

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

Investor Presentation
Phillip Securities Webinar

15 May 2024



# **Important Notice**

This presentation is for information only and does not constitute or form part of an offer, invitation or solicitation of any offer to purchase or subscribe for the Units in Singapore or any other jurisdiction nor should it or any part of it form the basis of, or be relied upon in connection with, any contract or commitment whatsoever.

The value of the Units and the income derived from them may fall as well as rise. The Units are not obligations of, deposits in, or guaranteed by UHREIT, United Hampshire US REIT Management Pte. Ltd., as manager of UHREIT, Perpetual (Asia) Limited, as trustee of UHREIT, or any of their respective affiliates.

An investment in the Units is subject to investment risks, including the possible loss of the principal amount invested. The holders of Units have no right to request that the Manager redeem or purchase their Units while the Units are listed. It is intended that holders of Units may only deal in their Units through trading on the Singapore Exchange Securities Trading Limited ("SGX-ST"). Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

This presentation may contain forward-looking statements that involve assumptions, risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Predictions, projections or forecasts of the economy or economic trends of the markets are not necessarily indicative of the future or likely performance of UHREIT. The forecast financial performance of UHREIT is not guaranteed. A potential investor is cautioned not to place undue reliance on these forward-looking statements, which are based on the Manager's current view of future events. The past performance of UHREIT is not necessarily indicative of its future performance.



# **Table of Contents**

Page	Content
4	Introduction
8	U.S. Market Update
11	1Q 2024 Key Highlights
15	1Q 2024 Financial Results
19	Portfolio Update
24	Outlook
28	Investment Merits





# Introduction

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



>10 year partnership

**Long-Term 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



# Introduction

10.9

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

#### **NEW YORK - G&N** Name City Garden City Sq. - BJ's Garden City 7.5 Wholesale Hudson Valley Plaza Kingston 6.7 Albany ShopRite Albany 3.4 Supermarket Garden City Sq. - LA Garden City 3.0 Fitness Price Chopper Plaza Warwick 2.5 Wallkill Price Chopper Middletown 1.8 Albany ShopRite Gas Albany 0.6 Station PENNSYLVANIA - G&N

#### City **%**1 Name

Penrose Plaza Philadelphia 7.0

Pottstown

### **NORTH CAROLINA - G&N**

Name	City	<b>%</b> <sup>1</sup>
vnncroft Center	Greenville	3.5

#### FLORIDA - G&N

**Upland Square** 

Name	City	% <sup>1</sup>	
St. Lucie West	Port St. Lucie	13.4	



#### **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 Property 381,648 sq ft



Information as of 31 December 2023, unless otherwise stated

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

### Portfolio of 20 Grocery & Necessity and 2 Self-Storage Properties

NLA: 3.8 million sq ft

Total Property Value<sup>1</sup>: US\$763.4 million



**Grocery & Necessity** 2 Properties 165,445 sq ft



#### **NEW JERSEY**

**Grocery & Necessity** 

4 Properties 421,387 sq ft

Self-Storage 2 Properties 155,098 sq ft



#### MARYLAND

**Grocery & Necessity** 2 Properties 542,280 sq ft



#### VIRGINIA

**Grocery & Necessity** 1 Property 168,520 sq ft



MASSACHUSETTS - G&N		
City	% <sup>1</sup>	
Quincy	4.1	
Fairhaven	2.7	
NEW JERSEY – G&N		
City	% <sup>1</sup>	
	City  Quincy  Fairhaven	

NEW JERSEY – G&N		
Name	City	% <sup>1</sup>
Lawnside Commons	Lawnside	4.3
Stop & Shop	Piscataway	3.6
Wallington ShopRite	Wallington	2.1
Towne Crossing	Burlington	2.1
NEW JERSEY - SS		

Name	City	% <sup>1</sup>
Millburn	Millburn	4.1
Carteret	Carteret	2.8

MARYLAND – G&N		
Name	City	% <sup>1</sup>
Arundel Plaza	Glen Burnie	6.4
Parkway Crossing	Parkville	4.0

