

CGS-CIMB ProsperUS Webinar

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

26 April 2022

Important Notice

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Constituent of:



Singapore Small Cap Index



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

Overview of KORE

105 Edgeview
Denver, Colorado



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 Policy & Distribution Currency	- Semi-annual distributions - 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



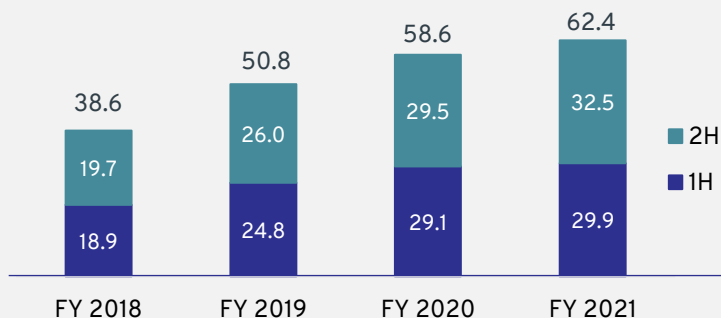
Nov 2018
Maiden acquisition of **The Westpark Portfolio** in Seattle – Redmond, Washington



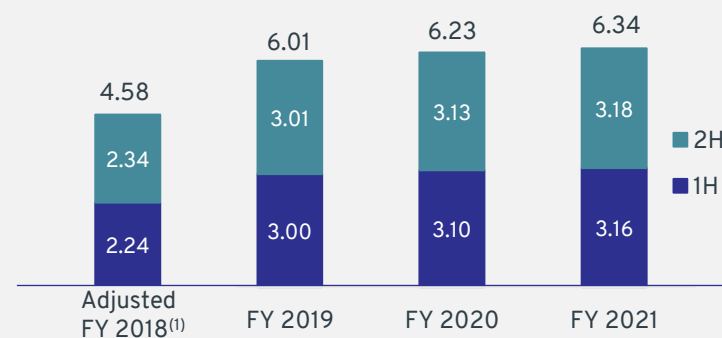
Nov 2019
Extended footprint into new key growth market with the acquisition of **One Twenty Five** in Dallas, Texas



Distributable Income (US\$ million)



DPU (US Cents)



2021 Sustainability Achievements

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

LEED Gold

- ✓ 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

1
—
3 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

Tenant
Health
and Safety

Installation of
needlepoint bipolar
ionisation systems
to reduce pollutants



Domestic Migration Developments

*One Twenty Five
Dallas, Texas*



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⁾.

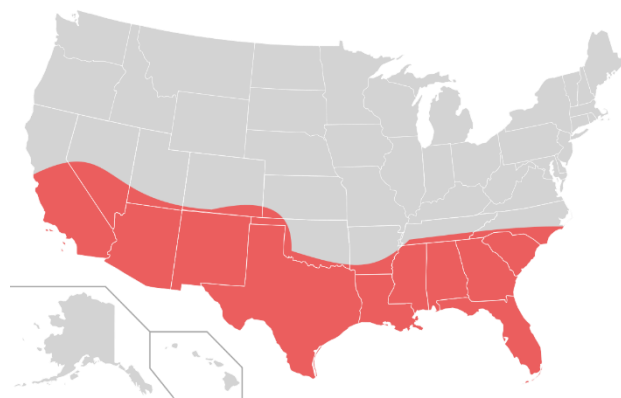
Table 1.

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.



(1) <https://www.kansascityfed.org/documents/8524/EconomicReviewV106N4BrownTousey.pdf>

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

(3) <https://www.commercialsearch.com/news/the-pandemic-related-acceleration-of-sun-belt-office-markets/>

(4) CBRE U.S. Real Estate Market Outlook 2022, December 2021

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.



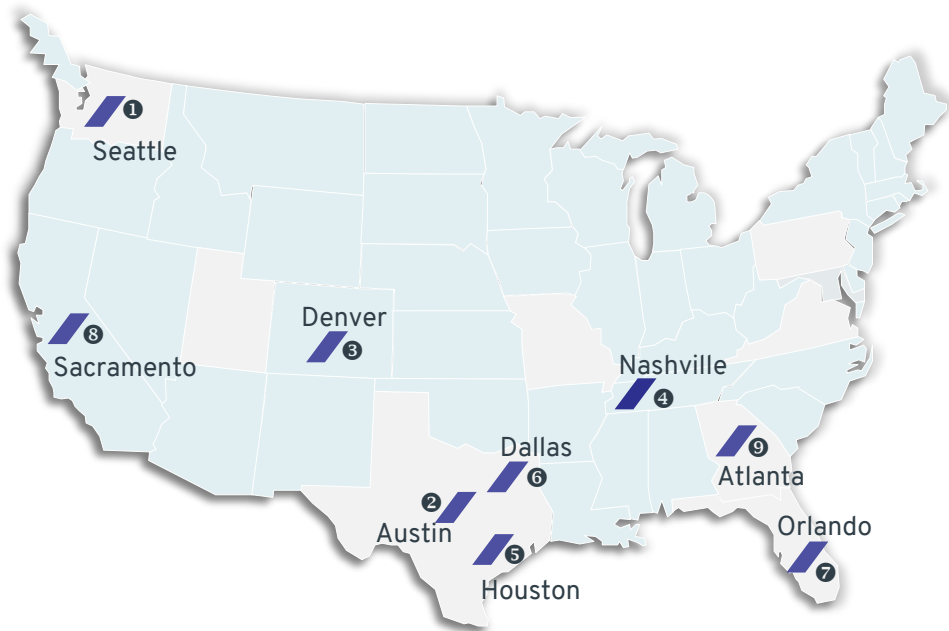
- Manhattan saw a 12.8% y-o-y decline in population in 2021⁽¹⁾.
- In terms of leasing, **Seattle – Bellevue/Redmond, Atlanta and Austin** are the strongest performers in the third quarter of 2021⁽²⁾.
- **Austin** outperformed national employment figures, fully recovered from the pandemic⁽³⁾.
 - Second-highest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

