UNITED HAMPSHIRE US REAL ESTATE INVESTMENT TRUST ACHIEVED IPO DPU FORECAST OF US1.78 CENTS

- ***Inaugural DPU achieved IPO Forecast of US1.78 cents***
- ***Distributable Income 0.2% above forecast***
- ***Resilient portfolio, all properties have been open for business throughout the COVID-19 pandemic***
  - ***Over 90% of retail tenants are open and continue to see more stores re-opening***
- ***Grocery & Necessity Properties maintain high occupancy rate of 95% and long WALE[1] of 8.4 years***
- ***Strong leasing momentum – successfully executed new and renewal leases, representing approximately 170,000 sq ft***
- ***Occupancies of Self-Storage Properties trending upwards***
  - ***Carteret Self-Storage, Millburn Self-Storage and Elizabeth Self-Storage trending up from May***
- ***Prudent capital structure with conservative aggregate leverage of 36.2%, interest coverage ratio of 6.1 times and undrawn committed facilities of US$20 million***
- ***Weighted average debt maturity stood at 3.98 years, with no refinancing requirements until 2023***

SINGAPORE, 12 AUGUST 2020 – United Hampshire US REIT Management Pte. Ltd. (the "**Manager**") of United Hampshire US Real Estate Investment Trust ("**United Hampshire US REIT**" or the "**REIT**"), announced today that the REIT's resilient portfolio has delivered distributable income 0.2% above forecast of US$8.8 million and US1.78 cents distribution per unit ("**DPU**") in line with IPO forecast for the period from 12 March 2020 (Listing Date) to 30 June 2020 (the "**Reporting Period**").

United Overseas Bank Limited was the sole financial adviser for the Offering. United Overseas Bank Limited, UOB Kay Hian Private Limited and UBS AG, Singapore Branch were the joint issue managers and global coordinators for the Offering. United Overseas Bank Limited, UOB Kay Hian Private Limited, UBS AG, Singapore Branch, Credit Suisse (Singapore) Limited and The Hongkong and Shanghai Banking Corporation Limited, Singapore Branch were the joint bookrunners and underwriters for the Offering.

[1] *Computation included forward committed leases. Excluding forward committed leases, the WALE is 8.1 years as at 30 June 2020.*

Summary of Results (12 March 2020 to 30 June 2020)

US$'000	Actual	Forecast[2]	Variance (%)
Gross Revenue	15,312	15,861	(3.5)
Net Property Income	11,314	11,971	(5.5)
Distributable Income	8,793	8,772	0.2
Distribution per Unit[3] (US cents)	1.78	1.78	-

Gross revenue and net property income ("**NPI**") were 3.5% and 5.5% lower than forecast respectively. The lower gross revenue was largely due to lower reimbursable expense recoveries pertaining to Grocery & Necessity Properties. In addition, there was a deceleration in leasing activities for Self-Storage Properties at the onset of the pandemic due to shelter-in-place guidelines, and a delay in completion of Perth Amboy Self-Storage ("**Perth Amboy**"). Leasing trends have been increasing after the gradual lifting of guidelines from May 2020. Grocery & Necessity base rent revenue was higher than forecast but was offset by rental relief of US$0.1 million.

The lower NPI was mainly due to lower gross revenue and other operating income, as well as a provision of US$0.3 million for rent relief currently under negotiation, partially offset by lower repair and maintenance expenses. For certain tenants, rent relief was granted in exchange for lease extensions. In addition, rent deferral amounting to US$0.4 million was also granted. These deferred rents will be collected over the second half of FY2020 and in FY2021.

Finance costs of US$2.1 million were 24.7% or US$0.7 million lower than forecast due largely to the favorable floating-to-fixed interest rate swap rate secured by the REIT.

Overall, Distributable Income of US$8.8 million for the Reporting Period 2020 was 0.2% higher than Forecast.

