

## Japan Prime Realty Investment Corporation **Company Presentation**

# 13th

Japan Prime Realty Investment Corporation (Securities Code: 8955 TSE) URL: http://www.jpr-reit.co.jp/jpr\_e/

Sep. 2008



## Profile of Japan Prime Realty Investment Corporation

Japan Prime Realty Investment Corporation

## **Profile Overview**

Ticker

Market Cap.

- Asset Size (based on acquisition price)
- Investment Target (type)

Investment Target (area)

**Real Estate Indices** 

Credit Rating

: 8955 (Tokyo Stock Exchange)

(as of August 29, 2008)

- : JPY 148.6 bn
- : JPY 282.3 bn
- : Office: 80%; Retail: 20%
- : Tokyo: 60%; Other Selected Cities: 40%
- : MSCI Japan Index, TSE REIT Index, GPR, EPRA/NAREIT
- : R&I: AA-; Moody's: A2; S&P: A

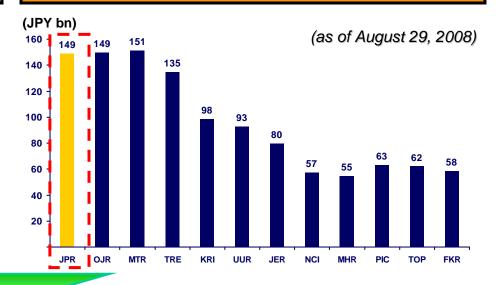
#### **Asset Management Company**

#### Tokyo Realty Investment Management (TRIM)

Sponsors (Shareholders of Asset Management Company)

Tokyo Tatemono (8804:TSE)	Real Estate	26%
Meiji Yasuda Life	Insurance	24%
Taisei Corp. (1801:TSE)	Construction	20%
Yasuda Real Estate	Real Estate	20%
Sompo Japan Insurance (8755:TSE)	Insurance	10%

Market Cap. of Major Diversified J-REITs



**Top Ranked Diversified J-REIT with Strong Sponsor Capability** 



## **Financial Results and Forcast**

	9th Period	10th Period	11th Period	12th Period	13th Period	14th Period
(JPY mn)	Ended June 2006	Ended Dec. 2006	Ended June 2007	Ended Dec. 2007	Ended June 2008	Ending Dec. 2008 (E)
Operating revenues	8,588	9,088	10,056	10,449	10,830	11,195
Operating profits	4,024	4,373	5,108	5,006	5,280	5,474
Net income	3,449	3,642	4,372	4,169	4,451	4,375
DPU (JPY)	6,509	6,873	6,996	6,671	7,122	7,000
FFO	5,010	5,222	5,524	5,978	6,269	6,194
FFO per unit (JPY)	9,453	9,853	8,839	9,566	10,031	9,911
Total units outstanding (Units)	530,000	530,000	625,000	625,000	625,000	625,000
LTV (%)	45.8%	48.7%	37.2%	38.9%	44.1%	45.9%
Total assets	231,523	244,691	271,398	278,842	303,459	-
Number of properties	44	46	48	49	50	53
Average occupancy rate (%)	97.7%	98.3%	99.0%	98.7	98.0%	97.1

#### 13th Fiscal Period (1st half 2008) Results

- ✓ Achieved DPU of JPY 7,000 for the first time
- ✓ Contribution of 2 properties newly acquired in the 13th Fiscal Period
  - -Shinjuku Center Bldg. (JPY 21.0 bn) and Shinjuku Sanchome East Bldg.(JPY 2.2 bn)
- ✓ Achieving higher rents with existing and new tenants
- ✓ Maintaining high occupancy rate through the period

#### 14th Fiscal Period (2nd half 2008) Forecast (as of Aug. 2008)

- ✓ Contribution of 3 properties newly acquired in the 14th Fiscal Period
  - -Minami Azabu Bldg. (JPY 3.76 bn.), Yurakucho Ekimae Bldg. (JPY 3.4 bn.) and Shinagawa Canal Bldg.(1.87 bn., planned)
- $\checkmark$  Assuming LTV ratio is at 45.9% at the end of the period
- ✓ Total units outstanding is based on 625,000 units.

#### Net Income Expected to Drop Mainly Due to Absence of Cancellation Penalty

Note: FFO = Net Income + Depreciation and Amortization – Capital Gains (Losses) from Disposal of Properties

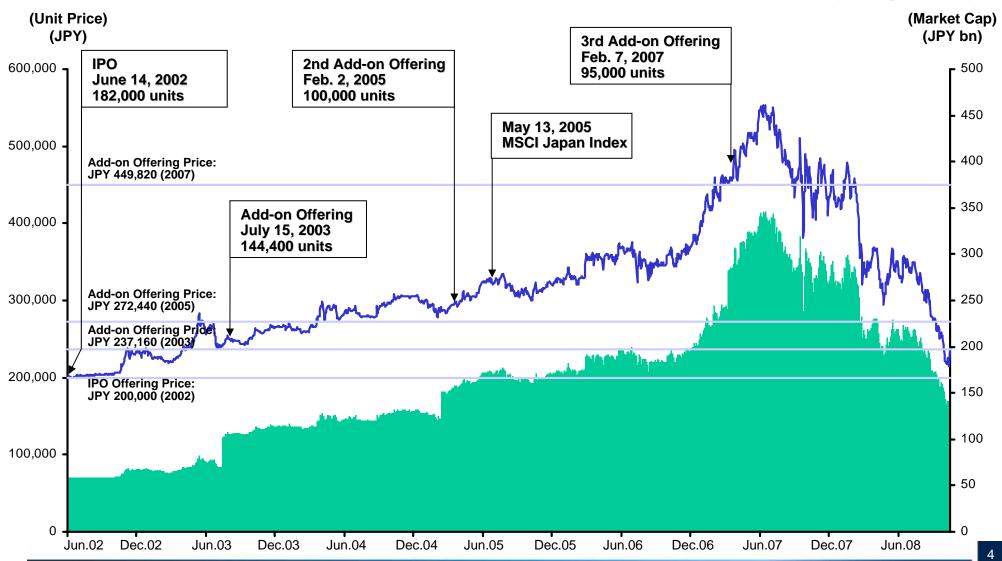
DPU and FFO per unit are calculated using the number of units outstanding as of the end of each fiscal period.

LTV = Interest Bearing Debt ÷ (Interest Bearing Debt + Unitholders' Capital) × 100

## JPR's Market Recognition History

JPR

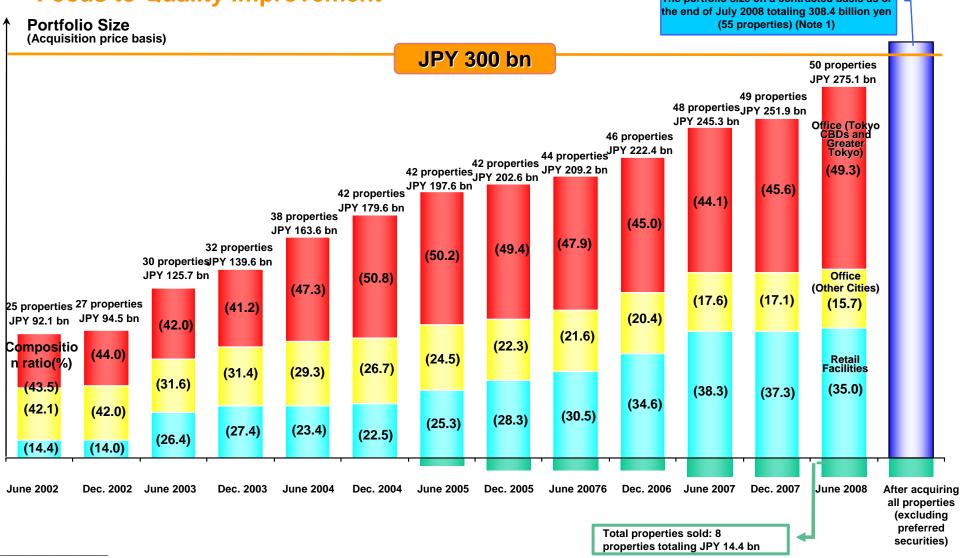
#### More than JPY 150 bin. In Market Cap. through Internal and External Growth



