



**UNITED-HAMPSHIRE**



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

Investor Presentation - CGS-CIMB ProsperUs Webinar  
12 September 2023



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# Introduction

*Albany ShopRite – Supermarket, New York*

# Introduction

*Reputable Sponsors – UOB Global Capital & The Hampshire Companies LLC*



**>20** year track record

**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



**>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

## A Synergistic Long-Term Partnership

**>10** year partnership

**3** co-managed funds

**3** co-investment managed portfolios

# Introduction

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

### Portfolio of 21 Shopping Centers and 2 Self-Storage Properties

NLA: 3.8 million sq ft

Total Property Value<sup>1</sup>: US\$ 742.7 million

#### NEW YORK – G&N

Name	City	% <sup>1</sup>
Garden City Sq. - BJ's Wholesale	Garden City	6.6
Hudson Valley Plaza	Kingston	6.5
Albany ShopRite Supermarket	Albany	3.2
Garden City Sq. - LA Fitness	Garden City	3.0
Price Chopper Plaza	Warwick	2.8
Wallkill Price Chopper	Middletown	1.7
Albany ShopRite Gas Station	Albany	0.6



#### NEW YORK

##### Grocery & Necessity

7 Properties  
1,137,375 sq ft



#### PENNSYLVANIA

##### Grocery & Necessity

2 Properties  
662,926 sq ft

#### PENNSYLVANIA – G&N

Name	City	% <sup>1</sup>
Upland Square	Pottstown	11.5
Penrose Plaza	Philadelphia	7.3



#### NORTH CAROLINA

##### Grocery & Necessity

1 Property  
182,925 sq ft

#### NORTH CAROLINA – G&N

Name	City	% <sup>1</sup>
Lyncroft Center	Greenville	3.7

#### FLORIDA – G&N

Name	City	% <sup>1</sup>
St. Lucie West	Port St. Lucie	11.9
Big Pine Center <sup>2</sup>	Big Pine Key	1.3



#### FLORIDA

##### Grocery & Necessity

2 Properties  
411,473 sq ft

#### MARYLAND

##### Grocery & Necessity

2 Properties  
542,280 sq ft



#### VIRGINIA

##### Grocery & Necessity

1 Property  
168,326 sq ft



#### MASSACHUSETTS

##### Grocery & Necessity

2 Properties  
165,445 sq ft



#### NEW JERSEY

##### Grocery & Necessity

4 Properties  
421,387 sq ft



##### Self-Storage

2 Properties  
155,093 sq ft

#### MASSACHUSETTS – G&N

Name	City	% <sup>1</sup>
BJ's Quincy	Quincy	4.5
Fairhaven Plaza	Fairhaven	2.6

#### NEW JERSEY – G&N

Name	City	% <sup>1</sup>
Lawnside Commons	Lawnside	4.6
Stop & Shop	Piscataway	3.5
Wallington ShopRite	Wallington	2.1
Towne Crossing	Burlington	1.9

#### NEW JERSEY – SS

Name	City	% <sup>1</sup>
Millburn	Millburn	4.1
Carteret	Carteret	3.2

#### MARYLAND – G&N

Name	City	% <sup>1</sup>
Arundel Plaza	Glen Burnie	5.9
Parkway Crossing	Parkville	4.1

#### VIRGINIA – G&N

Name	City	% <sup>1</sup>
Colonial Square	Colonial Heights	3.4

Information as of 30 June 2023, unless otherwise stated.

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

2. Divestment of Big Pine Center was completed on 25 August 2023.

# Introduction

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

### Successful Execution of Pro-active Portfolio & Asset Management Strategy Since IPO



- Completed three yield accretive acquisitions and three divestments since IPO



- AUM increased by 27.0% to US\$742.7 million<sup>1</sup>



- Completed construction of new Publix store in Port St. Lucie and Perth Amboy Self-Storage



- On-going construction of new 63,000 sq ft store for Academy Sports + Outdoor on existing excess land at Port St. Lucie



- Completed loan refinancing in December 2022<sup>2</sup>

### UHREIT's Journey Since its Listing

<b>IPO</b> <b>12 March 2020:</b> <ul style="list-style-type: none"> <li>Listed on SGX Mainboard</li> <li>US\$584.6 million AUM</li> <li>18 Grocery &amp; Necessity Properties</li> <li>4 Self-Storage Properties</li> <li>6 States</li> <li>3.2 million sq ft</li> </ul>	<b>November 2021:</b> Completed maiden acquisitions of two dominant grocery-anchored assets, Colonial Square and Penrose Plaza	<b>June 2022:</b> Completed divestment of two Self-Storage Properties, Elizabeth and Perth Amboy  <b>July 2022:</b> Completed 3 <sup>rd</sup> yield accretive acquisition, Upland Square	<b>30 June 2023:</b> <ul style="list-style-type: none"> <li>US\$742.7 million AUM</li> <li>21 Grocery &amp; Necessity Properties</li> <li>2 Self-Storage Properties</li> <li>8 States</li> <li>3.8 million sq ft</li> </ul> <b>August 2023:</b> Completed divestment of Big Pine Center
2020	2021	2022	2023
	Included in the SGX Fast Track within 2 <sup>nd</sup> year of listing, for UHREIT's good compliance track record	Included in three iEdge Indexes; <ul style="list-style-type: none"> <li>iEdge SG Real Estate Index</li> <li>iEdge S-REIT Index</li> <li>Edge SG ESG Transparency Index</li> </ul> Awarded Certificate of Excellence in Investor Relations by IR Magazine Awards – South East Asia 2022	Awarded by The Asia Pacific Best of the Breeds REITs Awards 2023: <ul style="list-style-type: none"> <li>Best CEO (Asia Pacific) – Gold</li> <li>Best CFO (Asia Pacific) – Gold</li> <li>Best Retail REIT – Gold</li> </ul> UHREIT's FY2022 Annual Report was recognized as the Platinum Winner at the International Hermes Creative Awards 2023

1. Based on carrying value of investment properties as at 30 June 2023.  
 2. No refinancing requirements in 2023 and only US\$21.1 million mortgage loan maturing in 2024.



# 1H 2023 Key Highlights

Wallington ShopRite, New Jersey



# 1H 2023 Key Highlights

*Resilient Portfolio Providing Non-Discretionary Goods and Services*



**63.3%**<sup>1</sup> of rental income from tenants providing essential services<sup>2</sup> to the U.S. consumer



**97.9%** committed occupancy for Grocery & Necessity Properties



Long WALE of **7.2 years**<sup>3</sup> for Grocery & Necessity Properties



High tenant retention rate of **92.0%** since IPO



*Academy Sports, Port St. Lucie*



Minimal lease rollover with only **0.9%** expiring in 2023<sup>1</sup>



No refinancing requirements in 2023 and only **US\$21.1 million** mortgage loan due in 2024



**80.9%** fixed-rate debt<sup>4</sup>



Divestment of Big Pine Center at **3.7% premium to valuation and 7.7% above purchase price**



*Big Pine Center, Florida*

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.

