



**KBS**

Real Estate  
Investment  
Trust II

# Portfolio Update

Third Quarter, 2020

## Important Disclosures

The information contained herein should be read in conjunction with, and is qualified by, the information in KBS Real Estate Investment Trust II's (the "Company" or "KBS REIT II") Annual Report on Form 10-K for the year ended December 31, 2019 (the "Annual Report"), and in the Company's Quarterly Report on Form 10-Q for the period ended September 30, 2020 (the "Quarterly Report"), including the "Risk Factors" contained therein.

### Forward-Looking Statements

Certain statements contained herein may be deemed to be forward-looking statements within the meaning of the Federal Private Securities Litigation Reform Act of 1995. The Company intends that such forward-looking statements be subject to the safe harbors created by Section 21E of the Securities Exchange Act of 1934, as amended. These statements include statements regarding the intent, belief or current expectations of the Company and members of its management team, as well as the assumptions on which such statements are based, and generally are identified by the use of words such as "may," "will," "seeks," "anticipates," "believes," "estimates," "expects," "plans," "intends," "should" or similar expressions. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date they are made. The Company undertakes no obligation to update or revise forward-looking statements to reflect changed assumptions, the occurrence of unanticipated events or changes to future operating results over time, unless required by law. Such statements are subject to known and unknown risks and uncertainties which could cause actual results to differ materially from those contemplated by such forward-looking statements. The Company makes no representation or warranty (express or implied) about the accuracy of any such forward-looking statements. These statements are based on a number of assumptions involving the judgment of management. You should interpret many of the risks identified in this presentation, in our Annual Report and in our Quarterly Report as being heightened as a result of the ongoing and numerous adverse impacts of the COVID-19 pandemic.

## Important Disclosures (cont.)

### Forward-Looking Statements

On November 13, 2019, the Special Committee and board of directors of KBS REIT II unanimously approved the sale of all of KBS REIT II's assets and its dissolution pursuant to the terms of KBS REIT II's plan of complete liquidation and dissolution (the "Plan of Liquidation"). The principal purpose of the Plan of Liquidation is to provide liquidity to stockholders by selling KBS REIT II's assets, paying its debts and distributing the net proceeds from liquidation to stockholders. On March 5, 2020, KBS REIT II's stockholders approved the Plan of Liquidation. For more information, see the Plan of Liquidation, which is included as an exhibit to the Annual Report. There are many factors that may affect the amount of liquidating distributions ultimately paid to KBS REIT II's stockholders, including, among other things, the ultimate sale price of each asset, changes in market demand for office properties during the sales process, the amount of taxes, transaction fees and expenses relating to the liquidation and dissolution, and unanticipated or contingent liabilities that could arise. No assurance can be given as to the amount or timing of liquidating distributions KBS REIT II will ultimately pay to its stockholders. If KBS REIT II underestimated its existing obligations and liabilities or if unanticipated or contingent liabilities arise, the amount of liquidating distributions ultimately paid to KBS REIT II's stockholders could be less than estimated.

The COVID-19 pandemic, together with the resulting measures imposed to help control the spread of the virus, including quarantines, "shelter in place" and "stay at home" orders, travel restrictions, restrictions on businesses and school closures, has had a negative impact on the economy and business activity globally. The COVID-19 pandemic is negatively impacting almost every industry, including the U.S. office real estate industry and the industries of KBS REIT II's tenants, directly or indirectly. The extent to which the COVID-19 pandemic impacts the Company's operations and those of its tenants and the Company's implementation of the Plan of Liquidation, depends on future developments, which are highly uncertain and cannot be predicted with confidence, including the scope, severity and duration of the pandemic, the actions taken to contain the pandemic or mitigate its impact, and the direct and indirect economic effects of the pandemic and containment measures, among others. If tenants default on their rent and vacate, the ability to re-lease this space is likely to be more difficult if the economic slowdown continues and any long term impact of this situation, even after an economic rebound, remains unclear. Given the uncertainty and current business disruptions as a result of the outbreak of COVID-19, the Company's implementation of the Plan of Liquidation may be materially and adversely impacted and this may have a material effect on the ultimate amount and timing of liquidating distributions received by stockholders.

