Tokyo Realty Investment Management, Inc.

JPR

# **Japan Prime Realty Investment Corporation**

Mar. 2008

**Company Presentation** 

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



# **Profile Overview**

: 8955 (Tokyo Stock Exchange)

(as of January 31, 2008)

Market Cap.

**Ticker** 

- : JPY 208.7 bn
- Asset Size (based on acquisition price): JPY 251.9 bn
- Investment Target (type)
- Investment Target (area)
- **Real Estate Indices**
- **Credit Rating**

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

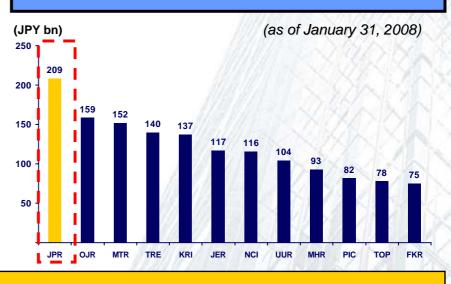
## Asset Management Company

## Tokyo Realty Investment Management (TRIM)

Sponsors (Shareholders of Asset Management Company)

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

### Market Cap. of Major Diversified J-REITs



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



# **Financial Results and Forecast**

	8th Period	9th Period	10th Period	11th Period	12th Period	13th Period (E)
(JPY mn)	Ended Dec. 2005	Ended June 2006	Ended Dec. 2006	Ended June 2007	Ended Dec. 2007	Ending June 2008 (E)
Operating revenues	8,587	8,588	9,088	10,056	10,449	10,490
Operating profits	3,984	4,024	4,373	5,108	5,006	4,997
Net income	3,398	3,449	3,642	4,372	4,169	4,218
DPU (JPY)	6,411	6,509	6,873	6,996	6,671	6,750
FFO	4,715	5,010	5,222	5,524	5,978	6,017
FFO per unit (JPY)	8,896	9,453	9,853	8,839	9,566	9,627
Total units outstanding (Units)	530,000	530,000	530,000	625,000	625,000	625,000
LTV (%)	44.1%	45.8%	48.7%	37.2%	38.9%	38.9%
Total assets	225,882	231,523	244,691	271,398	278,842	SAD KANGS
Number of properties	42	44	46	48	49	49
Average occupancy rate (%)	96.1%	97.7%	98.3%	99.0%	98.7	97.8%

## 12th Fiscal Period (2nd half 2007) Results

- ✓ 5 properties acquired in the 11th Fiscal Period contributing to the 12th Fiscal Period
  - Tachikawa Business Center Bldg. (additional ownership), Shinjuku Sanchome East Bldg., Rise Arena Bldg., Musashiurawa Shopping Square and Kawasaki Dice Bldg. (JPY 28.0 bn)
- ✓1 property newly acquired in the 12th Fiscal Period
  - Yume-ooka Office Tower (JPY 6.5 bn)
- ✓ Achieving higher rents with exiting and new tenants.

## 13th Fiscal Period (1st half 2008) Forecast (as of Feb. 2008)

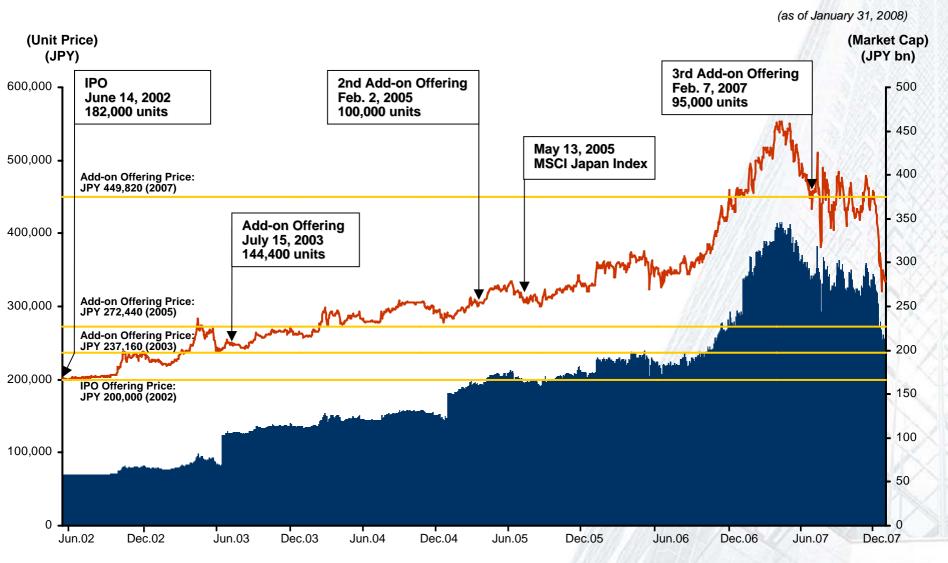
- ✓ Achieving higher rents with exiting tenants.
- ✓ Penalty revenue from the tenant despite the cancellation at Strasse Ichibancho.
- $\checkmark$  Total units outstanding is based on 625,000 units.

## Steady Increase in Revenues, FFO, and Net Income

Note: FFO = Net Income + Depreciation and Amortization – Capital Gains (Losses) from Disposal of Properties DPU and FFO per unit are calculated using the number of units outstanding as of the end of each fiscal period. LTV = Interest Bearing Debt ÷ (Interest Bearing Debt + Unitholders' Capital) × 100



# More than JPY 200 bin. In Market Cap. through Internal and External Growth

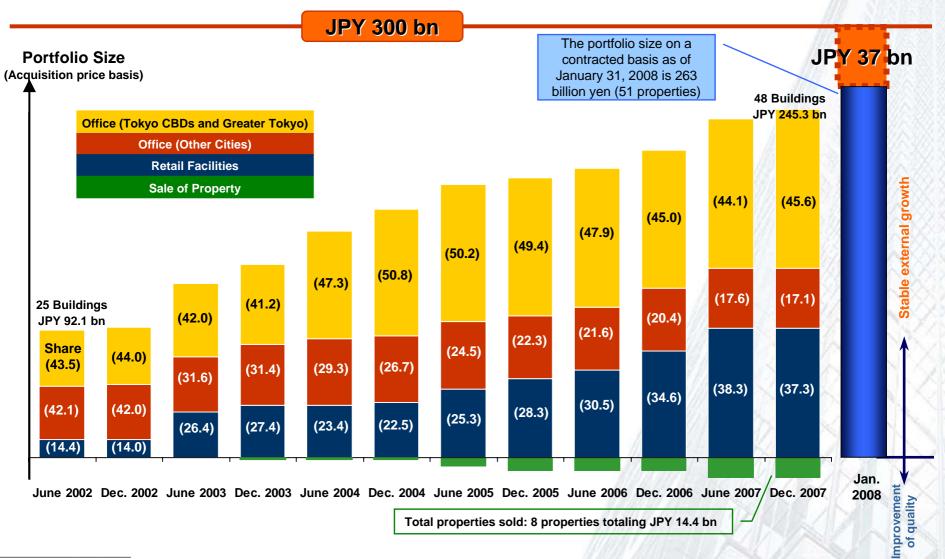


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# Towards a Target Portfolio Size of Over 300 Billion Yen

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Striving for a Target Portfolio Size of 300 Billion Yen while Maintaining a Prudent Investment Policy



Note: JPR listed on June 14, 2002. Portfolio size is based on acquisition prices, including the Konan 2cyome Building (tentative name) to be acquired, the KM Fukugo Building (tentative name) to be acquired in cluding the Meieki 2cyome Kaihatu TMK preferred securities acquired in November 2007 and to be acquired in the future.

