# **Annual General Meeting**

17 April 2024

#### 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.

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

Recapitalisation Plan	3
FY 2023 Key Highlights	12
Key Growth Markets	14
1Q 2024 Key Business and Operational Updates	21
Additional Information	30

#### Constituent of:





FTSE ST REIT Index, FTSE Global Small Cap Index

iEdge SG ESG Indices

Signatory of:



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.



# Why Recapitalisation Was Necessary

- ➤ Leverage had risen to 43.2% post-FY 2023 valuation.
- ➤ Lenders were concerned about the United States (U.S.) office market.
- > The Monetary Authority of Singapore (MAS) and bank covenants limit KORE to 50% leverage.
- > Banks were, and are, reluctant to lend above 45% leverage for the U.S. market.
- > KORE has taken proactive measures with the goal of keeping leverage and interest coverage ratio well within the MAS requirements and banks' expectations.
- > KORE's operating performance has remained stable despite the difficult U.S. office market that began in 2020.
  - o FY 2023 net property income (NPI) was 2.2% higher supported by healthy portfolio committed occupancy of 90.3% as at end-December 2023 and remains 90.1% as at end-March 2024.
  - Occupancy and operating performance largely a result of the capital invested in the portfolio.
  - o Continued investments are necessary to maintain performance, occupancy and valuation.
- > It is not sustainable for KORE to continue funding capital via debt given its leverage level and the constraints outlined above.

# **Recapitalisation Options and Decision**

## **Recapitalisation Options:**

- · Several options were evaluated to recapitalise KORE's balance sheet.
  - > Divestments not possible at that point because of the difficult U.S. real estate market.
  - > Equity fund raising (EFR) Unlikely to raise enough at that point in time to solve leverage concerns and would require capital from Unitholders.
  - > Reduction of distributions trust deed limits KORE to either a 10% or 100% reduction.
    - > The drop in valuation of KORE's assets announced on 30 January 2024 created a loss situation in which any distribution would be in excess of the combination of profits and the US\$75 million loans due for refinancing by 4Q 2024<sup>(1)</sup>.
    - ➤ However, suspending distributions would impact Unitholders who rely on them.

## **Decision To Suspend Distributions:**

- Given the above, KORE determined the best option for the REIT and its Unitholders is to suspend distributions beginning 2H 2023.
  - > KORE expects distributions will be suspended through the 2H 2025 distribution that would otherwise be paid in 1H 2026.
  - > Provides significantly more capital over two years than an EFR could have raised.



This takes into account paragraph 7.3 of Appendix 6 to the Code on Collective Investment Schemes ("Property Funds Appendix") which states that if "the manager declares a distribution that is in excess of profits, the manager should certify, in consultation with the trustee, that it is satisfied on reasonable grounds that, immediately after making the distribution, the property fund will be able to fulfil, from the deposited property of the property fund, the liabilities of the property fund as they fall due".



# **Additional Background**

## **Capital Requirements For U.S. Office:**

- U.S. office requires a lot more capital to build out and lease office space, which is very different from the Singapore office market.
- Capital needs are funded by landlords, not tenants. Without the necessary capital investments, U.S. landlords' ability to retain tenants and attract new ones would be greatly compromised, thus leading to a decline in occupancies and NPI.
- If occupancies and rents decline, valuations will also decline.
- KORE plans to continue to reinvest strategically in its properties to ensure they remain attractive to current and prospective tenants.

#### Leverage Considerations:

- Leverage has grown each year since capital expenditures have been funded with debt.
- In the years we had acquisitions, the increase was somewhat offset by raising additional capital.
- Two buildings in Atlanta were divested in 2022 which was why leverage only grew to 38.2% from 37.2% in that year.
- In 2023, KORE's leverage increased to 43.2% primarily due to the lower portfolio valuation and its debt funded capital spend.

