



# UNITED-HMPSHIRE



## Asia's First U.S. Grocery-Anchored Shopping Center & Self-Storage REIT

UOB Kay Hian Bangkok Non Deal Roadshow Investor Presentation 29-30 August 2023



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## **Table of Contents**

Page	Content
4	Introduction
8	1H 2023 Key Highlights
13	1H 2023 Financial Results
17	Portfolio Update
24	Outlook
32	Investment Merits



Albany ShopRite – Supermarket, New York

ShopRite



110

Introduction

# Introduction

### United Hampshire US REIT's Journey Since its Listing

### UHREIT's Unique Positioning – Fulfilling the Evolving Essential Needs of U.S. Consumer



Asia's **First** U.S. Grocery-Anchored Shopping Center and Self-Storage REIT



### Resilient Portfolio located in the U.S.

- Stabilised income-producing grocery-anchored, necessitybased retail properties
- Modern climate-controlled selfstorage facilities

Tenants are generally considered cycle agnostic and e-commerce resistant

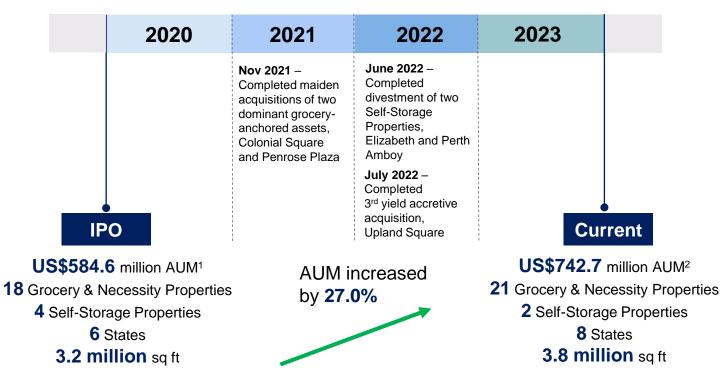


Listed on the Main Board of the Singapore Exchange Securities Trading Limited on 12 March 2020

<sup>1.</sup> As at 12 March 2020.

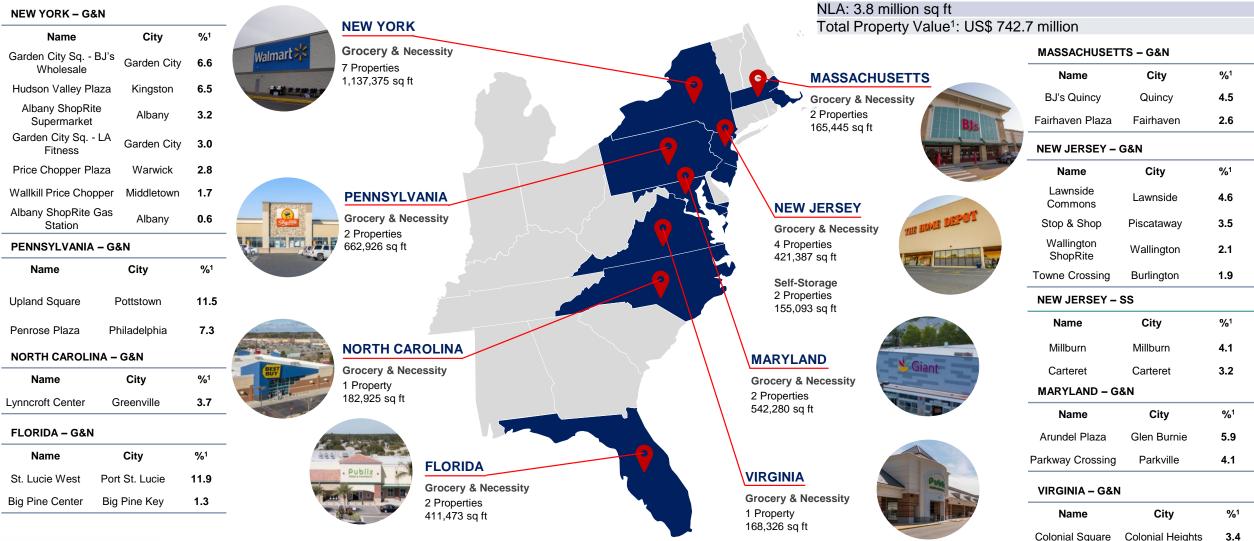


2. Based on carrying value of investment properties as at 30 June 2023.



# Introduction

### 23 Assets Across 8 States Focused on the East Coast





Portfolio of 21 Shopping Centers and 2 Self-Storage Properties

## Introduction

Reputable Sponsors – UOB Global Capital & The Hampshire Companies LLC

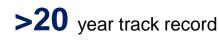
HH UOB Global Capital

A Synergistic Long-Term Partnership

>10 year partnership

**3** co-managed funds

3 co-investment managed portfolios



**US\$3.0b** AUM

- Asset management subsidiary of UOB
- UOB co-invests alongside LPs, and provides the resources of its extensive platform
- Offices in the US, Europe and Asia Pacific

HOMPSHIRE
>60 year track record
190 properties
>US\$2.0b AUM

>15 million sq ft retail space acquired/developed

- 3rd generation US property specialists
- Intensive, hands-on experience in real estate investment, asset management and asset enhancement
- Diversified investment platform and derives results from its broad experience in multiple commercial real estate asset classes, including industrial, retail, self-storage, office, industrial and multifamily

