CGS-CIMB ProsperUS Webinar

The Insights and Future of the US Sun Belt and 18-Hour Cities

26 April 2022

Important Notice

The past performance of Keppel Pacific Oak US REIT is not necessarily indicative of its future performance. Certain statements made in this release may not be based on historical information or facts and may be "forward-looking" statements due to a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from similar developments, shifts in expected levels of property rental income, changes in operating expenses, including employee wages, benefits and training, property expenses and governmental and public policy changes, and the continued availability of financing in the amounts and terms necessary to support future business.

Prospective investors and unitholders of Keppel Pacific Oak US REIT (Unitholders) are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of Keppel Pacific Oak US REIT Management Pte. Ltd., as manager of Keppel Pacific Oak US REIT (the Manager) on future events. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information, or opinions contained in this release. None of the Manager, the trustee of Keppel Pacific Oak US REIT or any of their respective advisors, representatives or agents shall have any responsibility or liability whatsoever (for negligence or otherwise) for any loss howsoever arising from any use of this release or its contents or otherwise arising in connection with this release. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. The value of units in Keppel Pacific Oak US REIT (Units) and the income derived from them may fall as well as rise. Units are not obligations of, deposits in, or guaranteed by, the Manager or any of its affiliates. An investment in Units is subject to investment risks, including possible loss of principal amount invested.

Investors have no right to request the Manager to redeem their Units while the Units are listed. It is intended that Unitholders may only deal in their Units through trading on Singapore Exchange Securities Trading Limited (SGX-ST). Listing of the Units on SGX-ST does not quarantee a liquid market for the Units.

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Constituent of:

MSCI 🌑

Singapore Small Cap Index





FTSE ST REIT Index, FTSE EPRA Nareit Developed Index and FTSE Global Small Cap Index



CarbonCare Asia Pacific Green REIT Index





Keppel Pacific Oak US REIT (KORE)

First choice US office SREIT focused on the fast-growing tech sector across key growth markets in the US

Unique exposure to key US growth markets

Benefitting from the defensive sectors of tech and healthcare

Tax advantaged structure

| Sponsors | Keppel Capital and KORE Pacific Advisors ("KPA") |
|-----------------------|--|
| US Asset Manager | Pacific Oak Capital Advisors LLC, also advisor for Pacific Oak Strategic Opportunity REIT |
| Manager | Keppel Pacific Oak US REIT Management Pte. Ltd. |
| Investment mandate | To invest in a diversified portfolio of income-producing commercial assets and real estate-related assets in key growth markets of the US with favourable economic and office fundamentals |
| Distribution | Semi-annual distributions Distributions deplaced in US dellars: |

Policy & Distribution Currency

 Distributions declared in US dollars: Unitholders have the option to receive distributions in Singapore or US dollars (by submitting a 'Currency Election Form') and opting out of CDP's Currency Conversion Service



Successful Execution of Growth Strategy



9 Nov 2017: Listed on SGX IPO with 11 office buildings and business campuses across 7 key growth markets



Jan 2019

Strengthened foothold in the strong Maitland submarket with acquisition of *Maitland Promenade 1* in Orlando, Florida





Aug 2021

Completed the strategic acquisitions of *Bridge Crossing* in Nashville, Tennessee, and *105 Edgeview* in Denver, Colorado





Maiden acquisition of *The Westpark Portfolio* in Seattle – Redmond, Washington



Nov 2018



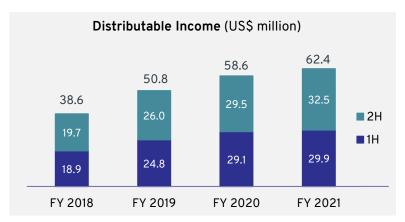


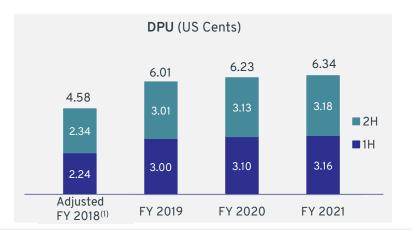
Extended footprint into new key growth market with the acquisition of *One Twenty Five* in Dallas, Texas



Nov 2019







2021 Sustainability Achievements

Sustainability is at the core of our strategy and we are committed to delivering sustainable distributions to Unitholders



- ✓ The Plaza Buildings Westmoor Center
- √ 105 Edgeview
- √ 1800 West Loop South

ENERGY STAR



- ✓ Westech 360
- ✓ Westmoor Center
- ✓ Bellaire Park
- ✓ Powers Ferry
- ✓ Northridge Center I &II

