

35th Fiscal Period

Securities code 8955

Japan Prime Realty Investment Corporation
Presentation Material
For the 35th Fiscal Period Ended June 2019

(Asset Manager)
Tokyo Realty Investment Management, Inc.

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# Disclaimer

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JAPAN PRIME REALTY INVESTMENT CORPORATION

1. Characteristics of JPR



# Overview of JPR

Name	Japan Prime Realty Investment Corporation (abbreviated as JPR)		
Securities code	8955		
Listing date	June 14, 2002 (17 years since listing)		
End of fiscal period	June and December		
Operational standard of portfolio (Target investment ratio)	(Ratio by asset class) Office 70~90% / Retail 10~30% (Ratio by area) Tokyo 80~90% / Other cities 10~20%		
Asset Manager	Tokyo Realty Investment Management Inc. (abbreviated as TRIM)		
Sponsors (shareholding ratio)	Tokyo Tatemono (52%) Yasuda Real Estate (18%) Taisei Corporation (10%) Sompo Japan Nipponkoa Insurance (10%) Meiji Yasuda Life Insurance (10%)		

# ■ Characteristics of JPR

A track record of stable management for over 17 years

Since listing, JPR has steadily expanded its asset size while enhancing the quality of its portfolio.

**7** A portfolio focused on office properties in Tokyo

JPR has established a portfolio that is focused on office properties in Tokyo, which feature growth potential, with urban retail properties and office properties in regional cities to complement profitability.

**2** Superiority of a developer-sponsored REIT

JPR has exerted its superiority of a developer-sponsored REIT to acquire properties having excellent location characteristics centering on large-scale development projects.

4 Continuous internal growth through high occupancy rate and upward revision of rents

The average occupancy rate of the entire portfolio has stayed at 97% or higher since the 26th fiscal period ended December 2014, and upward revision of rents continued to surpass downward revision by value for 8 straight fiscal periods.

**5** Establishment of a financial base that is stable over the long term

With a credit rating of AA- (Stable), JPR has established a financial base centering on long-term, fixed-interest rate debts with a focus on stability.

Asset size

(After the asset replacement)

63 properties 439.5 bn. ven

Ratio by asset

(After the asset replacement)

(Area) Tokvo **84.7** %

(Asset class) Office 76.2%

(planned) acquisition price and ratio of properties from sponsor pipelines (After the asset replacement)

317.7 bn. yen - 72.3 %

Upward revision of rents

10 consecutive fiscal
periods

(Dec. '14 ~ Jun. '19)

40.9 <sub>%</sub>

Ratio of long-term, fixed interest rate debts

98.9%

Credit rating

R&I AA- (stable)

P A (stable)

Properties from sponsor pipelines refer to properties acquired from sponsors, etc. and properties acquired based on information provided by sponsors. Sponsors, etc. represent the five sponsor companies of JPR, their affiliated companies and special purpose companies (SPCs) in which the sponsors have made equity investment. Ratio of properties from sponsor pipelines refers to the ratio of (planned) acquisition price of properties from sponsor pipelines over the total (planned) acquisition price of the entire portfolio.





JAPAN PRIME REALTY INVESTMENT CORPORATION

2. Operational Status and Growth Strategy

# Distribution per unit (DPU) and NAV per unit have continued to increase stably over a long period of time

# **DPU 7,380** yen

Continuing a record high since listing

Compared with forecast +30 yen

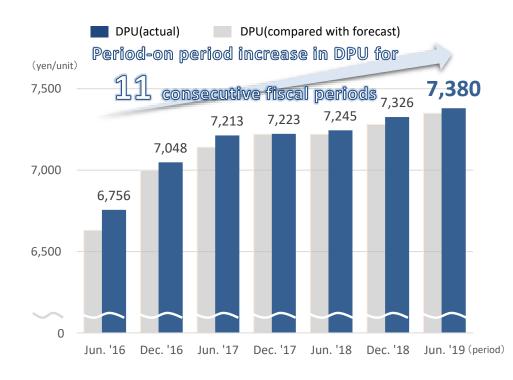
Period-on-period comparison +54 yen / +0.7 %

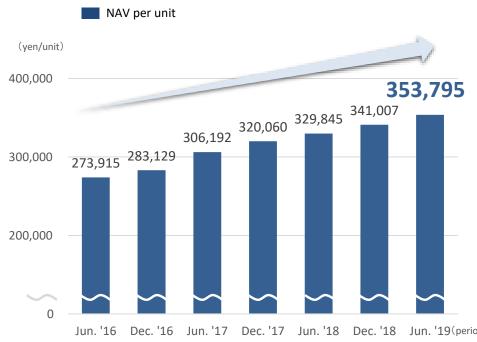
(Forecast DPU: 7,350 yen)



Continuing to increase steadily

Period-on-period comparison +12,788 yen / +3.8 %





relations



# Plans for the 35th fiscal period ended Jun. 2019 are progressing steadily thanks to a buoyant office property leasing market and JPR continued to achieve stable growth.

Emphasis was placed on "continuation of contract renewals with upward revision of rents," "measures to increase NOI," "Vigorous selective investment" and "Diversify funding methods"

investme	nt" and "Diversify funding methods"		
	Internal Growth Strategy	External Growth Strategy	Financial Strategy
Business environment perception	<ul> <li>Office demand from companies is still robust.</li> <li>Leasing of large-scale office properties scheduled for completion by 2020 in Central Tokyo appears to be progressing steadily</li> <li>Vacancy rates in Central Tokyo fell to a historically low level, and rents also continued to rise.</li> <li>The supply and demand balance continued to tighten in major regional cities as well.</li> </ul>	<ul> <li>Real estate prices in Central Tokyo have mostly reached the upper limit</li> <li>Properties in regional cities are also hard to acquire at appropriate prices, with their cap rates dropping further</li> </ul>	<ul> <li>Long-term interest rates have fallen sharply since the end of 2018, and the risk of rising interest rates has receded.</li> <li>Due to mounting political and economic risks worldwide, the monetary easing policies of the US Federal Reserve and the European Central Bank are more aligned.</li> <li>The BOJ has also stated that it will continue its monetary easing measures for the time being.</li> </ul>
Results	Occupancy rate based on concluded contracts (previous period 99.2%)  Upward revision upon contract renewal (monthly rent, net) +15.2 million yen  Raising of rents upon tenant replacement (monthly rent, net) +5.1 million yen  Occupancy rate based on generated rents during the period remained above 98%.  The revision of rents made progress as planned.	<ul> <li>Acquisition of additional stake in Shinagawa Canal Building Acquisition price 170 million yen</li> <li>Implementation of asset replacement with Tokyo Tatemono         Total acquisition price: 9,550 million yen (2 properties)         Sale price: 5,800 million yen     </li> </ul>	<ul> <li>[Debt procurement result in the 35th fiscal period (short-term loans excepted)]</li> <li>Average maturity</li> <li>(Before refinancing) 7.4 years → (After refinancing) 9.4 years</li> <li>Average debt interest rate</li> <li>(Before refinancing) 1.67% → (After refinancing) 0.56%</li> </ul>
Outlook	<ul> <li>The favorable market environment is assumed to continue.</li> <li>The high occupancy rate is expected to be maintained, and the revision of rents is assumed to make steady progress.</li> <li>Deterioration of business confidence is feared in face of China's economic slowdown and the consumption tax hike in October 2019.</li> <li>Aim to maintain growth pace by maintaining and improving building competitiveness and improving tenant</li> </ul>	<ul> <li>Continue vigorously selective investments with a focus on their location and quality.</li> <li>Investigate acquisitions focusing on sponsors' pipelines for the time being.</li> <li>Plan to add hotels (urban accommodation properties) to investment targets.</li> </ul>	JPR issued Green Bonds for the first time in July 2019     Issue amount: 5,000 million yen     Maturity: 10 years     Continue refinancing with an emphasis on lengthening borrowing periods while endeavoring to reduce interest costs.     Diversify funding methods and ensure short-term liquidity to enhance refinance risk tolerance.

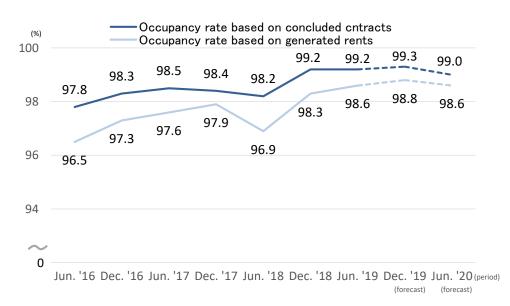


**4,928** m<sup>2</sup>

# Vacancies were filled quickly and high occupancy was maintained.

# Occupancy rate are expected to remain stable at a high level in and after the Dec. '19 period.

# Occupancy Rate



# Average rent free period



#### 1. Occupancy rate based on concluded contracts and occupancy rate based on generated rents represent period-average figures.

#### 2. The figures for the occupancy rate based on concluded contracts and the occupancy rate based on generated rents for the 36th fiscal period (Dec. '19) are estimates that reflect consents regarding move-ins and move-outs that will become effective in the fiscal period. The respective figures for the 37th fiscal period (Jun. '20) are estimates based on assumptions by JPR regarding move-ins and move-outs becoming effective in the fiscal period.

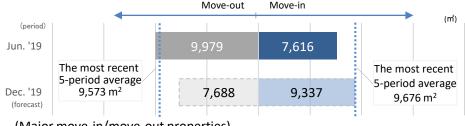
# ■ Move-Ins/Move-Outs

(Change in move-in/move-out spaces and forecast) Dec. '19 Jun. '19 End of Dec. '19 period End of Dec. '18 period End of Jun. '19 period Assumed movemove-in/move-out net assumed vacancy Vacancy space Vacancy space in/move-out net space space space -2,362 m<sup>2</sup> 6.559 m<sup>2</sup>

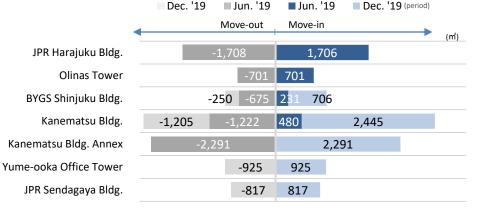
**-1.648** m<sup>2</sup>

## (Move-in/move-out spaces)

3.939 m<sup>2</sup>



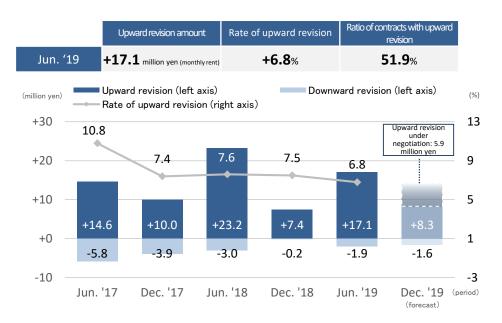
# (Major move-in/move-out properties)



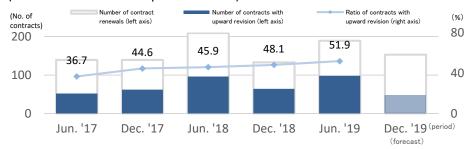


With steady progress made in upward revision of rents and raising of rents upon tenant replacement, office rents continued to increase

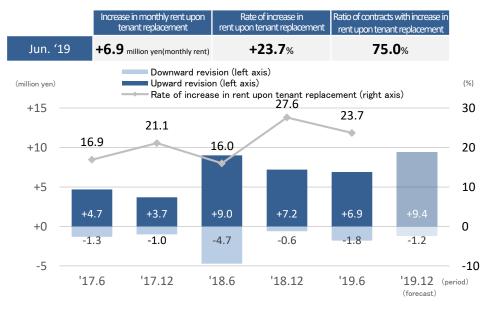
#### Rent Revisions



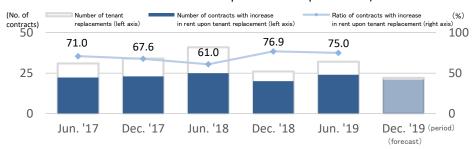
# (Ratio of contracts with upward revision)



## Rent upon Tenant Replacement (increase/decrease of rent through tenant replacement)



# (Ratio of contracts with increase in rent upon tenant replacement)

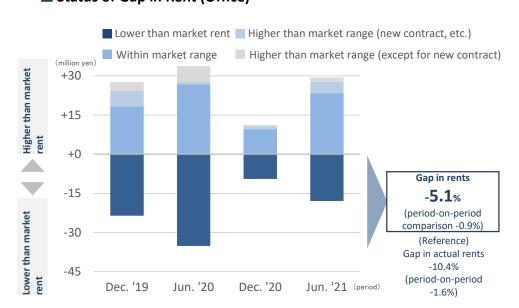




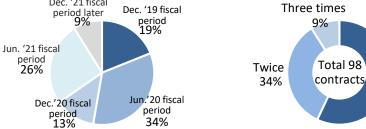
# With rents still being revised upward, the gap in rents will widen further due to solid demand.

Once 57%

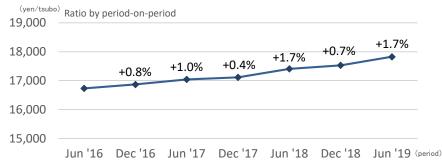
# ■ Status of Gap in Rent (Office)



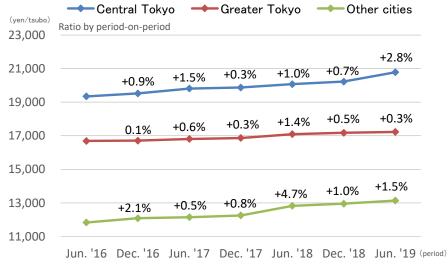
# Percentages of space by the time of contract renewal Dec. '21 fiscal period later 9% Dec. '19 fiscal period 19% Dec. '19 fiscal period 9% Three times 9% 9%



# Status of Average Rent (existing office properties, all area)



# Change in Average Rents by Area (existing office properties)



<sup>1. &</sup>quot;Market rent" and "Market range" refers to rent level set by TRIM for office buildings held by JPR based on assessment of CBRE Inc. and advice from Tokyo Tatemono.

<sup>2. &</sup>quot;Gap in rents" refers to the difference between the market rent (Dec. '19" Jun. '21) and the ongoing rent, and "Gap in actual rents" refers to the difference between the top of market range and the ongoing rent.

<sup>1. &</sup>quot;Existing office properties" refer to properties held continuously since the Jun. '16 period.

<sup>2.</sup> Average rent indicates the assumed average rent at full occupancy.



# On top of measures to achieve continuous raising of rents and effective value enhancement, energetically endeavor to reduce expenses

# ■ Basic Strategy

Set target rents, the target for raising rents for new contracts and contract renewals, for respective office properties. By clarifying the target, aim to conduct strategic negotiations for raising rents and maximizing rents upon tenant replacement

Deliberately responding to tenants and creating safe and secured environments are important initiatives that positively affect rent negotiations as well as help prevent contract cancellations from happening Strategically utilize target rents

Reinforce investments for value enhancement

In addition to reinforcing property competitiveness, proactively invest in interior fittings and facilities, etc. that meets tenant needs, with an intention to raise rents for new contracts

# **Internal Growth**

Continuously enhance tenant satisfaction

Increase NOI by reviewing property management and operation methods

Review property management and operation methods while paying attention to maintaining and improving the management quality, in an effort to promote reduction of rental expenses and increasing incidental revenues

# Example of construction works for value enhancement (Kanematsu Bldg. and Kanematsu Bldg. Annex)

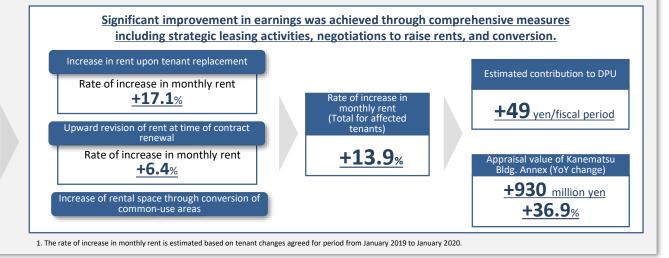


Kanematsu Bldg.



Kanematsu Bldg. Annex

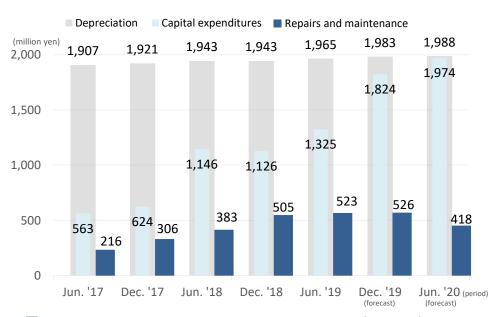
Large spaces totalling **1,062** tsubo were vacated in the above two properties in the Jun. '19 period





JPR actively carried out value-adding construction work aimed at increasing property competitiveness. Maintenance work was carried out continuously based on appropriate repair plans.

# ■ Changes in Construction Costs and Depreciation



# Summary of Construction Works and Properties (Jun. '19)

Total construction costs
 =>Of which, works of value enhancement
 =>(Of which, works to switch to LED lamp, etc.)
 1,848 million yen
 1,026 million yen
 165 million yen

- ◆Kawaguchi Center Bldg. (184 million yen Air-conditioning, security, etc.)
- ◆JPR Ningyo-cho Bldg. (142 million yen Toilets, etc.)
- ◆Tokyo Tatemono Yokohama Bldg. (173 million yen Interior, air-conditioning, etc.)
- ◆ IPR Naha Bldg (102 million ven EV RN etc.)

