



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

Investor Presentation
RHB Corporate Day: Small Cap Corporate Access Webinar
30 January 2024



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Introduction

Reputable Sponsors – UOB Global Capital & The Hampshire Companies LLC



A Synergistic Long-Term Partnership

- >10 year partnership
- 3 co-managed funds
- 3 co-investment managed portfolios

>20 year track record

US\$3.7b 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

180 properties

>US\$1.7b AUM

>13.5 million sq ft retail space owns and/or operates

- 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



Information as at 31 December 2023.

Introduction

22 Assets Across 8 States Focused on the East Coast

NEW YORK - G&N Name City **%**1 Garden City Sq. - BJ's Garden City 6.6 Wholesale **Hudson Valley Plaza** Kingston 6.6 Albany ShopRite Albany 3.2 Supermarket Garden City Sq. - LA Garden City 3.0 Fitness Price Chopper Plaza 2.8 Warwick Wallkill Price Chopper Middletown 1.7 Albany ShopRite Gas Albany 0.6 Station PENNSYLVANIA - G&N City **%**1 Name **Upland Square** Pottstown 11.6 Penrose Plaza Philadelphia 7.3 **NORTH CAROLINA - G&N** Name City Lynncroft Center Greenville 3.6 FLORIDA - G&N City %¹ Name Port St. Lucie 13.2 St. Lucie West

UNITED-HAMPSHIRE



NEW YORK

Grocery & Necessity 7 Properties 1,137,375 sq ft



PENNSYLVANIA

Grocery & Necessity 2 Properties 662,926 sq ft



NORTH CAROLINA

Grocery & Necessity 1 Property 182,761 sq ft



FLORIDA

Grocery & Necessity 1 Properties 318,323 sq ft



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



NLA: 3.8 million sq ft

Total Property Value¹: US\$ 746.0 million



Grocery & Necessity 2 Properties 165,445 sq ft



NEW JERSEY

Grocery & Necessity 4 Properties

421,387 sq ft

Self-Storage 2 Properties 155,048 sq ft



MARYLAND

Grocery & Necessity 2 Properties 542,280 sq ft



VIRGINIA

Grocery & Necessity 1 Property 168,326 sq ft



MASSACHUSETTS - G&N					
Name	City	% ¹			
BJ's Quincy	Quincy	4.5			
Fairhaven Plaza	Fairhaven	2.6			
NEW JERSEY – G&N					

Fairhaven Plaza	Fairhaven	2.6
NEW JERSEY -	G&N	
Name	City	% ¹
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
	Millburn	Millburn
iant	Carteret	Carteret
	MARYLAND -	G&N
	Name	City

	J.1.5	,,
Arundel Plaza	Glen Burnie	5.9
Parkway Crossing	Parkville	4.1
VIRGINIA – G&N		

Name	City	%	
Colonial Square	Colonial Heights	3.	



4.0

3.2

%1

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 27.4% to US\$746.0 million¹



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



Completed 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 2022²

UHREIT's Journey Since its Listing

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12 March 2020:

- Listed on SGX Mainboard
- US\$584.6 million AUM
- 18 Grocery & Necessity Properties
- 4 Self-Storage Properties
- 6 States
- 3.2 million sq ft

January 2021:

Completed Perth Amboy Self-Storage construction

March 2021:

Completed Publix store, Port St. Lucie expansion

November 2021:

Completed maiden acquisitions of two dominant grocery-anchored assets, Colonial Square and Penrose Plaza

February 2022:

Established Distribution Reinvestment Plan

June 2022:

Completed divestment of two Self-Storage Properties, Elizabeth and Perth Amboy

July 2022:

Completed 3rd yield accretive acquisition, Upland Square

2022

August 2023:

Completed divestment of Big Pine Center

November 2023:

Completed construction of Academy Sports building at Port St. Lucie

30 September 2023:

- US\$746.0 million AUM
 - 20 Grocery & Necessity Properties
- 2 Self-Storage Properties
- 8 States
- 3.8 million sq ft

2020

2021

Included in the SGX Fast Track within 2nd year of listing, for UHREIT's good compliance track record

Included in three iEdge Indexes;

- · iEdge SG Real Estate Index
- iEdge S-REIT Index
- Edge SG ESG Transparency Index

