste generated that is recycled.

# Building capacity as ESG *stewards*

S



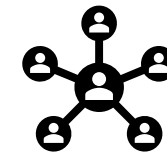
## Entrench position as thought leaders

Since MUST Go Green conference in 4Q 2021:

- Spoke at ~10 ESG conferences,
- Engaged ~1,600 local/overseas stakeholders



PERE APAC REITs Forum



## Target the digital generation

- LinkedIn followers +70% YTD to reach ~1,500<sup>1</sup>
- Collaborating with universities to share on U.S. REITs
- Created thought leadership ambassador Prof. Green Dot to engage the digital generation

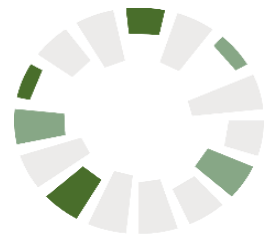


Building a Diversified REIT Portfolio webinar



# Strengthening disclosures to improve *governance*

G



G R E S B  
★★★★★ 2021

- **5 Star** rating in **GRESB Real Estate Assessment** since 2018
- Overall score of 93 is +8% and Governance score +6% **above peer benchmark**
- Rated 'A' in **GRESB Public Disclosure** 2021 and ranked 2nd out of 10 Asia offices



SUSTAINALYTICS

a Morningstar company

RATED

- **Highest 'Negligible' risk rating** - top 2% out of 13,650 companies

MSCI  
ESG RATINGS



CCC B BB BBB A AA AAA

- **Upgraded to 'AA'** from 'A' in 2021
- **Top 26%** of MSCI All Country World Index constituents
- **Outperformed** global peers in Corporate Governance score by +37%<sup>1</sup>



**Outperformed** average real estate benchmark of 2.5 with score of 3.2, across all E, S and G components

## Manulife's supported ESG initiatives:



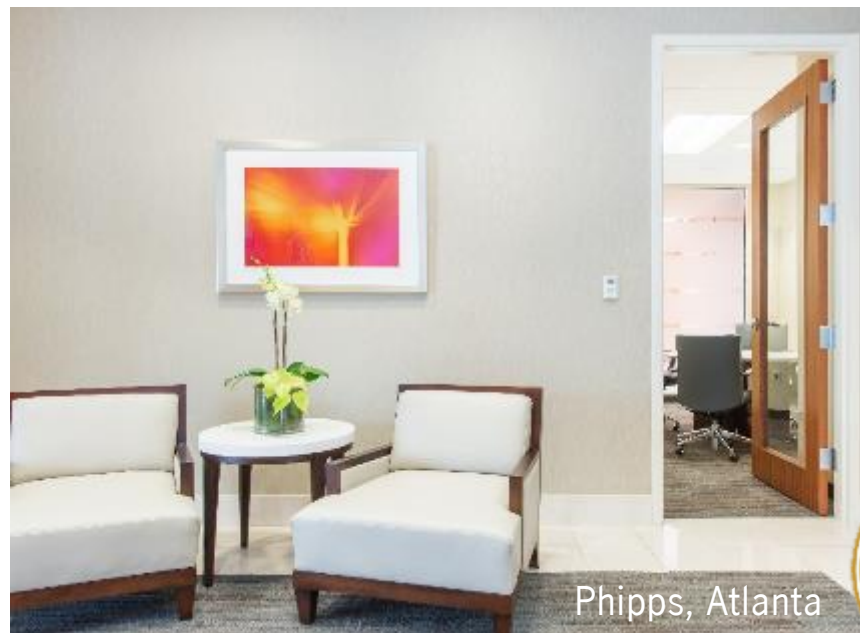
Member of  
Dow Jones  
Sustainability Indices  
Powered by the S&P Global CSA



06

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## Looking forward



Phipps, Atlanta



# Economic volatility and *uncertainty*



## U.S. Outlook

- Inflation continues to fuel recession fears
- Employment plateauing, possible cutbacks



## Impact to Office

- Slowdown in demand, leasing activity
- Tenant space needs still unclear, most still downsizing



