



# Activia

**Activia Properties Inc.** 



(Code: 3279/API)

Financial Results Presentation for the 23rd Fiscal Period Ended May 2023 (July 2023)





### **Executive Summary**

### **Operational status**

- Leasing of offices which had vacancies progressed and portfolio occupancy bottomed
- More retail properties are benefitting from tenant sales growth although some are facing difficulties in leasing

Hotels continue to recover due to return of inbound tourists

### **Strategy to enhance unitholder value**

- Implemented asset replacement aimed to improve portfolio profitability (Acquisition of Kasumigaseki Tokyu Building / Disposition of Tokyu Plaza Ginza (Land))
- Increased return to unitholders through repurchase / cancellation of units at opportune time

### **Policies for the future**

- Acquire assets aimed to improve portfolio quality and profitability mainly through asset replacements
- For offices, prioritize maintaining high occupancy rate while flexibly adjusting leasing strategies
- For retail properties, ensure stability while actively conducting measures tailored to the situation of each property

### **Profitability Improvement through Continuous Asset Replacement**

- Acquired a Tokyo office property in a rare location with high quality having long-term growth potential from the sponsor leveraging its support
- > Asset replacement led to DPU management through profitability improvement and partial reserve of disposal gain
  - 1. Overview of the acquired property (Acquired on March 28, 2023)

TO-23 Kasumigaseki Tokyu Building



- Located at the center of the business, judiciary and government area where we expect stable demand
- Meeting a wide range of tenant demand with a standard floor of 250 tsubo, divisible and pillar-less, and the lower floor equipped with small offices
- Already switched to 100% renewable energy-derived electricity
- Leased up the floor space that was vacant at the time of acquisition, and the property is now 100% occupied

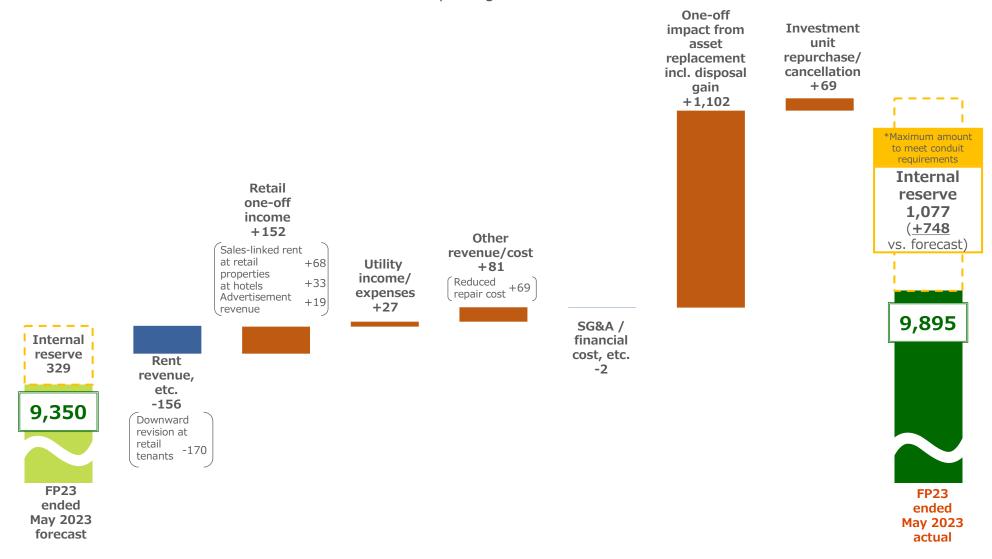
2. Profitability improvement and utilization of disposal gain



Retain part of the capital gain for DPU

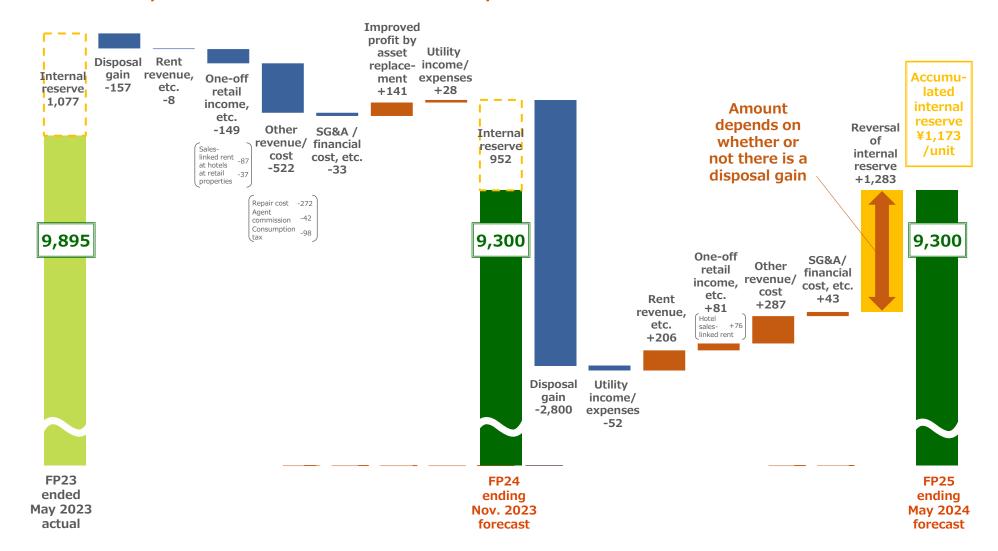
### DPU Summary (FP23 Ended May 2023 vs. Forecast)

- > DPU was higher than previously forecast mainly due to the increase in sales-linked rent of retail and hotel properties and disposal gain of asset
- > Maximum accumulation of internal reserve of disposal gain of asset will contribute to stable DPU



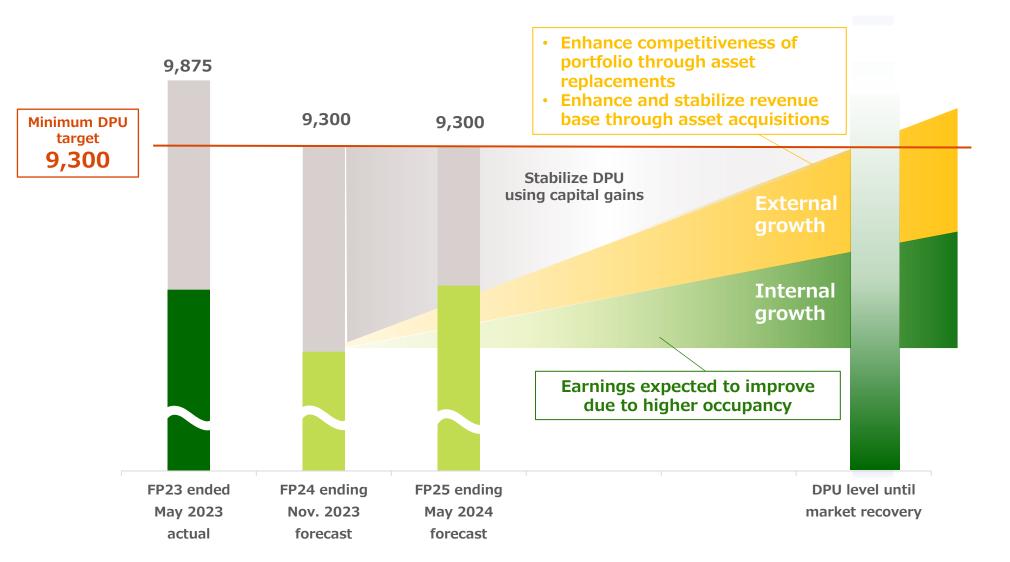
### DPU Forecast (FP24 Ending Nov. 2023 and FP25 Ending May 2024)

- ➤ For FP24 ending Nov. 2023, **DPU is expected to be ¥9,300** thanks to improved profitability by asset replacement and disposal gain
- ➤ For FP25 ending May 2024, **DPU is expected to be ¥9,300** due to **recovery in rental revenue, etc.** and disposal gain as well as **asset replacement to be conducted continuously**



### Path from Stability toward "Return to Growth"

- ➤ We will maintain the near-term minimum DPU target of ¥9,300 leveraging unrealized gain, with NOI expected to bottom out in FP24
- > Aim to stabilize and grow DPU through continuous measures for internal and external growth



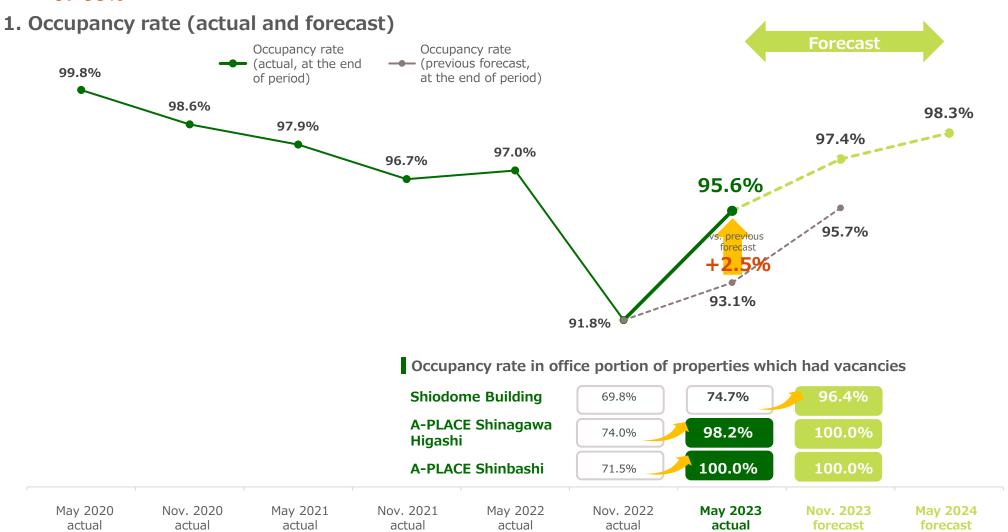
### **FP23 Operation Results and Strategy Towards Future Growth**

	FP23 operational results	Future strategy
Results/ forecasts	Actual DPU for FP23 ended May 2023: <b>¥9,875 (¥525 higher than previous forecast)</b> Internal reserve for FP23 ended May 2023: <b>¥1,077 (¥748 higher than previous forecast)</b>	Forecast DPU for FP24 ending Nov. 2023:  ¥9,300 (no change from previous forecast)  Forecast DPU for FP25 ending May 2024:  ¥9,300
Asset replacement, etc.	<ul> <li>Improved portfolio profitability by disposition of two assets and acquisition of A-FLAG NISHI SHINSAIBASHI and Kasumigaseki Tokyu Building</li> <li>Secured the minimum DPU target and accrued internal reserve utilizing disposal gain of assets</li> </ul>	<ul> <li>Asset replacement is to be continuously conducted to improve profitability and quality of portfolio</li> <li>Continue to acquire/dispose of properties from/to third parties, as well as the sponsor</li> </ul>
Office	<ul> <li>Occupancy rate was higher than the forecast, as significant progress was made in the leasing of properties which had vacancies</li> <li>Achieved stable occupancy in the greater Shibuya area, and internal growth continued. Market rent bottomed and began rising in some cases, and we continued to raise rents using the rent gap</li> </ul>	<ul> <li>Prioritize maintaining a stable occupancy of 97 to 98%</li> <li>Seek continuous improvement in rent revenue for the greater Shibuya area and Osaka area, etc. where market rents are recovering</li> </ul>
Retail	<ul> <li>Tenants with long-term and fixed-rent leases, mainly in suburban properties, remain stable</li> <li>Tenants in Urban Retail properties continue to recover sales but performance varies by property</li> <li>Hotel properties continued to recover. Sales-linked rent outperformed forecast</li> </ul>	<ul> <li>For Urban Retail properties, seek earnings growth through new measures in response to market trends</li> <li>While focusing on stability, aim for internal growth at suburban retail properties and hotels</li> </ul>
Finance/ ESG	<ul> <li>Partially refinanced to short-term variable loans, in order to control finance cost</li> <li>Steady progress towards environmental KPIs</li> </ul>	<ul> <li>Reinforce ability to cope with the downside by continuously delivering stable DPU utilizing unrealized capital gain and accrued internal reserves</li> <li>Continue prudent financial management, including the use of sustainable financing</li> </ul>



### **Office Leasing Status**

- ➤ In FP23 ended May 2023, occupancy rate was higher than the previous forecast due to progress in properties which had vacancies
- > In FP24 ending November 2023, we will work to continuously grow revenue while stabilizing occupancy rate at 97-98%



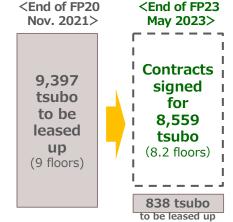
### Leasing Status of Properties which Had Vacancies

- > Leasing activities in Shinbashi/Shinagawa area considerably progressed due to approaches tailored to each property
- > Stable operation came not far as tenant diversification achieved as well

#### TO-12 Shiodome Building

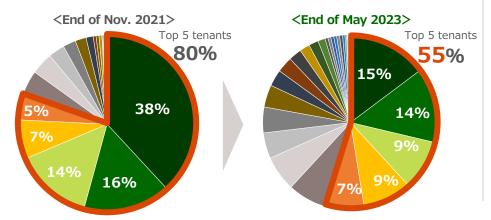
- Leasing nearly completed for 9 floors where a major tenant departed
- Signed lease contracts with new tenants which appreciate location at 3-min. walk from station and a floor plate of 1,000 tsubo





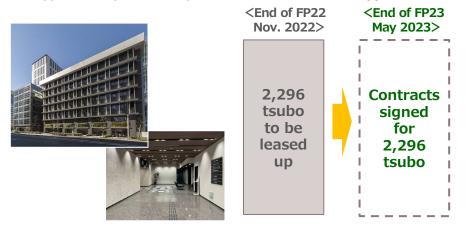
(Note) Floor areas do not reflect the proportion of API's co-ownership interest

#### Tenant diversification in Shiodome Building

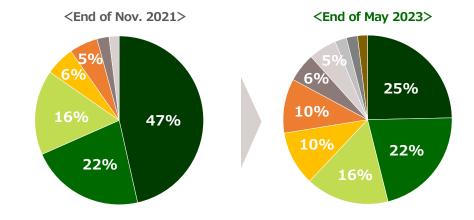


#### TO-16 A-PLACE Shinagawa Higashi

- Good location of the property and measures to differentiate from competing properties such as entrance renovation was appreciated by tenants
- Demand was captured through flexible leasing, including the division of approximately 700 tsubo per floor into a minimum of approx. 80 tsubo



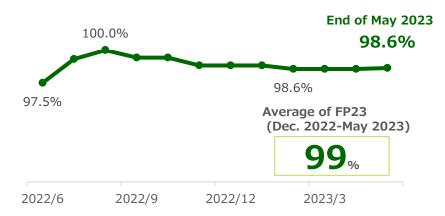
#### Tenant diversification of A-PLACE Shinagawa Higashi



### **Leasing Status of Properties in the Greater Shibuya Area**

- Demand in the greater Shibuya area shows signs of recovery, and our properties in the area are making solid progress in their leasing
- > Continue to pursue internal growth in our focus area of greater Shibuya

# 1. Leasing status in the greater Shibuya area Occupancy rate of API's offices in the area



#### 3. Leasing results in the area

#### TO-2 A-PLACE Ebisu Minami



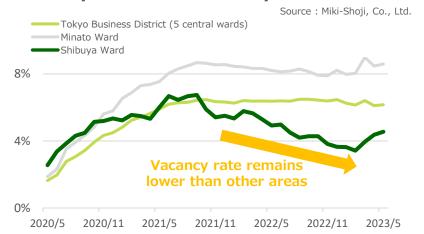
Achieved significant rent growth upon tenant replacement with less than 1-month downtime capturing demand for floor area expansion from an existing tenant in the building

Rent growth through tenant replacement



Rent Leased area +22.8% 69 tsubo

#### 2. Vacancy rate in the Shibuya area



#### TO-22 A-PLACE Shibuya Nampeidai



- Rent was below market for a tenant who had been in the building since 2014
- Increased rent to market level thanks to tight demand/supply balance in the area

Upward rent revision



Rent Leased area +6.7% 194 tsubo

#### 13

### **Office Leasing Status**

- ➤ Market rent rebounded in areas such as greater Shibuya. Rent gap has shrunk to +1%
- > We continue to flexibly adjust our leasing strategy depending upon the situation of each property. In certain cases, we will aim for rent growth, and in other cases prioritize occupancy