# ■ Example of construction works for renovation (Jun. '19 period)



<JPR Naha Bldg. Building Age: 27 Years Toilets in common-use areas>



<sup>1.</sup> Repairs and maintenance expenses indicate the amount obtained by deducting the repairs and maintenance expenses equivalent to the expenses for restoration to original condition, paid by tenants, from the amount actually recorded for each fiscal period.

<sup>2.</sup> EV and RN represent "work on elevators" and "renovation", respectively. 3. Each of the construction costs indicates the amount that includes construction management fees.

<sup>4.</sup> Construction works (planned) are extracts from long-term plans and do not guarantee implementation.





# JPR's retail properties are situated in prime locations or in areas close to stations and with high commercial potential

The 15 properties comprising the retail portfolio are all located within a 5-minute walk from the nearest station The majority of these are located within a 1-minute walk from the nearest station.

Portfolio breakdown

Туре	Urban type	Station-front type
Characteristics	Urban retail properties situated on prime locations in Tokyo and Osaka	Retail properties located in front of stations near Tokyo and in major regional cities
NOI yield (acquisition price)	4.1%	5.8%

# 9 properties / 58.5 billion yen (asset size)



**FUNDES** Ueno

Chayamachi



Suidobashi

Jingumae



JPR Ginza Namiki-dori Bldg.



Ekimae Bldg.

JPR Umeda Loft Bldg.







6 properties / 46.1 billion yen (asset size)



Tanashi ASTA

type



Kawasaki Dice Bldg.



JPR Musashikosugi



Musashiurawa Shopping Square



Cupo-la Main Bldg.



Housing Design Center Kobe

JPR Shibuya

Tower Records Bldg.

<sup>1.</sup> Ratios of urban front and station front-type properties are calculated based on acquisition price.

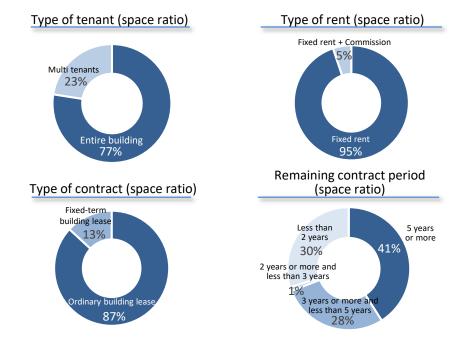


# The occupancy rate of JPR's retail properties remains stable at almost full occupancy.

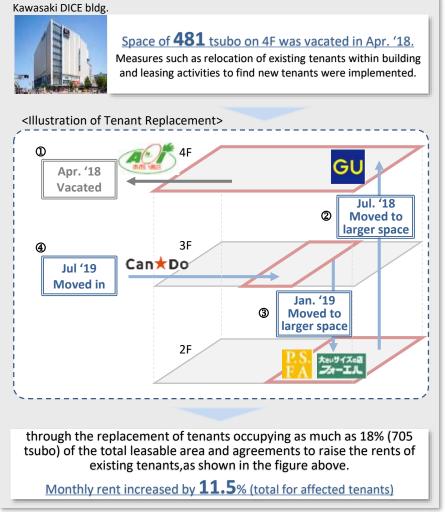
# Occupancy Rate (Retail properties)



# ■ Status of Lease Contract (Retail properties)



# Example of Internal Growth of Retail Property (Kawasaki DICE Bldg.)

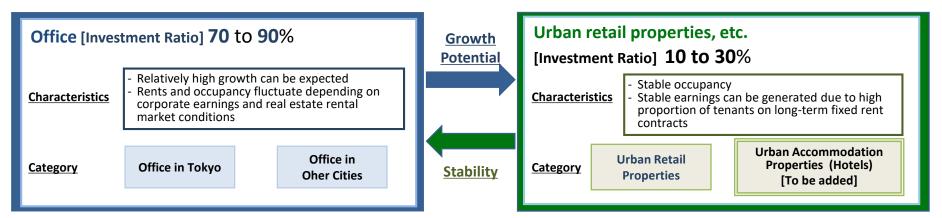




# Addition of Hotels (Urban Accommodation Properties) to Investment Targets

[Investment Policy] Continue vigorously selective investments focusing on quality, mainly office properties in Tokyo

# [Composition of Portfolio]



# Addition of hotels (urban accommodation properties) to asset classes

 Submission of proposal for amendment of Articles of Incorporation to the 12<sup>th</sup> General Meeting of Unitholders (to be held on September 5, 2019)

# [Aims]

- Achieve sustainable growth of JPR and improve unitholder value by increasing investment opportunities
- Further expansion in demand for hotel assets can be expected in the future mainly due to government policy to promote Japan as a tourism-oriented country.

[Operating strategy] Focus on stability of earnings

 Conclude long-term lease agreements generally with fixed rent with outside specialists with a proven track record in operating hotels

# [Acquisition strategy]

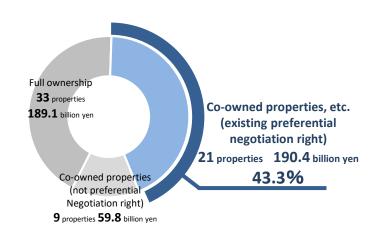
- Main sponsor is currently developing hotels specializing in accommodation located in busy areas in Central Tokyo and regional urban centers
- Expect to acquire properties through as sponsor pipeline



# Making rigorously selected investments by utilizing preferential negotiation right

# Utilizing preferential negotiation right

(Ratio of co-owned properties, etc. (existing preferential negotiation right))



# (Example of main acquisition utilizing preferential negotiation right)

Property	Ownership interest on initial acquisition	Additional acquisition	Current ownership interest
Shinagawa Canal Bldg.	45.6%	4.6%	50.2%
Tokyo Square Garden	_	-	8.22%
Shinjuku Square Tower	38.9%	+23.7% => +4.7%	67.4%
Shibadaimon Center Bldg.	52.8%	+12.6%	65.4%
Shinyokohama 2nd Center Bldg.	50.0%	+50.0%	100%
BYGS Shinjuku Bldg.	25.0%	+50.0% => +25.0%	100%

Tokyo Square Garden was acquired by utilizing the preferential negotiation right of Tokyo Tatemono and the other
properties were acquired by utilizing the preferential negotiation right of JPR.

# Property to be Acquired in the June 2019 Period

Shinagawa Canal Bldg. (Ownership interest to be additionally acquired: 4.6%)



Location	2 Konan, Minato-ku, Tokyo
Asset class	Office
Floors	B1 / 8F
Completed	July, 2008 (10 years since completion)
Total floor space	5,216.21 m <sup>2</sup> (entire building)
Leasable floor space	169.93 m <sup>2</sup> (additional ownership)
Acquisition price	171 million yen
Acquisition date	March 8, 2019

# (Acquisition Highlights)

- East exit area of Shinagawa Station is area where further development can be expected as the starting station for the Chuo Shinkansen Project
- Already own ownership interest of 45.6% in the property (for the fifth to seventh floors)
- By acquiring additional interest equivalent to 4.6% (for the eighth floor) JPR will have the

majority of ownership interest (50.2%) in the property.

Significant improvement as a result of leasing activities after acquisition

	(Estimate after move-in)	(Estimate at acquisition)	(Increase/ Decrease)
NOI Yield	4.9% ⇒	5.9%	<b>+1.0</b> %pt
After depreciation yield	3.8% ⇒	4.8%	<b>+1.0</b> %pt
	(At acquisition)	(End Jun. 19)	(Rate of increase)
Appraisal Value	<b>182</b> million yen	215 million yen	+18%

10 minute walk from Shinagawa Station on the JR Line, Keihin Express Main Line and Tokaido Shinkansen Line.





# Promote vigorously selective investments and asset replacement by utilizing the sponsor pipelines

# ■ Continue External Growth by Utilizing Asset Replacement

(Asset replacement policy)

Aim to build a strong and solid portfolio by promoting asset replacement.

#### IPR

- Enhance the quality of the portfolio and profitability through strategical asset replacement.
- Rejuvenate the age and improve profitability.
- When properties are sold to the sponsor, discussion on acquisition after the properties are redeveloped by the sponsors is possible through preferential negotiations.
- Conduct vigorously selective investment at assumed fair value.

# Asset replacement

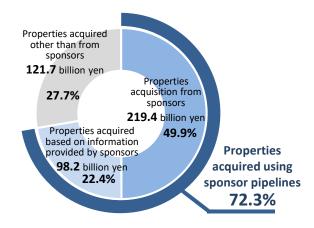
# Acquiring blue-chip properties

#### **Sponsors**

- Sponsors who are developers have needs to acquire properties to be re-developed.
- The main sponsors support expansion of JPR as part of their strategy to reinforce the comprehensive strengths of the groups and enhance their business portfolio.
- Further reinforcement of the sponsor commitment to JPR's growth strategy.

# Investigation of acquisitions through negotiated deals

(Utilizing sponsor pipeline)



# (Asset Replacement in Jun. '19 Period)

# **◆**Acquired Properties





# Replacement Effects Asset Value +4,300 million yen Building Age -25.4 years NOI (Annualized) +91 million yen

# **◆**Sold Properties

## Tokyo Tatemono Kyobashi Bldg.



Internal reserve of gain on sale of real estate
An amount equal to the gain on the sale of the above
property will be reserved internally as reserve for
reduction entry for the purpose of stable operation
and distribution in the future.

## (Largest top 5 properties)

	Property	Billion yen
1	Otemachi Tower (land with leasehold interest)	36.0
2	Olinas Tower	31.3
3	Shinjuku Center Bldg.	21.0
4	Tokyo Square Garden	18.4
5	Kanematsu Bldg.	16.2

All are properties acquired using sponsor pipelines or properties developed by the sponsors.



# KY Kojimachi Bldg.



# (Acquisition Highlights)

- Yotsuya/Kojimachi area has attracted quite a few head offices of large companies and embassies and thus has solid office demand
- 4-minute walk from Yotsuya Station and Kojimachi Station, with easy access to 2 stations and 5 lines
- Located near Shinjuku-dori Street, and clearly stands out with unique appearance of glass wall
  covering the entire exterior

Acquisition price	<b>5,750</b> million yen
Appraisal value	<b>6,280</b> million yen
NOI Yield (Estimate at acquisition)	3.8 %
After depreciation yield (Estimate at acquisition)	3.3 %
Appraisal yield (As of June 1, 2019)	3.4 %

Location	5 Kojimachi, Chiyoda-ku, Tokyo
Use	Office
Floors	BF/9F
Completed	February 1999 (Building age: 20 years)
Leasable floor space	3,493.67 m2
Acquisition date	June 27, 2019

## **■ FUNDES Ueno**



# (Acquisition Highlights)

- Acquisition of property under FUNDES Series (compact urban commercial facility developed by sponsor) following acquisition of FUNDES Suidobashi
- Located a 1-minute walk from east side exit of Ueno Station, with a concentration of public facilities such as the Taito Ward Government Office, office buildings and hotels in the neighborhood.
- Relatively newly built building with eating and drinking establishments commands a scarcity value and can expect to draw a diverse customer base centering on business persons and hotel guests

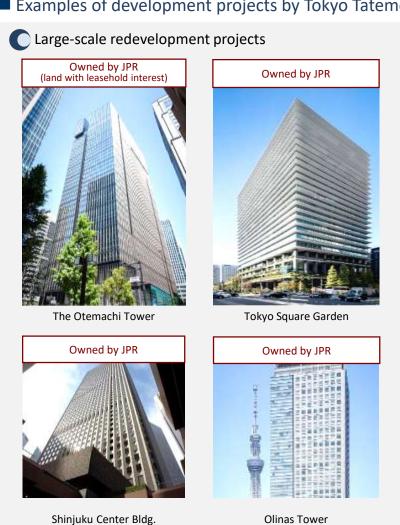
Acquisition price	3,800 million yen
Appraisal value	3,930
	million yen
NOI Yield (Estimate at acquisition)	4.1 %
After depreciation yield (Estimate at acquisition)	3.3 %
Appraisal yield (As of June 1, 2019)	3.8 %

Location	7 Ueno, Taito-ku, Tokyo
Use	Commercial facility
Floors	B1/10F
Completed	July 2017 (Building age: 2 years)
Leasable floor space	1,989.66 m2
Acquisition date	June 27, 2019



# Urban development business of the main sponsor

Examples of development projects by Tokyo Tatemono Co., Ltd.



Urhan compact	retail property	Urhan hotel	, Medium-seized office

	Asset class	Property name	Total floor area (m²)	No. guestroom	Completion/planne d completion
		FUNDES Suidobashi (owned by JPR)	1,477	-	Jul. ' 15
	Urban compact retail	FUNDES Ueno (owned by JPR)	2,249	-	Jul. '17
	properties	FUNDES Gotanda	1,498	-	Jul. '19
		FUNDES Ginza	Unfixed	-	Nov. '19
	Candeo Hotels Tokyo Roppongi	4,700	149	Sep. '17	
		The Square Hotel Ginza	5,700	182	Aug. '18
		Hotel Gracery Asakusa	3,700	125	Sep. '18
	Urban hotel	The b Osaka Midosuji	10,700	306	Feb. '19
		Candeo Hotels Omiya	10,100	321	Aug. '19
		(Name to be determined) Kyoto Sanjo	Unfixed	122	Nov. '19
	(Name to be determined)Kyoto Shijo	Unfixed	106	Spring '21	
	Medium-sized office	Sendai Kakyoin Terrace	5,800	-	Spring '20









The b Osaka Midosuji

Sendai Kakyoin Terrace

-3.0 bn. Yen

7.4



# Flattening of Repayment Amount and Reduction of Cost of Debts

## Debt Procurement Results in the 35th Fiscal Period (short-term loans excepted, 11.1 billion yen)

Average maturity

Before refinancing refinancino +2.0 9.4 Years years

Average debt interest rate



# Financial Indicators and Credit Rating Status

Status of Borrowings by Fiscal Period)	Dec. 2018	Jun. 2019	Change
New debt	10.0 bn. yen	11.1 bn. Yen	+1.1 bn. yen
Average maturity (change)	6.7 years (+1.1 years)	9.4年 years(+2.0years)	+2.7 years
Average borrowing interest rate (change)	0.54% (-0.38%pt)	0.56% (-1.11%pt)	+0.02% pt
(Status of entire interest-be	earing debts)		

Total interest-bearing debts	181.0 bn. Yen	1,850 bn. Yen	+40 bn. yen
Average maturity	4.5 years	4.5 years	-0.0 years
Average debt cost	0.90%	0.87%	-0.03%pt
Ratio of long-term, fixed interest rate debts	100%	98.9%	-1.1%pt

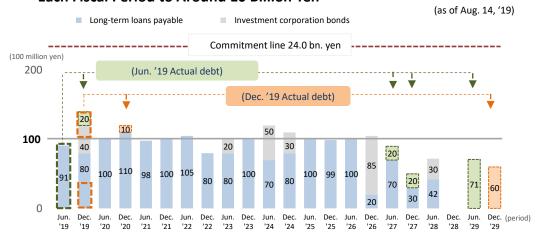
#### (LTV) LTV (based on total assets) +0.4% pt 40.5% 40.9% Acquisition capacity 36.7 bn. yen 33.7 bn. yen

# (Credit rating)

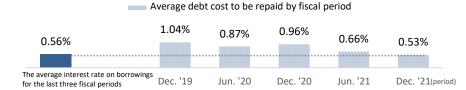
(maximum LTV of 45%)

R&I	AA- (Stable)
S&P	Long-term: A (Stable), Short-term: A-1

# Lengthening of Maturity and Flattening of Repayment Amount for Each Fiscal Period to Around 10 Billion Yen



# Average Interest on Debt for Last Three Fiscal Periods and Average Cost of Debts To be Matured



# Change in LTV



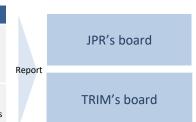


# Seek to contribute to the sustainable growth of society

# ■ Sustainability Promotion System

Sustainability Committee meets at least twice a year, with eye on sustainable growth.

	Sustainability committee
Members	President and CEO CIO, CFO, CAO, Compliance Office general manager Secretariat for Sustainability
Activities	Setting sustainability targets Monitoring and assessing sustainability activities Raising awareness among officers and employees



#### ■ Contribution to SDGs

JPR and TRIM empathize with the principles underlying the SDGs and contribute to their achievement through their business activities.

(Materialities of JPR and TRIM)

(Waterlanties Of 31 17		
Areas	Goals of SDGs	Details of contribution
Initiatives on behalf of the environment	🔻 🔞 💆	Increase energy efficiency by renewing facilities and equipment.
Initiatives on disaster prevention		Promote preparedness for responding to large-scale natural disasters affected by climate change, etc.
Initiatives on behalf of local communities	, Bin	Support personal connections in cities through various local contribution and welfare support activities.
Human capital development	am.	Work to cultivate human resources to accelerate the growth of TRIM employees
Initiatives on tenant satisfaction	3 mm	Aim to contribute to economic development through the provision of offices that satisfy tenants.
Respect for human rights	© E M	Work on respect for human rights, the prohibition of acts of discrimination and harassment and the creation of a pleasant work environment.

# ■ Signing of the Principles for Responsible Investment (PRI)

TRIM supports the basic approach of the Principles of Responsible Investment (PRI) and became a signatory in May 2019.