Awarded Certificate of Excellence in Investor Relations by IR Magazine Awards – South East Asia 2022

2023

Awarded by The Asia Pacific Best of the Breeds REITs Awards:

- Best CEO (Asia Pacific) Gold
- Best CFO (Asia Pacific) Gold
- Best Retail REIT Gold

UHREIT's FY2022 Annual Report was recognized as the Platinum Winner at the International Hermes Creative Awards 2023

Awarded Certificate of Excellence in Investor Relations by IR Magazine Awards – South East Asia 2023

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







3Q 2023 Key Highlights

Resilient Portfolio Providing Non-Discretionary Goods and Services



U.S. economy expanded by 3.3% in Q4 2023¹, with strong retail sales growth of 5.6% y-o-y in December²



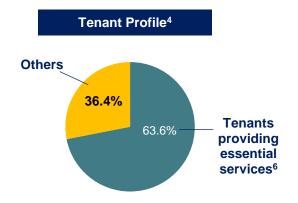
97.2% committed occupancy for Grocery & Necessity Properties



Long WALE of 7.2 years³ for Grocery & Necessity Properties



High tenant retention rate of 92.0% since IPO





Minimal lease rollover with only 0.1% and 3.4% expiring in 2023 and 2024 respectively⁴



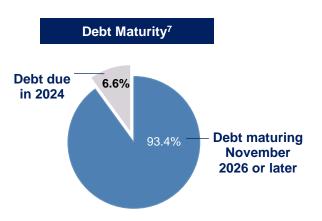
No refinancing requirements in 2023 and only **US\$21.1** million mortgage loan due in 2024



80.9% fixed-rate debt⁵



Completed construction of Academy Sports Building at Port St. Lucie, with the anticipation of store opening by end of November 2023



- U.S. Bureau of Economic Analysis, "Gross Domestic Product, Fourth Quarter and Year 2023 (Advance Estimate)", 25 January 2024.
- 2. U.S. Census Bureau, "Advance monthly sales for retail and food services December 2023", 17 January 2024.
- Computation included forward committed leases for Grocery & Necessity Properties only. Excluding forward committed leases, the WALE is 7.0 years as at 30 September 2023.
- Based on base rental income of Grocery & Necessity Properties for the month of September 2023.
- Including floating-rate loans that have been swapped to fixed rate.
- 6. Based on the definition of "Essential Retail Businesses" by the State of New Jersey.
- Assuming the loan extension option is fully exercised.



3Q 2023 Key Highlights

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 leased to Academy Sports on a 15-year lease
- ✓ UHREIT completed its required landlord work at the property and construction of building has been completed ahead of schedule
- ✓ Academy Sports new store opened in November 2023

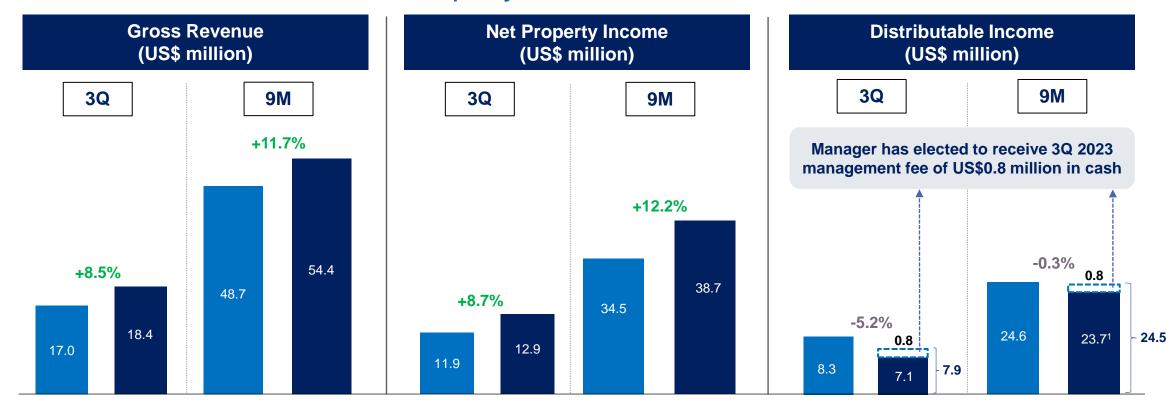






3Q 2023 Financial Results

Year-on-Year Growth in Net Property Income







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.} Distributable income is computed before US\$1.5 million capital reserve retention declared in 1H 2023.