## Real Estate Markets

- Debt costs rising, lenders more conservative, lower LTV/proceeds
- Fewer buyers, owners holding, bid-ask spread widening
- Transaction activity slowing



# *Ready* for the road ahead



## Ride out cyclical downturn with defensive strategy

### Capital recycling/allocation

- Strengthen balance sheet
- Contain gearing
- Disposition
- Invest to future-proof properties

### Portfolio

- Protect occupancy and maintain long WALE
- Be nimble on leasing
- Continue to attract stable/credit tenants
- Leverage on location/quality of assets



## Embrace secular shift with offensive strategy

### Tactical

- Partner flex operators
- Hotelisation of offices
- Provide greater variety of workspace options in our buildings

### Strategic

- Pivot into growth markets/property types
- JV/M&A/Capital Partners

# *Our ESG pillars*



## *Building Resilience*

Reducing the environmental impact of our properties and supporting the transition to a net zero economy



## *People First*

Ensuring the needs of our stakeholders are well-served is key to sustaining our business. This includes creating a safe and healthy environment, and safeguarding the well-being and interests of our employees, tenants and communities.



## *Driving Sustainable Growth*

Conducting our business activities responsibly to deliver long-term value for our stakeholders. This includes the sustainable allocation of capital, robust governance framework and proactive risk management practices.

# *Thank You!*

For enquiries, please contact:

**Ms Caroline Fong**

Chief Investor Relations and Capital Markets Officer

✉ [carol\\_fong@manulifeusreit.sg](mailto:carol_fong@manulifeusreit.sg)

☎ (65) 6801 1066

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**Manulife US Real Estate Management Pte. Ltd.**

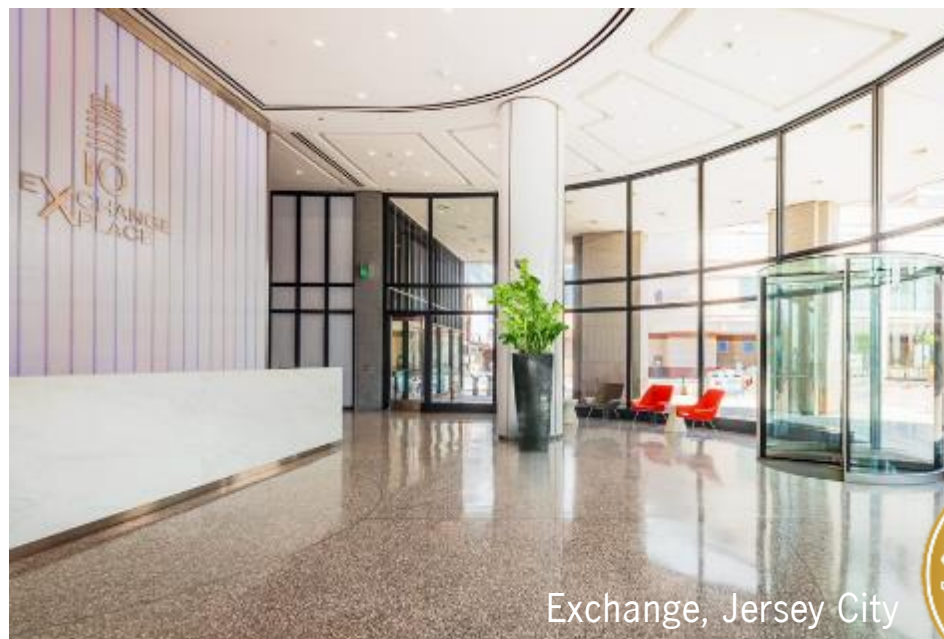
(Company registration no. 201503253R)

8 Cross Street, #16-03 Manulife Tower, Singapore 048424

<https://www.manulifeusreit.sg>

07

# Appendix



Exchange, Jersey City



# U.S. economic outlook turns *cautious*

**-0.9%<sup>1</sup>**

**2Q 2022  
GDP growth**

- GDP declined by an annualised rate of -0.9% in 2Q 2022, the second straight quarter of decline
- Jobs gained led by professional & business services, leisure & hospitality and healthcare sectors

