

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

**Annual General Meeting** 

22 April 2024



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

	22 Ass	ets	Across 8 States Focused on t			ty and	1
NEW YORK – Ga	λ.Ν		NEW YORK	NLA: 3.8 million sq ft Total Property Value <sup>1</sup> : US\$ 763.	.4 million		
Name	City	% <sup>1</sup>	Walmart K Grocery & Necessity		ASSACHUSETT	S – G&N	
Garden City Sq Wholesale	BJ's Garden City	7.5	7 Properties 1,137,375 sq ft	MASSACHUSETTS	Name	City	% <sup>1</sup>
Hudson Valley P	aza Kingston	6.7		Grocery & Necessity	BJ's Quincy	Quincy	4.1
Albany ShopRi Supermarket		3.4		2 Properties 165,445 sq ft Bis Fa	airhaven Plaza	Fairhaven	2.7
Garden City Sq. Fitness		3.0			IEW JERSEY – G	3&N	
Price Chopper Pl	aza Warwick	2.5			Name	City	% <sup>1</sup>
Wallkill Price Cho		1.8	PENNSYLVANIA		Lawnside Commons	Lawnside	4.3
Albany ShopRite Station	Gas Albany	0.6	Grocery & Necessity 2 Properties		Stop & Shop	Piscataway	3.6
PENNSYLVANIA	– G&N		662,926 sq ft		Wallington ShopRite	Wallington	2.1
Name	City	% <sup>1</sup>			owne Crossing	Burlington	2.1
	-				IEW JERSEY – S	S	
Upland Square	Pottstown	10.9			Name	City	% <sup>1</sup>
Penrose Plaza	Philadelphia	7.2	NORTH CAROLINA		Millburn	Millburn	4.0
NORTH CAROLINA – G&N			Grocery & Necessity		Carteret	Carteret	2.8
Name	City	% <sup>1</sup>	1 Property 182,761 sg ft	Grocery & Necessity 2 Properties	/IARYLAND – G&	٨N	
Lynncroft Center	Greenville	3.5	102,701 301	542,280 sq ft	Name	City	% <sup>1</sup>
FLORIDA – G&N				A	Arundel Plaza	Glen Burnie	6.4
Name	City	% <sup>1</sup>	FLORIDA		rkway Crossing	Parkville	3.9
St. Lucie West	Port St. Lucie	cie <b>13.4</b>	Grocery & Necessity		/IRGINIA – G&N		
			1 Property 381,648 sq ft	Grocery & Necessity 1 Property	Name	City	% <sup>1</sup>
			n as of 21 December 2022, unless otherwise stated	168,520 sq ft Cc	olonial Square	Colonial Heights	3.5

Information as of 31 December 2023, unless otherwise stated.

1. Based on appraised value of investment properties as at 31 December 2023.



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

>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

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60 year track record

**180** properties

>US\$1.7b AUM

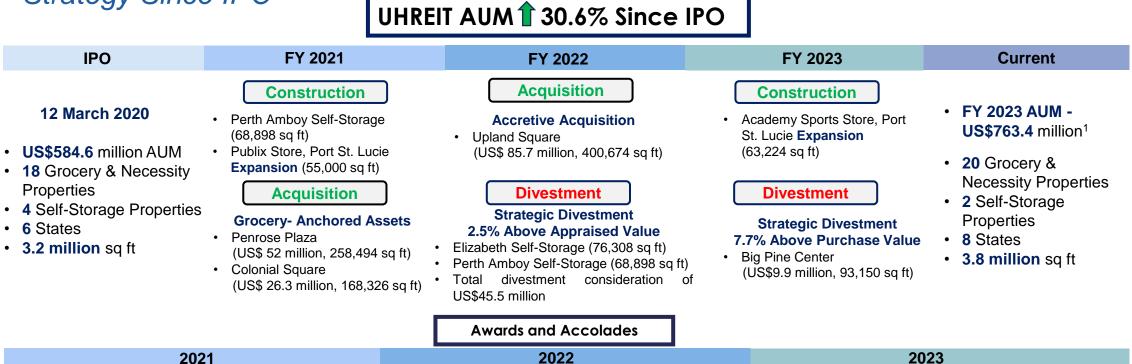
>13.5 million sq ft retail space owns and/or operates