3Q 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 **3.2 years**¹



High fixed-rate debt of **80.9**%³



Sensitivity to SOFR²

Every +50bps in SOFR translates to **0.053** US cents in DPU p.a. which is **0.95%** of trailing 12-month DPU

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



Debt summary as at 30 September 2023

Aggregate Leverage

Interest Coverage Ratio

Weighted Average Interest Rate

41.7%

2.7 times⁴

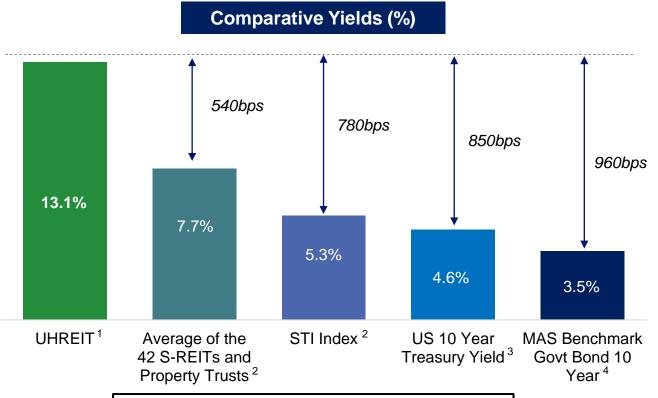
 $4.04\%^{5}$

- 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 September 2023.
- . Including floating-rate loans that have been swapped to fixed rate.
- 4. The interest coverage ratio is calculated 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, foreign exchange translation), by the trailing 12 months interest expense and borrowing-related fees (excluding interest on lease liabilities).
- 5. Trailing 12-month and excludes upfront debt-related transaction costs.



3Q 2023 Financial Results

Attractive Dividend Yield and Price-to-Book Ratio



UHREIT - 2nd Best Performing S-REITs in 2023

THE BUSINESS TIMES



Monday, January 08, 2024

Top 5 best performing S-Reits in 2023

NAME	STOCK	MARKET CAP (S\$M)	2023 TOTAL RETURNS (%)	DIVIDEND YIELD (%)	PB RATIO
Digital Core Reit	DCRU	923	23.3	6.2	0.7
United Hampshire US Reit	ODBU	326	22.7	13.4	0.6
Mapletree Industrial Trust	ME8U	6,460	20.5	5.9	1.1
CapitaLand Ascendas Reit	A17U	12,469	18.6	5.5	1.2
Mapletree Logistics Trust	M44U	7,997	17.1	5.6	1.1

UHREIT Price-to-Book Ratio⁵ = **0.58 (times)**

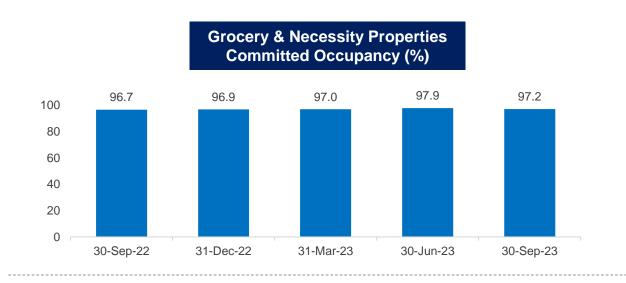
Source: SGX SREITs & property trusts chartbook - October 2023 and U.S department of the treasury

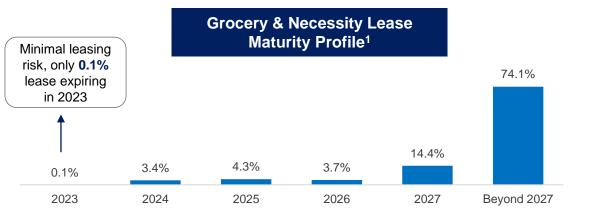
- . Based on 2H 2022 and 1H 2023 total distribution of 5.62 US cents and unit closing price of US\$0.43 as at 29 September 2023.
- Based on 12M Average Dividend Yield; Average dividend yield excludes outliers with over 20% (N.M.) and N.A. dividend yields.
- As at 29 September 2023.
- 4. Based on 10 Year Yield.
- 5. Based on NAV of US\$0.74 as at 30 June 2023 and unit closing price of US\$0.43 as at 29 September 2023.