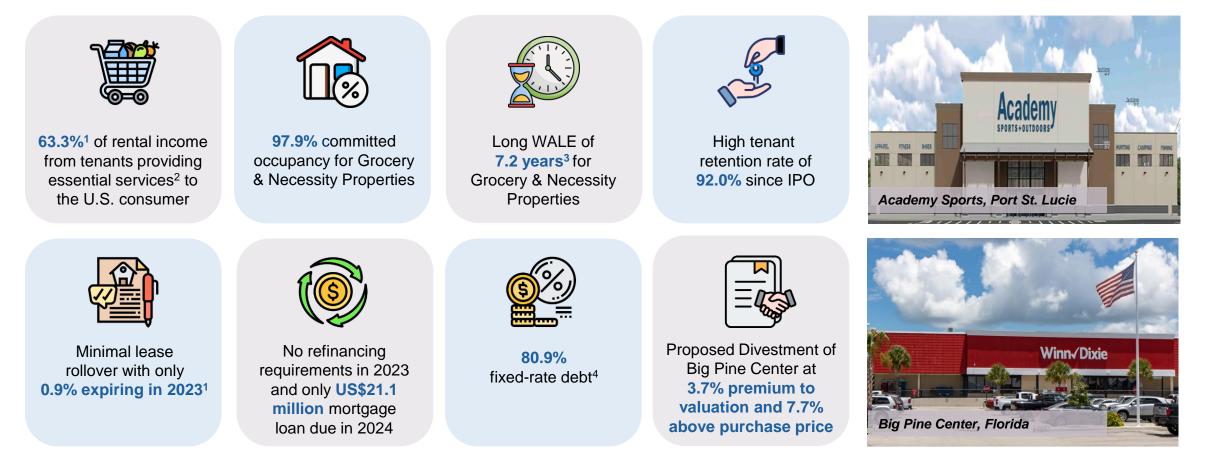


BAKERY

ShopRite Kitchen

Wallington ShopRite, New Jersey

Resilient Portfolio Providing Non-Discretionary Goods and Services



- 1. Based on base rental income of Grocery & Necessity Properties for the month of June 2023.
- 2. Based on the definition of "Essential Retail Businesses" by the State of New Jersey.
- 3. 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.
- 4. Including floating-rate loans that have been swapped to fixed rate.

**Opportunistic Divestment to Enhance Portfolio Quality & Financial Flexibility** 

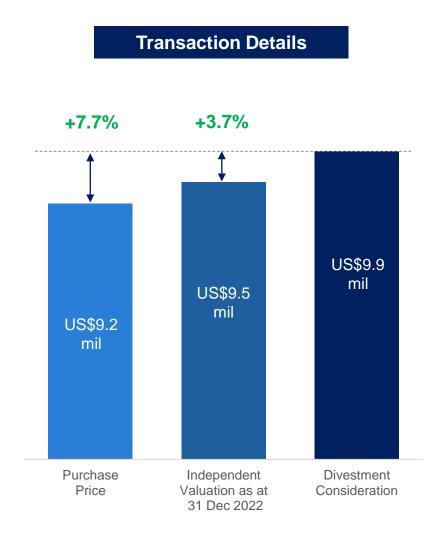




- Proposed Divestment of Big Pine Center located on Big Pine Key in Florida, at an aggregate price of US\$9.9 million
  - 3.7% over the appraised value of US\$9.5 million as at 31 Dec 2022
  - 7.7% above the purchase price of US\$9.2 million
- ✓ Part of the Manager's active asset management strategy

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- ✓ Assuming net proceeds are utilized to partially repay debt, proforma gearing will be reduced by 0.8%
- Enhanced capital management and improve financial flexibility to repay debt and/or pursue asset enhancement and investment opportunities



10

New Development Initiative Updates





### Academy Sports + Outdoors at Port St. Lucie, Florida

- ✓ Expansion on existing excess land to construct a new 63,000 sq ft store which has been pre-leased to Academy Sports on a 15-year lease
- ✓ Estimated construction cost is approximately US\$12.0 million to be paid progressively over the construction period
- Commenced site work in March 2023. Completion and opening of the new store is estimated to occur in 2024
- ✓ Upon completion, it will enhance Net Property Income performance and is also expected to generate a significant increase in the foot-traffic at the property





1H 2023

14.0% Year-on-Year Growth in Net Property Income



✓ New leases and rental escalation from the existing leases

✓ Contribution from Upland Square which was acquired in July 2022

• Offset by impact of:

- · Higher interest expense due to rising interest rates
- Additional loan to finance the acquisition of Upland Square
- 1. 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.
- 2. Computed based on the distribution amount after deducting distributable income of US\$1.5 million retained as capital reserve for asset enhancement initiatives.