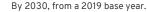
WELL Health-Safety Rating

√ 105 Edgeview

| Female Board Representation | Directors are female | GHG Emissions Target | 30% reduction for Scopes 1 and 2 emissions ⁽¹⁾ |
|------------------------------------|--|---|--|
| Governance Index for Trusts | 2nd out of 45 S-REITs and Business Trust | Singapore Governance and Transparency Index | 10th out of 45 S-REITs and Business Trust |
| MSCI ESG Ratings ⁽²⁾ | BBB | I lealth | Installation of needlepoint bipolar ionisation systems to reduce pollutants |









The Great American Move

Demographic trends accelerated by COVID-19⁽¹⁾:

- Move to Sun Belt states and 18-Hour cities
- Suburban migration
- Public open spaces
- Building safety/health concerns
- Affordable housing

Less dense: COVID-19 has caused people to move out of large metro areas at higher rates in 2021 than in 2020

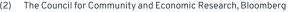
Bang for your buck: People are leaving high-cost cities in exchange for lower cost of living

► **Housing costs:** Amid the pandemic, people are flocking to cities with cheaper housing options

Tax incentives: States with low-or zero-income taxes are attracting the most people and companies⁽³⁾







Net Domestic Migration and the Impact on the US Office Market

The Sun Belt's surging office market

- Business restrictions set to slow the spread of the COVID-19 virus was more intense in larger urban areas, with higher population density.
- More people have chosen to leave these areas to mitigate their exposure to COVID-19 or avoid stricter lockdown measures⁽¹⁾.
- Between the 2019-2020 and 2020-2021 migration periods, many counties witnessed changes in net domestic migration⁽²⁾. The southern region experienced the greatest in-migration, highlighting the attractiveness of the Sun Belt.
- America's Sun Belt markets are commanding respect for their high rates of employment growth and high leasing activity⁽³⁾.
- The resilient Sun Belt markets will continue to benefit from the net domestic migration and the tech sector's dynamic growth in 2022(4).

Table 1. Net Domestic Migration by Region: 2019-2020 and 2020-2021

| Region | 2019-2020 | 2020-2021 |
|-----------|-----------|-----------|
| Northeast | -315,166 | -389,638 |
| Midwest | -207,685 | -123,103 |
| South | 503,502 | 657,682 |
| West | 19,349 | -144,941 |

Note: Migration periods represent July 1 to June 30 of specified years. Source: U.S. Census Bureau, Vintage 2020 and Vintage 2021 Population Estimates.







https://www.census.gov/library/stories/2022/03/net-domestic-migration-increased-in-united-states-counties-2021.html

https://www.commercialsearch.com/news/the-pandemic-related-acceleration-of-sun-belt-office-markets/

Pandemic Migration Observed Across The US

Popularity of suburban states soar as the pandemic fueled widespread movement

Sunbelt markets seeing better than average real estate market performance.

- Manhattan saw a 12.8% y-o-y decline in population in 2021(1).
- In terms of leasing, Seattle Bellevue/Redmond, Atlanta and Austin are the strongest performers in the third quarter of $2021^{(2)}$.
- Austin outperformed national employment figures, fully recovered from the pandemic $^{(3)}$.
 - Second-highest city for employment opportunities in 2021, behind Seattle⁽⁴⁾.

| Тор | 20 Fastest Growing States in the US ⁽⁵⁾ | % Change in Resident Population in 2021 |
|----------|--|--|
| 1 | Utah | 19.3 |
| 2 | Idaho | 18.4 |
| 3 | Nevada | 17.9 |
| 4 | Texas* | 17.8 |
| 5 | Arizona | 17.4 |
| 6 | Colorado* | 16.8 |
| 7 | Florida* | 16.4 |
| 8 | Washington* | 15.6 |
| 9 | North Dakota | 14.1 |
| 10 | South Carolina | 13.9 |
| 11 | Oregon | 11.8 |
| 12 | North Carolina | 11.8 |
| 13 | Georgia* | 11.5 |
| 14 | Delaware | 10.1 |
| 15 | South Dakota | 9.9 |
| 16 | Montana | 9.5 |
| 17 | Tennessee* | 9.3 |
| 18 | Minnesota | 7.5 |
| 19 | Virginia | 7.2 |
| 20 | Nebraska | 6.7 |
| * States | which KORE has presence in | |



https://www.timesunion.com/news/article/New-York-s-population-fell-more-than-any-other-16722613.php