# **Recapitalisation Plan Goals**

- Maintain leverage within the MAS limits and bank debt covenants.
  - > There is always the risk that asset valuations could change enough to cause KORE to exceed MAS limits or breach the bank debt covenants.
  - > KORE plans to invest capital strategically to preserve the capital value of the portfolio in order to mitigate the risks of this possibility.
- Avoid selling buildings at significant discounts to current valuations.
- Refinance the loans due in 2024 and 2025 prior to maturity.
- Continue to invest in the portfolio in order to maximise NPI and restart distributions in FY 2026.
- Re-commence distributions at an earlier date than planned, If market conditions allow.

## **US Office S-REITs Differentiators**

- There are various factors that impact the operational performance and differentiate the U.S. office S-REITs. These include:
  - > Market Presence KORE invests in key growth markets, primarily 18-hour and Super Sun Belt Cities.
  - > Tenant Concentration KORE's top 10 tenants contributes only 26.3% of portfolio CRI, with the largest tenant contributing 3.7%.
  - > Tenant Mix TAMI<sup>(1)</sup> represents 42.3% and medical and healthcare represents 9.0% of KORE's portfolio NLA.
  - > Asset Management Strategy KORE reinvests strategically and significantly in amenities, spec suites and tenant spaces.
- Asset management strategy, regardless of the other factors, is critical, and the following are of particular importance:
  - > Providing the right amenities that attract tenants.
  - > Building out high quality tenant spaces.
  - > Creating speculative suites to accelerate leasing and cashflow.
  - > All of the above require significant investments of capital but should result in stronger occupancy, NPI and valuations.

# US Office S-REITs Capex and Occupancy Comparison

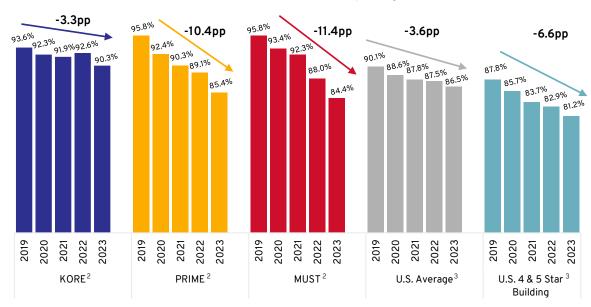
FY2020	KORE	PRIME	MUST
AUM (1) (US\$ mil)	1,282.8	1,427.4	2,120.6
Capex (1) (US\$ mil)	26.3	9.5	25.6
% Capex Per AUM	2.1	0.7	1.2

FY2021	KORE	PRIME	MUST
AUM (1) (US\$ mil)	1,415.4	1,687.7	2,356.6
Capex (1) (US\$ mil)	27.5	14.3	31.4
% Capex Per AUM	1.9	0.8	1.3

FY2022	KORE	PRIME	MUST	
AUM (1) (US\$ mil)	1,423.4 1,716.8		2,387.2	
Capex (1) (US\$ mil)	43.6	29.1	30.6	
% Capex Per AUM	3.1	1.7	1.3	

FY2023	KORE	PRIME	MUST	
AUM <sup>(1)</sup> (US\$ mil)	1,470.0	1,740.5	2,298.9	
Capex <sup>(1)</sup> (US\$ mil)	46.7	23.7	43.9	
% Capex Per AUM	3.2	1.4	1.9	

## US office S-REITs occupancy



- (1) The total capital expenditure data and AUM numbers have been obtained from the Investment Properties notes to the financial statements of Keppel Pacific Oak US REIT, Prime US REIT and Manulife US REIT, as reported in their respective FY2022, FY2021 and FY2020 Annual Reports.
- (2) The occupancy data have been obtained from the respective S-REIT's FY2023, FY2022, FY2021, FY2020 and FY2019 financial results.
- (3) U.S. Average and US 4 & 5 Star Building occupancy are obtained from their respective Costar reports.

# **Commitment Towards Recovery**

KORE will continue to invest in the portfolio, with the goal of maximising NPI by the end of 2025 and restarting distributions for FY 2026 at the highest appropriate level, balancing the capital needs of the REIT and the desire to distribute income to Unitholders.