(as of August 29, 2008)

## From Expansion of Portfolio Size to Quality Improvement Japan Prime Realty Investment Corporation

#### Current Target: Achieved 300 Billion Yen on a Contracted Basis and Shift Focus to Quality Improvement The portfolio size on a contracted basis as of



\*JPR listed on June 14, 2002. All amounts are acquisition prices (excluding preferred securities) rounded down to 100 million yen. The composition ratio has been rounded to the first decimal place. (Note 1) The figure includes Minami Azabu Building that was already acquired, Yurakucho Ekimae Building (Yurakucho Itocia), Shinagawa Canal Building, KM Fukugo Bldg. (tentative name) and Sendagaya Yonchome Building (tentative name), all of which are to be acquired, and excludes Meieki Nichome Kaihatsu SPC Preferred Securities.



## Acquisition 13th Fiscal Period and After (Planned)

#### Acquisitions Centered on Blue-chip Properties in Tokyo CBDs in the 13th Fiscal Period and After

	Shinjuku Center Building	Shinjuku Sanchome East Bldg.	Minami Azabu Building	Yurakucho Ekimae Building (Yurakucho Itocia)
Type of Use		Paril		
		Retail	Office	Retail
<ul> <li>Acquisition Date (planned)</li> </ul>	March 2008 (Acquired)	April 2008 (Acquired)	July 2008 (Acquired)	August 2008 (Acquired)
<ul> <li>Acquisition Price (planned)</li> </ul>	JPY 21.0 bn	JPY 2.2 bn	JPY 3.76 bn	JPY 3.4 bn
<ul> <li>Appraisal Value (at acquisition or contract)</li> </ul>	JPY 20.9 bn	JPY 2.0 bn	JPY 3.76 bn	JPY 3.4 bn
Location	Shinjuku-ku, Tokyo	Shinjuku-ku, Tokyo	Minato-ku, Tokyo	Chiyoda-ku, Tokyo
Ownership Land	Co-ownership (40%)	Ownership and leasehold	Ownership	Co-ownership (1.9%)
Bldg.	Unit ownership <sup>(Note 1)</sup>	Unit ownership <sup>(Note 2)</sup>	Ownership	Co-ownership of unit ownership (4.3%)
Expected NOI	3.8%	3.7%	4.1%	3.4%
Seller (planned)	Asahi Mutual Life Insurance Co.	D&M Holdings Inc.	East3 SPC	Taisei Corporation
			(SPC operated by Tokyo Tatemono)	

(Note 1) The ownership equals 8.6% of the entire building.

(Note 2) When combined with the portion acquired in March 2007, the total acquisition price is JPY 2.74 bn and JPR's unit ownership equals 21.01% of the entire unit ownership.



## Acquisition in 14th Fiscal Period and After (Planned)

#### Invest in Blue-chip Development Properties while Reducing Development Risks

	Shinagawa Canal Building	KM Fukugo Bldg. (tentative name)	Sendagaya Yonchome Building (tentative name)	Meieki Nichome Kaihatsu SPC Preferred Securities
Type of Use	Office	Retail	Office	Office
<ul> <li>Acquisition Date (planned)</li> </ul>	December 2008 (contracted in October 2007)	March 2009 (contracted in March 2007)	May 2010 (contracted in June 2008)	(1) November 2007 (acquired) / (2) May 2009 <sup>(Note 2)</sup> / (3) April 2010 <sup>(Note 2)</sup>
<ul> <li>Acquisition Price (planned)</li> </ul>	JPY 1.87 bn	JPY 9.25 bn	JPY 15.05 bn <sup>(Note 1)</sup>	(1) JPY 0.34 bn / (2) JPY 1.643 bn / (3) TBD
<ul> <li>Appraisal Value (at acquisition or contract)</li> </ul>	JPY 1.89 bn	JPY 9.27 bn	JPY 15.1 bn	JPY 33.7 bn <sup>(Note 3)</sup>
Location	Minato-ku, Tokyo	Osaka-shi, Osaka	Shibuya-ku, Tokyo	Nagoya-shi, Aichi
Ownership Land	Co-ownership (45.6%)	Ownership (21.42%)	Ownership	Preferred equity ratio (acquired and planned ) [total 40%]
Bldg.	Unit ownership	Unit ownership	Ownership	1) 3% / (2) 12% / (3) 25% (ratio after additional preferred equity planned for April 2009)
Expected NOI	4.8% (appraisal cap rate)	4.3% (appraisal cap rate)	4.0%	-
Seller (planned)	Tokyo Tatemono Co., Ltd.	Sanyo Homes Co., Ltd., Haseko Corporation and 8 other companies	Sendagaya Kaihatsu Tokutei Mokuteki Kaisha (SPC operated by Tokyo Tatemono)	(1) and (2): Shimizu Corporation / (3) Marubeni Corporation

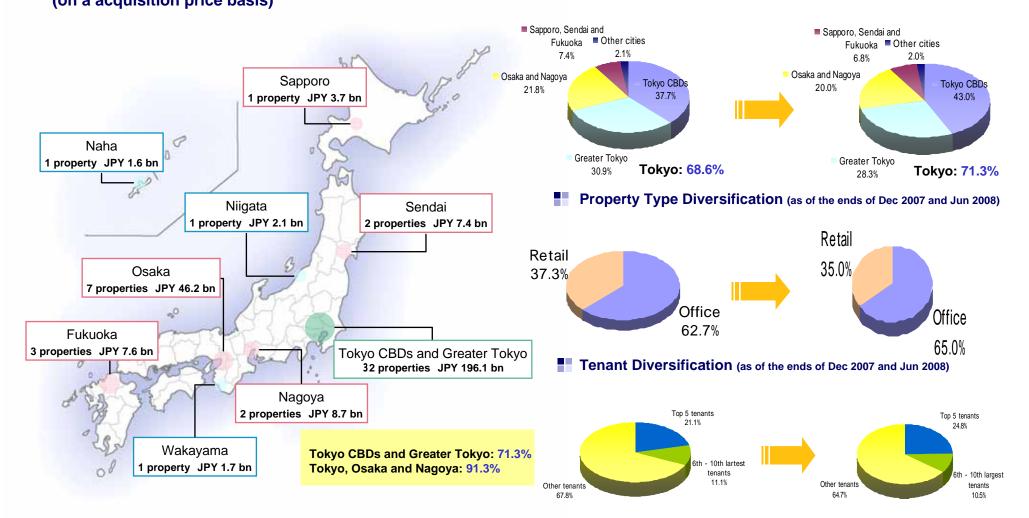
(Note 1) The acquisition price may be changed up to JPN 16.5 bn following a certain calculation method if the profitability of the property improves as a result of tenant solicitation by the seller. (Note 2) The preferred securities of Meieki Nichome Kaihatsu SPC are to be acquired in three steps. (1) JPR already acquired the 3% equity in November 2007. (2) JPR concluded purchase agreements for the 12% equity and (3) the 25% equity in November 2007. The (2) and (3) portions will be acquired in May 2009 and April 2010, respectively. (Note 3) The figure is the appraisal value of the real estate that backs the preferred securities of Meieki Nichome Kaihatsu SPC.