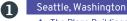
Cushman & Wakefield, US Office Sector, December 2021

https://www.globest.com/2021/11/30/these-five-job-markets-have-fully-recovered-from-covid-19 https://www.millionacres.com/real-estate-market/articles/the-sun-belt-migration-trend-explained; (5) US Census Bureau 2021 results

KORE's Presence In Key Growth Markets

Popular in-migration destinations due to attractive lifestyle, culture and employment opportunities

















Austin, Texas

Westech 360

Great Hills Plaza



 Westmoor Center 105 Edgeview









❖ 1800 West Loop South . Bellaire Park



One Twenty Five



Maitland Promenade I & II

Sacramento, California

Iron Point





Powers Ferry

Northridge Center I & II







#18





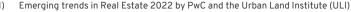






#x Top 20 Best Tech Cities for IT Jobs 2021(2)





CompTIA - Tech Town Index 2021 - Top 20 Best Tech Cities for IT Jobs

Ranking based on overall real estate prospects:







Financial Performance

Distributable Income for 1Q2022 was up 10.9% year-on-year to US\$16.6m due to:

 The acquisitions of Bridge Crossing in Nashville and 105 Edgeview in Denver in August 2021.

Strong balance sheet with significant liquidity

- Aggregate leverage of 37.5% with no long-term refinancing requirements until November 2023.
- Cash and undrawn facilities of US\$85.1m as at 31 March 2022.

Financial Highlights



| | 1Q 2022 (US\$ 'm) | | % Change |
|---|----------------------|------|-------------|
| Gross Revenue | 37.0 | 34.6 | 6.9 |
| Net Property Income (NPI) | 21.7 | 20.4 | 6.7 |
| Adjusted NPI (excludes non-cash straight-line rent, lease incentives and amortisation of leasing commissions) | 22.0 | 20.5 | 7.1 |
| Income Available for Distribution ⁽¹⁾ | 16.6 | 14.9 | 10.9 |



Proactive Capital Management

100% unsecured loans and low aggregate leverage provide greater financial flexibility

As at 31 March 2022

Total Debt

US\$567.4 million of external loans

100% unsecured

Available Facilities

US\$50.0 million of revolving credit facility

US\$2.6 million of uncommitted revolving credit facility

Aggregate Leverage(1)

37.5%

All-in Average Cost of Debt(2)

2.93 % p.a.

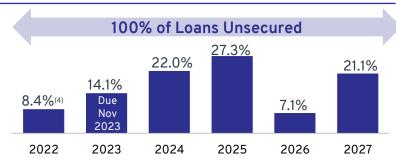
Interest Coverage Ratio⁽³⁾

5.0 times

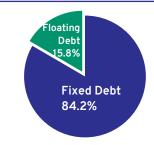
Weighted Average

2.9 years Term to Maturity (WATM)

Debt Maturity Profile



Interest Rate Exposure



Sensitivity to LIBOR/SOFR⁽⁵⁾

Every + 50bps in LIBOR/SOFR translates to - 0.062 US cents in DPU p.a.

- (1) Calculated as the total borrowings and deferred payments (if any) as a percentage of the total assets.
- (2) Includes amortisation of upfront debt financing costs.
- (3) Interest Coverage Ratio (ICR) disclosed above is computed based on the definition set out in Appendix 6 of the Code on Collective Investment Schemes. After adjusting for management fees taken in Units, the ICR would be 5.4 times.
- (4) Refers to the \$47.4 million uncommitted revolving credit facility drawn.
- (5) Based on the 15.8% floating debt, US\$47.4 million uncommitted revolving credit facility drawn which are unhedged and the total number of Units in issue as at 31 March 2022.



Quality Portfolio Driven By Tech and Innovation



KORE's strategic presence in key growth markets and its focus on the fast-growing tech sector provides income resilience.



Steady Income with Visible Organic Growth



| New leasing demand and expansions from: | | | |
|---|-------|--|--|
| Professional Services ⁽¹⁾ | 41.3% | | |
| Finance and Insurance | 33.4% | | |
| Others | 15.5% | | |
| TAMI ⁽²⁾ | 6.3% | | |
| Medical and Healthcare | 3.5% | | |

Lease Expiry Profile (as at 31 March 2022)



~146,768sf

Leased spaces for 1Q 2022, equivalent to 2.9% of portfolio NLA. Portfolio WALE of 3.7 years⁽³⁾ by CRI.

~8.9%

In-place rents are ~8.9% below asking rents, which provides an avenue for organic growth.