# Signatory of:



# ■ Stakeholder Engagement

Importance is attached to stakeholder engagement

(Stakeholder Engagement of JPR and TRIM)

(Stational Engagement of a National		
Stakeholders	Thinking of dialogue	Methods of dialogue
Tenants	Work to improve services and the level of satisfaction by reflecting voices of tenants.	Tenant satisfaction survey     Collaboration in energy saving and disaster prevention
Local communities	Contribute to local communities by working to enhance their value through community activities.	Participation of volunteers in cleaning activities, etc.     Participation in local events and festivals
Employees	Make efforts to cultivate professional human resources by working to realize a rewarding workplace where employees can sense their growth	<ul> <li>Variety of education and training</li> <li>Award programs</li> <li>Periodic personnel interviews</li> <li>Employee satisfaction surveys</li> </ul>
Unitholders and investors	Aim to build a long-term relationship of trust with unitholders and investors	<ul> <li>General meeting of unitholders</li> <li>Results briefings</li> <li>IR meetings (Japan and overseas)</li> <li>Seminars for individual investors</li> </ul>
Business partners such as property managers (PMs)	Aim to establish a relationship of trust and achieve mutual development through fair and equitable transactions with business partners.	Periodic information sharing     Implementation of workshops



# Promoted acquisition of environmental certification and issued Green Bonds

# Acquisition of environmental certification

Focus on improving rate of acquisition of environmental certification, aiming for portfolio with low environmental impact and high sustainability

Item	Dec. 2018	Jun. 2019	Change
Number of properties	17	21	+4
Total area (m²)	223,389	352,458	+129,068
Ratio	34.0 %	53.4 %	+19.4 %

#### (DBJ Green Building Certification)

Ranking	Property name
****	Tokyo Square Garden, Olinas Tower
****	Oval Court Ohsaki Mark West, Shinjuku Center Bldg. JPR Sendagaya Bldg.
***	Kanematsu Bldg., BYGS Shinjuku Bldg., Shinagawa Canal Bldg., Omiya Prime East, Rise Arena Bldg., Yume-ooka Office Tower, Kawasaki Dice Bldg.
**	JPR Crest Takebashi Bldg., Shinjuku Square Tower, Minami Azabu Bldg., JPR Chiba Bldg.



## (CASBEE for Building Certification)

Ranking	Property name
****	Musashiurawa Shopping Square, JPR Umeda Loft Bldg., Housing Design Center Kobe
***	JPR Shibuya Tower Records Bldg., Yakuin Business Garden Large



# Continued acquisition of high ratings in GRESB Real Estate Assessment

- Acquisition of "Green Star," the highest ranking, for five consecutive years
- Acquisition of high "4 Stars" rating in GRESB Rating, which is a relative rating based on overall score, for three consecutive years
- Acquisition of the highest ranking of "A" in ESG information disclosure level assessment.

#### ■ JPR's first issuance of Green Bonds

Issuance of 10-year investment corporation bonds of 5,000 million yen or more at minimum coupon rate

# **Purpose of Issuance**

- Further promote ESG initiatives
- · Diversify and enhance fundraising methods
- Contribute to expansion of green finance market
- Promote dialogue with investors interested in ESG investment

#### **Criteria of Eligible Green Assets**

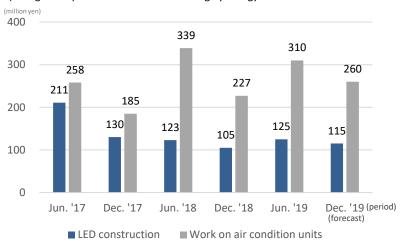
- DBJ Green Building Certification: 5 stars, 4 stars or 3 stars
- CASBEE: B+ Rank, A Rank or S Rank

Overview of Green Bonds			
Issue date	July 31, 2019		
Total issue amount	5,000 million yen		
Maturity	10 years		
Interest rate	0.57%		
Use of proceeds	Repayment of funds borrowed for Yakuin Business Garden and JPR Sendagaya Building		
Evaluation organization	Obtained Green 1 (F) Rating, the highest possible, in a "Green Finance Framework Evaluation" by Japan Credit Rating Agency, Ltd. (JCR)		



# **Reinforcing Continuous Improvement Initiatives on Environmental Issues**

#### (Change in implement refurbishment to highly energy-efficient facilities

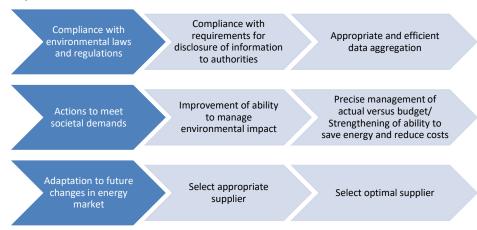


# ■ CO<sub>2</sub> Emission Data

Item	Units	FY2017	FY2018	Change
Electricity Use	mWh/m²	0.153	0.149	-0.003
Gas Use	mWh/m²	0.024	0.024	0.000
Water Use	m³/m²	0.832	0.800	-0.031
CO <sub>2</sub> Emission	t-CO <sub>2</sub> /m <sup>2</sup>	0.089	0.080	-0.009

# Introduction of energy management system

Introduced by TRIM for more precise portfolio monitoring and forecasting of utility expenses



# ■ Introduction of AI-based optimal control system (Kawasaki DICE Bldg.)

The AI (artificial intelligence)-based control unit incorporates cutting-edge technology that achieves optimal control by taking the operating status of equipment into consideration, thus reducing environmental impact and energy expenses.



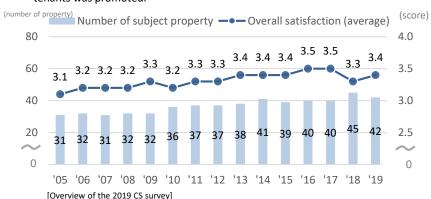


# **Initiatives for Enhancement of Tenant Satisfaction**

#### Initiatives on Behalf of Tenants

#### **Periodical Tenant Satisfaction Surveys**

- Although the number of subject properties fell due to tenant contract cancellations, overall satisfaction is in a recovery trend.
- Efforts were made to respond quickly to feedback from tenants and PMs.
- At properties about which dissatisfaction was expressed, communication with tenants was promoted.



Äverage value with 4 points being the highest Survey period: May-Jun. 2018 Surveyed building: 42 building with 508 tenant Questionnaire item: management and administration, responses to tenants, crime prevention and safety, emergency responses and environmental preservation, etc.

# ■ Inspection Flow Chart for CS

# Tenant satisfaction survey and inspection

Conduct periodical questionnaires

# Improvement of management issues

Improve problematic situations in cooperation with property managers and building managers of respective properties

#### TRIM brand study session

Verify the questionnaire results and check how popular the brand has become

#### Periodical liaison meeting

Clarify managerial issues and discuss countermeasures among the asset manager, property managers and building managers

#### Social Contribution and Disaster Drill

#### **Entrance Performance**

Sought to improve services through interactions with users by adding seasonal performances in building entrances.



#### Distribution of Anti-disaster Goods

Sought to raise disaster mitigation awareness and distributed mobile chargers to cope with power outages in the event of earthquake, etc.



#### Morning Clean-up Activity

Regularly conduct cleaning activity in the Nihonbashi, Yaesu and Kyobashi areas with Tokyo Tatemono. Take initiatives for achieving interactions with the local people and making contributions to local communities.



#### Disaster Drill

TRIM undertakes an earthquake drill exercise twice a year, in principle. It works to improve its disaster response skills by dealing with issues at the time of the exercise.





# Endeavor to secure and enhance the soundness of business management as an investment corporation and an asset management company that are reliable and trustworthy

## ■ JPR's Corporate Governance

#### JPR's decision-making organs

It is stipulated (Article 18 of the regulations) that JPR shall have up to two executive officers and up to four supervising officers (there must be at least one more supervising officer than executive officers).

#### Criteria for appointing investment corporation officers and remuneration

- None of the grounds for disqualification stipulated in the laws concerning investment trusts and investment
- Officers are appointed by means of a resolution of the General Meeting of Unitholders.
- The remuneration for executive officers and supervising officers is stipulated in the investment corporation regulations as the amount decided by the Board of Directors (up to a maximum of 500,000 yen per month for each executive officer and 400,000 yen per month for each supervising officer).

Position	Name	Other Current Assignments	Fee (Jun. '19) (thousand yen)	Owned units
Executive Officer	Satoshi Okubo	-	2,400	1
6	Masato Denawa	Partner Attorney, Spring Partners		_
Supervising Officer	Nobuhisa Kusanagi	Gyosei Certified Public Tax Accountants' Co. Group Representative Partner	4,200	_
Independent Auditor	Ernst & Young ShinNihon LLC	-	13,300	_

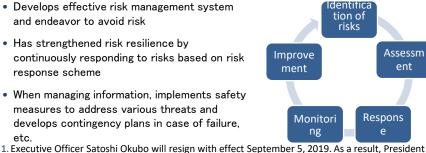
# Risk Management

Office on September 5, 2019.

# TRIM's Risk Response Scheme

and CEO of Tokyo Realty Investment Management. Inc. Yoshihiro Jozaki will become Executive

- Develops effective risk management system and endeavor to avoid risk
- · Has strengthened risk resilience by continuously responding to risks based on risk response scheme
- When managing information, implements safety measures to address various threats and develops contingency plans in case of failure,

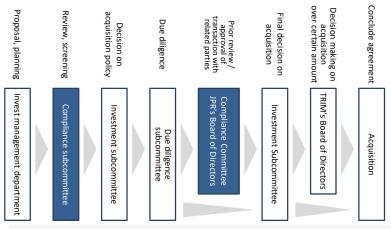


## ■ TRIM's Corporate Governance

#### Decision-making process for property acquisitions

The following procedures are taken for cases of transactions with interested parties:

- · An outside attorney is appointed as a special member of the Compliance Committee and examines and verifies the adequacy and rationality of transactions at the Committee.
- · Upon implementing the approved transactions, approval by JPR's board of directors, comprising directors who are independent from the shareholders of TRIM, must be obtained in advance.



## **Decision-Making Based on Stringent Processes**

# Decision-making based on stringent processes

(Interested parties: 5 sponsor companies and their parent companies, subsidiaries and affiliates)

- Acquisition of properties or assets from interested parties
- Sale of properties or assets to interested parties
- Consignment of property management to interested parties
- Brokerage or agency by interested parties for transactions
- Placement of orders for construction works (costing over 10 million yen) to interested parties
- · Leasing of properties to interested parties





JAPAN PRIME REALTY INVESTMENT CORPORATION

3. Financial Results and Forecasts of Financial Results

# Overview of Financial Results for the 35th Fiscal Period (Jun. '19) (period-on-period comparison)



# Results of the 35th fiscal period ended June 2019 DPU: 7,380 yen (up 54 yen, period-on-period)

Rent revenue continued to increase, reflecting steady progress in attracting new tenants and revising rents upward. Increase in property tax was absorbed and cash distributions increased for the 11<sup>th</sup> consecutive period.

Item		34th Period	35th Period	Change		
			(Dec. 31, 2018)	(Jun. 30, 2019)		
	Operating	g revenue	15,652	16,101	+448	
	Renta	al revenue	15,652	15,695	+43	
	Gain	on sale of properties	-	405	+405	
	Operating	g expense	8,066	8,147	+80	
Revenue and	Expens	es related to rent business	7,311	7,349	+38	
profit	Selling, g	eneral and adminisutrative expenses	755	797	+42	
(million yen)	Operating income Non-operating income Non-operating expenses Ordinary income Net income		7,586	7,954	+368	
			27	72	+45	(
			851	810	-41	C
			6,761	7,216	+455	
			6,760	7,216	+455	
Reserve (million yen)	Transferr	ed from reserve	-	405	+405	
DPU (yen)	(per unit)		7,326	7,380	+54	
Number of u	nits outsta	anding	923,000	923,000	-	

# **Operating revenue**

- (1) [Rents and common charge: Increased (up 0.7% from the previous period) due to progress in attracting new tenants and upwardly revising rents
- ② [Land rent] Land rent of Otemachi Tower (land with leasehold interest) was revised as a result of increase in property tax (contributed for three months from April)
- ③ [Incidental income] Decreased mainly due to seasonal factors

## **Expenses related to rent business**

- (4) [Utilities expense Decreased mainly due to seasonal factors and the balance of utilities expenses deteriorated (-8 million yen)
- ⑤ [Properties and other taxes] Increased due to property and other taxes

## Non-operating income and expenses

- (6) [Nonoperating income] Likely to increase in the settlement on management association accounts (mainly recorded in the
- (7) [Non-operating expenses] Financial costs such as interest expense on loans and investment corporation bonds decreased

	ltem	34th Period	35th Period	Change	
_		(Dec. 31, 2018)	(Jun. 30, 2019)	40	
Ope	erating revenue	15,652	15,695	+43	
	Rental revenue	14,723	14,857	+134	
	Rents and common charge	12,630	12,723	+93	
	Land rent	1,679	1,726	+47	
	Other fixed income	413	407	-6	
	Other rental revenue	929	838	-91	
	Incidental income	801	683	-117	
	Cancellation penalty, etc	16	46	+30	
	Income equivalent to expense for restoration to original condition	77	71	-6	
	Other variable income	33	36	+3	
Ехр	enses related to rent business	7,311	7,349	+38	
	Outsourcing fees	594	593	-1	
	Utilities expenses	891	782	-109	
	Property and other taxes	2,210	2,349	+138	
	Insurance premiums	24	24	-0	
	Repairs and maintenance	569	578	+8	
	Property management fees	279	293	+14	
	Management association accounts	568	569	+0	
	Depreciation	1,943	1,965	+22	
	Other expenses related to rent business	227	192	-35	
NO		10,285	10,311	+26	
N	OI yield (book value)	5.0%	5.1%	+0.1%pt	
Rental income-real estate		8,341	8,346	+4	
-	fter-depreciation (book value)	4.0%	4.1%	+0.1%pt	
	t-paying occupancy rate (period average)	98.3%	98.6%	+0.3%pt	



# Result of the 35th fiscal period ended June 2019 Total assets: 452.3 billion ven. NAV per unit: 259.118 ven

iutai as	sets. 452.5 billion yer	i, ivav pei	uiiit. 255	'TTO AGI
	Item	34th Period	35th Period	Change
		(Dec. 31, 2018)	(Jun. 30, 2019)	
	Current Asset	35,516	36,803	+1,287
	Cash and deposits (including trust)	35,056	36,267	+1,210
	Other current asset	459	536	+77
	Noncurrent assets	411,514	415,453	+3,939
	Property, plant and equipment	396,273	403,064	+6,790
	Intangible assets	14,690	11,806	-2,884
	Investments and other assets	549	583	+33
	Deferred assets	127	109	-18
	Investment corporaton bond issuance costs	111	101	-10
	Investment unit issuance expenses	15	8	-7
	Total assets	447,157	452,366	+5,208
	Current liabilities	27,383	30,616	+3,233
Balance Sheet	Short-term loans payable	-	2,000	+2,000
(million yen)	Current portion of long-term loans payable	17,100	18,000	+900
(	Current portion of investment corporation	4,000	4,000	-
	Other current liabilities	6,283	6,616	+333
	Noncurrent liabilities	181,062	182,583	+1,521
	Long-term loans payable	138,420	139,520	+1,100
	Investment corporation bonds	21,500	21,500	-
	Tenant leasehold and security deposits	21,142	21,563	+421
	Total liabilities	208,445	213,199	+4,754
	Unitholders' capital	231,653	231,653	-
	Surplus	7,059	7,513	+454
	Reserve for reduction entry	284	284	-
	Unappropriated retained earnings	6,774	7,229	+454
	Total net assets	238,712	239,166	+454

# Increase or decrease in cash and deposits

Item Change  Net cash provided by operating activities					
Income before income taxes  Depreciation and amortization  Other, net  Net cash provided by investing activities  Purchase of property, plant and equipment  Other, net  +374  Net cash provided by financing activities  Proceeds from lisbilities  Proceeds from lisbilities  Repayment of liabilities  -9,100  Dividends paid  +7,216  +1,965  -10,555  -10,955  Purchase of property, plant and equipment  -10,929  Other, net  +374  Proceeds from lisbilities  -2,761  -3,100  -6,761		Item	Change		
Depreciation and amortization +1,965 Other, net +5,344  Net cash provided by investing activities -10,555  Purchase of property, plant and equipment -10,929 Other, net +374  Net cash provided by financing activities -2,761  Proceeds from lisbilities +13,100  Repayment of liabilities -9,100 Dividends paid -6,761	Net	cash provided by operating activities	+14,527		
Other, net +5,344  Net cash provided by investing activities -10,555  Purchase of property, plant and equipment -10,929  Other, net +374  Net cash provided by financing activities -2,761  Proceeds from lisbilities +13,100  Repayment of liabilities -9,100  Dividends paid -6,761		Income before income taxes	+7,216		
Net cash provided by investing activities  Purchase of property, plant and equipment Other, net  10,929 Other, net +374  Net cash provided by financing activities Proceeds from lisbilities Proceeds from lisbilities Repayment of liabilities -9,100 Dividends paid -6,761		Depreciation and amortization	+1,965		
Purchase of property, plant and equipment -10,929 Other, net +374  Net cash provided by financing activities -2,761  Proceeds from lisbilities +13,100  Repayment of liabilities -9,100  Dividends paid -6,761		Other, net	+5,344		
Other, net +374  Net cash provided by financing activities -2,761  Proceeds from lisbilities +13,100  Repayment of liabilities -9,100  Dividends paid -6,761	Net	cash provided by investing activities	-10,555		
Net cash provided by financing activities  Proceeds from lisbilities +13,100  Repayment of liabilities -9,100  Dividends paid -6,761		Purchase of property, plant and equipment	-10,929		
Proceeds from lisbilities +13,100 Repayment of liabilities -9,100 Dividends paid -6,761		Other, net	+374		
Repayment of liabilities -9,100 Dividends paid -6,761	Net	cash provided by financing activities	-2,761		
Dividends paid -6,761		Proceeds from lisbilities	+13,100		
		Repayment of liabilities	-9,100		
Total cash and deposits +1,210		Dividends paid	-6,761		
	Tota	al cash and deposits	+1,210		