Acqu	isition in 12th	<b>Fiscal Period</b>	and After (Pla	nned)
JPR	Yume-ooka Office Tower	Konan Nichome Bldg. (tentative name) - Redevelopment Project -	KM Fukugo Bldg. Project (tentative name) Retail Building - Redevelopment Project -	Meieki Nichome Kaihatsu SPC Preferred Securities - Redevelopment Project -
				*Redevelopment project by Tokyo Tatemono Co, Lto with buildings to be completed in April 2009
Type of Use	Office	Office	Retail	Office
Acquisition Date (planned)	July 2007 (Acquired)	December 2008 (contracted in October 2007)	March 2009 (contracted in March 2007)	(1) November 2007 (acquired) / (2) May 2009 <sup>(Note 1)</sup> / (3) April 2010 <sup>(Note 1)</sup>
Acquisition Price (planned)	JPY 6.51 bn	JPY 1.87 bn	JPY 9.25 bn	(1) JPY 0.34 bn / (2) JPY 1.643 bn / (3) TBD
Appraisal Value (at acquisition or contract	) JPY 5.81 bn	JPY 1.89 bn	JPY 9.27 bn	JPY 33.7 bn <sup>(Note 2)</sup>
Location	Yokohama-shi, Kanagawa	Minato-ku, Tokyo	Osaka-shi, Osaka	Nagoya-shi, Aichi
Ownership Land	Co-ownership (19.7%)	Co-ownership (45.6%)	Ownership (21.42%)	Preferred equity ratio (acquired and planned ) [total 40%]
Bld	9. Unit ownership	Unit ownership	Unit ownership	(1) 3% / (2) 12% / (3) 25% (ratio after additional preferred equity planned for April 2009)
Expected NOI (%)	4.8%	4.8% (appraisal cap rate)	4.3% (appraisal cap rate)	
Seller (planned)	The City of Yokohama	Tokyo Tatemono Co., Ltd.	Sanyo Homes Co., Ltd., Haseko Corporation and 8 other companies	(1) And (2): Shimizu Corporation / (3) Marubeni Corporation

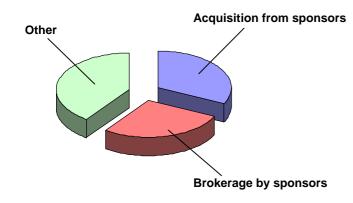
Continuing to Secure Acquisitions of Blue-Chip Properties Mainly through Sponsor Company's Redevelopment Projects (JPY 19.613 bn in Total)

(Note 1) The preferred securities of Meieki Nichome Kaihatsu SPC are to be acquired in three steps. (1) JPR already acquired the 3% equity in November 2007. (2) JPR concluded purchase agreements for the 12% equity and (3) the 25% equity in November 2007. The (2) and (3) portions will be acquired in May 2009 and April 2010, respectively. (Note 2) The figure is the appraisal value of the real estate that backs the preferred securities of Meieki Nichome Kaihatsu SPC.

# **Collaboration with Sponsors and Efforts on Development Projects**

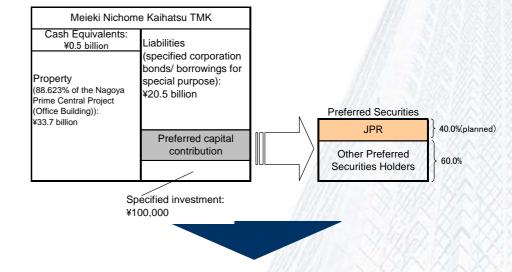
#### Acquisitions through Sponsor Pipeline (Note 1)

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#### Sponsor-Development Project Investment Example

#### (Project developed by Tokyo Tatemono: Nagoya Prime Central Project)



JPR acquired 32% of all properties it acquired between the 1st fiscal period and the end of the 12th fiscal period (including properties that have been sold <sup>(Note 1)</sup>) from sponsors, totaling about 86.1 billion yen. The figures rise to 60% and about 159.9 billion yen if combined with projects brokered by sponsors.

JPR will further utilize collaborations with sponsors to achieve external growth.

#### Investment Merits

•Avoids excessive competition, as JPR will obtain the right to acquire 40% of the SPC-backed asset by investing in the SPC from the development stage and after

•Able to acquire an excellent office building in front of Nagoya Station where significant developments are underway

•Raises efficiency of funds by setting to pay the 12% portion of JPR's preferred securities (40% of the total) on the day following completion of construction (May 2009) and 25% a year after completion of construction (April 2010)

#### Investment Risks

•As an investment in a property under development, there are such risks as the building not being completed, the construction schedule being delayed and the tenants not being found

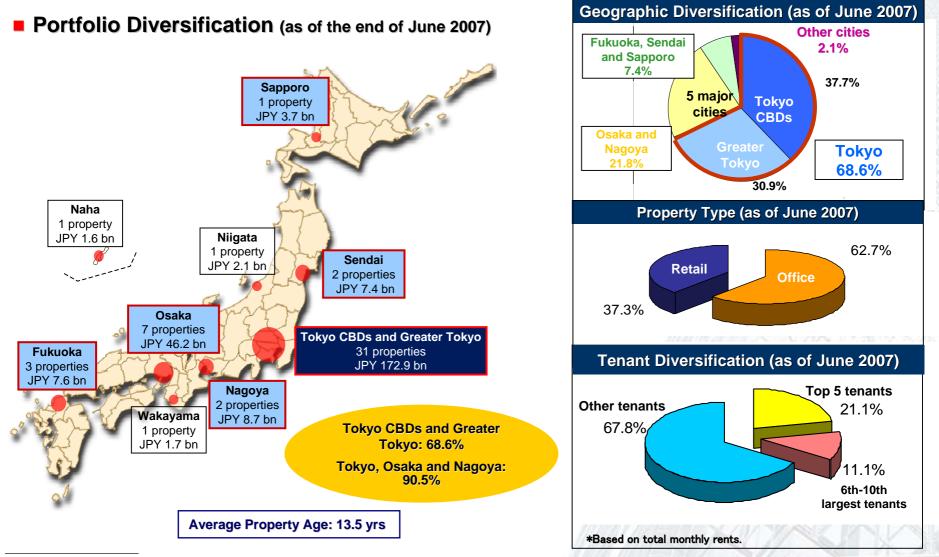
⇒Avoid risks other than leasing risks as much as possible by setting the date of delivery of the property (the 37% portion of JPR's equity of 40%) after the completion of construction

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# **Establishing the Core Portfolio and Diversifying Risks**

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Continuing Diversified Investment into Tokyo and 5 Major Cities Where Stability and Growth are Expected



\*Portfolio (acquisition price) as of Dec. 2007, not including the Konan 2cyome Building (tentative name) to be acquired, the KM Fukugo Building (tentative name) to be acquired and the Meieki 2cyome Kaihatu TMK preferred securities acquired in November 2007 and to be acquired in the future.

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

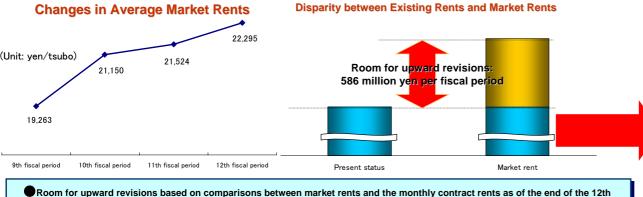
#### Examples of Upward Revisions for Office Buildings in Tokyo CBD and Greater Tokyo

Limited to offices in Tokyo C	BD and grea			Contribu	tion to Profit	Increase (1,	
	Revised	Total No.		11th fiscal	12th fiscal	13th fiscal	14th fiscal
Timing of Rent Increase	Contracts	of	%	period	period	period	period
11th fiscal period (Jun. 2007 period) or before	56	297	18.9%	46,601	76,124	76,124	76,124
12th fiscal period (Dec. 2007 period)	35	328	10.7%	0	45,117	83,883	83,883
13th fiscal period (Jun. 2008 period)	28	328	8.5%	0	0	17,675	30,471
14th fiscal period (Dec. 2008 period)	4	328	1.2%	0	0	0	543
Total	123	328	37.5%	46,601	121,241	177,682	191,021
			vs. 10th fiscal period rents	1.6%	4.2%	6.1%	6.6%

\*1. The revision results are accumulated numbers on a contract basis. \*2. The numbers of contracts are those at the ends of the 11th and 12th fiscal periods, while using the figure at the end of the 12th fiscal period for the 13th and 14th fiscal periods for convenience. \*3. Offices covered are only those located in Tokyo or Greater Tokyo. \*4. Contributions to increased revenues and the ratios of rents over the 10th fiscal period have been calculated solely based on rents excluding common expenses. \*5. Figures for the 13th and 14th fiscal periods are revisions that were already agreed on as of the end of December 2007.

#### Room for Upward Revisions of Rents for Office Buildings in Tokyo and Greater Tokyo

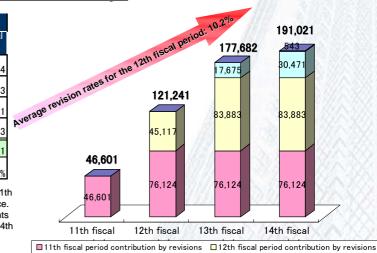
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Room for upward revisions based on comparisons between market rents and the monthly contract rents as of the end of the 12t fiscal period: 586 million yen per fiscal period (97 million yen per month)

Since the average market rent is in a rising trend, room for upward revisions are expected to continue expanding in the future.