Top 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

KORE's Presence In Key Growth Markets

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



1	Seattle, Washington		 	 #9	 #9
	❖ The Plaza Buildings ❖ Bellevue Technology Center ❖ The Westpark Portfolio				
2	Austin, Texas		 	 #4	 #1
	❖ Westech 360 ❖ Great Hills Plaza				
3	Denver, Colorado		 	 #12	
	❖ Westmoor Center ❖ 105 Edgeview				
4	Nashville, Tennessee		 	 #1	
	❖ Bridge Crossing				
5	Houston, Texas				
	❖ 1800 West Loop South ❖ Bellaire Park				
6	Dallas, Texas				 #3
	❖ One Twenty Five				
7	Orlando, Florida			 #18	
	❖ Maitland Promenade I & II				
8	Sacramento, California				
	❖ Iron Point				
9	Atlanta, Georgia			 #8	 #4
	❖ Powers Ferry ❖ Northridge Center I & II				

KORE's Properties

Magnet Cities⁽¹⁾

Super Sun-Belt Cities⁽¹⁾

18-Hour Cities⁽¹⁾

#x Top 20 US Markets to Watch, 2022⁽¹⁾⁽³⁾

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

Képpel Pacific Oak US REIT

- (1) Emerging trends in Real Estate 2022 by PwC and the Urban Land Institute (ULI)
 (2) CompTIA - Tech Town Index 2021 - Top 20 Best Tech Cities for IT Jobs
 (3) Ranking based on overall real estate prospects;

1Q 2022 Key Business and Operational Updates

*Tenant lounge,
1800 West Loop South
Houston, Texas*



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)	1Q 2021 (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

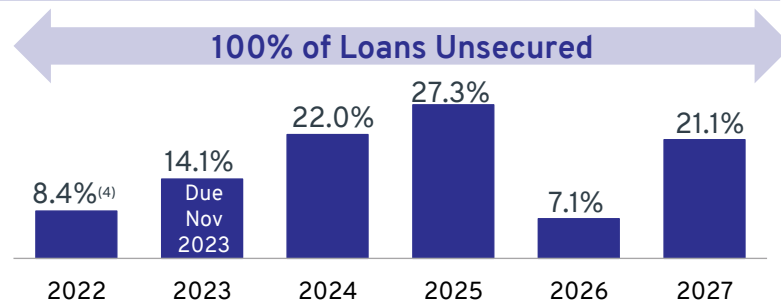
Proactive Capital Management

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

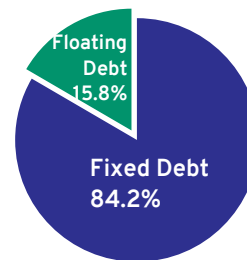
As at 31 March 2022

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 Term to Maturity (WATM)	2.9 years

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



**91.7%
Portfolio
Committed Occupancy**

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

SEATTLE - BELLEVUE/REDMOND, Washington



The Plaza Buildings
Occupancy: 88.9%



Bellevue Technology Center
Occupancy: 95.7%



The Westpark Portfolio
Occupancy: 96.8%

ATLANTA, Georgia



Powers Ferry
Occupancy: 67.6%



Northridge Center I & II
Occupancy: 78.4%

DENVER, Colorado



Westmoor Center
Occupancy: 96.8%



105 Edgeview
Occupancy: 100%

SACRAMENTO, California



Iron Point
Occupancy: 90.6%

AUSTIN, Texas



Great Hills Plaza
Occupancy: 100%



Westtech 360
Occupancy: 79.4%

HOUSTON, Texas



1800 West Loop South
Occupancy: 86.0%



Bellaire Park
Occupancy: 91.0%

NASHVILLE, Tennessee



Bridge Crossing
Occupancy: 100%

ORLANDO, Florida

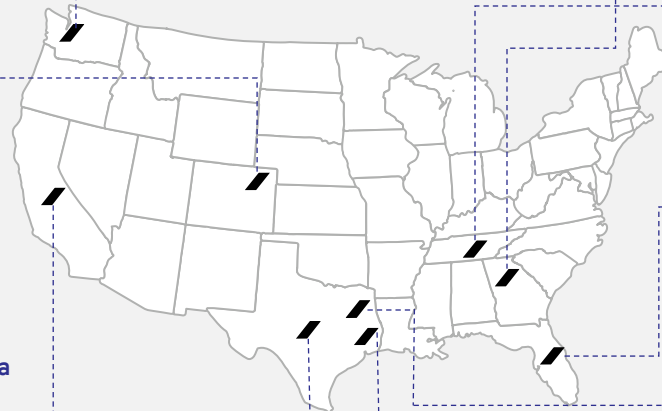


Maitland Promenade I & II
Occupancy: 88.6%

DALLAS, Texas



One Twenty Five
Occupancy: 94.0%



Tech hub



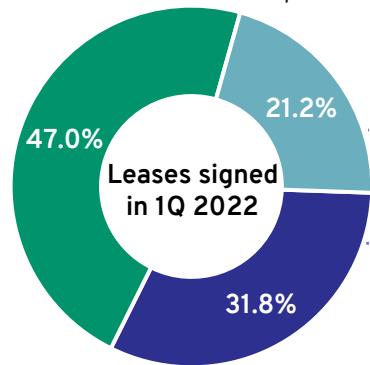
Healthcare hub

All information as at 31 March 2022.

Steady Income with Visible Organic Growth



■ New ■ Renewal ■ Expansion



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%

~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.