## Establishing the Core Portfolio and Diversifying Risks

## Focus on Investing in Office Buildings in Tokyo where Stability and Growth are Expected, while Considering Risk Diversification

Portfolio Diversification as of the End of June 2008
 (on a acquisition price basis)

**Geographic Diversification** (as of the ends of Dec 2007 and Jun 2008)



\*The figures have been rounded to JPY 100 million, and prepared based on JPR's portfolio (acquisition price) as of ends of Dec 2007 and Jun 2008, excluding Minami Azabu Building that was already acquired, Yurakucho Ekimae Building (Yurakucho Itocia), Shinagawa Canal Building, KM Fukugo Bldg. (tentative name) ,Sendagaya Yonchome Building (tentative name) and Meieki Nichome Kaihatsu SPC Preferred Securities, all of which are to be acquired.

274,590



#### Results of Upward Revisions of Rents by Fiscal Period

#### Internal Growth through Promoting Rent Revisions Contributes to Expanded Revenues and Profits

#### Offices covered are only those located in Tokyo CBDs and Greater Tokyo

		Revised	Total No. of	0/	Contribution to Profit Increase (1,000 yen)				
Fiscal Period	Timing of Rent Increase	Contracts	Contracts	%	11th fiscal period	12th fiscal period	13th fiscal period	14th fiscal period	15th fiscal period
11th fiscal period contribution by revisions	11th fiscal period (Jun 2007 period) or before	56	297	18.9%	46,601	76,124	76,124	76,124	76,124
12th fiscal period contribution by revisions	12th fiscal period (Dec 2007 period)	35	328	10.7%		45,117	83,883	83,883	83,883
13th fiscal period contribution by revisions	13th fiscal period (Jun 2008 period)	60	364	16.5%			35,878	78,143	78,143
14th fiscal period contribution by revisions	14th fiscal period (Dec 2008 period) (fixed portion)	12	364	3.3%				30,212	34,363
15th fiscal period contribution by revisions	15th fiscal period (Jun 2009) period or after (fixed portion)	9	364	2.5%					2,076
	Total	172		47.3%	46,601	121,241	195,885	268,363	274,590
				vs. 10th fiscal period results	1.6%	4.2%	6.8%	9.3%	9.5%

•<u>Upward revisions continued at the same level as the 11th and</u> 12th fiscal periods due to continued compensations for upward revisions and establishment of detailed upward revision targets

[13th Period results]

Upward revisions: approx. JPY 16 mn per month with revision rate of about 26% maximum

Average revision rate: 11.1%

Contribution volume to increases in NOI will further expand in the 14th fiscal period and after

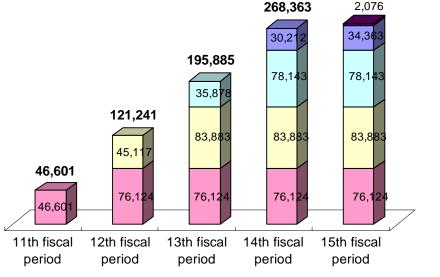
\*1. The revision results are accumulated numbers on a contract basis.

\*2. The numbers of contracts are those at the ends of the 11th, 12th and 13th fiscal periods, while using the figure at the end of the 13th fiscal period for the 14th and 15th fiscal periods for convenience.

\*3. Offices covered are only those located in Tokyo or Greater Tokyo.

\*4. Contributions to increased revenues and the ratios of rents over the 10th fiscal period have been calculated solely based on rents excluding common expenses.

\*5. Figures for the 14th and 15th fiscal periods are revisions that were already agreed on as of the end of December 2008.



11th fiscal period contribution by revisions
 12th fiscal period contribution by revisions
 13th fiscal period contribution by revisions
 14th fiscal period contribution by revisions

## Increases in Rent Revenues and Changes in Occupancy Rates Japan Prime Realty Investment Corporation

#### Changes in Rent Revenues (from properties owned at end of each fiscal period)

Rent Revenues Tend to Increase since 8th Fiscal Period (Dec 2005 Period) due to Rent Revisions, Leasing Activities and Other Efforts

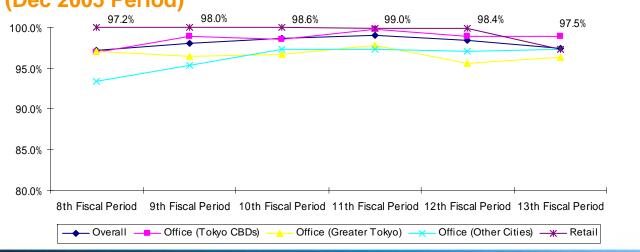


(Note) Changes in rent revenues are shown in indices for all properties owned at the end of each fiscal period excluding sold properties, with the rent revenues of the previous fiscal period set at 100.

#### Changes in Occupancy Rate by Type of Use and by Region

JPR

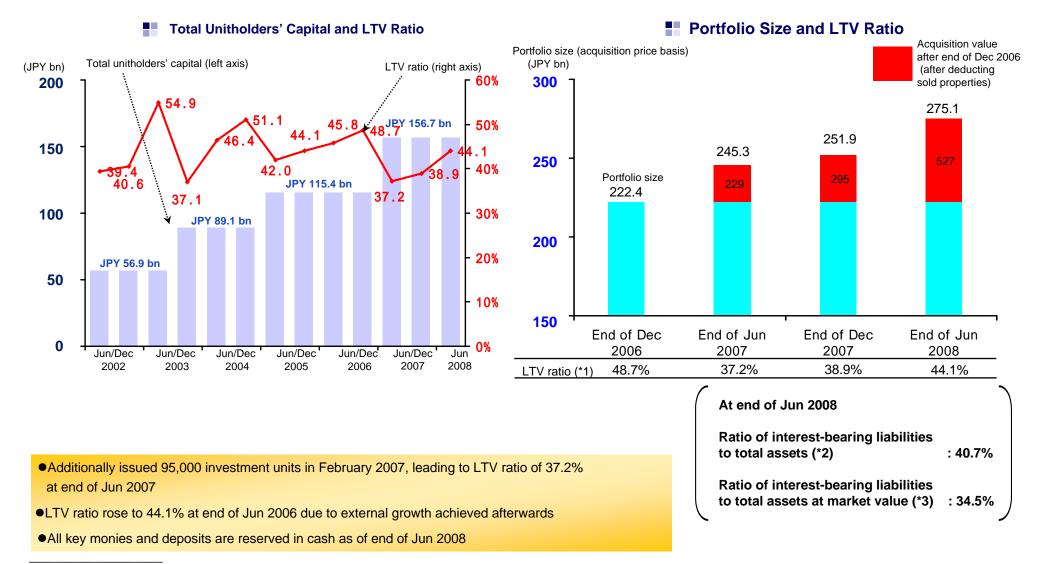
Occupancy of Entire Portfolio Remains Stable at High Level Since 8th Fiscal Period (Dec 2005 Period)



(Note) Figures in the graph are solely the occupancy rates of the entire portfolio.