**1.1m<sup>2</sup>**

**2Q 2022  
jobs gained**

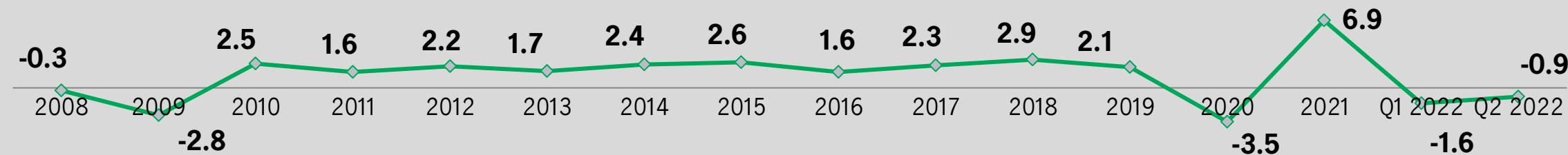
**3.6%<sup>2</sup>**

**Unemployment**

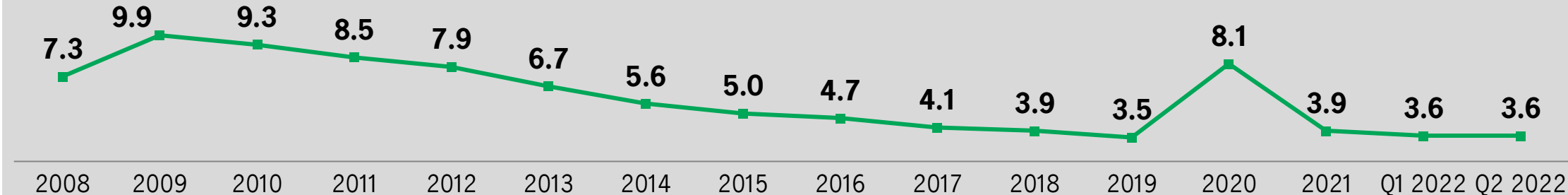
**372k<sup>2</sup>**

**Jobs  
added in June**

**U.S. GDP growth (%)<sup>1</sup>**



**U.S. unemployment (%)<sup>2</sup>**



(1) U.S. Department of Commerce, Bureau of Economic Analysis as at 28 Jul 2022, annualised rate.  
(2) U.S. Department of Labor, Bureau of Labor Statistics as at 28 Jul 2022; All numbers listed are non-farm jobs.

# U.S. office real estate activities remain *stable*

**19.3%<sup>1</sup>**

2Q 2022 vacancy

**+0.8%<sup>1</sup>**

QoQ direct  
average market  
base rent growth

**4.4m<sup>3</sup>**

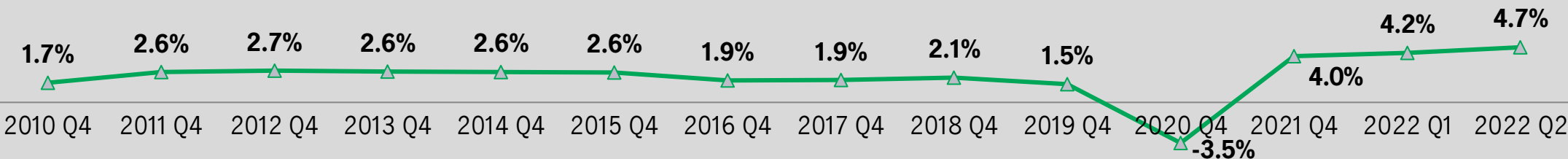
2Q 2022 net  
absorption (sq ft)