#### 1. Trend in rent gap



#### 3. Examples of upward rent revisions and rent growth through tenant replacements

#### TO-15 A-PLACE Gotanda Ekimae



Rent growth through tenant replacement



· Achieved rent growth through floor space expansion of an existing tenant of building

Rent	Area
increase	149
+18.2%	tsubo

#### 2. Rent gap by area (¥ mn/period)





150

-300



Rent growth through tenant replacement

Osaka Nakanoshima Building



 Removed rent gap through tenant replacement

Rent	Area		
increase	630		
+23.6%	tsubo		

#### **Umeda Gate Tower**



**Upward rent** revision

Rent increase +7.6% tsubo

 Removed rent gap through continuous negotiation with tenant

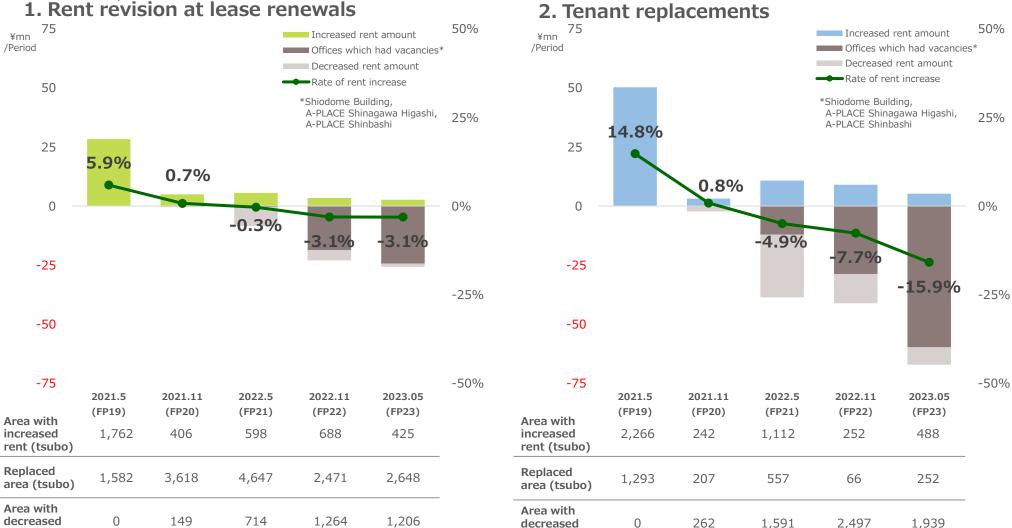
Area

530

rent (tsubo)

### **Status of Tokyo Office Properties**

- ➤ Rent decline in lease renewals and tenant replacements continued for FP23 as we prioritized occupancy recovery for the properties which had vacancies
- ➤ Rent decline is expected to bottom out in FP24 ending Nov. 2023 when the tenant replacement in Shiodome Building will be completed



rent (tsubo)

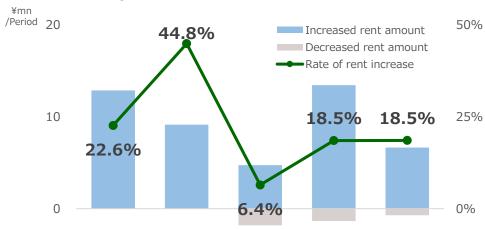
-50%

### **Status of Activia Account Offices**

> Upward rent revisions at lease renewals and at tenant replacements continued mainly in the Osaka area

#### 

#### 2. Tenant replacements



-10	-25%	-10	-25%

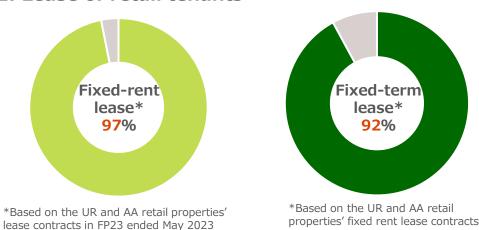
-20	2021.5 (FP19)	2021.11 (FP20)	2022.5 (FP21)	2022.11 (FP22)	2023.05 (FP23)	-50%
Area with increased rent (tsubo)	1,874	1,957	399	240	1,346	_
Replaced area (tsubo)	2,027	3,516	2,343	2,648	2,898	_
Area with decreased rent (tsubo)	0	0	131	0	0	

-20	2021.5 (FP19)	2021.11 (FP20)	2022.5 (FP21)	2022.11 (FP22)	2023.05 (FP23)	
Area with increased rent (tsubo)	609	262	297	561	339	_
Replaced area (tsubo)	0	0	0	0	0	
Area with decreased rent (tsubo)	0	0	117	99	59	_

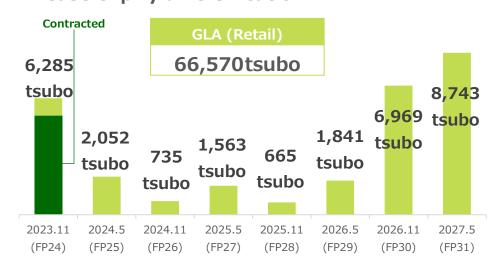
### **Stability and Growth Potential of Retail Tenants**

- > Stability is secured as majority of retail tenants are under fixed-rent and fixed-term lease contracts and lease expiries are well diversified
- > Sales-linked rent of retailers continues to grow with the recovery of consumption trends

#### 1. Lease of retail tenants

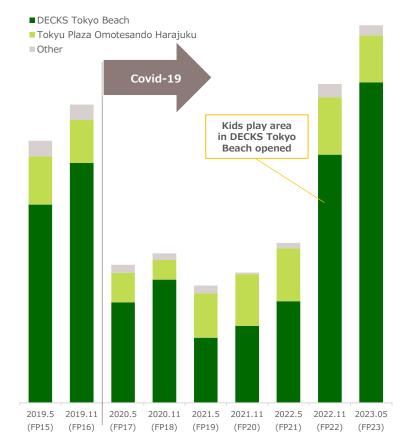


#### 2. Lease expiry diversification



#### 3. Actual sales-linked rent of retail tenants

✓ In addition to the recovery in consumption trends, the new sales-linked rent setting in contracts has led to a recovery in sales-linked rent income from retail tenants to a level higher than that before Covid-19



### **Retail Strategy Tailored to Situation of Each Property**

- > Sales recovery trend continues for retail facilities, while occupancy recovery varies by property
- > Promote strategies tailored to the situation of each property, backed by the locational advantages of API's properties

#### 1. Sales trend in UR properties (vs. 2019)

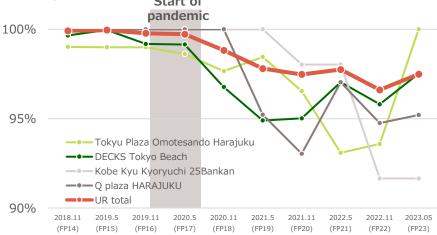
✓ Sales continued to recover, exceeding those before the pandemic at a certain point





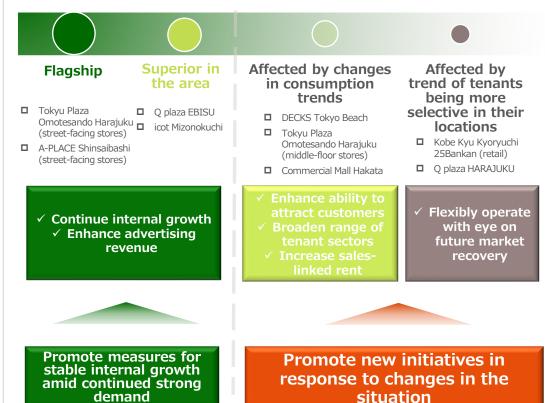
#### 2. Occupancy rate trend in UR properties

 ✓ Occupancy recovery started to vary by property since the pandemic
 Start of



#### 3. Strategy tailored to the situation of each property

- ✓ Demand has remained unchanged for properties with flagship characteristics and superiority in the area
- ✓ For properties that are affected by consumption trends, as well as the trend of tenants becoming more selective in their locations, we will promote operations in response to each property's situation



### Measures to Improve Earnings of Retail Properties

- > Achieved rent growth through tenant replacements as demand remains strong in properties such as flagships and those having locational advantage in the area
- > Undertaking measures to secure revenue and attract customers through utilization of properties as advertising media, and leasing to short-term events leveraging the strength of their prime locations

#### 1.Internal growth through replacement of major tenants

icot Mizonokuchi



Rent growth through tenant replacement



Achieved substantial rent increase due to location's ability to attract customers appreciated by tenant

+37% increase

Lease period

Rent

20 years

#### O plaza EBISU



Rent growth through tenant replacement



A major clothing store liked the property's locational advantage and high visibility in front of a station

Rent increase +13%

Lease period

period

10 years

#### AA-12 Commercial Mall Hakata



Rent growth through tenant replacement



With the opening of the Don Quijote store, the number of customers in May 2023 increased 1.7 times Yon-Y

Downtime Omonths Lease 20 years

#### 2. Tenant attracting measure to increase visitors

#### **UR-15 DECKS Tokyo Beach**

- Children's play area opened in 2022 leaded increase of number of visitors to the property and that contributed to increased revenue from sales-linked rent
- Extended the contract term to continue the positive impact on the whole facility

#### Nb. of visitors in DECKS Tokyo Beach (vs. 2019)





#### 3. Measure to enhance advertising fee and increase number of visitors

UR-1

Tokyu Plaza **Omotesando Haraiuku** 

 Advertising revenue of the entrance increased 2.3 times Y-on-Y

**UR-17** Q plaza HARAJUKU

Held pop-up events of Netflix, Uniglo, etc.





#### 3. Internal Growth

#### Joint Initiatives with Sponsor for Mid- to Long-term Stability and Growth (Omotesando/Harajuku)19

- > Increase of traffic in and further vitalization of Tokyu Plaza Omotesando Harajuku is expected through creation of various incentives to visit the building
- > Expect further increase of Harajuku/Jingumae area's brand strength with the sponsor's strategy in the greater Shibuya area

#### 1. Floor renovation in TP Omotesando Harajuku

- ✓ Middle-floor renovation is to be completed **this summer**
- ✓ Aim to increase visitors by creating incentives to visit middlefloors, to increase traffic for the entire building

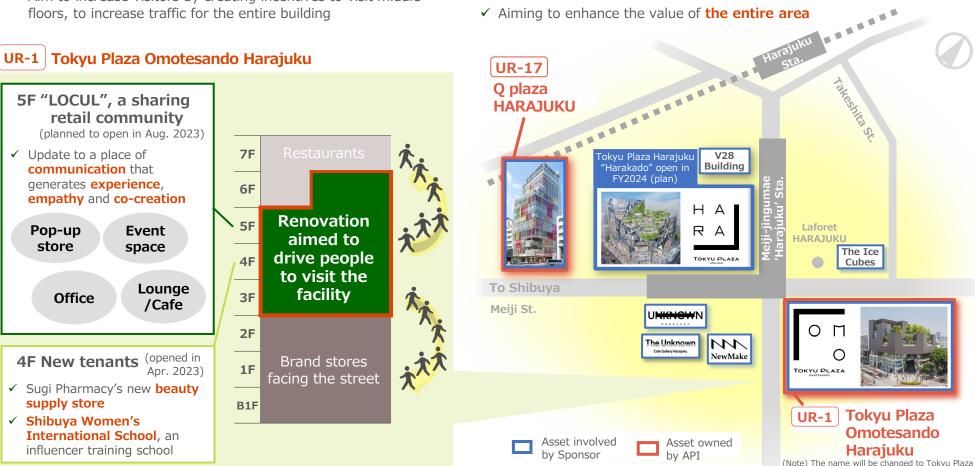
#### 2. Harajuku/Jingumae area in Sponsor's strategy

✓ Aiming to enhance the value of the entire area

✓ Developing a venue to support and nurture creators as a cultural creation center

Harajuku "Omokado" and the logo will be

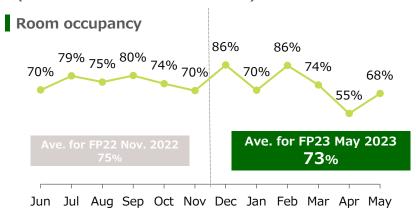
changed in FY2024 onwards



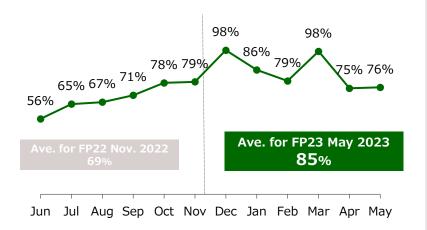
### Status of Hotels

- > Room occupancies continued to recover followed by rise in ADR
- > For Kobe Kyu Kyoryuchi 25Bankan, revenue from sales-linked rent was higher than previously forecast and for A-FLAG SAPPORO, stable revenue is secured by increasing the fixed-rent portion

#### 1. Room occupancy and RevPAR (excl. A-FLAG NISHI SHINSAIBASHI)



#### RevPAR (vs. 2019)



#### 2. Status by hotel

#### Kobe Kyu Kyoryuchi 25Bankan

Sales-linked rent revenue recorded +63% vs. forecast with recovery of accommodation and wedding demand

Oriental Hotel Kobe

Hotel name:

Revenue from hotel sales-linked rent



#### A-FLAG **UR-8 SAPPORO**

Secured stable revenue by increasing fixedrents from FY2022

 No sales-linked rent is expected for FP24

Fixed rent

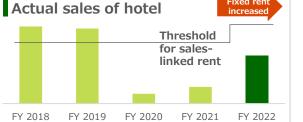
Sapporo REI Hotel

Hotel name:

#### A-FLAG **UR-18 NISHI SHINSAIBASHI**

 Outperformed initial plan by capturing inbound demand

Hotel name: Tokyu Stay Mercure Osaka Namba

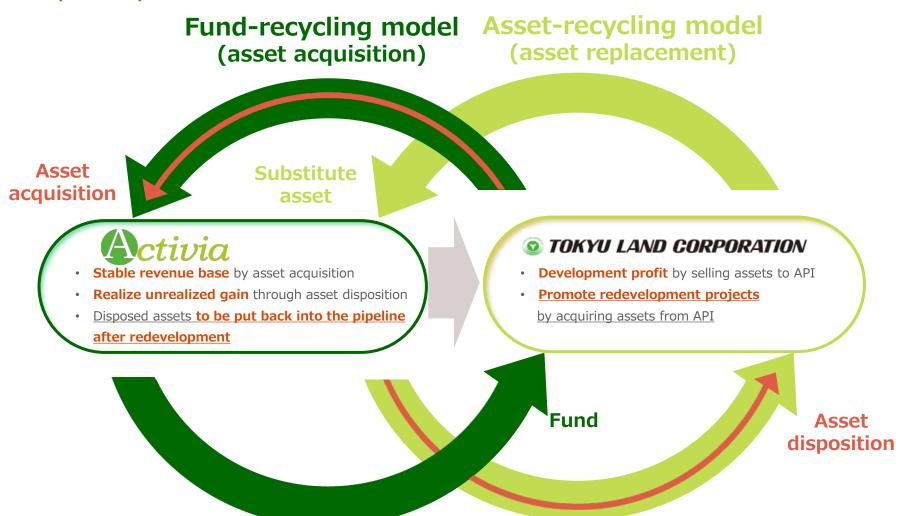






### **Utilization of Sponsor Support**

- > Combined strategy of **fund-recycling model** and **asset-recycling model** for external growth
- Higher possibility of mid-to-long term growth and quality improvement of the portfolio, utilizing the sponsor's development capabilities



### **Asset Replacement Strategy for Medium- To Long-Term Growth**

- > Since the FP21 ended November 2021, we continuously conducted asset replacements and return to unitholders
- > We will continue **asset replacements to improve profitability and deliver stable DPUs** in the FP25 ending May 2024 and onwards



(Note) NOI yields for the acquired properties are calculated based on appraisal NOI. NOI yields for the disposed properties are based on the NOI estimated by the asset manager based on actual figures.