### LTV Ratio is Controlled Between 30% and 50%



<sup>(\*1)</sup> LTV ratio (interest-bearing liabilities ratio) = interest-bearing liabilities/(interest-bearing liabilities + total unitholders' capital) x 100

<sup>(\*2)</sup> Ratio of interest-bearing liabilities to total assets = interest-bearing liabilities/total assets at end of period x 100

<sup>(\*3)</sup> Ratio of interest-bearing liabilities to total assets at market value = interest-bearing liabilities/(total assets at end of period + real estate valuation losses or gains) x 100



#### **Use Diversified Procurement Methods**

#### Corporate Bonds Issued

<The sole issuance of corporate bonds (excluding CPs) among J-REITs in the first half of 2008>

Name	Issue Date	Balance at End of 13th Fiscal Period (JPY mn)	Interest Rate	Term (years)	Redemption Date	Remarks
First Series of Unsecured Bonds	February 12, 2004	-	0.84%	4	Febuary 12, 2008	
Second Series of Unsecured Bonds	February 12, 2004	7,000	1.38%	6	February 12, 2010	
Third Series of Unsecured Bonds	February 12, 2004	5,000	2.32%	10	February 12, 2014	
Fourth Series of Unsecured Bonds	November 4, 2004	10,000	0.92%	5	November 4, 2009	
Fifth Series of Unsecured Bonds	November 4, 2004	5,000	1.44%	7	November 4, 2011	Unsecured
Sixth Series of Unsecured Bonds	November 4, 2004	5,000	2.00%	10	November 4, 2014	Ung uaranteed
Seventh Series of Unsecured Bonds	December 14, 2006	4,500	2.90%	20	December 14, 2026	
Eighth Series of Unsecured Bonds	July 23, 2007	9,000	1.85%	5	July 23, 2012	
Ninth Series of Unsecured Bonds	July 23, 2007	6,000	2.10%	7	Jul;y 23, 2014	
Tenth Series of Unsecured Bonds	May 30, 2008	3,000	1.71%	3	May 30, 2011	

### Achieved High Credit Ratings among J-REITs

#### Current Ratings

	Issuer	Outlook
R&I	AA-	Stable
Moody's	A 2	Stable
S&P	А	Stable

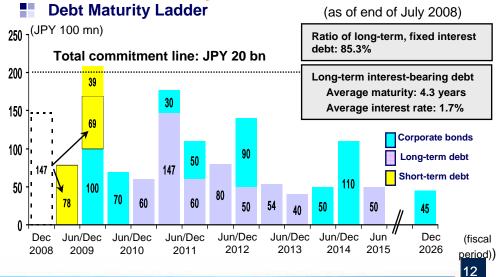
#### **Diversified Fund Procurement Pipelines**

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#### Status of Lenders

		(as of end of July 2008)
City banks	4	The Mizuho Corporate Bank, The Bank of Tokyo- Mitsubishi UFJ, Resona Bank and Sumitomo Mitsui Banking Corporation
Regional banks	4	Fukuoka Bank, The Chugoku Bank, The Hachijuni Bank and The Iyo Bank
Trust banks	1	Mitsubishi UFJ Trust and Banking
Life and non-life insurance companies	5	Meiji Yasuda Life Insurance, Sumitomo Life Insurance, Taiyo Life Insurance, Daido Life Insurance and Sompo Japan Insurance
Other financial institutions	3	National Mutual Insurance Federation of Agricultural Cooperatives, Shinsei Bank and Aozora Bank

#### Flatten Refinance Amounts through Maturity Diversification





## Future Investment and Management Policy

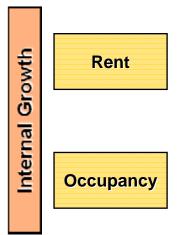


Focus on investment in offices by utilizing coordination with sponsors

Focus investment in Tokyo metropolitan area where increases in rents are expected

Discern the market conditions and strictly select excellent, operating properties as investment subject

# Improve the portfolio quality through replacing properties and other measures



Continue to raise rents in an effort to increase revenues

Maintain the occupancy rate at its current almost full occupancy

Aim to achieve growth after realizing dividend per unit of 7,000 yen (equivalent to 17,500 yen per unit before splitting investment units)

# 13 Japan Prime Realty Investment Corporation

## Appendix

- **1. Financial Summary**
- 2. Property Portfolio Summary
- 3. Overview of TRIM

# 13 Japan Prime Realty Investment Corporation

## 1. Financial Summary



### Acquired Large Property Mainly through Long-term Borrowings

						(JPY mn)	(JPY mn)
	As of June 3		As of Dec. 3		Char	<u></u>	1. Balance of interest-bearing debt         End of 13th         End of 12th         Variation
	Amount	%	Amount	%	Amount	%	Fiscal Period Fiscal Period
Total current assets	33,958	11.2%	31,874	11.4%	2,083	6.5%	Total 123,475 99,683 23,792
Cash and bank deposits	18,461	6.1%	16,307	5.8%	2,154	13.2%	(Breakdown) Unsecured borrowings 59,792 29,000 30,792
Entrusted cash and deposits	15,126 369	5.0%	14,990	5.4%	136 -207	0.9%	Secured borrowings 9,183 9,183 -
Other current assets		0.1%	576	0.2%	-	-36.0% 9.1%	Unsecured corporate bonds 54,500 61,500 -7,000
	269,365 267,450	88.8% 88.1%	246,844 246,478	88.5% 88.4%	22,521 20.972	9.1% 8.5%	
Property and equipment Real estate	83,062	27.4%	61,270	22.0%	20,972	35.6%	2. Interest-bearing debt ratio etc. <u>End of 13th</u> End of 12th Variation (P)
Buildings and structures	26.519	8.7%	24,670	8.8%	1.849	7.5%	Fiscal Period Fiscal Period
J J J		8.7% 18.6%			/	7.5% 54.5%	(1) Interest-bearing debt ratio
Land Entrusted real estate	56,542 184,388	60.8%	36,600 185,207	13.1% 66.4%	19,941 -819	-0.4%	Interest-bearing debt / (Interest-bearing debt + Unitholders' capital)
	67,260	22.2%		24.4%	-819	-0.4%	44.1% 38.9% 5.2
Buildings and structures			68,079		-019	-1.2%	(2) Interest-bearing debt to total assets
	117,128 1.552	38.6%	117,128	42.0%		-	Interest-bearing debt / Total assets at end of period
Total intangible assets	,	0.5%	10	0.0%	1,542	14872.8%	40.7% 35.7% 4.9
Leasehold right	1,542	0.5% 0.0%	-	-	1,542	- -7.4%	Interest-bearing debt / (Total assets at end of period + Gains or losses
Other intangible assets	9		10	0.0%	-0		from real estate valuation) 34.5% 29.9% 4.5
Total investments and other assets	362	0.1%	355	0.1%	6	1.9%	
Investment securities	344	0.1%	344	0.1%	-	-	(3) Ratio of long-term fixed-rate borrowings
Deposits	17	0.0%	10	0.0%	6	68.3%	Long-term fixed-rate interest-bearing debt (*) / Interest-bearing debt
Long-term prepaid expenses	0	0.0%	0	0.0%	-	-	88.0% 90.0% -1.9
Total deferred assets	135	0.0%	122	0.0%	13	10.7%	*Total amount of long-term fixed-rate debt with over 1 year to maturity
Corporate bond issuance costs	135	0.0%	122	0.0%	13	10.7%	
Total assets	303,459	100.0%	278,842	100.0%	24,617	8.8%	
Total current liabilities	18,366	6.1%	13,242	4.7%	5,123	38.7%	3. Commitment line status End of 13th End of 12th Variation
Accounts payable and accrued expenses	2,405	0.8%	2,101	0.8%	303	14.5%	Fiscal Period Fiscal Period
Rent received in advance	1,168	0.4%	1,140	0.4%	28	2.5%	Credit limit (total) 20,000 -
Short-term borrowings	14,792	4.9%	-	-	14,792	-	Outstanding debt at the end of the per
Current portion of long-term borrowings	-	-	-	-	-	-	Unused commitment line at the end of the period
Current portion of corporate bonds	-	-	10,000	3.6%	-10,000	-100.0%	20,000 -
Total long-term liabilities	123,916	40.8%	104,704	37.5%	19,212	18.3%	Lenders (as of the end of the period)
Deposits received from tenants	15,233	5.0%	15,021	5.4%	212	1.4%	Mizuho Corporate Bank, The Bank of Tokyo-Mitsubishi UFJ,
Long-term borrowings	54,183	17.9%	38,183	13.7%	16,000	41.9%	Resona Bank, Mitsubishi UFJ Trust and Banking, Shinsei Bank
Corporate bonds	54,500	18.0%	51,500	18.5%	3,000	5.8%	* Agreements have been concluded separately with respective banks
Total liabilities	142,282	46.9%	117,946	42.3%	24,336	20.6%	listed above.
Unitholders' capital	156,725	51.6%	156,725	56.2%	-	-	4. Investment units status End of 13th End of 12th Variation
Retained earnings	4,451	1.5%	4,169	1.5%	281	6.8%	Fiscal Period Fiscal Period
Total unitholders' equity	161,177	53.1%	160,895	57.7%	281	0.2%	Total number of units issued and outstanding (units)
Total liabilities and unitholders' equity	303.459	100.0%	278.842	100.0%	24.617	8.8%	625,000 625,000 - Total unitholders' equity per unit (ven) 257,883 257,432 451
rotal habilities and unitholders equity		100.070	210,042	100.070	27,017	0.070	Total unitholders' equity per unit (yen) 257,883 257,432 451