**14.0m<sup>3</sup>**

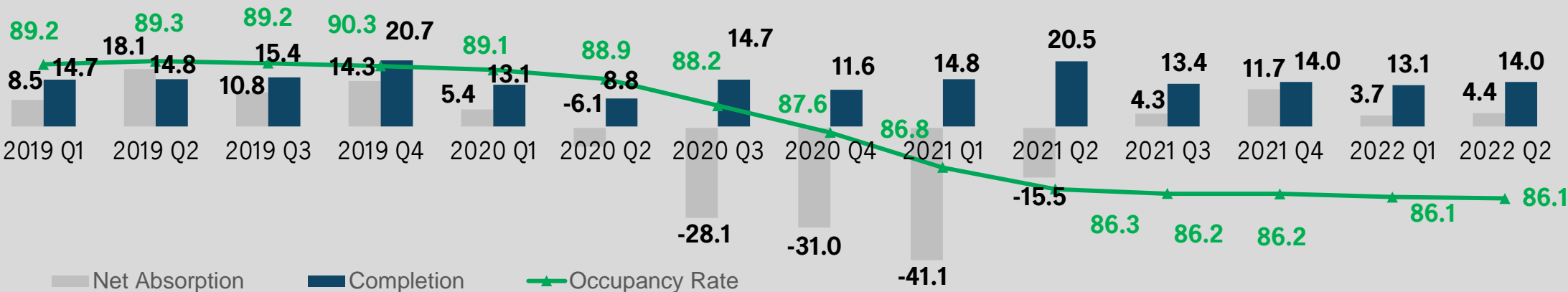
2Q 2022 new  
supply delivered  
(sq ft)

- Direct average market asking rents remain stable and showed modest gains of 0.8% QoQ<sup>1</sup>
- Class A net effective rents have improved, but still down 6% relative to pre-COVID-19 levels<sup>1</sup>

## U.S. office employment YoY (%)<sup>2</sup>



## U.S. class A & B office net absorption (m sq ft) and occupancy (%)<sup>3</sup>



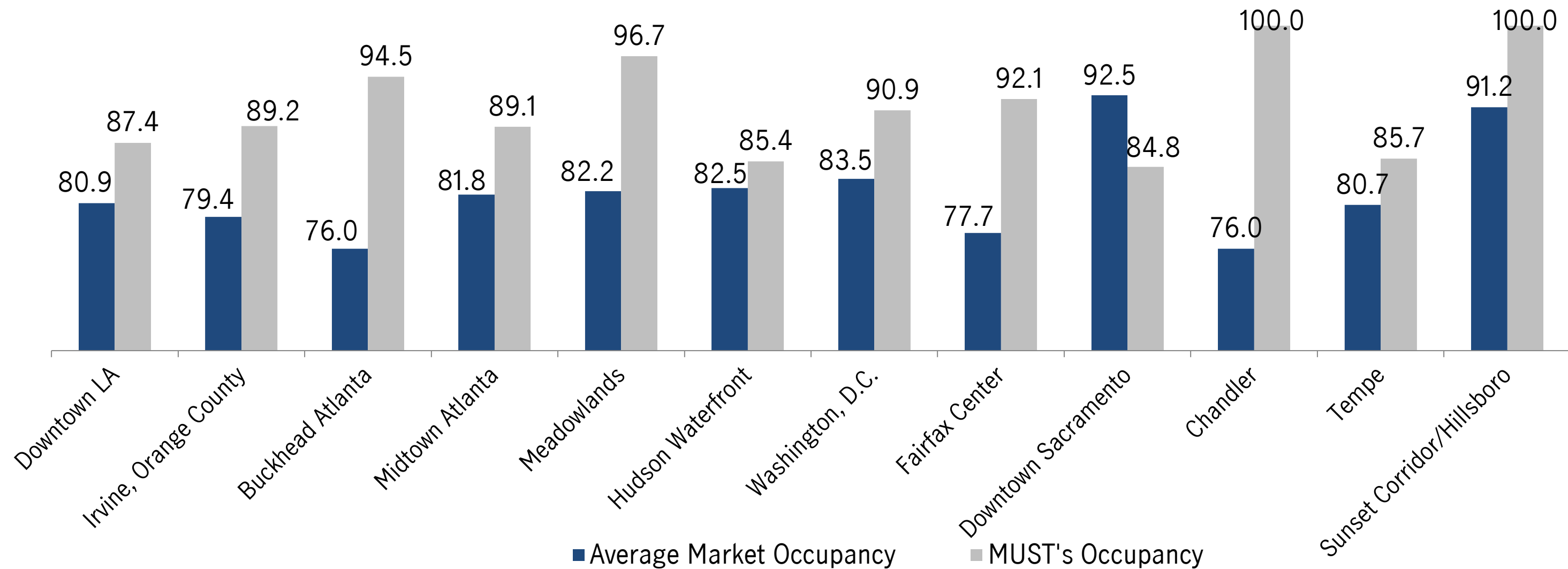
(1) JLL U.S. Office Outlook 2Q 2022; includes all offices; vacancy rate, however, only for Class A.  
(2) Office employment includes the professional and business services, financial and information service sectors; as per CoStar Market Analysis & Forecast Reports Amounts reflect YoY % change.  
(3) CoStar Market Analysis & Forecast Reports for Class A & B Office.