1H 2022

1H 2023 Financial Results



# **1H 2023 Financial Results**

Distribution and Distribution Reinvestment Plan (DRP) Details

Distribution and DRP Details		
Distribution Period	1 January 2023 to 30 June 2023	
Distribution Per Unit (US cents)	2.65	
Ex Date	18 August 2023	
Book Closure Date	21 August 2023	
Date of announcement of Issue Price of Units for the DRP	21 August 2023	
Despatch of Notices of Election and tax forms	25 August 2023	
Deadline for Unitholders to complete and return the Notice of Election to Unit Registrar in order to participate in the DRP and/or receive the Distribution in U.S. dollars	12 September 2023	
Distribution Payment Date	28 September 2023	



# **1H 2023 Financial Results**

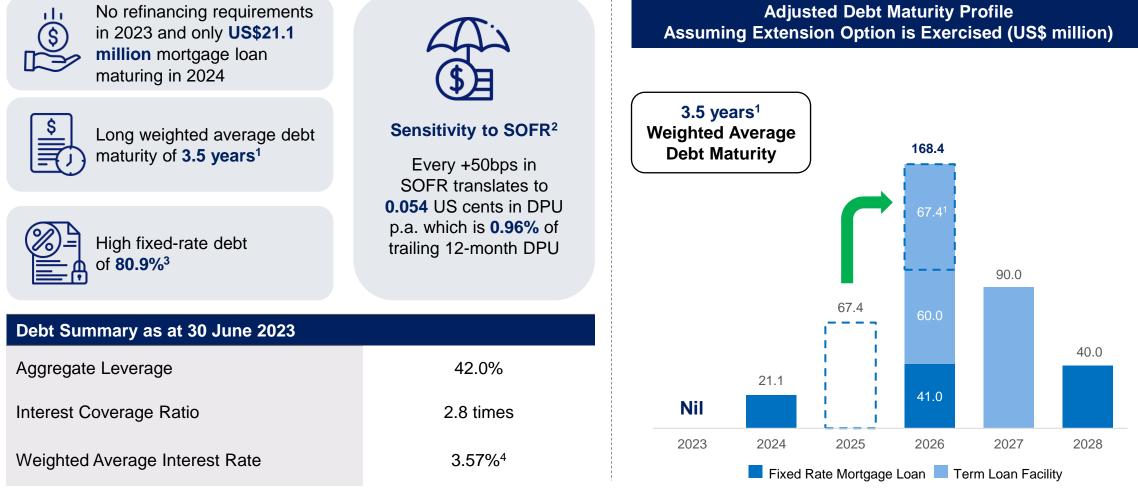
### Healthy Balance Sheet

	As at 30 Jun 2023 (US\$'000)	As at 31 Dec 2022 (US\$'000)
Investment Properties	764,720	761,052
Current Assets	16,583	21,233
Total Assets	783,453	785,903
Loans and Borrowings	314,833	314,300
Total Liabilities	356,967	358,308
Net Assets	426,486	427,595
Units in Issue and to be Issued ('000)	574,227	568,278
NAV per Unit (US\$)	0.74	0.75
Adjusted NAV per Unit (US\$) <sup>1</sup>	0.71	0.72



# **1H 2023 Financial Results**

Prudent Capital Management with Well-Spread Debt Maturity Profile



Assuming the loan extension option is fully exercised.

2. Based on the 19.1% floating-rate loan and revolver facility drawn which are unhedged and the total number of Units in issue as at 30 June 2023.

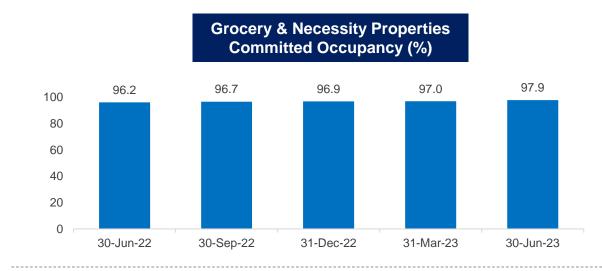
3. Including floating-rate loans that have been swapped to fixed rate.

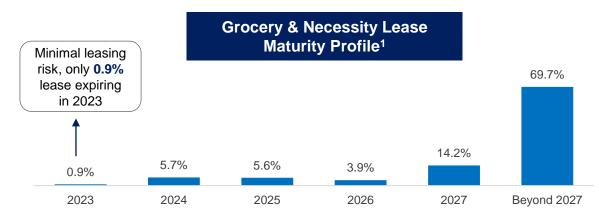
Trailing 12-month and excludes upfront debt-related transaction costs.

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Consistently High Committed Occupancy for Grocery & Necessity Properties





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High tenant retention rate of 92.0% since IPO

	1H :	1H 2023	
	No. of Leases	NLA (Sq Ft)	
<ul> <li><u>New leases</u></li> <li>Government Services: 1 tenant</li> <li>Food &amp; Beverage: 1 tenant</li> <li>Consumer Services: 1 tenant</li> </ul>	3	89,022	
Lease renewals • Consumer Services: 6 tenants • Financial Services: 4 tenants • Consumer Goods: 4 tenants • Food & Beverage: 3 tenants • Government Services: 1 tenant • Grocery & Wholesale: 1 tenant	19	242,153	
Walmart K FARGO	H&R BLOCK	BURGER	

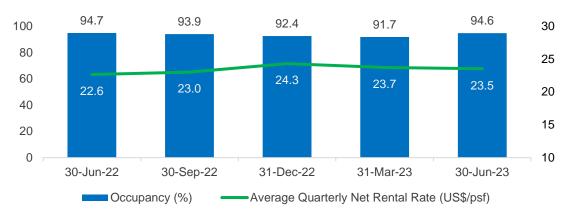
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Bringing in Popular Brands to Our Properties



Note: Information relating to the new tenants have been obtained from publicly available sources and are not independently verified.