#### **Commitment:**

- · This was not an easy decision to make.
- The Manager understands many Unitholders rely on the income from KORE's distributions.
- Reduced cash flow will adversely impact Unitholders' but not investing in the portfolio would have a worse long-term effect.
- The Manager is committed to work tirelessly to achieve its goals of optimising NPI, with a view to restarting distributions as early as possible.

# Important: Submission Of Relevant Tax Forms

It is important for Unitholders to continue to comply with the relevant documentation requirements or they will be subject to U.S. withholding tax under the IRC, including under FATCA.

- While distributions to Unitholders are expected to be suspended through to the 2H 2025 distribution that would otherwise be paid in 1H 2026, KORE will still receive taxable interest income from its U.S. subsidiaries.
- KORE would have to bear the withholding tax based on the proportion of non-compliant Unitholders who fail to submit the U.S. withholding forms and certificates.
- This would reduce the income retained and negatively affect KORE and its Unitholders.
- We strongly encourage all Unitholders to submit the relevant tax forms to reduce the withholding tax burden on KORE.
- When the distributions re-commence, Unitholders with valid U.S. tax forms will continue to receive distributions exempted from U.S. withholding tax deduction.

For further details on the documentation required for U.S. tax exemption, Unitholders can also refer to KORE's website www.koreusreit.com.



# FY 2023 Key Highlights

## **Portfolio Valuation**

US\$1.33 billion



Net Property Income (NPI)





Leasing momentum





leases signed in FY 2023

This was equivalent to 14.7% of the portfolio net lettable area, bringing portfolio committed occupancy to 90.3% as at 31 December 2023. Built-in average rental escalations of ~2.6% across the portfolio.

Portfolio valuation decreased by 6.8% or US\$97.1 million year-on-year (y-o-y). Taking into consideration capital expenditures and tenant improvements for 2023, there was a fair value loss of US\$142.3 million.

Despite the disposal of the two Atlanta assets in 2H 2O22, NPI increased by 2.2% y-o-y to US\$86.1 million. This was due to better performance of the remaining assets in the portfolio.

## **Aggregate Leverage**

43.2%(1)

Arising from KORE's portfolio valuation loss, aggregate leverage has increased to 43.2%.

#### Income Available For Distribution

13.8% YoY

Income available for distribution of US\$52.2 million for FY 2023 was lower than FY 2022 by 13.8%, mainly due to the higher financing costs.

No distribution declared for 2H 2023 arising from the recapitalisation plan.

## **Interest Coverage Ratio**

## 3.2 times(2)

Weighted average term to maturity was 2.7 years as at 31 December 2023. US\$75 million of loans mature in 4Q 2024.







## KORE's Presence In Key Growth Markets

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



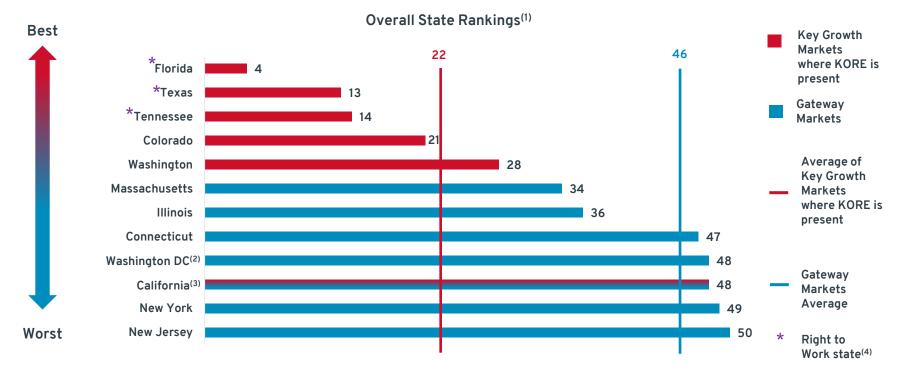




Ranking based on overall real estate prospects.