# Portfolio *overview*

	Figueroa	Michelson	Peachtree	Plaza	Exchange	Penn	Phipps	Centerpointe	Capitol	Diablo	Park Place	Tanasbourne
Location	Los Angeles	Irvine	Atlanta	Secaucus	Jersey City	Washington, D.C.	Atlanta	Virginia	Sacramento	Tempe	Chandler	Hillsboro
Property Type	Class A	Trophy	Class A	Class A	Class A	Class A	Trophy	Class A	Class A	Class B	Class A	Class B
Completion Date	1991	2007	1991	1985	1988	1964	2010	1987/1989	1992	1980 - 1998	2019	1986 - 1995
Last Refurbishment	2019	-	2015	2016	2020	2018	-	2018	2016	-	-	2015, 2017 & 2020
Property Value (US\$ m)	315.2	317.0	212.9	106.0	324.0	177.3	216.0	112.7	197.0	65.0	106.9	34.4
Occupancy (%)	87.4	89.2	89.1	96.7	85.4	90.9	94.5	92.1	84.3	85.7	100.0	100.0
NLA (sq ft)	715,024	534,430	558,972	466,496	737,414	278,063	475,778	420,429	501,436	354,434	274,700	132,851
WALE by NLA (years)	3.3	5.0	4.4	6.2	5.3	4.5	6.4	4.7	5.0	4.0	7.4	4.3
Land Tenure	Freehold	Freehold	Freehold	Freehold	Freehold	Freehold	Freehold	Freehold	Freehold	Freehold	Freehold	Freehold
No. of Tenants	29	16	25	9	21	8	10	19	36	7	3	3

# MUST's *occupancy* versus average market occupancy

Occupancy as at 30 Jun 2022 (%)



Source: Average Market Occupancy Data as at 1 Jul 2022 from CoStar Market Analysis & Forecast Reports.

# *Limited* supply in MUST's markets; muted rent growth forecast

Class A Market	RBA (m sq ft)	Vacancy (%)	Gross Asking Rent Per Sq Ft (US\$)	Net Absorption (‘000 sq ft)	Net Delivery (‘000 sq ft)	Last 12 Months Rent Growth <sup>1</sup> (%)	Projected 12 Months Rent Growth <sup>1</sup> (%)	New Properties Under Construction (‘000 sq ft)	Delivery Year
Downtown Los Angeles	46.1	19.1	42.02	32.5	0	1.2	3.4	0.0	NA
Irvine, Orange County	15.1	20.6	31.95	(66.6)	0	(0.3)	3.2	0.0	NA
Buckhead Atlanta	17.4	24	39.5	(32.6)	0	0.5	2.9	388.0 <sup>4</sup>	2022
Midtown Atlanta	24.6	18.2	43.27	(2.5)	0	1.6	3.3	612.9 <sup>5</sup>	2022
Meadowlands <sup>2</sup>	3.5	17.8	35.92	1.9	0	0	4.1	0.0	NA
Hudson Waterfront <sup>3</sup>	19.3	17.5	44.57	(4.3)	0	0.1	4.0	0.0	NA
Washington, D.C.	31.9	18.9	57.86	(9.2)	0	(0.1)	2.8	868.8 <sup>6</sup>	2022-24
Fairfax Center	4.7	19.9	32.86	2.4	0	0	2.8	0.0	NA
Downtown Sacramento	11.4	7.5	39.64	(24.3)	0	1.0	2.9	0.0	NA
Chandler	6.2	24	30.90	3.6	0	3.2	3.9	0.0	NA
Sunset Corridor	6.5	8.8	26.14	7.7	0	1.9	3.8	0.0	NA
Tempe	10.3	9.9	28.16	0.2	0	3.7	3.1	498.5 <sup>6</sup>	2022-23