### **Acquisition / Disposition Policy**

- > For acquisitions, we will focus both on current stability and on growth potential in the medium to long term, as market conditions remain uncertain
- > Assets to be disposed will be selected using three criteria; 1)Profitability, 2)Building age, 3)Competitiveness

#### 1. Acquisition criteria

**Properties** which

- Have locational advantage and competitiveness of the buildings
- Contribute to growth of DPU and NAV
- Contribute to improving portfolio profitability
- ✓ Generate **stable revenue** through long and fixed-term contract

Acquisition on Jan. 13, 2023

UR-18 A-FLAG NISHI SHINBASHI



NOI yield

Lease period

4.2% 15<sub>years</sub>

✓ Potential **revenue upside** over the medium- to long-term Acquisition on Mar. 28, 2023

TO-23

Kasumigaseki Tokyu Building



Actual to market rent gap

#### 2. Disposition criteria

**Properties** with

- Lower profitability
- Older building age
- **Lower competitiveness**

Asset replacement in principle to improve portfolio profitability

Deliver stable DPU through methods such as asset disposition over multiple fiscal periods and internal reserves

> Unrealized disposal gain ¥98.7 billion

at end of May 2023, excl. asset to be disposed at the time

- > Asset for which profitability improvement by redevelopment can be expected
- Dispose to the sponsor and acquire opportunity for external growth after redevelopment
- > Asset for which profitability improvement by redevelopment cannot be expected
- Disposition to third parties is an option

### **Sponsor Pipeline**

- > Our sponsor owns offices and retail properties with over 1,500k square meters mainly in the four major wards of Tokyo including the greater Shibuya area
- > Discussion with our sponsor is ongoing for potential asset acquisitions in order to enhance unitholder value
  - 1. Main sponsor pipeline

#### Office (greater Shibuya area)



#### Shibuya Square A/B

Dogenzaka, Shibuya Ward Completed: Mar. 2004

Leasable area: approx. 7k m²/1.4k m²



#### Shibuya Minami Tokyu Building

Shibuya, Shibuya Ward Completed: Jan. 2005 Leasable area: 14k m



#### Shibuya Dogenzaka Tokyu Building

Dogenzaka, Shibuya Ward Completed: Nov. 1983 Leasable area: approx. 9k m



#### **Shibuya Center Place**

Dogenzaka, Shibuya Ward

Built: Nov. 1983/Remodeled: Feb. 2011

Leasable area: approx. 5k m



#### **SPLINE Aoyama Tokyu Building**

Minami Aoyama, Minato Ward Completed: Jun. 2012

Leasable area: approx. 5k m



#### Shin-Aoyama Tokyu Building

Minami Aoyama, Minato-ku Completed: Jan. 2015 Leasable area: approx. 7k m²



#### **Ebisu East Building**

Hiroo, Shibuya-ku

Completed: Nov. 1998 / Renovated: Mar. 2015

Leasable area: approx. 4.5k m

## Currently owned by sponsor

**79** buildings with GFA of **1,536**k m<sup>2</sup> (As of Mar. 2023)



#### Retail



#### **Tokyu Plaza Kamata**

Nishi Kamata, Ota Ward Number of stores: approx. 130 Leasable area: approx. 17k m



#### **Northport Mall**

Tsuzuki Ward, Yokohama Number of stores: approx. 120 Leasable area: approx. 56k m



#### Abeno O's Mall

Abeno Ward, Osaka Number of stores: approx. 250 Leasable area: approx. 69k m

#### Office (other metropolitan areas)



#### Nihonbashi Maruzen Tokyu Building

Nihonbashi, Chuo ward Completed: Nov. 2006 Leasable area: 12k m



#### Ichibancho Tokyu Building

Ichibancho, Chioyoda Ward

Completed: Sep. 2002/Remodeled: Mar. 2015

Leasable area: 14k m

### Stable Financial Management ~ LTV Management and Continuous Reduction of Debt Cost ~

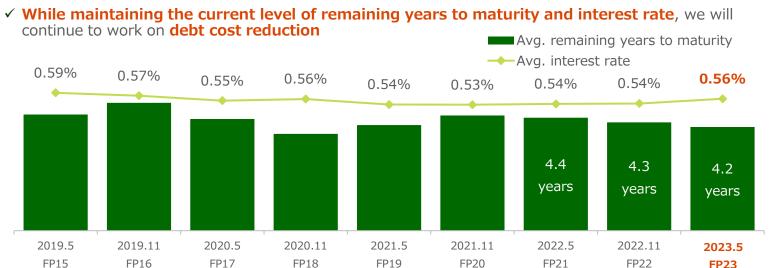
#### 1. Trend in LTV

✓ LTV at the end of the FP23 (May 2023) was 46.9% (appraisal LTV was 39.9%), being controlled within the guidance range of 40% to 50%



#### \* As of May 31, 2023

#### 2. Trends in average period remaining to maturity and average interest rate









<sup>\*</sup> As of May 31, 2023



### Solid Financial Base ~ Diversified Lender Formation and Well-balanced Maturity Ladder ~

#### 1. Debt refinance (in March and April 2023)

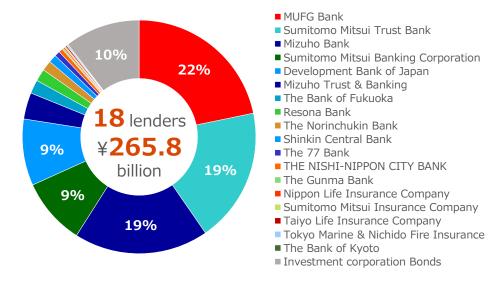
✓ Refinancing with short-term and floating-rate loan to **control cost** ✓ **Diversified** loan amounts and lenders

Before	Loan amount	Fixed / Floating Duration		Interest rate	
	¥5bn	Fixed	7.5 years	0.613%	
	¥3bn	Fixed	5.0 years	0.448%	
	¥4bn	Fixed	6.5 years	0.384%	
	¥12bn	-	6.5 years	0.495%	

After	Loan amount	Fixed / Floating	Interest rate (Note)	
	¥4.68bn	Floating	2.0 years	T+0.140%
	¥3.32bn	Floating	3.0 years	T+0.150%
	¥4bn	Fixed	6.0 years	0.740%
	¥12bn	-	3.6 years	0.372%

(Note) Interest rate of the total refinancing amount is calculated by applying 1M-TIBOR on May 31, 2023 as a base interest rate T.

#### 2. Lender formation (as of May 31, 2023)



#### 3. Maturity ladder (as of May 31, 2023)

✓ **Diversified maturities** in preparation for refinancing. Ability to flexibly meet funding needs with **commitment line of ¥21bn** 



### **Major ESG Initiatives**

2023/5 > API continues its efforts to achieve environmental targets and recognize new issues **MSCI** ESG Rating Upgraded to BBB 2022/10 Set environment **KPIs GRESB** Real Estate MSCI **GRESB** Real Estate **BBB** Assessment: **Identified Materiality** · Greener portfolio Assessment: Received 5 stars **ESG RATINGS** Recognized as ·Sustainable financing for 5 consecutive years and the Asia Listed Office Environment CCC B BB BBB A AA AAA Procurement of ranked top among Japanese & Retail Sector ·Reduce environmental listed participants (office) for renewable energy Leader impact disclosure 2023/7 GRESB Developed disclosure based on TCFD Sector Leader 2017 proposals Governance Rebalanced the asset Net-zero policy/Addressing GRESB ·Management framework management fee Physical risks corresponding to multifaceted (Lowered total assetsocial demand towards based fee and increased sustainable society Released inaugural DPU and NOI-based fee) 2023/4 Sustainability Report Issued the fifth areen bonds **Enhanced Materiality** (core issues) ·DE&I (Diversity, Equity and Social Inclusive) ·Human capital development **Support of TCFD** (Task ·Human capital **UN Global Compact** Became as a group of professionals Became **signatory** Force on Climate-related management Signatory **GRESB** ·Contribution to local of **PRI** (Principles ·Supply chain management, Financial Disclosures) by Sponsor Group **Participant** communities for Responsible ·Health and well-being of Investment) 2023/2 tenants Signatory of: 300 ·Supplier Engagement R M Signatory to the PRI Principles for Responsible Investment GRESB Principles for Consortium **Financial Action for** the 21st Century 2023/4 Established **Green** Procurement Amendment to the PFA21 Principles for Financial Action for the 21st Century Standards **Climate Action** Organized Sustainability Standard Established Promotion Council and Net-zero commitment Sustainability established Sustainability

Department



2023

2022

Policy

#### **ESG Initiatives** ~ Environmental KPIs ~

#### E (Environment)

#### API's Materiality (core issues)

·Reduce environmental impact

#### Initiatives

Initiatives to address climate change

•Energy use:

Medium-to long-term target of 1% average annual reduction in energy use intensity

·Energy-related CO2 emissions:

Aiming for 100% reduction of CO2 from electricity by March 2026

·Water conservation:

Medium-to long-term target of 0.5% average annual reduction in water use intensity

·Waste generation:

Medium-to long-term target of 0.5% average annual reduction in waste intensity



#### Renewable energy procurement

- ✓ Transition to renewable electricity in all portfolio properties by the end of FY2025 (Note)
- √ 100% reduction of CO2 generated by electricity by the end of FY2025, relative to FY2015 baseline (Note)

(Note) Excluding co-owned, sectionally owned, and land-only properties that have not installed renewable electricity

#### **Greener portfolio**

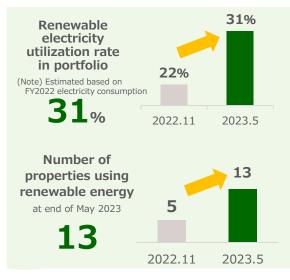
- √ 70% or more green-certified assets by 2030
- ✓ Promote green leases for 100% of new contracts

#### Sustainable financing

- √ 100% of new issuances of investment corporation bonds to be green bonds (Note)
- ✓ Consider diversification of sustainable financing methods

(Note) On the condition of issuance based on the current framework









contracted in
FP ended May 2023

Green bond ratio in bond issuance after KPI setting

**100**%

Issuance capacity

¥83.0bn

### **ESG Initiatives** ~ Environment: Environmental Evaluations/Certifications, etc. ~

#### E (Environment)

#### API's Materiality (core issues)

•Reduce environmental impact



#### Related SDGs targets (~ 2030)

7.3 By 2030, double the pace of improving energy efficiency globally 12.5 By 2030, substantially reduce waste generation through prevention, reduction, recycling and reuse 12.8 By 2030, ensure that people everywhere have the relevant information and awareness for sustainable development and lifestyles in harmony with nature

# External evaluation

#### **GRESB Real Estate Assessment**



G R E S B

Global rating
5 stars for five
consecutive years



GRESB

Disclosure
Highest A level for five
consecutive years

**Highest** among Japanese listed participants (office)



#### **Sponsor initiatives**

- ✓ Tokyu Land Corporation was the first real estate developer in Japan to join the RE100 in 2019
- ✓ TLC completed its transition to renewable electricity used in all its office/retail properties in 2022



#### **Green construction**

✓ Continuously promote renewal and renovation using green products in line with the Green Procurement Standards of TRM



Umeda Gate Tower toilet renewal

Water saved



20%





### Participation to the project "Zero Single-Use Umbrellas by 2030 for office"

- ✓ Aikasa, Japan's first umbrella sharing service, aims for zero single-use umbrellas by 2030
- ✓ Users can borrow and return umbrellas from/to the Aikasa spots installed at stations and other places in town
- ✓ TRM participates in the new project to expand the service in office buildings



Press event on June 8, 2023



#### **ESG Initiatives** ~ Social ~

#### S (Social)

#### API's Materiality (core issues)

- ·Human capital development
- ·Contribution to local community
- ·Health and well-being of tenants
- ·Supplier engagement



#### Related SDGs targets (~ 2030)

- 11.3 Enhance inclusive and sustainable urbanization and capacity for participatory, integrated and sustainable human settlement planning and management in all countries
- 12.8 Ensure that people everywhere have the relevant information and awareness for sustainable development and lifestyles in harmony with nature



#### **Tenant satisfaction survey**

- ✓ Office tenants' overall satisfaction improved from the previous survey
- ✓ Survey results are utilized to continuously improve tenant satisfaction through measures such as value-up construction works





#### Free seating in the office (Asset Manager)

- Established from "New working style" project by a team of employees
- ✓ Designed to promote communication within and across divisions
- ✓ Employee satisfaction-oriented measures implemented such as free coffee supervised by a worldwide coffee chain







#### SDG event in Tokyu Plaza Omotesando Harajuku

- ✓ Event held at "Omohara Forest" recorded approx. 1,000 visitors
- ✓ Demonstrated "aquaponics", a food production system that couples aquaculture with hydroponics and sold goods made from waste





### Financial results presentations for retail investors

- ✓ Held two in-person presentations since the pandemic calming down
- ✓ Maintain relationships with retail investors
- ·Daiwa J-REIT Caravan Sapporo on March 16, 2023
- ·Daiwa J-REIT Caravan Fukuoka on May 11, 2023

#### **ESG Initiatives** ~ Governance ~

#### G (Governance)

#### API's Materiality (core issues)

 Management framework corresponding to multifaceted social demand towards a sustainable society

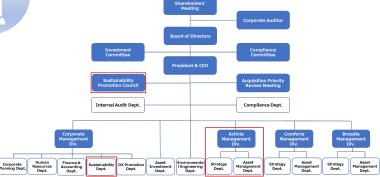


#### Related SDGs targets (~ 2030)

- 12.8 By 2030, ensure that people everywhere have the relevant information and awareness for sustainable development and lifestyles in harmony with nature
- 16.7 Ensure responsive, inclusive, participatory and representative decision-making at all levels



✓ Established Sustainability Department in April 2021



Fee structure

- ✓ API became the first J-REIT to introduce a DPU-based management fee structure
- ✓ Raised type II ratio effective from FP ended May 2020 to strengthen incentives to maximize unitholder value

### AM Fee type I (asset based)

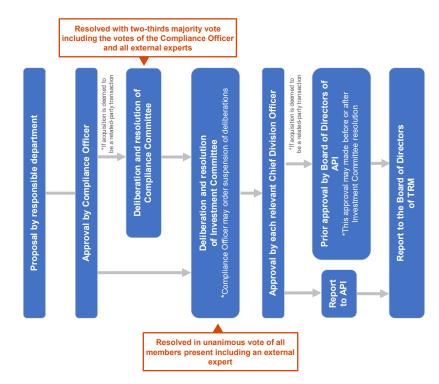
Total assets at end of the preceding FP

×
0.25%
(Upper Limit is 0.3%)





✓ Property acquisition with related-parties requires a resolution by the Compliance Committee including outside experts as members to avoid conflicts of interest, etc. This structure should protect interests of unitholders



(Note) Ratio of the sum of the AM fee type I & type II to the total assets at end of each period cannot exceed 0.5%



### **Performance by Key Indicators**

Financial Result (FP23 end	vs. Previous period	
Operating revenue	¥17.4bn	+¥1.3bn
(Gain on sale of real estate)	(¥2.3bn)	+¥1.4bn
Profit	¥8.8bn	+¥0.9bn
DPU	¥9,875	+¥575
NAV per unit	¥463,122	-¥2,654

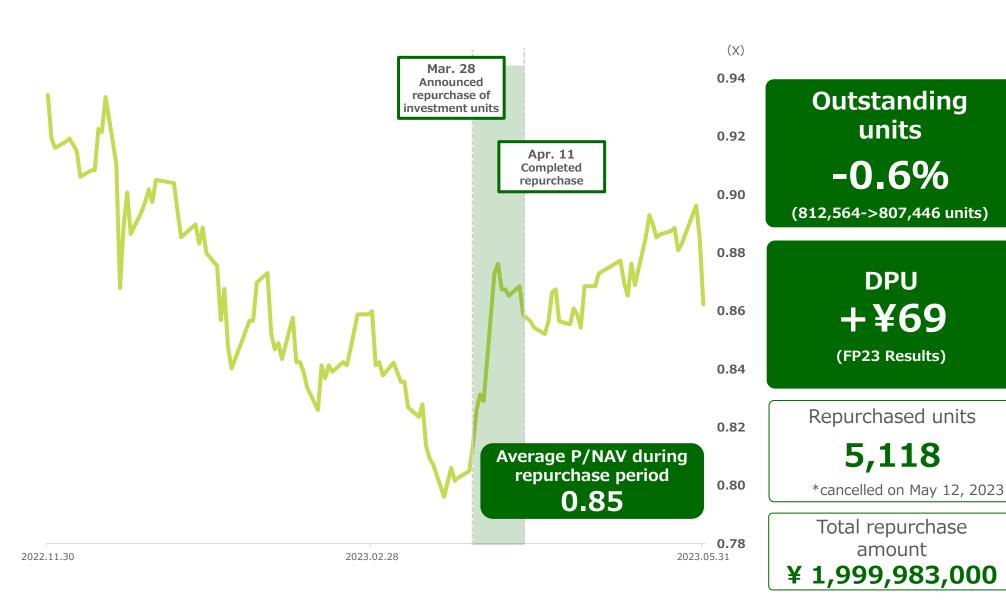
Management Forecast	FP24 ending Nov. 2023	FP25 ending May 2024
Operating revenue	¥17.2bn	¥15.0bn
(Gain on sale of real estate)	(¥2.2bn)	(-)
Profit	¥8.2bn	¥6.4bn
DPU	¥9,300	¥9,300