#### Increase or decrease in noncurrent assets

Item	Change
Acquisition of properties	+9,816
Sale of propreties	-5,271
Capital expenditures	+1,325
Depreciation	-1,965
Others	+35
 Total noncurrent assets	+3,939

#### Increase or decrease in liabilities

Item	New procurement	Repayment/ redemption	Balance at end of current period	Change
Short-term loans payable	2,000	-	2,000	+2,000
Long-term loans payable	11,100	9,100	157,520	+2,000
Investment corporation bonds	-	-	25,500	-
··· Total liabilities	13,100	9,100	185,020	+4,000



# Results of the 35th fiscal period ended June 2019 DPU compared with the forecast : up 30 yen

Result was higher than initially forecast mainly due to recording of cancellation penalties

	Item	35th Period	35th Period	Change	
		(forecast)	(Result)		
	Operating revenue	15,580	16,101	+521	
	Rental revenue	15,580	15,695	+115	
	Gain on sale of properties	-	405	+405	
	Operating expense	8,045	8,147	+101	
Revenue and	Expenses related to rent business	7,270	7,349	+79	
profit	Selling, general and adminisutrative expenses	775	797	+21	
(million yen)	Operating income	7,534	7,954	+419	
	Non-operating income	63	72	+8	4
	Non-operating expenses	812	810	-2	
	Ordinary income	6,785	7,216	+431	
	Net income	6,784	7,216	+431	
Reserve (million yen)	Transferred from reserve	-	405	+405	
DPU (yen)	(per unit)	7,350	7,380	+30	
Number of u	nits outstanding	923,000	923,000	-	

# **Rental revenue**

① [Rents and common charge]

Lost rent, etc. due to agreement cancellation was received as penalty for contract cancellation

Increase/decrease in real terms (① + ①') is +38 million yen

# **Expenses related to rent business**

- (2) [Repair and maintenance cost] Increased largely due to the occurrence of construction work to restore properties to their original condition
- ③ [Property management fees] Fees for upward revisions of rent increased due to progress with rent revisions

# Non-operating income and expenses

4 [Other rental revenue] Increased in the settlement on management association accounts

	ltem	35th Period (Forecast)	35th Period (Result)	Change	
	Operating revenue	15,580	15,695	+115	
J	Rental revenue	14,861	14,857	-3	
	Rents and common charge	12,731	12,723	-8	1
	Land rent	1,726	1,726	-0	
	Other fixed income	403	407	+4	
	Other rental revenue	718	838	+119	
	Incidental income	685	683	-1	
	Cancellation penalty, etc	-	46	+46	1)'
	Income equivalent to expense for restoration to original condition	-	71	+71	
	Other variable income	33	36	+3	
	Expenses related to rent business	7,270	7,349	+79	
	Outsourcing fees	601	593	-8	
	Utilities expenses	773	782	+8	
	Property and other taxes	2,351	2,349	-1	
	Insurance premiums	24	24	-0	
	Repairs and maintenance	496	578	+82	2
	Property management fees	282	293	+10	3
	Management association accounts	568	569	+0	
	Depreciation	1,970	1,965	-5	
	Other expenses related to rent business	200	192	-7	
	NOI	10,280	10,311	+30	
	NOI yield (book value)	5.0%	5.1%	+0.1%pt	
	Rental income-real estate	8,309	8,346	+36	
	After-depreciation (book value)	4.1%	4.1%	- %pt	
	Rent-paying occupancy rate (period average)	98.9%	98.6%	-0.3%pt	



# Forecast of the 36th fiscal period ending December 2019 DPU: 7,430 yen (up 50 yen from 35th period (Jun. '19) actual results)

Cash distributions are expected to continue increasing in the 36th period, mainly due to asset replacement conducted in the previous period Aim to accumulate further profit under favorable leasing market conditions.

	ltem			36th Period (Dec. 31, 2019/ forecast)	Change		
	Ор	erating revenue	16,101	15,886	-214	ļ	
		Rental revenue	15,695	15,886	+190		
		Gain on sale of properties	405	-	-405		
	Ор	erating expense	8,147	8,250	+103		
Revenue and		Expenses related to rent business	7,349	7,456	+106		
profit		Selling, general and adminisutrative expenses	797	793	-3		
(million yen)	Ор	erating income	7,954	7,636	-318		
	No	n-operating income	72	3	-69	6	
	No	n-operating expenses	810	779	-30	7	
	Ord	dinary income	7,216	6,859	-357	ļ	
	Net	t income	7,216	6,858	-357		
Reserve (million yen)	Tra	nsferred from reserve	405	-	-405		
DPU (yen)	(pe	r unit)	7,380	7,430	+50		
Number of u	nits	outstanding	923,000	923,000	-		

#### Rental revenue

- Revenue is expected to increase mainly due to full-year contribution of tenants that moved in (1) [Rents and common charge] in the previous period and upward revision of rents
- (2) [Land rent] Revision of land rent of Otemachi Tower (land with leasehold interest) will boost revenue throughout period.
- (3) [Incidental income] Expected to increase mainly due to seasonal factors

# **Expenses related to rent business**

- (4) [Utilities expense] Expected to increase mainly due to seasonal factors and balance of utilities expenses is expected to improve
- (5) [Other expenses related to rent business] Brokerage fees, etc. will increase

- Non-operating income and expenses

  (a) [Nonoperating income] Likely to decrease in the absence of settlement on management association accounts (mainly recorded in the June period every year)
- (7) [Non-operating expenses] Financial costs such as interest expense on loans and investment corporation bonds will decrease

		lka	35th Period	36th Period	O.			
		Item	(Jun. 30, 2019)	(Dec. 31, 2019) (forecast)	Change	Replaced properties	Existing properties	
••	Оре	erating revenue	15,695	15,886	+190	+64	+125	
		Rental revenue	14,857	15,034	+176	+31	+144	
		Rents and common charge	12,723	12,895	+171	+68	+103	1
		Land rent	1,726	1,774	+47	-	+47	2
		Other fixed income	407	364	-42	-36	-5	
		Other rental revenue	838	852	+14	+33	-19	
		Incidental income	683	813	+130	+29	+100	3
		Cancellation penalty, etc	46	2	-43	-	-43	
		Income equivalent to expense for restoration	71	-	-71	-	-71	
		Other variable income	36	36	-0	+4	-4	
•	Ехре	enses related to rent business	7,349	7,456	+106	+15	+91	
		Outsourcing fees	593	617	+24	+6	+18	
		Utilities expenses	782	897	+114	+23	+91	4
		Property and other taxes	2,349	2,336	-13	-6	-6	
		Insurance premiums	24	25	+0	+0	+0	
		Repairs and maintenance	578	513	-65	+13	-79	
		Property management fees	293	287	-6	+2	-9	
		Management association accounts	569	578	+9	-	+9	
		Depreciation	1,965	1,983	+17	+8	+9	
		Other expenses related to rent business	192	217	+25	-31	+56	(5
	NO		10,311	10,413	+101	+57	+44	
	N	OI yield (book value)	5.1%	5.0%	-0.1%pt			
	Ren	tal income-real estate	8,346	8,429	+83	+49	+34	
	Af	ter-depreciation (book value)	4.1%	4.0%	-0.1%pt			
	Rent-	paying occupancy rate (period average)	98.6%	98.8%	+0.2%pt			

<sup>\*1</sup> Increase/Decrease due to asset replacement conducted in the 35th Period

<sup>\*2</sup> Increase/Decrease for existing properties excluding the above

# Forecasts of Financial Results for the 37th Fiscal Period (Jun. '20) (compared with forecast for the 36th period (Dec. '19)



# Forecast of the 37th fiscal period ending June 2019 DPU: 7,500 yen (up 70 yen from 36th period (Dec. '19) forecast)

Medium-term DPU target of 7,500 yen is expected to be reached.

Aim for stable growth through continuous upward revision of rents, reduction of financial costs and cost control.

		Item	36th Period (Dec. 31, 2019/ forecast)	37th Period (Jun. 30, 2020/ forecast)	Change	
	Ope	erating revenue	15,886	15,841	-44	
	-  -	Rental revenue	15,886	15,841	-44	
	Operating expense		8,250	8,215	-34	
		Expenses related to rent business	7,456	7,289	-167	
Revenue and		Selling, general and adminisutrative expenses	793	926	+132	
profit million yen)	Operating income		7,636	7,626	-10	
(IIIIIIOII yell)	Non-operating income Non-operating expenses Ordinary income Net income		3	54	+51	⑤
			779	756	-23	<b>6</b>
			6,859	6,923	+64	
			6,858	6,923	+64	ļ
DPU (yen)	PU (yen) (per unit)			7,500	+70	
Number of u	nits	outstanding	923,000	923,000	-	

#### Rental revenue

- ① [Rents and common charge] Current pace of upward revision in rents is expected to be maintained Average rent-paying occupancy rate for period is set at 98.6%
- 2 [Incidental income] Expected to decrease mainly due to seasonal factors

# **Expenses related to rent business**

- 3 [Utilities expense] Expected to decrease mainly due to seasonal factors and balance of utilities expenses is expected to be mostly unchanged
- 4 [Property and other taxes] Expected to increase mainly due to property and other taxes

# Non-operating income and expenses

- ⑤ [Nonoperating income] Expected to increase largely due to recording of settlement on management association accounts (mainly recorded in the June period every year)
- (6) [Non-operating expenses] Financial costs such as interest expense on loans and investment corporation bonds will decrease

	ltem	36th Period (Dec. 31, 2019) (forecast)	37th Period (Jun. 30, 2020) (forecast)	Change	
Ор	erating revenue	15,886	15,841	-44	
	Rental revenue	15,034	15,095	+60	
	Rents and common charge	12,895	12,948	+52	(
	Land rent	1,774	1,783	+9	
	Other fixed income	364	363	-1	
	Other rental revenue	852	746	-105	
	Incidental income	813	708	-104	(
	Cancellation penalty, etc	2	-	-2	
	to original condition Other variable income	36	38	+2	
Exp	penses related to rent business	7,456	7,289	-167	
	Outsourcing fees	617	609	-8	
	Utilities expenses	897	794	-102	(
	Property and other taxes	2,336	2,399	+63	(
	Insurance premiums	25	24	-0	
	Repairs and maintenance	513	409	-104	
	Property management fees	287	304	+17	
	Management association accounts	578	578	-0	
	Depreciation	1,983	1,988	+5	
	Other expenses related to rent business	217	180	-37	
NO	l .	10,413	10,540	+127	
N	IOI yield (book value)	5.0%	5.1%	+0.1%pt	
Rer	ntal income-real estate	8,429	8,552	+122	
Α	fter-depreciation (book value)	4.0%	4.1%	+0.1%pt	
Rent	t-paying occupancy rate (period average)	98.8%	98.6%	-0.2%pt	

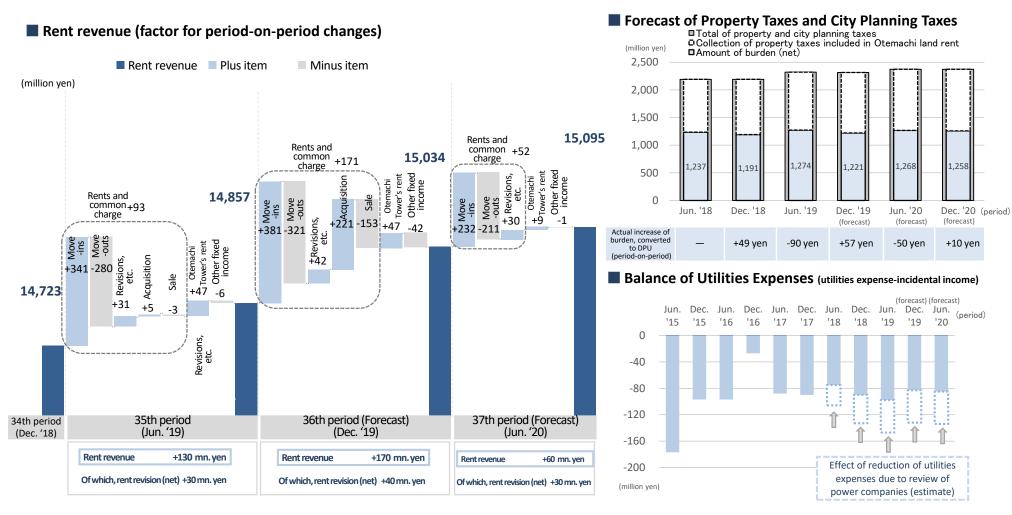


# Internal growth is progressing steadily and upward trend in rental revenue will continue

Item		33rd Period		34th Period		35th Period		36th Period		37th Period	
		(Jun. 30, 2018)	Change	(Dec. 31, 2018)	Change	(Jun. 30, 2019)	Change	(Dec. 31, 2019)	Change	(Jun. 30, 2020)	Change
	Operating revenue	15,204	0.4%	15,652	2.9%	15,695	0.3%	15,886	1.2%	15,841	-0.3%
	Rental revenue (fixed income)	14,380	0.9%	14,723	2.4%	14,857	0.9%	15,034	1.2%	15,095	0.4%
	Rents and common charge	12,343	0.6%	12,630	2.3%	12,723	0.7%	12,895	1.3%	12,948	0.4%
	Land rent	1,630	3.1%	1,679	3.0%	1,726	2.8%	1,774	2.7%	1,783	0.5%
	Other fixed income	406		413		407		364		363	
	Other rental revenue (variable income)	824	-7.1%	929	12.7%	838	-9.8%	852	1.7%	746	-12.4%
	incidental income	673	-14.6%	801	19.0%	683	-14.7%	813	19.0%	708	-12.9%
	Cancellation penalty, etc.	14		16		46		2		-	
	Income ecquivalent to expense for restoration to original condition	101		77		71		-		-	
	Other variable income	35		33		36		36		38	
Rental business profits	Expenses related to rent business (excluding depreciation)	5,171	5.8%	5,367	3.8%	5,384	0.3%	5,473	1.7%	5,301	-3.1%
(million yen)	Outsourcing fees	586	-2.0%	594	1.3%	593	-0.2%	617	4.2%	609	-1.4%
(IIIIIIIOII yell)	Utilities expenses	748	-14.8%	891	19.1%	782	-12.3%	897	14.7%	794	-11.4%
	Property and other taxes	2,217	8.5%	2,210	-0.3%	2,349	6.3%	2,336	-0.6%	2,399	2.7%
	Insurance premiums	24		24		24		25		24	
	Repairs and maintenance	473	43.8%	569	20.3%	578	1.6%	513	-11.3%	409	-20.3%
	Property management fees	289		279		293		287		304	
	Management association accounts	567		568		569		578		578	
	Other expenses related to rent business	262		227		192		217		180	
	NOI	10,033	-2.1%	10,285	2.5%	10,311	0.3%	10,413	1.0%	10,540	1.2%
	Depreciation	1,943	1.1%	1,943	0.0%	1,965	1.1%	1,983	0.9%	1,988	0.3%
	Expenses related to rent business	7,114	4.5%	7,311	2.8%	7,349	0.5%	7,456	1.5%	7,289	-2.2%
	Rental income-real estate (a)	8,090	-2.9%	8,341	3.1%	8,346	0.1%	8,429	1.0%	8,552	1.5%
Gain or loss on sale of	Gain on sale of real estate(b)	-		-		405		-		-	
properties (million yen)	Loss on sale of real estate (c)	-		-		-		-		-	
Rental income-rea	8,090	-2.9%	8,341	3.1%	8,751	4.9%	8,429	-3.7%	8,552	1.5%	



Rent revenue will increase by 170 million yen (from the 35th fiscal period (Jun. '19)) for the 36th fiscal period (Dec. '19) and by 60 million yen (from the 36th fiscal period (Dec. '19)) for the 37th fiscal period (Jun. '20)



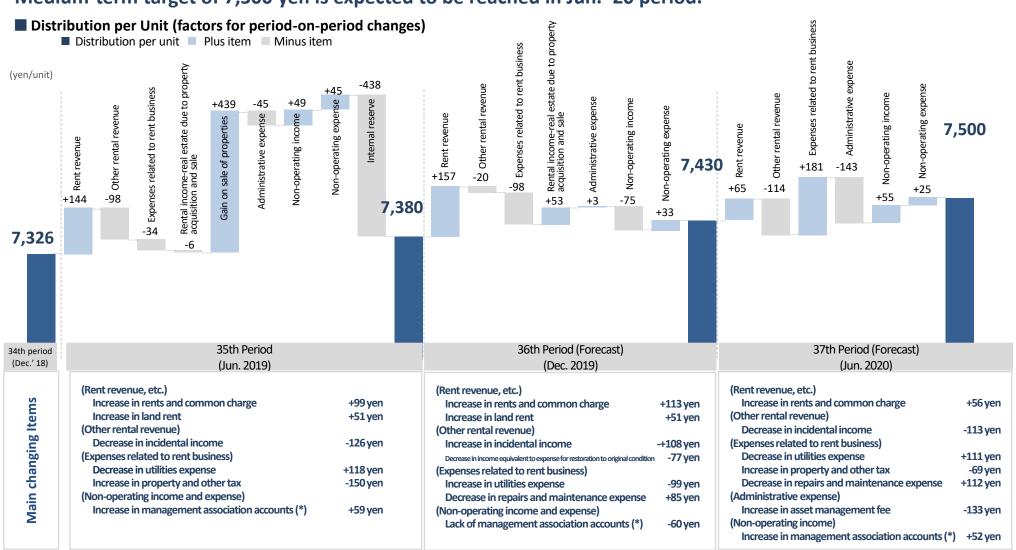
<sup>1. &</sup>quot; Amount of burden (net)" includes increase in property tax as a result of asset replacement in Jun. '19 period.