Consistently High Committed Occupancy for Grocery & Necessity Properties







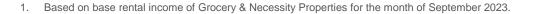
		3Q 2023		ГD Sep 2023
	No.	NLA (Sq Ft)	No.	NLA (Sq Ft)
New leases signed	2	2,762	5	91,784
Lease renewals	6	94,336	25	336,489





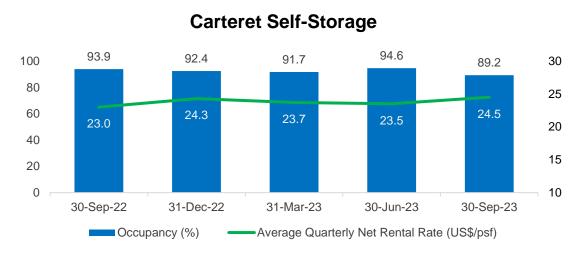








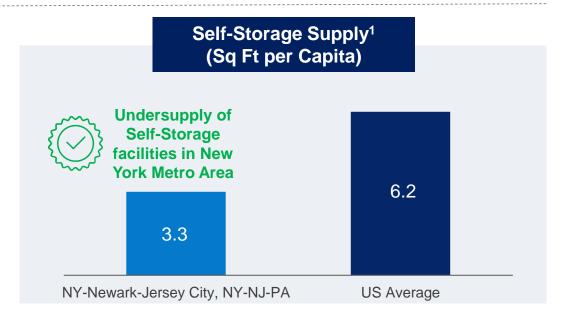
Occupancy at Self-Storage Properties Remains High



Millburn Self-Storage 95.8 93.9 92.6 93.6 92.1 100 30 80 27.4 25 26.9 26.6 26.2 25.5 60 20 40 15 20 10 30-Sep-22 31-Dec-22 31-Mar-23 30-Jun-23 30-Sep-23 Occupancy (%) Average Quarterly Net Rental Rate (US\$/psf)

Average quarterly net rental rate on an uptrend for both Carteret and Millburn Self-Storage despite some normalisation in the occupancy rate

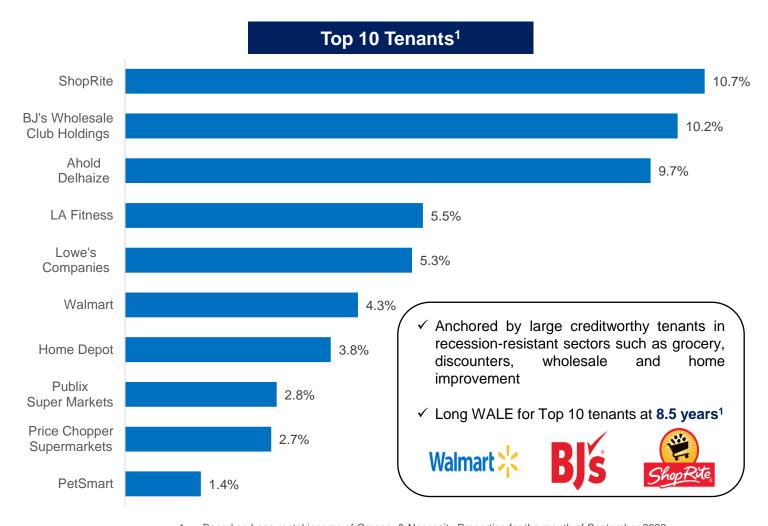


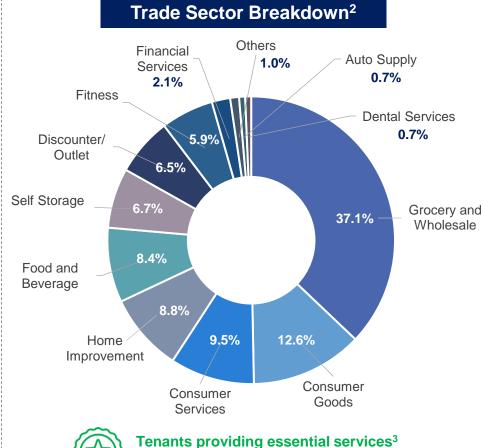




Metro and National, Cushman & Wakefield Self-Storage Data Services as at 31 December 2022.