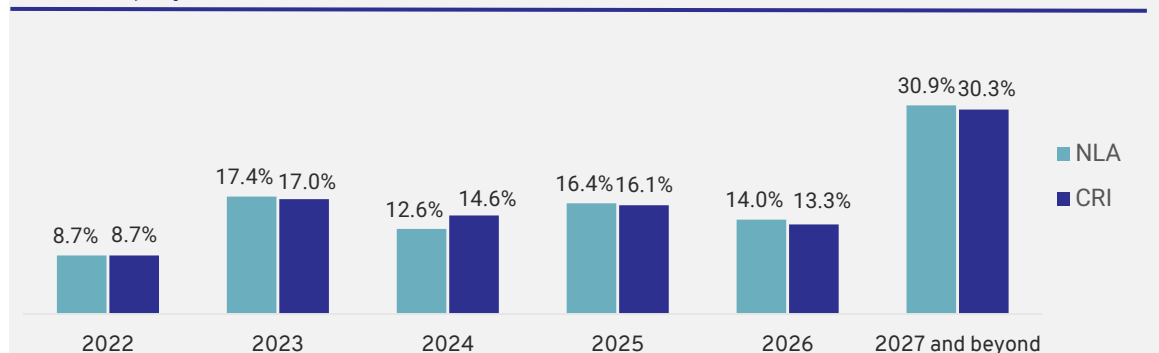
2.4%

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.

Lease Expiry Profile (as at 31 March 2022)



Resilient Portfolio with Diversified Tenant Base



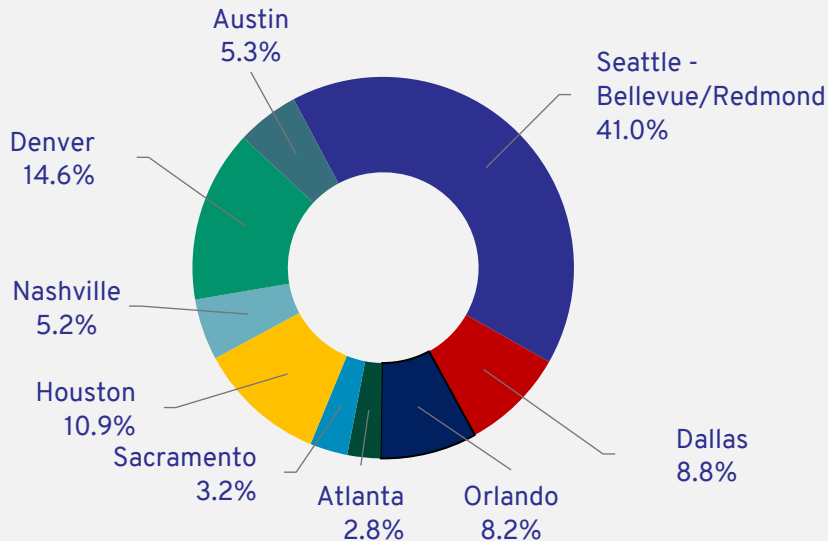
KORE's buildings and business campuses in the tech hubs of Seattle – Bellevue/Redmond, Austin and Denver contribute ~61% of NPI⁽¹⁾



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

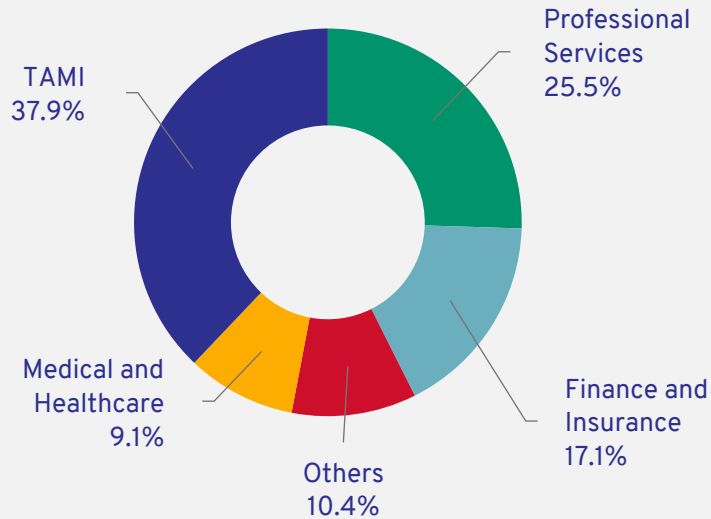
Geographic Diversification by NPI⁽¹⁾

as at 31 March 2022



Industry Diversification by NLA

as at 31 March 2022



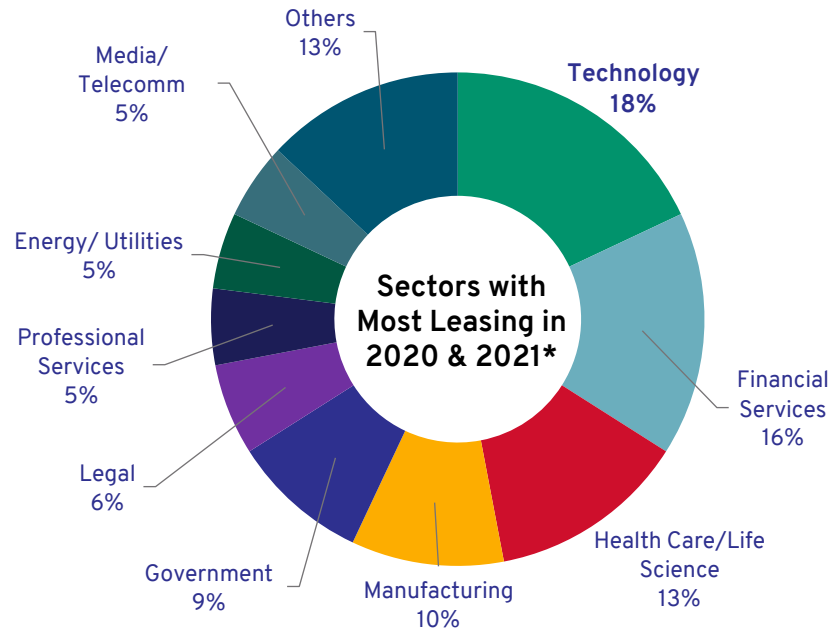
Technology Sector Continues to Lead in Leasing

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⁾.