# **Fluctuations in Distribution per Unit**



In Dec. '19 period, cash distributions are expected to increase mainly due to increase in rental profit resulting from tenant replacement

Medium-term target of 7,500 yen is expected to be reached in Jun. '20 period.



<sup>(\*)</sup> Management association accounts refer to the surplus of management association fees, etc., which are contributed by JPR in buildings managed under the form of a management association, to be refunded as settlement money at the time of account settlement of the management association.



# Existing target of 7,500 yen is expected to be reached in Jun. '20 period Set new target of 7,800 yen and aim for further growth

[Growth policy] Stable growth of cash distributions/ Disciplined expansion of asset size / Further improvement of portfolio quality

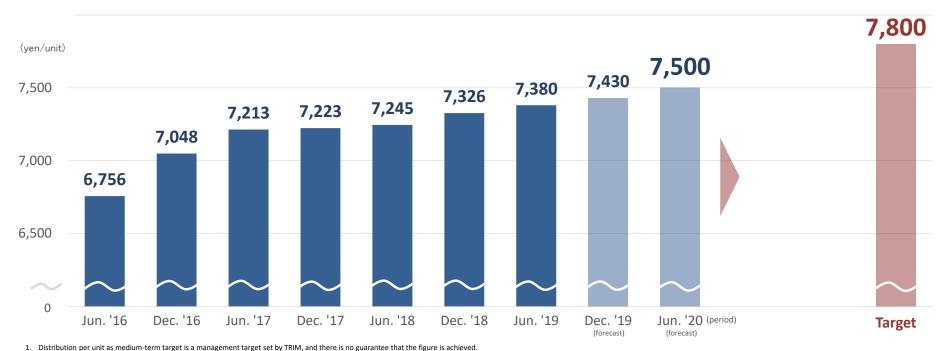
# Results and Medium-Term Target of Distribution per Unit

# **Existing target 1** Growth to 7,300 yen by Jun. '19 period Achieved early in Dec. '18 period

# **Existing target 2** Growth to 7,500 yen Achievement expected in Jun. '20 period

Growth to 7,800 yen

**New target** 





# **Simulation of DPU Growth**

# ■ Target contributions to distributions of each growth driver

	Growth drivers	Contribution to distributions (per unit)
Internal growth	1% growth in rents and common charges (per annual rate) * Assuming that balance of rents and common charges grew at annualized rate of 1% in Jun. '19 period	Around 68 yen
External growth	Assuming acquisition of 10 billion yen property with after depreciation yield of 3.3% (not including financing costs)	Around 179 yen
Financial strategy	0.01% reduction in average cost of debt (per period)  * Result of most recent year was reduction of 0.03% per period	Around 9 yen

# Other major factors that affect DPU

- Increase or decrease in incidental income such as land rent and parking lot income
- Increase in management expenses
- Balance of utilities expenses (see page 33)
- Increase in property taxes and other property costs (see page 33)
- Increase or decrease in repairs and maintenance and depreciation (see page 11)

# ■ Estimated increase in DPU as a result of property acquisition

		After depreciation yield (%)						
		3.0	3.1	3.2	3.3	3.4	3.5	3.6
	5	81	84	87	89	92	95	98
Acquisition	10	163	168	173	179	184	190	195
cost (billion yen)	15	244	252	260	268	276	284	293
	20	325	336	347	358	368	379	390

<sup>1.</sup> The above figures are TRIM's estimates of the impact of various measures on performance based on certain assumptions and TRIM makes no guarantee whatsoever concerning the achievability of the figures or the amounts and timings

<sup>2.</sup> Contribution to distributions is the estimated increase in distributions over the period based on various assumptions divided by the number of investment units outstanding at the end of the Jun. '19 period.

<sup>3. &</sup>quot;Estimated increases in DPU as a result of property acquisition" does not include financing cost.



Change to fee structure linked to operating targets, with goal of sustainable growth of unitholder value (plan to change in Jun. '20 period)

[Proposal to General Meeting of Unitholders to be held September 5, 2019]

17 years have passed since JPR's listing

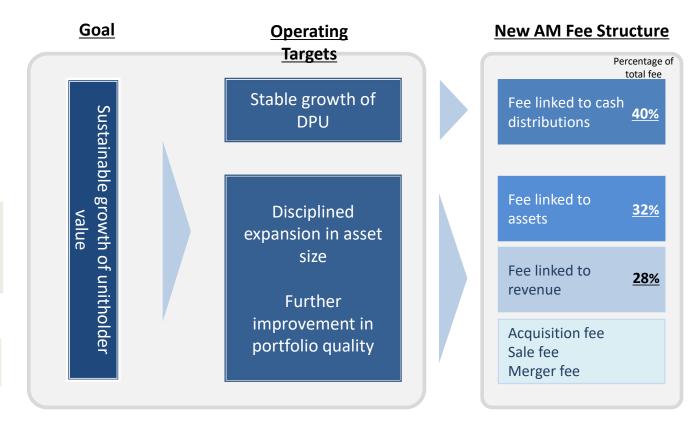
# Changes in environment surrounding JPR

Increase in listed REITs

and operating targets

- Need for further strengthening of management framework
- Growing new societal demands such as ESG

Issue with asset management fees Lack of link between unitholders' interests



The above percentages are based on estimates for the Jun. '20 period.



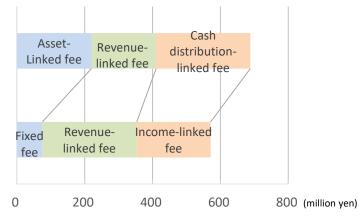
- ✓ Fixed fees will be scrapped.
- ✓ Lower percentage of revenue-linked fee and shift to fee structure mainly consisting of cash distribution-linked fee.

Existing AM Fee Structure					
Fixed fee	12.5 million yen per month				
Incentive Fee 1 (Revenue-linked fee)	2% of JPR's total revenue (1.5% for 8 billion yen or higher)				
Incentive Fee 2 (Income-linked fee)	3% of JPR's income before income taxes				
Incentive Fee 3 (Acquisition fee)	0.25% of the acquisition price upon new acquisition				

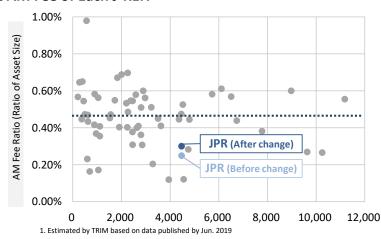
New AM Fee Structure					
Management fee 1 (Asset-linked fee)	Total acquisition price × 0.05%				
Management fee 2 (Revenue-linked fee)	Total revenue × 1.2%				
Management fee 3 (Cash distribution-linked fee)	Distributable base amount × 3.8% × Rate of fluctuation of distributable base amount per unit				
Management fees 4/5 (Acquisition/Merger fee) (Sale fee)	Property value × 0.5%				

# Comparison based on estimate for Jun. '20 period

New fee structure (Estimate for Jun. '20.6 period) Existing fee structure (Calculated on assumption of forecast for Jun. '20 period)



# ■ AM Fee of Each J-REIT







JAPAN PRIME REALTY INVESTMENT CORPORATION

4. Appendix

# 4. Appendix

# **Fund Summary**



		30th Period (Dec. 2016)	31st Period (Jun. 2017)	32nd Period (Dec. 2017)	33rd Period (Jun. 2018)	34th Period (Dec. 2018)	35th Period (Jun. 2019)
LTV	(total assets)	43.7%	40.7%	40.6%	40.6%	40.5%	40.9%
LIV	(unrealized gains and losses)	40.3%	36.5%	35.5%	34.9%	34.2%	33.9%
	(acquisition value)	4.9%	4.8%	4.7%	4.7%	4.7%	4.8%
NOI yield	(book value)	5.1%	5.0%	4.9%	4.9%	5.0%	5.1%
	(appraisal value)	4.7%	4.5%	4.3%	4.2%	4.1%	4.2%
After-	(acquisition value)	4.0%	3.9%	3.8%	3.8%	3.8%	3.9%
depreciation	(book value)	4.2%	4.1%	4.0%	4.0%	4.0%	4.2%
yield	(appraisal value)	3.8%	3.6%	3.5%	3.4%	3.4%	3.4%
Implied cap	NOI yield	3.5%	3.8%	3.9%	3.7%	3.7%	3.3%
rate	After-depreciation yield	2.8%	3.1%	3.2%	3.0%	3.0%	2.7%
FFO		8,336 million yen	8,577 million yen	8,587 million yen	8,632 million yen	8,707 million yen	9,181 million yen
AFFO		7,612 million yen	8,014 million yen	7,962 million yen	7,485 million yen	7,581 million yen	7,856 million yen
FFO per unit		9,549 yen	9,293 yen	9,303 yen	9,352 yen	9,433 yen	9,947 yen
EPS		7,047 yen	7,440 yen	7,221 yen	7,243 yen	7,324 yen	7,818 yen
Cash distribution	on per unit	7,048 yen	7,213 yen	7,223 yen	7,245 yen	7,326 yen	7,380 yen
Dividend yield		3.0%	3.6%	3.9%	3.5%	3.5%	3.0%
ROE		5.6%	5.8%	5.6%	5.6%	5.7%	6.0%
Reserve for red	luction entry per unit	84 yen	308 yen	308 yen	308 yen	308 yen	746 yen
Net asset per u	nit	248,154 yen	258,516 yen	258,525 yen	258,546 yen	258,626 yen	259,118 yen
NAV per unit		283,129 yen	306,192 yen	320,060 yen	329,845 yen	341,007 yen	353,795 yen
Investment unit (immediately before the		465,000 yen	405,000 yen	367,000 yen	416,500 yen	423,000 yen	490,500 yen
NAV multiple		1.6 times	1.3 times	1.1 times	1.3 times	1.2 times	1.4 times
PBR		1.9 times	1.6 times	1.4 times	1.6 times	1.6 times	1.9 times
PER		33.0 times	27.2 times	25.4 times	28.7 times	28.9 times	31.4 times
FFO multiple		24.3 times	21.8 times	19.7 times	22.3 times	22.4 times	24.7 times
Pay out ratio	(FFO)	77.3%	77.6%	77.6%	77.5%	77.7%	74.2%
ray out fatio	(AFFO)	80.8%	83.1%	83.7%	89.3%	89.2%	86.7%

<sup>1.</sup> Implied cap rate = NOI (annualized, forecast for the next fiscal period x 2) / (market 5. Dividend yield = Cash distribution per unit (annualized, most recent result x 2) / capitalization + interest-bearing debts - cash and deposits + tenant leasehold and security deposits)

<sup>2.</sup> FFO = Net income + depreciation - gain on loss on sale of real estate properties (including loss on retirement of non-current assets)

<sup>3.</sup> AFFO = FFO – capital expenditures

<sup>4.</sup> EPS = Net income / number of units outstanding (end of period)

investment unit price

<sup>6.</sup> ROE (return on equity) = Net income (annualized, most recent result x 2) / net assets

<sup>7.</sup> NAV per unit = (Net assets + unrealized gains or losses - total cash distributions) /

number of units outstanding (end of period)

<sup>8.</sup> NAV multiple = Investment unit price / NAV per unit

<sup>9.</sup> PBR (price book-value ratio) = Investment unit price / net assets per unit

<sup>10.</sup> PER (price earnings ratio) = Investment unit price / EPS (annualized, most recent result x 2)

<sup>11.</sup> FFO multiple = Investment unit price / FFO per unit (annualized, most recent result x 2)

FFO payout ratio = Total cash distributions / FFO

<sup>13.</sup> AFFO payout ratio = Total cash distributions / AFFO

<sup>14.</sup> Reserve for reduction entry indicates the figure calculated by adding or subtracting the amounts brought forward or reversed in the relevant fiscal period to or from the balance at the end of the fiscal period.

# **Track Record of 17 Years**

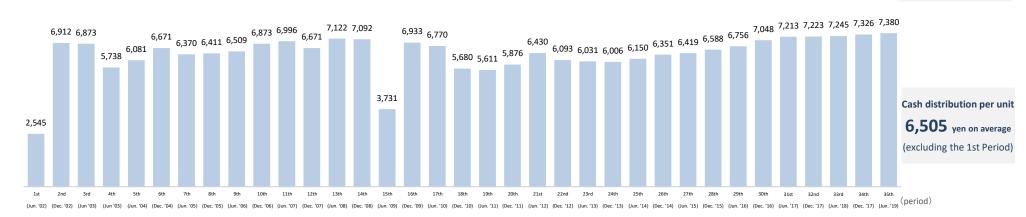


# Cash Distribution per Unit and Occupancy Rate

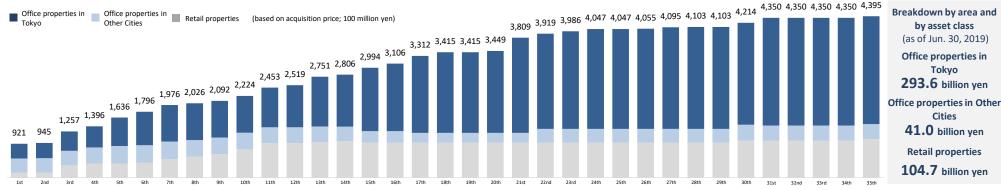
- Cash distribution per unit (yen)
- Occupancy rate (%)

95.2 94.0 93.8 92.6 93.1 94.3 94.9 96.1 97.7 98.3 99.0 98.7 98.0 97.0 96.2 96.4 96.1 93.6 94.0 95.0 94.8 94.4 95.6 96.9 97.0 97.2 97.5 97.4 97.8 98.3 98.5 98.4 98.2 99.2 99.2

Occupancy rate
96.4% on average



# Asset Size

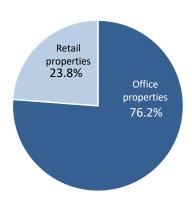


in. '02) (Dec. '02) (Jun '03) (Jun '03) (Jun '03) (Jun '04) (Dec. '04) (Jun '05) (Dec. '05) (Jun '05) (Dec. '05) (Jun '06) (Dec. '06) (Jun '07) (Dec. '17) (Jun '18) (Dec. '17) (Jun '19) (Dec. '11) (Jun '11) (Dec. '11) (Jun '12) (Dec. '12) (Jun '13) (Dec. '13) (Jun '14) (Dec. '14) (Jun '15) (Dec. '15) (Jun '16) (Dec. '16) (Jun '17) (Dec. '17) (Jun '18) (Dec. '19) (Jun '19) (Jun '19) (Dec. '19) (Jun '19) (Dec. '19) (Jun '19) (Jun '19) (Dec. '19) (Jun '19) (

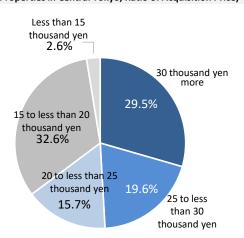


# Ratio by Asset Class (Ratio of Acquisition Price)

Portfolio management standards:
 70 - 90% for office properties / 30 - 10% for retail properties

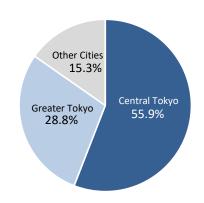


# Ratio by Rent Zone (Office Properties in Central Tokyo, Ratio of Acquisition Price)

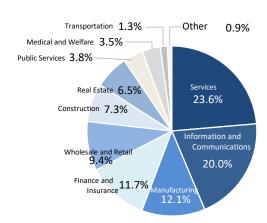


# Ratio by Area (Ratio of Acquisition Price)

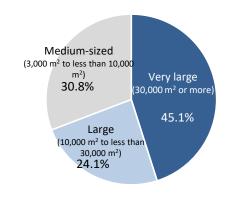
Portfolio management standards:
 80 - 90% for Tokyo / 20 - 10% for Other Cities



Ratio by Tenant's Industry (Office Properties, Area Ratio)



# Ratio by Asset Size (Office Properties, Ratio of Acquisition Price)



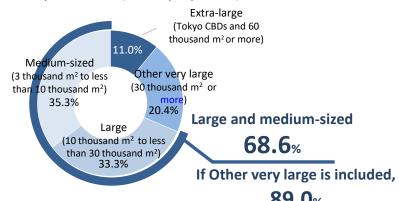
# Ratio by Contract Type (Office Properties, Area Ratio)





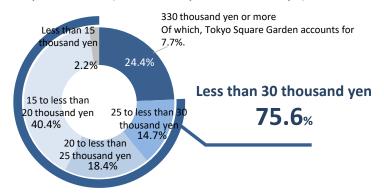
# Amid office supply centered on very large properties in Central Tokyo in recent years, JPR is building a portfolio centered on large and medium-sized office properties.