## 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.

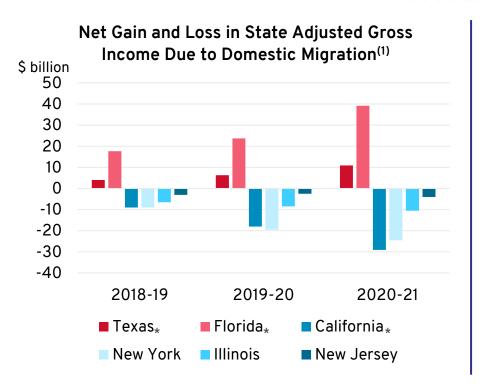
- Tax Foundation's 2023 State Business Tax Climate Index.
  - 2) DC's score and rank do not affect other states.
- (3) The state of California encompasses the key growth city of Sacramento and the gateway cities of Los Angeles and San Francisco.

**1**6

(4) Right to work states indicate that there are laws that allow residents to work without being forced to join a union or pay union fees.



# Blue States Losing Taxpayers and Income



- Chicago lost at least 249,000 people over the last five years<sup>(2)</sup>.
- New York City lost almost 550,000 residents from Apr 2020 to Jul 2023<sup>(3)</sup>; whilst the San Francisco Bay area lost at least 250,000 households from 2018 through the end of 2022<sup>(4)</sup>.
- California confronted with close to US\$32 billion deficit for 2023-24, on pace to have a budget deficit of US\$68 billion in 2024-25<sup>(5)</sup>.
- New York City's independent budget monitor projected US\$1.8 billion budget shortfall in 2024<sup>(6)</sup>.
- Loss of thousands of high-paying jobs, straining city and state finances by sapping tax revenue.

<sup>(6)</sup> Bloomberg, NYC's Budget Watchdog Pegs City's Deficit at Just \$1.8 Billion, December 2023.





WSJ, The Blue State Exodus Accelerates, April 2023.

<sup>(2)</sup> ABC News, Chicago metropolitan area population decline being addressed through revitalization projects, May 2023.

<sup>3)</sup> The New York Times, New York City's Population Shrinks by 78,000, According to Census Data, March 2024.

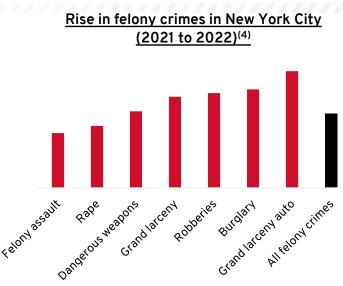
<sup>(4)</sup> ABC News, These Bay Area metro areas saw thousands of households move away from 2018 to 2022, February 2023.

<sup>5)</sup> Calmatters, Year in review: California descends into budget deficit, December 2023.

# **Deteriorating Situation in Gateway Cities**

San Francisco Store Closures Since 2020 <sup>(1)</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		





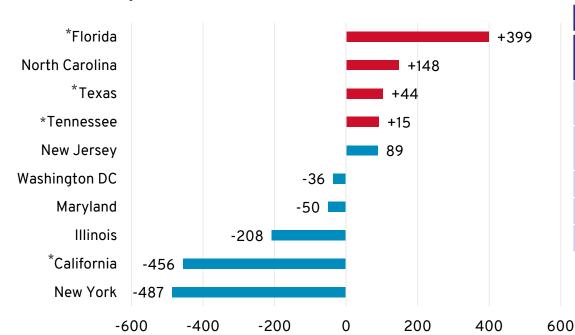
- List of reasons cited from retailers who have left San Francisco<sup>(2)</sup>
  - > Unsafe conditions for customers, retailers and employees; high rent; theft and raiding; high homelessness rate.
- Large firms no longer feel safe doing business in Chicago due to high crime rate.
  - > Billionaire Ken Griffin decided to move Citadel's headquarters from Chicago to Miami, citing the unsafe environment.
- In New York City, 172,852 felonies reported in 2022, the most since 2006<sup>(4)</sup>.