Diversified and High-Quality Tenant Base





√ 63.6% of Grocery & Necessity Portfolio¹

Long WALE of 8 years¹

- 1. Based on base rental income of Grocery & Necessity Properties for the month of September 2023.
- Based on base rental income for the month of September 2023.
- 3. Based on the definition of "Essential Retail Businesses" by the State of New Jersey.



Anchor Tenants' Sales Remain Healthy



Sales **0.9%** y-o-y¹

Contributing **9.7%** of rental²

Ahold Delhaize: U.S. comparable sales excluding gasoline grew **0.9%** y-o-y in 3Q 2023. The sales growth was mainly driven by growth in customer loyalty, the value proposition to the consumer and ongoing momentum in online sales. Ahold's local brands, Food Lion and Hannaford in particular, have continued to see strong market share gains¹



Sales **4.9%** y-o-y¹

Contributing **4.3%** of rental²

Walmart: U.S. comparable sales excluding fuel grew 4.9% y-o-y in 3Q 2023, driven by strong growth in transaction count both in-store and digitally, and strong share gains in their grocery merchandise. E-commerce sales was also up 24% y-o-y in Q3 2023, led by strength in instore-fulfilled pickup and delivery¹



Sales **7.2%** y-o-y¹

Contributing **2.8%** of rental²

Publix Super Markets, Inc: The fast-growing retailer has opened 33 supermarkets in the year-to-date period and recorded an 7.2% y-o-y increase in their sales. The company has plans to further expand its retail presence to different markets with plans to enter a new state; Kentucky, in early 2024¹

- 1. Extracted from respective companies' latest financial results release and not independently verified.
 - Based on base rental income of Grocery & Necessity Properties for the month of September 2023.





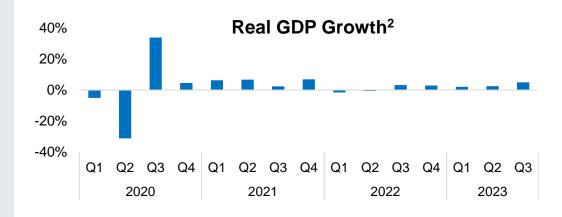
U.S. Economy Remains Strong in the Face of Economic Headwinds

2023 Real GDP Forecast: +2.6%1

• U.S. real GDP increased at an annual rate of 3.3% in 4Q 2023², beating economist's consensus forecast for the period

December 2023 Unemployment Rate: 3.7%³

- The U.S. labor market closed out 2023 in strong shape as the pace of hiring was even more powerful than expected as total nonfarm payroll employment increased by 216,000 in December 2023, while unemployment rate remained constant at 3.7% as compared to November 2023⁴
- U.S. reported 8.8 million job openings in November 2023 which is a marginal increase as compared to the 8.7 million reported in October 2023⁶





Inflation Rate in December 2023: +3.4%⁵

 Inflation rate has since steadily decreased to 3.4%⁵ in December 2023 after reaching a peak of 9.1%⁵ in June 2022. However, it is still above the Federal Reserve's targeted inflation goal of 2%

- 1. Federal Open Market Committee, "Summary of Economic Projections", 13 December 2023
- 2. U.S. Bureau of Economic Analysis, "Gross Domestic Product, Fourth Quarter and Year 2023 (Advance Estimate)", 25 January 2024.
- U.S. Bureau of Labor Statistics, "The Employment Situation December 2023", 05 January 2024.
- CNBC, "U.S. payrolls increased by 216,000 in December, much better than expected", 05 January 2024.
- U.S. Bureau of Labor Statistics, "Consumer Price Index December 2023", 11 January 2024.
- 6. U.S. Bureau of Labor Statistics, "Job Openings and Labour Turnover– November 2023", 3 January 2024.