# ■ Ratio by Asset Size (Office properties)

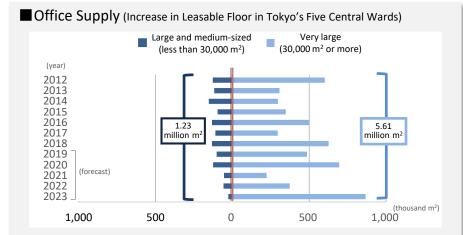


Ratio by Size (Office properties) indicates the ratios based on the total leased space of office properties in each size
category, which is classified by the total leasable space of an entire office property. Furthermore, The Otemachi Tower
(Land with Leasehold Interest) is excluded from the calculation as it is a land property.

# ■ Ratio by Rent Zone (Central Tokyo, Greater Tokyo)



 <sup>&</sup>quot;Ratio by Rent Zone (Central Tokyo, Greater Tokyo)" indicates the ratio of monthly rent by average rent per tsubo of each property to the total monthly rent of office properties held in Central Tokyo and Greater Tokyo as of the end of the Jun. '19 period.



- 1. Prepared by TRIM based on market research agency.
- The figures indicate the sum total of the increase in leasable floor, caused by the supply of newly-built office properties, for each year.

# ■ Changes in the average rent of the 23 wards of Tokyo

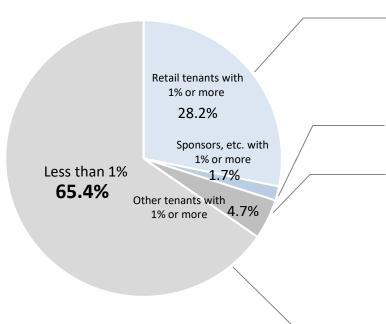


- Prepared by TRIM based on the statistics data publicized by Sanko Estate Co., Ltd. and NLI Research Institute.
- 2. Please refer to glossary for definition of building classes



# ■ Ratio of Tenant Occupancy

- The number of office tenants other than the sponsors, etc. with tenant occupancy of 1% or more is only 4 (combined occupancy: 4.7%) (excluding property comprising land with leasehold interest).
- Many of the retail tenants have long-term lease contracts, and the possibility for them to cancel is rather small.



# ■ 20 Largest Tenants (by property; based on end tenants)

Category (No. of tenants)	Tenant	Occupying property	Leased space (m²)	Ratio of occupancy (%)
	ABC Development Corporation	Housing Design Center Kobe	35,444.13	7.5
	Seiyu GK	Tanashi ASTA	31,121.71	6.6
	Ito-Yokado Co., Ltd.	JPR Musashikosugi Bldg.	19,740.95	4.2
Retail tenants with	The LOFT, Co., Ltd.	JPR Umeda Loft Bldg.	18,586.97	3.9
<ul><li>1% or more (8 companies)</li></ul>	Olympic Group Corporation	Musashiurawa Shopping Square	9,558.51	2.0
, , ,	Tower Records Japan Inc.	JPR Shibuya Tower Records Bldg.	8,076.85	1.7
	The Maruetsu, Inc.	Cupo-la Main Bldg.	5,963.00	1.3
	A company	Musashiurawa Shopping Square	5,285.40	1.1
Sponsors, etc. with  1% or more (1 company)	Tokyo Prime Stage Inc.	The Otemachi Tower (land with Leasehold Interest	7,875.50	1.7
	B company	Yakuin Business Garden	6,029.57	1.3
Other tenants with 1% or more	C company	Rise Arena Bldg.	6,023.39	1.3
(4 companies)	D company	JPR Nagoya Fushimi Bldg.	5,263.77	1.1
, , ,	E company	JPR Nagoya Fushimi Bldg.	4,904.64	1.0
	Sompo Japan Nipponkoa Inc.	Sompo Japan Sendai Bldg.	4,379.30	0.9
	Fcompany	Olinas Tower	4,255.56	0.9
Less than 1%	G company	Shinjuku Square Tower	4,242.48	0.9
(745 companies)	H company	Niigata Ekinan Center Bldg.	4,078.97	0.9
	I company	Omiya Prime East	4,005.05	0.9
	J company	MS Shibaura Bldg.	3,922.74	0.8
	K company	Gotanda First Bldg.	3,869.35	0.8

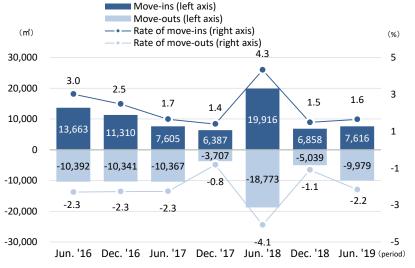


# Breakdown and Changes in Move-Ins and Move-Outs

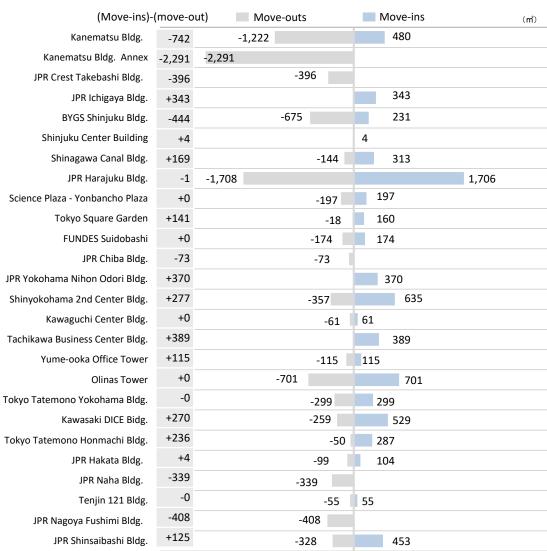
(Move-in/move-out spaces by area and asset class: m<sup>2</sup>)

	Move-Ins	Move-Outs	Net Increase /Decrease
Office properties in Central Tokyo	3,437	-6,653	-3,215
Office properties in Greater Tokyo	2,572	-1,609	+963
Office properties in Other Cities	901	-1,282	-381
Retail properties	704	-433	+270
Total	7,616	-9,979	-2,362

# (Changes in move-in/move-out spaces and rate of move-ins/move-outs)



# ■ Move-In/Move-Out Spaces by Property





# ■ Changes in Occupancy Rate, Average Downtime and Rents

(forecast)

	ltem	Jun. 2016 (29th period)	Dec. 2016 (30th period)	Jun. 2017 (31st period)	Dec. 2017 (32nd period)	Jun. 2018 (33rd period)	Dec. 2018 (34th period)	Jun. 2019 (35th period)	Dec. 2019 (35th period)
	Occupancy rate based on concluded contract, %	96.8	97.5	97.8	97.8	97.6	98.8	98.8	99.0
	Occupancy rate based on generated rents, %	94.7	96.0	96.5	97.1	95.8	97.8	98.1	98.2
به	Average rent (entire area), yen	16,961	17,003	17,579	17,626	17,859	17,980	18,177	18,328
Office	Average rent (central Tokyo), yen	19,663	19,715	20,705	20,748	20,882	21,053	21,459	21,661
J	Average rent (greater Tokyo), yen	16,813	16,778	16,861	16,888	17,134	17,233	17,240	17,288
	Average rent (other cities), yen	11,967	12,347	12,164	12,322	13,032	13,149	13,375	13,456
	Gap in actual rent, %	-6.3	-4.1	-4.7	-7.0	-7.5	-8.8	-10.4	-
iai	Occupancy rate based on concluded contract, %	99.9	100.0	100.0	99.7	99.4	99.9	99.9	99.9
Reta	Occupancy rate based on generated rents, %	99.9	99.9	99.9	99.6	99.2	99.4	99.8	99.9

# Status of Rent revision, Rent Through Tenant Replacement and Contribution Rate (Jun. '19)

Item	Number of contracts	Area (m²)	Area ratio(%)	Increase/ Decrease (million yen)	Increase/ Decrease ratio (%)
Rent revision subtotal	189	113.2	94.3	+15.2	+3.4
Upward revision of rent	98	49.3	41.1	+17.1	+6.8
Downward revision of rent	1	35.4	29.5	-1.9	-4.8
Neither upward or downward revision of rent	90	28.5	23.7	0.0	0.0
Tenant replacement subtotal	32	6.8	5.7	+5.1	+11.6
Increase through tenant replacement	24	4.6	3.9	+6.9	+23.7
Decrease through tenant replacements	8	2.2	1.8	-1.8	-13.0
Total (Rent revision + Tenant replacement)	221	120.1	100.0	+20.3	+4.1

# ■ Breakdown of Reasons for Move-ins (Jun. '19 Period)

New establishment Expansion	Relocation / within same building	Downsizing/Cost reduction	Consolidation	Location Better building	Eviction, etc.
14	5	0	0	7	1

# ■ Leased Area by Rent Level/Ratio of Contracts with Upward Rent Revision (Contracts renewed Jun. '19 period)

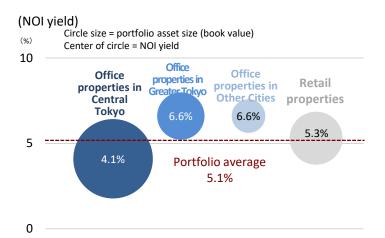
ltem	Area (thousand m²)	Area ratio (%)	Ratio of contracts with upward revision (%)
Less than market rent	31.4	53.7	82.0
Within market rent	12.9	22.1	12.5
Market rent more	14.2	24.2	19.4

# ■ Leased Area by Rent Level (Contracts renewed Dec. '19. period - Jun. '21 period)

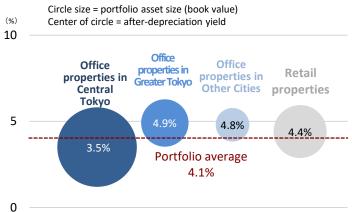
ltem	Area (thousand m²)	Area ratio (%)
Less than market rent	139.2	55.5
Market rent	59.0	23.5
Market rent more	52.6	21.0



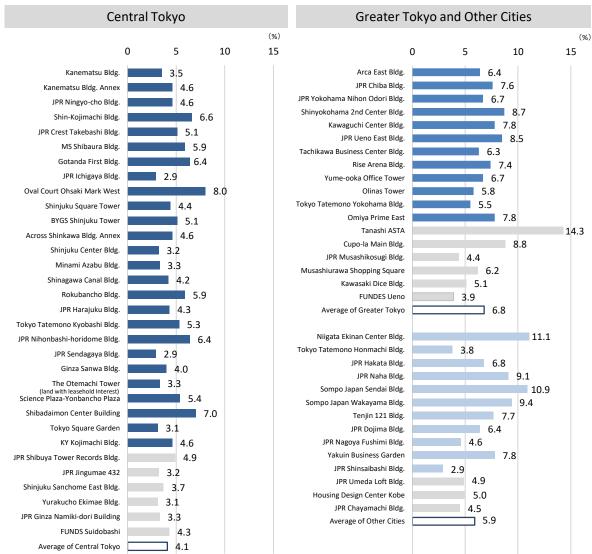
# ■ Yields by Area and by Asset Class (based on book value)



# (After-depreciation yield)



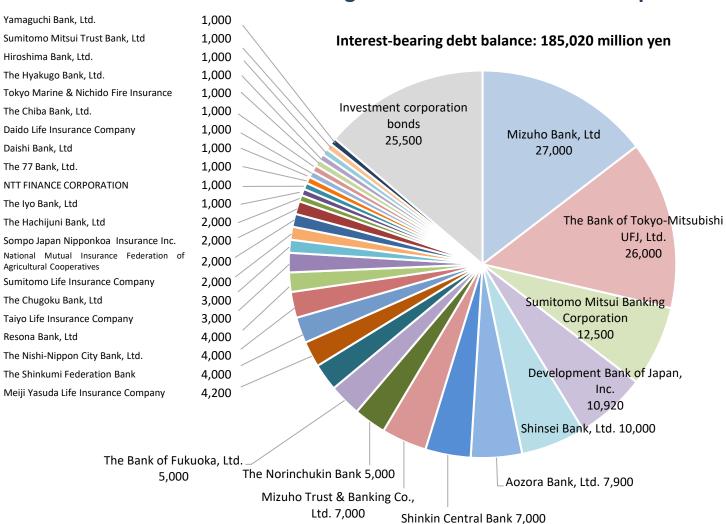
# NOI Yield by Property (based on book value)





(million yen)

# Diversifying fund procurement sources with a lender formation comprising 31 financial institutions and through issuance of investment corporation bonds



## (Breakdown of investment corporation bonds)

Seventh series of bonds	4,500
Sixteenth series of bonds	2,000
Eighteenth series of bonds	2,000
Nineteenth series of bonds	5,000
Twentieth series of bonds	2,000
Twenty-first series of bonds	4,000
Twenty-second series of bonds	3,000
Twenty-third series of bonds	3,000

# (Status of commitment line)

Lender	Credit Limit
Mizuho Bank, Ltd.	4,000
MUFG Bank, Ltd.	4,000
Sumitomo Mitsui Banking Corporation	4,000
Aozora Bank, Ltd	4,000
Mizuho Trust & Banking Co, Ltd.	4,000
Resona Bank, Ltd	4,000
Total	24,000

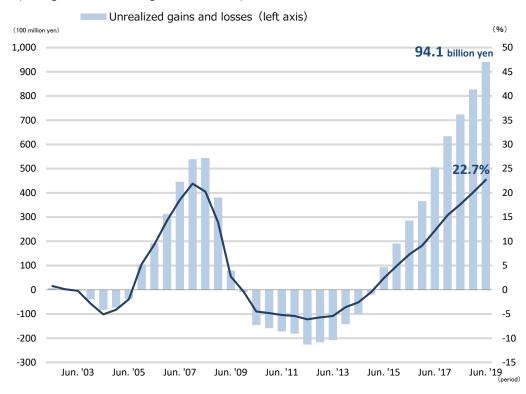


# An Increase in Unrealized Gains

- Unrealized gains expanded to 94.17 billion yen due to an increase in appraisal value
- Appraisal value increased for 42 properties with direct cap rate falling for 37 properties (out of 63 properties in total)

Appraisal value	Unrealized gains	Ratio of unrealized gains
50.90 billion yen	94.1 billion yen	22.7%
(up 15.3 billion yen from 34th	(up 11.3 billion yen from 34th	(up 2.6% pt from 34th period
period (Dec. '18))	period (Dec. '18))	(Dec. '18))

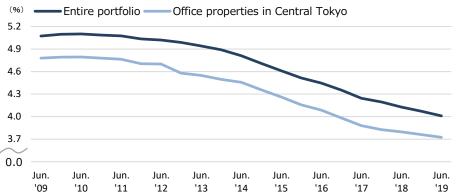
# (Changes in unrealized gains and losses)



# ■ Factors of Change in Appraisal Value

(Changes in direct cap rate)

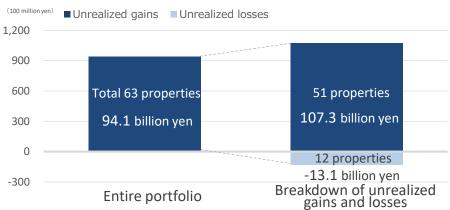
• Decreased by 1.1 percentage points from the 17th period ended June 2010 (4.8%), the peak period for office properties in Central Tokyo



1. The changes in direct cap rate indicate the figures for the 47 properties JPR has owned since the end of June 2009 for the "Entire portfolio," and for the 15 properties JPR owns since the date for "Office properties in Central Tokyo," respectively.

# (Breakdown of unrealized gains and losses)

 Amounts of both unrealized gains and unrealized losses improved from the end of the 34th period (Dec. '18).



