# **Investor Presentation**

May 2023

#### 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 guarantee a liquid market for the Units.

The information relating to the US office market are extracted from reports prepared by CoStar. CoStar has not consented to the inclusion of the information quoted above and is thereby not liable for such information. Whilst reasonable action has been taken to ensure that the above information is reproduced in its proper form and context, and that the information is extracted fairly and accurately, neither the Manager nor any other party has conducted independent review of the information obtained from CoStar nor verified the accuracy of the contents of the relevant information obtained from CoStar. As such, the information from CoStar may not be comprehensive, and while they are believed to be accurate, such information is not guaranteed to be free from error, omission or misstatement. In addition, the information obtained from CoStar does not purport to contain all the information that may be required to evaluate the business and prospects of KORE or any purchase or sale of the units in KORE. Any potential investor should conduct his, her or its own independent investigation and analysis of the merits and risks of an investment in KORE.

#### **Content Outline**

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#### Constituent of:

MSCI

Singapore Small Cap Index

SGX = iEdge SG ESG Indices



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



CarbonCare Asia Pacific Green REIT Index

Signatory of:



1. Keppel Pacific Oak US REIT Management Pte. Ltd. is a signatory to the United Nations-supported Principles for Responsible Investment, under the membership of Keppel Capital.





## 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 Advis ("KPA")	ors
US Asset Manager	Pacific Oak Capital Advisors LLC, also for Pacific Oak Strategic Opportunity	
Manager	Keppel Pacific Oak US REIT Manageme Pte. Ltd.	ent
Investment mandate	To invest in a diversified portfolio of income-producing commercial assets real estate-related assets in key grow markets of the US with favourable economic and office fundamentals	
Distribution	Semi-annual distributions	

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

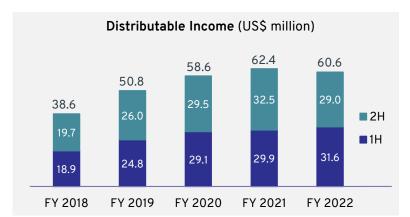


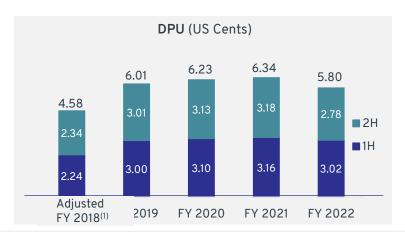
Extended footprint into new key growth market with the acquisition of One Twenty Five in Dallas, Texas



Nov 2019





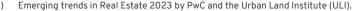


## KORE's Presence In Key Growth Markets

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







Ranking based on overall real estate prospects.



## **Financial Performance**

## Financial Highlights



	1Q 2023 (US\$ 'm)	1Q 2022 (US\$ 'm)	% Change
Gross Revenue	37.1	37.0	0.2
Net Property Income (NPI)	21.2	21.7	(2.7)
Adjusted NPI (excludes non-cash straight-line rent, lease incentives and amortisation of leasing commissions)	21.5	22.0	(2.0)
Income Available for Distribution <sup>(1)</sup>	13.1	16.6	(21.2)
Adjusted Income Available for Distribution <sup>(2)</sup>	13.1	14.9	(12.5)

### Adjusted Distributable Income for 1Q 2023 was down 12.5% year-on-year to US\$13.1m due to:

- Divestments of Northridge Center I & II and Powers Ferry in 2H 2022.
- Higher financing cost as a result of rising interest rates.

# Strong balance sheet with significant liquidity

- Aggregate leverage of 38.7% with no long-term refinancing requirements until Q4 2024.
- Cash and undrawn facilities of US\$126m.



<sup>1)</sup> Income available for distribution to Unitholders is based on 100% of the taxable income available for distribution to Unitholders.

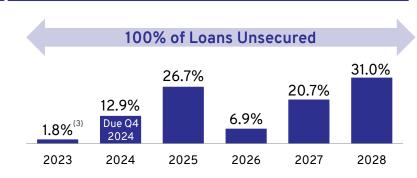
<sup>(2)</sup> The Manager has elected to receive 100% of its base fee for 1Q 2023 amounting to US\$1.5 million in the form of cash. Accordingly, 1Q 2022 adjusted income available for distribution to Unitholders has been restated to assume 1Q 2022 base fee of US\$1.7 million was paid in cash rather than units, to provide a like-for-like comparison to 1Q 2023 actual results.