Source: All Submarket and Market Data as at 1 Jul 2021 from CoStar Market Analysis & Forecast Reports.

(1) All building classes.

(2) Secaucus is within the Meadowlands submarket.

(3) Jersey City is within the Hudson Waterfront submarket.

(4) 28% pre-leased to Novelis.

(5) 100% pre-leased to Google and legal tenant.

(6) Comprises of Trophy Asset which is not comparable to Penn.

# MUST's tax *advantage*

For illustrative purposes only

	US REIT	SREIT <sup>1</sup>	MUST
DPU Yield	8.0% <sup>2</sup>	9.0%	<b>9.0%<sup>3</sup></b>
U.S. Withholding Taxes	(1.0%)	-	-
Net Yield – Singapore Retail Investor	7.0%	9.0%	<b>9.0%</b>
Net Yield – Singapore Institutions	7.0%	7.5% <sup>4</sup>	<b>9.0%</b>
Net Yield – Foreign Institutions	7.0%	8.1% <sup>5</sup>	<b>9.0%</b>

- No U.S. corporate taxes (21%)
- No U.S. withholding taxes (30%)
- No Singapore corporate taxes on domestic institutions (17%) or Singapore withholding taxes (10%)
- Subject to limited tax

Source: Bloomberg

(1) Singapore REIT with Singapore assets only. For illustrative purposes, the DPU yield for SREIT is assumed to be the same as Manulife US REIT.

(2) Weighted average of analyst consensus for FY 2022 distribution yield of 18 Office REITs listed in U.S. as at 29 Jul 2022.

(3) Based on 1H FY 2022 DPU of 2.61 US Cents and closing price of US\$0.58 as at 29 Jul 2022.

(4) Singapore institutions incur 17% corporate tax on the Singapore sourced income portion of the distribution.

(5) Foreign institutions incur 10% corporate tax on the Singapore sourced income portion of the distribution.