- 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



### UHREIT's Successful Execution of Pro-Active Portfolio Management and Growth

Strategy Since IPO



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

	2022	2023
ck within 2 <sup>nd</sup> year compliance track	<ul> <li>Included in three iEdge Indexes;</li> <li>iEdge SG Real Estate Index</li> <li>iEdge S-REIT Index</li> <li>Edge SG ESG Transparency Index</li> <li>Awarded Certificate of Excellence in Investor Relations by IR Magazine Awards – South East Asia 2022</li> </ul>	<ul> <li>Awarded by The Asia Pacific Best of the Breeds REITs Awards</li> <li>Best CEO (Asia Pacific) – Gold</li> <li>Best CFO (Asia Pacific) – Gold</li> <li>Best Retail REIT – Gold</li> <li>UHREIT's FY 2022 Annual Report was recognized as the Platinum Winner at the International Hermes Creative Awards 2023</li> </ul>
		Awarded Certificate of Excellence in Investor Relations by IR Magazine Awards – South East Asia 2023



# U.S. Market Update

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## **U.S. Market Update**

6.5%

Dec-22

5.0%

Mar-23

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



3.5%

Mar-24

- Inflation has decreased to 3.5%<sup>5</sup> in March 2024 after reaching a peak of 9.1%<sup>5</sup> in June 2022
- Personal Consumption Expenditures (PCE) increased 2.5% in February<sup>6</sup>.

1. U.S. Bureau of Economic Analysis, "Gross Domestic Product, Fourth Quarter and Year 2023 (Third Estimate), 28 March 2023.

Sep-23

3.7%

3.4%

Dec-23

2. U.S. Bureau of Labor Statistics, "The Employment Situation – March 2023", 05 April 2024.

3.0%

Jun-23

- 3. CNN, "March jobs report comes in hot: The US economy added 303,000 positions last month", 05 April 2024.
- 4. U.S. Bureau of Labor Statistics, "Job Openings and Labour Turnover– February 2023", 02 April 2024.
- 5. U.S. Bureau of Labor Statistics, "Consumer Price Index March 2024", 10 April 2024
- 6. U.S. Bureau of Economic Analysis, "Personal Consumption Expenditures Price Index", 29 March 2024.

Jun-22

Sep-22

# **U.S. Market Update**

#### U.S. Consumer Spending Remains Resilient



#### U.S. retail sales rose for the second month in a row

- Spending at U.S. retailers rose in March for the second consecutive month, underscoring the strength of the U.S. consumer fueled by a robust job market<sup>3</sup>. Grocery sales continued to contribute with a 1.1% year-on-year increase<sup>1</sup>
- The U.S. economy grew at a brisk pace last year, thanks to strong consumer spending, which accounts for about two-thirds of economic growth. Spending has remained solid, even in the face of still-high inflation and elevated interest rates<sup>3</sup>
- U.S. consumer confidence decreased marginally to 104.7 in March 2024 from 104.8 in February 2024. The stagnation of consumer confidence recently comes as most economic indicators show the U.S. economy in very good shape by historical standards despite Americans wrestling with higher prices<sup>4</sup>
  - 1. U.S. Census Bureau, "Advance monthly sales for retail and food services March 2024", 15 April 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 in March for the second-straight month", 15 April 2024.
  - 4. AP News, "US consumers remain confident, but their feelings about the near future are a bit more cloudy", 26 March 2024.