### Occupancy at Self-Storage Properties Remains High



### Carteret Self-Storage

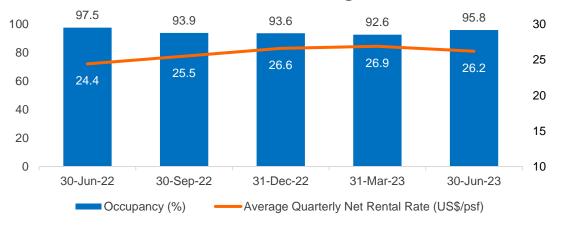
 ✓ Both Carteret and Millburn Self-Storage Properties are maintaining high occupancy
 levels, currently at 94.6% and 95.8% respectively



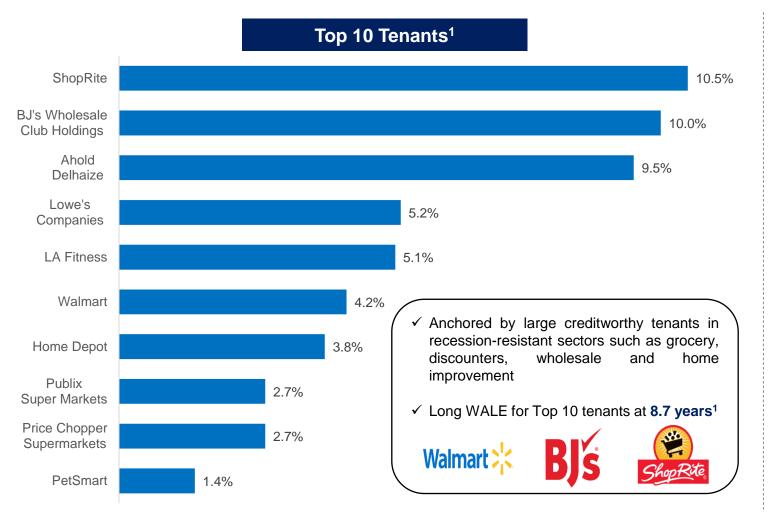




### Millburn Self-Storage



### Diversified and High-Quality Tenant Base



- Based on base rental income of Grocery & Necessity Properties for the month of June 2023.
- 2. Based on base rental income for the month of June 2023.

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3. Based on the definition of "Essential Retail Businesses" by the State of New Jersey.

- **Trade Sector Breakdown<sup>2</sup>** Others Financial Auto Supply Services 1.1% 0.7% 2.0% Fitness Dental Services 0.7% Self Storage 5.6% 6.6% Discounter/ Grocery & Outlet 6.6% Wholesale 37.1% 8.6% Food & Beverage 8,6% 12,5% 9,9% Home Improvement Consumer Consumer Goods Services Tenants providing essential services<sup>3</sup>
- Tenants providing essential services<sup>3</sup>
  ✓ 63.3% of Grocery & Necessity Portfolio<sup>1</sup>
  ✓ Long WALE of 8.1 Years<sup>1</sup>

### Anchor Tenants' Sales Remain Healthy Coupled with Growth Y-O-Y



### Sales **3.6%** y-o-y<sup>1</sup>

Contributing **9.5%** of rental<sup>2</sup> **Ahold Delhaize**: U.S. comparable sales excluding gasoline grew **3.6%** y-o-y in 2Q 2023. The sales growth was mainly driven by growth in customer loyalty and online sales. Ahold's local brands, Food Lion and Hannaford in particular, have continue to see strong market share gain as both brands further elevate their omnichannel capabilities<sup>1</sup>



Sales **6.4%** y-o-y<sup>1</sup>

Contributing **4.2%** of rental<sup>2</sup> **Walmart**: U.S. comparable sales excluding fuel grew **6.4%** y-o-y in 2Q 2024, driven by strength in its omnichannel model across segments. Walmart raises guidance for FY2024 to reflect Q2 upside, confidence in continued business momentum and ongoing customer response to its value proposition<sup>1</sup>



Sales **1.1%** y-o-y<sup>1</sup>

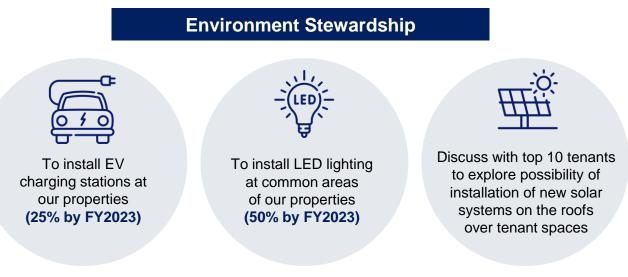
Contributing **10.0%** of rental<sup>2</sup> **BJ Wholesale Club Holdings**: U.S. comparable sales, excluding gasoline sales, increased 1.1% y-o-y in 2Q 2023. The strong performance in the second quarter is driven by continued gains in membership, traffic, market share and great value that BJ's Holding provide to their members everyday<sup>1</sup>