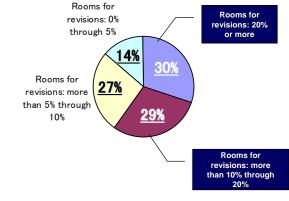
\*1. Average market rents have been calculated through simple averaging of market rents for individual office buildings owned by JPR in Tokyo and Greater Tokyo, based on reports by K.K. Ikoma Data Service System. \*2. Room for upward revisions have been calculated by simply adding the differences between the rents (that are lower than market rents) for individual tenants at offices owned by JPR in Tokyo and Greater Tokyo at the end of the 12th fiscal period and market rents for individual buildings.



Breakdown of Existing Rents

that are Lower than Market Rents

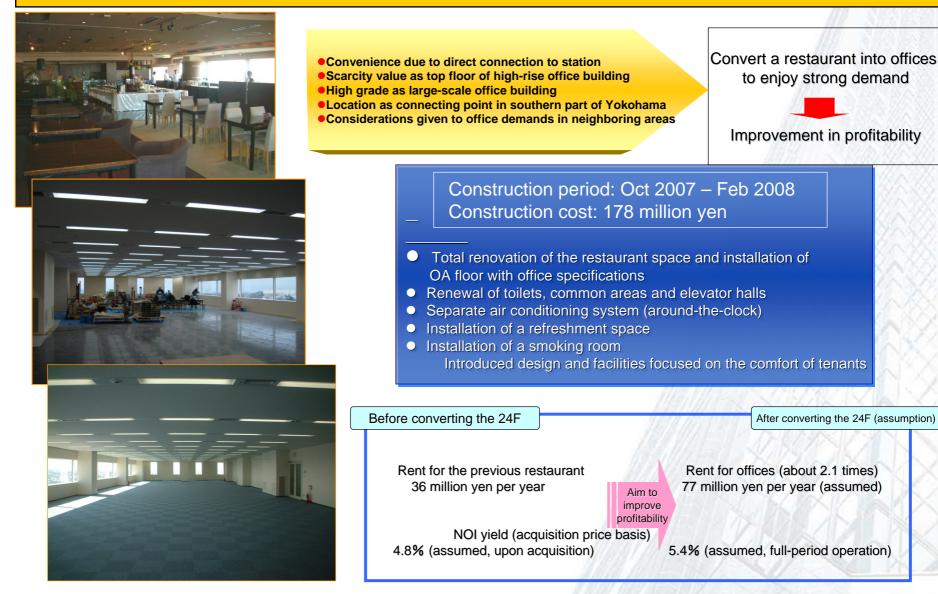
□ 13th fiscal period contribution by revisions □ 14th fiscal period contribution by revisions





# **Conversion Construction at Yume-ooka Office Tower**

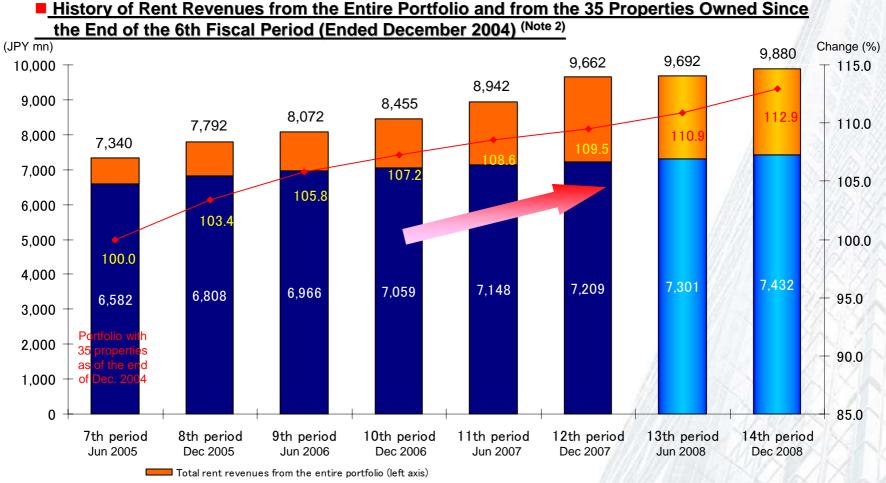
#### The 24th Floor used for a Restaurant with a View was Renovated to Suit Office Specs, Leading to Improved Profitability



# **Growth Potential of Cash Flow: History of Rent Revenues**

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## Rental Revenues (Note 1) Steady Growth Since the 7th Fiscal Period



Total rent revenues from the 35 properties owned since the end of Dec. 2004 (left axis)

Rate of change in total rent revenues from the 35 properties owned since the end of Dec. 2004 (right axis)

Notes (1) The rent revenues represent the fixed revenues designated in the contracts with tenants, including rent, common expenses and parking fees.

(2) The 35 properties owned as of the end of the 6th Fiscal Period (ended December 2004) represent the 42 properties owned as of the end of the 6th Fiscal Period (ended December 2004) minus JPR Ikebukuro Bldg., JPR Park West Takamatsu and JPR Square Hakata East/West that were sold in March 2005, SK Hiroshima Bldg. that was sold in September 2005, Park East Sapporo that was sold in November 2005, and Tsurumi fuga 1 and JPR Takamatsu Bldg. that were sold in April 2007.

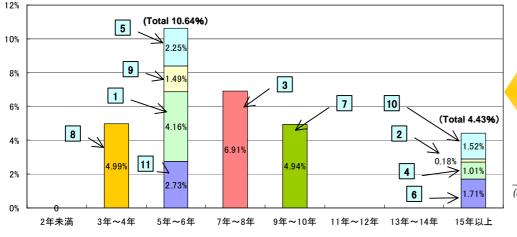


# Stability in Revenues and Profits – Leasing Overview of Urban Retail Properties-

#### Overview of Lease Contracts for Retail Properties

	No	Retail Properties	Lease Period	Overview of Lease Contract (No Cancellation, etc.)
	1	JPR Shibuya Tower Records Bldg.	Through June 30, 2012	No cancellation allowed during the contract period on the left
	2	Shinjuku Sanchome East Bldg.	Through January 31, 2027	No cancellation allowed until January 31, 2017, after which one-year notice is needed
	3	Tanashi ASTA	Through February 9, 2015	No cancellation allowed during the contract period on the left
	4	Cupo-la Main Bldg.	Through March 16, 2026	No cancellation allowed during the contract period on the left
ity	5	JPR Musashikosugi Bldg.	Through March 1, 2013	Cancellation allowed with one-year notice
Stability	6	Musashiurawa Shopping Square	Through October 31, 2025	No cancellation allowed until October 31, 2015, after which one-year notice is needed (with penalty imposed)
St	7	Kawasaki Dice Bldg.	Through April 30, 2017	No cancellation allowed until April 11, 2012, after which no cancellation is allowed for some tenants through August 2023
	8	JPR Umeda Loft Bldg.	Through March 15, 2010	No cancellation allowed during the contract period on the left
	9	Strasse Ichibancho	Through October 31, 2012	Received one-year notice of cancellation on October 31, 2007 (scheduled to leave at the end of February 2008); Master-lease by Mitsui Fudosan
	10	Benetton Shinsaibashi Bldg.	Through February 14, 2033	Cancellation allowed with one-year notice but penalty is imposed.
	11	Housing Design Center Kobe	Through March 31, 2012	No cancellation allowed during the contract period on the left
đh	—	JPR Chayamachi Bldg.	Leasehold contract of two years as a rule	(Multi-tenant retail property) No cancellation allowed for 1F through 3F until May 10, 2015
rowth	_	JPR Daikanyama	Leasehold contract of two years as a rule	(Multi-tenant retail property)
ē	_	JPR Jingumae 432	Leasehold contract of two years as a rule	(Multi-tenant retail property)

#### Distribution of Remaining Periods of Lease Contracts for Stability-type Retail Properties and NOI Ratios<sup>(Note 1)</sup> against Entire Portfolio



•The remaining period of the leaseholds and the ratios of NOIs by individual properties against the NOI of the entire portfolio are diversified, which helps reduce vacancy risks at retail properties.

• JPR focuses its investment in retail properties on urban-type retail properties located close to stations. This assures high availability of tenants to fill vacancies.

(Note 1) The remaining periods of lease contracts are those as of the end of the 12th fiscal period (December 31, 2007), while the NOI ratios are those of NOIs of individual retail facilities against the NOI of the entire portfolio for the 12th fiscal period. The numbers are linked to the above table of "Overview of lease contracts for retail properties."