U.S. Consumer Spending Remains Resilient

Retail Sales Dec 2023



+5.6% year-on-year¹

Grocery Sales Dec 2023



+0.9% year-on-year¹

Discretionary Sales² Dec 2023



+2.7% year-on-year¹

U.S. Retail Sales rose at a faster pace in December, beating expectations

- The rise in retail sales beat economist's expectations in December 2023, with department stores posting the greatest increase of 3.0%3
- With the strong retail sales figures for December 2023 suggesting that shoppers could continue to fuel the US economy in 2024 along
 with inflation running at a slower pace, it seems possible for inflation to reach the Fed's 2% target without a sharp rise in unemployment³
- U.S. consumer confidence increased to a five-month high to 110.7 in December 2023, with Americans growing more optimistic about current and future business conditions as well as the labor market⁴
 - . U.S. Census Bureau, "Advance monthly sales for retail and food services December 2023", 17 January 2024
 - 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. CNN, "US retail sales rose at a faster pace in December", 17 January 2024.
 - 4. Reuters, "US consumer confidence jumps to five-month high; home sales eke out gains", 21 December 2023.



Omnichannel Retailing – Leveraging Customer Experience

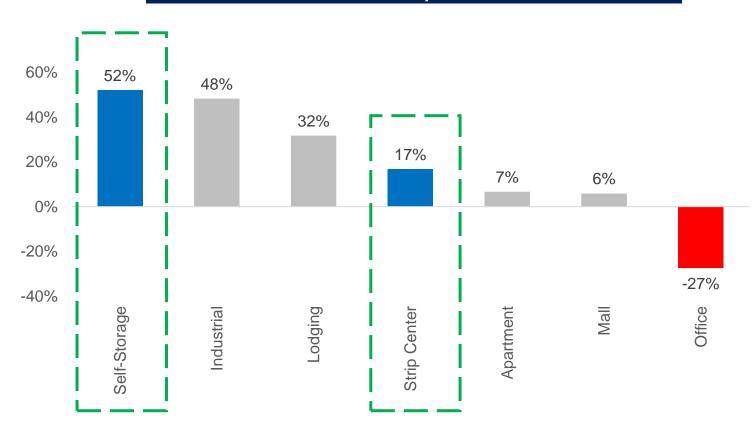


- HomeGoods to close its online store to shift its focus and resources to its more than 900 brick-and-mortar stores across the U.S.: After 2-years in operation, HomeGoods announced plans to shut down its e-commerce site effective 21 October 2023. Online sales from its e-commerce site represented less than 1% of HomeGoods net sales for fiscal years 2022 and 2023. HomeGoods reported \$2 billion in net sales for the company's second quarter, an increase of 8% year-on-year¹
- Instacart unveils omnichannel and Al solutions for grocery: Instacart is bringing Al-powered conversational search to their new Instacart Storefront app so that customers can ask open-ended questions (i.e. What do I need for fish taco?) to help them with their grocery shopping. Another innovation by Instacart, the new "In-store" mode, which turns retailers' apps into companions when customers shop in stores. It will help customers see what's in stock, view important details about items on their list, get product recommendations, sort items by aisle, and access in-store promotions and discounts²
 - Retail Dive. "HomeGoods to Close Online Store." 20 October 2023.
 - 2. Supermarket News, "Instacart unveils new omnichannel and Al solutions for grocery", 08 September 2023.



Resiliency in Self-Storage and Strip Center Property Values

% Change in Green Street Commercial Property Price Index June'20 to September'23



- 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 arrangements 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 17% since June 2020
- Similarly, the Self-Storage sector has also benefitted from the work from home dynamic with values increasing by 52% since June 2020



Grocery & Necessity Retail Sector Continues to Demonstrate Resiliency

Consumer Trends and Tenant Demand for Space

- Strip Center REIT Occupancy now exceeds pre-pandemic levels and retail leasing volumes for 2Q23 were comparable to 2019 and 2022 with a greater focus on tenant lease renewals. Higher interest rates could impact the balance sheets of some retailers¹
- Strip center foot traffic is hovering around pre-pandemic levels. The sector's greater emphasis on essentials (e.g., groceries, drug stores, and medical services) and off-price compared to other retail formats is a highly desirable attribute in a period when consumers are diligently managing their budgets, pressured by stubbornly high interest rates¹