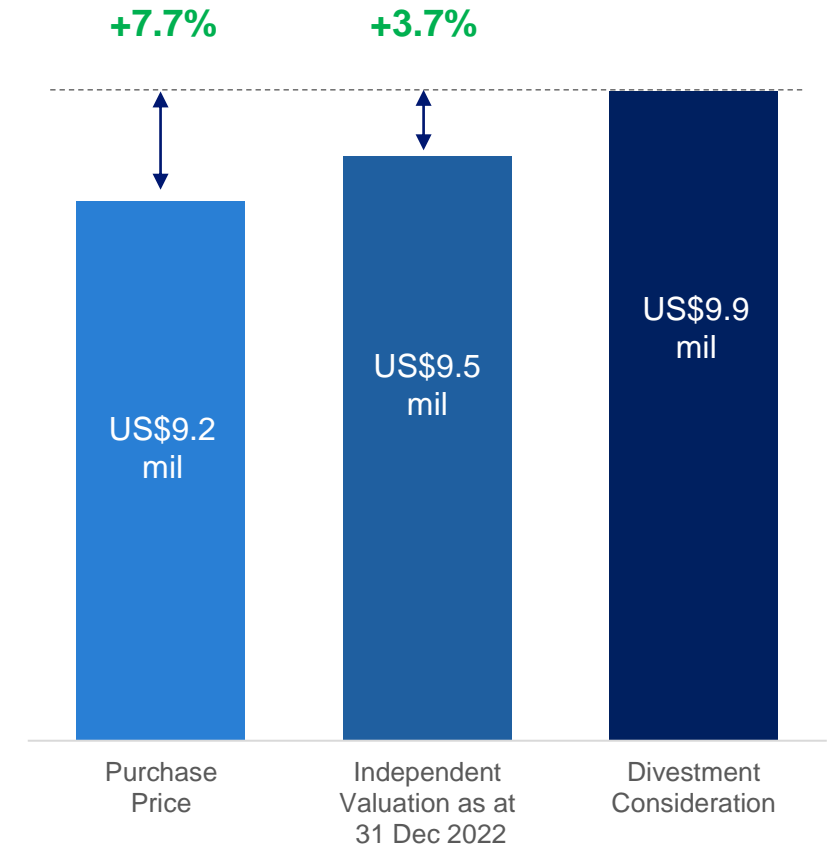
# 1H 2023 Key Highlights

*Opportunistic Divestment to Enhance Portfolio Quality & Financial Flexibility*



- ✓ 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 December 2022
  - **7.7%** above the purchase price of **US\$9.2 million**
- ✓ Part of the Manager's active asset management strategy
- ✓ 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
- ✓ The net proceeds have been used to repay existing debt, lowering UHREIT's gearing as well as its interest expense
- ✓ The divestment was completed on 25 August 2023

## Transaction Details



# 1H 2023 Key Highlights

## *New Development Initiative Updates*



*Academy Sports illustrative image*



*Construction view from the front*



*Construction view from above*

### **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

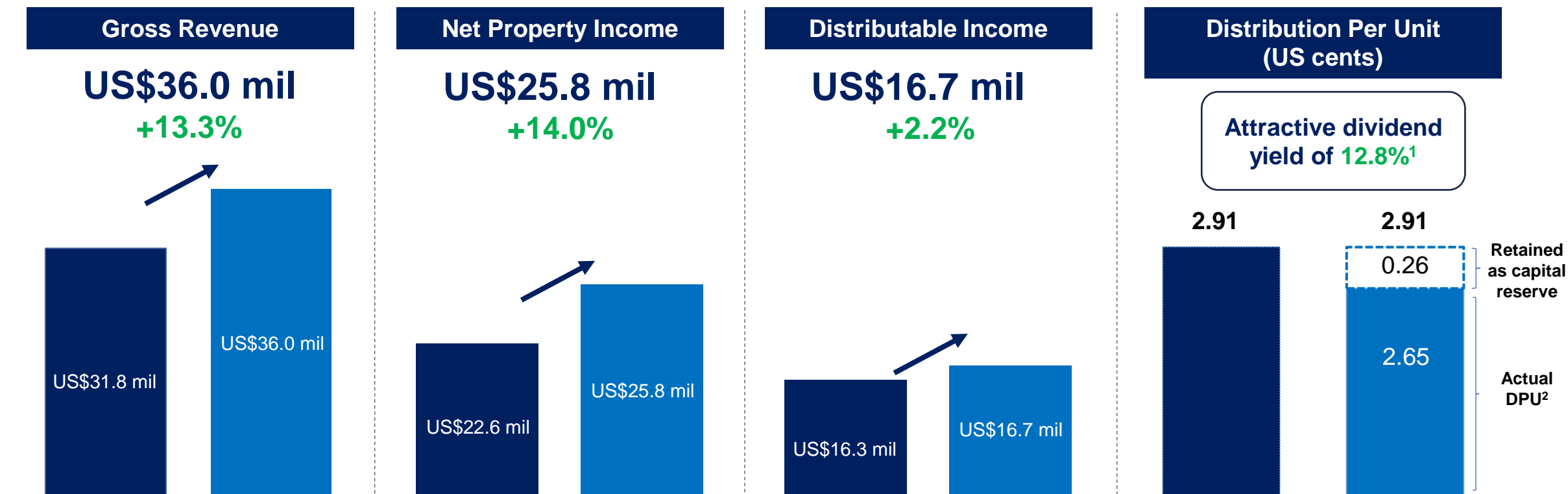
# 1H 2023 Financial Results



*Upland Square, Pennsylvania*

# 1H 2023 Financial Results

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



■ 1H 2022   ■ 1H 2023



**Resilient performance** mainly attributed to:

- ✓ 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 2023 Financial Results

## Healthy Balance Sheet

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

1. Excluding distribution to unitholders.

# 1H 2023 Financial Results

## Prudent Capital Management with Well-Spread Debt Maturity Profile



No refinancing requirements in 2023 and only **US\$21.1 million** mortgage loan maturing in 2024