[2] *The Prospectus disclosed a 10-month profit forecast for the period from 1 March 2020 to 31 December 2020. Forecast numbers for the period from 12 March 2020 to 30 June 2020 were derived by pro-rating the forecast figures for the 10-month forecast period, except for fair value change numbers, as disclosed in the Prospectus.*

[3] *Based on 493,277,002 issued units as at 30 June 2020.*

Mr. Robert Schmitt, Chief Executive Officer of the Manager, said, "Our inaugural financial results, which are in line with our IPO forecast, demonstrate the resiliency of our portfolio despite the COVID-19 outbreak. Notwithstanding the decline in the overall economic environment due to the pandemic, our portfolio which is backed by high occupancy, long WALE and a strong tenant profile, has delivered a steady set of results.

"Notably, all our properties remained open during the recent lockdown period, with retail tenants comprising over 90% of the total base rental income open for business in June 2020. We continue to see more tenants reopen with the relaxation of restrictions and guidelines. Our Grocery & Necessity Properties and Self-Storage Properties which are in two economic cycle resilient sectors, are strategically located in high density suburban markets across the East Coast of the U.S., and will continue to provide income stability. In addition, with the accelerating suburb's population growth trend that started in the mid-2010s and the higher suburban median income, the attractiveness of the suburban grocery-led centers is further accentuated. This reaffirms our commitment to delivering strong Unitholders' returns."

The Manager has also observed that in many Northeastern states where a majority of the REIT's properties are located, new COVID-19 cases are significantly down from their April peak. While cases have more recently spiked in other states, primarily in the south and western regions of the country, the REIT's two properties in those regions are not located in areas where new cases have surged and remain open for business. The status of the virus and various regional guidelines regarding the loosening of restrictions on businesses are fluid and dynamic and the Manager will continue to monitor the situation closely.

Portfolio Review

Since the start of 2020, the Manager has secured 11 new and extended retail leases representing approximately 170,000 sq ft, strengthening and stabilising the earnings visibility of the portfolio. As at 30 June 2020, the REIT's Grocery & Necessity Properties maintained a high occupancy rate of 95%, with the majority of the tenants providing essential services in populous suburban areas where they are located. Equipped with large car parks and common areas, the single-storey, open-air centers not only provide a conducive environment for social distancing, they also facilitate in-store and curbside pickup which are part of the omni-channel strategy adopted by many tenants and have become even more relevant in the current environment. The physical stores are at the heart of the omni-channel strategy where shoppers can purchase in-store or pickup their online orders, as well as fulfilling the online order deliveries by the tenants. The Manager actively supports its tenants through initiatives including designating selected parking spaces at the properties for curbside pick-up and permitting new outdoor dining areas enabling tenants to set-up outdoor tents.

Overall, the REIT enjoys organic growth from built-in rental escalations for over 80% of its existing leases for Grocery & Necessity Properties, which are mainly triple net. The portfolio also features a long lease maturity profile with less than 5% of leases by base rental income expiring in 2020 and 2021.

The REIT's Self-Storage properties have remained open throughout COVID-19 and experienced growth in traffic and occupancy after the gradual lifting of lockdown guidelines from May 2020. The Manager has observed that this pick-up in activity since mid-May is a result of the rising outflow of population from New York to the suburban areas. As at 30 June 2020, Carteret Self-Storage and Millburn Self-Storage achieved occupancy levels of approximately 93% and 66% respectively, as the properties continue to enjoy the benefits of a resilient and cycle-agnostic asset class.

For the two Self-Storage properties with Top-Ups, Elizabeth Self-Storage has leased 158 units as at 30 June 2020, a 68% increase as compared to our earlier announcement on 2 June 2020, while construction for Perth Amboy has been slightly delayed and is now scheduled to be completed in August 2020. This delay is not expected to have a material impact as Perth Amboy contributes less than 1% of the REIT's Gross Revenue for Forecast Period 2020[4].