2.4%

Positive rent reversion for 1Q 2022. Average rent collection was ~99% with zero rent deferment requests in 1Q 2022.

~2.4%

Built-in average annual rental escalation across the portfolio.



Professional Services comprises tenants who provide management consulting, legal, real estate, engineering, manufacturing and educational services

⁽²⁾ TAMI stands for technology, advertising, media, and information

⁽³⁾ Based on NLA, portfolio WALE was 3.6 years.

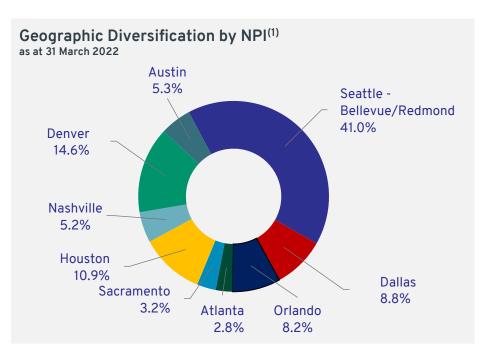
Resilient Portfolio with Diversified Tenant Base

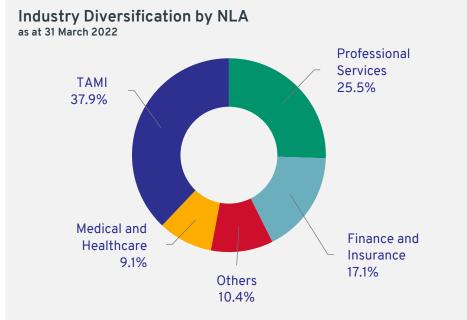


KORE's buildings and business campuses in the tech hubs of Seattle – Bellevue/Redmond, Austin and Denver contribute ~61% of NPI⁽¹⁾



~47% of KORE's portfolio NLA comprises of high-quality tenants from the growing and defensive sectors of TAMI, medical and healthcare









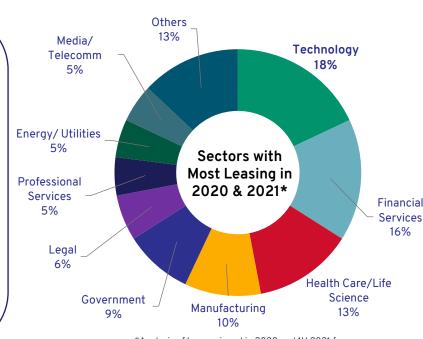
Technology Sector Continues to Lead in Leasing

KORE has the presence and experience in the highly resilient tech-sector

- Tech leasing activity continues to outperform other sectors.
 - Increased ~122% from the first quarter of 2021⁽¹⁾.
 - Displays a large spectrum of perspectives on office use and space needs⁽²⁾.
- Strong tech and life science industries in **Seattle** fueled rising property valuations⁽³⁾.
- Increased demand in the tech hubs of **Seattle Bellevue/Redmond** resulted in a sharp 2.8% increase in rents, from 3Q 2021⁽⁴⁾.



KORE's presence in key tech hubs and experience in this highly resilient sector positions it well to be the first choice US office S-REIT



*Analysis of leases signed in 2020 and 1H 2021 for 40,000 sf or more across U.S. and Canada⁽²⁾.

Keppel Pacific Oak US REIT

⁽¹⁾ https://www.globest.com/2021/11/02/tech-companies-claim-big-share-of-office-leasing-in-q3/

Cushman & Wakefield, US Office Sector, December 2021.

⁽³⁾ Savills Research, Seattle, Tech Sector Update, November 2021.

Low Tenant Concentration Risk

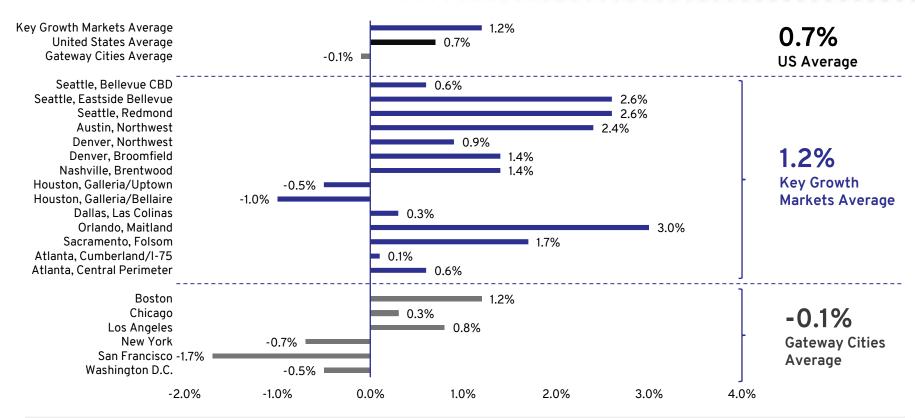


Majority of top 10 tenants are established TAMI companies located in the fast-growing tech hubs of Seattle – Bellevue/Redmond, Denver and Nashville.