Long weighted average debt maturity of **3.5 years**<sup>1</sup>



High fixed-rate debt of **80.9%**<sup>3</sup>

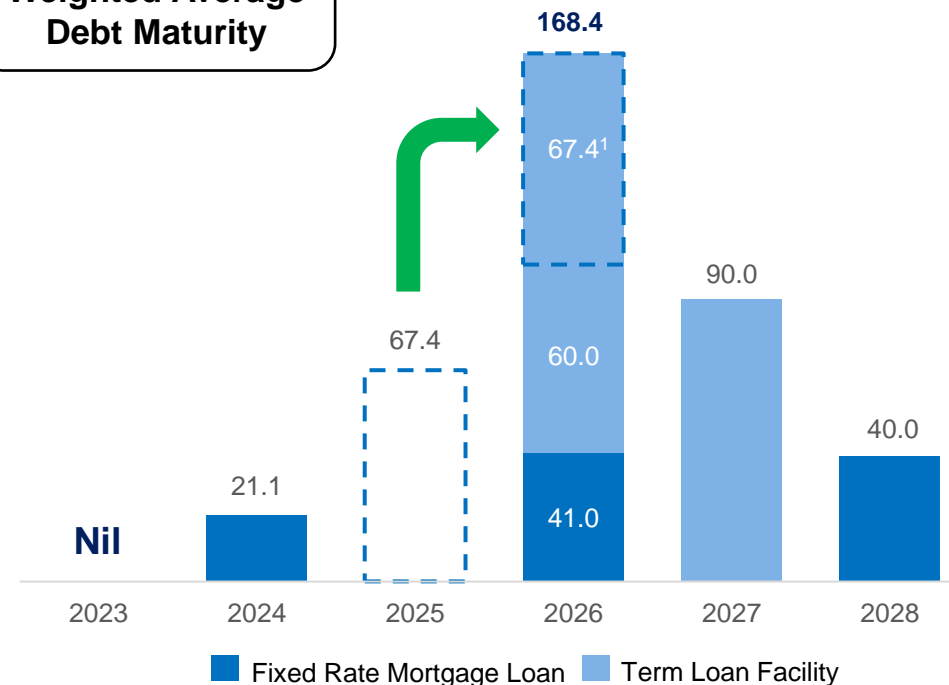


### Sensitivity to SOFR<sup>2</sup>

Every +50bps in SOFR translates to **0.054 US cents** in DPU p.a. which is **0.96%** of trailing 12-month DPU

### Adjusted Debt Maturity Profile Assuming Extension Option is Exercised (US\$ million)

**3.5 years**<sup>1</sup>  
**Weighted Average  
Debt Maturity**



### Debt Summary as at 30 June 2023

Aggregate Leverage	42.0%
Interest Coverage Ratio	2.8 times
Weighted Average Interest Rate	3.57% <sup>4</sup>

1. 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.
4. Trailing 12-month and excludes upfront debt-related transaction costs.



# Portfolio Update

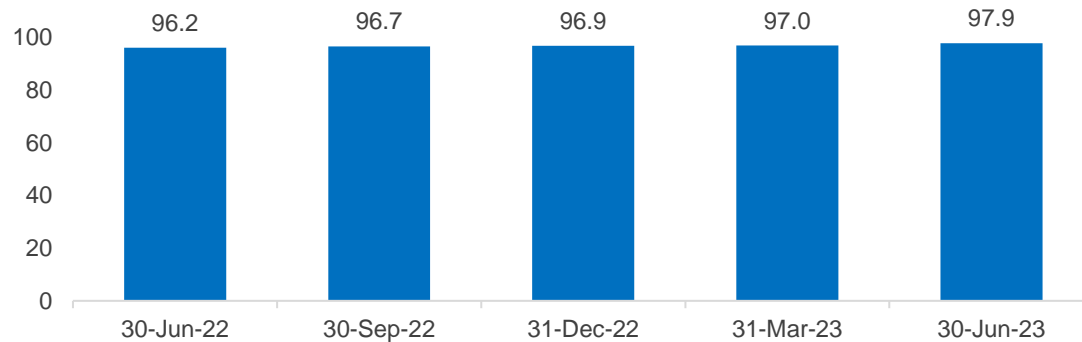
Hudson Valley Plaza, New York



# Portfolio Update

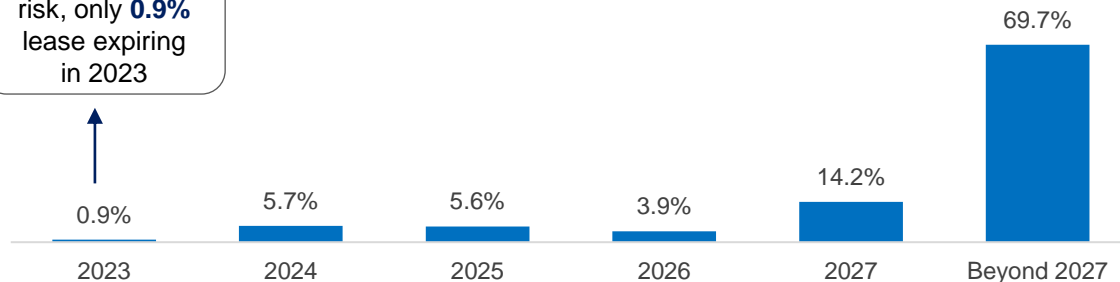
Consistently High Committed Occupancy for Grocery & Necessity Properties

## Grocery & Necessity Properties Committed Occupancy (%)



## Grocery & Necessity Lease Maturity Profile<sup>1</sup>

Minimal leasing risk, only **0.9%** lease expiring in 2023



High tenant retention rate of 92.0% since IPO

	1H 2023	
	No. of Leases	NLA (Sq Ft)
<b>New leases</b>		
• Government Services: 1 tenant	3	89,022
• Food & Beverage: 1 tenant		
• Consumer Services: 1 tenant		
<b>Lease renewals</b>		
• Consumer Services: 6 tenants	19	242,153
• Financial Services: 4 tenants		
• Consumer Goods: 4 tenants		
• Food & Beverage: 3 tenants		
• Government Services: 1 tenant		
• Grocery & Wholesale: 1 tenant		



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

# Portfolio Update

*Bringing in Popular Brands to Our Properties*



## New Retail Tenant



- ✓ Popular retail chain in the U.S., which operates more than 500 stores

## New Furniture Tenant



- ✓ Renowned American furniture store chain, operating in 155 countries globally



## New F&B Tenant



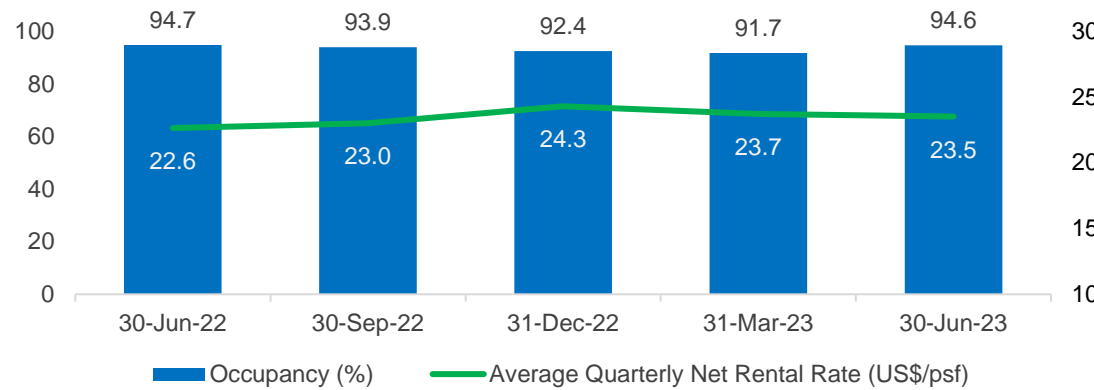
- ✓ Popular American fast-food chain with more than 600 stores in the U.S.