1. Extracted from respective companies' latest financial results release and not independently verified.

2. Based on base rental income of Grocery & Necessity Properties for the month of June 2023



**Our ESG Goals and Journey** 



### Strong Corporate Governance



- Maintain High Standards of corporate governance and transparency
- Included in the SGX Fast Track for its good compliance track record
- Zero instances of non-compliance with anti-corruption laws and regulations

### **People & Community**



- Engage with local communities and contribute to UHREIT's target of **100 hours of staff** volunteerism in FY2023
- In June 2023, our employees volunteered at Food from the Heart, a non-profit centralized coordinating organization that collects food donations from donors and redistributes them to their beneficiaries



- To maintain an average of 20 hours of trainings per employee of the manager
- Foster a Conducive Workplace environment that promotes high levels of employees' engagement



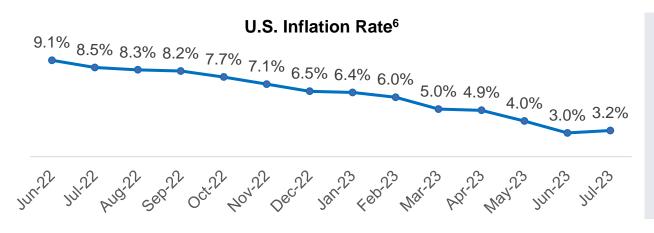
Maintain Strong Track Record for safety

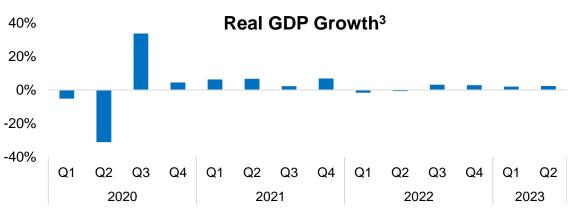


## **Outlook** U.S. Economy Remains Resilient

### 2023 GDP Forecast: +1.0%1

- U.S. real GDP increased at an annual rate of 2.4% in 2Q 2023, increasing from a 2% growth rate in 1Q 2023 and well above the 1.8% forecasted by economists<sup>2</sup>
- July 2023 Unemployment Rate: 3.5%<sup>4</sup>
- Total nonfarm payroll employment increased by 187,000 in July 2023<sup>4</sup>
- U.S. jobs market shows sign of gradual cooling, with June 2023 job opening edging modestly down to 9.6 million<sup>5</sup>, the lowest level seen in more than two years





### Inflation Rate in July 2023: +3.2%6

- U.S. economy achieves stronger than expected expansion in 2Q 2023 despite continuation of Fed's rate rising campaign.
- Inflation rate has since moderated to 3.2%<sup>6</sup> in July 2023 after reaching a peak of 9.1%<sup>6</sup> in June 2022. To achieve the targeted inflation goal of 2%, the Fed approved its 11<sup>th</sup> interest hike by another 25 basis point in July 2023, bringing Fed Funds rate to a target range of 5.25% - 5.5%<sup>7</sup>

- 1. Federal Open Market Committee, "Summary of Economic Projection", 14 June 2023.
- 2. Financial Times, "US economic growth accelerates to 2.4% in second quarter", 28 July 2023.
- 3. U.S. Bureau of Economic Analysis, "Gross Domestic Product, Second Quarter 2023 (Advance Estimate)", 27 July 2023.
- 4. U.S. Bureau of Labor Statistics, "The Employment Situation July 2023", 04 August 2023.
- 5. U.S. Bureau of Labor Statistics, "Job Openings and Labor Turnover June 2023", 01 August 2023.
- 6. U.S. Bureau of Labor Statistics, "Consumer Price Index July 2023", 10 August 2023.
- 7. Reuters, "Fed lifts rates, Powell leaves door open to another hike in September", 27 July 2023.

## **Outlook** U.S. Consumer Confidence Hits Two-Year High



### U.S. consumer confidence index increased to 117.0 in July, above economist expectations<sup>3</sup>

- U.S. consumer confidence increased to a two-year high in July 2023 amid a persistently tight labor market and receding inflation, bolstering the
  economy's prospects in the near term. However, the economy is not out of the woods and consumers continued to report their intention to spend
  less on discretionary services including travel, recreation and gambling<sup>3</sup>
- Consumers are also changing how they shop, mostly downshifting their spending behavior and hunting for bargains. Middle-income consumers, representing the majority of the population at 50.2%, are inclined to reduce their spending on discretionary items and focus on necessity goods and services. Consumers may also consider shopping for lower-priced alternatives or taking advantage of sales and discounts more often<sup>4</sup>
- July 2023 y-o-y discretionary sales<sup>2</sup> decreased by 0.6% as consumers are displaying more caution on non-essential spending

4. Colliers, "U.S. Consumers cautiously confident: A breakdown of retail shopping trends", 23 April 2023.



<sup>.</sup> U.S. Census Bureau

<sup>2.</sup> Discretionary sales include furniture and home furnishing stores, electronics and appliances stores, sporting goods, hobby, musical instrument and bookstores as well as clothing and clothing accessories stores.

<sup>3.</sup> Reuters, "U.S. consumer confidence hits two-year high recession fears linger", 26 July 2023.