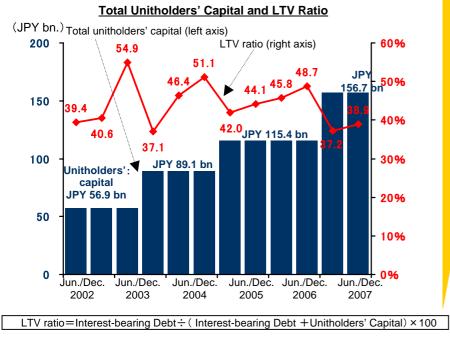
#### Japan Prime Realty Investment Corporation 12



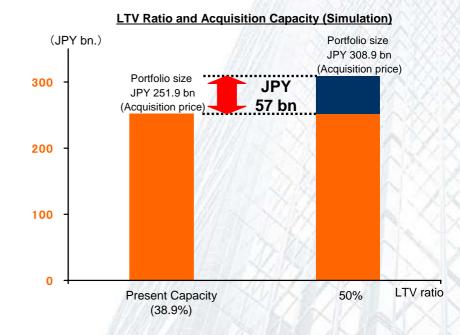
## Current LTV Ratio is Less than 40%, being Controlled between 30% and 50%

#### <Add-on offering reduced LTV ratio>

- Since the add-on offering of February 2005, the JPR LTV ratio has fluctuated at between 40 and 50%
- The LTV ratio dropped to approx. 36% with the add-on offering of 95,000 units in February 2007 (approx. 18% of total units outstanding)
- LTV ratio has risen to approx. 39% with recent property acquisition at end of July 2007



- <LTV ratio will be controlled between 30% and 50%>
- Acquisition capacity will become JPY 57 billion by raising up LTV ratio.



The target portfolio size of 300billion yen is achievable without new issue of additional equity



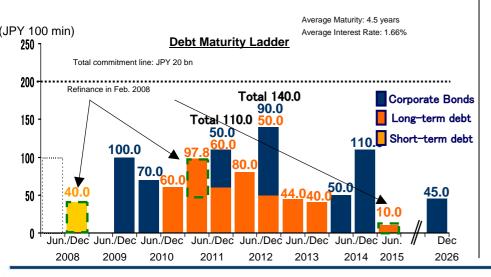
# Financial Strategy(1) – Diversifying Maturities, Source of Debt

## Reducing Refinance Risks through Diversified Debt Maturity

#### <Repayment in Feb. 2008 was refinanced through bank loans>

	( The Bank of Tokyo-Mitsubishi UFJ	JPY 2 bn	5 months
Repayment of 1 <sup>st</sup> series of	Resona Bank	JPY 2 bn	5 months
corporate bonds JPY 10 bn	The Mizuho Corporate bank	JPY 5 bn	3 years
	Daido Life Insurance	JPY 1 bn	7 years

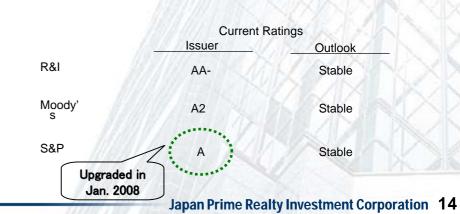
#### <Refinance in every period is less than the commitment line>



## Diversify Source of Debt to Secure Future Property Acquisitions

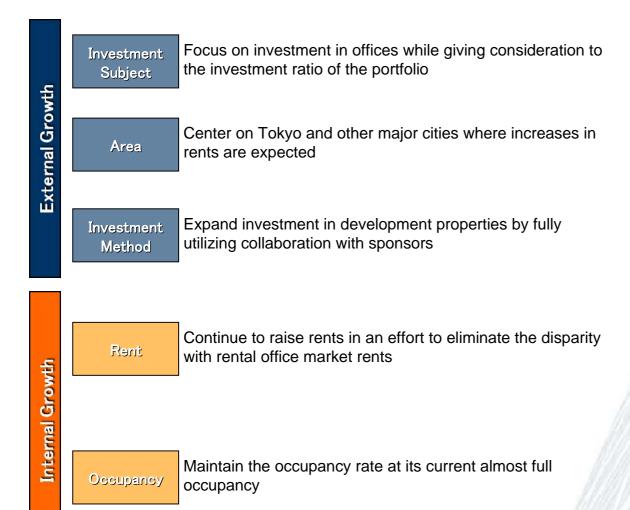
#### <Expanding sources of both direct and indirect finance>

Procurement Method	Current Status
Short-term borrowings	A credit limit of 34 billion yen arranged with 7 banks
	A commitment line of 20 billion yen arranged with 5 banks
Long-term borrowings	Approx. 38 billion yen has been borrowed from 12 financial institutions
Corporate Bonds	Shelf registration of 100 billion yen in bond issues has been arranged (remainder 100 billion yen)
Commercial Paper (CP)	Under examination
Ge	et High Credit Ratings





# Realize Well-balanced External and Internal Growth to Achieve Growth in Dividends



Striving for a portfolio size of more than 300 billion yen and dividend per unit of 7,000 yen



Financial Summary
 Property Portfolio Summary
 Overview of TRIM

# **Financial Summary**



## Issuance of Corporate Bonds had Debts longer and much fixed

						(JPY mn)		10.51		(JPY mn)
	As of Dec. 3		As of June 3		Chang	je	1. Balance of interest-bearing debt	End of 12th		Variation
	Amount	%	Amount	%	Amount	%		Fiscal Period		
Total current assets	31,874	11.4%	28,455	10.5%	3,418	12.0%	Total	99,683	92,966	6,717
Cash and bank deposits	16,307	5.8%	13,189	4.9%	3,118	23.6%	(Breakdown) Unsecured borrowings	29,000	32,500	-3,500
Entrusted cash and deposits	14,990	5.4%	14,818	5.5%	171	1.2%	Secured borrowings	9,183	13,966	-4,783
Other current assets	576	0.2%	448	0.2%	128	28.6%	Unsecured corporate bonds	61,500	46,500	15,000
Total fixed assets	246,844	88.5%	242,900	89.5%	3,944	1.6%		10	12 25 M	2/12/2015
Property and equipment	246,478	88.4%	241,322	88.9%	5,156	2.1%	2. Interest-bearing debt ratio etc.	End of 12th	End of 11th	Variation (P
Real estate	61,270	22.0%	55,194	20.3%	6,075	11.0%		Fiscal Period	Fiscal Period	
Buildings and structures	24,670	8.8%	20,643	7.6%	4,026	19.5%	(1) Interest-bearing debt ratio		10000	20,089
Land	36,600	13.1%	34,551	12.7%	2,049	5.9%	Interest-bearing debt / (Interest-bearing debt /			
Entrusted real estate	185,207	66.4%	186,127	68.6%	-919	-0.5%	(0) laterative debt to tatal another	38.9%	37.2%	1.6
Buildings and structures	68,079	24.4%	68,999	25.4%	-919	-1.3%	(2) Interest-bearing debt to total assets		12491.0	
Land	117,128	42.0%	117,128	43.2%	-	_	① Interest-bearing debt / Total assets at			4 -
Total intangible assets	10	0.0%	9	0.0%	1	14.6%	<ol> <li>Interest-bearing debt / (Total assets at</li> </ol>	35.7%	34.3%	1.5
Other intangible assets	10	0.0%	9	0.0%	1	14.6%		29.9%	29.4%	
Total investments and other assets	355	0.1%	1,568	0.6%	-1.213	-77.3%	from real estate valuation)	29.9%	29.4%	0.5
Investment securities	344	0.1%	1,558	0.6%	-1,213	-77.9%	(3) Ratio of long-term fixed-rate borrowings			
Deposits	10	0.0%	10	0.0%	.,		Long-term fixed-rate interest-bearing debt	(*) / Intoroa	t beering d	aht
Long-term prepaid expenses	0	0.0%	0	0.0%	0	260.0%	Long-term fixed-rate interest-bearing debi	90.0%		Note) 4.5
Total deferred assets	122	0.0%	42	0.0%	-	189.3%	*Total amount of long-term fixed-rate debt			
Corporate bond issuance costs	122	0.0%	42	0.0%		189.3%	Total amount of long-term liked-rate deb	t with over 1	year to ma	lunity
Total assets			271,398		7,443	2.7%				
	210,042	100.070	271,590	100.078	7,443	2.1 /0	10110112	X	11.79	
Total current liabilities	13.242	4.7%	21,066	7.8%	-7,823	-37.1%	3. Commitment line status	End of 12th	End of 11th	Variation
Accounts payable and accrued expenses	2,101	0.8%	1,739	0.6%	362	20.8%		Fiscal Period	Fiscal Period	NA.
Rent received in advance	1.140	0.4%	1.044	0.4%	96	9.3%	<ol> <li>Credit limit (total)</li> </ol>	20,000	20,000	1 N D +
Short-term borrowings		_	3,500	1.3%		-100.0%	<ol><li>Outstanding debt at the end of the per</li></ol>	1007 H.	1.1.1	N D.C.
Current portion of long-term borrowings	_	_	(Note) 4,783	1.8%	-4,783	-100.0%	③ Unused commitment line at the end of	the period		
Current portion of corporate bonds	10.000	3.6%	10.000	3.7%	-	_	116011101-	20,000	20,000	U 197 <del>3</del>
Total long-term liabilities	104,704	37.5%	89,234	32.9%	15.470	17.3%	④ Lenders (as of the end of the period)			
Deposits received from tenants	15,021	5.4%	14,551	5.4%	470	3.2%	Mizuho Corporate Bank, The Bank of			
Long-term borrowings	38,183	13.7%	38,183	14.1%		0.270	Resona Bank, Mitsubishi UFJ Trust ar	nd Banking,	Shinsei Bar	nk
Corporate bonds	51,500	18.5%	36,500	13.4%	15,000	41.1%	* Agreements have been concluded se	eparately wit	h respectiv	e banks
Total liabilities	117,946	42.3%	110,300	40.6%	7,646	6.9%	listed above.	NO. 11	No.	10.1
l otal habilities	117,940	42.070	110,500	40.078	7,040	0.978	20 21 22 1 22 1 2 2 2 2 2 2 2 2 2 2 2 2	1 AN	1 NUN	VA X
Unitholders' capital	156,725	56.2%	156,725	57.7%	_	_	4. Investment units status	End of 12th	End of 11th	Variation
Retained earnings	4,169	1.5%	4,372	1.6%	-203	-4.6%		Fiscal Period		
Total unitholders' equity	160,895	57.7%	161,098	59.4%	-203	-4.0%	<ol> <li>Total number of units issued and outst</li> </ol>	0.		
	100,095	01.170	101,090	33.470	-203	-0.170		625,000	625,000	Ball -
Total lighiliting and unitholdars' equity	278.842	100.0%	271,398	100.0%	7,443	2.7%	<ol> <li>Total unitholders' equity per unit (yen)</li> </ol>	257,432	257,757	-325
Total liabilities and unitholders' equity	2/0,042	100.0%	271,398	100.0%	7,443	2.1%	TENER IT ANY MENTION AND A PARTY			