Low Tenant Concentration Risk



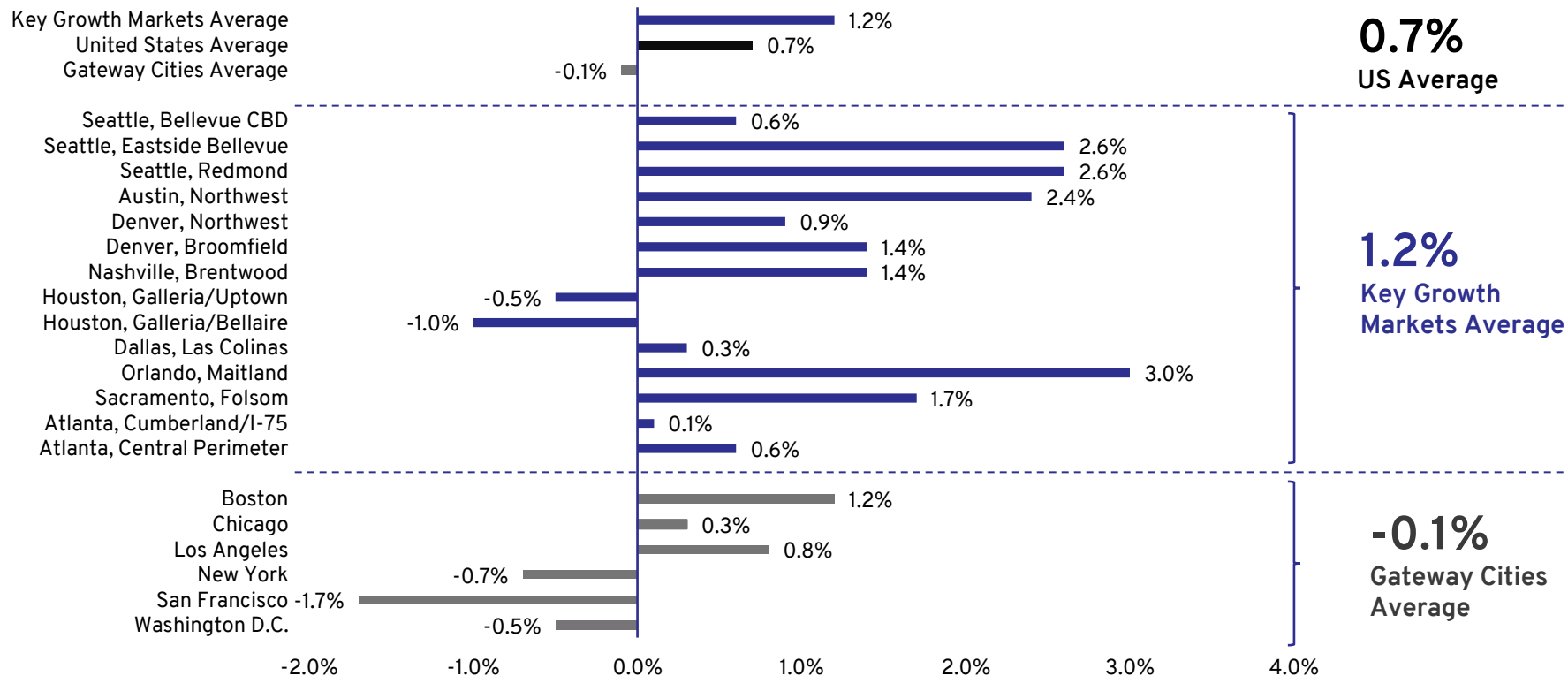
Top 10 tenants contribute only 23.0% of CRI