# FY 2023

# Key Highlights

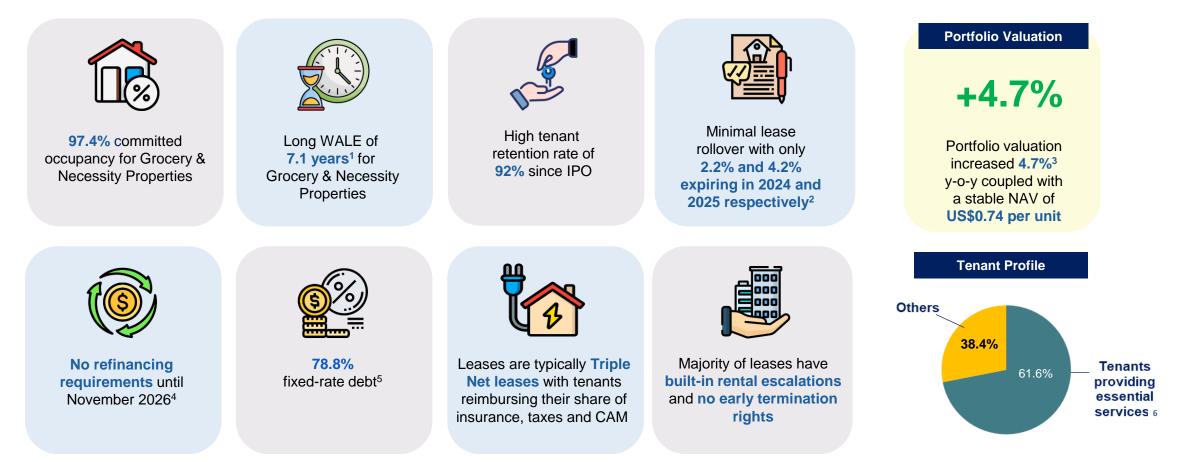
Colonial Square, Virginia

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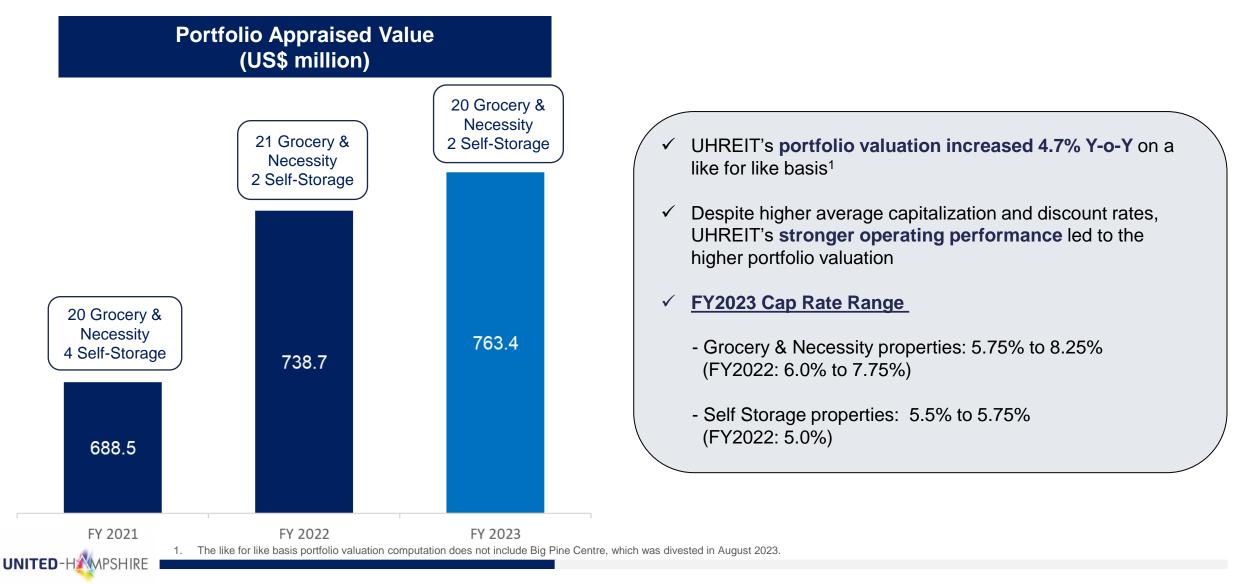
Resilient Portfolio Providing Non-Discretionary Goods and Services



- 1. Computation included forward committed leases for Grocery & Necessity Properties only. Excluding forward committed leases, the WALE is 7.0 years as at 31 December 2023.
- 2. Based on base rental income of Grocery & Necessity Properties for the month of December 2023.
- 3. The like for like basis portfolio valuation computation does not include Big Pine Centre, which was divested in August 2023.
- 4. Assuming the loan extension option is fully exercised and successfully refinanced Arundel Plaza Mortgage Loan subsequent to year end.
- 5. 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.