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

# Portfolio Update

## Occupancy at Self-Storage Properties Remains High

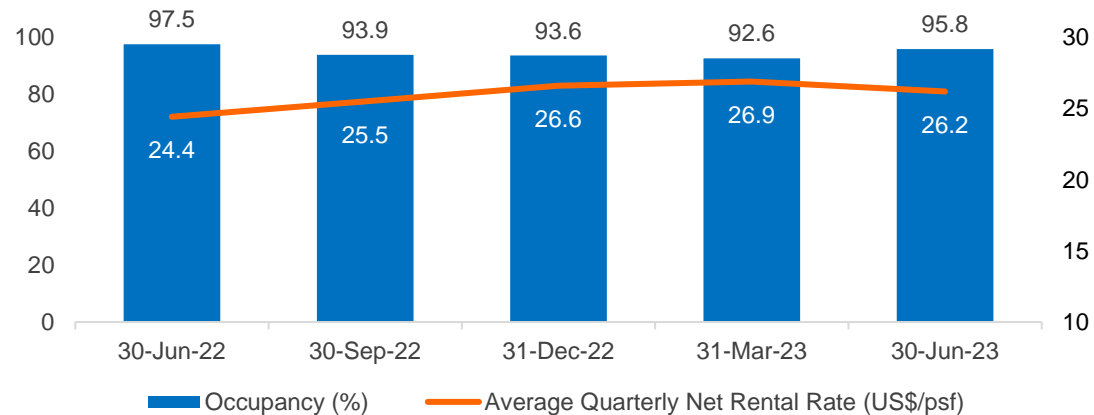
### Carteret Self-Storage



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



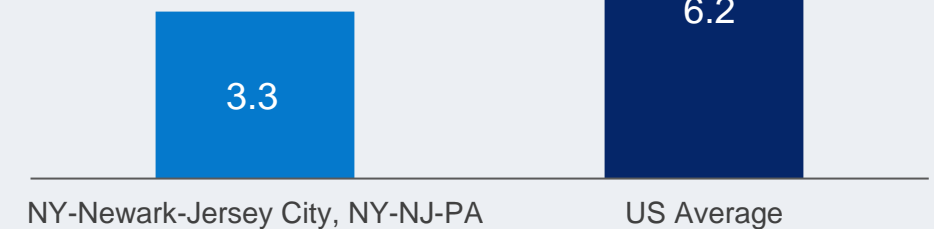
### Millburn Self-Storage



### Self-Storage Supply<sup>1</sup> (Sq Ft per Capita)



Undersupply of Self-Storage facilities in New York Metro Area

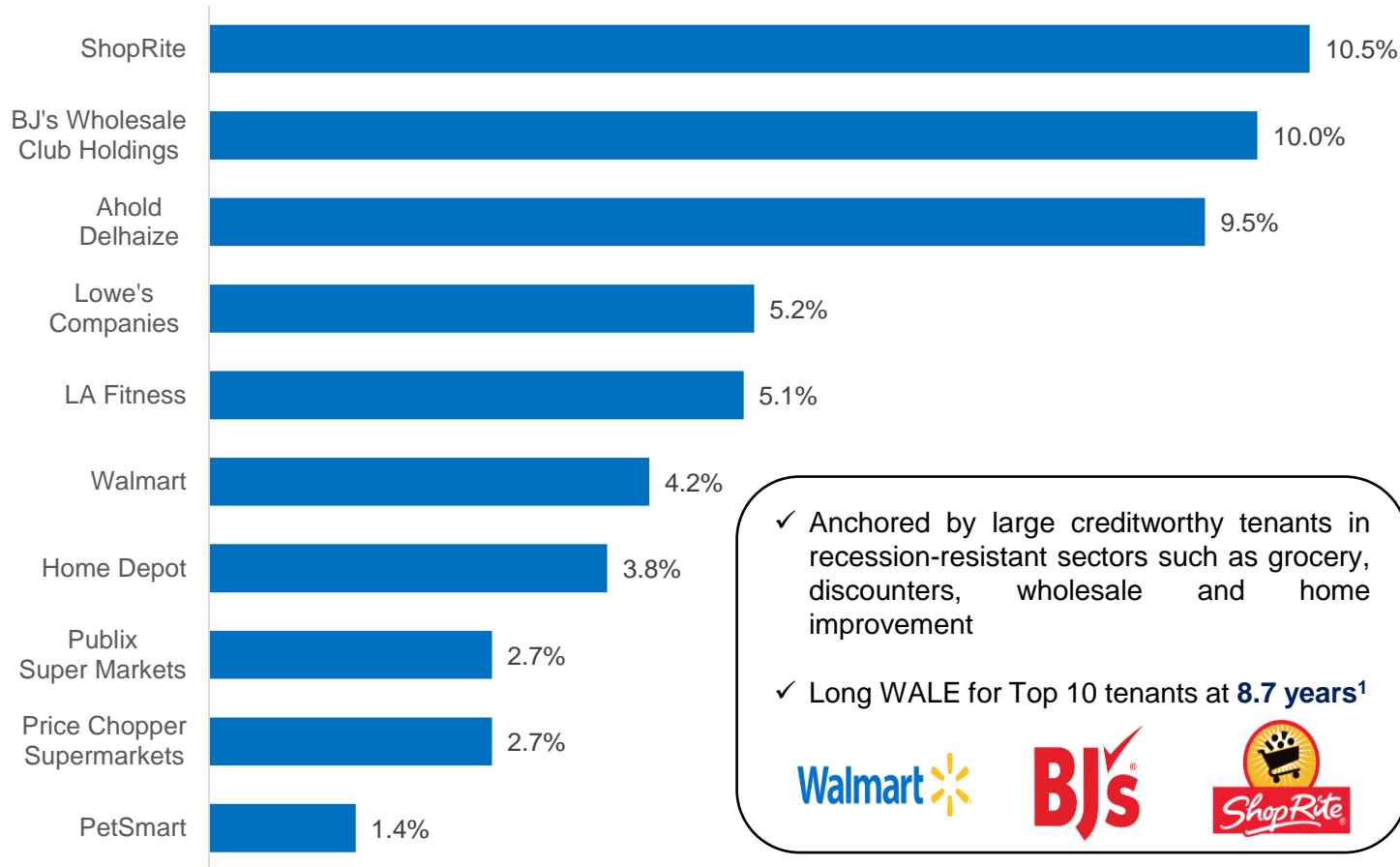


1. Metro and National, Cushman & Wakefield Self-Storage Data Services as at 31 December 2022.

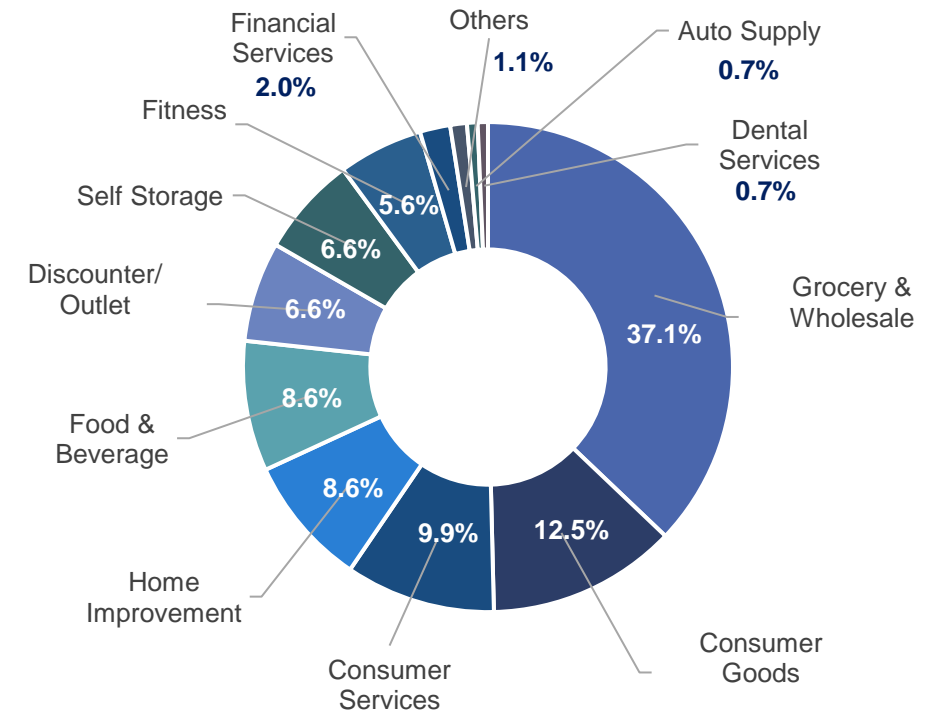
# Portfolio Update

*Diversified and High-Quality Tenant Base*

## Top 10 Tenants<sup>1</sup>



## Trade Sector Breakdown<sup>2</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>

1. 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.  
 3. Based on the definition of "Essential Retail Businesses" by the State of New Jersey.

# Portfolio Update

## 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 favorable 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.

# Portfolio Update

## Our ESG Goals and Journey

### Environment Stewardship



To install EV charging stations at our properties  
**(25% by FY2023)**



To 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

### 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



*St. Lucie West, Florida*