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

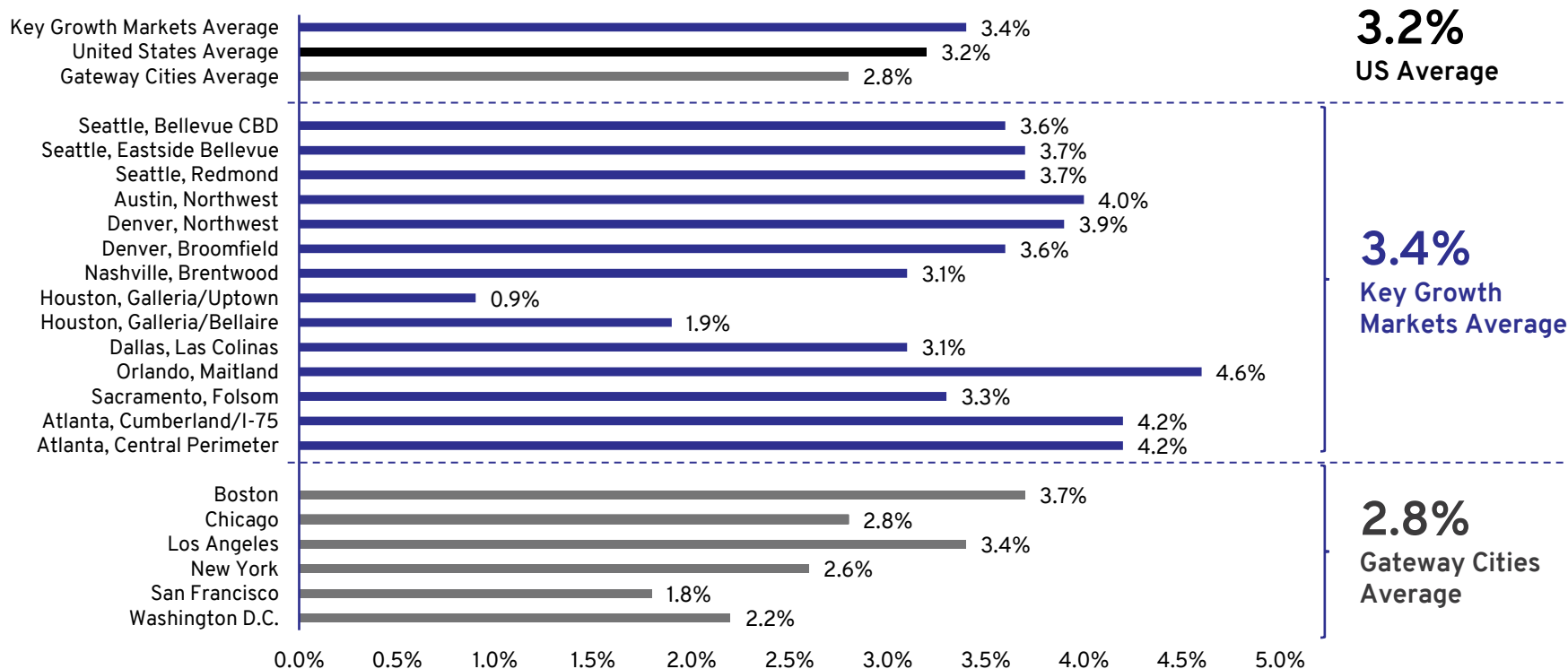
Top 10 Tenants	Sector	Asset	Location	% of CRI
Comdata Inc	Technology	Bridge Crossing	Nashville	3.5
Ball Aerospace	Technology	Westmoor Center	Denver	3.2
Lear Cooperation	Technology	The Plaza Buildings	Seattle – Bellevue/Redmond	2.7
Gogo Business Aviation	Technology	105 Edgeview	Denver	2.7
Oculus VR	Technology	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