#### Portfolio Valuation Increased 4.7% Y-o-Y on a like for like basis<sup>1</sup>



#### New Development Updates



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

- ✓ Expansion on existing excess land, a new 63,000 sq ft store was constructed and leased to Academy Sports on a 15-year lease
- Construction of the building was completed ahead of schedule
- ✓ The new Academy Sports store commenced operations in November 2023, just in time to capture the peak year end festive shopping season



### FY 2023 Key Highlights Key Leasing Updates



#### 4Q 2023 Key Leasing Highlights

- Wakefern (ShopRite) in Albany, New York assigned its lease to Price Chopper
- Price Chopper has further extended the lease for this property by over 6 years from 30 April 2032 to 31 Dec 2038
- The property is currently being remodeled to be reopened under Price Chopper's popular Market 32 brand. The store reopening is expected to occur in early 3Q 2024

#### Strong Leasing Momentum Continues into 1Q 2024



- Executed lease renewals totalling 135,000 sf with LA Fitness at three properties:
  - ✓ Upland Square
  - ✓ St Lucie West
  - Garden City
- ✓ The leases were each extended between 8 and 10 years, beyond the current expiration in 2030



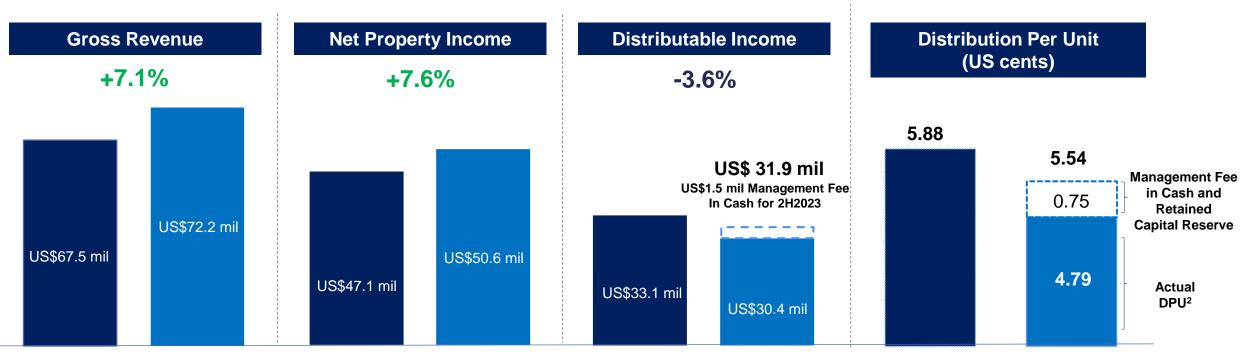
 ✓ Executed a new 10-year lease for 47,600 sf with Dick's Sporting Goods at Upland Square



Executed a 7-year lease renewal for 111,300 sf with Home Depot at Lawnside Commons. The lease has been extended from 31 Oct 2027 to 31 Oct 2034



Strong Growth in Gross Revenue and Net Property Income



2022

2023



Resilient Operational Performance mainly attributed to:
 ✓ New leases and rental escalation from the existing leases
 ✓ Contribution from Upland Square which was acquired in July 2022

✓ Contribution from the new Academy Sports store at St. Lucie West Offset by impact of:

- Higher interest expense due to rising interest rates
- · Additional loan to finance the acquisition of Upland Square
- 1. Based on FY2023 total distribution of 4.79 US cents and unit price of US\$0.505 as at 29 December 2023.
- Computed based on the distribution amount after deducting distributable income of US\$2.8 million retained as capital reserve for asset enhancement initiatives and management fee paid in cash for 3Q & 4Q 2023.