Note: Figures were rounded off to a million yen



## **Income Statement for the 13th Fiscal Period**

### DPU Increased by about 7% by Acquiring New Properties

		13th Fiscal F Jan. 1, 2008 – Jun		12th Fiscal I Jul. 1, 2007 – De		Chang	le
		Amount	%	Amount	%	Amount	%
	Rental revenues	10,002	92.3%	9,662	92.5%	339	3.5%
	Other rental revenues	828	7.7%	752	7.2%	76	
	Real estate rental revenues	10,830	100.0%	10,415	99.7%	415	4.0%
	Gain on sale of real estate	-	-	-	-	-	-
	Dividends income	-	-	34	0.3%	-34	-100.0%
	Operating revenues	10,830	100.0%	10,449	100.0%	381	3.6%
	Property and other taxes	859	7.9%	764	7.3%	95	12.5%
	Other rental expenses	2,231	20.6%	2,242	21.5%	-11	-0.5%
	Outsourcing expenses	498	4.6%	477	4.6%	20	4.4%
	Utilities expenses	662	6.1%	740	7.1%	-78	-10.5%
	Casualty insurance	33	0.3%	35	0.3%	-1	-4.8%
	Repairs and maintenance	265	2.4%	251	2.4%	13	5.4%
	Property management fees Management association accounts	219 457	2.0% 4.2%	207 461	2.0% 4.4%	12	6.0% -0.8%
	Other	457	4.2%	69	4.4% 0.7%	-3	-0.8%
経常損	Depreciation	1,818	16.8%	1,809	17.3%	8	0.5%
市指	Real estate rental expenses	4,909	45.3%	4,816	46.1%	93	1.9%
「「」」	Asset management fees	416	3.8%	400	3.8%	15	3.9%
	Adm. service/custodian fees	66	0.6%	69	0.7%	-2	-4.1%
部	Director's remuneration	6	0.1%	6	0.1%	0	4.8%
ЦР	Trust fees	55	0.5%	55	0.5%	-0	-0.2%
	Other operating expenses	95	0.9%	94	0.9%	0	0.7%
	Operating expenses	5,550	51.2%	5,443	52.1%	106	2.0%
	Operating profits	5,280	48.8%	5,006	47.9%	274	5.5%
	Profits ( - )	5,921	54.7%	5,598	53.6%	322	5.8%
	Net operating income (NOI)	7,739	71.5%	7,407	70.9%	331	4.5%
	Non-operating revenues	99	0.9%	18	0.2%	81	433.5%
	Non-operating expenses	928	8.6%	854	8.2%	73	8.6%
	Interest expenses (including corporate bonds)	897	8.3%	809	7.7%	88	10.9%
	Loan arrangement fees	16	0.1%	16	0.2%	-0	-0.9%
	Amortization of corporate bond issuance costs	9	0.1%	8	0.1%	1	18.8%
	New unit-issuance costs	-	-	-	-	-	-
	Other non-operating expenses	4	0.0%	20	0.2%	-15	-77.3%
	Recurring profits	4,452	41.1%	4,170	39.9%	281	6.8%
	Income before income taxes	4,452	41.1%	4,170	39.9%	281	6.8%
	Net income	4,451	41.1%	4,169	39.9%	281	6.8%
	Retained earnings at the end of period	4,451	41.1%	4,169	39.9%	281	6.8%
	Distribution per unit (JPY)	7,122		6,671		451	

. Rental business inco	ome
------------------------	-----

\* Whole-period contribution of 1 property acquired in 12th fiscal period

+9 mn yen

\* In-period rental of 2 properties acquired in 13th fiscal period

+269 mn yen

\* Improved profitability of existing properties +61 mn yen

2.	Additional use fees/utilities
_	* Revenue from Cancellation Penalty: +186 mn yer
3.	Incidental income/utilities expenses
	* Incidental income: -110 mn yen
	* Utilities expenses: -78 mn yen
	(Seasonal change on both sides of revenue and expense)

4. Non-operating profits and losses

(1) Non-operating profits
\* Income from settlement of management accounts
+80 mn yen

(2) Non-operating expenses

\* Paid interest
+88 mn yen
(Increase from acquiring properties and refinancing to long-term and fixed rate debt)

#### (Reference)

In January 2002 (before IPO) investment units (500,000 yen a unit) were split into 2.5 units (200,000 yen a unit) to make investment units easier to invest in. Therefore, the distribution per unit based on the pre-split level would be 16,670 yen.

Note: Figures were rounded off to a million yen



## Forecast for the 14th Fiscal Period

	Forecasts for the 14th Fiscal Period						Change from the 13th		
	July 1, 2008 – December 31, 2008						Fiscal Period Results		Premises behind
	50 properties as of the end of 13th Fiscal Period	Minami Azabu Building	Yurakucho	Shinagawa Canal Building	Total	%	Amount	%	Forecasts for 14th Fiscal Period Management
Rental revenues	10,292				10,429	93.2%	427	4.3%	<portfolio></portfolio>
Other rental revenues	755				766	6.8%	-62	-7.5%	
Real estate rental revenues	11,047				11,195	100.0%	364	3.4%	Portfolio as of end of 13th fiscal
Gain on sale of real estate	-			/	-	-	-	-	period: 50 properties
Dividends income	-				-	-	-	-	period. 50 properties
Operating revenues	11,047				11,195	100.0%	364	3.4%	Preferred securities: 1
Property and other taxes Other rental expenses	854 2,312			/	854 2,338	7.6% 20.9%	-5 107	-0.6%	
Outsourcing expenses	527		/	/	2,338	4.8%	36	4.8%	Properties to be acquired in 14th
Utilities expenses	770				781	7.0%	118	17.9%	fiscal period and after: 3
Casualty insurance	34				35	0.3%	1	6.0%	
Repairs and maintenance	221				223	2.0%	-41	-15.7%	
Property management fees	216				220	2.0%	0	0.4%	<average monthly="" occupancy<="" td=""></average>
Management association accounts	455				455	4.1%	-2	-0.5%	
Other Depreciation	87 1,792		- /		87 1,819	0.8%	-7	-7.6% 0.1%	during Period>
Real estate rental expenses	4,959				5,012	44.8%	102	2.1%	97.1%
Loss on sale of real estate	4,909	/	1		3,012	44.070	102	2.170	97.170
Asset management fees	-				419	3.7%	2	0.6%	<total number="" of="" td="" units<=""></total>
Adm. service/custodian fees					419 72	0.6%	6	9.9%	Outstanding>
Director's remuneration					6	0.1%	-	-	Outstanding>
Trust fees					55	0.5%	0	0.1%	625,000 units
Other operating expenses					153	1.4%	58	61.1%	020,000 units
Operating expenses					5,720	51.1%	170	3.1%	<ltv 14th="" at="" end="" fiscal<="" of="" p="" ratio="" the=""></ltv>
Operating profits					5,474	48.9%	194	3.7%	period>
Profits ( - )	6,087	60	35	-1	6,182	55.2%	261	4.4%	perious
Net operating income (NOI)	7,880	79	41	0	8,002	71.5%	263	3.4%	45.9%
Non-operating revenues					24	0.2%	-75	-75.9%	
Non-operating expenses					1,122	10.0%	194	21.0%	
Recurring profits					4,376	39.1%	-76	-1.7%	
Income before income taxes					4,376	39.1%	-76	-1.7%	
Net income					4,375	39.1%	-76	-1.7%	
Retained earnings at the end of period					4,375	39.1%	-76	-1.7%	
• · · ·				· · · · · · · · · · · · · · · · · · ·					
Distribution per unit (JPY)				l	7,000		-122		
					Total units outs	standing (U	hits)		

