## RHB Virtual Corporate Event for Malaysian Investors 5 June 2020



#### 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.

#### Content Outline

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# Overview

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Tenant lounge The Westpark Portfolio Seattle, Washington



Indoor courtyard, Great Hills Plaza, Austin, Texas

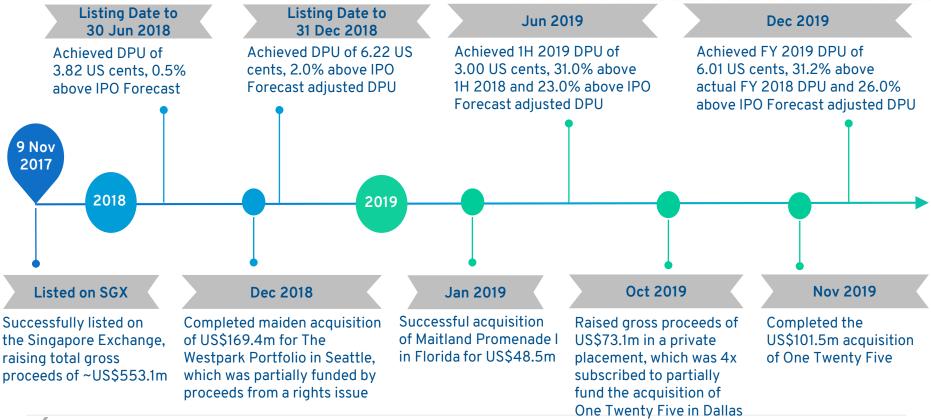
### About Keppel Pacific Oak US REIT (KORE)

Distinctive US office REIT focused on <u>key growth markets</u> with <u>positive economic</u> <u>and office fundamentals</u> that generally outpace that of the US national average, as well as the average of the gateway cities Unique exposure to key US growth markets Benefitting from solid US office real estate fundamentals

Tax advantaged structure

Sponsors	<ul> <li>Keppel Capital and KPA</li> </ul>
US Asset Manager	<ul> <li>Pacific Oak Capital Advisors LLC, also advisor for Pacific Oak Strategic Opportunity REIT</li> </ul>
Manager	<ul> <li>Keppel Pacific Oak US REIT Management Pte. Ltd.</li> </ul>
Investment mandate	<ul> <li>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</li> </ul>
Distribution Policy & Distribution Currency	<ul> <li>Semi-annual distributions</li> <li>Distributions declared in US dollars; Unitholders have the option to receive distributions in Singapore or US dollars (by submitting a 'Currency Election Form')</li> </ul>

## **Over 2.5 years Track Record of Sustained Growth**



## First Choice Submarkets in Key Growth Markets

#### SEATTLE, Washington (39.5%)





The Westpark

Occupancy: 95.7%

Portfolio

The Plaza Buildings<br/>Occupancy: 97.3%Bellevue Technology<br/>CenterOccupancy: 98.6%





Westmoor Center Occupancy: 96.6%

#### SACRAMENTO, California (4.9%)



Iron Point Occupancy: 99.5%

#### AUSTIN, Texas (5.8%)



Great Hills Plaza Occupancy: 100.0%



Westech 360 Occupancy: 90.8%

#### ATLANTA, Georgia (5.7%)



Powers Ferry Occupancy: 93.5%

HOUSTON, Texas (13.0%)

Northridge Center I & II Occupancy: 84.2%

ORLANDO, Florida (11.3%)



Maitland Promenade I & II Occupancy: 96.8%

#### DALLAS, Texas (10.5%)



**One Twenty Five** Occupancy: 95.8%



1800 West Loop SouthBellaire ParkOccupancy: 77.3%Occupancy: 90.3%



13 freehold office buildings and business campuses across 8 key growth markets

Portfolio NLA

Over 4.7 million sf

Portfolio Value US\$1.27 billion

Portfolio Committed Occupancy (by NLA) 94.0%

All information as at 31 March 2020. Percentage breakdown beside each state refers to CRI contribution.



## **Driving Operational Excellence**

Presence in • first choice submarkets in key growth markets

Exposure to growth and defensive sectors of technology and healthcare which comprise 37.6% of portfolio NLA. Highly • diversified portfolio with low tenant concentration risk

Top 10 tenants contribute only 19.5% of portfolio cash rental income.