## Important Disclosures (cont.)

### Forward-Looking Statements

Actual events may cause the value and returns on the Company's investments to be less than that used for purposes of the Company's estimated value per share and estimated net proceeds from liquidation. The Company's estimated range in net proceeds from liquidation is based on the range in estimated value per share of the Company's common stock approved by the Company's board of directors on November 13, 2019, adjusted for estimated costs and fees the Company would incur during the implementation of the Plan of Liquidation. For a full description of the methodologies, limitations and assumptions used in the calculation of the estimated range in net proceeds from liquidation, see the Company's definitive proxy statement filed with the SEC on December 9, 2019 (the "Proxy Statement"). The risks presented by the COVID-19 pandemic are not priced into the estimated net proceeds from liquidation disclosed in the Proxy Statement. Even small changes to these assumptions could result in significant differences in the appraised values of the appraised properties, the estimated value per share and the estimated net proceeds from liquidation. For a full description of the limitations and assumptions used in the calculation of the August 2020 estimated value per share, see the Company's Current Report on Form 8-K filed with the SEC on August 3, 2020.

The Company adopted the liquidation basis of accounting as of and for the periods subsequent to February 1, 2020. Net assets in liquidation represents the remaining estimated liquidation value available to stockholders upon liquidation. The liquidation value of real estate represents the estimated amount of cash that the Company will collect through the disposal of its assets, including any residual value attributable to lease intangibles, as it carries out the Plan of Liquidation. The Company estimated the liquidation value of its investments in real estate based on internal valuation methodologies using a combination of the direct capitalization approach and discounted cash flow analyses and an offer received which the Company subsequently accepted in the case of two office buildings. The internal valuation methodologies used by the Company assume the properties realize the projected net operating income and expected exit cap rates and that investors would be willing to invest in such properties at yields equal to the expected discount rates. Due to the uncertainty in the timing of the sale of the Company's remaining real estate properties and the estimated cash flows from operations, actual liquidation costs and sale proceeds may differ materially from the amounts estimated, which risks are heightened as a result of the outbreak of COVID-19. The statements herein also depend on factors such as: future economic, competitive and market conditions; the Company's ability to maintain and/or improve occupancy levels and rental rates at its real estate properties during the liquidation; the Company's ability to sell its real estate properties at the times and at the prices it expects; the Company's ability to successfully negotiate modifications, extensions or any needed refinancing of its debt obligations; the Company's ability to successfully implement the Plan of Liquidation; and other risks identified in Part I, Item 1A of the Company's Annual Report and in Part II, Item 1A of the Company's Quarterly Report.

## COVID-19: Office Market Outlook

- The continued demand for high-tech talent will help drive commercial real estate growth.<sup>1</sup>
- Office-using employment rebounded quickly in the third quarter of 2020 indicating future demand for physical workspaces.<sup>2</sup>
- More than 30% of the private sector office-using jobs lost in the second quarter were recovered by the end of the third quarter.<sup>2</sup>
- Professional and business services drove the recovery of office-using employment during the third quarter. The Seattle and Dallas markets regained 94.1% and 71.8% of jobs in this sector.<sup>2</sup>
- Office-using job sectors, down 4.1% year-over-year, have continued to fare better than the labor market as a whole, down 6.1% year-over-year.<sup>3</sup>
- Newmark notes that office-using employment numbers have historically been a major factor in determining office returns, and the recent rebound in these numbers is a positive sign for the office market.<sup>2</sup>

<sup>1</sup> National Real Estate Investor, Oct. 26, 2020

<sup>2</sup> GlobeSt.com, Office Jobs Recovering Faster Than Usual For a Recession, Nov. 30, 2020

<sup>3</sup> Commercial Edge, National Office Report, November 2020

# COVID-19: Rent Collections

Since April 1, 2020, a number of tenants have requested rent relief, most in the form of rent deferrals or abatement. Depending upon the duration of the various measures imposed to help control the spread of the virus and the corresponding economic slowdown, these tenants or additional tenants may seek rent deferrals or become unable to pay their rent. Through December 5, 2020, rent collections are as follows:

Period of Rent Collected	% of Rent Collected
Q2 2020	98%
Q3 2020	99%
October 2020	99%
November 2020	99%

Over the course of the COVID-19 crisis, the Company has received short-term rent relief requests from tenants who have been directly impacted by mandated closures. As of September 30, 2020, the Company granted rent relief to four tenants structured as temporary deferral arrangements of base rent.