- The Standard Research, May 2023.
- WSJ, San Francisco's Dying Downtown, May 2023.
- (3) https://filamtribune.com/list-of-businesses-leaving-democrat-run-chicago-illinois/
- 4) NY Post, NYC saw record levels of felony crimes last year, most in over 15 years, February 2023.

## **Business Migrations To The South**

Net migration of businesses across the United States, 2021(1)\*\*



Headquarter Relocations <sup>(2)</sup>			
Top 5 markets that gained headquarters	Top 5 markets that lost headquarters		
*Austin: 66	San Francisco/ San Jose: 79		
*Dallas: 32	Los Angeles/ Irvine: 50		
*Houston: 25	New York City: 21		
*Nashville: 21	San Diego: 11		
*Denver: 17	Chicago: 10		

• Business climate and lower taxes were cited as the top reasons to relocate<sup>(3)</sup>.

<sup>\*\*</sup> The data only tracked single-establishment firms, which does not take into account the gain and losses from the movement of large firms and headquarters (ie. Citadel, Boeing and Caterpillar).





<sup>(1)</sup> U.S. Bureau of Labor Statistics, June 2023.

<sup>(2)</sup> CBRE Insights, The Shifting Landscape of Headquarters Relocations: Trends and Outlook, December 2023.

<sup>(3)</sup> CBRE Americas Consulting, Harvard Business Review, Ytexas, BizJournals.com, 2018-2023.

<sup>\*</sup> States where KORE has presence.

## **Relocations Out of California**

Top 6 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		

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	

- Los Angeles and San Francisco counties have experienced the highest number of relocations, several to growth markets where KORE is present.
- California lost 46, 78, 75 and 153 headquarters between 1 January 2018 to 31 December 2021(1).



## Financial Highlights

	1Q 2024 (US\$ 'm)	1Q 2023 (US\$ 'm)	% Change
Gross Revenue	37.1	37.1	-
Net Property Income (NPI)	21.0	21.2	(0.8)
Adjusted NPI (excludes non-cash straight-line rent, lease incentives and amortisation of leasing commissions)	21.6	21.5	0.4
Income Available for Distribution <sup>(1)</sup>	11.9	13.1	(8.8)
Other information: Finance and other trust expenses	(7.7)	(6.7)	14.9



Income Available for Distribution for 1Q 2024 was down 8.8% yearon-year to US\$11.9m mainly due to:

 Higher financing cost as a result of higher interest rates.

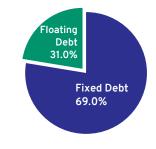
## **Financial Position**

#### As at 31 March 2024

## **Total Debt** U\$\$607.2 million of external loans **Available Facilities** US\$50.0 million of uncommitted revolving credit facility US\$12.8 million of committed revolving credit facility Aggregate Leverage(1) 43.0% Average Cost of Debt 4.34% p.a. (Excludes amortisation of upfront debt financing costs) All-in Average Cost of Debt 4.46% p.a. (Includes amortisation of upfront debt financing costs) Interest Coverage(2) 3.0 times Weighted Average

2.5 years

#### **Interest Rate Exposure**

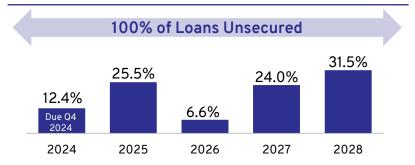


## Sensitivity to SOFR<sup>(3)</sup>

Every + 50bps in SOFR translates to approximately - US\$0.9 million impact on income available for distribution p.a.