100% •unsecured debt

Weighted average term to maturity of 2.9 years with no long-term refinancing requirements until November 2021. Strong rental reversion of 12% Strong average rental reversion across the portfolio, supported by strong leasing demand and rent **growth** across the key growth markets.

Stable portfolio committed occupancy Healthy committed occupancy of 94.0% and long WALE of 4.2 years by CRI. Index inclusion will improve trading liquidity

Added as a constituent to the MSCI Singapore Small Cap Index on 29 May 2020 and the FTSE All World Small Cap Index on 20 March 2020.

## **Resilient Portfolio**

Top 10 tenants as at 31 March 2020

- Highly diversified portfolio with low tenant concentration risk
- Top 10 tenants contribute only 19.5% of CRI, with the largest tenant only contributing 3.5% of CRI
- KORE's buildings and business campuses in the tech hubs of Seattle, Austin and Denver contribute ~55% of CRI

			For trono tenant base composition (by NEA)		
Tenant	Sector	Asset	% CRI		
Ball Aerospace	Technology	Westmoor Center	3.5	Technology _	
Oculus VR	Technology	Westpark Portfolio	2.4	29.0%	Professiona
Lear	Technology	The Plaza Buildings	2.1		- Services 27.8%
Zimmer Biomet Spine	Technology	Westmoor Center	2.0		21.070
Spectrum	Media & Information	Maitland Promenade I	1.8		
Unigard Insurance <sup>(1)</sup>	Finance & Insurance	Bellevue Technology Center	1.7		
Bio-Medical Applications	Medical & Healthcare	One Twenty Five	1.7		
US Bank	Finance & Insurance	The Plaza Buildings	1.6	Medical and Healthcare	
Auth0	Technology	The Plaza Buildings	1.4	8.6%	
Reed Group	Technology	Westmoor Center	1.3		Finance and
Total			19.5	Media and	Insurance
WALE (by NLA)			5.3 years	Information -/ 3.1% Others	21.6%
WALE (by CRI)			5.4 years	9.9%	

Keppel Pacific Oak US REIT

1) Subsidiary of QBE Insurance Group.

Portfolio tenant base composition (by NLA)

# 1Q 2020 Operational Updates

Bellevue Technology Center Seattle, Washington

## 1Q 2020: Key Financial Performance



Tenant lounge, Bellevue Technology Center, Seattle, Washington

- 16.1% YoY increase to distributable income
- Reverted to original tax structure following the issuance of the Final 267A tax regulation

### **Financial Performance**

- Continued year-on-year improvement largely due to:
  - contributions from One Twenty Five, which was acquired in November 2019; and
  - positive rental reversions from leasing done in 2019
- Final 267A tax regulation issued and reversion to original tax structure
  - Based on the FY 2019 audited financial statements, had the restructuring been completed on 1 January 2019, DI for FY2019 would have increased by ~1.5%

	<b>1Q 2020</b> (US\$'m)	<b>1Q 2019</b> (US\$'m)	% Change
Gross Revenue	35.3	29.4	20.1
Net Property Income	21.0	18.2	15.4
Income Available for Distribution <sup>(1)</sup>	14.4	12.4	16.1

**Keppel Pacific Oak US REIT** 

Income available for distribution to Unitholders is based on 100% of the taxable income available for distribution to Unitholders.

## 1Q 2020: Key Portfolio Performance



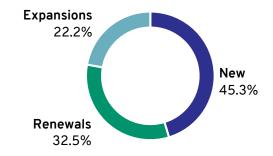
Outdoor patio, The Westpark Portfolio, Seattle, Washington

tive al reversion
<b>)%<sup>(1)</sup></b> folio mitted occupancy
) F

### Leasing Updates

- Leased 104,000 sf of space
  - Mainly in Seattle, Atlanta and Houston
  - Equivalent to about 2.2% of total portfolio
- Portfolio WALE of 4.2 years<sup>(2)</sup> •
- Limited leases due for renewal for the rest of 2020

### Leases Signed



### Lease Expiry Profile



**Pacific Oak US REIT** 

Bv NLA.

By CRI. Based on NLA, portfolio WALE was 4.2 years.