Tenant Sales Growth Moderates

- Quick-service restaurants, grocers and off-price retailers have experienced modest but positive comparable sales growth vs 2022. On the other hand, full price apparel – much less ubiquitous in strip centers than in malls – and home improvement/decor companies have witnessed a sales retreat¹
- Retailer results have been mixed: some have been surprisingly positively (e.g., TJX, Ulta), and others negative (e.g., Target, Dick's)¹

Property Transactions and Tenant Consolidation

- Transaction volume in Strip Center acquisitions is down 70% on a year-over-year basis¹
- Consolidation in the Grocery Sector continues with the Aldi's acquisition of 400 Winn Dixie / Harvey's Supermarkets from Southeastern Grocers announced in August 2023. 75% of the Winn Dixie's stores are located in Florida²
 - 1. Green Street, "Strip Center Sector Update", 29 August 2023.
 - 2. Green Street, "Strip Centers Aldi & Winn Dixie: The Grocery Consolidation Continues", 18 August 2023.



Storage Demand Drivers Have Normalized with a Return Of Seasonality

Fundamentals Moderating

 Occupancy is at pre-Covid levels (~92% on average), resulting in more modest existing customer rate increases¹

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 months¹
- Storage remains an attractive option to fulfill storage needs in comparison to additional apartment space¹

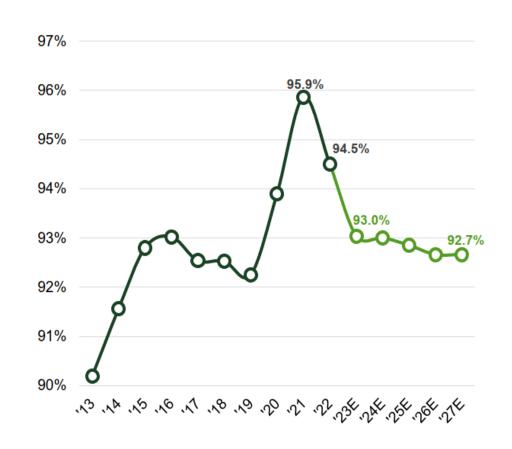
New Construction

 Development remains muted due to high input prices; deliveries are expected to be around 3% per annum through 2027¹

Self-Storage Deal Volume

• On 24 July 2023, Public Storage announced the acquisition of Simply Self Storage for \$2.2 billion. The deal translates to a 5% - 5.5% cap rate²

Self-Storage REIT Same Store Occupancy¹



^{2.} Green Street, "Self-Storage Sector: Public Storage 'Simply' Couldn't Resist", 24 July 2023.



^{1.} Green Street, "Self-Storage Sector Update", 01 September 2023.



Investment Merits

Key Milestones and Accolades



SGX Fast Track

- ✓ Included in the SGX Fast Track, within 2nd 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 2023

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

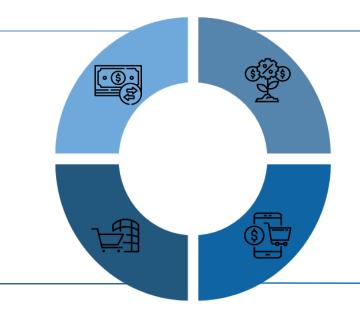
Why Invest in United Hampshire US REIT

Stable Cashflows

- Grocery & Necessity and Self-Storage properties are generally considered cycleagnostic and not as vulnerable to cyclical shifts in the economy
- Long WALE of 7.2 years¹ with largely triple net leases for Grocery & Necessity Properties
- High Grocery & Necessity Committed Occupancy of 97.2%

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 13.1%² 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 September 2023.
- 2. Based on 2H 2022 and 1H 2023 total distribution of 5.62 US cents and unit closing price of US\$0.43 as at 29 September 2023.