### Omnichannel Retailing – The Path to Value Creation



- The rise of "Phygital" retail: Phygital is an immediate, interactive, and immersive shopping experience combining the best of in-store and online shopping. Customers leapt to digital commerce platforms during the pandemic. Now, people are shopping in traditional bricks-andmortar stores again, but they want to keep the perks from their digital experiences, too. That's what gives rise to the 'phygital' retail trend. For example, customers can browse online, add items to their carts, then scan and add items to their cart from the store. This creates a seamless shopping journey across channels<sup>1</sup>
- Aldi continues growth strategy with 120 stores in 2023: The brick-and-mortar expansion is part of a larger omnichannel experience designed to make grocery shopping as convenient and enjoyable as possible, no matter how customers prefer to shop, whether in-store, through curbside pickup or via delivery through shop.ALDI.us or through ecommerce partners DoorDash and Instacart<sup>2</sup>
  - 1. Diginomica,"Five customer experience trends from NRF 2023 that retailers need to know", 28 March 2023.
  - 2. Supermarket News, "Aldi continues growth strategy with 120 stores in 2023", 04 May 2023.



### New Innovations and Partnerships to Enhance Distribution



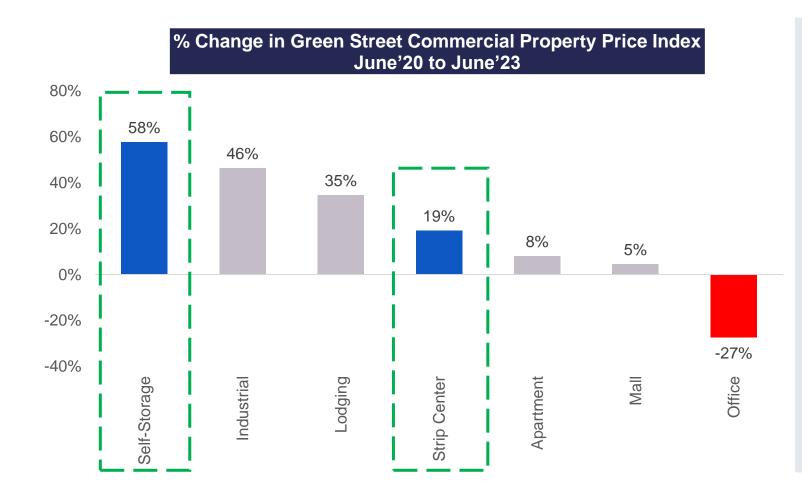
- Often enabled by technological advancements, retailers are constantly on the search for innovative sales strategies that boost their digital business and take full advantage of their stores<sup>1</sup>
- DoorDash continues to add brands to its delivery program. Over the last year, partnerships for delivery of goods to the consumer have been formed with Dick's Sporting Goods, Big Lots, Party City and Lush Cosmetics<sup>2</sup>
- BJ's Wholesale Club's use of in-store employees in the same-day delivery process is improving its e-commerce customers' experience. The club retailer created "a last mile delivery model," in which BJ's employees fulfill customer's orders in-store and then hand them off to a third-party courier<sup>3</sup>
- Opportunities to facilitate easy customer returns is continuing to be adopted by physical stores. Staples, an office products store is now permitting consumers to return goods purchased on Amazon at any Staples location. Target also launched curbside returns for its products in 2023<sup>4</sup>

- 1. Green Street, "U.S. Strip Center Outlook", 27 January 2023.
- PYMNTS.com, "DoorDash Debuts New Shopping Features and Retail Partners," 23 March 2023.
- . Supplychaindive.com, "BJ's 'last mile delivery model' improves instore order fulfillment process", 20 March 2023.
- 4. Retaildive.com, "All Staples Locations to Accept Amazon Returns", 29 June 2023.



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### Resiliency in Self-Storage and Strip Center Property Values



- Green Street Commercial Property Price Index is a time series of unleveraged U.S. commercial property values that captures the prices at which commercial real estate transactions are currently being negotiated and contracted
- With remote work arrangement here to stay postpandemic, structural demand for offices is declining and continues to weigh heavily on the sector valuation. Commercial property price for the office sector has declined by 27% since June 2020
- On the other hand, the Strip Center sector has benefitted from the remote work arrangement as the additional flexibility has increased demand for the good and services offered in Strip Centers ranging from grocery shopping to dining. Strip Center sector values have increased 19% since June 2020
- Similarly, the Self-Storage sector has also benefitted from the work from home dynamic with values increasing by 58% since June 2020