# Appraisal Value by Property (as of June 30, 2019)



Property name	Appraisal value (mn yen)	Change (mn yen)	Direct cap (NCF Cap) (%)	Change (% pt)	DCF discount rate (%)	Change (% pt)	DCF terminal cap (%)	Change (% pt)	Book value (mn yen)	Unrealized gain or loss (mn yen)
Kanematsu Bldg.	14,000	-	3.5	0.0	3.3	0.0	3.7	0.0	14,605	-605
Kanematsu Bldg. Annex	3,450	+930	3.9	0.0	3.7	0.0	4.1	0.0	2,436	+1,013
JPR Ningyo-cho Bldg.	2,780	+70	3.9	-0.1	3.7	-0.1	4.1	-0.1	2,096	+683
Shin-Kojimachi Bldg.	3,990	+130	3.7	-0.1	3.4	-0.1	3.9	-0.1	2,437	+1,552
JPR Crest Takebashi Bldg.	3,580	+10	3.8	0.0	3.6	0.0	4.0	0.0	3,227	+352
MS Shibaura Bldg.	13,900	+400	4.2	-0.1	3.9	-0.1	4.4	-0.1	10,909	+2,990
Gotanda First Bldg.	3,710	+200	3.8	-0.1	3.5	-0.1	4.0	-0.1	2,913	+796
JPR Ichigaya Bldg.	4,840	+10	3.8	0.1	3.6	0.1	4.0	0.1	5,204	-364
Oval Court Ohsaki Mark West	4,760	-190	3.9	0.0	3.7	0.0	4.1	0.0	2,797	+1,962
Shinjuku Square Tower	14,900	+100	3.7	0.0	3.5	0.0	3.9	0.0	13,210	+1,689
BYGS Shinjuku Bldg.	20,200	+1,300	3.7	0.0	3.5	0.0	3.9	0.0	15,342	+4,857
Across Shinkawa Bldg. Annex	895	+1	4.6	0.0	4.4	0.0	4.8	0.0	583	+311
Shinjuku Center Bldg.	17,100	+500	3.3	-0.1	3.0	-0.1	3.5	-0.1	22,136	-5,036
Minami Azabu Bldg.	2,910	+10	3.9	-0.1	3.7	-0.1	4.1	-0.1	3,807	-897
Shinagawa Canal Bldg.	2,134	+114	4.0	-0.1	3.7	-0.1	4.2	-0.1	1,708	+425
Rokubancho Bldg.	3,550	+60	4.9	-0.1	3.8	-0.1	4.2	-0.1	2,855	+694
JPR Harajuku Bldg.	11,100	+100	3.7	0.0	3.5	0.0	3.9	0.0	8,722	+2,377
Tokyo Tatemono Kyobashi Bldg.	6,830	-	4.2	0.0	4.0	0.0	4.4	0.0	4,702	+2,127
JPR Sendagaya Bldg.	12,100	-	3.8	0.0	3.6	0.0	4.0	0.0	14,804	-2,704
Ginza Sanwa Bldg.	4,090	+10	3.1	0.0	2.8	0.0	3.2	0.0	3,694	+395
The Otemachi Tower (Land with Leasehold Interest)	50,000	+1,700	2.7	-0.1	2.6	-0.1	2.8	-0.1	38,388	+11,611
Science Plaza - Yonbancho Plaza	3,260	-210	3.9	-0.1	3.5	-0.1	4.1	-0.1	2,738	+521
Shibadaimon Center Bldg.	6,020	-810	3.6	-0.1	3.3	-0.1	3.8	-0.1	4,153	+1,866
Tokyo Square Garden	20,600	-	2.7	0.0	2.5	0.0	2.9	0.0	18,539	+2,060
JPR Shibuya Tower Records Bldg.	14,100	-	3.5	0.0	3.3	0.0	3.7	0.0	11,460	+2,639
JPR Jingumae 432	4,210	+100	3.0	-0.1	3.1	-0.1	3.2	-0.1	4,267	-57
Shinjuku Sanchome East Bldg.	2,880	-90	3.3	0.0	2.8	0.0	3.5	0.0	2,584	+295
Yurakucho Ekimae Bldg. (Yurakucho Itocia)	3,300	-	3.0	0.0	2.6	0.0	3.2	0.0	3,296	+3
Ginza Gates	11,300	-	2.9	0.0	2.6	0.0	2.9	0.0	10,138	+1,161
FUNDES Suidoubashi	3,620	-20	3.6	0.0	3.4	0.0	3.8	0.0	3,218	+401
Arca East	6,850	+280	3.9	-0.1	3.6	-0.1	4.1	-0.1	4,220	+2,629
JPR Chiba Bldg.	1,780	-	5.3	0.0	5.1	0.0	5.5	0.0	2,194	-414
JPR Yokohama Nihon Odori Bldg.	2,350	+10	4.9	0.0	4.7	0.0	5.1	0.0	2,415	-65
Shinyokohama 2nd Center Bldg.	2,110	+180	4.6	-0.1	4.4	-0.1	4.8	-0.1	1,423	+686
Kawaguchi Center Bldg.	9,330	-670	4.8	-0.1	4.5	-0.1	5.0	-0.1	7,344	+1,985
JPR Ueno East Bldg.	5,210	+190	3.8	-0.1	3.6	-0.1	4.0	-0.1	2,940	+2,269

										O I
Property name	Appraisal value (mn yen)	Change (mn yen)	Direct cap (NCF Cap) (%)	Change (% pt)	DCF discount rate (%)	Change (% pt)	DCF terminal cap (%)	Change (% pt)	Book value (mn yen)	Unrealized gain or loss (mn yen)
Tachikawa Business Center Bldg.	4,260	+300	4.2	-0.1	3.9	-0.1	4.4	-0.1	2,864	+1,395
Rise Arena Bldg.	9,090	+530	3.9	-0.1	3.6	-0.1	4.0	-0.1	5,203	+3,886
Yume-ooka Office Tower	6,910	+250	4.1	-0.1	3.8	-0.1	4.3	-0.1	5,328	+1,581
Olinas Tower	39,300	+1,200	3.7	-0.1	3.4	-0.1	3.9	-0.1	26,987	+12,312
Tokyo Tatemono Yokohama Bldg.	9,250	+380	4.1	-0.2	3.9	-0.1	4.3	-0.1	7,128	+2,121
Omiya Prime East	9,190	+430	4.4	-0.1	4.2	-0.1	4.6	-0.1	5,686	+3,503
Tanashi ASTA	12,500	-	5.2	0.0	5.1	0.0	5.4	0.0	7,184	+5,315
Cupo-la Main Bldg.	2,910	+50	5.0	-0.1	4.8	-0.1	5.2	-0.1	1,660	+1,249
JPR Musashikosugi Bldg.	5,670	-20	4.7	0.0	4.5	0.0	4.9	0.0	6,975	-1,305
Musashiurawa Shopping Square	4,350	-	4.9	0.0	4.8	0.0	5.1	0.0	3,590	+759
Kawasaki Dice Bldg.	16,200	-	4.1	-0.1	4.0	-0.1	4.3	-0.1	13,146	+3,053
Niigata Ekinan Center Bldg.	2,260	+10	5.6	-0.1	5.6	-0.1	5.8	-0.1	1,582	+677
Tokyo Tatemono Honmachi Bldg.	3,610	+110	4.5	-0.1	4.2	-0.1	4.7	-0.1	4,250	-640
JPR Hakata Bldg.	3,920	+270	4.3	-0.1	4.2	-0.1	4.5	-0.1	2,932	+987
JPR Naha Bldg.	2,000	+50	5.1	-0.1	5.1	-0.1	5.3	-0.1	1,425	+574
Sompo Japan Sendai Bldg.	4,580	+470	4.9	-0.1	4.7	-0.1	5.2	-0.1	2,374	+2,205
Sompo Japan Wakayama Bldg.	1,640	+20	6.3	-0.1	6.1	-0.1	6.6	-0.1	1,315	+324
Tenjin 121 Bldg.	3,340	+190	4.3	-0.1	3.9	-0.1	4.5	-0.1	2,042	+1,297
JPR Dojima Bldg.	3,490	+80	4.2	-0.1	4.0	-0.1	4.4	0.0	2,152	+1,337
JPR Nagoya Fushimi Bldg.	3,310	+280	4.9	-0.2	4.5	-0.1	4.9	-0.1	3,828	-518
Yakuin Business Garden	19,000	+1,000	4.1	-0.1	3.9	-0.1	4.3	-0.1	10,222	+8,777
Benetton Shinsaibashi Bldg.	4,550	+130	3.7	-0.1	3.4	-0.1	3.8	-0.1	5,125	-575
JPR Umeda Loft Bldg.	14,200	-	3.9	0.0	3.6	0.0	4.1	0.0	12,417	+1,782
Housing Design Center Kobe	7,550	+120	5.3	-0.1	5.1	-0.1	5.4	-0.1	6,082	+1,467
JPR Chayamachi Bldg.	7,820	+310	3.3	-0.1	3.0	-0.1	3.4	-0.1	6,020	+1,799
Total	498,639	+10,575							405,051	+93,588
Central Tokyo	270,109	+4,425							236,982	+33,126
Greater Tokyo	147,260	+3,110							106,295	+40,964
Other Cities	81,270	+3,040							61,772	+19,497
Properties to be acquired in 35th period	t l									
Shinagawa Canal Bldg. (additional acquisition)	215	+33	4.0	-0.5	3.7	-0.1	4.2	-0.1	183	+31
KY Kojimachi Bldg.	6,280	-	3.4	0.0	3.1	0.0	3.5	0.0	5,811	+468
FUNDES Ueno	3,930	-	3.8	0.0	3.5	0.0	4.0	0.0	3,820	+109
Total (as of 30 Jun. '19)	509,065	+10,609							414,867	+94,197

<sup>1.</sup> Direct cap indicates the capitalization rate that serves as the standard for calculating the value estimated by income approach based on the direct capitalization method.

<sup>2.</sup> DCF discount rate and DCF terminal cap indicate the period income discount rate and the terminal capitalization rate that serve as the standard for calculating the value estimated by income approach based on the discounted cash flow (DCF) method.

<sup>3.</sup> The period-on-period changes, acquired in the 35th fiscal period indicates a comparison with the figures based on the appraisal values upon their acquisition (Shinagawa Canal Bldg.: as of 15 Jan. '19, KY Kojimaachi Bldg. and FUNDES Ueno: as of 1 Jun. '19). Furthermore Tokyo Tatemono Kyobashi Bldg. that was sold in 35th fiscal period is excluded from calculation of the period-on-period change figures.

# **Asset Manager**



# ■ Summary of Asset Manager

(as of June 30, 2019)

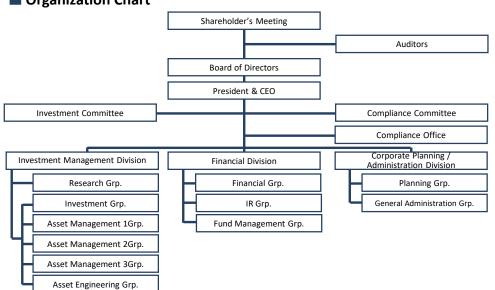
Name	Tokyo Realty Investment Management, Inc. (TRIM)
Address	4-16 Yaesu 1-Chome, Chuo-ku, Tokyo
Date of Foundation	April 28, 2000
Paid-in Capital	350 million yen
Business Description	Asset management for investment corporation
President and CEO	Yoshihiro Jozaki
Directors	9 (4 full-time and 5 part-time)
Number of Officers	38

# Sponsors

(as of June 30, 2019)

Name	Shareholding ratio	No. of seconded staff from sponsors
Tokyo Tatemono	52%	10
Yasuda Real Estate	18%	_
Taisei Corporation	10%	_
Sompo Japan Nipponkoa Insurance	10%	1
Meiji Yasuda Life Insurance	10%	1

# Organization Chart



# **■** Sponsors Support

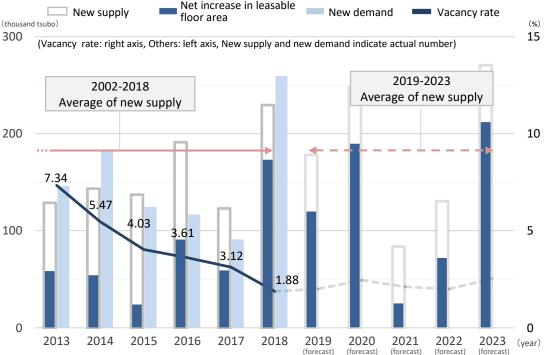
no.	Summary of sponsors support
1	Personnel support through dispatching personnel to TRIM and other measures
2	Provision of know-how on real estate management in general, including tenant leasing and technical support
3	Supply of properties and provision on information on property acquisition
4	Fund procurement support including funding through debt finance

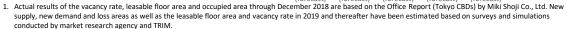


# Net Increase in Leasable Floor Area, Strong Demand and Impact on Vacancy Rate

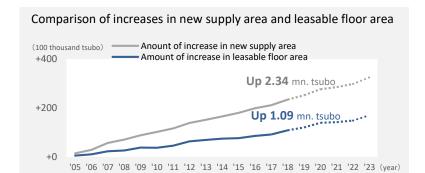
# ■ Changes in New Supply/Demand Area, Leasable Floor Area and Vacancy Rate (Tokyo CBDs)

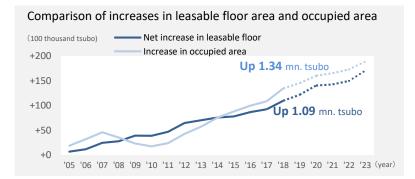
- Net increase in leasable floor area (in stock) over the new supply area is small.
- New demand has remained strong, surpassing the increase in leasable floor area by volume
- Employed population is on an upward trend, leading new demand in Tokyo. Increase in labor participation ratio, primarily by females and elderly people, is promoted by political initiatives and is likely to continue over the medium term.





As an assumption for the simulation, the new supply area uses an estimate obtained by applying a certain multiplying factor to the average of the past results. The lost area is based on the average of the past results as assumption.



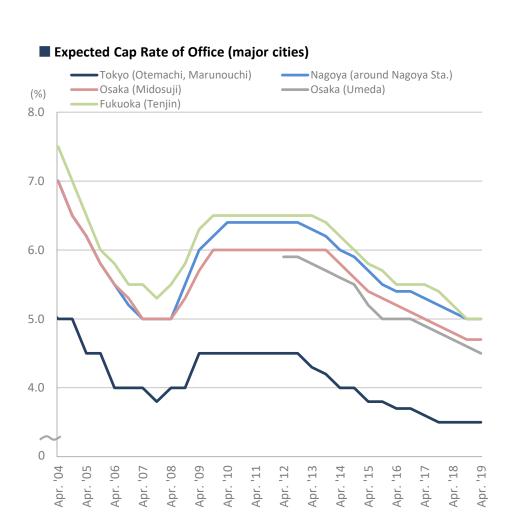




<sup>2.</sup> The employed population was prepared by TRIM based on the Labor Force Survey, the Ministry of Internal Affairs and Communications.



# **Cap Rate of Tokyo Office Properties Continues Low Level**



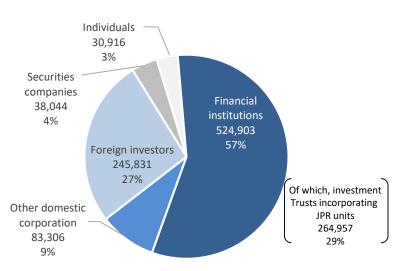
# ■ Expected Cap Rate of Retail Properties and Economy Hotel for Lodging



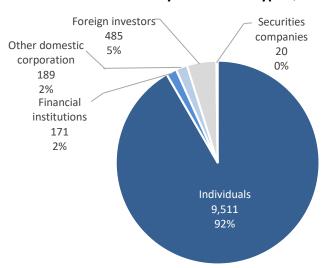
<sup>1.</sup> Prepared by TRIM based on the Japanese real estate investor survey publicized Japan Real Estate Institute.



# ■ Number of Units by Unitholder Type (923,000 units in total)



# Number of Unitholders by Unitholder Type (10,376 unitholders in total)

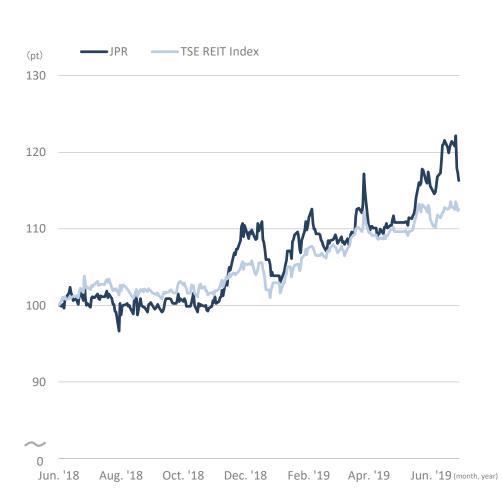


# **■** Top Unitholders

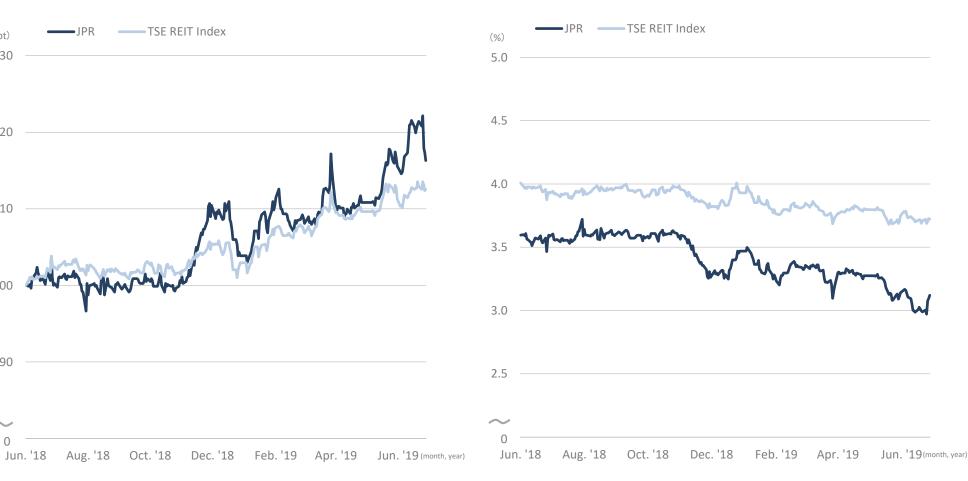
Rank	Name	Number of Owned Units	Share(%)
1	Japan Trustee Services Bank, Ltd. (Trust Account)	192,223	20.8
2	The Master Trust Bank of Japan, Ltd. (Trust Account)	129,745	14.1
3	The Nomura Trust and Banking Co., Ltd. (Investment Trust Account)	33,642	3.6
4	State Street Bank West Client Treaty 505234	30,834	3.3
5	Tokyo Tatemono Co., Ltd.	29,300	3.2
6	Kawasaki Gakuen	25,000	2.7
7	Meiji Yasuda Life Insurance Company	24,000	2.6
8	Trust & Custody Services Bank, Ltd. (Securities Investment Trust Account)	20,297	2.2
9	JP Morgan Securities Japan Co., Ltd.	14,625	1.6
10	Mitsubishi UFJ Morgan Stanley Securities Co., Ltd.	13,019	1.4
	Total	512,685	55.5



# ■ Changes in JPR Unit Price



# ■ Changes in JPR Dividend Yield



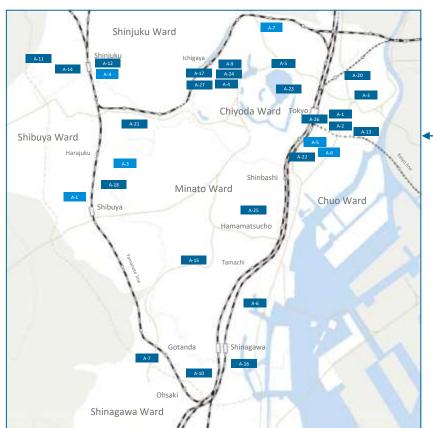
<sup>1.</sup> Prepared by TRIM based on Refinitiv (Thomson Reuters) data.