## **Stable Financial Position**

Prudent capital management with 100% unsecured loans provide greater financial flexibility, no long-term refinancing obligation till late 2024

#### As at 31 March 2023 **Total Debt** US\$580.2 million of external loans 100% unsecured and no direct exposure to any US regional bank **Available Facilities** US\$39.8 million of uncommitted. revolving credit facility US\$50 million of committed revolving credit facility<sup>(5)</sup> 38.7% Aggregate Leverage(1) **Average Cost of Debt** 3.86% p.a. (Excludes amortisation of upfront debt financing costs) All-in Average Cost of Debt 3.96% p.a. (Includes amortisation of upfront debt financing costs) Interest Coverage(2) 3.6 times Weighted Average 3.4 years Term to Maturity

#### Debt Maturity Profile (as at 31 March 2023)



#### **Interest Rate Exposure**



#### Sensitivity to LIBOR/SOFR(4)

Every + 50bps in LIBOR/SOFR translates to - 0.065 US cents in DPU p.a.

(3) Refers to the US\$10.2m uncommitted revolving credit facilities drawn.

(5) Secured new US\$50 million committed revolving credit facility on 12 April 2023.



<sup>(1)</sup> Calculated as the total borrowings and deferred payments (if any) as a percentage of the total assets.

<sup>(2)</sup> Interest Coverage Ratio (ICR) disclosed above is computed based on the definition set out in Appendix 6 of the Code on Collective Investment Schemes revised on 16 April 2020. Q1 2023 adjusted ICR is the same as ICR.

<sup>(4)</sup> Based on the 22.1% floating debt, US\$10.2 million uncommitted revolving credit facility drawn which are unhedged and the total number of Units in issue as at 31 March 2023.

# Quality **Portfolio Driven By** Tech and **Innovation**



KORE's strategic presence in key growth markets and its focus on the fast-growing TAMI<sup>(1)</sup>, medical and healthcare sector provides income resilience.





SEATTLE - BELLEVUE/REDMOND, Washington

NASHVILLE, Tennessee

# Steady Income with Visible Organic Growth

## ~218,897sf

Leased spaces for 1Q 2023, equivalent to 4.6% of portfolio NLA. Excluding Spectrum's major renewal/expansion, the leased spaced is ~117,931 sf, equivalent to 2.5% of portfolio NLA. Portfolio WALE of 3.5 years<sup>(1)</sup> by CRI.

## ~2.1%

In-place rents are ~2.1% below asking rents, which provide an avenue for organic growth.

## (6.5%)

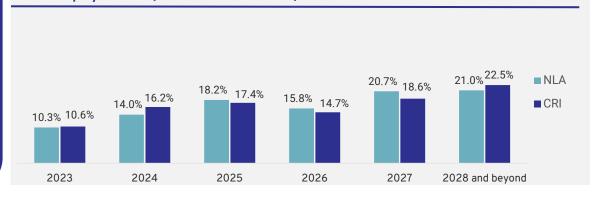
Negative rental reversion for 1Q 2023 skewed by Spectrum's renewal/expansion at Maitland, one of the few buildings where the asking rents is significantly below the in-place rent. Adjusted rental reversion excluding this lease was positive ~4.9%.

## ~2.4%

Built-in average annual rental escalation across the portfolio.



#### Lease Expiry Profile (as at 31 March 2023)





Based on NLA, portfolio WALE was 3.3 years.

<sup>(2)</sup> TAMI stands for technology, advertising, media, and information.