Note: Figures were rounded off to a million yen

Note: The 4,783 million yen in long-term debt scheduled for repayment on December 26, 2008 was repaid in advance on July 27, 2007. Therefore, it is entered in the item long-term debt to be paid within one year for accounting purposes.

Further, the long-term fixed interest ratio indicates the ratio of long-term fixed interest with repayment deadlines of more than a year in the future within interest-bearing liabilities. Therefore, it is calculated with this loan included.



# **Income Statement for the 12th Fiscal Period**

						(01.1			Jo maioatoa	/
			12th Fiscal F		11th Fiscal P			Chang	e	
		J	ul. 1, 2007 – Dec Amount	. 31, 2007 %	Jan. 1, 2007 – Jun Amount	e 30, 2007 %		Amount	%	
	Rental revenues		9,662	92.5%	8,942	76 88.9%		720	8.1%	
	Other rental revenues		752	7.2%	553	5.5%		198	35.9%	ł
	Real estate rental revenues 1		10,415	99.7%	9.496	94.4%		918	9.7%	A.
	Gain on sale of real estate				530	5.3%		-530	-100.0%	١
	Dividends income		34	0.3%	30	0.3%		4	14.8%	I١
	Operating revenues		10,449	100.0%	10,056	100.0%		393	3.9%	1
	Property and other taxes		764	7.3%	784	7.8%		-19	-2.5%	
	Other rental expenses		2,242	21.5%	1,848	18.4%		393	21.3%	1
	Outsourcing expenses		477	4.6%	462	4.6%		14	3.2%	1
	Utilities expenses		740	7.1%	542	5.4%		198	36.7%	L.
	Casualty insurance Repairs and maintenance		35	0.3% 2.4%	32	0.3%		2 62	6.8% 33.0%	
	Property management fees		251 207	2.4%	189 200	1.9% 2.0%		62	33.0%	
	Management association accounts		461	4.4%	381	3.8%		79	20.9%	
	Other		69	0.7%	40	0.4%		29	74.2%	
	Depreciation		1,809	17.3%	1,682	16.7%	ľ	127	7.6%	
	Real estate rental expenses 2		4,816	46.1%	4,315	42.9%		501	11.6%	
	Asset management fees		400	3.8%	391	3.9%	ľ	9	2.3%	
	Adm. service/custodian fees		69	0.7%	81	0.8%		-12	-15.7%	
	Director's remuneration Trust fees		6 55	0.1% 0.5%	5 55	0.1% 0.6%		0	10.5% 0.6%	
	Other operating expenses		55 94	0.5%	98 98	1.0%		0 -3	-3.9%	
	Operating expenses		5,443	52.1%	4,948	49.2%		495	10.0%	
	Operating profits		5,006	47.9%	5,108	50.8%		-101	-2.0%	
	Profits (1)-2)		5,598	53.6%	5,181	51.5%		417	8.1%	
	Net operating income (NOI)		7,407	70.9%	6,863	68.2%		544	7.9%	
N	on-operating revenues		18	0.2%	94	0.9%		-75	-80.1%	V
N	on-operating expenses		854	8.2%	828	8.2%		25	3.1%	ľ
	Interest expenses (including corporate bonds)		809	7.7%	705	7.0%		104	14.8%	
	Loan arrangement fees		16	0.2%	16	0.2%		-0	-0.1%	6
	Amortization of corporate bond issuance costs		8	0.1%	18	0.2%		-10	-55.8%	Γ.
	New unit-issuance costs Other non-operating expenses		20	0.2%	83 5	0.8% 0.1%		-83 14	-100.0% 255.2%	0
	Recurring profits		4,170	39.9%	4,373	43.5%		-203	-4.6%	2
	Income before income taxes		4,170	39.9%	4,373	43.5%		-203	-4.6%	V
	Net income		4,170	39.9%	4,373	43.5%		-203	-4.6%	
	Retained earnings at the end of period		4,109	39.9%	4,372	43.5%		-203	-4.6%	
			,	39.9%	4,372	43.3%		. 1011	1011100	
	Distribution per unit (JPY)		6,671		6,996			(325)		

Note: Figures were rounded off to a million yen

(JPY mn, unless otherwise indicated)

#### Distribution per unit: 6,671 yen

- 1. Rental business income
- \* Whole-period contribution of 4 properties acquired in 11th fiscal period
  - +484 mn yen
- \* In-period rental of 1 property acquired in 12th fiscal period
  - +299 mn yen
- \* Improved profitability of existing properties +67 mn yen
- \* Rental revenue decrease from sale of 2 properties in 11th fiscal period
  - -130 mn yen

INVI DA SANT	STRAGY SIDDINGS
2. Additional use fee	es/utilities
* Additional use fees	s: +191 mn yen
* Utilities:	+198mn yen
(Increased due to	seasonal factors)
-1101 PH	TITLE ARA TE A
3. Non-operating pro	ofits and losses
(1) Non-operating prof	its
* Income from settle	ement of management
accounts	-83 mn yen
(2) Non-operating expe	enses
* Paid interest	+104 mn yen
(Increase from refi	nancing to long-term
and fixed rate deb	ot)
(Long-term, fixed i	nterest ratio:

- End of previous period 85.5%
- → End of this period 90.0%)
- \* Amortization of corporate bond issuance costs -10 mn yen
- \* New investment unit issuance costs -83 mn yen