As at 31 March 2022

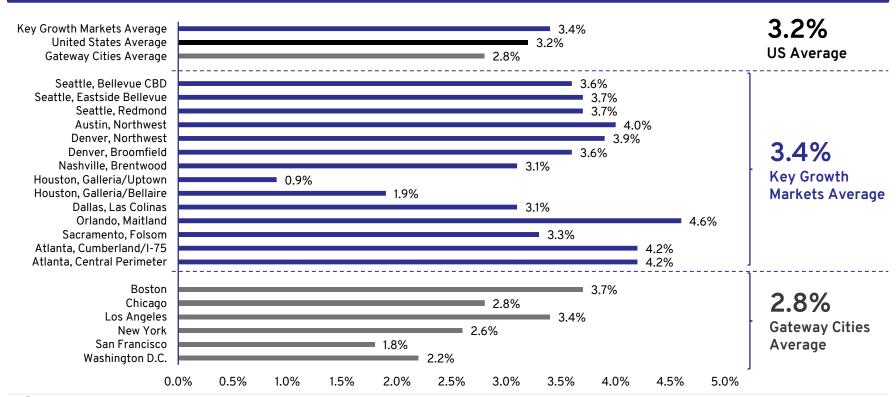
| Top 10 Tenants | Sector | Asset | Location | % of CRI |
|-----------------------------------|-------------------------|---------------------------|-------------------------------|-----------|
| Comdata Inc | Technology | Bridge Crossing | Nashville | 3.5 |
| Ball Aerospace | Technology | Westmoor Center | Denver | 3.2 |
| Lear Cooperation | Technology | The Plaza Buildings | Seattle – Bellevue/Redmond | 2.7 |
| Gogo Business Aviation | Technology | 105 Edgeview | Denver | 2.7 |
| Oculus VR | Technology | The Westpark Portfolio | Seattle – Bellevue/Redmond | 2.3 |
| Zimmer Biomet Spine | Technology | Westmoor Center | Denver | 2.0 |
| Spectrum | Media & Information | Maitland Promenade I & II | Orlando | 1.8 |
| Bio-Medical Applications | Medical & Healthcare | One Twenty Five | Dallas | 1.6 |
| Auth0 | Technology | The Plaza Buildings | Seattle – Bellevue/Redmond | 1.6 |
| U.S. Bank National Association | Finance & Insurance | The Plaza Buildings | Seattle – Bellevue/Redmond | 1.6 |
| Total | | | | 23.0 |
| WALE by NLA | | | | 4.8 years |
| WALE by CRI | | | | 4.8 years |

Last 12 Months Rent Growth



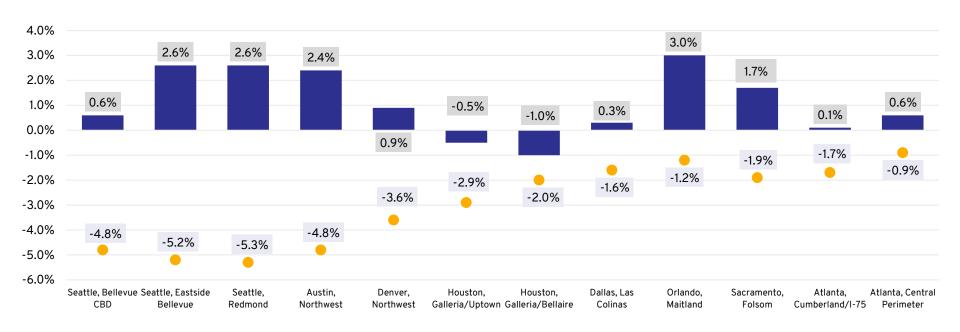
Projected 12-Month Rent Outlook

KORE's average in-place rents are 8.9% below asking rents, which will continue to drive organic growth



Actual Against Projected 12-Month Market Rent Growth

Rent growth* for the last 12 months outperformed projections for KORE's portfolio



■ Last 12-month Market Rent Growth⁽¹⁾

Projected 12-month Market Rent Growth (2)