<sup>)</sup> Professional Services comprises tenants who provide management consulting, legal, real estate, engineering, manufacturing and educational services

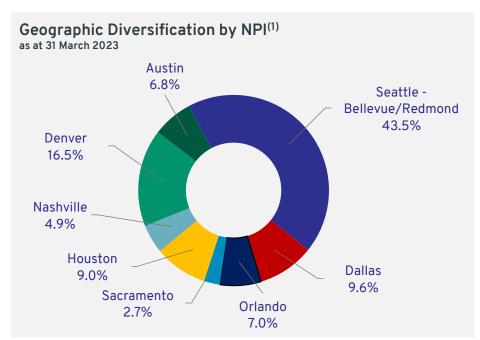
# Resilient Portfolio with Diversified Tenant Composition

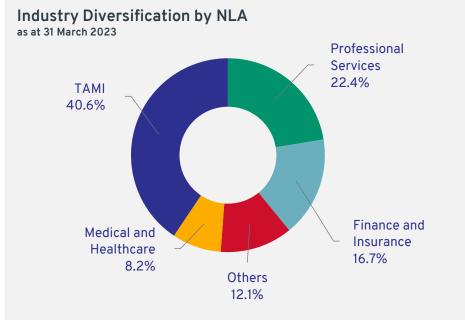


KORE's buildings and business campuses in the tech hubs of Seattle – Bellevue/Redmond, Austin and Denver contribute ~67% of NPI<sup>(1)</sup>



~49% of KORE's portfolio NLA comprises high-quality tenants from the growing and defensive sectors of TAMI, medical and healthcare





# Low Tenant Concentration Risk

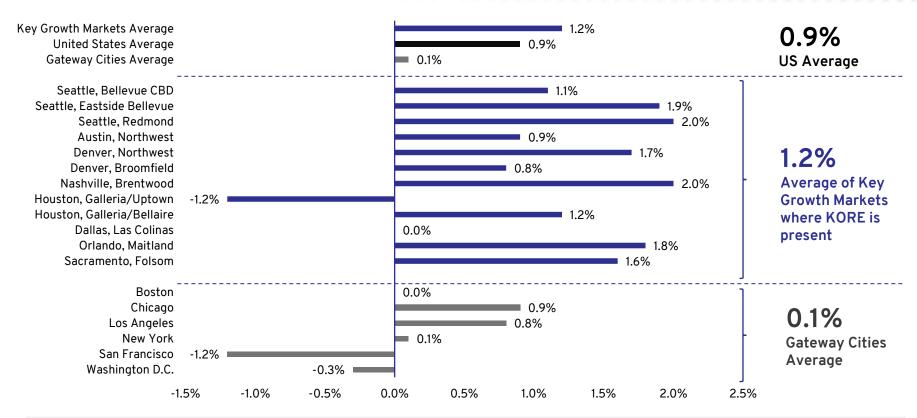


Majority of top 10 tenants are established TAMI companies, and most are located in the fast-growing tech hubs of Seattle – Bellevue/Redmond, Denver and Nashville.

#### As at 31 March 2023

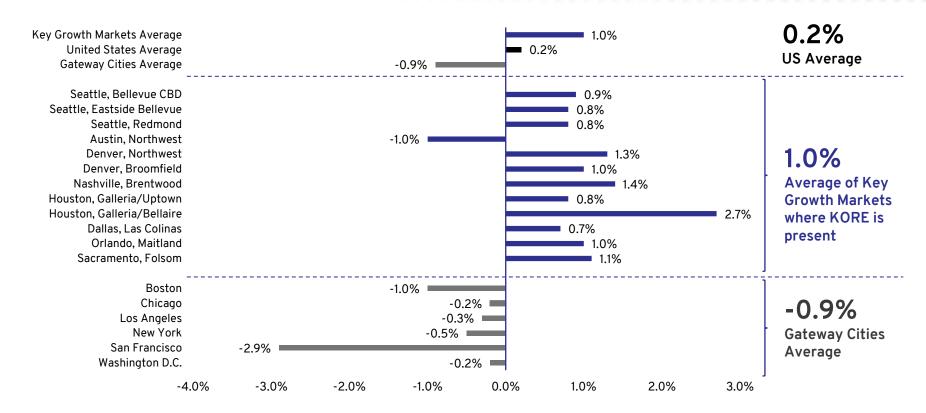
Top 10 Tenants	Sector	Asset	Location	% of CRI
Comdata Inc	TAMI	Bridge Crossing	Nashville	3.5
Ball Aerospace	TAMI	Westmoor Center	Denver	3.0
Lear Cooperation	TAMI	The Plaza Buildings	Seattle – Bellevue/Redmond	2.8
Gogo Business Aviation	TAMI	105 Edgeview	Denver	2.8
Meta	TAMI	The Westpark Portfolio	Seattle – Bellevue/Redmond	2.6
Zimvie <sup>(1)</sup>	TAMI	Westmoor Center	Denver	2.0
Spectrum	TAMI	Maitland Promenade I & II	Orlando	1.9
Goldman Sachs Personal Financial Management	Finance & Insurance	One Twenty Five	Dallas	1.8
Auth0	TAMI	The Plaza Buildings	Seattle – Bellevue/Redmond	1.7
Bio-Medical Applications	Medical & Healthcare	One Twenty Five	Dallas	1.7
Total				23.8
WALE by NLA				4.4 years
WALE by CRI				4.4 years