# FY 2023 Financial Results

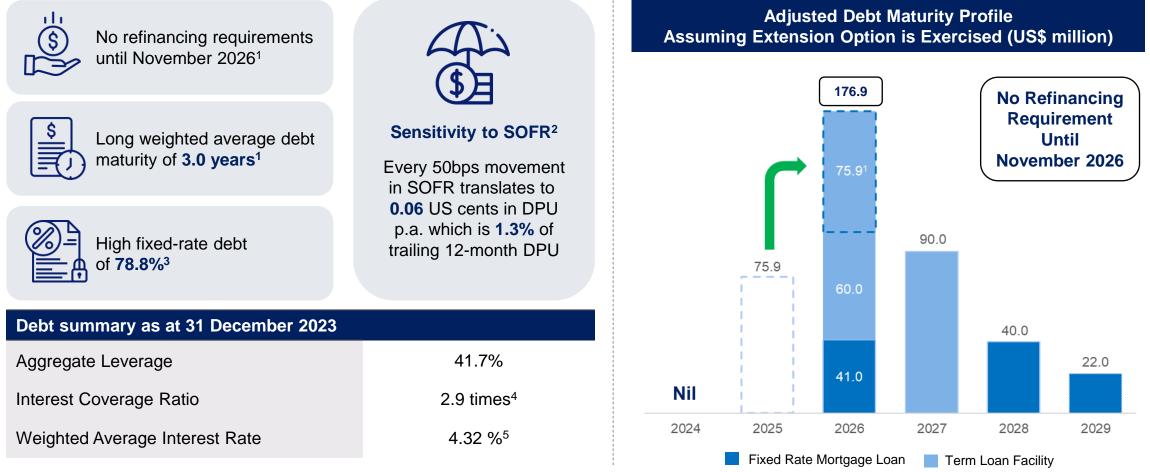


St Lucie West, Florida



## **FY 2023 Financial Results**

Prudent Capital Management with Well-Spread Debt Maturity Profile



1. Assuming the loan extension option is fully exercised and successfully refinanced Arundel Plaza Mortgage Loan subsequent to year end.

2. Based on the 21.2% floating-rate loan and revolver facility drawn which are unhedged and the total number of Units in issue as at 31 December 2023.

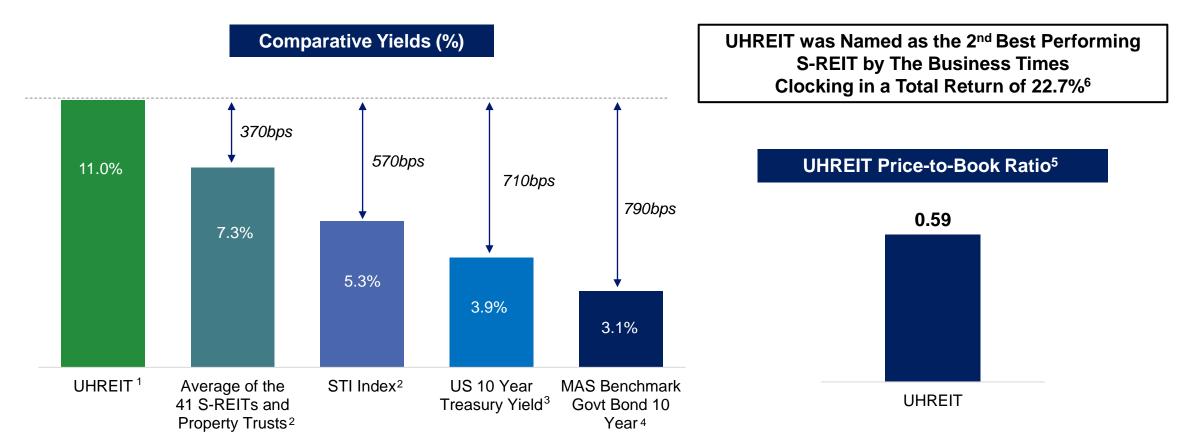
3. Including floating-rate loans that have been swapped to fixed rate.