# **Portfolio Map**



# Central Tokyo

Chiyoda, Chuo, Minato, Shinjuku, Shinagawa and Shibuya Wards



Across Shinkawa Bldg. Annex Kanematsu Bldg. Shinjuku Center Building Kanematsu Bldg. Annex Minami Azabu Bldg. JPR Ningyo-cho Bldg. Shinagawa Canal Bldg. Shin-Kojimachi Bldg. JPR Crest Takebashi Bldg. MS Shibaura Bldg. Gotanda First Bldg. A-9

Rokubancho Building JPR Harajuku Bldg. JPR Nihonbashi-horidome Building JPR Sendagaya Bldg. JPR Ichigaya Bldg. A-22 Oval Court Ohsaki Mark West Ginza Sanwa Bldg. The Otemachi Tower Shinjuku Square Tower BYGS Shinjuku Bldg. Science Plaza - Yonbancho Plaza

Shibadaimon Center Bldg. A-26 Tokyo Square Garden JPR Shibuya Tower Records Bldg. JPR Jingumae 432 Shinjuku Sanchome East Bldg.

A-4 Yurakucho Ekimae Building (Yurakucho Itocia) JPR Ginza Namiki-dori Building FUNDES Suidobashi Acquired in 35th KY Kojimachi Bldg

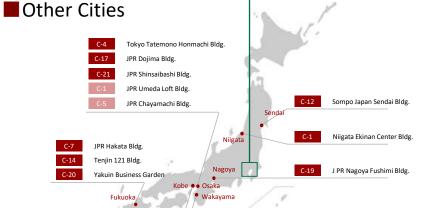
■ Greater Tokyo All other areas of Tokyo, Chiba, Kanagawa and Saitama Prefectures



Housing Design Center Kobe

Arca East JPR Chiba Bldg. JPR Yokohama Nihon Odori Bldg. Shinyokohama 2nd Center Bldg. Kawaguchi Center Bldg. JPR Ueno East Bldg. Tachikawa Business Center Bldg. Rise Arena Bldg. Yume-ooka Office Tower Olinas Tower Tokyo Tatemono Yokohama Building Omiya Prime East Tanashi ASTA Cupo-la Main Bldg. JPR Musashikosugi Bldg. Musashiurawa Shopping Square Kawasaki Dice Bldg. FUNDES Ueno

JPR Naha Bldg.



Naha

C-13 Sompo Japan Wakayama Bldg.

# Portfolio List (Central Tokyo)





- ① Chuo-ku ② B2/13F ③ Feb. 1993 4 14,995m<sup>2</sup>
- DBJ Green Building



- 1 Shinjuku-ku ② B4/30F
- 3 Oct. 1994
- redevelopment area)



A-6 MS Shibaura Bldg. ① Minato-ku ② B2/13F ③ Feb. 1988 4 31,020m<sup>2</sup>



















1 Shinjuku-ku

② B5/54F

3 Oct. 1979

4 176,607m<sup>2</sup>









- The property overview indicates (1) location, (2) structure/floors, (3) completion, and (4) total floor space (entire building). The same applies hereafter.
- DBJ Green Building certification is as of June 2018; the same applies hereinafter.

DBJ Green Building

# Portfolio List (Central Tokyo)



### A-18 JPR Harajuku Bldg.



A — 24 Science Plaza - Yonbancho Plaza

① Shibuya-ku 2 B1/9F

① Chiyoda-ku

② B2/12F

③ Feb. 1995

4 24,560m<sup>2</sup>

3 Mar. 1989 (4) 6,466m<sup>2</sup>



A-25 Shibadaimon Center Bldg.

A-20 JPR Nihonbashi-horidome Building



- ② B1/10F ③ Jul. 1993 (4) 11,419m<sup>2</sup>



- ① Shibuya-ku 2 B3/8F
- ③ Feb. 1992
- (4) 8,449m<sup>2</sup>





- ① Shibuya-ku ② B1/7F
- ③ Feb. 2006 (4) 1,066m<sup>2</sup>



- ① Chiyoda-ku ② B4/20F
- ③ Oct. 2007 (4) 71.957m<sup>2</sup>



4 112,645 m

2)11F



### A-26 Tokyo Square Garden

A — 21 JPR Sendagaya Bldg.

① Shibuya-ku

③ May 2009

DBJ Green Building 2018 0000

4 7,683m<sup>2</sup>

② 8F



- ① Chuo-ku 2 SRC B4/24F ③ Feb. 2013
  - 995 DBJ Green Building

### A-6 JPR Ginza Namiki-dori Building



① Chuo-ku (3) Jun. 2008 (4) 1,821 m²



# A-27 KY Kojimachi Bldg.



- ① Chiyoda-ku
- ② B1/9F
- ③ Feb. 1999
- 4 4,438m²



- ① Chiyoda-ku 2 S 9F
- ③ Jul. 2015 4 1,477m²



- ① Chiyoda-ku
- ② -
- ③ Apr. 2014
- (4) 11,034m (ground area)



- ① Shinjuku-ku ② B3/14F 3 Jan. 2007
- 4 24,617m<sup>2</sup>

# **Portfolio List (Greater Tokyo)**



# B-1 Arca East



B-7 JPR Ueno East Bldg.

① Sumida-ku 2 B3/19F

3 Mar. 1997 (4) 34,281m<sup>2</sup>



1 Chiba, Chiba

② B1/13F 3 Jan. 1991 4 9,072m<sup>2</sup>

2017 00



① Taito-ku ② B1/8F 3 Oct. 1992

(4) 8,490m<sup>2</sup>

### B-12 Tokyo Tatemono Yokohama Building



(1) Yokohama, Kanagawa 2 B1/9F





1 Kawaguchi, Saitama 2 B2/10F 3 Jan. 2006

48,321m<sup>2</sup>





DBJ Green Building

### B-8 Tachikawa Business Center Bldg.



1 Tachikawa, Tokyo ② B1/12F ③ Dec. 1994 4 14,706m<sup>2</sup>

# B-13 Omiya Prime East



1 Saitama, Saitama ② 9F ③ Feb. 2009

4 9,203m<sup>2</sup> **DBJ** Green Building

2018 000



1 Kawasaki, Kanagawa 2 B1/6F

③ Mar. 1983 4 18,394m<sup>2</sup>

## B-3 JPR Yokohama Nihon Odori Bldg.



1 Yokohama, Kanagawa

2 B1/11F 3 Oct. 1989 4 9,146m<sup>2</sup>

# B-9 Rise Arena Bldg.



① Toshima-ku ② B3/42F 3 Jan. 2007 4 91,280m<sup>2</sup>

DBJ Green Building 2018 000



1 Nishitokyo, Tokyo 2 B2/17F ③ Feb. 1995

4 80,675m<sup>2</sup>



1 Saitama, Saitama ② B1/4F ③ Oct. 2005 4 28,930m<sup>2</sup>

# B — 5 Shinyokohama 2nd Center Bldg.



1 Yokohama, Kanagawa

### B-10 Yume-ooka Office Tower



1 Yokohama, Kanagawa 2 B3/27F

3 Mar. 1997 (4) 185,976m<sup>2</sup>

**DBJ** Green Building 2018 000

1 Taito-ku ② B1/10F

③ Jul. 2017 4 2,235m<sup>2</sup>



① Kawaguchi, Saitama ② B2/15F

③ Feb. 1994

(4) 28,420m<sup>2</sup>

B-11 Olinas Tower (1) Sumida-ku 2 SRB2/45F ③ Feb. 2006



**DBJ Green Building** 2018 00000



1 Kawasaki, Kanagawa ② B2/11F

3 Aug. 2003 4 36,902m<sup>2</sup>

DBJ Green Building



# **Portfolio List (Other Cities)**



# C-1 Niigata Ekinan Center Bldg.



- 1 Niigata, Niigata
- ② B1/10F
- 3 Mar. 1996
- (4) 19,950m<sup>2</sup>

## C-13 Sompo Japan Wakayama Bldg.



- $\textcircled{1}^{\mathsf{Wakayama,}}_{\mathsf{Wakayama}}$
- 2 9F
- 3 Jul. 1996
- 4 6,715m<sup>2</sup>

### C-20 Yakuin Business Garden



- 1 Fukuoka, Fukuoka
- ② 14F
- ③ Jan. 2009
- 4 22,286m<sup>2</sup>



# C-4 Tokyo Tatemono Honmachi Bldg.



- 1 Osaka, Osaka
- ② B3/9F
- ③ Feb. 1970
- 4 14,619m<sup>2</sup>

# C-3 JPR Shinsaibashi Bldg.



- 1 Osaka, Osaka
- ② B2/10F
- ③ Feb. 2003
- 4 5,303m<sup>2</sup>





- ① Fukuoka, Fukuoka
- ② B1/12F, S1F
- 3 Jun. 1985
- (4) 9.828m<sup>2</sup>

C-14 Tenjin 121 Bldg.



- 1 Fukuoka, Fukuoka
- ② 13F ③ Jul. 2000
- (4) 8.690m<sup>2</sup>



- 1 Osaka, Osaka
- ② B1/8F
- 3 Apr. 1990
- 4 17,897m<sup>2</sup>

# C-9 JPR Naha Bldg.

- 1 Naha, Okinawa ② 12F 3 Oct. 1991
- 4 5,780m<sup>2</sup>



# C-17 JPR Dojima Bldg.







- ① Kobe, Hyogo
- ② B2/11F
- ③ Jun. 1994 (4) 33.877m<sup>2</sup>

# C-12 Sompo Japan Sendai Bldg.



# C-19 JPR Nagoya Fushimi Bldg.



- 1 Nagoya, Aichi ② B1/9F 3 Mar. 1991
- (4) 10.201m<sup>2</sup>



- ① Osaka, Osaka
- ② 9F
- ③ Jun. 1994
- 4 3,219m<sup>2</sup>

8955 **Q** 





Family of East Destroine Scoot Strang York Forest Having expanded IR information by adding a variety of contents, JPR provides information in a timely manner



# **Property Information**

- [Occupancy Rate]
   Occupancy Rate: data for each property (Excel) updated monthly
- [Property Data Library]
  Property Data Book, Property Appraisal Summary,
  Historical Data
- [Portfolio data]
   Asset class, Area, Ratio of Properties by Property Acquisition Channel, Ratio of Tenant Occupancy
- [Video Presentation of Major Properties]

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# **Overview of Property · Access Map**

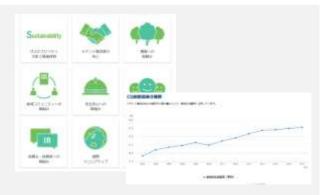
- [Property Overview]
   Basic Information, Management Status, Major Characteristics
- [Access Map]
   Search function for routes from the nearest stations (applicable for mobile phones)
- Other than these, latest topics regarding management status are posted at any time



# Information of initiatives on sustainability

- · Sustainability policy & management
- Initiatives on behalf of tenants
- Initiatives on behalf of the environment
- Local community initiatives
- Safety and security initiatives
- Initiatives aimed at employees
- Initiatives aimed at unitholders/investors

Extensive ESG related information Regularly announce updated data



# 5. Glossary



Term	Meaning
Rent	The rents stated in this report include common charges.
Acquisition price	The transaction price indicated in the sale and purchase agreement for acquisition of properties (hereafter, the "owned properties") or properties it plans to acquire (exclusive of expenses related to acquisition, property taxes and consumption taxes, etc.)
Asset size	The asset size refers to the total amount of the acquisition prices of the owned properties.
Investment ratio	The investment ratio refers to the ratio of the acquisition price of relevant properties owned by JPR to the total acquisition price of its portfolio.
Occupancy rate / occupancy rate based on concluded contracts	Total leased space / total leasable space When simply stated as occupancy rate, it represents the occupancy rate based on concluded contracts. When occupancy rate for each fiscal period is indicated, it represents the average occupancy rate as of the end of each month that belongs to the relevant fiscal period (period average of occupancy rate at end of month). Furthermore, it may be described as "average occupancy rate" in order to distinguish it from "period-end occupancy rate."
Occupancy rate based on generated rents	(Total leased space – total leased space during rent-free periods) / total leasable space
Average unit rent	Total monthly rent / total leased space Calculated based on the monthly rents (including common charges) indicated in the lease contracts with tenants; for certain properties, the figure includes common charges, etc. received by master lessees without being recorded as JPR's revenue
Average rent-free period	The average of the rent-free periods agreed upon in new lease contracts becoming effective in each fiscal period.
Revised amount of monthly rent	Revised amount of monthly rent indicates the sum total (including common charges) of monthly rent after revision minus monthly rent before revision upon contract renewal with rent revision in each fiscal period. For the revised amount of monthly rent for the 34th fiscal period (Dec. '18), the amount of increase is an estimate based on consents regarding rents becoming effective in the fiscal period, and the amount of decrease is an estimate assumed for the rents becoming effective in the fiscal period.
Change amount in monthly rent upon tenant replacement	Change amount in monthly rent upon tenant replacement indicates the sum total (including common charges) of monthly rent after tenant replacement minus monthly rent before tenant replacement in each fiscal period. The change amount of monthly rent upon tenant replacement for the 35th fiscal period (Jun. 19) is an estimate based on consents regarding move-ins/move-outs and rents becoming effective in the fiscal period.
Target rent	Target rent refers to the rent level (the highest limit) TRIM sets for each fiscal period as the target for inviting new tenants and revising rents for existing tenants, and are set at roughly the same level as the highest limit of market rent.

Term	Meaning
Definition of building classes	The definitions of building classes used in "Changes in the average rent of the 23 wards of Tokyo" on page 43 are as follows.  Target area: Major business districts in 5 central wards of Tokyo and areas with high percentage of office buildings in surrounding wards (Gotanda/Osaki, Kitashinagawa/Higashi-shinagawa, Yushima/Hongo/Koraku, Meguro-ku)  Class A: Total floor area of 10,000 tsubo or more, floor size of 300 tsubo or more, age less than 15 years  Facilities (as a general rule): Ceiling height of 2.7m or more, individual airconditioning, high earthquake resistance and environmental performance  Class B: Floor size of 200 tsubo or more  Class C: Floor size of 100 tsubo or more but less than 200 tsubo
NOI yield	(Rental revenue - real estate — expenses related to rent business + depreciation) / book value (or acquisition price, depending on the case) NOI yield is calculated using the above formula, by dividing the book value (or acquisition price) in the formula by 365 days and multiplying it by the number of business days of the relevant fiscal period.
After-depreciation yield	(Rental revenue - real estate — expenses related to rent business) / book value (or acquisition price, depending on the case)
Number of tenants	The number of tenants counts the parties with whom JPR has concluded lease contracts for the building floors. When a single tenant leases multiple rooms, it is counted as one if the tenant uses the same property. If the leased rooms are in multiple buildings, the tenant is counted in plural.
Ratio of long-term, fixed interest rate debts  Average maturity	Long-term interest-bearing debts with fixed interests / total interest-bearing debts
	Weighted average calculated by dividing the remaining periods to the repayment dates and redemption dates of borrowings and investment corporation bonds at the end of each fiscal period by the balance of respective borrowings and investment corporation bonds at the end of each fiscal period For borrowings with scheduled repayment in installments, the weighted average of the remaining period to the scheduled repayment dates of each installment payment in accordance with the relevant repayment amount
Average debt cost	Weighted average calculated by dividing the remaining periods to the repayment dates and redemption dates of borrowings and investment corporation bonds at the end of each fiscal period by the balance of respective borrowings and investment corporation bonds at the end of each fiscal period for borrowings with scheduled repayment in installments, the weighted average of the remaining period to the scheduled repayment dates of each installment payment in accordance with the relevant repayment amount
LTV	Interest-bearing debts / total assets at end of period (based on total assets) There are other calculation methods of LTV. LTV based on unitholders' capital) = Interest-bearing debts / (interest-bearing debts + unitholders' capital) LTV (based on valuation) = Interest-bearing debts / (total assets at end of period + unrealized gains or losses from valuation) Unrealized gains or losses from valuation refer to the difference between appraisal value and book value.
Ratio of unrealized gains or losses	(Appraisal value – book value) / book value
Cap rate	Capitalization rate by the direct capitalization method Direct capitalization method is one of the methods to calculate the value estimated by income approach (a method to estimate the value of the target property by calculating the sum total of present value of the net operating income which the target property is expected to generate in the future), and capitalizes the net operating income of a certain period by using the capitalization rate.
Tokyo/ Other cities	"Tokyo" defined by JPR as its investment area collectively refers to "Central Tokyo" and "Greater Tokyo" as defined below, and "Other Cities" refers to other regions.  • Central Tokyo: Chiyoda, Chuo, Minato, Shinjuku, Shinagawa and Shibuya Wards  • Greater Tokyo: All other areas of Tokyo Prefecture, and Chiba, Kanagawa and Saitama Prefectures