#### (Reference)

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

#### Japan Prime Realty Investment Corporation 19

経常損益の部



# **Forecast for the 12th Fiscal Period**

49 properties a of the end of 12th Prefored Securities         Melek Nichome Kahatau TWK Prefored Securities         Total         Amount         %           Amount         %         Amount         %           Rental revenues Other rental revenues () Gain on sale of real estate         9,692         9,692         9,24         29         0,3%           Property and other taxes         9,692         -         797         7,6%         45         6,1%           Operating revenues         10,490         -         10,490         10,00%         74         0.7%           Operating revenues         10,490         -<			asts for the 13i uary 1, 2008 – .	h Fiscal Period June 30, 2008		Change from Fiscal Period	
Other rental revenues         797         -         797         7.6%         45         6.1%           Real estate rental revenues         10,490         -         10,490         100.0%         74         0.7%           Gain on sale of real estate         -<		49 properties as of the end of 12th	Meieki Nichome Kaihatsu TMK Preferred			Amount	
Real estate rental revenues ①         10,490         -         10,490         100.0%           Gain on sale of real estate         -         <			-				
Gain on sale of real estate         -<			-				
Dividends income         -		10,490	_	10,490	100.0%	/4	0.7%
Operating revenues         10,490         -         10,490         100.0%           Property and other taxes         865         -         865         8.3%           Other rental expenses         2,187         -         2,187         20.9%           Outsourcing expenses         470         -         470         4.5%           Utilities expenses         653         -         653         6.2%           Repairs and maintenance         33         -         33         0.3%         -1         -3.6%           Property management fees         198         -         198         1.9%         -8         -4.0%           Management association accounts         0ther         95         -         95         0.9%         25         36.8%           Other         0ther semanagement fees         1,799         -         1,799         17.2%         -10         -0.6%           Adm. service/custodian fees         73         0.7%         4         5.9%         -		_	_	_		_	
Property and other taxes         865         -         865         -         865         8.3%           Other rental expenses         0         2,187         -         2,187         20.9%         -55         -2.5%           Outsourcing expenses         470         -         470         4.5%         -6         -1.3%           Casualty insurance         33         -         33         0.3%         -1         -3.6%           Repairs and maintenance         269         -         269         2.6%         18         7.2%           Property management fees         269         -         269         2.6%         18         7.2%           Management association accounts         0         465         -         405         3.9%         -1         -3.6%           Depreciation         1.799         -         1.799         1.09         -25         36.8%           Loss on sale of real estate         - </td <td></td> <td>—</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td></td>		—	-	-	-	-	
Other rental expenses         2,187         -         2,187         20,0%           Outsourcing expenses         470         -         470         4.5%           Outsourcing expenses         653         -         653         6.2%           Casualty insurance         33         -         33         0.3%           Repairs and maintenance         269         -         269         2.6%           Property management fees         198         -         198         1.9%           Management association accounts         465         -         4.4%         3         0.8%           Other         -		· · · · · · · · · · · · · · · · · · ·	—				
Outsourcing expenses         470         -         470         4.5%           Utilities expenses         653         -         653         6.2%           Repairs and maintenance         33         -         33         0.3%           Property management fees         33         -         33         0.3%           Management association accounts         0.465         -         4.6%           Other         95         -         95         0.9%           Depreciation         1.799         -         1.799         10         0.6%           Loss on sale of real estate         - <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>							
Utilities expenses Casualty insurance Repairs and maintenance Property management fees Management association accounts Other         653         -         653         6.2%         -86         -11.7%           Management association accounts Other         33         -         33         0.3%         -1         -3.6%           Deprety management fees Management association accounts Other         198         -         198         1.9%         -8         -4.0%           Management association accounts Other         95         -         95         0.9%         25         36.8%           Depreciation         1.799         -         1.799         17.2%         -1         -0.6%           Adm. service/custodian fees Director's remuneration Trust fees         - <td< td=""><td></td><td></td><td>_</td><td></td><td></td><td></td><td></td></td<>			_				
Casualty insurance Repairs and maintenance Property management fees Management association accounts Other         33         -         33         0.3%         -1         -3.6%           Management association accounts Other         198         -         198         198         -         108         198         -         108			_				
Repairs and maintenance Property management fees Management association accounts Other         269         -         269         2.6%         18         7.2%           Management association accounts Other         198         -         198         1.9%         -8         -4.0%           Depreciation         465         -         465         4.4%         3         0.8%           Depreciation         1,799         -         1,799         17.2%         -10         -0.6%           Real estate rental expenses (2)         4,852         -         4,852         46.3%         35         0.7%           Loss on sale of real estate         -			_				
Property management fees Management association accounts Other         198         -         198         1.9%         -8         -4.0%           Other         95         -         95         0.9%         25         36.8%           Depreciation         1,799         -         1,799         17.2%         -10         -0.6%           Real estate rental expenses (2)         4,852         -         4,852         46.3%         35         0.7%           Loss on sale of real estate         -         0.7%         4         5.9%         0.7%         4         4.	Repairs and maintenance		_				
Management association accounts Other         465         -         465         4.4%         3         0.8%           Depreciation         95         -         95         0.9%         25         36.8%           Depreciation         1,799         -         1,799         17.2%         -10         -0.6%           Real estate rental expenses (2)         4,852         -         4,852         46.3%         35         0.7%           Loss on sale of real estate         -         0.6         0.1%         0.1%         0.1%         0.1%         0.1%         0.1%         0.1%         0.1%         0.1%<			_				
Depreciation         1,799         1,799         17.2%           Real estate rental expenses ②         4,852         4,852         46.3%           Loss on sale of real estate         -         -         -           Asset management fees         405         3.9%         4         1.0%           Adm. service/custodian fees         73         0.7%         4         5.9%           Director's remuneration         6         0.1%         0         4.8%           Trust fees         99         0.9%         4         4.7%           Operating expenses         99         0.9%         4         4.7%           Operating profits         4,997         47.6%         -8         -0.2%           Profits (1)-②)         5,637         -         5,637         53.7%         39         0.7%           Non-operating expenses         97         0.9%         423.7%         29         0.4%           Non-operating expenses         97         0.9%         29         0.4%           Non-operating expenses         97         0.9%         29         0.4%           Non-operating expenses         97         0.9%         29         0.4%			_				
Real estate rental expenses ②         4,852         -         4,852         46.3%         35         0.7%           Loss on sale of real estate         -	Other	95	_	95			36.8%
Loss on sale of real estate         -<	Depreciation	1,799	_	1,799	17.2%	-10	-0.6%
Loss of rate of real estate       405       3.9%         Asset management fees       73       0.7%         Adm. service/custodian fees       6       0.1%         Director's remuneration       6       0.1%         Trust fees       99       0.9%         Operating expenses       99       0.9%         Operating profits       4.997       4.7%         Profits (1)-(2)       5,637       -       5,637         Non-operating expenses       97       0.9%       29         Non-operating expenses       97       0.9%       79         Von-operating expenses       876       8.4%       21	Real estate rental expenses 2	4,852	—	4,852	46.3%	35	0.7%
Adm. service/custodian fees       73       0.7%       4       5.9%         Director's remuneration       6       0.1%       0       4.8%         Trust fees       55       0.5%       -0       -0.1%         Other operating expenses       99       0.9%       4       4.7%         Operating profits       5,492       52.4%       48       0.9%         Profits (1-2)       5,637       -       5,637       53.7%       39       0.7%         Non-operating expenses       97       0.9%       423.7%         Non-operating expenses       876       8.4%       21       2.5%	Loss on sale of real estate	-	-	-	-	-	-
Director's remuneration Trust fees Other operating expenses         6         0.1%         0         4.8%           Other operating expenses         55         0.5%         -0         -0.1%           Operating expenses         99         0.9%         4         4.7%           Operating profits         4,997         47.6%         -8         -0.2%           Profits (1)-(2)         5,637         -         5,637         53.7%         39         0.7%           Non-operating expenses         97         0.9%         79         423.7%           Non-operating expenses         876         8.4%         21         2.5%	Asset management fees			405		4	
Trust fees Other operating expenses         55         0.5%         -0         -0.1%           Operating expenses         99         0.9%         4         4.7%           Operating expenses         5,492         52.4%         48         0.9%           Operating profits         4,997         47.6%         -8         -0.2%           Profits (1)-(2)         5,637         -         5,637         53.7%         39         0.7%           Non-operating revenues         97         0.9%         79         423.7%           Non-operating expenses         876         8.4%         21         2.5%							
Other operating expenses         99         0.9%         4         4.7%           Operating expenses         5,492         52.4%         48         0.9%           Operating profits         4,997         47.6%         -8         -0.2%           Profits (1)-2)         5,637         -         5,637         53.7%         39         0.7%           Non-operating expenses         97         0.9%         79         423.7%           Non-operating expenses         876         8.4%         21         2.5%							
Operating expenses         5,492         52.4%         48         0.9%           Operating profits         4,997         47.6%         -8         -0.2%           Profits (1)-2)         5,637         -         53.7%         39         0.7%           Non-operating expenses         97         0.9%         29         0.4%           Non-operating expenses         876         8.4%         21         2.5%							
Operating profits         4,997         47.6%         -8         -0.2%           Profits (1-2)         5,637         -         5,637         53.7%         39         0.7%           Net operating income (NOI)         7,437         -         7,437         70.9%         29         0.4%           Non-operating expenses         97         0.9%         79         423.7%						-	
Profits (1)-(2))         5,637         -         5,637         53.7%         39         0.7%           Net operating income (NOI)         7,437         -         7,437         70.9%         29         0.4%           Non-operating expenses         97         0.9%         79         423.7%           Non-operating expenses         876         8.4%         21         2.5%				- / -			
Net operating income (NOI)         7,437         -         7,437         70.9%         29         0.4%           Non-operating revenues         97         0.9%         79         423.7%           Non-operating expenses         876         8.4%         21         2.5%				,			
Non-operating revenues         97         0.9%         79         423.7%           Non-operating expenses         876         8.4%         21         2.5%		· · · · · · · · · · · · · · · · · · ·	—	· · · · · · · · · · · · · · · · · · ·			
Non-operating expenses 876 8.4% 21 2.5%	Net operating income (NOI)	7,437	—	7,437	70.9%	29	
	Non-operating revenues			97	0.9%	79	423.7%
	Non-operating expenses			876	8.4%	21	2.5%
				4,219	40.2%	49	1.2%
Income before income taxes 4,219 40.2% 49 1.2%							
Net income         4,218         40.2%         49         1.2%				,		-	
Retained earnings at the end of period   4,218   40.2%   49   1.2%				, -			
Distribution per unit (JPY) 6,750 79	Distribution per unit (JPY)			6,750		79	11.0.130
Total units outstanding (Units)				Total units outs	standing (U	nits)	1.09.997