Internal Growth in Office (FP23 ended May 2023)		vs. Previous period			vs. End of Nov. 2022	Debt Finance (End of May 2023)		vs. End of Nov. 2022
Ratio of area with increased rent	20%	+7pt	Number of properties	47	+1	Interest-bearing debts	¥265.8bn	+¥5.5bn
Increased amount	-¥72mn	-¥35mn	AUM	¥548.4bn	+¥6.0bn	LTV (book value)	46.9%	+0.5pt
Increase rate	-5%	-2pt	Core asset ratio (UR+TO)	81.1%	+0.2pt	Avg. remaining years to maturity	4.2years	-0.1years
Average rent	¥22.4k	+¥0.1k	Appraisal value	¥642.3bn	+¥2.0bn	Avg. interest rate	0.56%	+0.02pt
Rent gap	+1%	-3pt	Unrealized gain	¥99.7bn	-¥3.7bn	Commitment line	¥21.0bn	-

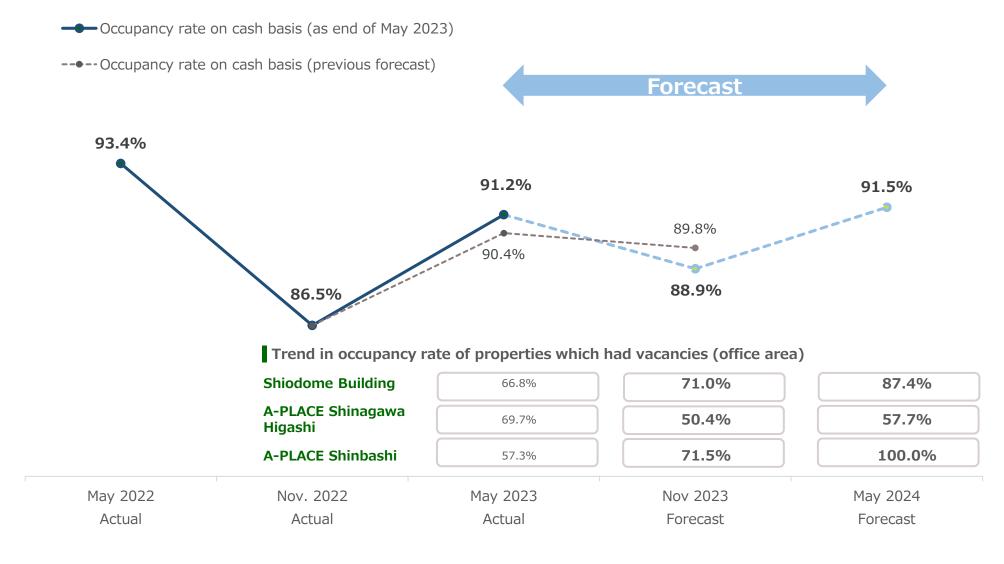


### **Repurchase of Investment Units**

> Conducted the 2nd repurchase of investment units, aiming to improve unitholder value



### Office Leasing Status (Occupancy Rate on Cash Basis)

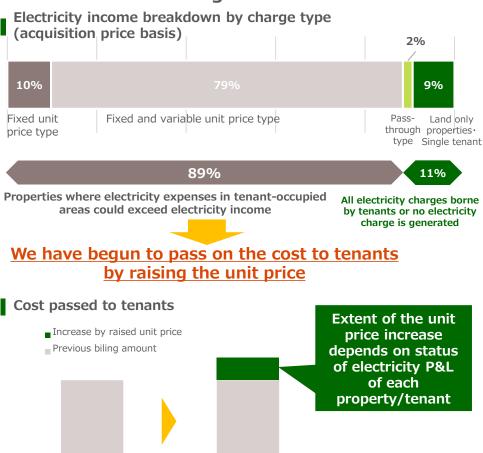




### **Impact of Electricity Charges**

- > For properties with concerns about deteriorations in electricity P&L, we have begun to raise the unit price billed to tenants
- > Due to the uncertain outlook, forecasts for FPs ending Nov. 2023 and May 2024 are made assuming a further increase in electricity expenses

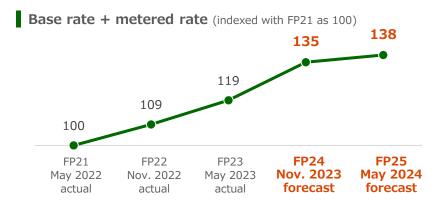
# 1. Electricity income breakdown by charge type and status of billing to tenants



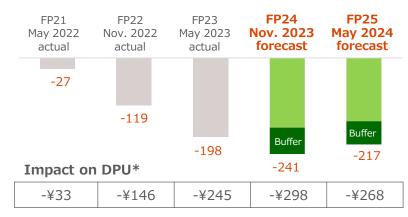
FP24 onwards

Before

## Unit price and electricity P&Lactuals and forecasts

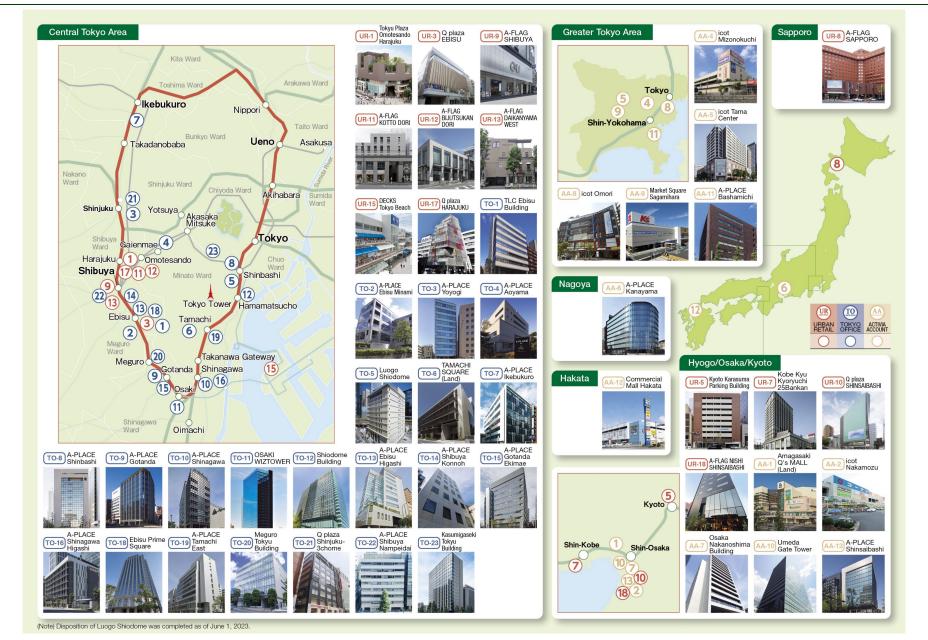


#### Trend in electricity P&L (JPY MM)



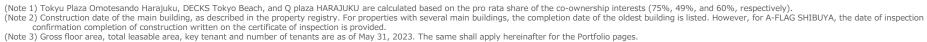
<sup>\*</sup>For FP21 and FP22, impact on DPU is calculated based on the actual total number of investment units of 812,564 at the end of each FP. For FP23, 24 and 25, impact on DPU is calculated based on the total number of investment units of 807,446 which is the actual as of the end of FP23.

# **Portfolio Map**



# Portfolio ~ Urban Retail Properties / Tokyo Office Properties (1/2) ~

	Omotesando Harajuku (Note 1)	Q plaza ED130	Q plaza EBISU Kyoto Karasuma Parking Kobe Kyu Kyoryuchi Building 25Bankan		A-FLAG SAPPORO	A-FLAG SHIBUYA	
Location	Jingu-mae, Shibuya-ku, Tokyo	Ebisu, Shibuya-ku, Tokyo	Moto Honenji-cho, Nakagyo-ku, Kyoto	Kyomachi, Chuo-ku, Kobe, Hyogo	Minami-Yonjo-Nishi, Chuo-ku, Sapporo, Hokkaido	Udagawa-cho, Shibuya-ku, Tokyo	
Access	A 1-minute walk from Tokyo Metro Chiyoda Line, etc. "Meiji Jingumae 〈Harajuku〉" Station	A 1-minute walk from JR Yamanote Line, etc., Tokyo Metro Hibiya Line "Ebisu" Station	A 1-minute walk from Hankyu Kyoto Line "Karasuma" Station A 1-minute walk from subway Karasuma Line "Shijo" Station	A 5-minute walk from Kobe subway Kaigan Line "Kyu Kyoryuchi, Daimarumae" Station A 9-minute walk from JR Tokaido Line, Hankyu Kobe Line, etc. "Sannomiya" Station	A 2-minute walk from Sapporo subway Nanboku Line "Susukino" Station A 8-minute walk from Sapporo subway Toho Line "Hosui-susukino" Station	A 4-minute walk from Tokyo Metro Ginza Line, etc., Tokyu Denentosh Line, etc. "Shibuya" Station A 5-minute walk from Keio Inogashira Line "Shibuya" Station, A 6-minute walk from JR Yamanoto Line, etc. "Shibuya" Station	
Construction date (Note 2)	March 2012	August 2008	July 2006	January 2010	May 1980	June 1988	
Number of floors	7 floors above / 2 floors underground	6 floors above / 1 floor underground	9 floors above / 1 floor underground	18 floors above / 3 floors underground	12 floors above / 1 floor underground	5 floors above / 1 floor underground	
otal leasable area (Note 3)	5,154.14m²	4,024.88m <sup>2</sup>	21,616.04m <sup>2</sup>	19,653.90ml	21,229.16ml	3,403.07m²	
Key tenant (Note 3)	Baroque Japan Limited	Tokyu Sports Oasis Inc.	Times24 Co., Ltd.	Plan Do See Inc.	Tokyu Hotels Co., Ltd.	G.U. CO., LTD.	
umber of tenants (Note 3)	23	4	2	5	14	2	
Property name	Q plaza SHINSAIBASHI	A-FLAG KOTTO DORI	A-FLAG BIJUTSUKAN DORI	A-FLAG DAIKANYAMA WEST	DECKS Tokyo Beach (Note 1)	Q plaza HARAJUKU (Note 1)	
Location	Shinsaibashisuji, Chuo-ku, Osaka-city, Osaka	Minami-Aoyama, Tokyo	Minami-Aoyama, Tokyo	Sarugakucho, Shibuya-ku, Tokyo	Daiba, Minato-ku, Tokyo	Jingu-mae, Shibuya-ku, Tokyo	
Access	A 1-minute walk from Osaka Metro Midosuji Line, etc. "Shinsaibashi" Station	A 4-minute walk from Tokyo Metro Ginza Line, etc. "Omotesando" Station	A 7-minute walk from Tokyo Metro Ginza Line, etc. "Omotesando" Station	A 4-minute walk from Tokyu Toyoko Line "Daikanyama" Station	A 2-minute walk from Tokyo Waterfront New Transit Waterfront Line "Odaibakaihinkoen" Station A 5-minute walk from the Tokyo Waterfront Area Rapid Transit Rinkai Line "Tokyo Teleport" Station	A 2-minute walk from Tokyo Metro Chiyoda Line, etc. "Meiji-jingumae <harajuku>" Station</harajuku>	
Construction date (Note 2)	November 2007	January 1992	December 1998	April 1992	June 1996	March 2015	
Number of floors	8 floors above / 2 floors underground	5 floors above / 2 floors underground	2 floors above / 2 floors underground	4 floors above / 2 floors underground	8 floors above	(Bldg. A) 11 floors above / 2 floors underground (Bldg. B) 2 floors above / 1 floor underground	
otal leasable area (Note 3)	2,820.23㎡	2,656.53 m	1,994.65 m	2,579.08 m	16,119.47m <sup>2</sup>	3,378.49m²	
Key tenant(Note 3)	cocokara fine Inc.	AMAN CO., LTD.	BLUE NOTE JAPAN, INC.	- (undisclosed)	CA Sega Joypolis Ltd.	Take and Give Needs Co., Ltd	
ımber of tenants (Note 3)	6	8	4	1	78	15	
Property name	A-FLAG NISHI SHINSAIBASHI	Property name	TLC Ebisu Building	A-PLACE Ebisu Minami	A-PLACE Yoyogi	A-PLACE Aoyama	
Location	Shinsaibashisuji, Chuo-ku, Osaka-city, Osaka	Location	Ebisu, Shibuya-ku, Tokyo	Ebisu-Minami, Shibuya-ku, Tokyo	Sendagaya, Shibuya-ku, Tokyo	Kita-Aoyama, Minato-ku, Tokyo	
Access	A 4-minute walk from Osaka Metro Midosuji Line "Namba" Station A 5-minute walk from Osaka Metro Midosuji Line "Shinsaibashi" Station	Access	A 4-minute walk from JR Yamanote Line, etc. "Ebisu" Station A 6-minute walk from Tokyo Metro Hibiya Line "Ebisu" Station	A 4-minute walk from JR Yamanote Line, etc. Tokyo Metro Hibiya Line "Ebisu" Station	A 3-minute walk from R Yamanote Line, etc., Toei Oedo Line "Yoyogi" Station	A 4-minute walk from Tokyo Metro Ginza Line "Gaienmae" Station	
Construction date (Note 2)	March 2022	Construction date (Note 2)	March 1993	January 1995	February 2007	September 1966	
Number of floors	18 floors above / 1 floors underground	Number of floors	9 floors above / 1 floor underground	6 floors above / 1 floor underground	10 floors above / 1 floor underground	9 floors above / 1 floor underground	
Fotal leasable area (Note 3)	13,680.84m		a noon andong, oand	1 d. d. g. dand	2 most amadi gi cama	1 floor underground	
Key tenant (Note 3)	Tokyu Resorts & Stays Co., Ltd.						