**69.0%**<sup>(4)</sup> of the REIT's loans have been hedged through floating-to-fixed interest rate swaps.

## Debt Maturity Profile (as at 31 March 2024)

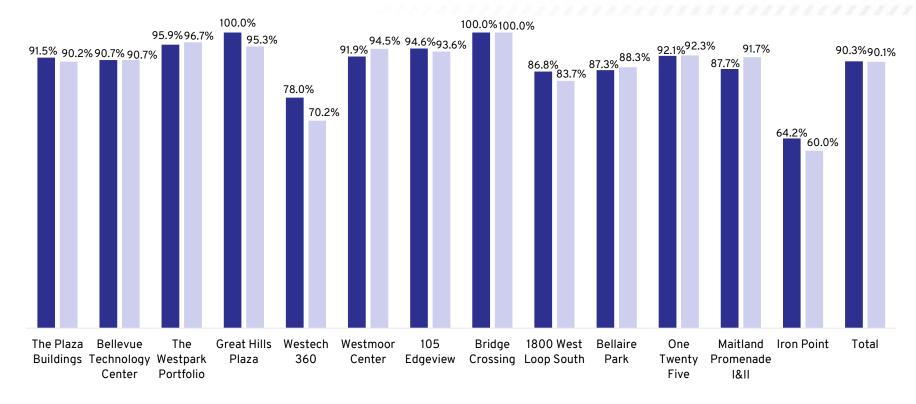




Term to Maturity

- (1) Calculated as the total borrowings and deferred payments (if any) as a percentage of the total assets.
- (2) Interest Coverage Ratio (ICR) and adjusted ICR is computed based on the definition set out in Appendix 6 of the Code on Collective Investment Schemes revised on 16 April 2020. Adjusted ICR of 3.0 times includes the dividends on preferred units.
- (3) Based on the floating debt of 31.0% and total number of units issued as at 31 March 2024.
- (4) Excludes uncommitted revolving credit facilities.

# **Committed Occupancy By Property**



■ As at 31 Dec 2023

As at 31 Mar 2024

# Steady Income with Visible Organic Growth

## 335,437 sf

Leased spaces for 1Q 2023, equivalent to 7.0% of portfolio NLA. Portfolio WALE of 3.8 years<sup>(1)</sup> by CRI.

## 2.6%

Built-in average annual rental escalation across the portfolio.

## 1.2%

In-place rents are 1.2% below asking rents.

## (1.4%)

Negative rental reversion for 1Q 2024, mainly affected by renewals at Bellevue Technology Center and Westmoor.



New leasing demand and expans	ions from:
TAMI <sup>(2)</sup>	41.5%
Professional Services <sup>(3)</sup>	32.8%
 Finance and Insurance	10.5%
Others	7.8%
Medical and Healthcare	7.4%







<sup>)</sup> Based on NLA, portfolio WALE was 3.7 years.

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

<sup>(3)</sup> Professional Services comprises tenants who provide management consulting, legal, real estate, engineering, manufacturing and educational services

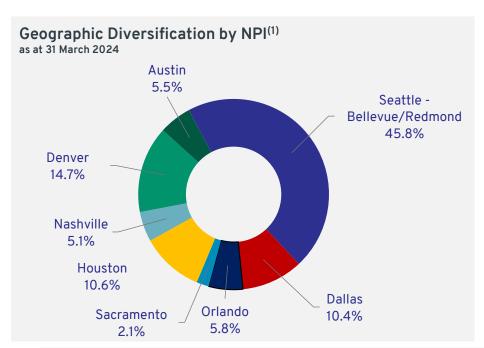
# Resilient Portfolio with Diversified Tenant Composition

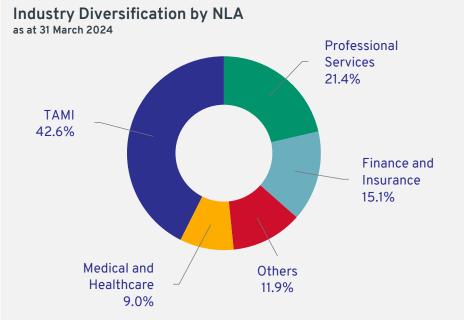


KORE's buildings and business campuses in the tech hubs of Seattle – Bellevue/Redmond, Austin and Denver contribute ~66% of NPI<sup>(1)</sup>



~52% of KORE's portfolio NLA comprises high-quality tenants from the growing and defensive sectors of TAMI, medical and healthcare