Prudent Capital Management

United Hampshire US REIT has a disciplined capital structure with a prudent capital management strategy. The REIT's aggregate leverage remains conservative at 36.2%, well below the regulatory limit of 50.0%, with an interest coverage ratio of 6.1 times. United Hampshire US REIT had earlier entered into interest rate swaps to hedge the floating rate of the Term Loan Facilities into fixed rates, which removes any near-term interest rate risk. With the interest rate swaps, the all-in average annualised cost of debt (excluding the US$20 million committed revolving credit facility which is currently undrawn) is 2.84% with a weighted term to maturity of 3.98 years, and no refinancing requirements until 2023. Moving forward, the Manager will continue to apply disciplined and prudent capital management.

[4] *Forecast period 2020 ("FP2020") refers to the 10 months period from 1 March 2020 to 31 December 2020.*

U.S. Market Outlook

The U.S. economy recently reported an annualised GDP growth guidance of -32.9% for the second quarter of 2020[5], reflecting the disruptions associated with pandemic-control measures. To combat the economic impact of COVID-19, the U.S. Government funded a stimulus package of over US$2 trillion to assist businesses and consumers. An additional package providing more stimulus which is reported to be greater than US$1 trillion is currently being deliberated in the Congress as many benefits from the initial stimulus package have begun to expire.

With the continued resumption of the economic activity, the U.S. unemployment rate declined for the third straight month in July 2020 to 10.2%, a marked decline from close to 15% at the height of the pandemic. Notable employment growth occurred in leisure and hospitality, government, retail trade, professional and business services, other services and health care[6].

The U.S. retail and food services sector saw a strong uptick in May, with a 18.2% increase month-on-month ("**MOM**"), and an increase of 7.5% MOM and 1.1% year-on-year ("**YOY**") in June, demonstrating its resilience[7]. The brunt of the downturn in retail, however, was felt more disproportionately by department stores and malls. The grocery anchored, neighborhood strip center sector has fared much better due to their tenants which offer a much larger percentage of essential goods and services such as groceries, home improvement supplies and consumer services. The stabilised portfolio occupancy of the Retail Strip Center sector is estimated to be approximately 94.3% for 2020 which is above the 10-year average and projected to remain at this level through 2023[8]. Additionally, although investment in the overall retail sector is down 73% YOY due to the slowdown in business activity, average cap rates are down 10 basis points from the prior year[9]. Grocery anchored centers accounted for approximately 24% of the investment activity in the second quarter and pricing for the sub-sector was up by 1.6%, outperforming the rest of the retail sector[9].

The Self-Storage sector experienced peak drawdowns in May as lockdown measures limited move-ins and hindered demand during the sector's peak Spring Season. However, as lockdown restrictions have eased, the sector's move-in rate has rebounded dramatically towards the end of the second

[5] *U.S. Bureau of Economic Analysis, 30 July 2020 - Gross Domestic Product, 2Q 2020 (Advance Estimate) and Annual Update*
[6] *U.S. Bureau of Labor Statistics, 7 August 2020 – The Employment Situation – July 2020*
[7] *U.S. Census Bureau, 16 July 2020 – Advance Monthly Sales for Retail and Food Services, June 2020*
[8] *Green Street, REIT Stabilised Portfolio Occupancy as of 1 August 2020*
[9] *Real Capital Analytics, US Retail Capital Trends 2Q 2020*

quarter. Early July move-in rate data for Self-Storage is showing widespread YOY growth, signalling that the absent leasing volume during peak lockdown measures of May and June was not lost, but instead delayed[10].

As the COVID-19 outbreak continues to unfold, the Manager will monitor the situation closely and continue to actively engage tenants to address their concerns and discuss appropriate tenant support measures. The Manager is confident that the resilient portfolio is well-positioned to weather the COVID-19 crisis.

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[10] *Green Street Advisors, Self-Storage Sector, 3 August 2020*

About United Hampshire US REIT

Listed on the Main Board of the Singapore Exchange on 12 March 2020, United Hampshire US REIT is a Singapore real estate investment trust established with the principal investment strategy of investing in a diversified portfolio of stabilised income-producing (i) grocery-anchored and necessity-based[11] retail properties ("**Grocery & Necessity Properties**"), and (ii) modern, climate-controlled self-storage facilities ("**Self-Storage Properties**"), located in the U.S.