## **Prudent Capital Management**

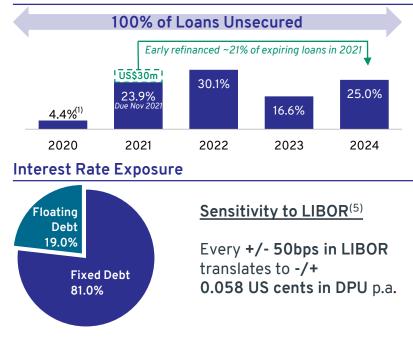
Limited interest rate exposure with term loans significantly hedged

5)

### As at 31 March 2020

Total Debt	<ul> <li>US\$480.4 million of external loans</li> <li>100% unsecured</li> </ul>
Available Facilities	<ul> <li>US\$50 million of revolving credit facility</li> <li>US\$29 million of uncommitted revolving credit facility</li> </ul>
Aggregate Leverage <sup>(2)</sup>	36.9%
All-in Average Cost of Debt <sup>(3)</sup>	3.53% p.a.
Interest Coverage <sup>(4)</sup>	4.2 times
Average Term to Maturity	2.9 years

### **Debt Maturity Profile**



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1) Refers to the US\$21 million uncommitted revolving credit facility drawn.

- 2) Calculated as the total borrowings and deferred payments (if any) as a percentage of the total assets.
- 3) Includes amortisation of upfront debt financing costs. 4) Interest Coverage Ratio (ICR) disclosed above is comp

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. After adjusting for management fees taken in Units, the ICR would be 4.5 times.

Based on the 19.0% floating debt, US\$21 million revolving credit facility drawn which are unhedged and the total number of Units in issue as at 31 March 2020.

# COVID-19 Updates

Westmoor Center Denver, Colorado

## Navigating the COVID-19 Situation



### Safety is Priority

- Precautionary health and safety measures implemented across all properties
- All buildings remain accessible to tenants
- Will continue to monitor the situation in various locations as states start to reopen



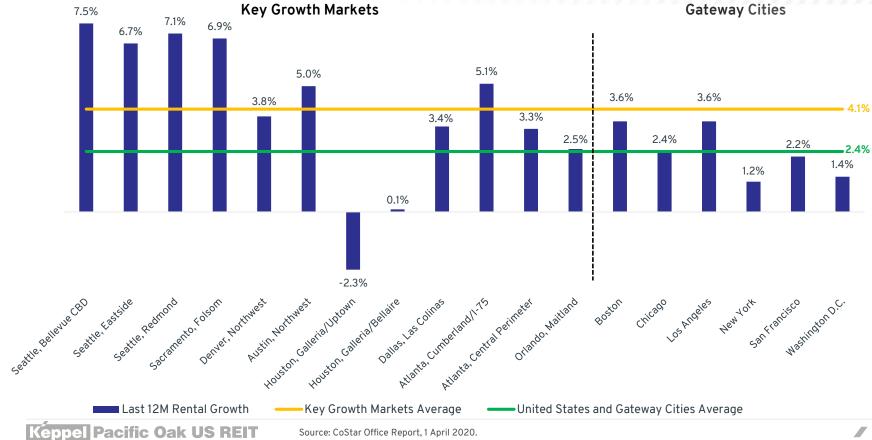
### Ensuring Business Continuity

- KORE's income resilience supported by:
  - Limited retail exposure of less than 2% of gross revenue
  - Highly diversified tenant base with low tenant concentration risk
  - Strong balance sheet and liquidity position
- Collected majority of rents for April 2020
- Continue to monitor the impact of COVID-19 on KORE's operating environment