(JPY mn. unless otherwise indicated)

#### **Premises behind Forecasts for 12th Fiscal** Period Management<sup>(1)</sup>

#### <Portfolio>

Portfolio as of end of 12th fiscal period: 49 properties

Preferred securities: 1

Properties to be acquired in 13th fiscal period and after: 0

#### <Average Monthly Occupancy during Period>

97.8%

<Total Number of Units **Outstanding>** 

625.000 units

<LTV Ratio>

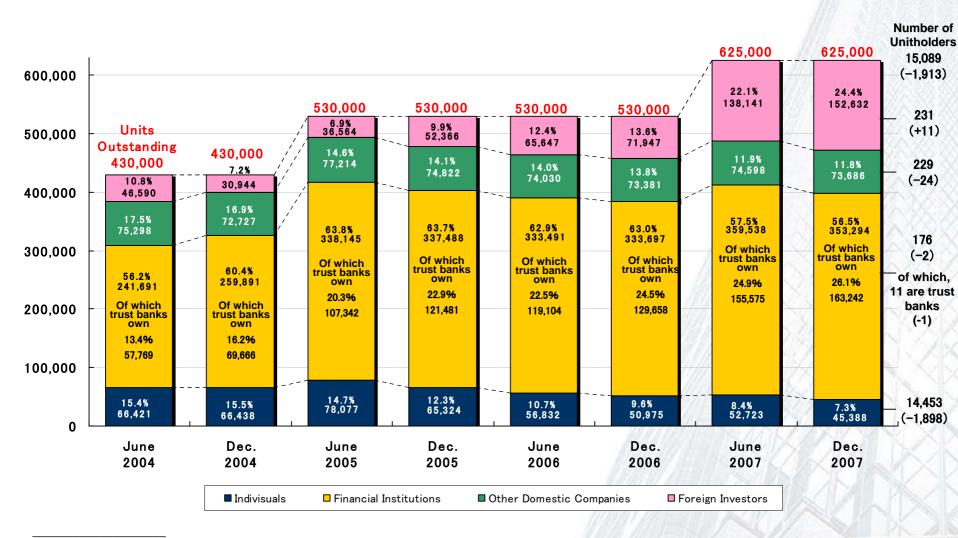
38.9%

Note: Figures were rounded off to a million yen

For details on assumptions for the 13th Fiscal Period forecast, please refer to the "Assumptions for the 13th Fiscal Period Forecast (January 1, 2008 -June 30, 2008)" on pages 3 and 4 of the "Japan Prime Realty Investment Corporation 12th Fiscal Period Results (July 1, 2007 - December 31, 2007)."

625.000

# **Ratio of Foreign Investors Rose through 5 Consecutive Periods**

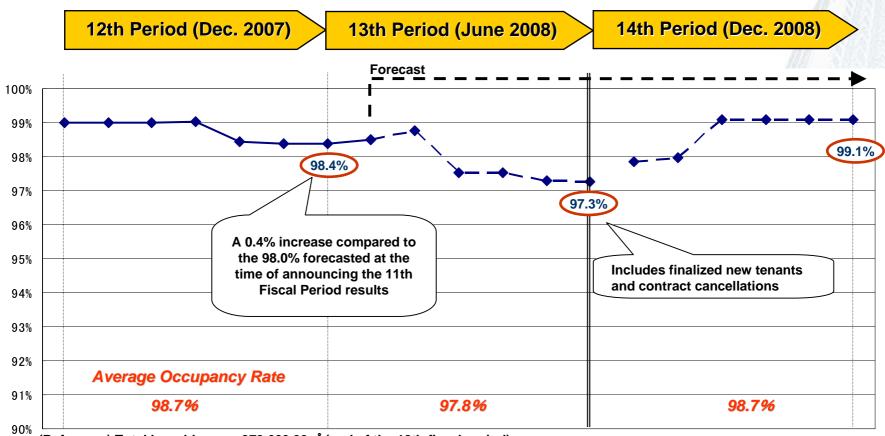


Note: The composition ratio is rounded to one decimal place.



# **Projected Trends of Occupancy Rates**

JPR



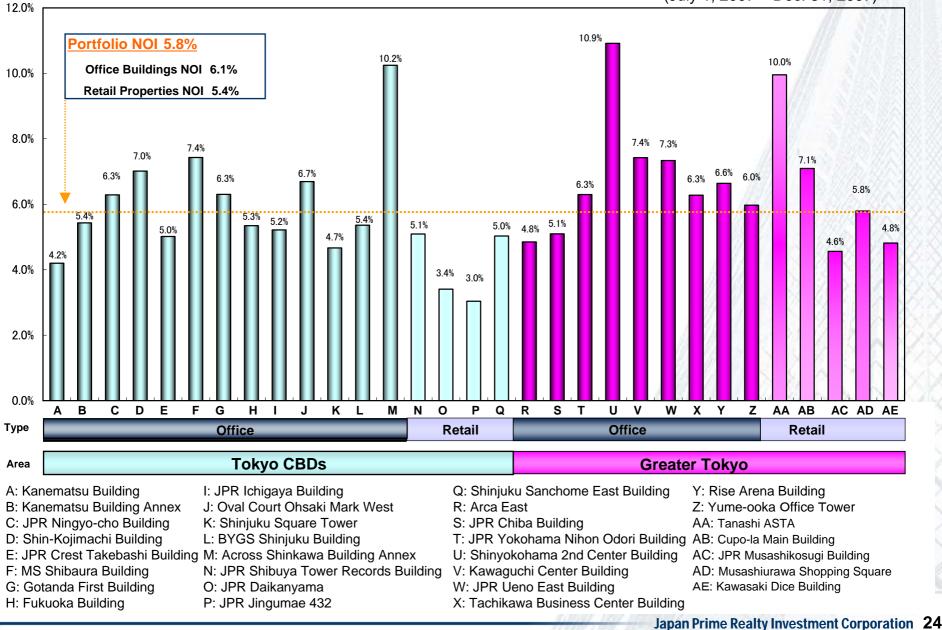
(Reference) Total leasable area: 373,609.99m (end of the 12th fiscal period)

- (1) The occupancy rate for the 12th fiscal period and after is for 49 properties including Yume-ooka Office Tower to be acquired in July 2007.
- (2) The occupancy for the 13th fiscal period has taken into consideration all of the contract terminations known as of February 12, 2008 and included only executed contracts for the scheduled new tenants.
- (3) The occupancy for the 14th fiscal period includes some new tenants in addition to the above (2).

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

JPR

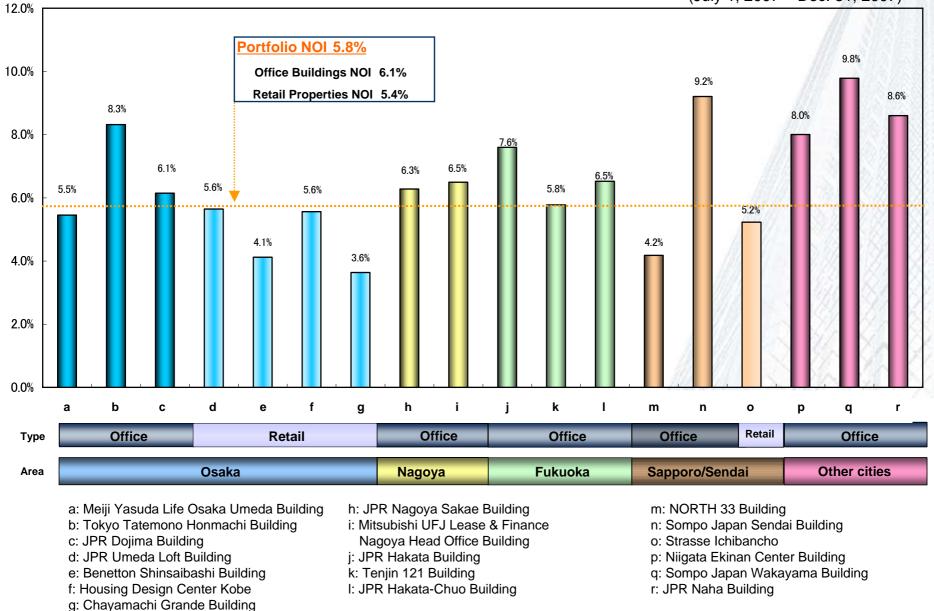
(July 1, 2007 - Dec. 31, 2007)