### Grocery & Necessity Retail Sector Continues to Demonstrate Resiliency

Foyoroble	<ul> <li>Demand for space at power centers is bound to increase as big-box retailers execute their expansion plans. Off-price retailers including TJX Companies, Burlington, and Ross recently announced they plan to open 150, 90, and 75 new stores, respectively<sup>1</sup></li> </ul>	Strip Center Quarterly Leasing Volume <sup>2</sup> (Square Footage in Millions)
Favorable Retailer Expansion Trends	<ul> <li>Retailers' store opening plans have not been deterred by the clouded macroeconomic environment or bankruptcies. There are several retailers with signed leases expected to commence paying rent in the coming months<sup>2</sup></li> </ul>	■ New Leases ■ Renewals
	<ul> <li>There has been limited new retail development given the elevated construction costs and supply barriers which have kept new strip center supply at a minimum, particularly in dense, affluent suburbs<sup>3</sup></li> </ul>	$\begin{array}{cccccccccccccccccccccccccccccccccccc$
• Tenant Sales Growth Moderates	<ul> <li>Retail sales have moderated after two years of remarkable growth; consumers have become more price conscious<sup>2</sup></li> </ul>	10 9 9 8 9 8 10 9 10 8 g
	<ul> <li>Sales from quick service restaurants and retailers in the health &amp; beauty segments stand out positively while comparable sales have declined for retailers in the home furniture, electronics and apparel categories<sup>2</sup></li> </ul>	6
• Transaction Volume .	<ul> <li>Transaction activity remains subdued, but there are still many interested bidders for smaller sized strip center deals<sup>2</sup></li> </ul>	3 4 4 4 <mark>3 2</mark> 3 3 4 4 4 4 3 4 3 4 3
	<ul> <li>One large scale transaction is Regency REIT's \$1.2 billion acquisition of Urstadt Biddle Properties announced in mid-May 2023<sup>2</sup></li> </ul>	10192019301940191020202020202020202020202020202020202

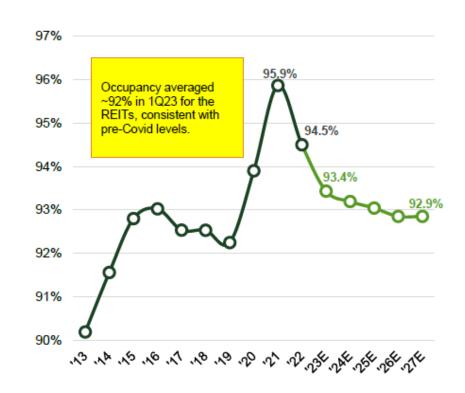
- Green Street, "Strip Center Sector Update", 02 June 2023. 2.
- Green Street, "Strip Center Sector Update", 27 January 2023. 3.



### Storage Demand Drivers Have Normalized with a Return Of Seasonality

Fundamentals Moderating	<ul> <li>Storage fundamentals are softening from the peak of 2021<sup>1</sup></li> <li>While move-in rents should improve through the peak leasing period, existing customer rate increases are expected to drive revenue growth in 2023<sup>1</sup></li> </ul>	
Demand Drivers	<ul> <li>The seasonal lull during the winter months, coupled with lower overall mobility in the US in light of economic concerns and less work from-home (WFH) flexibility, has resulted in decelerating storage rental rates<sup>1</sup></li> </ul>	
New Construction	<ul> <li>Rising economic concerns, particularly around bank lending requirements, may make it harder for developers to get construction loans<sup>1</sup></li> <li>High material costs (i.e., concrete, steel, labor), access to equipment, and permitting delays continues to mute the start of new projects<sup>1</sup></li> </ul>	
Self-Storage Deal Volume	<ul> <li>Self Storage transaction activity was \$1.3 billion in 2Q 2023 and represented a 70% decline over the prior year<sup>2</sup></li> </ul>	

### Self-Storage REIT Same Store Occupancy<sup>1</sup>





1. Green Street, "Self-Storage Sector Update", 31 May 2023.

2. MSCI, "Capital Trends, US Big Picture", 2Q 2023.

Investment Merits

Garden City Square - BJ's Wholesale Club & LA Fitness, New York

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2. TPHE IN

BJs

WHOLESALE CLUB

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## **Investment Merits**

Key Milestones and Accolades



### SGX Fast Track

- Included in the SGX Fast Track, within 2<sup>nd</sup> year of listing, for UHREIT's good compliance track record
- ✓ Joins 92 other listed companies (representing the top 15% of listed companies on the SGX) to be included in the programme





### Awards

- ✓ UHREIT's FY2022 Annual Report is recognized as the Platinum Winner at the International Hermes Creative Awards 2023
- ✓ Awarded by The Asia Pacific Best of the Breeds REITs Awards 2023
- Best CEO (Asia Pacific) Gold
- Best CFO (Asia Pacific) Gold
- Best Retail REIT Gold
- Awarded Certificate of Excellence in Investor Relations by IR Magazine Awards – South East Asia 2022

### **Indices Inclusion**

- ✓ FTSE ST Small-Cap Index
- ✓ MSCI Singapore Micro-Cap Index
- ✓ Included in iEdge indices, with effect from 26 Sep 2022:
  - iEdge SG Real Estate
     Index
  - iEdge S-REIT Index
  - iEdge SG ESG Transparency Index

# **Investment Merits**

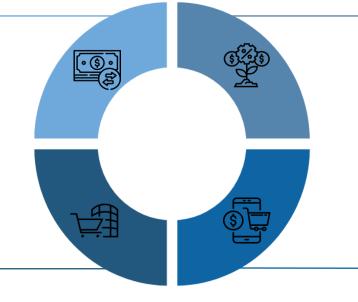
### Why Invest in United Hampshire US REIT