## **Last 12 Months Rent Growth**





# **Projected 12-Month Rent Outlook**







## First Choice Submarkets Outlook

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	9.7	7.9	-	(243)	4,747 <sup>(1)*</sup>	1.1	0.9
Seattle, Eastside Bellevue Bellevue Technology Center	4.9	3.0	-	5	-	1.9	0.8
Seattle, Redmond The Westpark Portfolio	2.8	1.5	350	370	2,500 <sup>(1)#</sup>	2.0	0.8
Austin, Northwest Great Hills Plaza & Westech 360	0.0(2) & 16.9(3)	20.8	-	(430)	-	0.9	(1.0)
Denver, Northwest Westmoor Center	2.7	10.2	3	(139)	33	1.7	1.3
Denver, Broomfield 105 Edgeview	5.4	17.0	-	(204)	-	0.8	1.0
Nashville, Brentwood Bridge Crossing	-	13.3	-	120	-	2.0	1.4
Houston, Galleria/Uptown 1800 West Loop South	14.9	31.5	-	(965)	-	(1.2)	0.8
Houston, Galleria/Bellaire Bellaire Park	15.6	18.2	-	43	-	1.2	2.7
Dallas, Las Colinas One Twenty Five	8.2	25.2	-	(222)	593 <sup>(1)</sup>	0.0	0.7
<b>Orlando, Maitland</b> <i>Maitland Promenade I &amp; II</i>	13.2	14.5	-	(121)	-	1.8	1.0
Sacramento, Folsom Iron Point	17.8	8.5	-	(246)	53	1.6	1.1



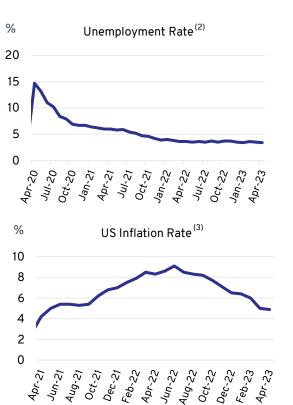
(3) Refers to Westech 360's vacancy.

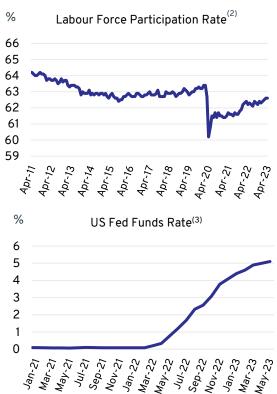
<sup>023. #</sup> Refers to Microsoft's construction.
or have been pre-leased. (2) Refers to Great Hills Plaza's vacancy.



## U.S. Economic Updates

- US real GDP increased by 1.1% quarter-on-quarter in 1Q 2023<sup>(1)</sup>.
- Unemployment rate dipped to 3.4% in April 2023<sup>(2)</sup>.
- Labour force participation rate unchanged at 62.6% in April 2023<sup>(2)</sup>.
- Annual inflation rate decreased further to 4.9% in April 2023<sup>(3)</sup>, the lowest since April 2021.
- US Federal Funds Rate increased to 5%-5.25% in May 2023<sup>(3)</sup>.