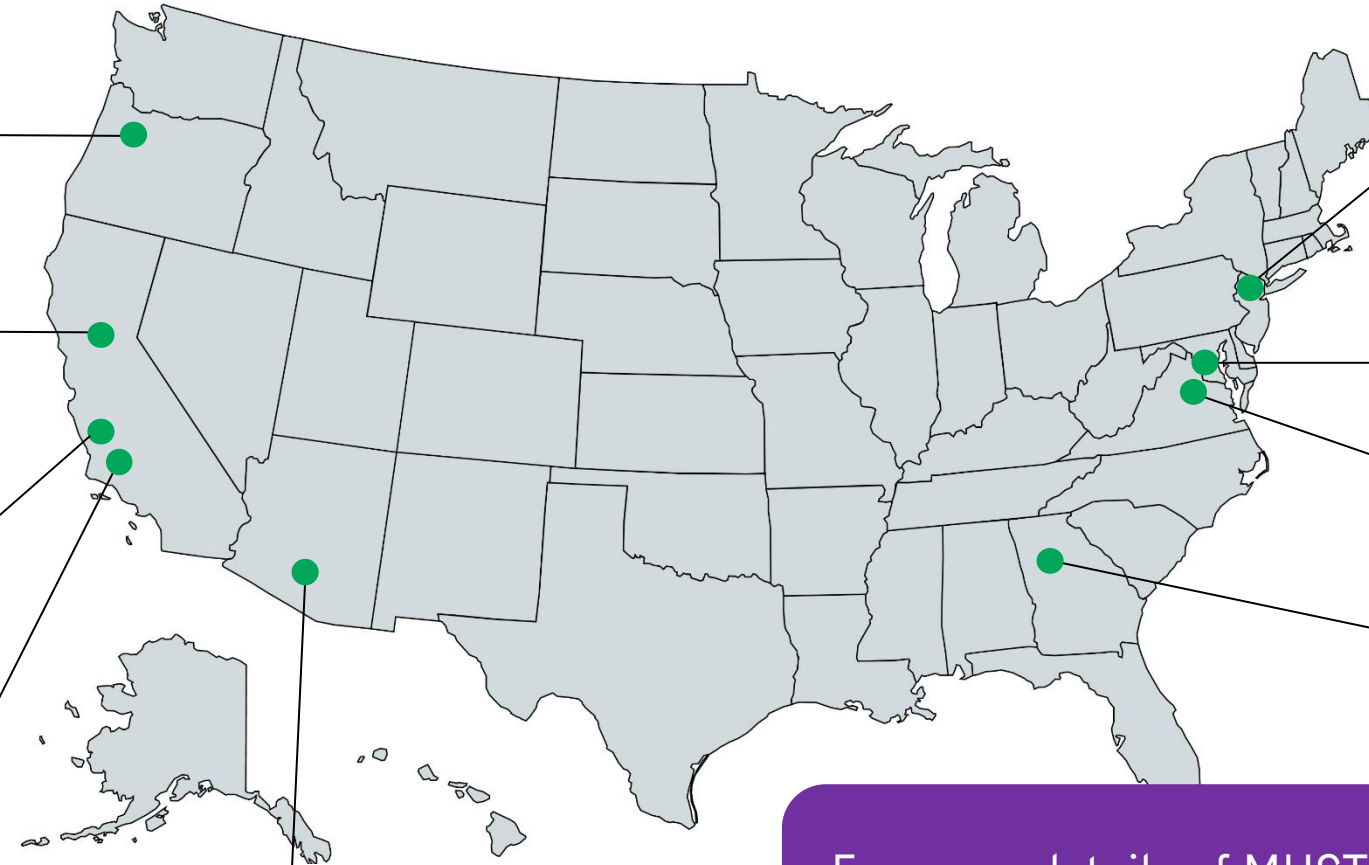
# MUST's submarket *outlook*

**Portland:** Sunset Corridor's critical employers in high-growth sectors and proximity to infrastructure buffer against slow leasing

**Sacramento:** Counter-cyclical sectors (government, health, regulatory) support fundamentals, but limited investment in new space hinder new-to-market relocation

**Los Angeles:** Creative sector driving demand through vintage asset conversion; slow leasing and flight to quality among other sectors

**Orange County:** Accelerated leasing from diverse sectors and 12-year low unemployment insulate it from recession



**Phoenix:** Tempe, Chandler attracting new-to-market tenants in finance, tech, professional services; tapering supply helps fundamentals

**Northern New Jersey:** Office market stabilising, but face talent migration to lower-cost areas and competition with New York City

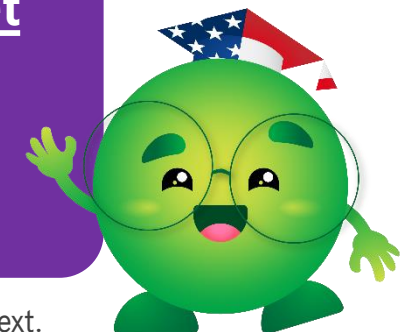
**Washington, D.C.:** Slow return-to-office, downsizing, relocations drive negative absorption, tempered by office conversions and reduced pipeline