# Outlook

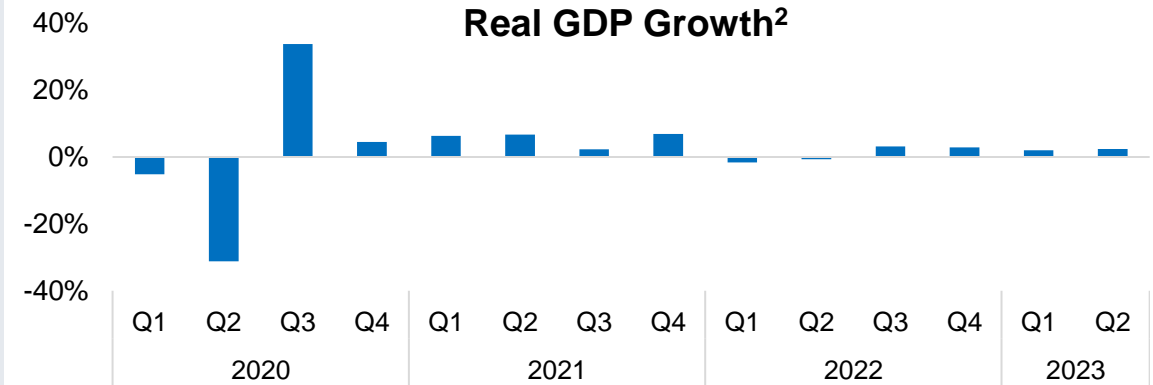
## U.S. Economy Remains Resilient

### 2023 GDP Forecast: +1.0%<sup>1</sup>

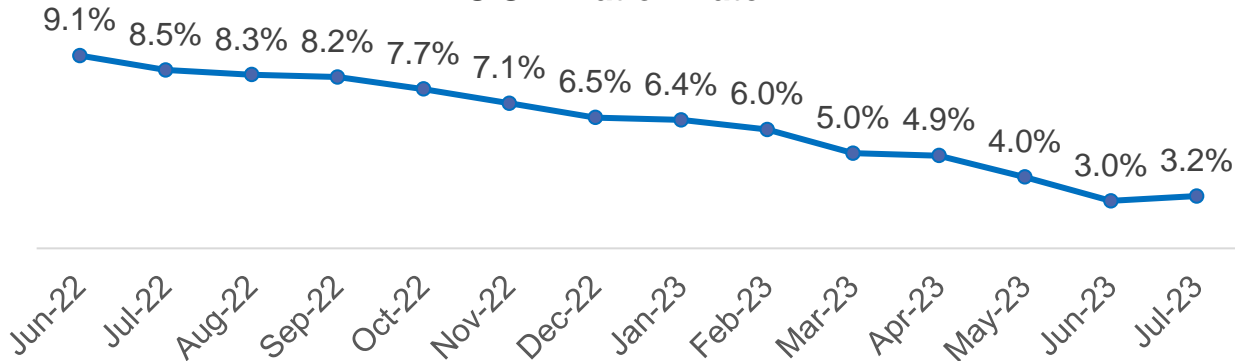
- U.S. real GDP increased at an annual rate of 2.1% in 2Q 2023, increasing from a 2% growth rate in 1Q 2023<sup>2</sup>

### August 2023 Unemployment Rate: 3.8%<sup>3</sup>

- Total nonfarm payroll employment increased by 187,000 in August 2023<sup>3</sup>
- U.S. jobs market shows sign of gradual cooling, with July 2023 job opening edging modestly down to 8.8 million<sup>4</sup>, the lowest level since early 2021



### U.S. Inflation Rate<sup>5</sup>



### Inflation Rate in July 2023: +3.2%<sup>5</sup>

- 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>5</sup> in July 2023 after reaching a peak of 9.1%<sup>5</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>6</sup>

- Federal Open Market Committee, "Summary of Economic Projection", 14 June 2023.
- U.S. Bureau of Economic Analysis, "Gross Domestic Product, Second Quarter 2023 (Second Estimate)", 30 August 2023.
- U.S. Bureau of Labor Statistics, "The Employment Situation – August 2023", 01 September 2023.
- U.S. Bureau of Labor Statistics, "Job Openings and Labor Turnover – July 2023", 29 August 2023.
- U.S. Bureau of Labor Statistics, "Consumer Price Index – July 2023", 10 August 2023.
- Reuters, "Fed lifts rates, Powell leaves door open to another hike in September", 27 July 2023.