# NOI Yield by Property for the 12th Fiscal Period (Other selected cities)

JPR

(July 1, 2007 - Dec. 31, 2007)

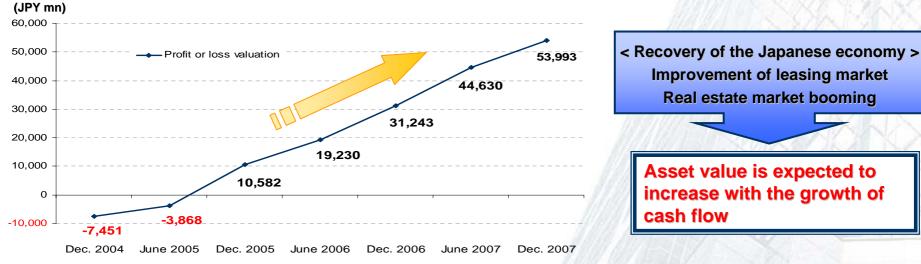


## Real Estate valuation (Dec. 2007)

JPR

		,						(¥ mn)
	Acquisition	price	Book va	lue	Appraisal	value	Profit or loss v	aluation
	Ï	(%)	(A)	(%)	(B)	(%)	(B-A)	(%)
Tokyo CBDs								
Office	75,841	30.1%	74,068	30.1%	94,360	31.5%	20,292	27.4%
Retail	19,160	7.6%	19,166	7.8%	22,453	7.5%	3,287	17.2%
Subtotal	95,001	37.7%	93,234	37.9%	116,813	38.9%	23,579	25.3%
Greater Tokyo								
Office	38,956	15.5%	37,711	15.3%	48,490	16.2%	10,779	28.6%
Retail	38,975	15.5%	38,195	15.5%	42,992	14.3%	4,797	12.6%
Subtotal	77,931	30.9%	75,906	30.9%	91,482	30.5%	15,576	20.5%
Other Cities								
Office	43,127	17.1%	41,066	16.7%	51,500	17.2%	10,434	25.4%
Retail	35,850	14.2%	35,796	14.6%	40,200	13.4%	4,404	12.3%
Subtotal	78,977	31.4%	76,862	31.2%	91,700	30.6%	14,838	19.3%
Total	251,909	100.0%	246,002	100.0%	299,995	100.0%	53,993	21.9%

## Development of Potential Gain/Loss on Holding Real Estate









# **Overview of TRIM** - Biography of Management



#### **Toshihiro Hagiwara**

President & Chief Executive Officer

Name



#### Kazuo Kitami

**Director & Chief Administrative Officer** 



#### Seiji Miwa

**Director & Chief Investment Officer** 



#### Yasuo Furuya

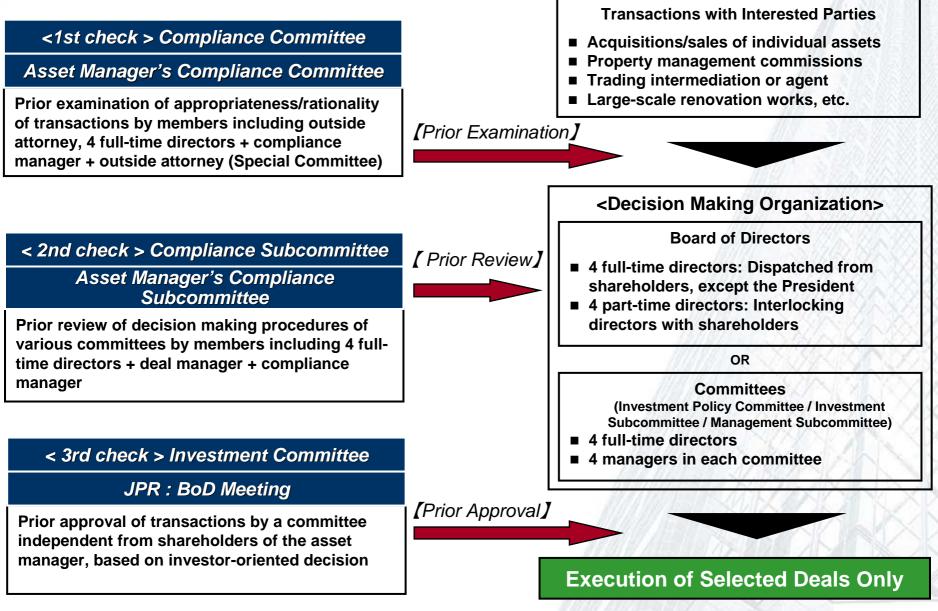
**Director & Chief Financial Officer** 

Has over 30 years of experience in investment, brokerage and development of real estate as well as property management since joining Tokyo Tatemono Co., Ltd. in 1968. At Tokyo Tatemono, he worked on acquisitions of leasing building companies with a total transaction value in the tens of billions of yen. He was Director and Head of the Osaka Branch of Tokyo Tatemono before assuming his current role of President and CEO of Tokyo Realty Investment Management, Inc. (TRIM) in January 2001. In addition, he assumed the concurrent role as Substitute Executive Officer of Japan Prime Realty Investment Corporation (JPR) in September 2007.

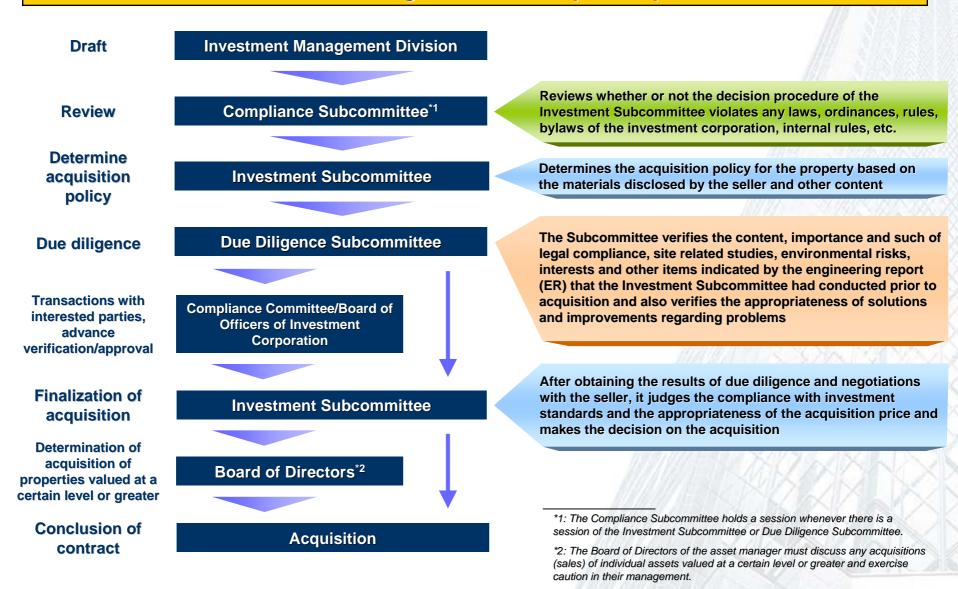
**Biography** 

- Joined The Yasuda Mutual Life Insurance Company (currently, Meiji Yasuda Life Insurance Company) in 1975. Since then, he has been involved in a wide-range of finance business and real estate investment for almost 30 years. His experience includes overseeing the insurer's loan management as its credit manager, formulation of a series of regulations such as self-assessment in line with the insurance inspection manual and supervising credit management based on such regulations.
- Joined Tokyo Tatemono in 1983. After working in Design Supervision, Planning and Development for 15 years, he was responsible for real estate securitization from 1998. He became a member of the J-REIT Composition Project Team after the formation of the first securitization deal based on the Japanese SPC law. He was responsible for the establishment of TRIM and was one of the key members in the launch of JPR. In 2003, he was seconded to TRIM to work in asset management. He is a first-class architect.
- Joined The Yasuda Mutual Life Insurance Company (currently, Meiji Yasuda Life Insurance Company) in 1980. Spent eight years in securities investment operations engaged in interest rate analysis, as well as the establishment of bond investment and asset management companies. Undertook activities related to variable insurance securities management and oversaw securities investment activities as Chief Bond Trader. Later, he gained further experience in stock market investment operations.





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



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

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

+

Incentive Fee 2

+

• Incentive Fee 3 (after Jan. 2008)

# **Merits from Economies of Scale**

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

# **Incentive for Cost Reductions**

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

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

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



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