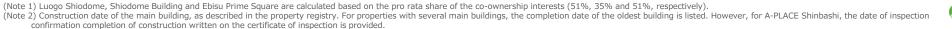


# Portfolio ~ Tokyo Office Properties (2/2) ~

Property name	Luogo Shiodome (Note 1)	TAMACHI SQUARE (Land)	A-PLACE Ikebukuro A-PLACE Shinbashi		A-PLACE Gotanda	A-PLACE Shinagawa
Location	Higashi Shinbashi, Minato-ku, Tokyo	Shiba, Minato-ku, Tokyo	Shiba, Minato-ku, Tokyo Minami Ikebukuro, Toshima-ku, Tokyo Shinbashi, Minato-ku, Tokyo Nishigotanda, Shinagawa-ku, Tokyo		Nishigotanda, Shinagawa-ku, Tokyo	Konan, Minato-ku, Tokyo
Access	A 4-minute walk from Toei Oedo Line, Yurikamome "Shiodome" Station / A 5-minute walk from JR Yamanote Line, etc. Tokyo Metro Ginza Line, Toei Asakusa Line, Yurikamome "Shinbashi" Station	A 2-minute walk from Toei Asakusa Line, etc. "Mita" Station A 4-minute walk from JR Yamanote Line, etc. "Tamachi" Station	A 6-minute walk from JR Yamanote Line, etc., Tokyo Metro Marunouchi Line, etc., Seibu Ikebukuro Line, etc. "Ikebukuro" Station	A 3-minute walk from JR Yamanote Line, etc., Tokyo Metro Ginza Line, Toei Asakusa Line, Yurikamome "Shinbashi" Station	A 3-minute walk from Toei Asakusa Line "Gotanda" Station A 4-minute walk from JR Yamanote Line "Gotanda" Station	A 4-minute walk from JR Yamanote Line, etc., Keikyu Main Line "Shinagawa" Station
Construction date (Note 2)	July 2004	-	October 2011	March 1999	February 2012	September 1991
Number of floors	11 floors above / 1 floor underground	-	7 floors above / 1 floor underground	9 floors above / 2 floors underground	10 floors above / 1 floor underground	8 floors above / 1 floor underground
Total leasable area	2,282.94m <sup>2</sup>	1,287.96m <sup>2</sup>	3,409.73m	5,054.19m²	4,028.69ml	2,986.36m²

Property name	OSAKI WIZTOWER (4-11th floors)	Shiodome Building (Note 1)	A-PLACE Ebisu Higashi A-PLACE Shibuya Konnoh		A-PLACE Gotanda Ekimae	A-PLACE Shinagawa Higashi
Location	Osaki, Shinagawa-ku, Tokyo	Kaigan, Minato-ku, Tokyo	Higashi, Shibuya-ku, Tokyo	Shibuya, Shibuya-ku, Tokyo	NishiGotanda, Shinagawa-ku, Tokyo	Konan, Minato-ku, Tokyo
Access	A 4-minute walk from JR Yamanote Line, etc., "Osaki" Station	A 3-minute walk from JR Yamanote Line, etc. "Hamamatsucho" Station A 3-minute walk from Toei Oedo Line, etc. "Daimon" Station	A 6-minute walk from JR Yamanote Line, etc. "Ebisu" Station	A 4-minute walk from JR Yamanote Line, etc. "Shibuya" Station	A 1-minute walk from JR Yamanote Line, Toei Asakusa Line, Tokyu Ikegami Line "Gotanda" Station	A 7-minute walk from JR Yamanote Line, Keikyu Main Line "Shinagawa" Station
Construction date (Note 2)	January 2014	December 2007	January 1992	March 1992	November 1993	August 1985
Number of floors	25 floors above / 2 floors underground (whole building)	24 floors above / 2 floors underground	10 floors above / 2 floors underground	8 floors above / 1 floor underground	9 floors above / 1 floor underground	8 floors above / 1 floor underground
Total leasable area	7,193.28m (Sectional ownership)	28,136.05m <sup>2</sup>	4,010.69ml	3,010.53m	4,333.64ml	14,517.11ml

Property name	Ebisu Prime Square (Note 1)	A-PLACE Tamachi East	Meguro Tokyu Building	Q plaza Shinjuku-3chome	A-PLACE Shibuya Nampeidai	Kasumigaseki Tokyu Building
Location	Hiroo, Shibuya-ku, Tokyo	Shibaura, Minato-ku, Tokyo	Kami-osaki, Shinagawa-ku, Tokyo	Shinjuku, Shinjuku-ku, Tokyo	Nampeidai-cho, Shibuya-ku, Tokyo	Kasumigaseki, Chiyoda-ku, Tokyo
Access	A 6-minute walk from JR Yamanote Line, etc., Tokyo Metro Hibiya Line "Ebisu" Station	A 2-minute walk from Tamachi Station on the JR Yamanote Line and Keihin-Tohoku Line / A 5-minute walk from Mita Station on the Toei Asakusa Line and Mita Line	A 4-minute walk from Meguro Station on the JR Yamanote Line A 5-minute walk from Meguro Station on the Tokyu Meguro Line, Tokyo Metro Nammboku Line, and Toei Mita Line	A 1-minute walk from Shinjuku 3- chome Station on the Tokyo Metro Marunouchi line, etc. / A 6-minute walk from Shinjuku Station on the JR Yamanote Line, etc.,Keio Line, Odakyu Line, Tokyo Metro Oedo Line, etc.	Line	A 4-minute walk from Tameike Sannno Station on the Tokyo Metro Ginza Line and Namboku Line A 4-minute walk from Kokkai- gijidomae Station on the Tokyo Metro Marunouchi Line and Chiyoda Line
Construction date (Note 2)	January 1997	April 2003	December 2002	September 1992	July 1989	October 2010
Number of floors	10 floors above / 1 floor underground	10 floors above / 1 floor underground	7 floors above	8 floors above / 2 floors underground	8 floors above / 1 floor underground	17 floors above / 1 floor underground
Total leasable area	18,059.66㎡	4,288.88m <sup>3</sup>	6,993.70m <sup>2</sup>	4,528.01ml	4,373.54mi	12,023.76ml



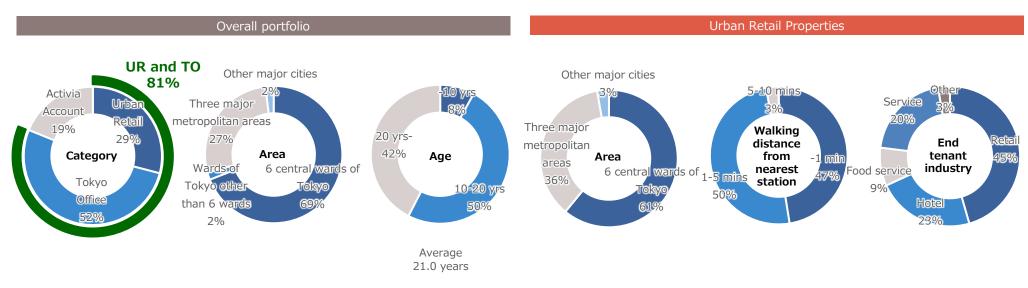


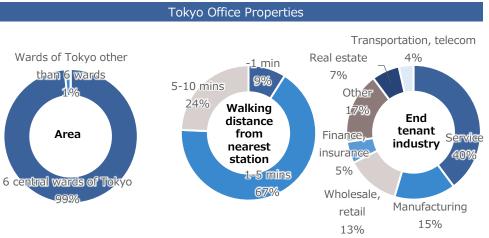
# Portfolio ~ Activia Account Properties ~

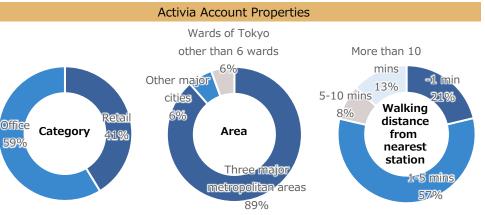
Property name	Amagsaki Q's MALL (Land)	icot Nakamozu	icot Mizonokuchi	icot Tama Center	A-PLACE Kanayama	Osaka Nakanoshima Building
Location	Shioe, Amagasaki City, Hyogo	Nakamozucho, Kita-ku, Sakai City, Osaka	Mizonokuchi, Takatsu-ku, Kawasaki City, Kanagawa	Ochiai, Tama City, Tokyo	Kanayama, Naka-ku, Nagoya City, Aichi	Nakanoshima, Kita-ku, Osaka City, Osaka
Access	A 2-minute walk from JR Tokaido Main Line, etc. "Amagasaki" Station	A 6-minute walk from Osaka Metro Midosuji Line "Nakamozu" Station / A 6-minute walk from Nankai Koya Line "Shirasagi" Station / A 8-minute walk from Nankai Koya Line "Nakamozu" Station	Metro Midosuji Line Nakamozu" Station / A 6-minute Walk from Nankai Koya  "Shirasagi" Station / A 8-minute Walk from Nankai Koya  "Takatsu" Station  A 4-minute Walk from Keio Sagamihara Line "Keio Tama Center" Station, Odakyu Tama Line "Odakyu Tama Center" Station, Tama Toshi Monorail "Tama Center" Station, Tama Toshi Monorail "Tama Center" Station, Tama Toshi Monorail		A 1-minute walk from Nagoya Municipal Subway Meijo Line "Kanayama" Station A 2-minute walk from JR Chuo Line, etc., Meitetsu Nagoya Main Line "Kanayama" Station	A 1-minute walk from Keihan Nakanoshima Line "Oebashi" Station A 5-minute walk from Osaka Metro Midosuji Line "Yodoyabashi" Station
Construction date	-	June 2007	July 1998	March 2006	February 2009	March 1984
Number of floors	-	3 floors above	4 floors above / 1 floor underground	15 floors above / 1 floor underground (whole building)	9 floors above / 1 floor underground	15 floors above / 3 floors underground
Total leasable area	27,465.44ml	28,098.02m <sup>2</sup>	14,032.05m <sup>2</sup>	5,181.58m <sup>2</sup> (sectional ownership)	9,314.90m²	20,125.63m <sup>2</sup>
Property name	icot Omori	Market Square Sagamihara	Umeda Gate Tower	A-PLACE Bashamichi	Commercial Mall Hakata	A-PLACE Shinsaibashi
Location	Omorikita, Ota-ku, Tokyo	Shimokuzawa, Chuo-ku, Sagamihara-city, Kanagawa	Tsurunocho, Kita-ku, Osaka, Osaka	Honcho, Naka-ku, Yokohama, Kanagawa	Tokojimachi, Hakata-ku, Fukuoka-city, Fukuoka	Nishishinsaibashi, Chuo-ku, Osaka-city, Osaka
Access	A 3-minute walk from JR Keihintohoku Line "Omori" Station	A 15-minute walk from JR Sagamihara Line "Minamihashimoto" Station	A 3-minute walk from Hankyu Kyoto Line, etc. "Osaka Umeda" Station / A 6-minute walk from Osaka Metro Midosuji Line "Umeda" Station / A 7-minute walk from JR Tokaido Main Line "Osaka" Station	A 1-minute walk from Minatomirai Line "Bashamichi" Station A 7-minute walk from JR Negishi Line "Kannai" Station	A 16-minute walk from JR Kagoshima Main Line "Takeshita" Station	A 4-minute walk from Osaka Metro Midosuji Line, etc. "Shinsaibashi" Station A 5-minute walk from Osaka Metro Midosuji Line, etc. "Namba" Station
Construction date	March 2007	June 2014	January 2010	May 1975	November 2005	April 1986
Number of floors	7 floors above / 1 floor underground	2 floors above	21 floors above / 1 floor underground (whole building)	12 floors above / 2 floors underground	3 floors above	14 floors above / 2 floors underground
Total leasable area	6,209.78m²	15,152.42ml	13,513.73m (sectional ownership)	9,710.91m	9,612.88m²	15,892.28m



## Portfolio Summary ~ At End of the 23rd Period Ended May 2023 ~









## 10 Largest Tenants / Average Monthly Rents for TO Properties / Contract Period & Remaining Years 42

#### 1. 10 largest tenants by leased area (Note 1)

	End-tenant	Property name	Total leased area (㎡)	Ratio of leased area (%)	Lease expiration (Note 4)
1.	Sumitomo Mitsui Trust Bank, Limited	TAMACHI SQUARE (Land) Amagasaki Q's MALL (Land)	28,753	6.6	2074.5 2042.1
2.	Kohnan Shoji Co., Ltd.	icot Nakamozu	26,529	6.1	2027.7
3.	Times24 Co., Ltd.	Kyoto Karasuma Parking Building	21,224	4.9	2026.7
4.	Tokyu Hotels Co., Ltd.	A-FLAG SAPPORO	18,891	4.3	2027.3
5.	Plan∙Do∙See Inc	Kobe Kyu Kyoryuchi 25Bankan	14,195	3.3	2051.2 2030.1
6.	Room's TAISHODO	icot Mizonokuchi	14,032	3.2	2023.7
7.	Tokyu Resorts & Stays Co., Ltd.	A-FLAG NISHI SHINSAIBASHI	13,680	3.1	2037.10
8.	K'S HOLDINGS CORPORATION	Market Square Sagamihara	11,863	2.7	2034.6
9.	MUFG Bank, Ltd.	icot Nakamozu icot Tama Center A-PLACE Kanayama	5,609	1.3	-
10	. CA Sega Joypolis Ltd.	DECKS Tokyo Beach (Note 3)	5,172	1.2	2024.9

(Note 1) Based on the lease agreements as of May 31, 2023.

(Note 2) The percentage of area for each end-tenant is the ratio to the total leased area of API's portfolio as of May 31, 2023.

(Note 3) DECKS Tokyo Beach is calculated based on the pro rata share of the co-ownership interests (49%).

(Note 4) "-" denotes that the data is not disclosed due to no consent from tenants.

#### 2. Contract period and remaining contract period

	Urban Retail	Tokyo Office	Activia Account	Total
Contract Period (Year)	9.9	4.3(3.8)	9.3(6.8)	7.0(6.2)
Remaining Contract Period (Year)	6.6	2.5(2.0)	4.5(2.8)	4.1(3.5)

(Note 1) The figures in the parenthesis are excluding those of TAMACHI SQUARE (Land) and Amagasaki Q's MALL (Land). (Note 2) Based on the lease agreements as of May 31, 2023.

(Note 3) The figures are based on rents.

# 3. Average monthly rents for Tokyo Office Properties (incl. common service fee)

(incl. common service ree)										
	Tokyo Office properties	Tokyo Office properties (at IPO) (Note)								
Nov. 2015	¥22,127	¥19,995								
8th Period	(-0.5%)	(+2.3%)								
May 2016	¥23,358	¥20,406								
9th Period	(+5.6%)	(+2.1%)								
Nov. 2016	¥23,441	¥20,748								
10th Period	(+0.4%)	(+1.7%)								
May 2017	¥23,323	¥21,253								
11th Period	(-0.5%)	(+2.4%)								
Nov. 2017	¥23,510	¥21,681								
12th Period	(+0.8%)	(+2.0%)								
May 2018	¥23,761	¥21,870								
13th Period	(+1.1%)	(+0.9%)								
Nov. 2018	¥24,420	¥21,981								
14th Period	(+2.8%)	(+0.5%)								
May 2019	¥24,657	¥22,390								
15th Period	(+1.0%)	(+1.9%)								
Nov. 2019	¥25,180	¥22,919								
16th Period	(+2.1%)	(+2.4%)								
May 2020	¥24,969	¥23,318								
17th Period	(-0.8%)	(+1.7%)								
Nov. 2020	¥25,199	¥23,553								
18th Period	(+0.9%)	(+1.0%)								
May 2021	¥25,569	¥24,353								
19th Period	(+1.5%)	(+3.4%)								
Nov. 2021	¥26,222	¥24,433								
20th Period	(+2.6%)	(+0.3%)								
May 2022	¥26,114	¥24,154								
21st Period	(-0.4%)	(-1.1%)								
Nov. 2022	¥25,791	¥24,237								
22nd Period	(-1.2%)	(+0.3%)								
May 2023	¥25,626	¥24,357								
23rd Period	(-0.6%)	(+0.5%)								

(Note) "Tokyo Office properties (at IPO)" refers to 6 properties: TLC Ebisu Building, A-PLACE Ebisu-Minami, A-PLACE Yoyogi, A-PLACE Aoyama, Luogo Shiodome and A-PLACE Ikebukuro.