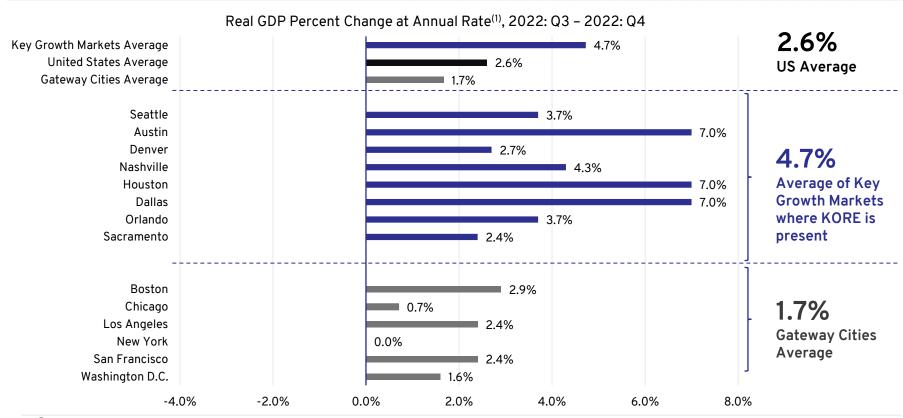




<sup>)</sup> Source: U.S. Bureau of Economic Analysis, April 2023.

<sup>)</sup> Source: U.S. Bureau of Labor Statistics, May 2023.

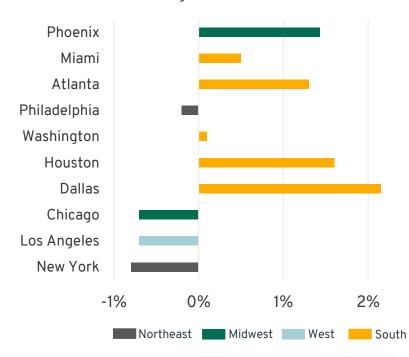
# Growth in the U.S. Economy



# Continued Exodus From America's Big Cities

- Most of the gateway cities continue to face a tough future.
- New York continues to lead the country in population loss and outmigration<sup>(1)</sup>.
  - ➤ Saw largest annual numeric and percent decline in its population, dropping by 180,341 people.
  - ➤ Lost more than 400,000 people in the last two years.
  - ➤ Number of unemployed increased by 83,500 between early 2020 and 3Q 2022 as unemployment rate surged above national average<sup>(2)</sup>.
- Beneficiaries of outmigration of these gateway cities are key growth markets where KORE is present.

#### 2021-2022 population change among the top 10 largest metro areas<sup>(1)</sup>

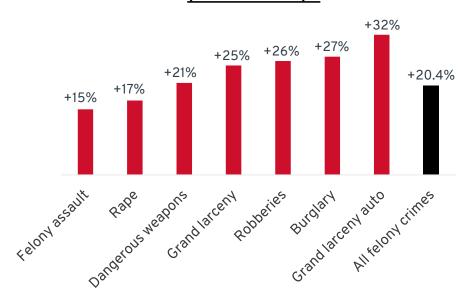




# New York City Record High Levels of Felony Crimes in 2022

- More than 170,000 felony crimes were reported in 2022 the most since 2006, when such statistics became publicly available<sup>(1)</sup>.
  - ➤ 172,852 felonies reported in 2022.
  - ➤ Increase of 20.4% from 2021 143,522 felonies lodged.
  - > Subway attacks are contributing to a perception of the increasing crime rate in the city.
- Executives who want workers to return to the office are reluctant because of the high crime rate<sup>(2)</sup>.
  - CEOs mobilized after a series of high-profile attacks on commuters.
  - > Goldman Sachs CEO is sensitive to the fears about crime.

# Rise in felony crimes in New York City (2021 to 2022)<sup>(1)</sup>





## Spike In Firms Leaving Chicago Traced Back To 2020

- Number of people leaving Chicago continues to grow<sup>(1)</sup>.
  - > Over the last five years, more people left than moved in (net loss of at least 249,000 people).
  - > Only New York and San Francisco saw bigger population declines.
- Experienced 78% increase in commercial vacancies in 2020, compared to 2019<sup>(2)</sup>.
- Chicago ranks second highest for combined state and local sales tax.
- Large firms no longer feel safe doing business in Chicago due to high crime rate.
  - ➤ Billionaire Ken Griffin decided to move Citadel's headquarters from Chicago to Miami, citing the unsafe environment.
  - ➤ McDonald's headquarters remain in Chicago. However, the CEO criticized the city for crime<sup>(3)</sup>.
  - ➤ With large firms leaving the state, job opportunities are reduced, and people are less incentivized to stay.