VIRGINIA	-	G&N	

Name	City	% <sup>1</sup>
olonial Square	Colonial Heights	3.5



# Introduction

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

Strategy Since IPO

**UHREIT AUM 1** 30.6% Since IPO

FY 2021 IPO FY 2022 **FY 2023** Current **Acquisition** Construction Construction 12 March 2020 Perth Amboy Self-Storage · Academy Sports Store, Port **Accretive Acquisition**  AUM: US\$763.4 million<sup>1</sup> (68.898 sq ft)St. Lucie Expansion Upland Square 20 Grocery & Necessity · Publix Store, Port St. Lucie US\$584.6 million AUM (US\$ 85.7 million, 400,674 sq ft) (63,224 sq ft)**Properties** Expansion (55,000 sq ft) 18 Grocery & Necessity 2 Self-Storage **Properties Acquisition** Divestment **Divestment Properties**  4 Self-Storage Properties **Strategic Divestment Grocery- Anchored Assets Strategic Divestment**  8 States 6 States 2.5% Above Appraised Value Penrose Plaza 7.7% Above Purchase Value 3.8 million sq ft Elizabeth Self-Storage (76,308 sq ft) • 3.2 million sq ft (US\$ 52 million, 258,494 sq ft) Big Pine Center Perth Amboy Self-Storage (68,898 sq ft) · Colonial Square (US\$9.9 million, 93,150 sq ft) Total divestment consideration of (US\$ 26.3 million, 168,326 sq ft) US\$45.5 million **Awards and Accolades** FY 2021 FY 2022 FY 2023 FY 2024 Awarded by The Asia Pacific Best of the Breeds REITs Awards: Included in the SGX Fast Track within Included in three iEdge Indexes; UHREIT's FY 2023 Annual Best CEO (Asia Pacific) - Gold 2<sup>nd</sup> year of listing, for UHREIT's good iEdge SG Real Estate Index Report was recognized as the compliance track record iEdge S-REIT Index Best CFO (Asia Pacific) - Gold

· Best Retail REIT - Gold

UHREIT's FY 2022 Annual Report was recognized as the Platinum

Awarded Certificate of Excellence in Investor Relations by IR

Winner at the International Hermes Creative Awards 2023

Magazine Awards - South East Asia 2023



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

Edge SG ESG Transparency Index

Awarded Certificate of Excellence in

Investor Relations by IR Magazine

Awards - South East Asia 2022

Gold

Awards 2024

Winner

International Hermes Creative

at



# **U.S. Market Update**

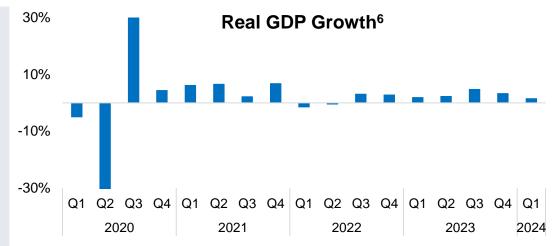
## Consumer Spending Remains Resilient Despite Slowing Growth

### 2024 GDP Forecast: +2.1%1

 U.S. GDP increased at a 1.6% annualized rate in 1Q 2024, following a gain of 3.4% in 4Q 2023. The surprising downshift in U.S. economic growth masked otherwise resilient household demand and business investment that helped generate higher inflation<sup>2</sup>

### April 2024 Unemployment Rate: 3.9%3

- Nonfarm payrolls increased by 175,000 in April 2024, lower than economist estimates of 240,000 new jobs<sup>4</sup>
- U.S. reported 8.5 million<sup>5</sup> job openings in March 2024, a decline from the 8.8 million<sup>5</sup> reported in February 2024 as the labour market cooled





### Inflation Rate in March 2024: +3.5%<sup>7</sup>

- Inflation has since decreased to 3.5%<sup>7</sup> in March 2024 after reaching a peak of 9.1%<sup>7</sup> in June 2022
- Personal consumption expenditures increased 2.7%<sup>8</sup> in March 2024, slightly higher than the previous month's 2.5%

- 1. Federal Open Market Committee, "Summary of Economic Projection", 20 March 2024.
- 2. Bloomberg, "US demand is still resilient, even if GDP doesn't show it", 26 April 2024.
- 3. U.S. Bureau of Labor Statistics, "The Employment Situation April 2024", 03 May 2024.
- 4. Forbes, "US added fewer than expected 175,000 jobs in April", 03 May 2024.
- 5. U.S. Bureau of Labor Statistics, "Job Openings and Labour Turnover- March 2024", 01 May 2024.
- 6. U.S. Bureau of Economic Analysis, "Gross Domestic Product, First Quarter 2024 (Advance Estimate), 25 April 2024.
- 7. U.S. Bureau of Labor Statistics, "Consumer Price Index March 2024", 10 April 2024.
- 8. U.S. Bureau of Economic Analysis, "Personal Consumption Expenditures Price Index", 26 April 2024.