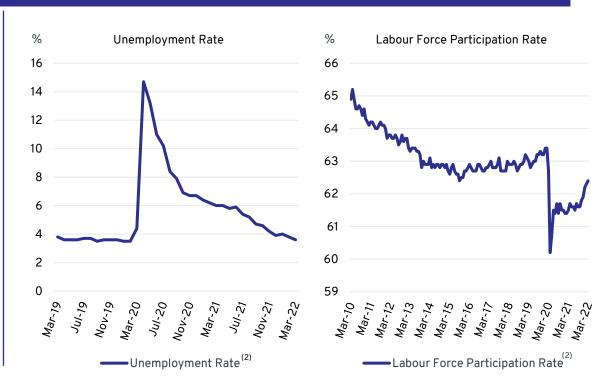
⁽²⁾ Based on CoStar Office Report, April 2021.



US Economic Progression

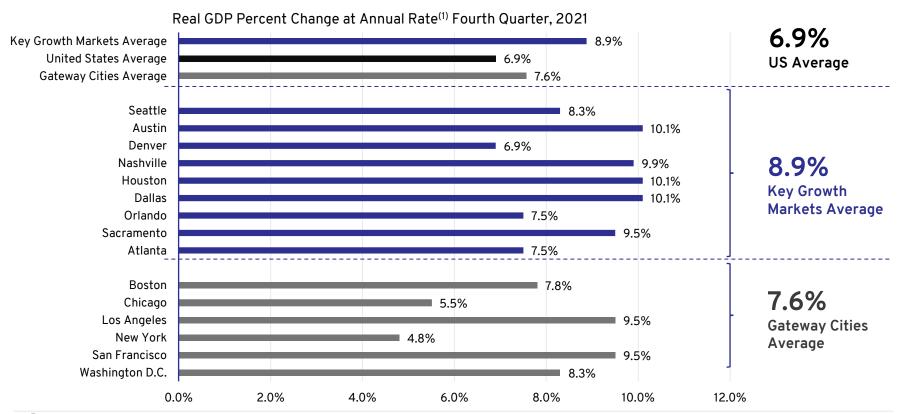
Muted economic activity expected in 1Q 2022

- US real GDP increased by 6.9% q-o-q in 4Q 2021 (1).
- Unemployment rate was 3.6% in March 2022, down from the high of 14.8% in April 2020's recession⁽²⁾. In February 2020, prior to the pandemic, unemployment rate was 3.2%.
- Labour force participation rate inched up to 62.4% in March 2022⁽²⁾.
- Annual inflation rate accelerated to 7.9% as at February 2022, signifying significant headwinds.



Positive Economics in KORE's Key Growth Markets

KORE's key growth markets continue to outperform national average



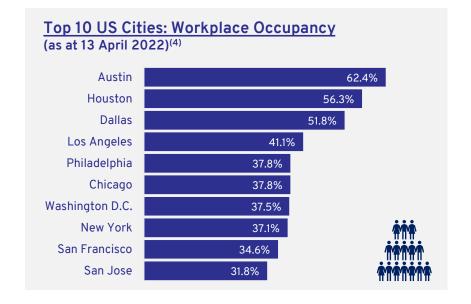
Return to Office On Track to Improve



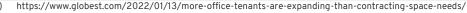
Suburban Markets Lead the Way as Tenants Target Amenity-rich Buildings

- Tenants appear to have long-term confidence in the office market as more companies are expanding their footprints than contracting⁽¹⁾.
- Sun Belt markets continue to outperform gateway cities.
 - Benefit from expansionary leasing activity concentrated on hub-and-spoke models⁽²⁾.
- Occupancy levels highest in suburban car-borne cities, as opposed to the denser CBD cities.
 - Texas markets of Austin, Houston and Dallas are leading at above $40\%^{(3)}$.

Texas metro areas lead in office occupancy.







https://www.globest.com/2022/01/12/office-leasing-is-up-50-from-its-covid-era-trough/

Colliers, The U.S. Office Market Continues to Stabilize, February 2022.



Strategic presence in some of the fastest growing states in the US.

First choice US office S-REIT focused on the fast-growing TAMI, medical and healthcare sectors across key growth markets in the US.



Exposure to the fast-growing TAMI, medical and healthcare sectors provides income resilience.



Highly diversified portfolio with low tenant concentration risk.



Resilient operating metrics with built-in average rental escalations for further organic growth.