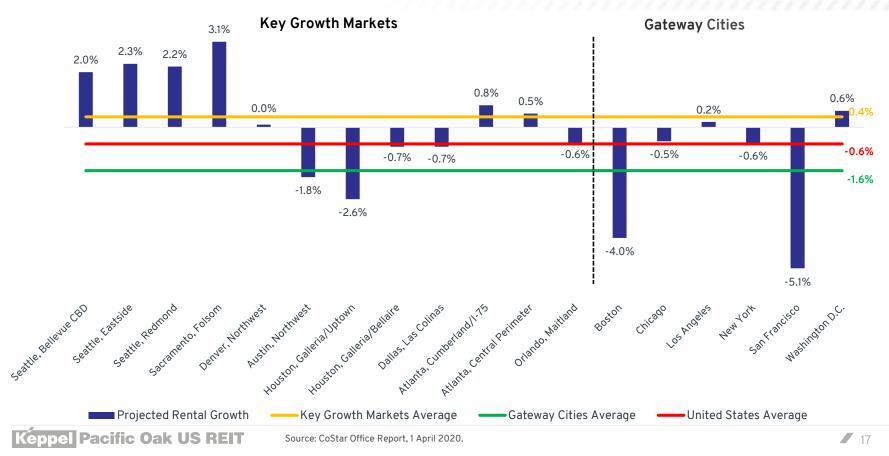
# Market Outlook

Tenant lounge, 1800 West Loop South Houston, Texas

### Last 12 Months Rent Growth

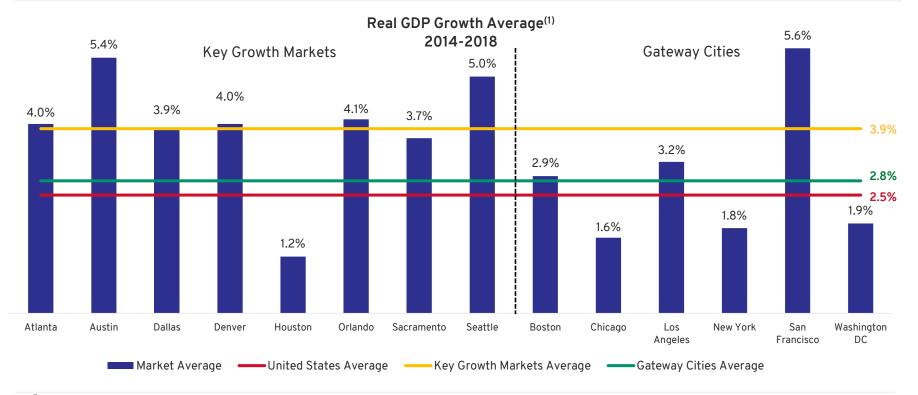


## **Projected 12-Month Rent Outlook**



## Positive Economics in KORE's Key Growth Markets

### KORE's key growth markets continue to outperform national average

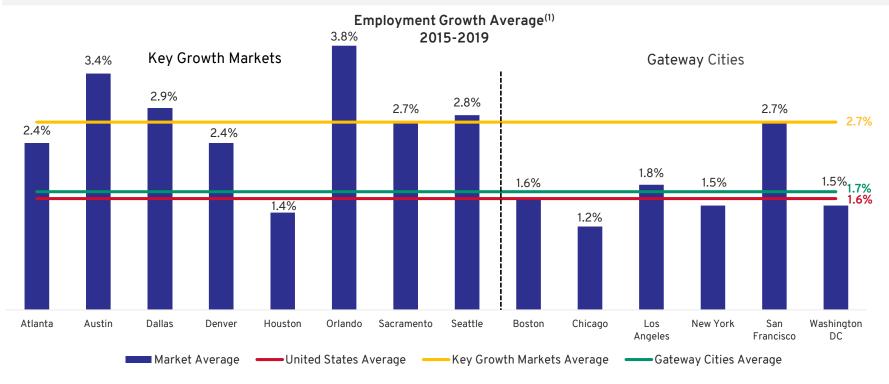


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Note: Gateway cities average is based on Boston, Chicago, Los Angeles, New York, San Francisco and Washington DC. (1) US Bureau of Economic Analysis.

## **Rising Employment in KORE's Key Growth Markets**

### KORE's key growth markets continue to outperform national average

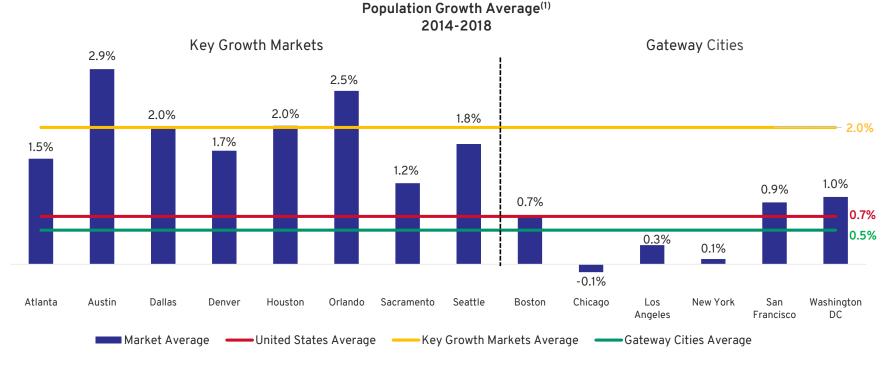


**Keppel Pacific Oak US REIT** 

Note: Gateway cities average is based on Boston, Chicago, Los Angeles, New York, San Francisco and Washington DC. (1) US Bureau of Labor Statistics.