# Outlook

## U.S. July Retail Sales Beat Expectation

### Retail Sales July 2023



**+3.2%**  
year-on-year<sup>1</sup>

### Grocery Sales July 2023



**+2.3%**  
year-on-year<sup>1</sup>

### Discretionary Sales<sup>2</sup> July 2023



**-0.6%**  
year-on-year<sup>1</sup>

### U.S. July retail sales rose 0.7% from the previous month, well above expectation<sup>3</sup>

- U.S. consumer spending held up well in July as inflation slowed, with retail sales turning in stronger-than-expected. However, the benefits have not been uniformed across sectors, with food service and drinking places driving the majority of the increase, whilst spending had fell in the furniture, electronics and building supplies categories<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

1. U.S. Census Bureau.

2. 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.

3. Forbes, "July Retail Sales Increased 0.7% Signaling A Healthy Back To School Season", 15 August 2023.

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

# Outlook

## 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-and-mortar 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.

# Outlook

## *New Innovations and Partnerships to Enhance Distribution*

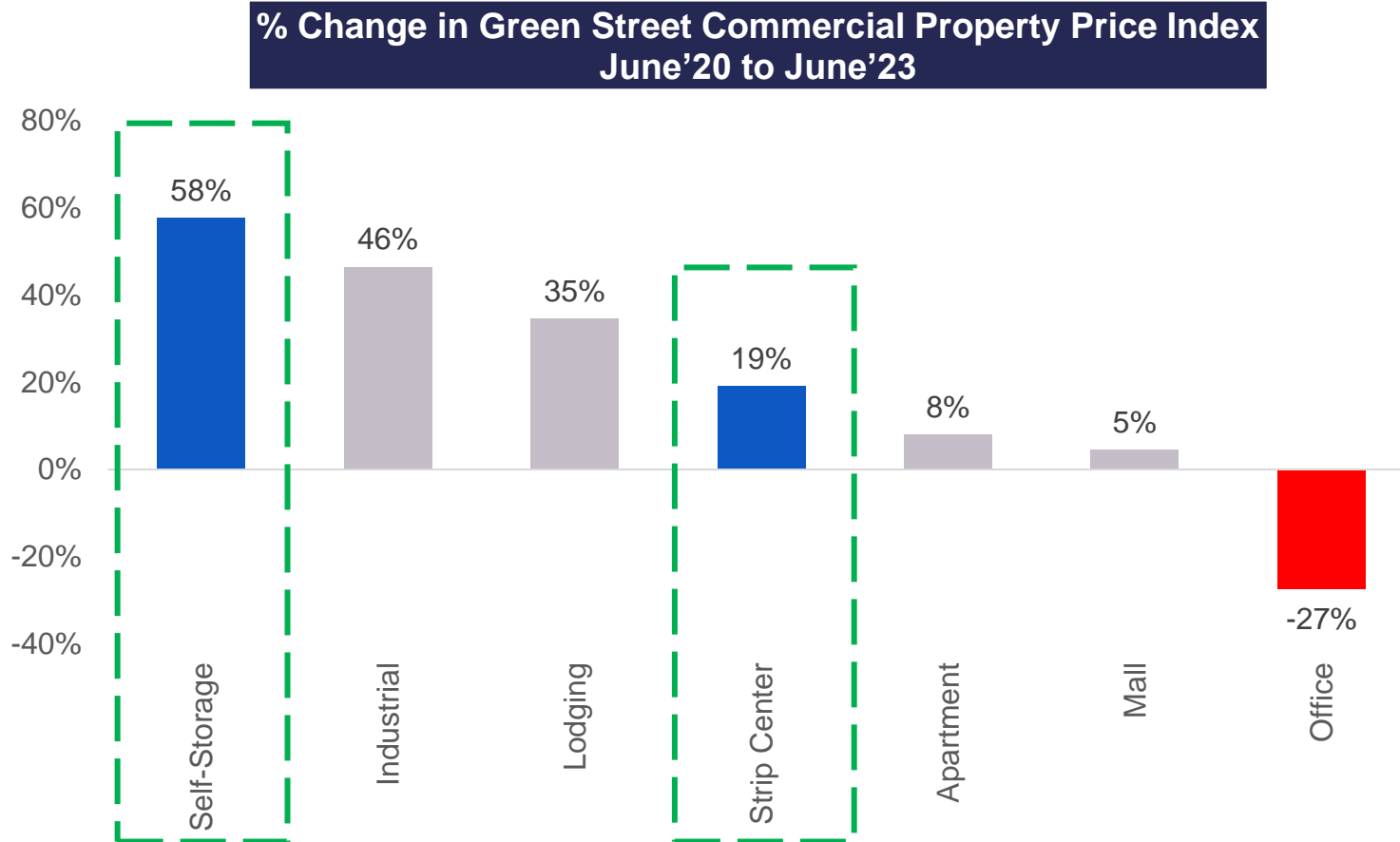


- Often enabled by technological advancements, retailers are constantly on the search for innovative sales strategies that boost their digital business and take full advantage of their stores<sup>1</sup>
- DoorDash continues to add brands to its delivery program. Over the last year, partnerships for 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.
2. PYMNTS.com, "DoorDash Debuts New Shopping Features and Retail Partners," 23 March 2023.
3. 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.

# Outlook

## 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 post-pandemic, 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

Source: Green Street Commercial Property Price Index

# Outlook

## Grocery & Necessity Retail Sector Continues to Demonstrate Resiliency

### Favorable Retailer Expansion Trends

- 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>
- 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>
- 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>