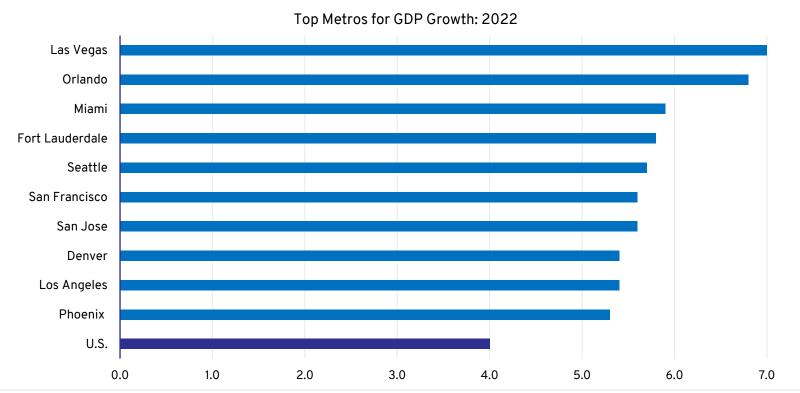
Robust financial position to continue pursuing opportunities in key growth markets with a tech focus.





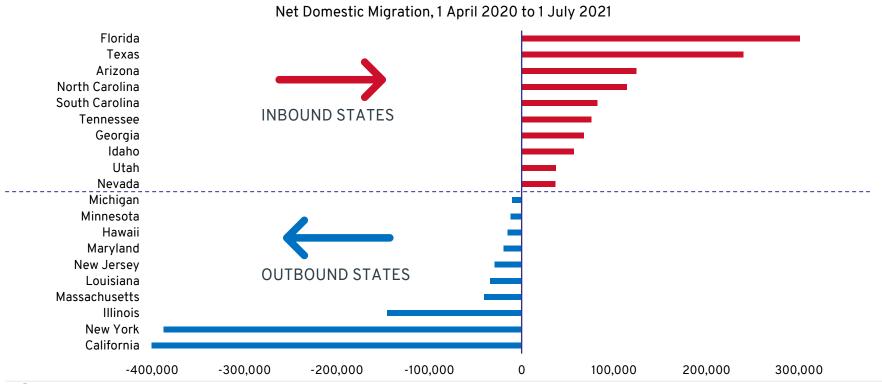
Tech-driven Cities Projected to Outperform

KORE's key growth markets continue to experience inbound growth



Top 10 Inbound vs Top 10 Outbound US States

KORE's key growth markets continue to experience inbound growth



Commitment to ESG Excellence

Sustainability is at the core of our strategy and we are committed to delivering sustainable distributions to Unitholders

Environmental Stewardship



Achieve a 30% reduction for Scopes 1 and 2 emissions by 2030, from 2019



Embark on **energy savings** initiatives through utilising LED light bulbs and reducing the use of energy intensive equipment across the portfolio



Continue to improve water conservation efforts

Increase waste recycling rate across the portfolio

Responsible Business



Uphold strong corporate governance, robust risk management, as well as timely and transparent communications



Execute a sound fiscal and asset management strategy



Maintain high standards of ethical business conduct and compliance best practices



Zero incidents of non-compliance with laws and regulations

Uphold high standards of cybersecurity and data protection best practices

Encourage the adoption of sustainability principles throughout the supply chain

People & Community



Maintain at least one-third female representation on the Board



Provide a safe and healthy environment for all stakeholders, adopting the Keppel Zero Fatality **Strategy** to achieve a zero fatality workplace



Achieve at least 20 training hours on average per employee in 2022

Achieve at least 75% in employee engagement score in 2022



Engage with local communities and contribute to Keppel Capital's target of more than 500 hours of staff volunteerism in 2022