# **U.S. Market Update**

Strong U.S. Retail Sales Data

Retail Sales 1Q 2024



+2.1% year-on-year<sup>1</sup>

**Retail Sales March 2024** 



+4.0% year-on-year<sup>1</sup> **Grocery Sales March 2024** 



+1.1% year-on-year<sup>1</sup>

#### 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<sup>2</sup>. Grocery sales continued higher 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 high inflation and elevated interest rates<sup>2</sup>
- U.S. consumer confidence decreased to 97.0 in April 2024, the lowest level since July 2022 as consumers are less positive about the current labour market situation and more concerned about future business conditions<sup>3</sup>
  - 1. U.S. Census Bureau, "Advance monthly sales for retail and food services March 2024", 15 April 2024.
  - CNN, "US retail sales rose in March for the second-straight month", 15 April 2024.
  - 3. The Business Times, "US consumer confidence at lowest level since 2022", 30 April 2024.





# 1Q 2024 Key Highlights

Resilient Operating Performance, Increased Portfolio WALE



**High Grocery & Necessity Occupancy** 



**Long Portfolio WALE** 



**Strong Leasing Momentum** 

95.7%

As at 31 March 2024

**7.9** years<sup>1</sup>

Up from 7.1 years in 4Q 2023

Executed **Eight** lease renewals spanning over 318,000 Sq Ft



Requirement

November 2026

Next loan refinancing due<sup>2</sup>



**High Tenant Retention Rate** 



**Minimal Lease** Rollover



**Increasing Self-Storage Occupancy** 

92%

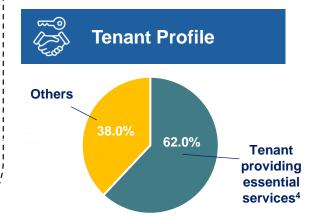
As at 31 March 2024

1.1%

Leases expiring in 2024 and only 4.3% in 2025<sup>3</sup>

94.2%

Up from 91.8% as at 31 December 2023



- Computation included forward committed leases for Grocery & Necessity Properties only. Excluding forward committed leases, the WALE is 7.8 years as at 31 March 2024.
- Assuming the loan extension option is fully exercised.
- Based on base rental income of Grocery & Necessity Properties for the month of March 2024.
- Based on the definition of "Essential Retail Businesses" by the State of New Jersey.



# 1Q 2024 Key Highlights

Key Leasing Updates

### **Strong Leasing Activities in 1Q 2024**



- ✓ Executed lease renewals totalling 135,000 sq ft 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 7-year lease renewal for 111,300 sq ft with Home Depot at Lawnside Commons
- ✓ The lease has been extended from 31 Oct 2027 to 31 Oct 2034

## **Strong Leasing Momentum Continues into 2Q 2024**

## TRADER JOE'S

Entered into a new long-term lease agreement at Lynncroft Center with Trader Joe's, a national chain of neighbourhood grocery stores



 Executed a 5-year lease renewal at Colonial Square with Cato, a discount clothing boutique



✓ Pacific Rehab, a regional physical therapy operator at Parkway Crossing Shopping Center commenced their new 7-year lease as of April 2024



# 1Q 2024 Key Highlights

# Academy Sports & Outdoors @ St. Lucie West Won CoStar's 2024 Impact Awards



### What The Judges Said:

- "The addition of Academy Sports & Outdoors at the Shoppes at St. Lucie West provides another national brand to Port St. Lucie. The residents are constantly seeking quality dining, shopping and entertainment experiences so they don't have to travel to South Florida" 1
- "The development provided jobs and a new place to buy goods that enabled people to enjoy all St. Lucie had to offer" 1

#### **About The Awards**

The CoStar Impact Awards recognize exemplary commercial real estate transactions and projects completed in 2023 with significant influence in neighborhoods or submarkets across 128 major markets in the United States, Canada and the United Kingdom