The tenants targeted by United Hampshire US REIT are tenants resilient to the impact of e-commerce, including but not limited to restaurants, home improvement stores, fitness centers, warehouse clubs and other uses with strong omni-channel platforms[12].

The initial portfolio of United Hampshire US REIT comprises 22 predominantly freehold Grocery & Necessity Properties, and Self-Storage Properties, primarily concentrated in the Northeast markets of the U.S., with an appraised value of approximately US$599.2 million[13] and an aggregate net lettable area ("**NLA**") of approximately 3.17 million square feet[14].

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[11] ***"Grocery-anchored and necessity-based"*** *retail properties are assets which are anchored by non-discretionary spending businesses such as supermarkets and grocers (generally accounting for 50 to 70 per cent of the NLA), complemented by smaller inline tenants (generally each accounting for less than 5 per cent of the NLA) for lifestyle services such as hair salons, laundry and dry cleaning stores.*

[12] ***"Omni-channel platforms"*** *means the utilisation of multiple distribution channels, both physical and digital to allow the retailer to be better positioned to engage with the customer. These channels include the physical store, websites, phones, e-mail offers, social media, and traditional advertisement methods (i.e. print media).*

[13] *The Appraised Value is calculated based on the higher of the independent valuations of each of the Properties, on a 100% basis including the minority interests in Lawnside Commons, Parkway Crossing and Wallkill Price Chopper that will be held by the Non-Controlling Interest Parties, conducted by the Independent Valuers and inclusive of the Top-Up (as defined in the Prospectus). The Appraised Value of the IPO Portfolio excluding the Top-Up is approximately US$592.7 million. The Independent Valuers have valued the Properties as at the Valuation Date. The Independent Valuers have valued each of the Properties on an "as-is" basis (taking into account the Top-Ups for St. Lucie West) save for the Development/Newly Completed Properties, which have been valued on an "as-completed" basis (taking into account the Top-Ups).*

[14] *The aggregate NLA of the IPO Portfolio is based on the average of the NLA of each of the Properties as determined by the Independent Valuers, on a 100% basis including the minority interests in Lawnside Commons, Parkway Crossing and Wallkill Price Chopper that will be held by the Non-Controlling Interest Parties, and includes the NLA of the Development/Newly Completed Properties and St. Lucie West Expansion.*

About the Sponsors

UOB Global Capital LLC

UOB Global Capital LLC is an originator and distributor of private equity, hedge funds, fixed income and real estate products, and a global asset management subsidiary of United Overseas Bank Limited, a leading bank in Asia. UOB Global Capital LLC was founded in 1998 and has US$3.2 billion in AUM as of 30 November 2019. It operates from offices in New York and Paris, with representation at UOB's headquarters in Singapore. In this way, the firm can conduct its activities and meet investors' needs across the Americas, Europe, the Middle East and Asia.

Since 2008, UOB Global Capital LLC and The Hampshire Companies, LLC have jointly formed three funds with combined AUM of approximately US$1.1 billion (as at 30 September 2019) to focus on investment opportunities in income producing real estate assets in the U.S.

The Hampshire Companies, LLC

The Hampshire Companies, LLC is a privately held, fully integrated real estate firm and real estate investment fund manager, which has over 60 years of hands-on experience in acquiring, developing, leasing, repositioning, managing, financing and disposing of real estate. It has a diversified investment platform and derives results from its broad experience in multiple commercial real estate asset classes, including industrial, retails, self-storage, office, industrial and multifamily. The Hampshire Companies, LLC currently owns and operates a diversified portfolio of 275 properties across U.S. with an AUM in excess of approximately US$2.1 billion[15] in value and totalling over 17.5 million square feet.

[15] *As at 30 September 2019.*

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