

## 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 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\$3.0b** AUM

**H**MPSHIRE

>60 year track record

**US\$2.0b** AUM

Information as at 31 December 2022.





Stock Code: ODBU

Bloomberg Code: UHU:SP

**Distribution Payment: Semi-annual** 

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# **Key Highlights**



US\$742.7 million<sup>1</sup>

Total Property Value



7.2 years<sup>2</sup> Long WALE



97.9%<sup>3</sup> Committed Occupancy



3.8 million sq ft of NLA



97.9% Freehold

# Strategic Locations along the U.S. Eastern Seaboard

**SELF-STORAGE** GROCERY & NECESSITY < **PROPERTIES PROPERTIES** 

ACROSS 8 STATES, LOCATED ON THE DENSELY



#### **NEW YORK**

### **Grocery & Necessity**

7 Properties 1 137 375 sq ft 24.4% Total Appraised Value



#### **PENNSYLVANIA**

# **Grocery & Necessity**

2 Properties 662,926 sq ft 18.8% Total Appraised Value1



#### **NORTH CAROLINA**

### **Grocery & Necessity**

1 Property 3.7% Total Appraised Value1



#### **FLORIDA**

### **Grocery & Necessity**

2 Properties 411,473 sq ft 13.2% Total Appraised Value<sup>1</sup>

### **MASSACHUSETTS**

### **Grocery & Necessity**

2 Properties 165,445 sq ft 7.1% Total Appraised Value



### **NEW JERSEY**

#### **Grocery & Necessity**

4 Properties 421,387 sq ft 12.1% Total Appraised Value1

# Self-Storage

2 Properties 155.093 sa ft

7.3% Total Appraised Value



#### **MARYLAND**

### **Grocery & Necessity**

2 Properties 542,280 sa ft 10.0% Total Appraised Value1



#### **VIRGINIA**

### **Grocery & Necessity**

1 Property 168,326 sq ft 3.4% Total Appraised Value



Information as at 30 June 2023.

# Strong Financial Performance

Gross Revenue (US\$ million) US\$36.0 mil +13.3% 36.0 31.8

# **Net Property Income** (US\$ million) US\$25.8 mil +14.0%



### Distributable Income (US\$ million) US\$16.7 mil

+2.2%



#### **Distribution Per Unit** (US Cents)

2.91 2.91 Retained 0.26 as capital reserve 2 65 Actual DPU<sup>4</sup>

# 12.8%

### **Attractive Dividend Yield**

Based on 2H 2022 and 1H 2023 total distribution of 5.62 US cents and unit price of US\$0.44 as at 30 June 2023

1H 2022

1H 2023



## Sustainable Value in the Long-Term

#### **Environmental Stewardship**

Install EV charging stations at our properties (25% by FY2023)



100

80

60

40

20

O

Install LED lighting at common areas of our properties (50% by FY2023)

Discuss with top 10 tenants to explore possibility of installation of new solar systems on the roofs over tenant spaces



#### **People & Community**

To contribute to UHREIT's target of 100 hours of staff volunteerism in FY2023

conducive workplace а environment that promotes high levels of employees' engagement



30

25

20

15

10

#### Strong Corporate Governance

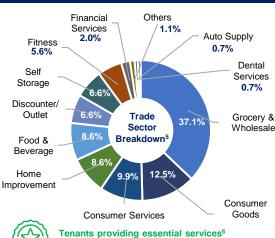
Included in the SGX Fast Track for its good compliance track record

### **Increased Visibility**

#### **Indices Inclusion**

- · FTSE ST Small-Cap Index
- MSCI Singapore Micro-Cap Index
  - iEdge SG Real Estate Index
  - · iEdge S-REIT Index
  - · iEdge SG ESG Transparency Index