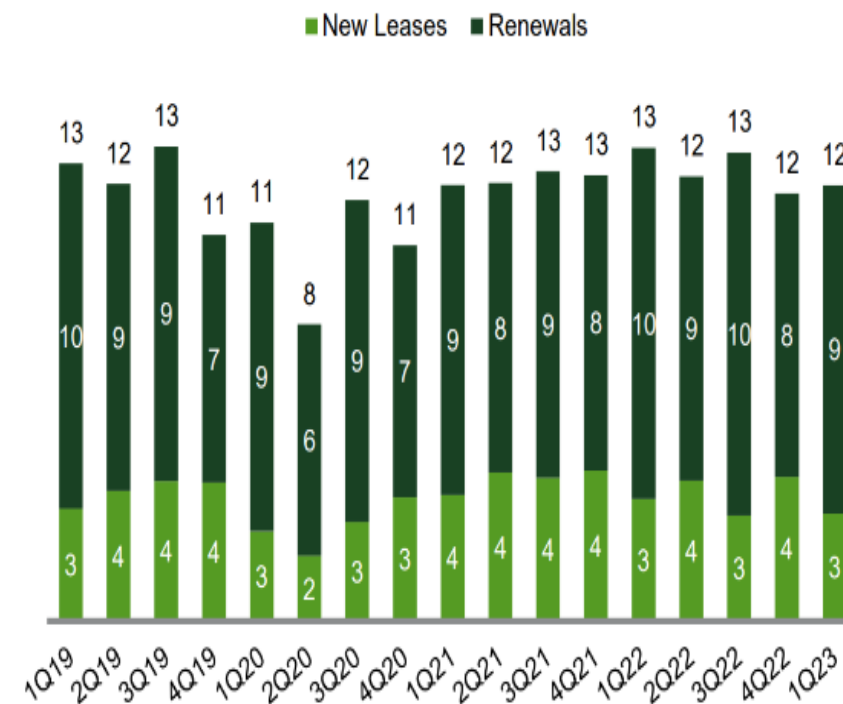
### Tenant Sales Growth Moderates

- Retail sales have moderated after two years of remarkable growth; consumers have become more price conscious<sup>2</sup>
- Sales from quick service restaurants and retailers in the health & beauty segments stand out positively while comparable sales have declined for retailers in the home furniture, electronics and apparel categories<sup>2</sup>

### Transaction Volume

- Transaction activity remains subdued, but there are still many interested bidders for smaller sized strip center deals<sup>2</sup>
- One large scale transaction is Regency REIT's \$1.2 billion acquisition of Urstadt Biddle Properties announced in mid-May 2023<sup>2</sup>

### Strip Center Quarterly Leasing Volume<sup>2</sup> (Square Footage in Millions)



1. JLL, "Power centers show stable vacancy rates and strong rent growth", 17 May 2023.

2. Green Street, "Strip Center Sector Update", 02 June 2023.

3. Green Street, "Strip Center Sector Update", 27 January 2023.

# Outlook

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

### Fundamentals Moderating

- Storage fundamentals are softening from the peak of 2021<sup>1</sup>
- 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>

### Demand Drivers

- Peak leasing season in 2023 proved to be slow in light of sluggish home sale activity, which is a key driver of storage demand in the spring and summer months<sup>2</sup>

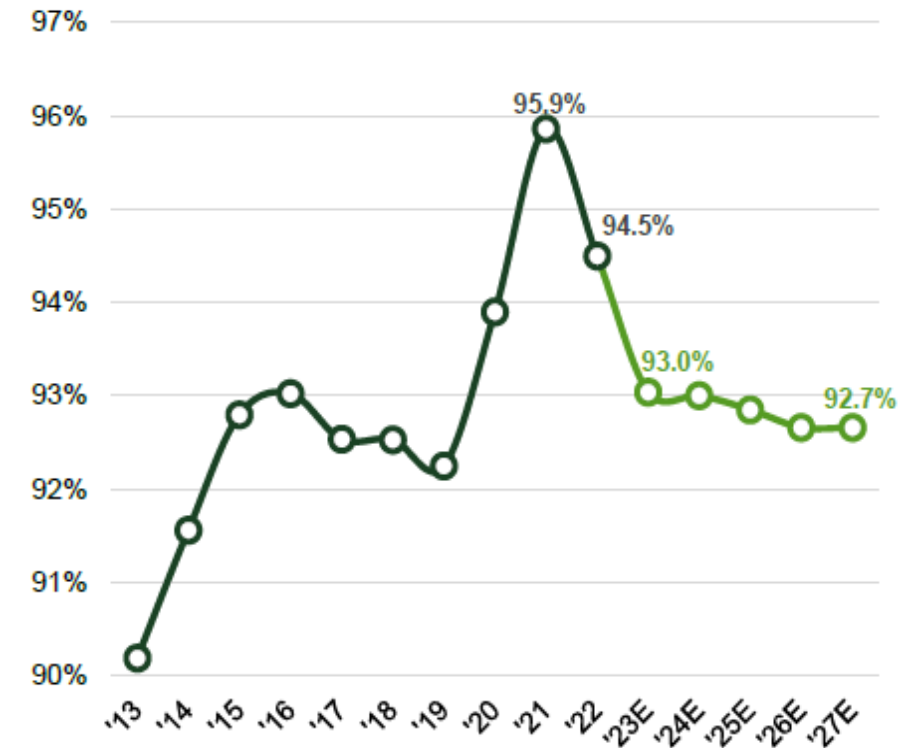
### New Construction

- Rising economic concerns, particularly around bank lending requirements, may make it harder for developers to get construction loans<sup>1</sup>
- 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>

### Self-Storage Deal Volume

- Self Storage transaction activity was \$1.3 billion in 2Q 2023 and represented a 70% decline over the prior year<sup>3</sup>

### Self-Storage REIT Same Store Occupancy<sup>2</sup>



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

2. Green Street, "Self-Storage Sector Update", 01 September 2023.

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



# Investment Merits

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

# 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 was 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 September 2022:
  - iEdge SG Real Estate Index
  - iEdge S-REIT Index
  - iEdge SG ESG Transparency Index



# Investment Merits

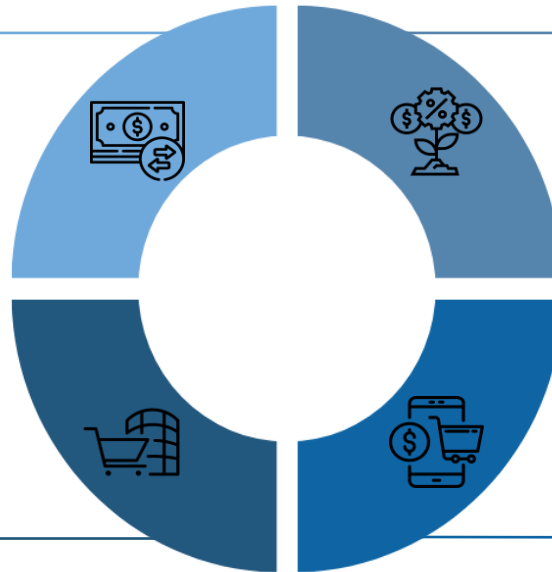
## Why Invest in United Hampshire US REIT

### Stable Cashflows

- Grocery & Necessity and Self-Storage properties are generally considered **cycle-agnostic** 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