In most cases, it is in the Company’s best interest to help its tenants remain in business and reopen when shelter-in-place orders or other mandated closures are lifted.

Rent relief requests to date may not be indicative of collections or requests in any future period.

## COVID-19: Impact on Plan of Liquidation

On March 5, 2020, the Plan of Liquidation was approved by our stockholders. The Plan of Liquidation authorizes the Company to undertake an orderly liquidation. In an orderly liquidation, the Company will sell all of its remaining properties, pay all of its known liabilities, provide for the payment of its unknown or contingent liabilities, distribute its remaining cash to its stockholders, wind up its operations and dissolve.

While pursuing the Plan of Liquidation, the Company intends to continue to manage its portfolio of assets to maintain and, if possible, improve the quality and income-producing ability of its properties to enhance property stability and better position our remaining assets for sale. While rent collections have been strong from April through November, COVID-19 has certainly impacted the timing of liquidation as follows:

- [Capital Improvement Projects](#) – There are substantial capital improvement projects that were well underway at multiple properties. These projects have experienced delays as construction crews navigate through business closures and stay-at-home orders. However, construction activity is beginning to resume and the Company will focus to complete these projects.
- [Leasing](#) – As one would expect, leasing activity has come to a near halt for property tours and inquiries for new prospects. In addition, many of the leasing transactions that were in various stages of negotiation have slowed but continue to move forward slowly. The Company expects tours and inquiries for new prospects to increase as states begin to reopen.
- [Real Estate Transaction Activity](#) - Few if any sales transactions are occurring at the moment. Investments that were in various phases of the marketing process have been removed from the market and investments that were under due diligence have also slowed or been dropped by potential purchasers.

As a result of the above, the Company has delayed the original sales plan for most assets within the 24 month liquidation window, in an attempt to maximize value and allow the capital markets to improve.

## Liquidation Approval & Liquidating Distributions

On March 5, 2020, at the annual stockholders' meeting, the Company's stockholders approved the Plan of Liquidation. Based on the range in estimated value per share as of November 13, 2019 and the estimated cost and expenses of liquidating the Company, the estimated range in liquidation proceeds per share as indicated in the Company's definitive proxy statement filed with the SEC was **\$3.40 and \$3.83 (or \$2.40 and \$2.83 after adjusting for liquidating distributions as of September 30, 2020 of \$1.00/share)<sup>1</sup>**.

<sup>1</sup> See the Company's definitive proxy statement filed with the SEC on December 9, 2019 for information on the calculation of range of liquidating distributions.

<sup>2</sup> The reduction in estimated net assets in liquidation per share primarily relates to the Second Liquidating Distribution in the amount of \$0.25 per share of common stock paid to stockholders on August 7, 2020. See slide 16 for more information.

Pursuant to the Plan of Liquidation, the Board of Directors has approved aggregate liquidating distributions of \$1.00/share to stockholders as of September 30, 2020. We anticipate continuing to make liquidating distributions to stockholders periodically as we complete asset sales and pay out the net proceeds of such sales. We expect to pay multiple liquidating distribution payments to our stockholders during the liquidation process and to pay the final liquidating distribution after we sell all of our assets, pay all of our known liabilities and provide for unknown liabilities.

The Company adopted the liquidation basis of accounting as of and for the periods subsequent to February 1, 2020. Net assets in liquidation represents the remaining estimated liquidation value available to stockholders upon liquidation. Due to the uncertainty in the timing of the sale of the Company's remaining real estate properties and the estimated cash flows from operations, actual liquidation costs and sale proceeds may differ materially from the amounts estimated.