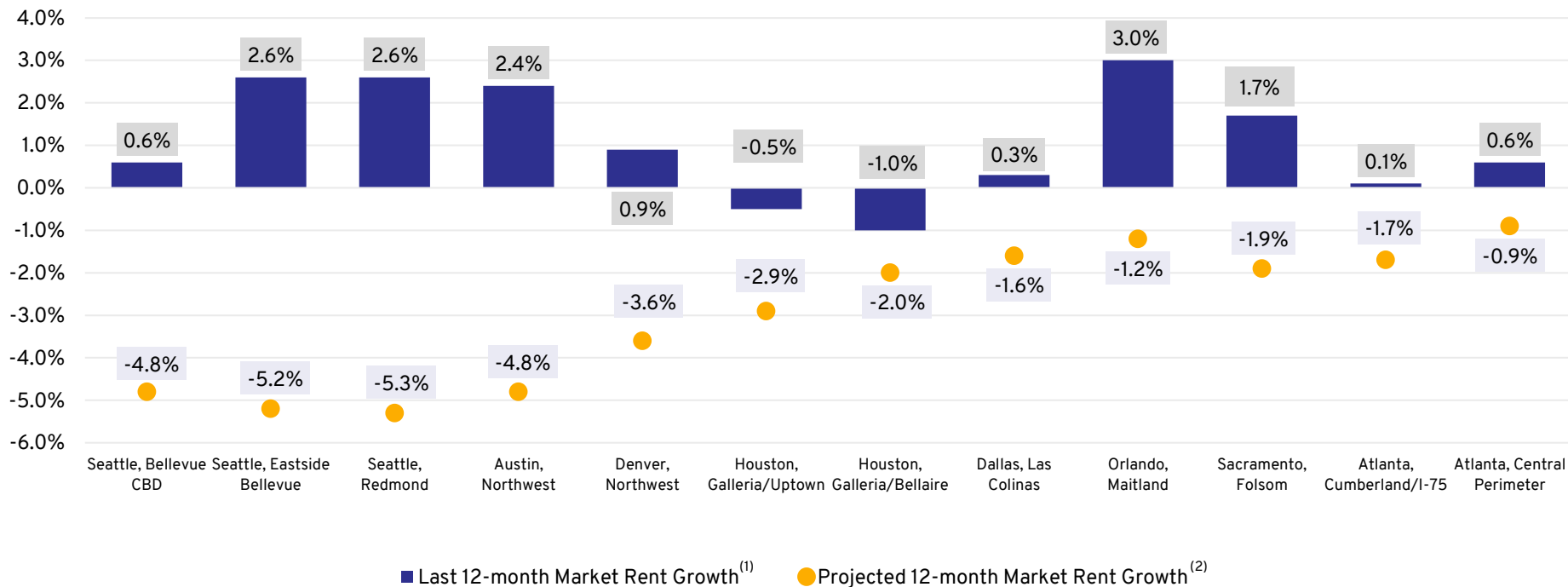
Projected 12-Month Rent Outlook

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



Market Outlook

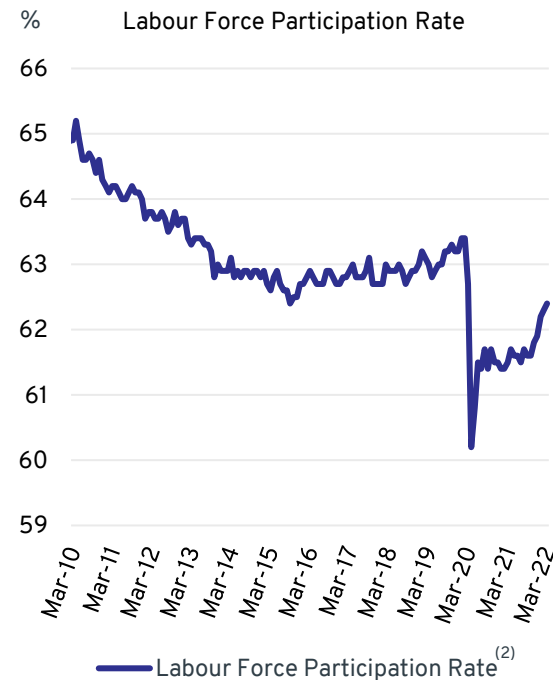
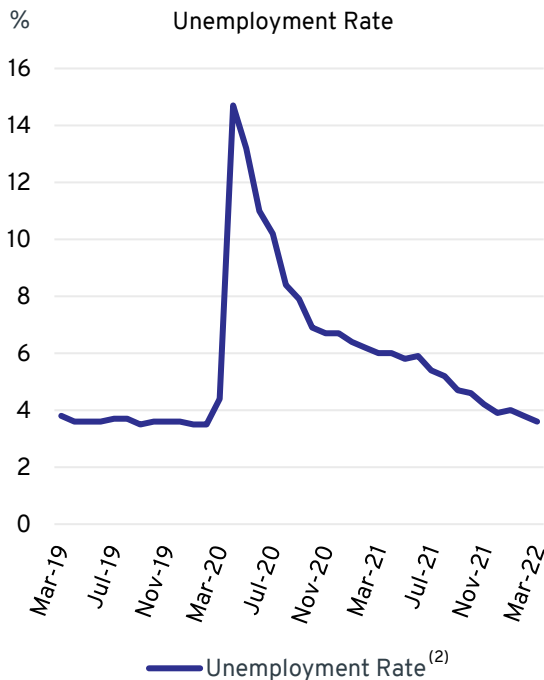
*Iron Point
Sacramento, California*



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.

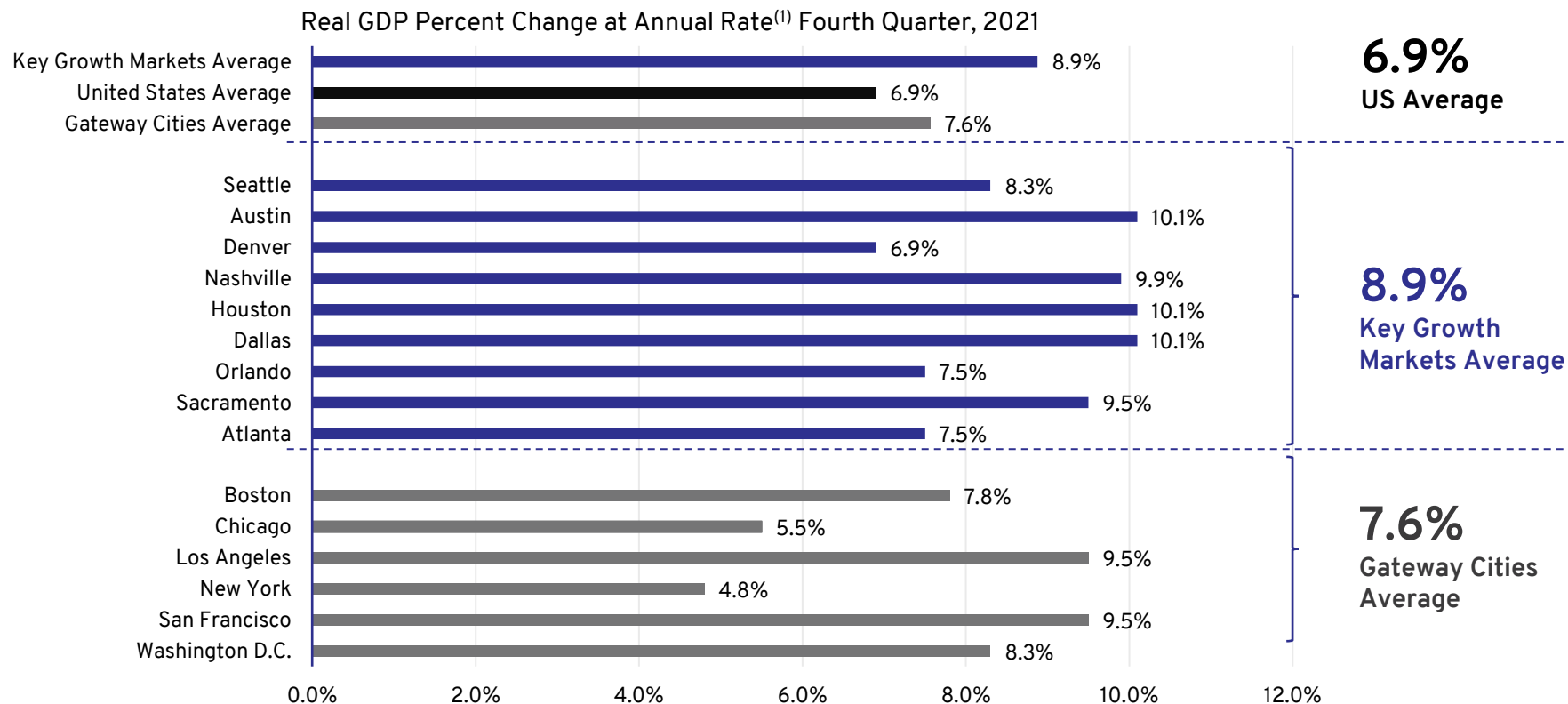


(1) Source: U.S. Bureau of Economic Analysis, February 2022.

(2) Source: U.S. Bureau of Labor Statistics, March 2022.