### **Stable Cashflows**

- Grocery & Necessity and Self-Storage properties are generally considered cycleagnostic and not as vulnerable to cyclical shifts in the economy
- Long WALE of 7.2 years<sup>1</sup> with largely triple net leases for Grocery & Necessity Properties
- High Grocery & Necessity Committed Occupancy of 97.9%

### High Quality Assets

- Focused on affluent and populous US Eastern seaboard markets with higher spending power, lower supply and lower supply growth
- Majority of the tenants are considered
   essential businesses



### Yield & Growth

- Exposure to strong US Consumer sector improving employment situation and rising consumer confidence
- Majority of existing leases provide for rental increases during the lease terms and/or renewal options with built-in rental increases
- Attractive dividend yield of **12.8%**<sup>2</sup> based on current market value of the share price

### **E-commerce Resistant**

- Low margins is an impediment to grocery and home improvement products delivery
- Grocery & Necessity Property tenants have been successful in adopting an omnichannel strategy
- Large number of service-sector tenants with limited online alternatives
- 1. 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.
- 2. 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.





# **Thank You**



For enquiries, please contact:

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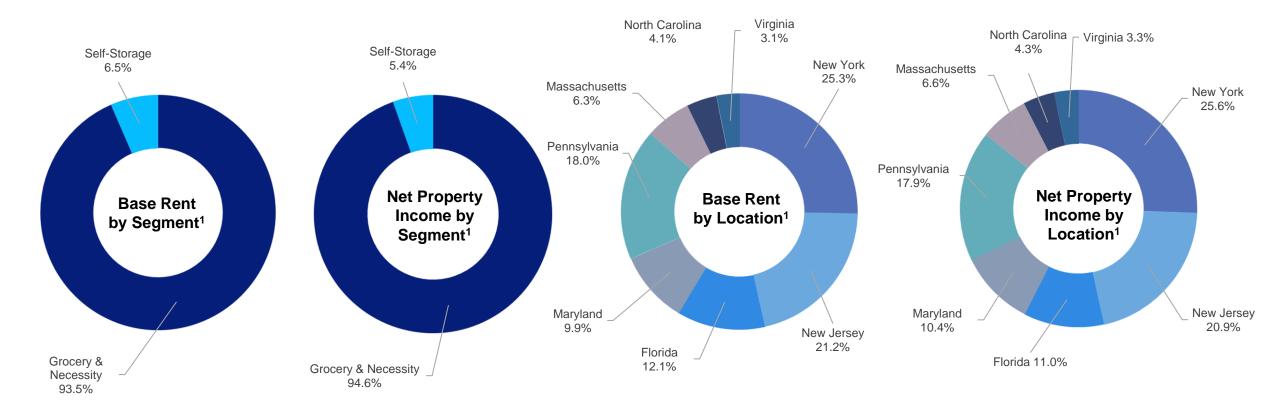


https://www.uhreit.com/ https://www.linkedin.com/company/uhreit/





## **Appendix** Income Stability & Diversification Across the Portfolio



UNITED-HMPSHIRE 1. Based on 1H 2023 Base Rental Income and Net Property Income.

## **Appendix** Locations of UHREIT's Self-Storage Properties



 Undersupply of Self-Storage facilities in New York Metro Area

- Regional access to New York City and metropolitan areas via major highways and public transportation
- Approximately 30 minutes away from Newark Liberty International Airport and Port Newark

 Surrounded by a mix of residential, commercial, industrial and office developments

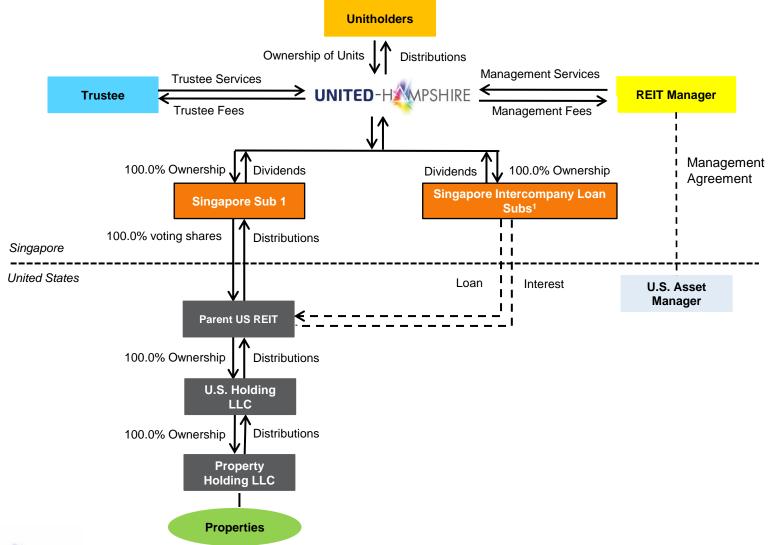








## Appendix Trust Structure



### Tax Efficient Structure

- No U.S. corporate tax (21%) and U.S. withholding tax (30%)
- No Singapore corporate tax (17%) and withholding tax (10%)
- Minimal taxes incurred

### No Withholding Tax on Section 1446(f)

 UHREIT has provided an update in relation to Section 1446(f) Of U.S. Internal Revenue Code that the disposition of UHREIT units by unitholders as well as distributions from UHREIT would not be subject to Section 1446(f) withholding tax