## National Retailer Academy Sports & Outdoors Moves Into Shoppes at St. Lucie West in South Florida

Commercial Development of the Year for Port St. Lucie/Fort Pierce



The Shoppes at St. Lucie West include retail stores such as Publix, LA Fitness, HomeGoods. Recently, Academy Sports & Outdoors moved in to a 63, 224-square-foot property in the retail development. (Katz & Associates)

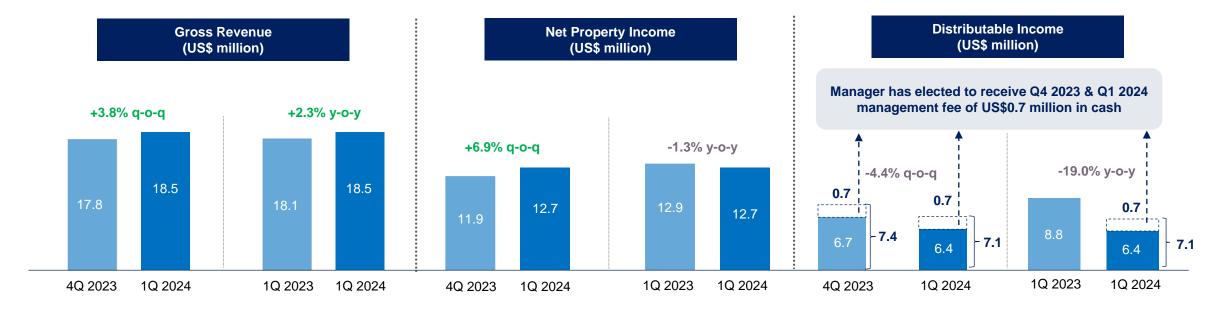


. CoStar, "Impact awards", 27 March 2024



# **1Q 2024 Financial Results**

Gross Revenue Up 2.3% y-o-y





### Resilient Operational Performance mainly attributed to:

- ✓ New leases and rental escalations from the existing leases
- ✓ Rental revenue contribution from the new Academy Sports store at St. Lucie West

#### Offset by the impact of:

- Higher interest expense due to rising interest rates, refinancing of maturing loan and less favourable new interest rate hedges
- Absence of the contribution of rental revenue from Big Pine Center which was divested in August 2023



# **1Q 2024 Financial Results**

## Well-Spread Debt Maturity Profile with No Refinancing Required until November 2026



No refinancing requirement until **November 2026**<sup>1</sup>



Long weighted average debt maturity of **3.1 years**<sup>1</sup>



Fixed-rate debt **63.0%**<sup>3</sup>



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

Every 50bps movement in SOFR translates to **0.106** US cents in DPU p.a. which is **2.2%** of trailing 12-month DPU