## Financial Results: Balance Sheet ~ The 23rd Period Ended May 2023 ~

- > Total assets at end of FP23 were ¥567.1bn, up ¥5.4bn from end of the previous FP
- ➤ NAV per unit stood at ¥463,122, down ¥2,654 from the previous FP, and unrealized gain increased to ¥99.7bn, down ¥3.7bn from the previous FP due to sale of property

#### 1. Balance sheet (vs. the previous FP) (in millions of yen)

		(	
	2022.11 (22nd)	2023.5 (23rd)	Change
Assets			
Current assets	23,567	23,313	-254
Cash and deposits, etc.	22,185	21,350	-834
Other	1,382	1,962	+580
Non-current assets	538,114	543,864	+5,749
Total property, plant and equipment	527,633	533,462	+5,829
Total intangible assets	9,061	9,060	-0
Other	1,420	1,340	-79
Total assets	561,682	567,177	+5,494

Liabilities			
Interest-bearing debts	260,349	265,850	+5,501
Short-term borrowings	999	0	-999
Current portion of long-term borrowings	32,250	34,250	+2,000
Investment corporation bonds	25,700	27,700	+2,000
Long-term borrowings	201,400	203,900	+2,500
Leasehold and guarantee deposits, etc.	26,427	27,172	+744
Total liabilities	286,776	293,022	+6,245
Net assets			
Unitholders' capital	270,963	270,963	-
Surplus	3,942	3,191	-750
Total net assets	274,906	274,155	-750
Total liabilities and net assets	561,682	567,177	+5,494

#### 2. Trend in NAV per unit



#### 3. Unrealized gain in portfolio





# Financial Results: Statement of Income ~ The 23rd Period Ended May 2023 ~

						(in millions of yen)
	Result of Period ended May 2023		Difference from Result of Period ended Nov. 2022	Forecast for Period ended May 2023 (As of Jan. 17,2023)	Diffe f	erence from previous forecast or Period ended Nov. 2022
Rent and common service fee	13,530	+252	Asset reshuffle+245	13,529	+1	
Parking lot fees and usages fees for warehouse	438	+23		398	+40	
Utility charge reimbursement	952	-72		805	+146	
Other revenue	172	-320	Cancellation policy-310	131	+40	
Total leasing business revenue	15,094	-116		14,864	+229	
Gain on sales of real estate properties	2,388	+1,421	Tokyu Plaza Ginza (Land)+1,102	1,285	+1,103	Tokyu Plaza Ginza (Land)+1,103
Operating revenue	17,482	+1,304		16,149	+1,333	
Management operation expenses	1,280	+22		1,249	+31	
Utilities expenses	1,230	+55		1,104	+126	
Tax and public dues	1,481	+68		1,425	+56	Asset reshuffle+59
Repair & maintenance expenses	376	+55		413	-37	
Other expenses related leasing business	355	+2		339	+16	
Total expenses related to leasing business	4,724	+204		4,531	+192	
NOI(excl. gain on sales)	10,369	-321		10,332	+36	
Depreciation, etc.	1,472	+96		1,456	+16	
NOI after depreciations (excl. gain on sales)	8,896	-417		8,876	+20	
Profit(loss) from real estate leasing business (incl. Gain on sales)	11,285	+1,004		10,161	+1,123	
General administrative expenses	1,459	+98		1,317	+142	AM Fee+64
Operating profit	9,826	+905		8,844	+981	
Total non-operating expenses	968	+44		964	+4	
Ordinary profit	8,859	+862		7,880	+978	
Profit	8,843	+999		7,865	+978	
DPU	¥9,350	+¥50		¥9,350		



# Financial Forecasts ~ The 24th Period Ending November 2023 and the 25th Period Ending May 2024 ~

	Forecast for Period ending Nov. 2023		Difference from Result of Period ended May 2023	Forecast for Period ending	Diffe	rence from previous Forecast
	13 427		. 6.150 6.1000 . 10, 2525	May 2024		or Period ending Nov. 2023
Rent and common service fee	13,727	-103	Reshuffle-102, Sales-linked rent-115	13,677	+249	Reshuffle+294, Sales-linked rent+59
Parking lot fees and usages fees for warehouse	414	-24		412	-1	
Utility charge reimbursement	1,089	+137		930	-159	
Other revenue	66	-105		51	-15	
otal leasing business revenue	14,998	-95		15,071	+72	
Gain on sales of real estate properties	2,261	-127	Luogo Shiodome (51%) +2,261	-	-2,261	Luogo Shiodome (51%) -2,261
perating revenue	17,260	-222		15,071	-2,188	
Management operation expenses	1,379	+98	PM fee+21, BM fee+19	1,311	-67	PM fee-15, CM fee-8
Utilities expenses	1,342	+112		1,224	-117	
Tax and public dues	1,351	-129		1,369	+18	
Repair & maintenance expenses	582	+205	Office+231, Retail-30	464	-117	Office-150, Retail+32
Other expenses related leasing business	439	+83		372	-67	
otal expenses related to leasing business	5,094	+370		4,742	-352	
IOI(excl. Gain on sales)	9,904	-465		10,329	+425	
Depreciation, etc.	1,502	+30		1,526	+23	
IOI after depreciations (excl. Gain on sales)	8,401	-495		8,802	+401	
rofit(loss) from real estate leasing business incl. Gain on sales)	10,662	-623		8,802	-1,859	
General administrative expenses	1,349	-109	AM fee-50	1,227	-122	AM fee-81
perating profit	9,312	-514		7,575	-1,737	
Total non-operating expenses	1,033	+64	Interest payment, etc.+64	1,100	+67	Interest payment, etc.+67
ordinary profit	8,279	-580		6,474	-1,804	
Profit	8,278	-565		6,473	-1,804	
PU	¥9.300	-¥50		¥9,300		



# Appraisal Values of Properties ~ At End of the 23rd Period Ended May 31, 2023 ~

(in millions of yen)

Category	Property #	Property name	Acquisition price (A)	Investment ratio (%)	Book value as of May 31, 2023 (B)	As of Nov. 30, 2022 (C)	Appraisal value As of May 31, 2023 (D)	Cap rate as of May 31, 2023	Difference from previous period (D-C)	Difference from acquisition price (D-A)	Difference from boo value (D-B)
	UR-1	Tokyu Plaza Omotesando Harajuku	45,000	8.2%	44,389	62,250	60,675	2.6%	-1,575	15,675	16,28
	UR-3	Q plaza EBISU	8,430	1.5%	8,099	11,600		3.2%	0	3,170	3,50
	UR-5	Kyoto Karasuma Parking Building	8,860	1.6%	8,605	10,300		4.6%	0	1,440	1,69
	UR-7	Kobe Kyu Kyoryuchi 25Bankan	21,330	3.9%	19,783	27,000		3.7%	-800	4,870	6,4
	UR-8	A-FLAG SAPPORO	4,410		5,459	7,490		5.3%	0	3,080	2,03
	UR-9	A-FLAG SHIBUYA	6,370	1.2%	6,395	7,780		3.9%	0	1,410	1,38
	UR-10	Q plaza SHINSAIBASHI	13,350		13,358	14,400		3.5%	-400	650	64
URBAN RETAIL	UR-11	A-FLAG KOTTO DORI	4,370		4,373	4,730		3.2%	10	370	36
	UR-12	A-FLAG BIJUTSUKAN DORI	4,700	0.9%	4,752	4,970		3.2%	0	270	2:
	UR-13	A-FLAG DAIKANYAMA WEST	2,280	0.4%	2,432	2,210		3.9%	0	-70	-22
	UR-15	DECKS Tokyo Beach	12,740		12,905	11,956		4.0%	-931	-1,715	-1,88
	UR-17	Q plaza HARAJUKU	13,200	2.4%	13,288	12,800		3.0%	-200	-600	-68
	UR-18	A-FLAG NISHISHINSAIBASHI	14,300	2.6%	14,397		15,000	3.9%	-	700	60
		Subtotal	159,340		158,242	177,486		-	-3,896	29,250	30,34
	TO-1	TLC Ebisu Building	7,400		7,194	12,400		3.4%	0	5,000	5,20
	TO-2	A-PLACE Ebisu Minami	9,640		9,503	16,700		3.3%	0	7,060	7,19
	TO-3	A-PLACE Yoyogi	4,070		3,801	5,070		3.7%	0	1,000	1,20
	TO-4	A-PLACE Aoyama	8,790	1.6%	8,496	11,000		3.8%	0	2,210	2,5
	TO-5	Luogo Shiodome	2,315	0.4%	2,220	3,264	3,260	3.4%	-4	945	1,0
	TO-6	TAMACHI SQUARE (Land)(Note2)	2,338		2,362	3,020	<u> </u>	3.2%	0	682	6
	TO-7	A-PLACE Ikebukuro	3,990	0.7%	3,600	5,830	5,760	3.7%	-70	1,770	2,1
TO	TO-8	A-PLACE Shinbashi	5,650	1.0%	5,725	7,420	7,240	3.5%	-180	1,590	1,5
	TO-9	A-PLACE Gotanda	5,730	1.0%	5,311	7,990	8,060	3.4%	70	2,330	2,7
	TO-10	A-PLACE Shinagawa	3,800	0.7%	3,755	6,640	6,560	3.2%	-80	2,760	2,8
TOKYO OFFICE	TO-11	OSAKI WIZTOWER	10,690	1.9%	10,279	14,800	14,800	3.2%	0	4,110	4,5
	TO-12	Shiodome Building	71,600	13.1%	70,053	75,950	75,600	3.1%	-350	4,000	5,5
	TO-13	A-PLACE Ebisu Higashi	7,072	1.3%	6,928	7,790	7,790	3.5%	0	718	8
	TO-14	A-PLACE Shibuya Konnoh	4,810	0.9%	4,910	5,860	5,880	3.4%	20	1,070	9
	TO-15	A-PLACE Gotanda Ekimae	7,280	1.3%	7,578	7,890	7,890	3.6%	0	610	3
	TO-16	A-PLACE Shinagawa Higashi	18,800	3.4%	18,681	19,500	18,200	3.6%	-1,300	-600	-4
	TO-18	Ebisu Prime Square	30,700	5.6%	30,973	32,000		3.2%	400	1,700	1,4
	TO-19	A-PLACE Tamachi East	6,800	1.2%	6,834	7,250		3.3%	0	450	4
	TO-20	Meguro Tokyu Building	16,300	3.0%	16,348	16,600		3.1%	-100	200	1
	TO-21	Q plaza Shinjuku-3chome	18,400	3.4%	18,507	19,400		3.5%	0	1,000	8
	TO-22	A-PLACE Shibuya Nampeidai	8,800	1.6%	8,855	9,290		3.2%	0	490	4
	TO-23	Kasumigaseki Tokyu Building	30,600	5.6%	30,842	3/230	31,300	3.2%	-	700	4
	10 25	Subtotal	285,575	52.1%	282,766	295,664		-	-1,594	39,795	42.6
	AA-1	Amagasaki Q's MALL (Land)	12,000	2.2%	12,113	14,200		4.1%	400	2,600	2,4
	AA-2	icot Nakamozu	8,500	1.5%	8,067	10,600		4.8%	0	2,100	2,5
	AA-4	icot Mizonokuchi	2,710		2,562	3,250		5.4%	1,220	1,760	1,9
AA	AA-5	icot Tama Center	2,840		2,549	4,010		4.7%	100	1,270	1,5
A A A A	AA-6	A-PLACE Kanayama	6,980		5,970	8,730		4.8%	0	1,750	2,7
ACTIVIA ACCOUNT	AA-7	Osaka Nakanoshima Building	11,100	2.0%	11,008	18,700		3.4%	300	7,900	7,9
	AA-8	icot Omori	5,790		5,618	7,270		4.0%	100	1,580	1,7
	AA-9	Market Square Sagamihara	4,820	0.9%	4,497	5,010		5.3%	-10	180	5
	AA-10	Umeda Gate Tower	19,000	3.5%	18,867	21,600		3.5%	0	2,600	2,7
	AA-11	A-PLACE Bashamichi	3,930	0.7%	4,050	5,190		4.6%	10	1,270	1,1
	AA-12	Commercial Mall Hakata	6,100	1.1%	6,251	5,790	5,770	4.7%	-20	-330	-4
	AA-13	A-PLACE Shinsaibashi	19,800	3.6%	19,952	21,900	21,900	3.6%	0	2,100	1,9
Total		Subtotal	103,570	18.9%	101,509	126,250	128,350	-	2,100	24,780	26,8

(Note) Tokyu Plaza Omotesando Harajuku, DECKS Tokyo Beach, Q plaza HARAJUKU, Luogo Shiodome, Shiodome Building and Ebisu Prime Square are calculated based on the pro rata share of the co-ownership interests (75%, 49%, 60%, 51%, 35% and 51%, respectively).



# Portfolio Appraisal Values Status/PML (1/2)

(in millions of yen)

				T					Capitaliza	ation value		,	lions of yen)
Category	Property #	Property name	Acquisition price	Investment ratio (%)	Appraisal agency (Note 1)	Appraisal value	Direct capitalization method	Capitalization rate (%)	Discounted cash flow method	Discount rate (%)	Terminal capitalization rate(%)	NOI (Note 2)	PML (%)
	UR-1	Tokyu Plaza Omotesando Harajuku (Note 3)	45,000	8.2%	J	60,675	60,825	2.6%	60,450	2.3%	2.6%	1,580	5.3
	UR-3	Q plaza EBISU (Note 4)	8,430	1.5%	Т	11,600	11,700	3.2%	11,500	3.4%/3.3%	3.4%	374	5.9
	UR-5	Kyoto Karasuma Parking Building	8,860	1.6%	D	10,300	10,300	4.6%	10,300	4.6%	4.8%	491	Less than 0.1
	UR-7	Kobe Kyu Kyoryuchi 25Bankan	21,330	3.9%	J	26,200	26,700	3.7%	25,700	3.5%	3.9%	999	1.5
	UR-8	A-FLAG SAPPORO (Note 5)	4,410	0.8%	D	7,490	7,460	5.3%	7,500	5.1%	5.5%	465	1.1
	UR-9	A-FLAG SHIBUYA	6,370	1.2%	D	7,780	7,850	3.9%	7,750	3.7%	4.1%	316	8.5
/UR	UR-10	Q plaza SHINSAIBASHI	13,350	2.4%	V	14,000	14,700	3.5%	13,800	3.3%	3.7%	517	2.6
URBAN RETAIL	UR-11	A-FLAG KOTTO DORI	4,370	0.8%	D	4,740	4,840	3.2%	4,690	3.0%	3.4%	168	6.3
	UR-12	A-FLAG BIJUTSUKAN DORI	4,700	0.9%	J	4,970	5,080	3.2%	4,850	3.0%	3.4%	166	5.6
	UR-13	A-FLAG DAIKANYAMA WEST	2,280	0.4%	V	2,210	2,230	3.9%	2,190	3.7%	4.1%	84	5.1
	UR-15	DECKS Tokyo Beach (Note 3)	12,740	2.3%	М	11,025	11,662	4.0%	10,780	3.8%	4.2%	534	6.7
	UR-17	Q plaza HARAJUKU (Note 3)	13,200	2.4%	V	12,600	12,840	3.0%	12,360	2.7%	3.1%	385	5.6
	UR-18	A-FLAG NISHI SHINSAIBASHI	14,300	2.6%	J	15,000	15,200	3.9%	14,800	3.7%	4.1%	597	2.9
	TO-1	TLC Ebisu Building	7,400	1.3%	Т	12,400	12,900	3.4%	12,200	3.5%	3.6%	473	6.1
	TO-2	A-PLACE Ebisu Minami	9,640	1.8%	Т	16,700	16,100	3.3%	17,000	3.4%	3.5%	543	8.2
	TO-3	A-PLACE Yoyogi	4,070	0.7%	V	5,070	5,130	3.7%	5,010	3.5%	3.9%	196	4.8
	TO-4	A-PLACE Aoyama (Note 5)	8,790	1.6%	D	11,000	10,900	3.8%	11,000	3.6%	4.0%	436	8.6
TO	TO-5	Luogo Shiodome (Note 3)	1,181	0.4%	D	2,608	3,330	3.4%	3,230	3.2%	3.6%	118	0.3
1101	TO-6	TAMACHI SQUARE (Land)	2,338	0.4%	Т	3,020	3,170	3.2%	2,960	3.6%	3.4%	101	(Note 6) -
TOKYO OFFICE	TO-7	A-PLACE Ikebukuro	3,990	0.7%	J	5,760	5,810	3.7%	5,710	3.5%	3.8%	223	5.0
	TO-8	A-PLACE Shinbashi	5,650	1.0%	J	7,240	7,250	3.5%	7,230	3.2%	3.5%	267	6.5
	TO-9	A-PLACE Gotanda	5,730	1.0%	М	8,060	8,190	3.4%	7,920	3.2%	3.6%	282	7.4
	TO-10	A-PLACE Shinagawa	3,800	0.7%	J	6,560	6,630	3.2%	6,480	3.0%	3.3%	216	7.8
	TO-11	OSAKI WIZTOWER	10,690	1.9%	D	14,800	14,900	3.2%	14,700	2.9%	3.3%	498	1.3

(Note 1) Abbreviation represents each appraisal agency as follows J: Japan Real Estate Institute, T: The Tanizawa Sōgō Appraisal, D: Daiwa Real Estate Appraisal Corp., V: Japan Valuers, and M: JLL Morii Valuation & Appraisal K.K.

(Note 2) Calculated based on Direct capitalization method.

(Note 3) Tokyu Plaza Omotesando Harajuku, DECKS Tokyo Beach, Q plaza HARAJUKU and Luogo Shiodome are calculated based on the pro rata share of the co-ownership interests (75%, 49%, 60% and 51%, respectively).

(Note 4) The discount rate for Q plaza Ebisu is 3.4% from the 1st to the 3rd year, and 3.3% from the 4th year onwards.