Estimated Net Assets in Liquidation	September 30, 2020	June 30, 2020
Real Estate	\$4.16	\$4.36
Other Assets	0.31	0.42
<b>Total Assets</b>	<b>\$4.47</b>	<b>\$4.78</b>
Notes Payable	\$1.30	\$1.30
Liabilities for estimated costs in excess of estimated receipts during liquidation	0.60	0.66
Liabilities for estimated closing costs and disposition fees	0.10	0.10
Other Liabilities	0.06	0.05
<b>Total Liabilities</b>	<b>\$2.06</b>	<b>\$2.11</b>
<b>Estimated Net Assets in Liquidation <sup>2</sup></b>	<b>\$2.41</b>	<b>\$2.67</b>

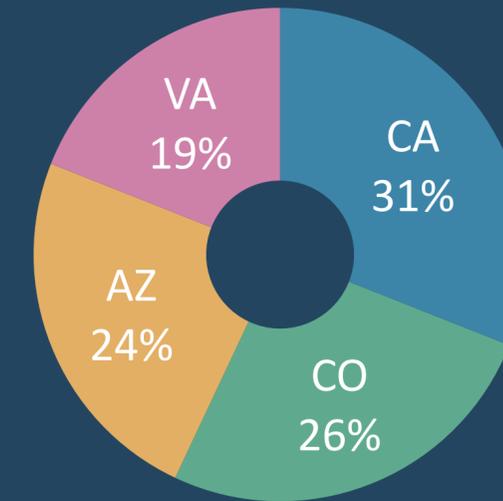
## Portfolio Overview

As of September 30, 2020

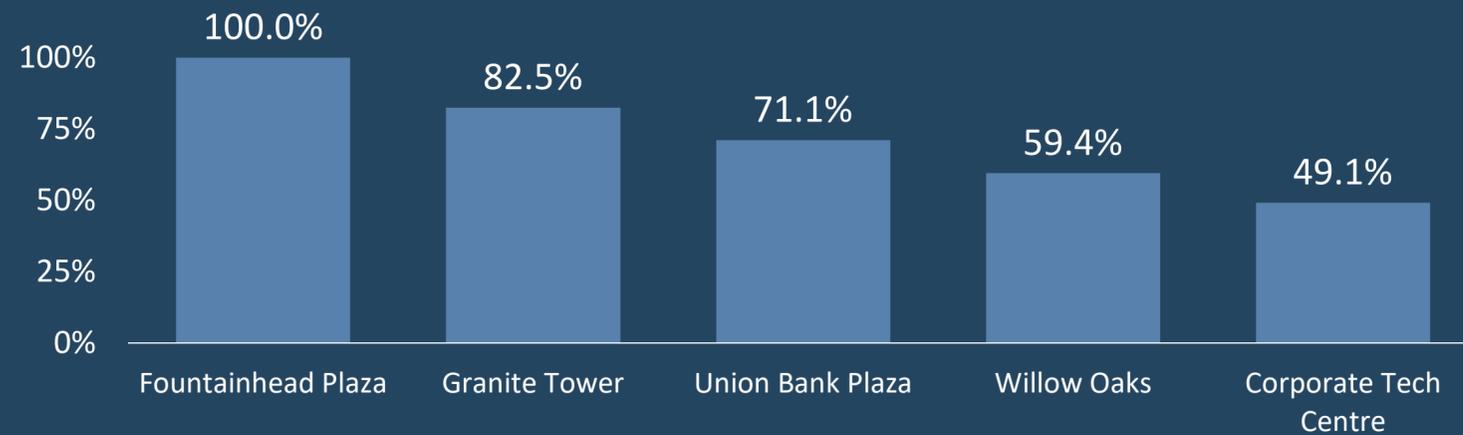
### Key Statistics

No. of Assets	5
Total Rentable Sq. Ft.	2,521,891
Cost Basis	\$926.2 Million
Wtd Avg Lease Term	6.5 years
Economic Occupancy	74.2%
Leased Occupancy <sup>1</sup>	74.5%
No. of Tenants	84
Leverage	35%