## **Expanding Population in KORE's Key Growth Markets**

### KORE's key growth markets continue to outperform national average



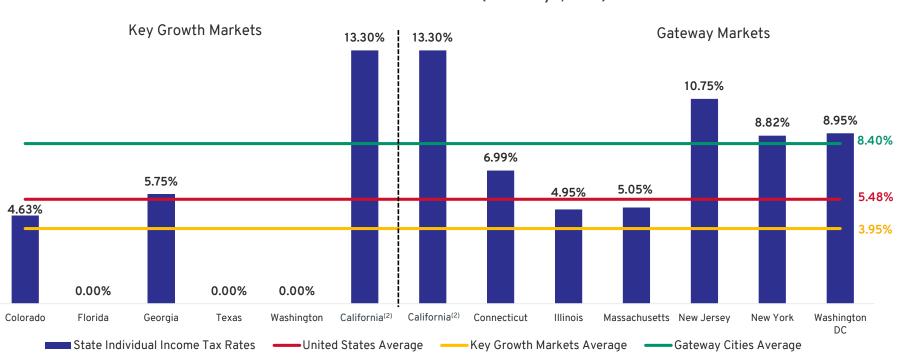
outperiorni national average

Képpel Pacific Oak US REIT

Note: Gateway cities average is based on Boston, Chicago, Los Angeles, New York, San Francisco and Washington DC. (1) US Census Bureau.

## High Tax States are Losing People to Low Tax States

Individuals are moving to zero or low income tax states, accelerating population growth in KORE's key growth markets



State Individual Tax Rates (as at July 1, 2019)<sup>(1)</sup>

Keppel Pacific Oak US REIT

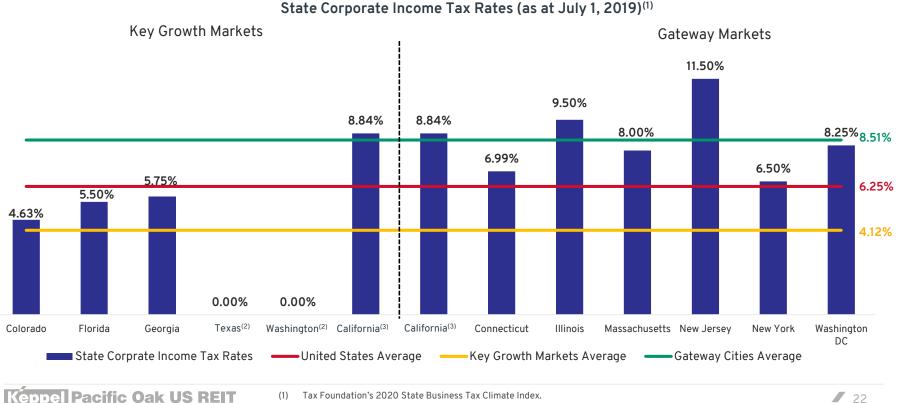
(1) Tax Foundation's 2020 State Business Tax Climate Index, based on top marginal individual income tax rates.

(2) The state of California encompasses the key growth city of Sacramento and the gateway cities of Los Angeles and San Francisco.

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## Low Corporate Tax States are Attracting New Businesses

#### Companies are relocating to where they have the greatest competitive advantage



(2)Texas and Washington do not have a corporate income tax but do have a gross receipts tax.

The state of California encompasses the key growth city of Sacramento and the gateway cities of Los Angeles and San Francisco. (3)

### 2020 Rankings for Overall State Taxes

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



Overall State Rankings<sup>(1)</sup>

#### Keppel Pacific Oak US REIT

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

(2)

(1) Tax Foundation's 2020 State Business Tax Climate Index.

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The state of California encompasses the key growth city of Sacramento and the gateway cities of Los Angeles and San Francisco.