**Northern Virginia:** Strong recovery in aerospace, defence sectors and limited new supply buoy recovery

**Atlanta:** Buckhead, Midtown submarkets see strong demand for Trophy, Class A space

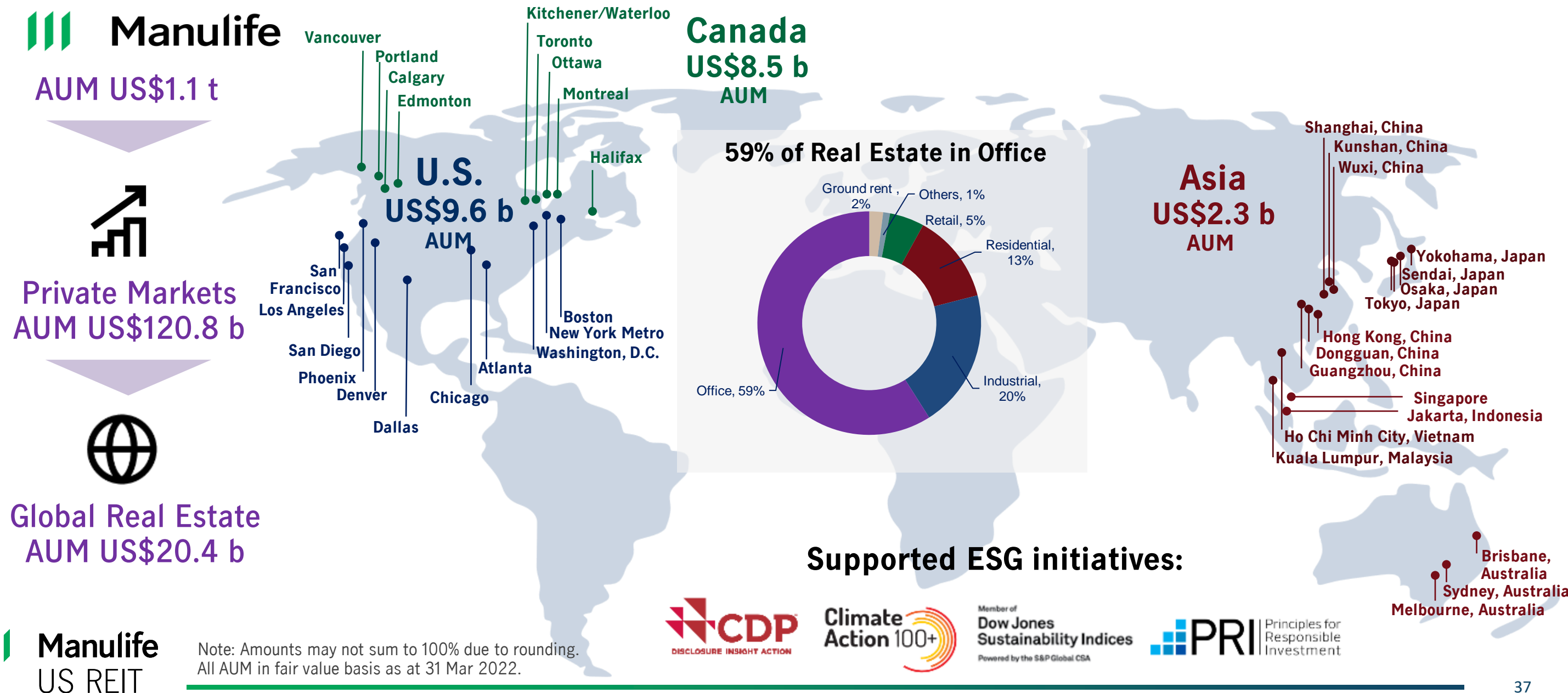
For more details of MUST's cities, please [click here](#) to read **Independent Market Report (IMR) 1H 2022\***

\*For all IMRs, [click here](#).



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Global real estate AUM of US\$20.4 b



# 2022 ESG targets and *beyond*

## Align to Manulife's net zero target by 2050



### Building resilience

- ✓ Achieve 100% green-certified portfolio by 2030
- ✓ Achieve 38% reduction in GHG intensity by 2035 and 80% reduction by 2050
- ✓ Maintain '5 Star' GRESB rating



### People first

- ✓ Zero accident/injury work environment
- ✓ Maintain '4/5 Star' rating for overall tenant satisfaction
- ✓  $\geq 40$  training hours per employee



### Driving sustainable growth

- ✓ Zero incidents of non-compliance and corruption
- ✓ Increase green financing
- ✓ Strengthen disclosures with additional frameworks - TCFD, CDP and SASB

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