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

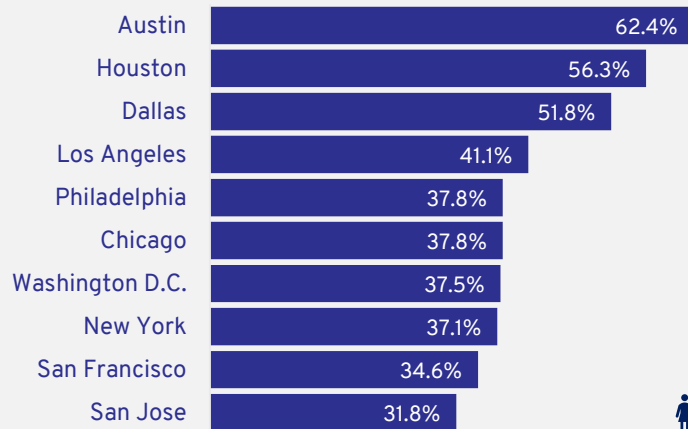


Suburban Markets Lead the Way as Tenants Target Amenity-rich Buildings

- 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.

Top 10 US Cities: Workplace Occupancy (as at 13 April 2022)⁽⁴⁾



(1) <https://www.globest.com/2022/01/13/more-office-tenants-are-expanding-than-contracting-space-needs/>

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

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

(4) Kastle Systems Back to Work Barometer.

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



Strategic presence in some of the fastest growing states 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.

Thank You

For more information,
please visit www.koreusreit.com

Connect with us on: 