## List of companies that moved out of Chicago<sup>(2)</sup>

Store
Tyson Foods
Boeing
Caterpillar
Citadel
United Airlines
Old Navy
Walgreens



ABC News, Chicago metropolitan area population decline being addressed through revitalization projects, 4 May 2023.

https://filamtribune.com/list-of-businesses-leaving-democrat-run-chicago-illinois/ CNN Business, Big companies keep leaving Chicago. What's going on? 6 Oct 2022.

# Deteriorating Situation in Downtown San Francisco

- San Francisco shaken by organized crime.
- Residents are calling on authorities to address the increasingly dangerous situation.
- The city has become associated with images of sprawling homeless encampments and open-air drug markets<sup>(1)</sup>.

#### List of reasons cited from retailers who have left San Francisco<sup>(2)</sup>

- 1. Unsafe conditions for customers, retailers and employees, preventing economic recovery of the area.
- 2. High rent.
- 3. Theft and raiding.
- 4. Many homeless people hanging around, acting dangerously.

# Union Square Area Store Closures Since 2020<sup>(3)</sup>

Date announced	Store
May 2023	Nordstrom
March 2023	Amazon Go
January 2023	Banana Republic
February 2022	Crate & Barrel
January 2022	Abercrombie & Fitch
August 2021	Disney
February 2021	Uniqlo
November 2020	H&M
August 2020	Gap



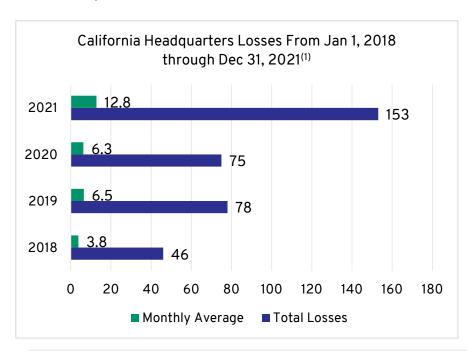
https://www.businessinsider.com/bob-lee-stabbing-murder-san-francisco-crime-data-square-block-2023-4/

<sup>(2)</sup> WSJ, San Francisco's Dying Downtown, 3 May 2023.

## California's Business Exits

#### California lost a total of 352 headquarters in the period January 1, 2018 through December 31, 2021

• Los Angeles and San Francisco counties have experienced the highest number of relocations, to growth markets where KORE is present.



Fortune 1,000 Headquarters that left California, 2018 – 2021 <sup>(1)</sup>				
Company	California Location	Destination	2022 Fortune Ranking	
McKesson Corp	San Francisco	Texas > Irving/ Las Colinas	9	
Tesla	Santa Clara	Texas > Austin	65	
Oracle	San Mateo	Texas > Austin	91	
Hewlett Packard Enterprise (HPE)	Santa Clara	Texas > Houston	123	
CBRE Group	Los Angeles	Texas > Dallas	126	

## **Relocations Out of California**

Top 10 states for California relocations (1)			
Rank	State	Known Relocations	
1	Texas	132	
2	Tennessee	31	
3	Nevada	25	
4	Florida	24	
5	Arizona	21	
6	Colorado	20	
7	North Carolina	13	
8	Ohio	7	
9	Georgia Kentucky Virginia	5 5 5	
10	Indiana Missouri Michigan Arkansas Utah	4 4 4 4 4	



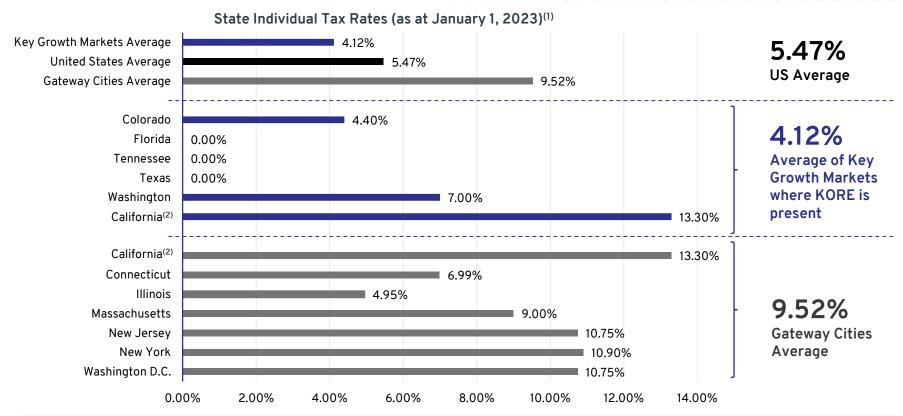
- High cost of buildings are driving large corporations away from California.
- Housing affordability crisis another reason for the shrinking population.
- These states, several of which KORE is already present in, are popular relocation destinations due to their low taxes and lower cost-of-living.