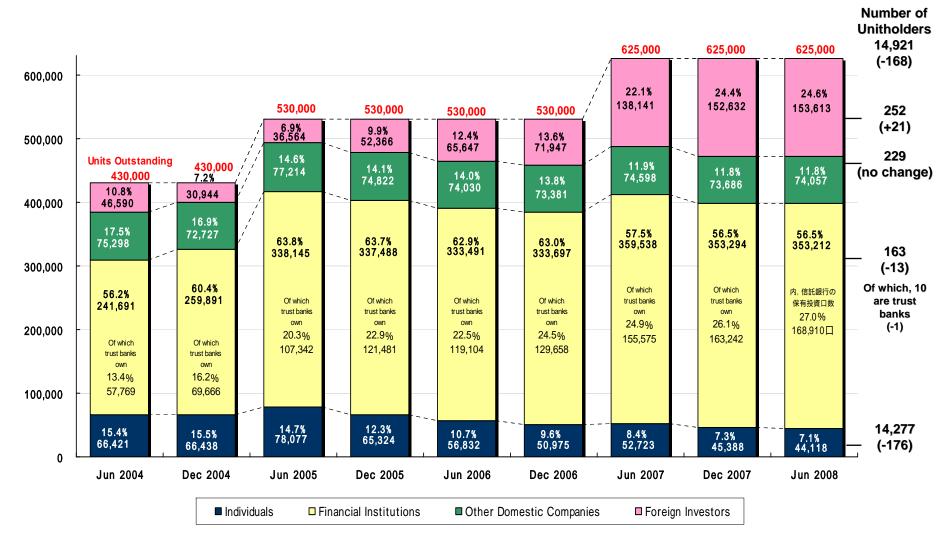
625,000

Note: Figures were rounded off to a million yen

For details on assumptions for the 14th Fiscal Period forecast, please refer to the "Assumptions for the 14th Fiscal Period Forecast (July 1, 2008 - December 31, 2008)" on pages 3 and 4 of the "Japan Prime Realty Investment Corporation 13th Fiscal Period Results (January 1, 2008 - June 30, 2008)."



### Ratio of Foreign Investors Rose for Six Consecutive Periods while Ratio of Financial Institutions Excluding Trust Banks Dropped



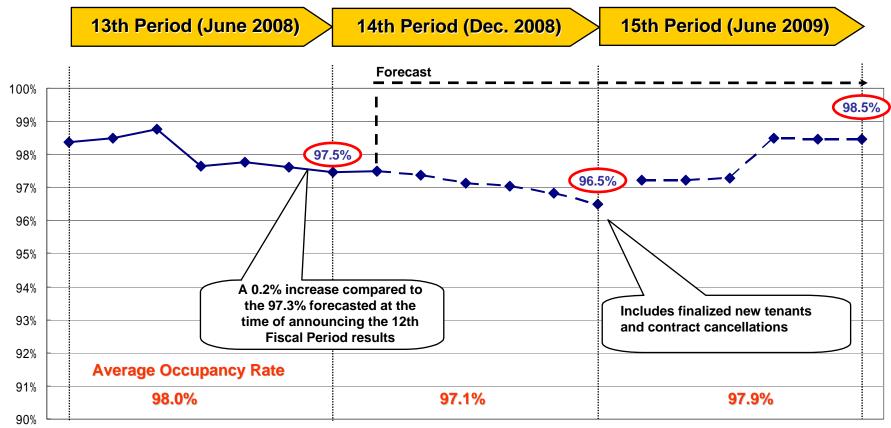
Note: The composition ratio is rounded to the first decimal place.

# 13 Japan Prime Realty Investment Corporation

## 2. Property Portfolio Summary

#### Japan Prime Realty Investment Corporation

## **Projected Trends of Occupancy Rates**

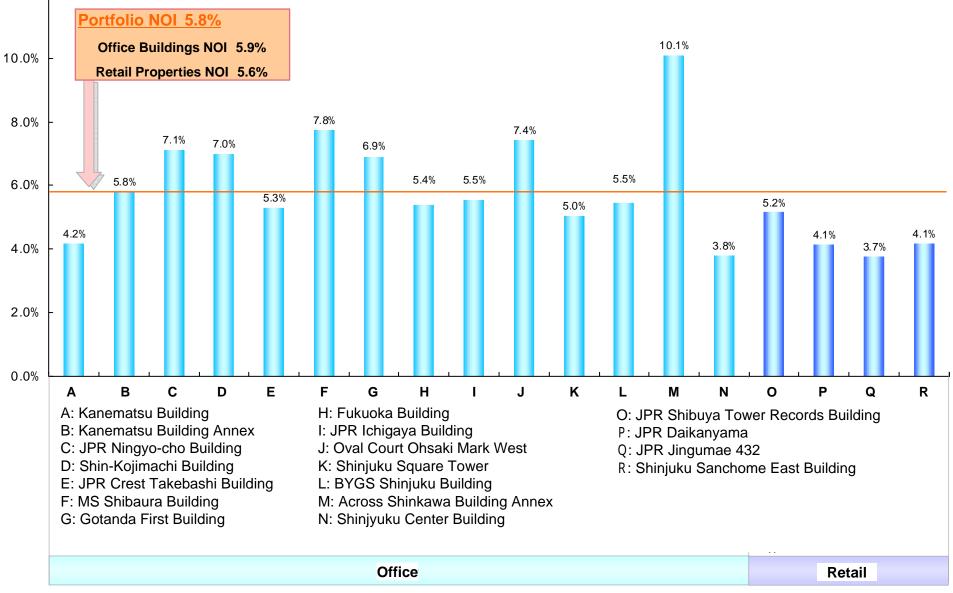


(Reference) Total leasable area: 383,491.03m<sup>2</sup> (end of the 13th fiscal period)

- (1) The occupancy rate for the 14th fiscal period and after has been calculated based on below:
  - 14<sup>th</sup> 1) July 2008: occupancy rate for 51 properties including Minami Azabu Building that was newly acquired
    - 2) August 2008: occupancy rate for 52 properties including Yurakucho Ekimae Building to be acquired
    - 3) December 2008: occupancy rate for 53 properties including Shinagawa Canal Building to be acquired
  - 15<sup>th</sup> 1) March 2009: occupancy rate for 54 properties including KM Fukugo Bldg. (tentative name) to be acquired
- (2) The occupancy for the 14th fiscal period has taken into consideration all of the contract terminations known as of August,8, 2008 and included only executed contracts for the scheduled new tenants.
- (3) The occupancy for the 15th fiscal period includes some new tenants in addition to the above (2).