(Note 5) Seismic strengthening works were conducted at A-FLAG SAPPORO and A-PLACE Aoyama, in June 2007 and July 2008, respectively.

(Note 6) Not listed as we own only the land for TAMACHI SQUARE (Land).



# Portfolio Appraisal Values Status/PML (2/2)

												(in	millions of yen)
			Acquisition	Investment	Appraisal					tion value			
Category	Property #	Property name	price (A)	ratio (%)	agency (Note 1)	Appraisal value	Direct capitalization method	Capitalization method	Discounted cash flow method	Discount rate (%)	Terminal capitalization rate(%)	NOI (Note 2)	PML (%)
	TO-12	Shiodome Building (Note 3)	71,600	13.1%	М	75,600	80,500	3.1%	73,500	2.9%	3.3%	2,534	1.4
	TO-13	A-PLACE Ebisu Higashi	7,072	1.3%	V	7,790	7,910	3.5%	7,660	3.3%	3.7%	287	6.0
	TO-14	A-PLACE Shibuya Konnoh	4,810	0.9%	V	5,880	5,870	3.4%	5,890	3.1%	3.5%	208	5.7
	TO-15	A-PLACE Gotanda Ekimae	7,280	1.3%	V	7,890	7,900	3.6%	7,870	3.3%	3.7%	297	7.1
	TO-16	A-PLACE Shinagawa Higashi	18,800	3.4%	М	18,200	19,700	3.6%	17,600	3.4%	3.8%	767	6.1
TO	TO-18	Ebisu Prime Square (Note 3)	30,700	5.6%	М	32,400	33,099	3.2%	31,620	3.0%	3.4%	1,120	2.9
TOKYO OFFICE	TO-19	A-PLACE Tamachi East	6,800	1.2%	V	7,250	7,410	3.3%	7,080	3.1%	3.5%	259	5.9
TOMIC CHICA	TO-20	Meguro Tokyu Building	16,300	3.0%	J	16,500	16,500	3.1%	16,500	2.8%	3.1%	527	5.9
	TO-21	Q plaza Shinjuku-3chome	18,400	3.4%	V	19,400	19,700	3.5%	19,100	3.3%	3.7%	684	5.0
	TO-22	A-PLACE Shibuya Nampeidai	8,800	1.6%	V	9,290	9,340	3.2%	9,230	2.9%	3.3%	302	6.4
	TO-23	Kasumigaseki Tokyu Building	30,600	5.6%	Т	31,300	32,300	3.2%	30,800	3.3%	3.4%	1,056	1.7
	AA- 1	Amagasaki Q's MALL (Land)	12,000	2.2%	J	14,600	14,700	4.1%	14,500	3.8%	4.2%	600	-
	AA- 2	icot Nakamozu (Note 4)	8,500	1.5%	Т	10,600	10,900	4.8%	10,500	4.8%/4.9%	5.0%	541	3.2
	AA-4	icot Mizonokuchi	2,710	0.5%	М	4,470	4,710	5.4%	4,370	5.2%	5.8%	256	7.9
	AA- 5	icot Tama Center	2,840	0.5%	J	4,110	4,120	4.7%	4,100	4.3%	4.9%	196	2.4
	AA- 6	A-PLACE Kanayama	6,980	1.3%	V	8,730	8,810	4.8%	8,650	4.6%	5.0%	433	3.7
	AA- 7	Osaka Nakanoshima Building	11,100	2.0%	J	19,000	19,200	3.4%	18,800	3.2%	3.5%	701	3.0
ACTIVIA ACCOUNT	AA-8	icot Omori	5,790	1.1%	J	7,370	7,380	4.0%	7,350	3.8%	4.1%	300	5.8
	AA- 9	Market Square Sagamihara	4,820	0.9%	V	5,000	5,020	5.3%	4,980	5.1%	5.5%	263	6.6
	AA-10	Umeda Gate Tower	19,000	3.5%	D	21,600	21,900	3.5%	21,500	3.3%	3.7%	795	1.1
	AA-11	A-PLACE Bashamichi	3,930	0.7%	М	5,200	5,330	4.6%	5,060	4.3%	4.8%	259	6.4
	AA-12	Commercial Mall Hakata	6,100	1.1%	V	5,770	5,770	4.7%	5,770	4.4%	4.8%	282	0.7
	AA-13	A-PLACE Shinsaibashi	19,800	3.6%	V	21,900	22,200	3.6%	21,500	3.4%	3.8%	837	2.6
47	properties a	t end of May 2023	548,485	100.0%	-	642,310	655,966	-	634,040	-	-	23,533	2.5

(Note 1) Abbreviation represents each appraisal agency as follows J: Japan Real Estate Institute, T: The Tanizawa Sogo Appraisal, D: Daiwa Real Estate Appraisal Corp., V: Japan Valuers, and M: JLL Morii Valuation & Appraisal K.K.

(Note 2) Calculated based on Direct capitalization method.

(Note 3) Shiodome Building and Ebisu Prime Square are calculated based on the pro rata share of the co-ownership interests (35% and 51%, respectively).

(Note 4) Not listed as we own only the land for Amagasaki Q's MALL (Land).

(Note 6) Calculation is based on the seismic data derived from the "National Seismic Hazard Maps for Japan" publicized by the Headquarters for Earthquake Research Promotion, Ministry of Education, Culture, Octivia Sports, Science and Technologies in Dec. 2012. The figures are rounded to the first decimal place. PML for the entire portfolio is based on the "Report of portfolio seismic PML analysis" as of June 2023..

(Note 5) Discount rate for icot Nakamozu is 4.8% from 1st to 5th year, 4.9% from 6th year onwards.

# Trend in Cap Rate (Note 1)

Category	Property #	Property name	Acquisition date	At acquisition	2012.11 (2nd Period)	2013.5 (3rd Period)	2013.11 (4th Period)	2014.5 (5th Period)	2014.11 (6th Period)	2015.5 (7th Period)	2015.11 (8th Period)	2016.5 (9th Period)	2016.11 (10th Period)	2017.5 (11th Period)	2017.11 (12th Period)	2018.5 (13th Period)	2018.11 (14th Period)	2019.5 (15th Period)	2019.11 (16th Period)	2020.5 (17th Period)	2020.11 (18th Period)	2021.5 (19th Period)	2021.11 (20th Period)	2022.5 (21st Period)	2022.11 (22nd Period)	2023.5 (23rd Period)
	UR-1	Tokyu Plaza Omotesando Harajuku (Note 2)	Jun. 13th, 2012	3.8%	3.7%	3.7%	3.6%	3.4%	3.3%	3.2%	3.1%	3.1%	3.0%	2.9%	2.8%	2.8%	2.7%	2.7%	2.6%	2.6%	2.6%	2.7%	2.7%	2.7%	2.7%	2.6%
	UR-3	Q plaza EBISU	Jun. 13th, 2012	4.3%	4.3%	4.2%	4.2%	4.1%	4.0%	3.9%	3.8%	3.7%	3.6%	3.5%	3,4%	3.3%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%
	UR-5	Kyoto Karasuma Parking Building	Jun. 13th, 2012	5.7%	5.7%	5.7%	5.6%	5.5%	5.4%	5.3%	5.2%	5.1%	5.0%	4.9%	4.9%	4.9%	4.9%	4.9%	4.8%	4.8%	4.8%	4.7%	4.7%	4.6%	4.6%	4.6%
	UR-7	Kobe Kyu Kyoryuchi 25Bankan	Dec. 19th, 2013	4.8%	-	-	-	4.7%	4.6%	4.5%	4.3%	4.2%	4.1%	4.1%	4.0%	4.0%	4.0%	3.9%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.7%
	UR-8	A-FLAG SAPPORO	Dec. 19th, 2013	6.5%	-	-	-	6.2%	6.0%	6.0%	5.9%	5.8%	5.7%	5.6%	5.5%	5.5%	5.5%	5.5%	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%	5.3%
TID	UR-9	A-FLAG SHIBUYA	Dec. 19th, 2013	4.8%	-	-	-	4.7%	4.5%	4.4%	4.3%	4.2%	4.1%	4.0%	4.0%	4.0%	4.0%	3.9%	3.9%	3.9%	3.9%	3.9%	3.9%	3.9%	3.9%	3.9%
UK	UR-10	Q plaza SHINSAIBASHI	Dec. 16th, 2015	3.9%	-	-	-	-	-	-	-	3.9%	3.8%	3.7%	3.6%	3.6%	3.6%	3.6%	3.6%	3.6%	3.6%	3.6%	3.6%	3.6%	3.6%	3.5%
URBAN RETAIL	UR-11	A-FLAG KOTTO DORI	Dec. 20th, 2016	3.8%	-	-	-	-	-	-	-	-	-	3.6%	3.5%	3.5%	3.5%	3.5%	3.4%	3.4%	3.4%	3.4%	3.4%	3.2%	3.2%	3.2%
	UR-12	A-FLAG BIJUTSUKAN DORI	Dec. 2nd, 2016	3.8%	-	-	-	-	-	-	-	-	-	3.6%	3.6%	3.6%	3.6%	3.6%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.4%	3.2%
	UR-13	A-FLAG DAIKANYAMA WEST	Jan. 6th, 2017	4.1%	-	-	-	-	-	-	-	-	-	4.0%	3.9%	3.9%	3.9%	3.9%	3.9%	3.9%	3.9%	3.9%	3.9%	3.9%	3.9%	3.9%
	UR-15	DECKS Tokyo Beach (Note 2)	Jan. 5th, 2018	4.0%	-	-	-	-	-	-	-	-	-	-	-	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%
	UR-17	Q plaza HARAJUKU (Note 2)	Jan. 10th, 2019	3.0%	-	-	-	-	-	-	-	-	-	-	-	-	-	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
	UR-18	A-FLAG NISHI SHINSAIBASHI	Jan. 13th, 2023	4.0%	-	-	-	-	-	-	-	-	-	-	-	-	-		-	-	-	_	_		-	3.9%
	TO-1	TLC Ebisu Building	Jun. 13th, 2012	4.7%	4.7%	4.6%	4.6%	4.5%	4.3%	4.2%	4.1%	4.1%	4.0%	3.9%	3.8%	3.7%	3.6%	3.6%	3.6%	3.6%	3.6%	3.6%	3.6%	3.5%	3.4%	3.4%
	TO-2	A-PLACE Ebisu Minami	Jun. 13th, 2012	4.6%	4.6%	4.5%	4.5%	4.4%	4.2%	4.1%	4.0%	4.0%	3.9%	3.8%	3,7%	3.6%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.4%	3.3%	3.3%
	TO-3	A-PLACE Yoyogi	Jun. 13th, 2012	4.6%	4.6%	4.5%	4.6%	4.5%	4.5%	4.4%	4.3%	4.2%	4.1%	4.0%	3.9%	3.9%	3.9%	3.9%	3.9%	3,9%	3.9%	3.9%	3,8%	3.7%	3.7%	3.7%
	TO-4	A-PLACE Aoyama	Jun. 13th, 2012	4.9%	4.9%	4.9%	4.8%	4.7%	4.6%	4.5%	4.4%	4.3%	4.2%	4.1%	4.0%	4.0%	4.0%	4.0%	3,9%	3,9%	3.9%	3,9%	3.9%	3.8%	3.8%	3,8%
	TO-5	Luogo Shiodome (Note 2)	Jun. 13th, 2012	4.5%	4.5%	4.5%	4.4%	4.3%	4.2%	4.1%	4.0%	3.9%	3.8%	3.7%	3.6%	3.6%	3.6%	3.6%	3.5%	3.5%	3.5%	3.5%	3.5%	3.4%	3.4%	3.4%
	TO-6	TAMACHI SQUARE (Land)	Jun. 13th, 2012	4 4%	- 11570	11570		4.4%	4.3%	4.2%	4.1%	4.0%	3.9%	3.8%	3.7%	3.7%	3.6%	3.5%	3,4%	3.4%	3.4%	3.4%	3,4%	3.3%	3.2%	3.2%
	TO-7	A-PLACE Ikebukuro	Jun. 13th, 2012	5.1%	5.1%	5.0%	4.9%	4.9%	4.8%	4.6%	4.5%	4.5%	4.4%	4.3%	4.3%	4.2%	4.1%	4.0%	3.9%	3.9%	3.9%	3.9%	3.8%	3.7%	3.7%	3.7%
	TO-8	A-PLACE Shinbashi	Apr. 19th, 2013	4.7%	5.170	4.6%	4.5%	4.4%	4.3%	4.2%	4.1%	4.1%	4.0%	3.9%	3.9%	3.9%	3.8%	3.8%	3.7%	3.7%	3.7%	3.7%	3.6%	3.5%	3.5%	3.5%
	TO-9	A-PLACE Gotanda	Jan. 10th, 2014	4.4%		4.070	7.370	4.3%	4.3%	4.2%	4.1%	4.0%	3.9%	3.8%	3.7%	3.7%	3.7%	3.6%	3.5%	3.5%	3.5%	3.5%	3.5%	3.6%	3.5%	3.4%
	TO-10	A-PLACE Gottalida  A-PLACE Shinagawa	Jan. 10th, 2014	4.4%				4.3%	4.2%	4.1%	4.1%	4.0%	3.9%	3.8%	3.8%	3.7%	3.6%	3.5%	3.4%	3.4%	3.4%	3.4%	3.3%	3.2%	3.2%	3.4%
	TO-11	OSAKI WIZTOWER	Jun. 24th, 2014	4.3%				7.370	4.2%	4.1%	3.9%	3.8%	3.7%	3.6%	3.5%	3.5%	3.5%	3.5%	3.3%	3.3%	3.3%	3.3%	3.3%	3.2%	3.2%	3.2%
TO	10-11	OSARI WIZTOWER	Jan. 9th, 2015	3,9%					4.270	3.8%	3.8%	3.070	3.770	3.0%	3.370	3.370	3.370	3.370	3.370	3.370	3.370	3.370	3.370	3.270	3.270	3.270
TOKYO OFFICE	TO-12	Shiodome Building (Note 3)	Dec. 16th, 2015	3.8%			-	-		3.070	3.070	3.7%	3.6%	3.5%	3.5%	3.4%	3.4%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.2%	3.1%
TORYO OFFICE	10-12		Dec. 2nd, 2016	3.6%										3.370	3.370	3.470	3.470	3.370	3.370	3.370	3.370	3.370	3.370	3.370	3.270	3.170
	TO-13	A-PLACE Ebisu Higashi	Jul. 29th, 2015	4.1%			-	-			4.0%	4.0%	3.9%	3.8%	3,7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.6%	3.5%	3.5%	3.5%
	TO-14	A-PLACE Shibuya Konnoh	Oct. 1st, 2015	4.0%	-	-	-	-	-	-	4.0%	3.9%	3.8%	3.7%	3.6%	3.6%	3.6%	3.6%	3.6%	3.6%	3.6%	3.6%	3.5%	3.4%	3.4%	3.4%
	TO-15	· ·	Jul. 1st, 2016	4.1%	-	-	-	-	-	-	4.070	3.570	4.0%	3.9%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%		3.7%			3.6%
	TO-15	A-PLACE Gotanda Ekimae  A-PLACE Shinagawa Higashi	Mar. 16th, 2017	4.1%	-	-	-	-	-	-	-	-	4.0%	4.0%	3.9%	3.9%	3.9%	3.9%	3.8%	3.8%	3.8%	3.8%	3.8%	3.6%	3.6%	3.6%
	TO-18	Ebisu Prime Square (Note 2)	Jan. 10th, 2020	4.0%	-	-	-	-	-	-	-	-	-	4.0%	3.9%	3.9%	3.9%	3.9%	3.6%	3.4%	3.4%	3.4%	3.4%	3.4%	3.3%	3.2%
	TO-18	A-PLACE Tamachi East	Oct. 29th, 2021	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3.4%	3.4%	3.4%	3.4%	3.4%	3.3%	3.3%
	TO-20		Sep. 10th, 2021	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3.4%	3.1%	3.1%	3.1%
	TO-21	Meguro Tokyu Building		-	-	-	-	-	-	-	-		-	-	-	-	-	-	-	-	-	-	3.5%			3.5%
	TO-22	Q plaza Shinjuku-3chome	Sep. 10th, 2021	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		3.5%	3.5%	3.5%	3.5%
	TO-23	A-PLACE Shibuya Nampeidai	Sep. 10th, 2021	3,2%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		3.3%	3.2%	3.2%	3.2%
		Kasumigaseki Tokyu Building	Mar. 28th, 2023		- F 00'	- F 001	4.00′	4.001	4.00%	4.001	4 701	4.001	4.501	4.401	4.70/	4 70′	4.201	4.201	4 201	4.201	4.201	4 201	4.201	4 201	4.20/	
	AA-1	Amagasaki Q's MALL (Land)	Jun. 13th, 2012	5.0%	5.0%	5.0%	4.9%	4.8%	4.8%	4.8%	4.7%	4.6%	4.5%	4.4%	4.3%	4.3%	4.3%	4.3%	4.2%	4.2%	4.2%	4.2%	4.2%	4.2%	4.2%	4.1%
	AA-2	icot Nakamozu	Jun. 13th, 2012	6.0%	6.0%	5.9%	5.8%	5.6%	5.5%	5.4%	5.3%	5.3%	5.2%	5.2%	5.2%	5.1%	5.0%	4.9%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%
	AA-4	icot Mizonokuchi	Jun. 13th, 2012	6.0%	6.0%	6.0%	5.9%	5.8%	5.8%	5.7%	5.6%	5.5%	5.4%	5.4%	5.4%	5.4%	5.5%	5.5%	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%	5.4%
	AA-5	icot Tama Center	Jun. 13th, 2012	6.2%	6.2%	6.2%	6.1%	6.0%	5.9%	5.8%	5.7%	5.6%	5.4%	5.3%	5.2%	5.1%	5.1%	5.1%	5.0%	5.0%	5.0%	5.0%	5.0%	4.9%	4.8%	4.7%
	AA-6	A-PLACE Kanayama	Jun. 13th, 2012	5.3%	5.3%	5.2%	5.4%	5.4%	5.4%	5.4%	5.3%	5.2%	5.1%	5.1%	5.1%	5.1%	5.1%	5.1%	5.1%	5.1%	5.1%	5.1%	5.0%	4.9%	4.9%	4.8%
TAA N	AA-7	Osaka Nakanoshima Building (Note 4)	Jan. 25th, 2013 Dec. 19th, 2014	5.0% 4.8%	-	5.0%	5.0%	4.9%	4.8%	4.6%	4.5%	4.5%	4.4%	4.3%	4.2%	4.1%	4.0%	3.9%	3.8%	3.8%	3.8%	3.8%	3.7%	3.6%	3.5%	3.4%
ACTIVIA ACCOUNT	AA-8	icot Omori	Dec. 19th, 2013	5.1%				5.0%	4.9%	4.8%	4.7%	4.7%	4.7%	4.6%	4.5%	4.4%	4.4%	4.4%	4.3%	4.3%	4.3%	4.3%	4.3%	4.2%	4.1%	4.0%
	AA-9	Market Square Sagamihara	Jan. 9th, 2015	5.6%				3.070	7.570	5.5%	5.4%	5.4%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%
	AA-10	Umeda Gate Tower	Sep. 21st, 2016	4.0%						3.370	3.770	3.470	3.9%	3.8%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.6%	3.5%	3.5%	3.5%
	AA-10	A-PLACE Bashamichi	Oct. 6th, 2016	5.1%									5.0%	4.9%	4.9%	4.9%	4.9%	4.9%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.7%	4.6%
	AA-11	Commercial Mall Hakata	Jan. 5th, 2018	4.8%	-	-		-	-	-		-	3.0 %	7.570	7.570	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	4.7%
					-	-	-	-	-	-	-	-	-	-	-	4.070	4.070	3.8%			3.8%					3.6%
	AA-13	A-PLACE Shinsaibashi	Jan. 10th, 2019	3.8%	-	-	-	-	-	-	-	-	-	-	-	-	-	3.6%	3.8%	3.8%	3.6%	3.8%	3.7%	3.6%	3.6%	3.0%