*The Plaza Building
Seattle – Bellevue/Redmond*



Additional Information

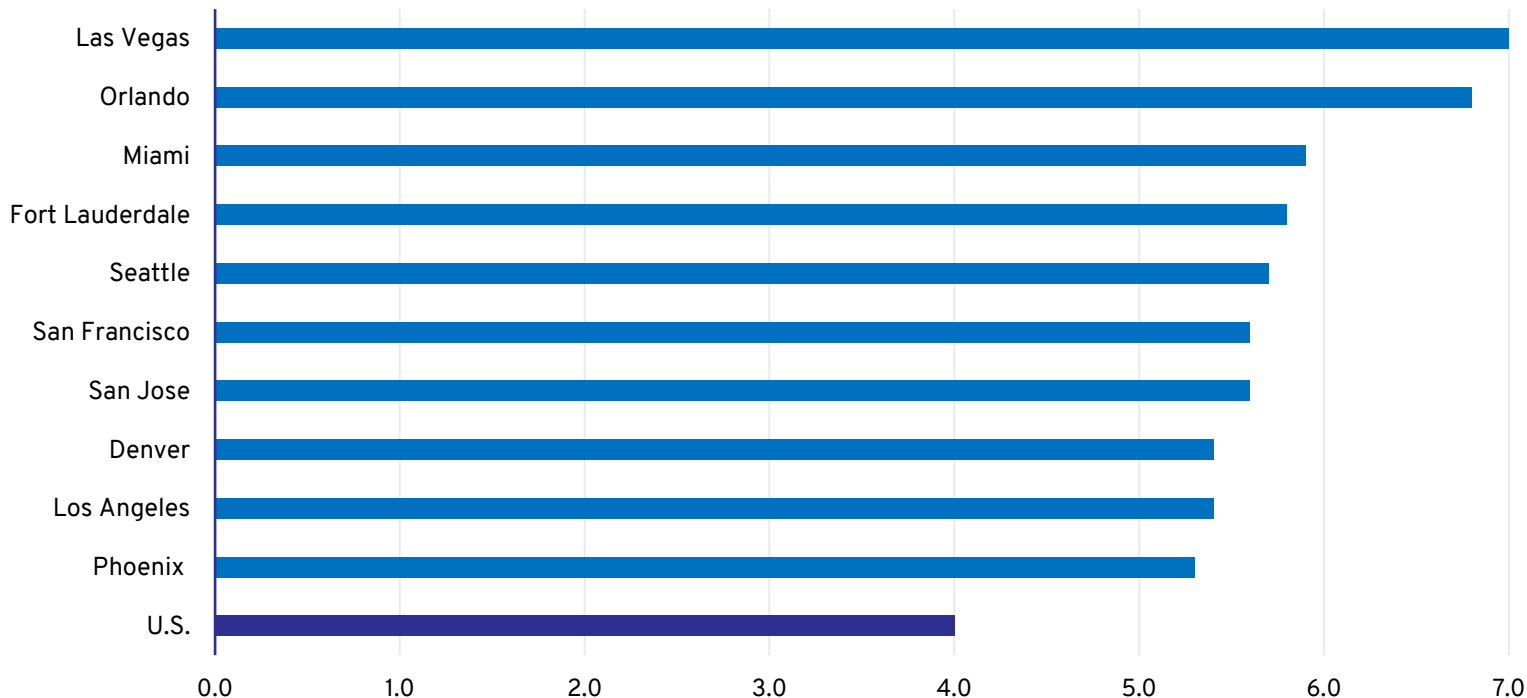
*Iron Point
Sacramento, California*



Tech-driven Cities Projected to Outperform

KORE's key growth markets continue to experience inbound growth

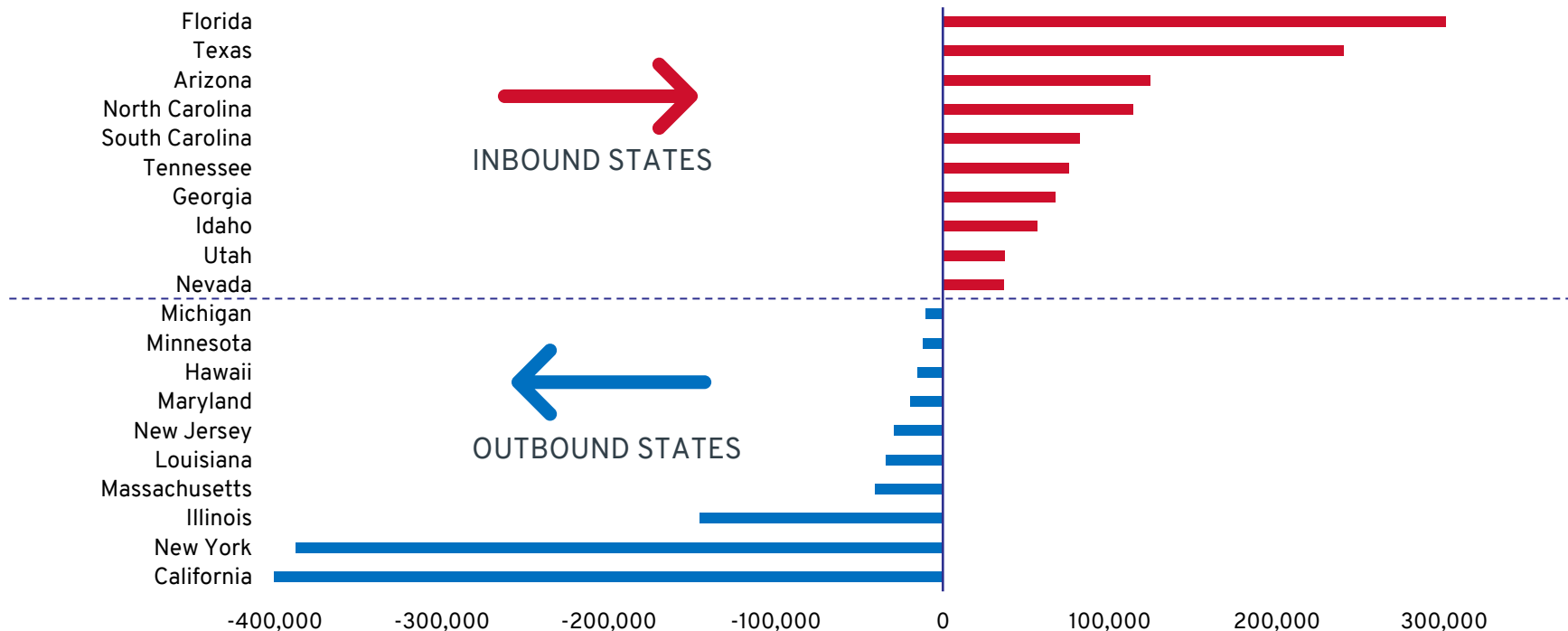
Top Metros for GDP Growth: 2022



Top 10 Inbound vs Top 10 Outbound US States

KORE's key growth markets continue to experience inbound growth

Net Domestic Migration, 1 April 2020 to 1 July 2021



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



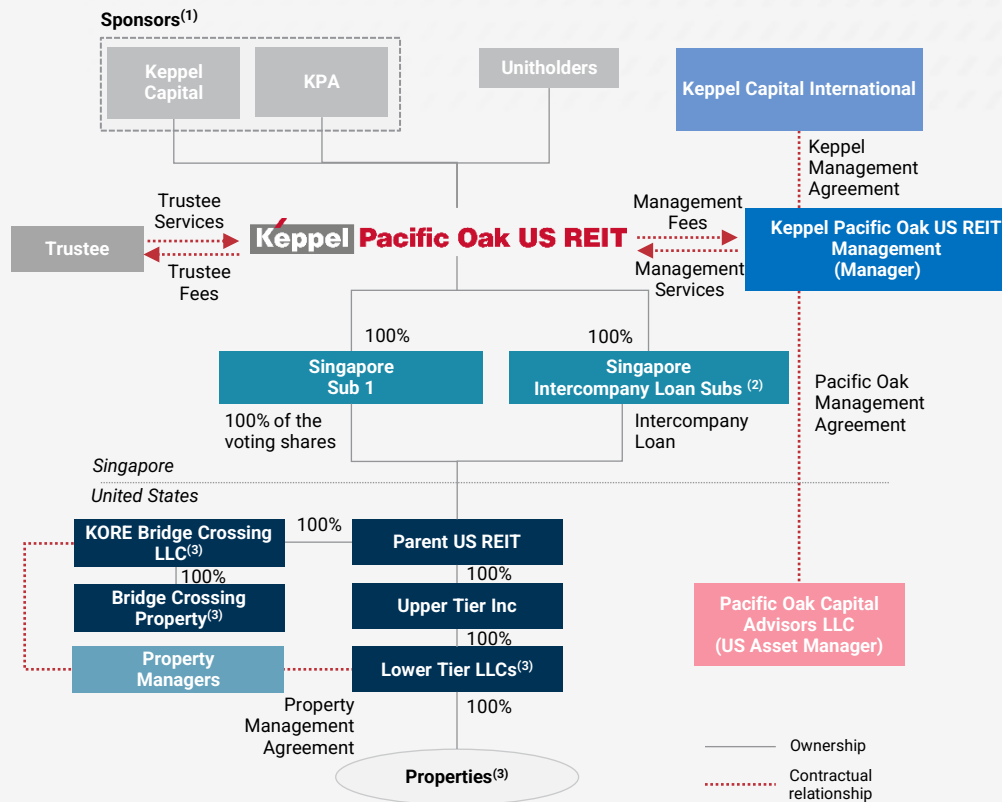
Engage with local communities and contribute to Keppel Capital's target of more than **500 hours of staff volunteerism** in 2022

First Choice Submarkets Outlook

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

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



⁽²⁾

- Established **commercial real estate investment manager** in the US
- **US\$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