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.

### **FY 2023 Financial Results**

Attractive Dividend Yield and Price-to-Book Ratio



Source: SGX SREITs & property trusts chartbook - March 2024 and U.S department of the treasury

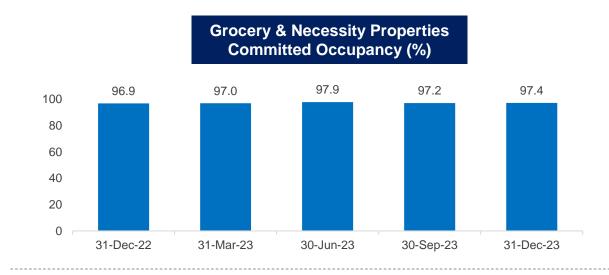
- 1. Based on FY 2023 total distribution of 4.79 US cents and unit closing price of US\$0.435 as at 28 March 2024.
- 2. Based on 12M Average Dividend Yield; Average dividend yield excludes outliers with over 20% (N.M.) and N.A. dividend yields.
- 3. As at 28 March 2024.
- 4. Based on 10 Year Yield.
- 5. Based on NAV of US\$0.74 as at 31 December 2023 and unit closing price of US\$0.435 as at 28 March 2024.
- 6. The Business Times, "Better year seen for S-Reits ahead as data centre, hospitality plays top volatile 2023", 09 January 2024.

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ROSS DRESS FOR LESS LAFITNESS

Burlington

Consistently High Committed Occupancy for Grocery & Necessity Properties





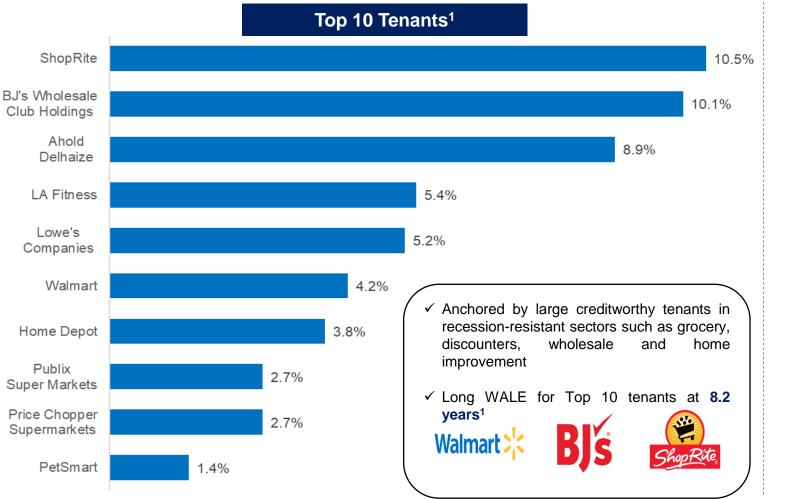


High tenant retention rate of 92.0% since IPO

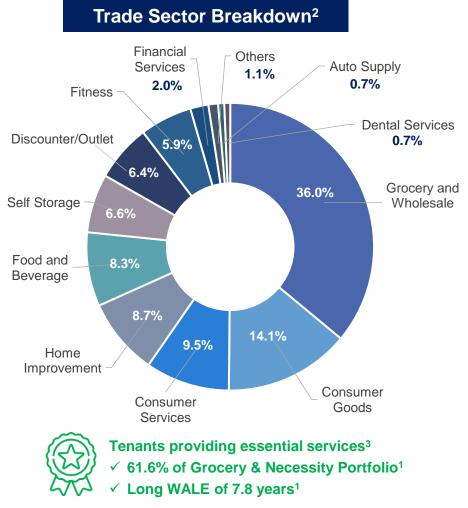
	4Q 2023		FY 2023		
	No.	NLA (Sq Ft)	No.	NLA (Sq Ft)	
New leases signed	2	51,106	7	142,890	
Lease renewals	4	49,286	29	385,775	
Burlington	WELLS FARGC	6 Walmart	Walmart 🔀		