**Keppel Pacific Oak US REIT** 

# Thank You

For more information, please visit

www.koreusreit.com

Westech 360 Austin, Texas

# Additional Information

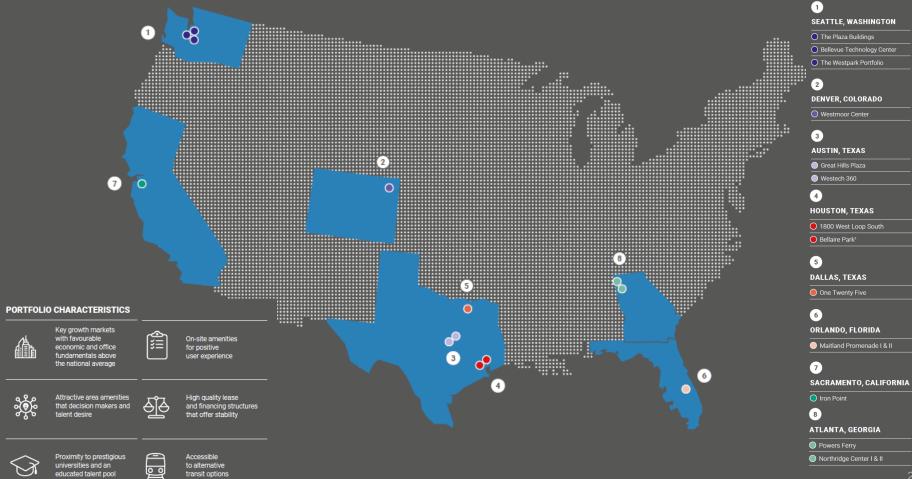
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Tenant space, Westmoor Center Denver, Colorado

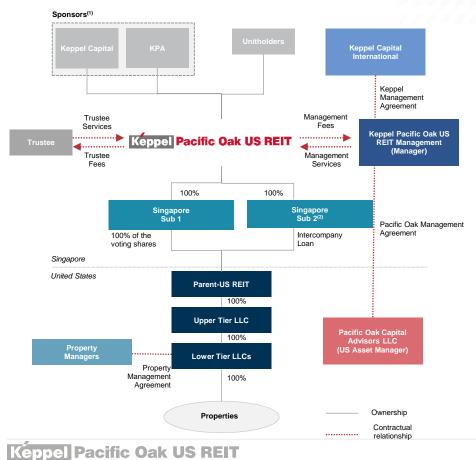


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## First Choice Submarkets in Key Growth Markets



## **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<sup>(2)</sup>

### Leverage Sponsors' expertise and resources to optimise returns for Unitholders

#### Alignment of interests among Sponsors, Manager and Unitholders

- 1)Keppel Capital holds a deemed 7.39% stake in Keppel Pacific Oak US REIT (KORE). Pacific Oak Strategic Opportunity REIT, Inc. (KPA entity) holds a 6.86% stake in KORE. KPA holds a deemed interest of 0.53% in KORE, for a total of 7.39%.
- 2)KORE has implemented the restructuring to revert to the structure it used when it was initially listed. The Barbados corporate taxes will cease w.e.f. from 16 April 2020. There are three wholly-owned Singapore Intercompany Loans Subsidiaries extending intercompany loans to the Parent US REIT.

Information as at 17 April 2020. Unitholding in KORE is subject to an ownership restriction of 9.8% of the total Units outstanding.



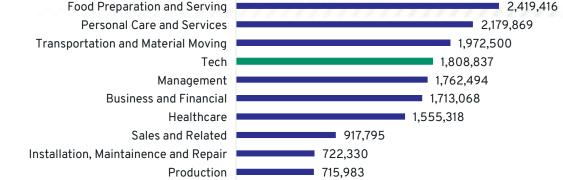
Lobby, The Plaza Buildings, Seattle, Washington

### Technology – A Key Driver of US Growth and Leasing

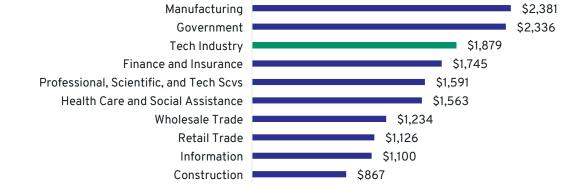
## 10%

Estimated direct contribution of the tech sector to the US economy





### Ranking of Top 10 US Industry Sectors Gross Product (Economic Impact), 2019 est.



Source: CompTIA's Cyberstates 2020 report.