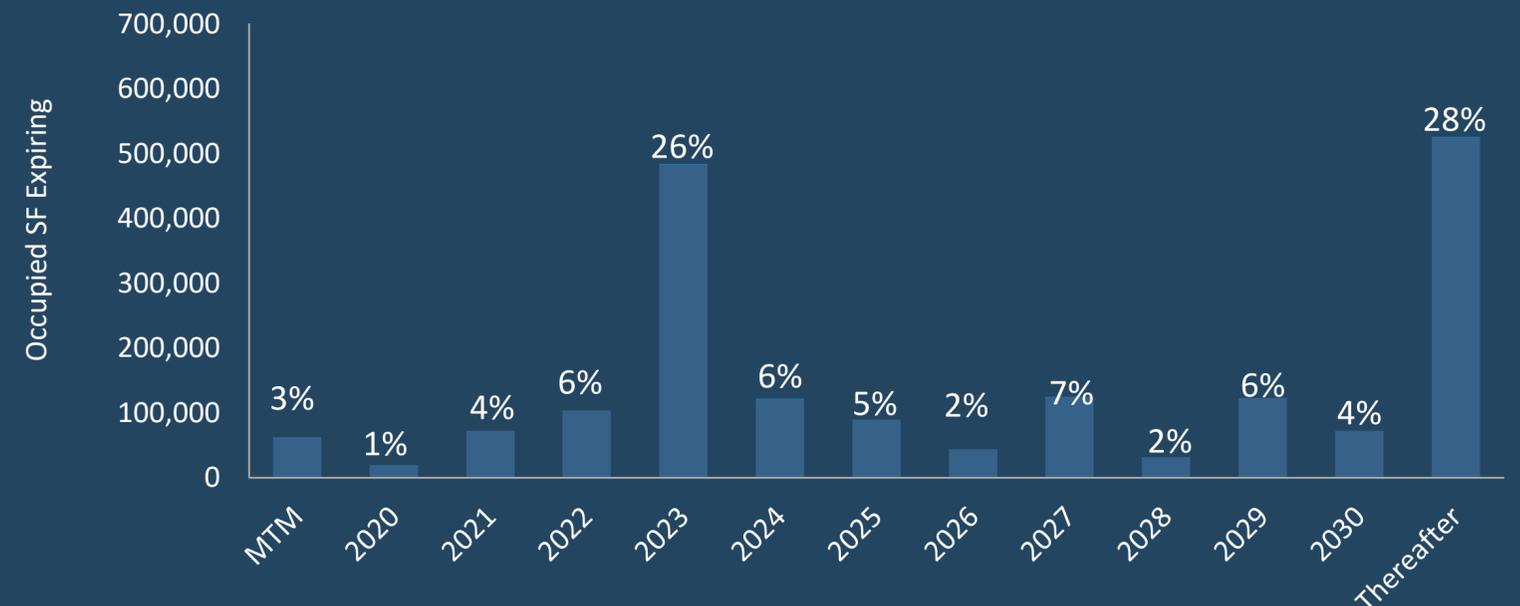
### Geographic Diversification<sup>2</sup>



### Leased Occupancy<sup>1</sup>



### Occupied SF Expirations as of September 30, 2020



<sup>1</sup> Leased occupancy includes future leases that had been executed but had not yet commenced as of September 30, 2020.