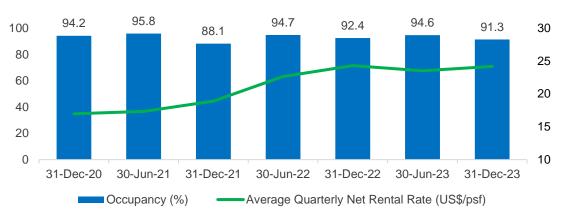
### Diversified and High-Quality Tenant Base



- 1. Based on base rental income of Grocery & Necessity Properties for the month of December 2023.
- Based on base rental income for the month of December 2023.
   Based on the definition of "Essential Retail Businesses" by the State of New Jersey
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### Occupancy at Self-Storage Properties Remains High

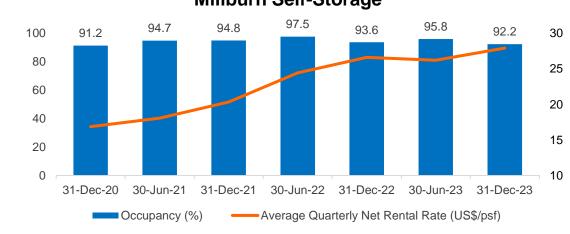


#### Carteret Self-Storage

Occupancy rates and average quarterly net rental rates remained high for both Carteret and Millburn Self-Storage despite some normalization across the sector.







#### Millburn Self-Storage

Our ESG Goals and Journey

#### **Environmental Stewardship**





Install LED lighting in common areas at 59% of our properties (Achieved FY23 target of 50%) Engage top 10 tenants to explore possibility of installation of **new solar systems** on the roofs over tenant spaces

#### **Strong Corporate Governance**



- ✓ Maintained High Standards of corporate governance and transparency
- ✓ Included in the SGX Fast Track for its good compliance track record since 2021
- Zero instances of non-compliance with anti-corruption laws and regulations



#### People & Community

- ✓ Surpassed UHREIT's target of 100 hours of staff volunteerism in FY2023, clocking in 112 Hours
- ✓ Engaged with local communities in Singapore and USA for volunteering efforts
- ✓ In September 2023, our employees in Singapore volunteered at Touch Home Care in their Meals on wheels Programme, a non-profit meal delivery programme to meet the daily needs of the home-bound elderly
- ✓ In September 2023, our employees in USA volunteered at Grow It Green Morristown, a non-profit organization, bearing the mission to create sustainable farms and gardens, and educate communities on healthy eating and environmental stewardship





- ✓ Achieved an average of 20 hours of trainings per employee of the manager
- ✓ Fostered a Conducive Workplace environment that promotes high levels of employees' engagement
- ✓ Maintained a Strong Track Record for safety





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### Outlook

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

60% 40% 40% 35% 29% 20% 14% 1% 0% -4% -20% -32% -40% Lodging Mall Office ndustrial Self-Storage Strip Center Apartment

% Change in Green Street Commercial Property Price Index from June 2020 to December 2023

- 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 32% 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 14% since June 2020

Similarly, the Self-Storage sector has also benefitted from the work from home dynamic with values increasing by 40% since June 2020