## Debt summary as at 31 March 2024

Aggregate Leverage

Interest Coverage Ratio

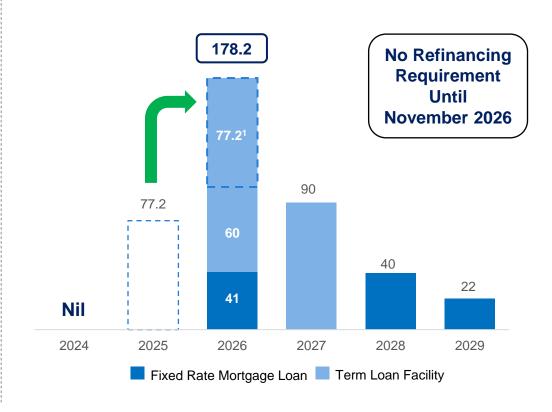
Weighted Average Interest Rate

42.2%

2.6 times<sup>4</sup>

4.66%5

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



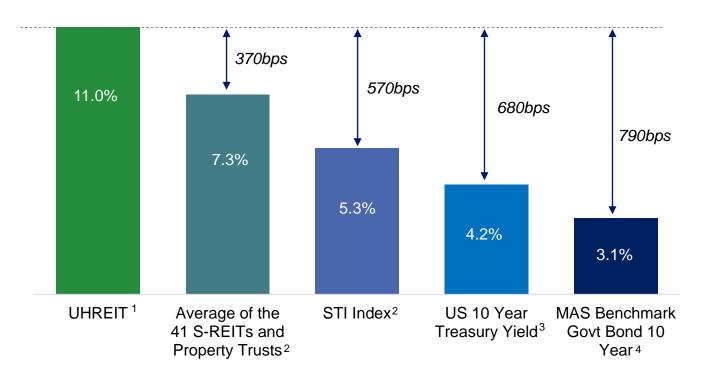
- 1. Assuming the loan extension option is fully exercised.
- 2. Based on the 37.0% floating-rate loan and revolver facility drawn which are unhedged and the total number of Units in issue as at 31 March 2024.
- . Including floating-rate loans that have been swapped to fixed rate.
- 4. The interest coverage 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.



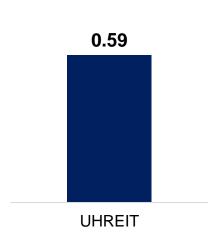
# **1Q 2024 Financial Results**

## Attractive Dividend Yield and Price-to-Book Ratio

## **Comparative Yields (%)**



### **UHREIT Price-to-Book Ratio**<sup>5</sup>



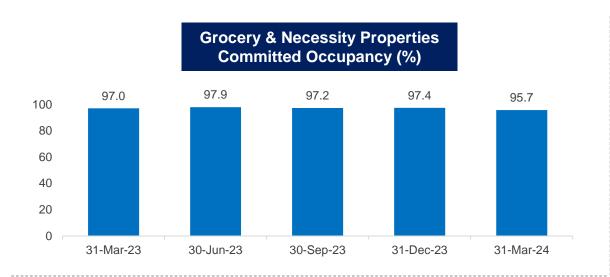
Source: SGX SREITs & property trusts chartbook - March 2024 and U.S department of the treasury

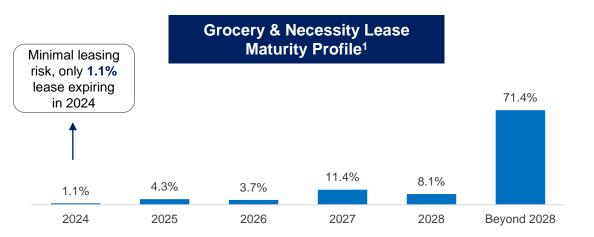
- . Based on FY 2023 total distribution of 4.79 US cents and unit closing price of US\$0.435 as at 28 March 2024.
- 2. Based on 12M Average Dividend Yield; Average dividend yield excludes outliers with over 20% (N.M.) and N.A. dividend yields.
- As at 28 March 2024.
- Based on 10 Year Yield.
- 5. Based on NAV of US\$0.74 as at 31 December 2023 and unit closing price of US\$0.435 as at 28 March 2024.





## Strong Committed Occupancy with Well Distributed Lease Maturity Profile





### STRONG LEASING MOMENTUM







Executed **Eight** lease renewals spanning over **318,000 Sq Ft** 

# LEASE STRUCTURE WHICH MITIGATE RISK OF INCREASE IN EXPENSES



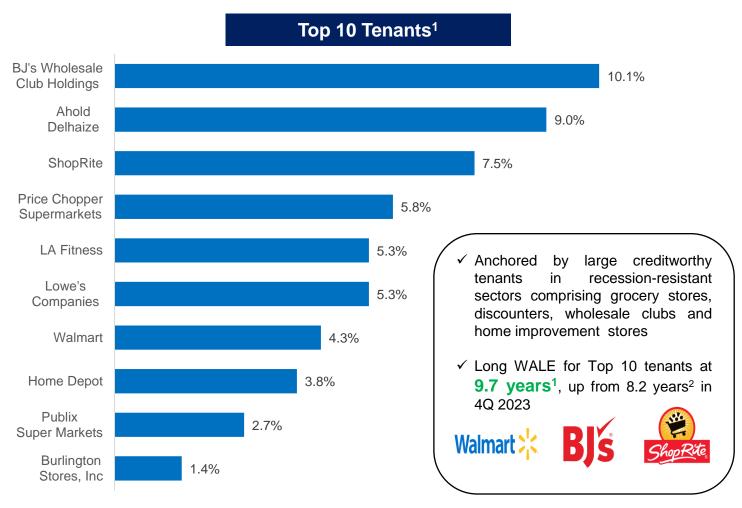
Leases are substantially **Triple Net leases** with tenants reimbursing their share of insurance, taxes and CAM