First Choice Submarkets Outlook

Keppel Pacific Oak US REIT

| Submarket Property | Property Vacancy Rate (%) | Submarket Vacancy Rate (%) | Last 12M Deliveries (sf'000) | Last 12M Absorption (sf'000) | Under Construction (sf'000) | Last 12M Rental Growth (%) | Projected Rental Growth (%) |
|---|---------------------------------|----------------------------------|------------------------------------|------------------------------------|-----------------------------------|----------------------------------|-----------------------------------|
| Seattle, Bellevue CBD The Plaza Buildings | 11.1 | 5.7 | 1100 | 1000 | 4,267 ^{(1)*} | 0.6 | 3.6 |
| Seattle, Eastside Bellevue Bellevue Technology Center | 4.3 | 3.0 | 236 | 303 | - | 2.6 | 3.7 |
| Seattle, Redmond The Westpark Portfolio | 3.2 | 1.8 | - | 155 | 2500 ^{(1)#} | 2.6 | 3.7 |
| Austin, Northwest Great Hills Plaza & Westech 360 | 0.0(2) & 20.6(3) | 20.0 | 9.0 | 112 | 101.2 | 2.4 | 4.0 |
| Denver, Northwest Westmoor Center | 3.2 | 8.8 | 58.5 | 39.1 | 36.2 | 0.9 | 3.9 |
| Denver, Broomfield 105 Edgeview | - | 14.3 | 12 | (146) | - | 1.4 | 3.6 |
| Nashville, Brentwood Bridge Crossing | - | 15.2 | - | (28.1) | - | 1.4 | 3.1 |
| Houston, Galleria/Uptown 1800 West Loop South | 14.0 | 25.6 | - | (957) | - | (0.5) | 0.9 |
| Houston, Galleria/Bellaire Bellaire Park | 9.0 | 17.2 | - | (301) | - | (1.0) | 1.9 |
| Dallas, Las Colinas One Twenty Five | 6.0 | 25.3 | - | (264) | 512.3 ⁽¹⁾ | 0.3 | 3.1 |
| Orlando, Maitland Maitland Promenade I & II | 11.4 | 13.3 | - | (126) | - | 3.0 | 4.6 |
| Sacramento, Folsom Iron Point | 9.4 | 4.8 | - | 6.5 | - | 1.7 | 3.3 |
| Atlanta, Cumberland/I-75 Powers Ferry | 32.4 | 16.0 | 323 | (42.1) | 120 ⁽¹⁾ | 0.1 | 4.2 |
| Atlanta, Central Perimeter Northridge Center I & II | 21.6 | 19.1 | - | 387 | 130.6 | 0.6 | 4.2 |

Source: CoStar Office Report, April 2022.

* Majority of it refers to Amazon's construction.

(1) Majority of which are build-to-suit or have been pre-leased.

Refers to Microsoft's construction.

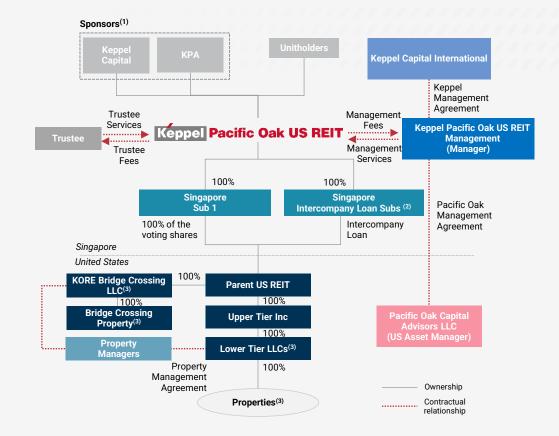
(3) Refers to Westech 360's vacancy.

(2) Refers to Great Hills Plaza's vacancy.

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Trust Structure

- ✓ Tax-efficient structure for holding US properties
 - No US corporate tax (21%) and US withholding tax (30%)
 - No Singapore corporate tax (17%) and Singapore withholding tax (10%)
 - Subject to limited tax
- ✓ Leverage Sponsors' expertise and resources to optimise returns for Unitholders
- ✓ Alignment of interests among Sponsors, Manager and Unitholders



- (1) Keppel Capital holds a deemed 7.1% stake in Keppel Pacific Oak US REIT (KORE). Pacific Oak Strategic Opportunity REIT, Inc. (KPA entity) holds a 6.2% stake in KORE. KPA holds a deemed interest of 0.9% in KORE, for a total of 7.1%.
- (2) There are four wholly-owned Singapore Intercompany Loan Subsidiaries extending intercompany loans to the Parent US REIT.
- (3) Bridge Crossing Property is held under KORE Bridge Crossing LLC, which in turn is held directly under Parent US REIT. The other properties in the portfolio are held under the various Lower Tier LLCs respectively.

Strong Sponsors: Keppel Capital and KORE Pacific Advisors



- Asset management arm of Keppel Corporation and a premier manager in Asia
- US\$31 billion⁽¹⁾
 Global assets under management as at end-2021
- ~40 cities across key global markets
 Diversified portfolio of real estate, infrastructure, data centres and alternative assets
- 17 Funds
 Over 200 professionals managing five listed REITs and business trust and 12 private funds



- Established commercial real estate investment manager in the US
- U\$\$4.0 billion
 Assets under management as at end-2020
- Over 20 markets
 High quality commercial, single-family, multi-family, hospitality real estate portfolio across the US
- 6 Funds
 Proven expertise in managing two public REITs and four private funds