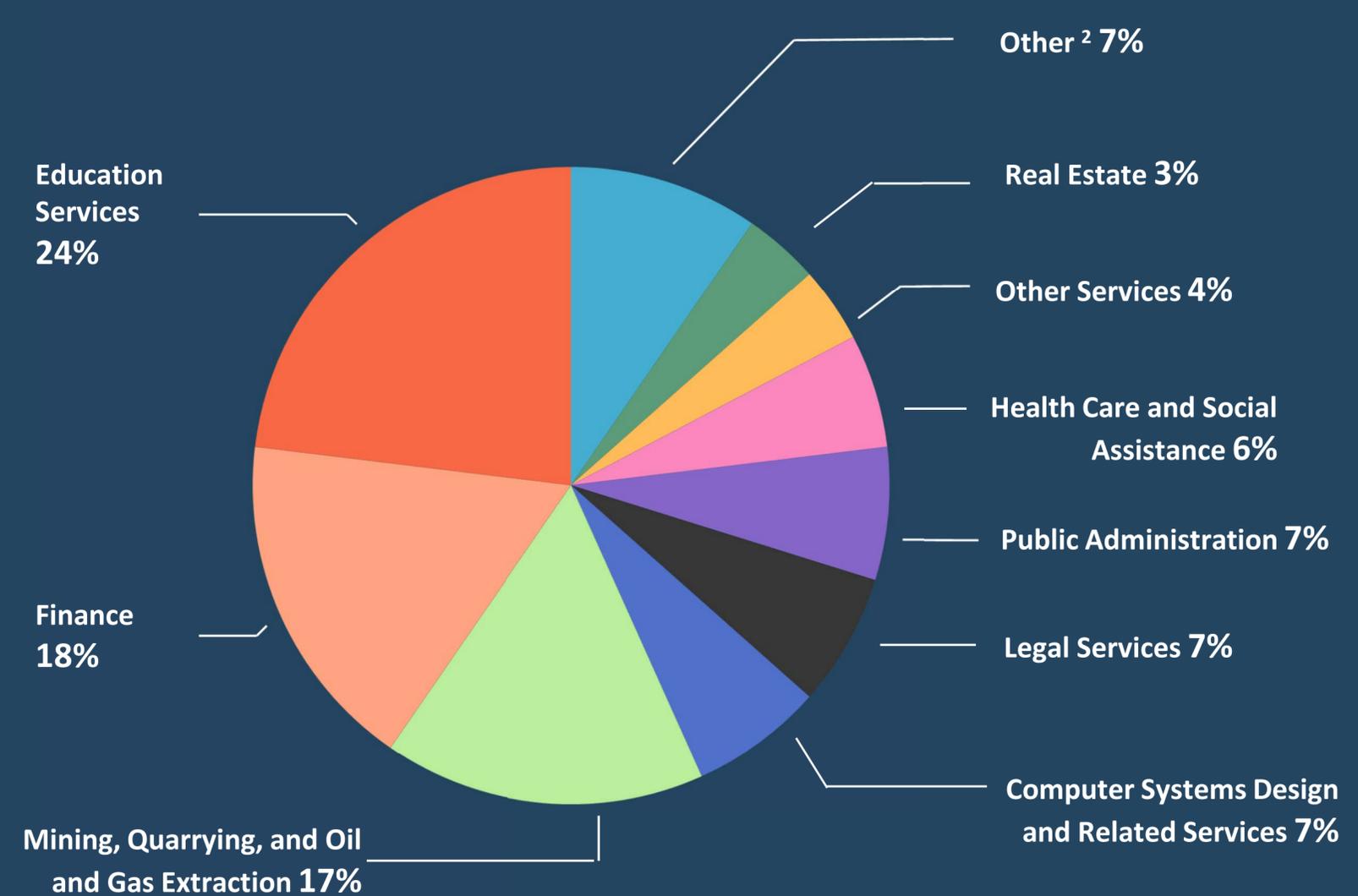
<sup>2</sup> Based on occupied square feet as of September 30, 2020.

## Tenancy Overview

As of September 30, 2020

Top 10 Tenants	Industry	Property	Occupied SF % of Portfolio
The University of Phoenix	Educational Services	Fountainhead Plaza	23.8%
Anadarko Petroleum Corporation	Mining, Oil & Gas Extraction	Granite Tower	15.8%
Union Bank	Finance	Union Bank	13.0%
Fairfax County School Board	Public Administration	Willow Oaks	6.6%
NXP USA, Inc	Computer Systems Design	Corporate Tech Centre	5.2%
Personal Capital Advisors Corp.	Finance	Granite Tower	1.7%
Orthovirginia	Health Care and Social Assistance	Willow Oaks	1.5%
Everwest Real Estate Investors	Real Estate	Granite Tower	1.2%
Fairfax Radiological Consultants, P.C.	Health Care and Social Assistance	Willow Oaks	1.2%
Robinson, Waters & O'Dorisio PC	Legal Services	Granite Tower	1.1%
<b>TOTAL (based on total occupied square feet)</b>			<b>71.1%</b>
<b>Weighted Average Lease Term (Top 10 Tenants)</b>			<b>7.8 years</b>

### Industry Diversification<sup>1</sup>



<sup>1</sup> Based on occupied square feet as of September 30, 2020.

<sup>2</sup> Includes various other industries that individually represent less than 3%.

## Liquidation Timeline

- ✓ Obtain Shareholder vote on liquidation - completed on March 5, 2020.
- ✓ Made 1<sup>st</sup> & 2<sup>nd</sup> liquidating distributions in March and August 2020
- ✓ Continue to execute liquidation during 2020 and 2021, making periodic liquidating distributions
- ✓ Complete liquidation within 24 months from March 5, 2020, the day our stockholders approved the Plan of Liquidation.