# Resilient Portfolio, Cycle-Agnostic Tenants



- 63.3% of Grocery & Necessity Portfolio7
  - Long WALE of 8.1 Years<sup>7</sup>

## Top 10 Tenants<sup>7</sup>

- Anchored by large creditworthy tenants in recession-resistant sectors
- Majority of the leases are triple net with built-in rental increases

| Tenants                           | Trade Sector         | %         |
|-----------------------------------|----------------------|-----------|
| ShopRite                          | Grocery & Wholesale  | 10.5%     |
| BJ's Wholesale Club Holdings, Inc | Grocery & Wholesale  | 10.0%     |
| Ahold Delhaize                    | Grocery & Wholesale  | 9.5%      |
| Lowe's Companies, Inc             | Home Improvement     | 5.2%      |
| LA Fitness                        | Fitness              | 5.1%      |
| Walmart                           | Grocery & Wholesales | 4.2%      |
| Home Depot USA, Inc               | Home Improvement     | 3.8%      |
| Publix Super Markets              | Grocery & Wholesale  | 2.7%      |
| Price Chopper Supermarkets        | Grocery & Wholesale  | 2.7%      |
| PetSmart                          | Consumer Goods       | 1.4%      |
| Total                             |                      | 55.1%     |
| WALE for Top 10 Tenants           |                      | 8.7 years |

Supporting our tenants' omnichannel strategy



Providing dedicated curbside pick-up areas



Emerging trend of physical stores serving as Last-Mile Distribution Hub for micro-fulfilment of online orders

# **High Occupancy at Self-Storage Properties**

#### Carteret Self-Storage 94 7 93.9 94.6 92.4 91.7 24.3 23.7 23.5 23.0 22 6

30-Jun-22 30-Sep-22 31-Dec-22 31-Mar-23 30-Jun-23 Average Quarterly Net Rental Rate (US\$/psf)

#### Millburn Self-Storage 97.5 95.8 93.9 93.6 92.6 30 100 80 25 26 6 26.9 26.2 60 25.5 20 40 15 20 0 10 30-Sep-22 31-Dec-22 31-Mar-23 30-Jun-23 30-Jun-22 Occupancy (%) Average Quarterly Net Rental Rate (US\$/psf)

### **Key Investment Merits**

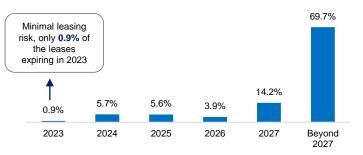
**Stable Cashflows** 

**Yield & Growth** 

**High Quality Assets** 

**E-Commerce Resistant** 

### Lease Maturity Profile8





# Leasing progress in 1H 2023

3 new lease was signed totalling 89,022 sq ft

19 leases were renewed totalling 242,153 sq ft

### **Prudent Capital Management**

| Weighted Average Debt Maturity | 3.5 years <sup>8</sup> |
|--------------------------------|------------------------|
| Fixed-Rate Debt                | 80.9% <sup>9</sup>     |
| Aggregate Leverage             | 42.0%                  |
| Interest Coverage Ratio        | 2.8 times              |
| Weighted Average Interest Rate | 3.57%10                |

# nformation as at 30 June 2023 unless otherwise stated.

- Based on carrying value of investment properties as at 30 June 2023.
- 2. Computation included forward committed leases for Grocery & Necessity Properties only. Excluding forward committed leases, the WALE is 7.0 years as at 30 June 2023. 3. Grocery & Necessity Properties only.
- 4. Computed based on the distribution amount after deducting distributable income of US\$1.5 million retained as capital reserve for asset enhancement initiatives.

# **Distribution History**

| Period                     | DPU (US cents) |  |
|----------------------------|----------------|--|
| 1 Jan 2023 to 30 June 2023 | 2.65           |  |
| 1 Jan 2022 to 31 Dec 2022  | 5.88           |  |
| 1 Jan 2021 to 31 Dec 2021  | 6.10           |  |
| 1 Jul 2020 to 31 Dec 2020  | 3.03           |  |
| 12 Mar 2020 to 30 Jun 2020 | 1.78           |  |

- Based on base rental income for the month of June 2023.
- 6. Based on the definition of "Essential Retail Businesses" by the State of New Jersey
- Based on base rental income for Grocery & Necessity Properties for the month of June 2023.
  Assuming the loan extension option is fully exercised.
  Includes floating-rate loans that have been swapped to fixed rate.
- 10. Trailing 12-month and excludes upfront debt-related transaction costs