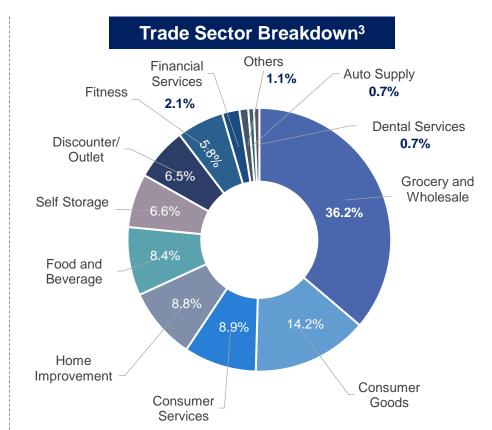


Majority of leases have built-in rental escalations and no early termination rights



## Resilient Portfolio with Diversified Tenant Base







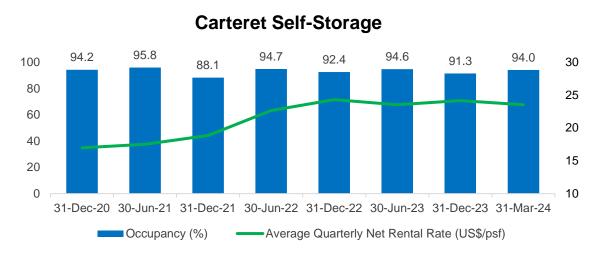
Tenants providing essential services<sup>4</sup>

- √ 62.0% of Grocery & Necessity Portfolio¹
- ✓ Long WALE of 8.3 years¹

- 1. Based on base rental income of Grocery & Necessity Properties for the month of March 2024.
- 2. Based on base rental income of Grocery & Necessity Properties for the month of December 2023.
- 3. Based on base rental income for the month of March 24.
- 4. Based on the definition of "Essential Retail Businesses" by the State of New Jersey.

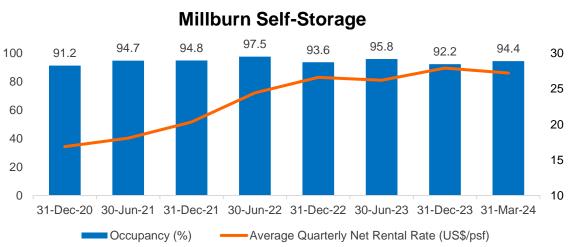


## Occupancy at Self-Storage Properties Remained High



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









## Anchor Tenants' Sales Remain Healthy



Sales **0.8%** y-o-y<sup>1</sup>

Contributing **9.0%** of rental<sup>2</sup>

**Ahold Delhaize**: U.S. comparable sales excluding gasoline increased by 0.8% y-o-y in 1Q 2024 as a result of the timing of New Year's Eve and the Easter holiday. According to the company 1Q 2024 report, Ahold's decision to orient its online fulfilment capabilities towards more efficient, same-day delivery models, such as click and collect, is also paying off. Ahold's online sales in the U.S. grew 4.7% in the first quarter on a like-for-like basis, fueled by new customer growth, as well as strong retention of existing e-commerce customers<sup>1</sup>



Sales **4.0%** y-o-y<sup>1</sup>

Contributing **4.3%** of rental<sup>2</sup>

**Walmart**: U.S. comparable sales excluding fuel grew 4.0% y-o-y in 4Q 2024, driven by strong growth in transaction count both in-store and digitally, and strong share gains in their grocery merchandise which was primarily among higher income households. E-commerce sales was also up 17% y-o-y in Q4 2023, led by strength in pickup and delivery. Walmart announced its plans to open 150 new stores across the U.S. over the next five years<sup>3</sup>



Sales **5.0%** y-o-y<sup>1</sup>

Contributing **2.7%** of rental<sup>2</sup>

**Publix Super Markets, Inc**: Publix's sales for the three months ended 30 March 2024 were \$15.1 billion, a 5% increase from \$14.3 billion in 2023. Comparable store sales for the same period increased 2.8%.<sup>1</sup> The grocer operates approximately 1,366 stores, 10 distribution centers, and 10 manufacturing facilities across the southern states of Alabama, Florida, Georgia, Kentucky, North Carolina, South Carolina, Tennessee, and Virginia<sup>1</sup>