self-employed

SOCs

digit

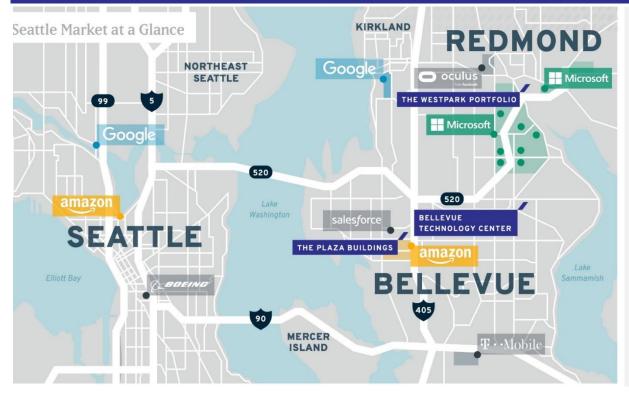
QCEW +

US\$ billion

\*Refers to the 2 digit Standard Occupational Classification (SOC) system in the Bureau of Labor Statistics' Quarterly Census of Employment and Wages (QCEW)

### **Class A Work Environments and Tech Campuses of Choice**

#### The Innovation Triangle: Bellevue – Kirkland – Redmond



 Driven by the tech industry, the Seattle metro added 20,800 officeusing services jobs in 2019 – an alltime high for the market and the second highest growth rate in the nation<sup>(1)</sup>.

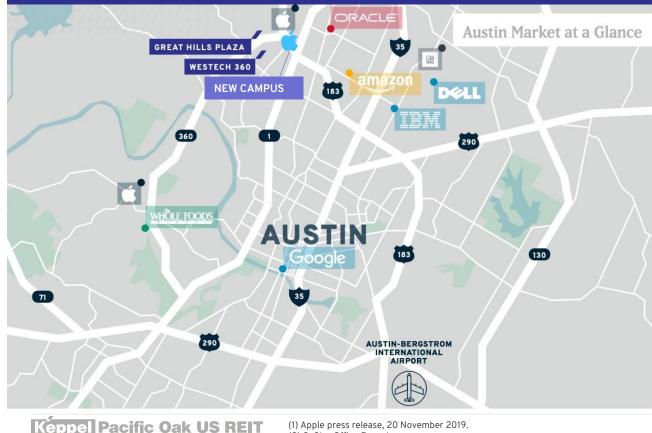
• Office-using services employment has been expanding steadily in Seattle since 2009, growing 35% in the last decade, more than double the national average<sup>(2)</sup>.

• In 4Q 2019, the Eastside submarket ranked highest in terms of asking rent in Pudget Sound. Facebook announced the largest lease of the quarter, further bolstering its presence in the Bel-Red Corridor <sup>(3)</sup>.

CBRE U.S. Office MarketFlash, 9 January 2020.
 CBRE press release, 22 January 2020.
 CBRE Seattle Office Marketview Q4 2019.

## **Apple: A True Campus Community in Austin**

### Apple's Office Distribution in Austin, Texas



(2) CoStar Office Report.

- In November 2019, announced the start of construction on its new campus in Austin, Texas, as part of its broad expansion in the city<sup>(1)</sup>.
- Expected to open in 2022, the new US\$1 billion, 3m sf campus spans 133 acres and will initially house 5,000 employees with the capacity to grow to 15,000<sup>(1)</sup>.
- Apple currently occupies ~1.7m sf of office space in Austin<sup>(2)</sup> and employs ~7,000 people<sup>(1)</sup>.
- Notable tech occupiers in Austin include Amazon, Oracle, Dell, Google and IBM.

### Denver - An Innovative Community where Aerospace and Technology Thrive



- A low corporate tax rate, an educated workforce and a wealth of resources make Denver business-friendly.
- Colorado is home to over 500 aerospace related companies and suppliers.
- Top aerospace contractors include: Ball Aerospace, The Boeing Company, Harris Corporation, Lockheed Martin, Northrop Grumman, Raytheon, Sierra Nevada Corporation, and United Launch Alliance.