Thank You



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UHREIT Website



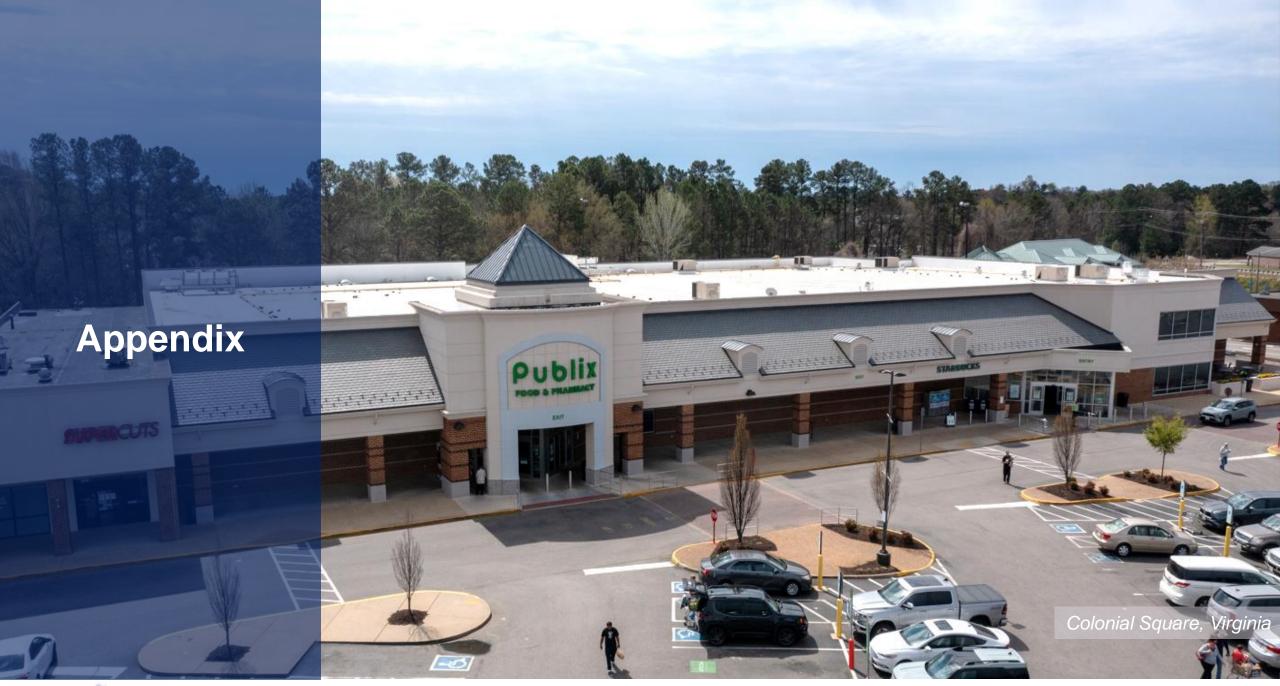
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https://www.uhreit.com/ https://www.linkedin.com/company/uhreit/







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

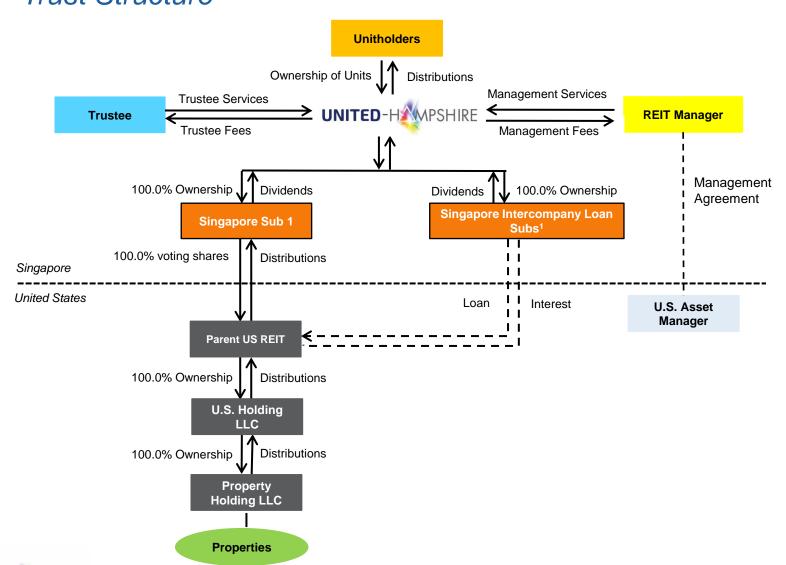






Metro and National, Cushman & Wakefield Self-Storage Data Services as at 31 December 2022.

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