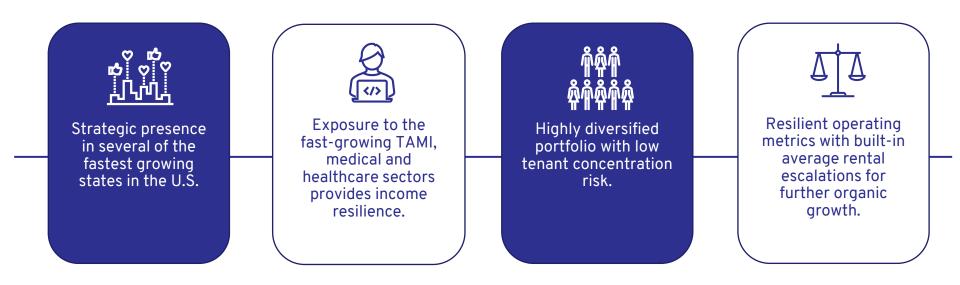




## **Low Tenant Concentration Risk**

Top 10 Tenants	Sector	Asset	Location	% of CRI	% of NLA	
Comdata Inc	TAMI	Bridge Crossing	Nashville	3.8	3.9	
Ball Aerospace	TAMI	Westmoor Center	Denver	3.4	4.5	
Gogo Business Aviation	TAMI	105 Edgeview	Denver	3.0	2.5	KODE has aver
Lear Cooperation	TAMI	The Plaza Buildings	Seattle – Bellevue/Redmond	3.0	1.3	KORE has over 380 distinct tenants with the top 10
Spectrum	TAMI	Maitland Promenade I & II	Orlando	2.8	2.4	tenants contributing only 27.3% of CRI.
Meta	TAMI	The Westpark Portfolio	Seattle – Bellevue/Redmond	2.8	2.6	Majority of KORE's top
TerraPower	TAMI	Bellevue Technology Center	Seattle – Bellevue/Redmond	2.6	2.0	established TAMI companies, located in
Zimvie <sup>(1)</sup>	TAMI	Westmoor Center	Denver	2.2	2.2	the fast-growing
United Capital Financial Advisor	Finance & Insurance	One Twenty Five	Dallas	1.9	1.1	technology hubs of Seattle –
Bio-Medical Applications	Medical & Healthcare	One Twenty Five	Dallas	1.8	1.1	Bellevue/Redmond, Denver and Nashville.
Total				27.3	23.6	
WALE by NLA					4.7 years	
WALE by CRI					4.8 years	

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







## 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	9.8	11.2	2100	1600	2,630 <sup>(1)*</sup>	(2.3)	(4.4)
Seattle, Eastside Bellevue Bellevue Technology Center	9.3	6.5	-	(393)	-	(2.3)	(4.4)
Seattle, Redmond The Westpark Portfolio	3.3	8.6	144	(448)	3,000(1)#	(2.7)	(4.4)
Austin, Northwest Great Hills Plaza & Westech 360	4.7(2) & 29.8(3)	22.3	-	(346)	-	0.7	(1.4)
Denver, Northwest Westmoor Center	5.5	12.7	-	(189)	45	1.9	(0.9)
Denver, Broomfield 105 Edgeview	6.4	14.9	-	181	143	1.6	(1.1)
Nashville, Brentwood Bridge Crossing	-	16.7	-	(338)	-	2.1	(0.3)
Houston, Galleria/Uptown 1800 West Loop South	16.3	30.2	-	(98)	-	0.9	0.0
Houston, Galleria/Bellaire Bellaire Park	11.7	16.7	-	(22)	-	0.4	0.6
Dallas, Las Colinas One Twenty Five	7.7	23.9	457	418	982 <sup>(1)</sup>	1.5	0.4
Orlando, Maitland Maitland Promenade I & II	8.3	16.9	-	(163)	-	2.2	0.6
Sacramento, Folsom Iron Point	40.0	8.6	20	(29)	33	1.0	0.0



<sup>#</sup> Refers to Microsoft's construction. (2) Refers to Great Hills Plaza's vacancy. \* Majority of it refers to Amazon's construction. (3) Refers to Westech 360's vacancy.