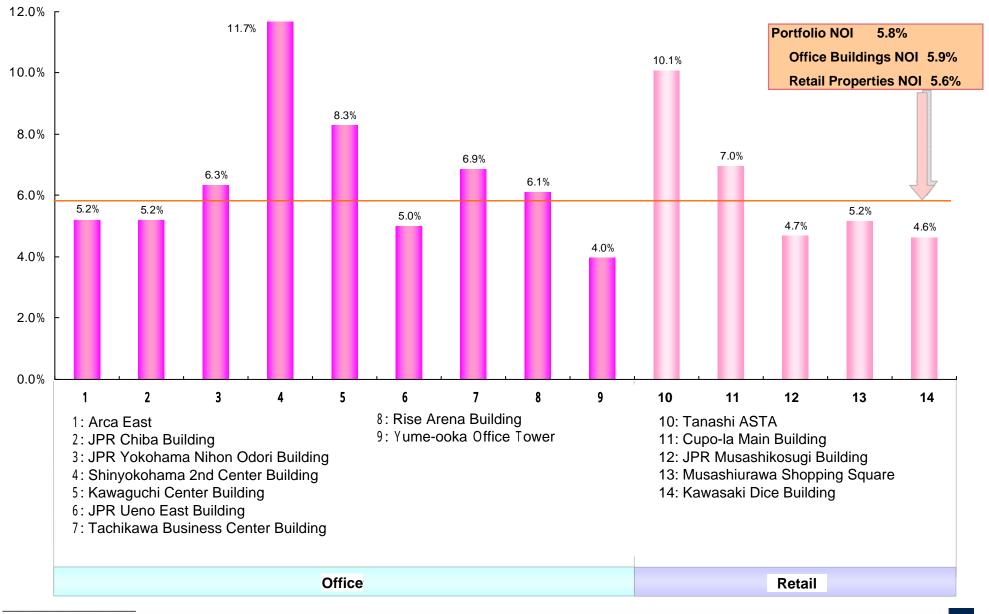
## NOI Yield by Property for the 12th Fiscal Period (Tokyo CBDs)

12.0% <sub>L</sub>



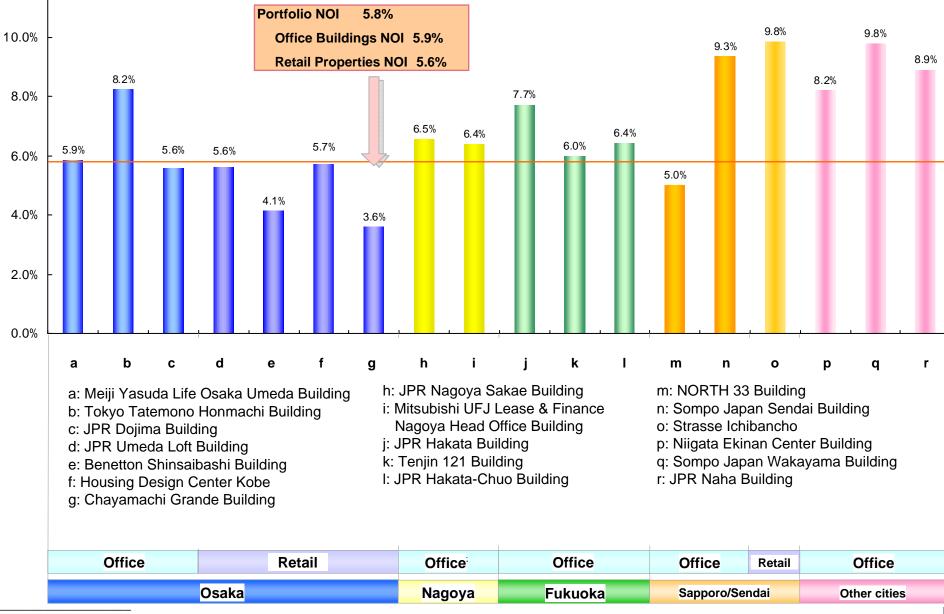
) NOI yield = (Rental revenues – Rental expenses + Depreciation) x 365/182 ÷ Acquisition price

JPR



) NO! yield = (Rental revenues – Rental expenses + Depreciation) x 365/182 ÷ Acquisition price

#### NOI Yield by Property for the 12th Fiscal Period (Other selected cities) Japan Prime Reality Investment Corporation



() NO yield = (Rental revenues – Rental expenses + Depreciation) x 365/182 ÷ Acquisition price

**F** 

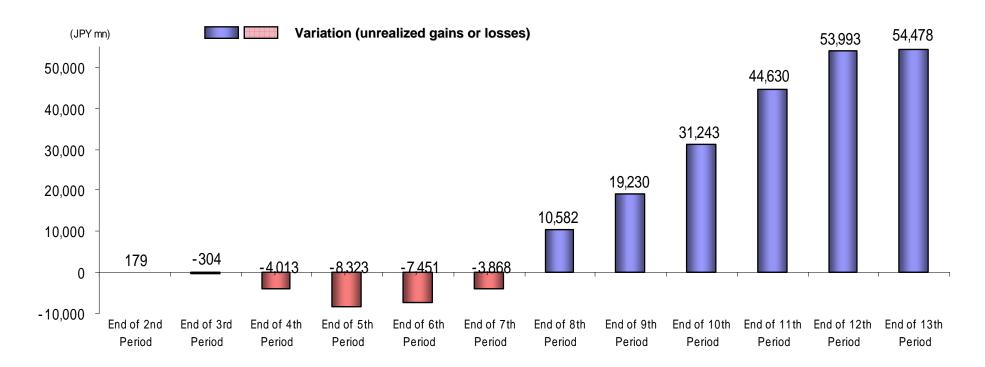
**JPR** 12.0%



### Changes in Variation Between Appraisal Value and Book Value Japan Prime Realty Investment Corporation

#### Variation between Appraisal Value and Book Value (Unrealized Gains) Increased, Making Net Assets Per Unit After Including Unrealized Gains at 345,047 Yen (Note 1)

	End of 2 <sup>nd</sup> eriod	End of 3rd Period	End of 4 <sup>th</sup> Period	End of 5 <sup>th</sup> Period	End of 6 <sup>th</sup> Period	End of 7th Period	End of 8 <sup>th</sup> Period	End of 9th Period	End of 10 <sup>th</sup> Period	End of 11th Period	End of 12th Period	End of 13th Period
	Dec 2002	Jun 2003	Dec 2003	Jun 2004	Dec 2004	Jun 2005	Dec 2005	Jun 2006	Dec 2006	Jun 2007	Dec 2007	Jun 2008
Number of properties	27	30	32	38	42	42	42	44	46	48	49	50
Appraisal value at end of period (JPY mn)	94,413	125,207	135,211	155,061	171,526	191,905	210,601	224,773	249,366	285,176	299,995	322,984
Book value (JPY mn)	94,234	125,511	139,224	163,384	178,977	195,773	200,019	205,543	218,123	240,546	246,002	268,506
Variation (unrealized gains: JPY mn)	179	-304	-4,013	-8,323	-7,451	-3,868	10,582	19,230	31,243	44,630	53,993	54,478
Ratio of unrealized gains or loss*	0.2%	-0.2%	-2.9%	-5.1%	-4.2%	-2.0%	5.3%	9.4%	14.3%	18.6%	21.9%	20.3%



(Note 1) Net assets per unit after including unrealized gains = (net assets at end of period + unrealized gains or losses)/number of outstanding units issued at end of period