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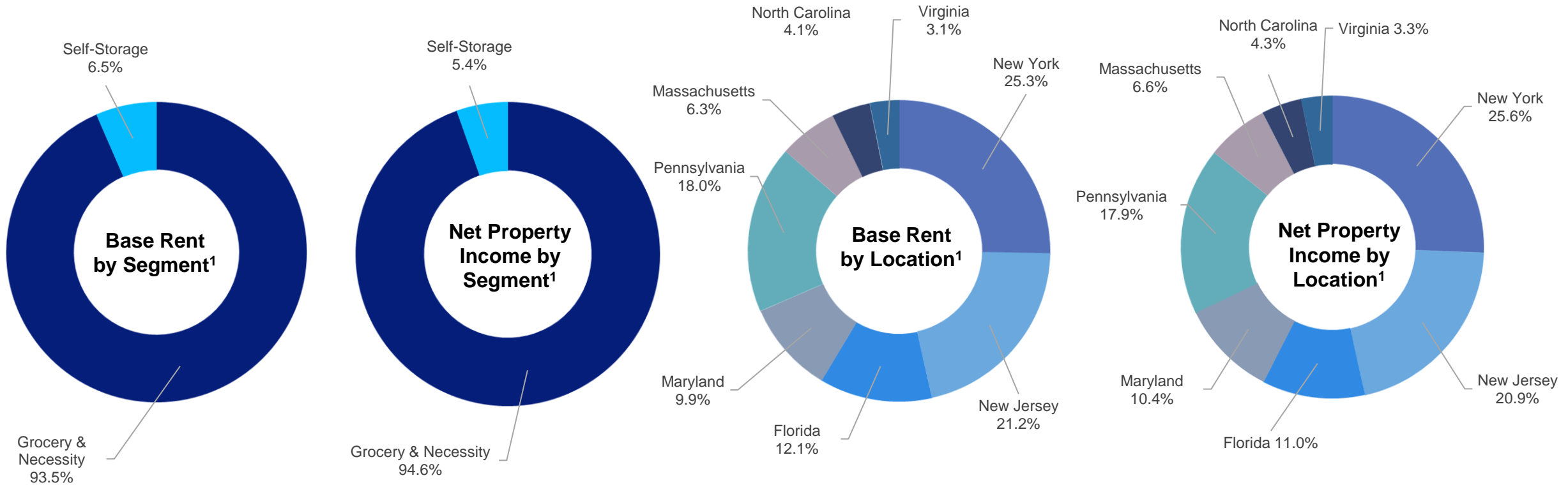
# Appendix



*Colonial Square, Virginia*

# Appendix

## Income Stability & Diversification Across the Portfolio

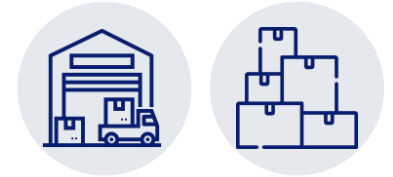


# Appendix

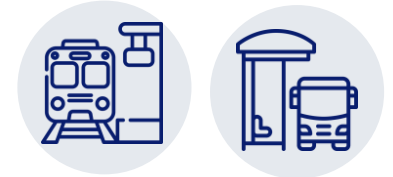
## Locations of UHREIT's Self-Storage Properties



- 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

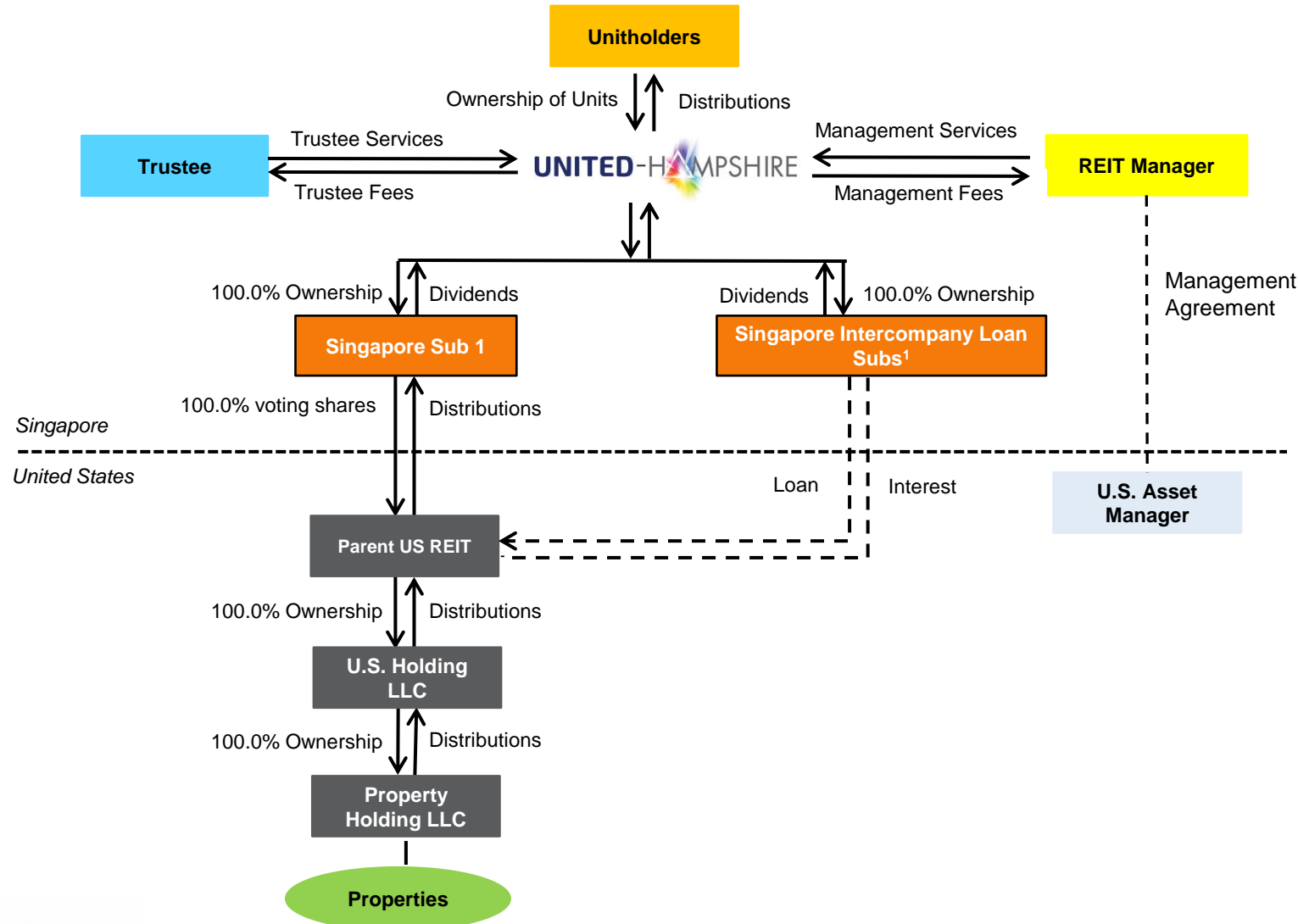


- Surrounded by a mix of residential, commercial, industrial and office developments



# 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