## Outlook

### **Omnichannel Retailing – Leveraging Customer Experience**

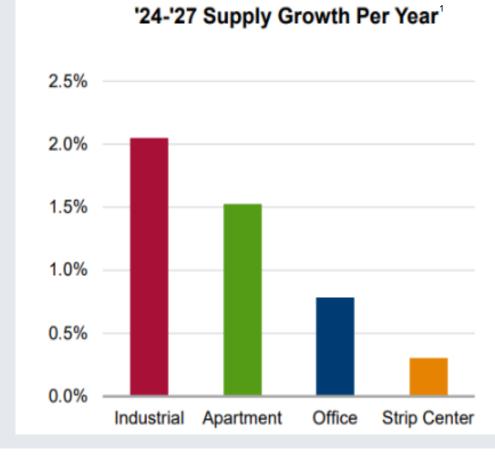


- Retailers are increasingly data-dependent and searching for innovative strategies to take full advantage of their stores while meeting consumer demands<sup>1</sup>. Service delivery partnerships (e.g., Walmart and Wing), stores focused on accelerating the digital business (e.g., using DoorDash), and drive-thru innovations (e.g., Starbucks) are examples of retailers' recent initiatives<sup>1</sup>
  - Walmart is expanding its drone delivery service, claiming it now has the largest drone delivery footprint of any U.S. retailer thanks to partnerships with Wing and Zipline<sup>2</sup>
    - Wing and Zipline are drone delivery providers and will allow Walmart to cover 75% of the Dallas-Fort Worth population as stores in 30 towns and municipalities will now offer drone delivery service. Wing already handles drone deliveries at Walmart Supercenters in Frisco, Texas, and the Dallas area<sup>2</sup>
  - Starbucks is experimenting with new concepts including various drive-thru, delivery-only, and pickup stores to adapt to increasing consumer demand<sup>1</sup>
  - DoorDash continued to expand its delivery option to non-restaurant companies in '23, including adding grocers Cub and Stater Bros., as well
    as retailers like Party City and Lush Cosmetics<sup>1</sup>
    - 1. Green Street, "U.S. Strip Center Outlook," 19 January 2024
    - 2. Supermarket News, "Walmart unleashes 'largest drone delivery footprint of any U.S. retailer," 10 January 2024

## Outlook

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



#### Green Street, "Strip Center Sector Update", 04 December 2023.

- 2. Green Street, "U.S. Strip Center Outlook," 19 January 2024.
- Green Street, "Self-Storage Sector Update", 20 March 2024.
- 4. Green Street, "Self-Storage Sector", 12 April 2024.

#### **Grocery & Necessity Retail Sector**

#### Low vacancy rates and lack of new supply keeping negotiating power on the landlord's side<sup>1</sup>

- Vacancy rates near all-time lows and high tenant retention rates<sup>1</sup>
- Minimal new supply and expected to remain low due to high construction costs<sup>1</sup>

#### Foot traffic strength

- Heavy exposure to essentials should result in a steadier flow of visitors<sup>1</sup>
- Fitness the best performing category in year-over-year traffic trends<sup>2</sup>

#### Self-Storage Sector

#### Self Storage Sector continues to normalize

- Average 4Q23 sector occupancy was approximately 91% and this reflected a declined 170 bps on a year-over-year basis<sup>3</sup>
- While year-over-year move-in rent declines were observed across the top 50 markets, some bifurcation existed across specific regions. The New York metro markets continued to outperform, demonstrated by the inclusion of NYC, Long Island, and Northern New Jersey in the top-10 for move-in rent performance<sup>4</sup>

# Investment Merits

A December of GIANT SEAFOOD Now Open! Upland Square, Pennsylvania

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### **Investment Merits**

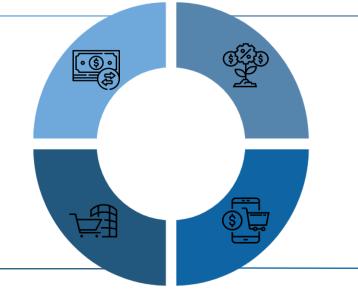
### Why Invest in United Hampshire US REIT

#### **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 7.1 years<sup>1</sup> with largely triple net leases for Grocery & Necessity Properties
- High Grocery & Necessity Committed Occupancy of 97.4%

#### 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 **11%**<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



2. Based on FY 2023 total distribution of 4.79 US cents and unit closing price of US\$0.435 as at 28 March 2024.





# **Thank You**



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