## Low State Personal Income Taxes

Individuals are moving to states with zero or low personal income taxes, accelerating population growth



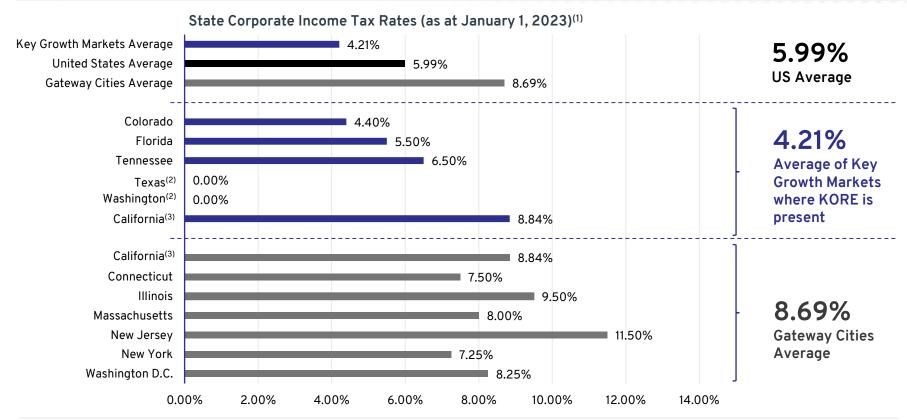


Tax Foundation's State Corporate Income Tax Rates and Brackets for 2023, based on top marginal individual income tax rates.

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# Low State Corporate Income Taxes

Companies are moving to states with zero or low corporate taxes, accelerating population growth



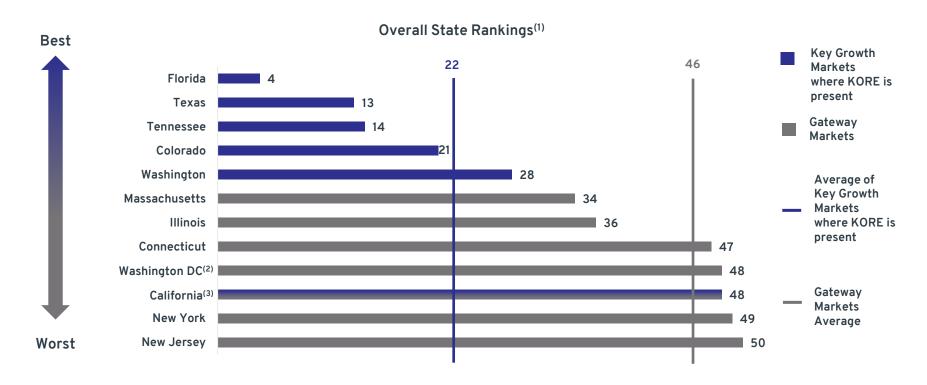


Tax Foundation's Individual Income Tax Rates and Brackets for 2023, based on top marginal individual income tax rates.

<sup>2)</sup> Texas and Washington do not have a corporate income tax but do have a gross receipts tax.

# 2023 Rankings for Overall State Taxes

Lower overall tax rates in KORE's key growth markets vs gateway cities





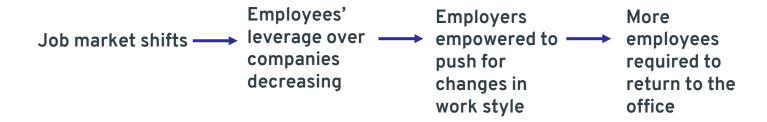
Note: A rank of 1 is best, 50 is worst.

<sup>(1)</sup> Tax Foundation's 2023 State Business Tax Climate Index.