- 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 March 2024.
- Wall Street Journal, "Walmart to Open New Sites in the U.S., Shifting Flat-Store Count Strategy" 01 February 2024





# **Outlook**

## Omnichannel Retailing – Leveraging Customer Experience



### **U.S. Shoppers Embrace Omnichannel Retailing**

• A new study from ShipStation suggests that 73% of U.S. consumers blend online research, physical store visits, and even options like buy-online-pickup-in-store or in-store returns before making purchase decisions. For retailers, the pressure to be everywhere their customers are, has never been greater. Due to increased choice and tighter wallets, consumers are more selective about the brands they shop with and will settle for nothing less than a unified experience across websites, physical storefronts, marketplace channels, and social media<sup>1</sup>

### Sam Club Leverage on Artificial Intelligence to Enhance Customer Experience

• Currently humans check receipts and what's in the shopper's basket, but that is all about to change. To speed up the time it takes shoppers to have their carts full of purchased items checked at Sam's Club, the retailer is testing out an application of artificial intelligence and computer vision technology. Pilots are currently underway at 10 Sam's Club locations and involves a combination of computer vision and digital technology which captures images of carts and verifies payment for all the items in the shopper's possession<sup>2</sup>

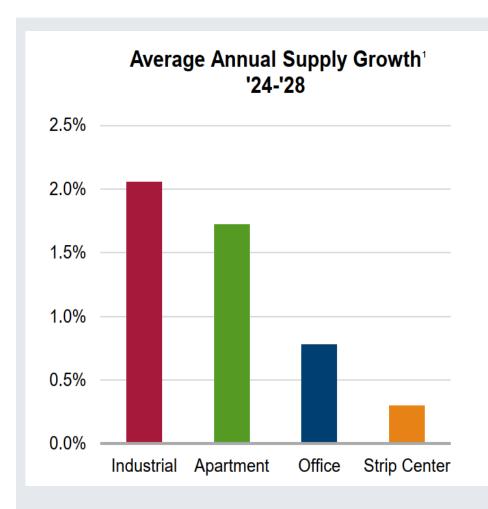


<sup>2.</sup> Supermarket News, "Sam's Club is testing out AI, computer vision tech to speed up exit process at stores," 10 January 2024.



# **Outlook**

## Grocery & Necessity Retail Sector Continues to Demonstrate Resiliency



## **Grocery & Necessity Retail Sector**

Bargaining power favors landlords; there is limited availability of high-quality space for lease<sup>1</sup>

- Strong leasing momentum has resulted in a large backlog of leases signed with tenants scheduled to take possession of the store and commence rent payments in the next 18 months<sup>1</sup>
- New strip center construction is expected to remain muted in the foreseeable future. This is a tailwind for fundamentals envied by investors in other real estate sectors, such as apartments or industrial, which are grappling with the challenges posed by new supply entering the market<sup>1</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>2</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 New York City, Long Island, and Northern New Jersey in the top-10 for move-in rent performance<sup>3</sup>

B. Green Street, "Self-Storage Sector Update", 12 April 2024.



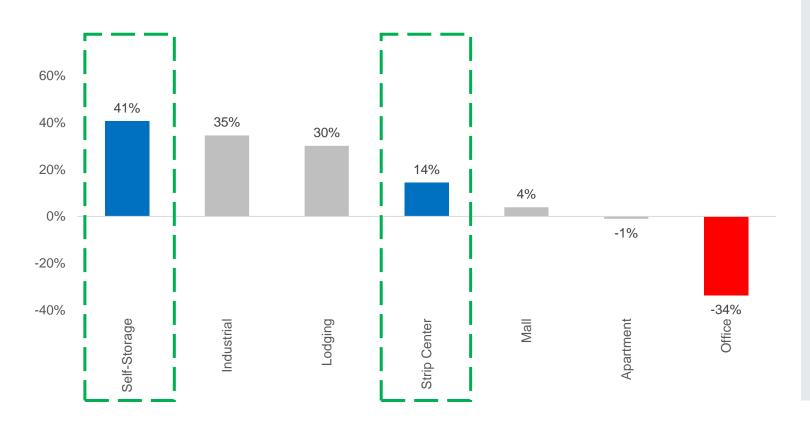
<sup>1.</sup> Green Street, "Strip Center Sector Update",14 March 2024.