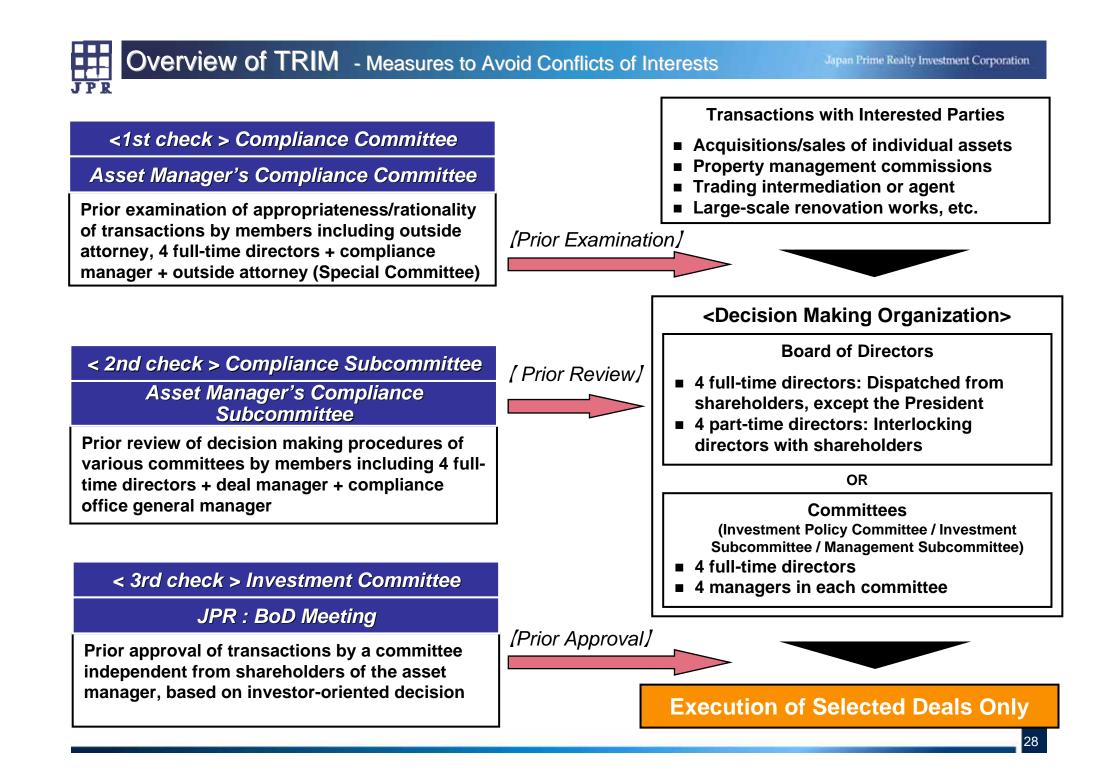
# 13 Japan Prime Realty Investment Corporation

## 3. Overview of TRIM

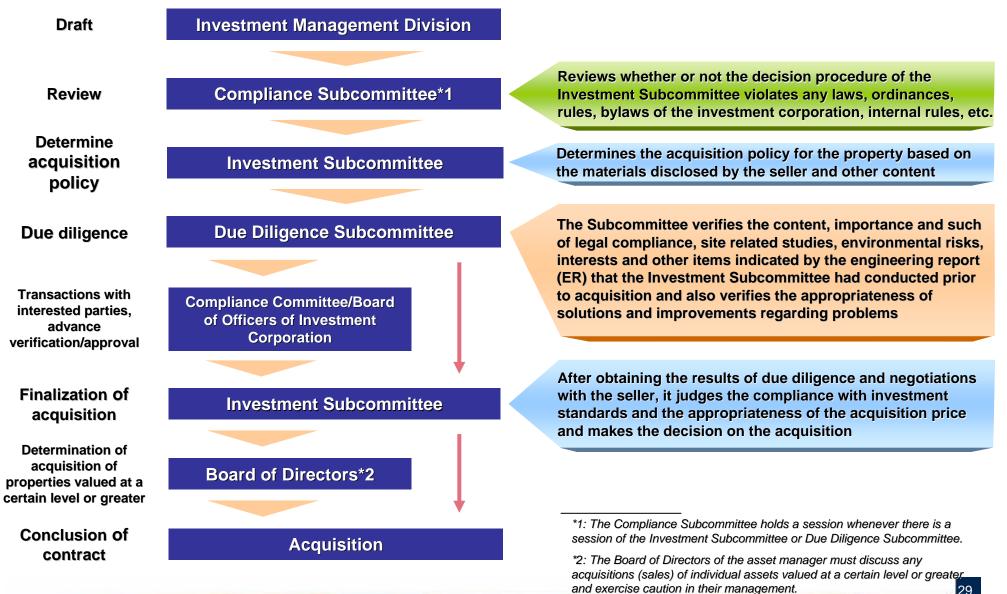


## Overview of TRIM - Biography of Management

	Name	Biography
	<b>Toshihiro Hagiwara</b> President & Chief Executive Officer	Has over 30 years of experience in investment, brokerage and development of real estate as well as property management since joining Tokyo Tatemono Co., Ltd. in 1968. At Tokyo Tatemono, he worked on acquisitions of leasing building companies with a total transaction value in the tens of billions of yen. He was Director and Head of the Osaka Branch of Tokyo Tatemono before assuming his current role of President and CEO of Tokyo Realty Investment Management, Inc. (TRIM) in January 2001. In addition, he assumed the concurrent role as Substitute Executive Officer of Japan Prime Realty Investment Corporation (JPR) in September 2007.
	Kazuo Kitami Director & Chief Administrative Officer	Joined The Yasuda Mutual Life Insurance Company (currently, Meiji Yasuda Life Insurance Company) in 1975. Since then, he has been involved in a wide-range of finance business and real estate investment for almost 30 years. His experience includes overseeing the insurer's loan management as its credit manager, formulation of a series of regulations such as self- assessment in line with the insurance inspection manual and supervising credit management based on such regulations.
	Seiji Miwa Director & Chief Investment Officer	Joined Tokyo Tatemono in 1983. After working in Design Supervision, Planning and Development for 15 years, he was responsible for real estate securitization from 1998. He became a member of the J-REIT Composition Project Team after the formation of the first securitization deal based on the Japanese SPC law. He was responsible for the establishment of TRIM and was one of the key members in the launch of JPR. In 2003, he was seconded to TRIM to work in asset management. He is a first-class architect.
R	Yasuo Furuya Director & Chief Financial Officer	<ul> <li>Joined The Yasuda Mutual Life Insurance Company (currently, Meiji Yasuda Life Insurance Company) in 1980. Spent eight years in securities investment operations engaged in interest rate analysis, as well as the establishment of bond investment and asset management companies. Undertook activities related to variable insurance securities management and oversaw securities investment activities as Chief Bond Trader. Later, he gained further experience in stock market investment operations.</li> </ul>



#### **Enhanced Due Diligence Process upon Acquisition**



## AM Fee Structure (No fees for purchase/sale of property)

- Fixed (JPY 12.5 mn every 6 months)
   +
  - **Incentive Fee 1**

+

Incentive Fee 2

+

• Incentive Fee 3 (after Jan. 2008)

#### **Merits from Economies of Scale**

- AM fee structure initially designed to enjoy economies of scale
- Incentive Fee 1
  - → 2% of total revenues, decreasing to 1.5% for amounts exceeding JPY 8 bn

#### **Incentive for Cost Reductions**

- Incentive fee linked to distributable amount
  - → 3% of the amount available for distribution prior to deduction of relevant fees will be allocated as Incentive Fee 2

#### **Incentive for Acquiring Blue-Chip Properties**

 0.25% of the price for assets being acquired (excluding acquisition costs, consumption taxes, etc.)



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