<sup>(2)</sup> DC's score and rank do not affect other states.

# Large Firms Cutting Back Work-From Home

- Amazon and Meta joins corporate giants Disney, General Motors, Walmart, Starbucks and Vanguard Group in asking employees to return to offices more frequently.
  - \* Workplace collaboration and culture essential for employee development.
  - Shift in bargaining power of employees.
- US office occupancy broke 50% in February 2023, according to data tracked by Kastle Systems across the country's top ten metros.
- Tech layoff announcements have yet to result in major net declines in employment, meaning hiring is offsetting most layoffs<sup>(1)</sup>.





Strategic presence in some of the fastest growing states in the U.S.

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



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.



Stable financial position to continue pursuing opportunities in key growth markets with a tech, medical and healthcare focus.





## 2022 Sustainability Achievements

Execute sound fiscal and asset management strategy to drive growth and long-term value for Unitholders

#### **ENVIRONMENTAL STEWARDSHIP**

- ✓ Established a dedicated Board ESG
  Committee
- ✓ Progressive implementation of Taskforce on Climate-related Financial Disclosures (TCFD) recommendations
- ✓ Installation of needlepoint bipolar ionisation systems to reduce pollutants for tenant health and safety

#### **PEOPLE & COMMUNITY**

- ✓ Together with Keppel Capital, contributed >1000 community hours
- ✓ Female Directors represent 33.3% of the Board
- ✓ Diverse by **nationality**, **ethnicity** and **business experience**
- ✓ Provide safe and healthy environment for all stakeholders
- ✓ Achieved 21.2 training hours per employee

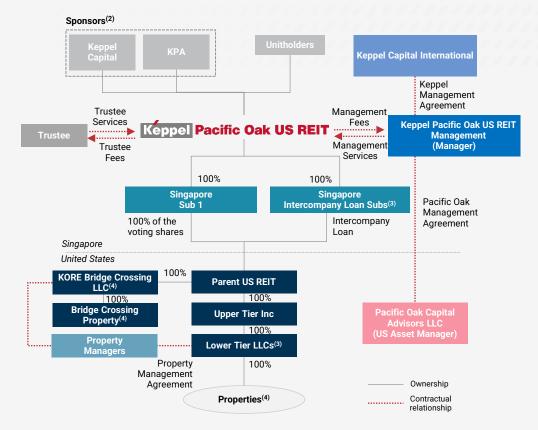


#### **RESPONSIBLE BUSINESS**

- Maintain high standards of ethical business conduct and compliance best practices
- √ > 1000 engagements with analysts and institutional investors in 2022
- ✓ Upgraded from 'BBB' to 'A' rating in the MSCI ESG Ratings Assessment
- ✓ Ranked 2<sup>nd</sup> in the Governance Index for Trusts (GIFT) and 9<sup>th</sup> in the Singapore Governance and Transparency Index (SGTI) under the REITs and Business Trusts category

## **Trust Structure**

- ✓ No withholding tax in relation to Section 1446(f)<sup>(1)</sup>
- √ 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



<sup>(1)</sup> Keppel Pacific Oak US REIT (KORE) announced that the US withholding tax under Section 1446(f) of United States Internal Revenue Code should not apply to non-US Unitholders of KORE. For more details, please refer to the announcement dated 1 January 2023.

<sup>(2)</sup> Keppel Capital holds a deemed 7.2% stake in KORE. Pacific Oak Strategic Opportunity REIT, Inc. (KPA entity) holds a 6.1% stake in KORE. KPA holds a deemed interest of 1.1% in KORE, for a total of 7.2%.

<sup>(3)</sup> There are four wholly-owned Singapore Intercompany Loan Subsidiaries extending intercompany loans to the Parent US REIT.

<sup>(4)</sup> 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
- U\$\$36.6 billion<sup>(1)</sup>
  Global assets under management as at end-2022
- ~40 cities across key global markets
   Diversified portfolio of real estate, infrastructure,
   data centres and alternative assets

- Established commercial real estate investment manager in the US
- U\$\$4.0 billion
   Assets under management as at end-2022
- Over 20 markets
   High quality commercial, single-family, multi-family, hospitality real estate portfolio across the US