<sup>2.</sup> Green Street, "Self-Storage Sector Update", 20 March 2024.

# **Outlook**

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

% Change in Green Street Commercial Property Price Index from June 2020 to March 2024



- 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 34% 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 41% since June 2020





## **Investment Merits**

## Key Milestones and Accolades





- ✓ 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 FY 2023 Annual Report was recognized as the Gold Winner at the International Hermes Creative Awards 2024
- ✓ 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**

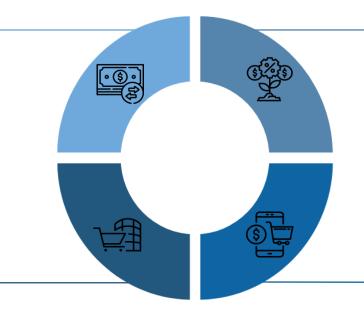
## Why Invest in United Hampshire US REIT

#### **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 7.9 years<sup>1</sup> with largely triple net leases for Grocery & Necessity Properties
- High Grocery & Necessity Committed Occupancy of 95.7%

### **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**



For enquiries, please contact:

Ms Wong Siew Lu, CFA, CA (Singapore) Head of Investor Relations and Sustainability

Email: IR@uhreit.com

80 Raffles Place #28-21 UOB Plaza 2 Singapore 048624

**UHREIT** Website



Follow us on LinkedIn





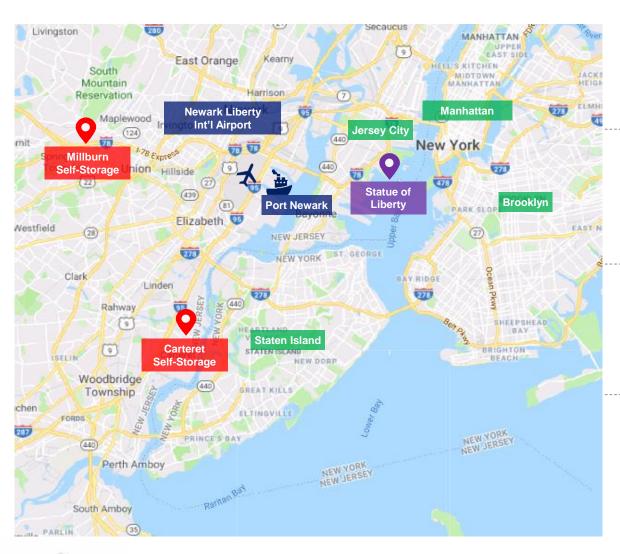
https://www.uhreit.com/ https://www.linkedin.com/company/uhreit/





# **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

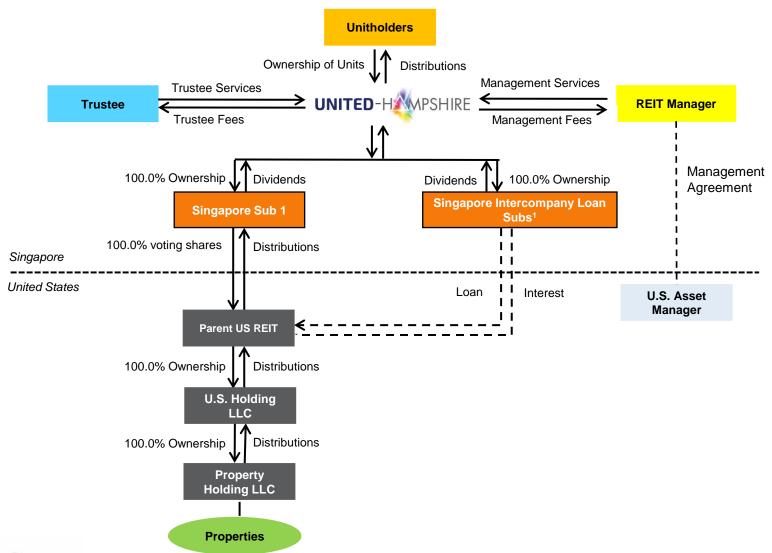






# Appendix

## 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