(Note 1) Calculated based on direct capitalization method.

(Note 2) Tokyu Plaza Omotesando Harajuku, DECKS Tokyo Beach, Q plaza HARAJUKU, Luogo Shiodome and Ebisu Prime Square are calculated based on the pro rata share of the co-ownership interests (75%, 49%, 60%, 51% and 51%, respectively).

(Note 3) Regarding Shiodome Building, the first row, the second row and the third row represent the figures for the stake acquired on January 9, 2015, December 16, 2015 and December 2, 2016 (coownership of 15%, 10% and 10%, respectively).

(Note 4) Regarding Osaka Nakanoshima Building, the first row represents the figures for the stake acquired on January 25, 2013 and the second row represents the figures for the stake acquired on December 19, 2014 (co-ownership of 50% each).



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# Occupancy Rate by Property ~ Average at End of Period Since 2nd Period Ended November 2012 ~

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Category	Property #	Property name	2012.11 (FP2)	2013.5 (FP3)	2013.11 (FP4)	2014.5 (FP5)	2014.11 (FP6)	2015.5 (FP7)	2015.11 (FP8)	2016.5 (FP9)	2016.11 (FP10)	2017.5 (FP11)	2017.11 (FP12)	2018.5 (FP13)	2018.11 (FP14)	2019.5 (FP15)	2019.11 (FP16)	2020.5 (FP17)	2020.11 (FP18)	2021.5 (FP19)	2021.11 (FP20)	2022.5 (FP21)	2022.11 (FP22)	202 (FP2
	UR-1	Tokyu Plaza Omotesando	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	99.6%	98.6%	99.4%	97.5%	93.1%	93.6%	100
	UR-3	Harajuku Q plaza EBISU	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100
		Kyoto Karasuma Parking																						
	UR-5	Building	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100
	UR-7	Kobe Kyu Kyoryuchi 25Bankan	-	-	-	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	98.0%	98.0%	91.6%	9:
	UR-8	A-FLAG SAPPORO	-	-	-	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	99.6%	100.0%	98.3%	96.0%	96.1%	96.1%	96.4%	9
JKI	UR-9	A-FLAG SHIBUYA	-	-	-	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	10
BAN RETAIL	UR-10	Q plaza SHINSAIBASHI	-	-	-	-	-	-	-	88.4%	100.0%	100.0%	100.0%	88.4%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	10
	UR-11	A-FLAG KOTTO DORI	-	-	-	-	-	-	-	-	-	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	88.9%	88.9%	88.9%	100.0%	10
	UR-12	A-FLAG BIJUTSUKAN DORI	-	-	-	-	-	-	-	-	-	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	10
	UR-13	A-FLAG DAIKANYAMA WEST	-	-	-	-	-	-	-	-	-	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	1
	UR-15	DECKS Tokyo Beach	-	-	-	-	-	-	-	-	-	-	-	100.0%	99.7%	100.0%	99.2%	99.1%	96.8%	94.9%	95.0%	97.0%	95.8%	-
	UR-17	Q plaza HARAJUKU	-	-	-	-	-	-	-	-	-	-	-	-	-	100.0%	100.0%	100.0%	100.0%	95.2%	93.0%	97.0%	94.8%	_
	UR-18	A-FLAG NISHI SHINSAIBASHI	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1
		UR average rate	99.5%	99.6%	99.1%	99.6%	100.0%	99.8%	100.0%	99.7%	99.4%	99.8%	100.0%	99.7%	100.0%	100.0%	99.8%	99.8%	98.9%	97.8%	97.5%	97.7%	96.6%	9
	TO-1	TLC Ebisu Building	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	87.5%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	93.2%	88.7%	82.2%	82.5%	100.0%	1
	TO-2	A-PLACE Ebisu Minami	100.0%	96.1%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	92.3%	100.0%	100.0%	100.0%	100.0%	
	TO-3	A-PLACE Yoyogi	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	88.9%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	TO-4	A-PLACE Aoyama	86.7%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	:
	TO-5	Luogo Shiodome	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	87.3%	79.1%	91.8%	79.1%	
	TO-6	TAMACHI SQUARE (Land)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	1
	TO-7	A-PLACE Ikebukuro	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	1
	TO-8	A-PLACE Shinbashi	-	84.6%	88.4%	100.0%	100.0%	98.7%	97.8%	100.0%	100.0%	100.0%	100.0%	100.0%	98.7%	98.7%	100.0%	100.0%	100.0%	100.0%	100.0%	79.0%	79.0%	
	TO-9	A-PLACE Gotanda	-	-	-	100.0%	100.0%	100.0%	100.0%	100.0%	89.3%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	89.3%	100.0%	100.0%	
	TO-10	A-PLACE Shinagawa	-	-	-	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	86.4%	100.0%	1
	TO-11	OSAKI WIZTOWER	-	-	-	-	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	1
	TO-12	Shiodome Building	-	-	-	-	-	98.2%	93.2%	98.2%	99.4%	99.9%	99.7%	99.9%	100.0%	100.0%	99.7%	100.0%	99.7%	99.5%	99.5%	97.8%	69.5%	L
YO OFFICE	TO-13	A-PLACE Ebisu Higashi	-	-	-	-	-	-	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	-
TO OTTICE	TO-14	A-PLACE Shibuya Konnoh	-	-	-	-	-	-	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	L
	TO-15	A-PLACE Gotanda Ekimae	-	-	-	-	-	-	-	-	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	88.6%	100.0%	100.0%	100.0%	100.0%	1
	TO-16	A-PLACE Shinagawa Higashi	-	-	-	-	-	-	-	-	-	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	95.2%	95.2%	95.2%	74.4%	L
	TO-18	Ebisu Prime Square	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	98.2%	94.2%	89.6%	93.2%	97.6%	96.9%	
	TO-19	A-PLACE Tamachi East	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	98.8%	100.0%	100.0%	-
	TO-20	Meguro Tokyu Building	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	100.0%	100.0%	100.0%	
	TO-21	Q plaza Shinjuku-3chome	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	100.0%	100.0%	100.0%	_
	TO-22	A-PLACE Shibuya Nampeidai	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	100.0%	100.0%	100.0%	_
	TO-23	Kasumigaseki Tokyu Building	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
		TO average rate	97.4%	97.5%	98.6%	100.0%	100.0%	99.6%	97.5%	99.6%	98.9%	100.0%	99.9%	100.0%	99.9%	99.9%	99.9%	99.7%	97.8%	96.7%	96.7%	96.7%	89.9%	
	AA-1	Amagasaki Q's MALL (Land)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	AA-2	icot Nakamozu	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	AA-4	icot Mizonokuchi	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	:
	AA-5	icot Tama Center	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	98.6%	100.0%	100.0%	1
	AA-6	A-PLACE Kanayama	100.0%	100.0%	98.6%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	1
V	AA-7	Osaka Nakanoshima Building	-	99.6%	100.0%	97.3%	98.2%	97.9%	97.9%	100.0%	100.0%	96.9%	100.0%	98.4%	100.0%	99.9%	99.9%	100.0%	100.0%	99.5%	99.5%	100.0%	99.1%	
1/1	AA-8	icot Omori	-	-	-	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	:
ZIA ACCOUNT	AA-9	Market Square Sagamihara	-	-	-	-	-	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	AA-10	Umeda Gate Tower	-	-	-	-	-	-	-	-	93.6%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	85.5%	93.5%	97.8%	
	AA-11	A-PLACE Bashamichi	-	-	-	-	-	-	-	-	99.1%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	98.3%	100.0%	100.0%	100.0%	100.0%	100.0%	
	AA-12	Commercial Mall Hakata	-	-	-	-	-	-	-	-	-	-	-	97.0%	97.0%	97.0%	95.0%	100.0%	92.7%	87.0%	89.7%	90.3%	90.3%	$\perp$
	AA-13	A-PLACE Shinsaibashi	-	-	-	-	-	-	-	-	-	-	-	-	-	90.7%	100.0%	100.0%	100.0%	100.0%	100.0%	97.0%	95.9%	
		AA average rate	100.0%	100.0%	99.9%	99.8%	99.8%	99.7%	99.7%	100.0%	99.4%	99.6%	100.0%	99.6%	99.8%	99.0%	99.7%	99.9%	99.6%	99.2%	98.2%	98.7%	98.8%	. 9
		folio average	99.4%	99.4%	99.4%	99.8%	99.9%	99.7%	99.2%	99.8%	99.3%	99.8%	400.004	99.8%	99.9%	99.5%	99.8%	99.8%	98.9%	98.1%	97.5%	97.8%	95.2%	g

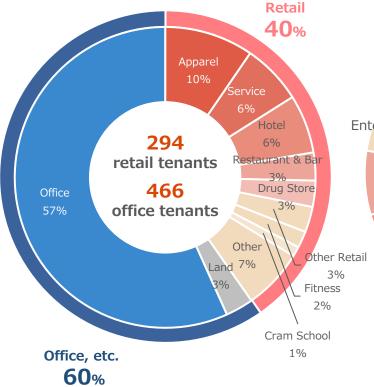
(Note 1) The occupancy rate refers to the share of the total leased area to the total leasable area of each property at the end of month. The figures are rounded to the first decimal place. (Note 2) Average rate for each asset category and total portfolio average rate are at the end of respective period. (Assets disposed of during the relevant period are not included)



### Overall Portfolio by Rent and Details of Response to COVID-19 ~ Retail tenants ~

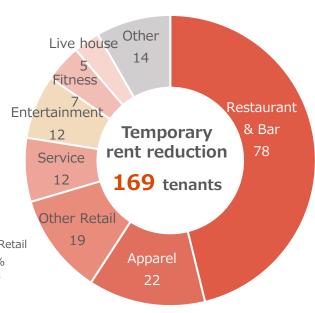
# By rent (overall portfolio)

✓ Among retail tenants composing approx. 40% of all tenants, the most important sector in terms of rent is apparel



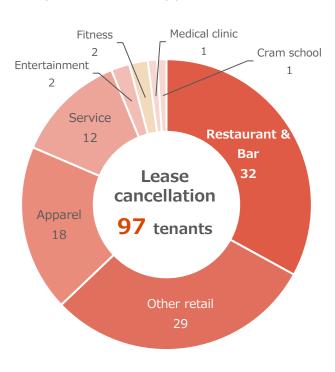
# Breakdown of temporary rent reduction

✓ Most rent relief requests come from restaurant & bar followed by apparel, other retail



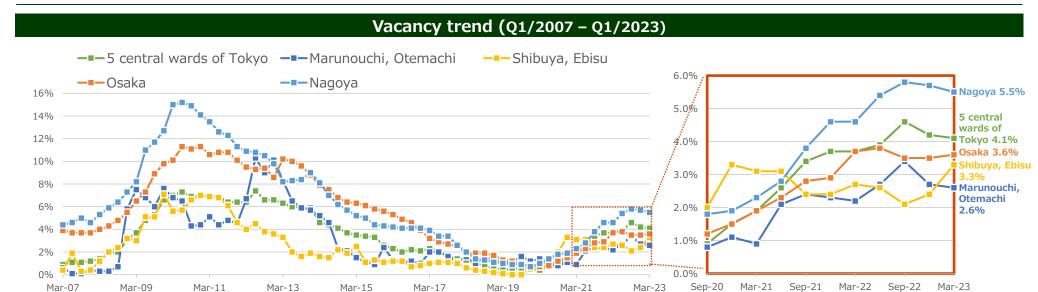
# Breakdown of lease cancellation

✓ Restaurant & bar accounts for most of lease cancellation, followed by other retail, apparel and service

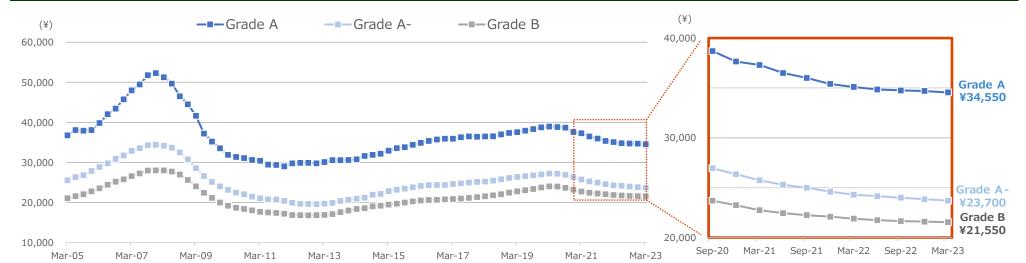




# Vacancy Rate by Area and Trends of Average Rent for 23 Wards of Tokyo



#### Estimated contracted rent average (Q1/2005 - Q1/2023)

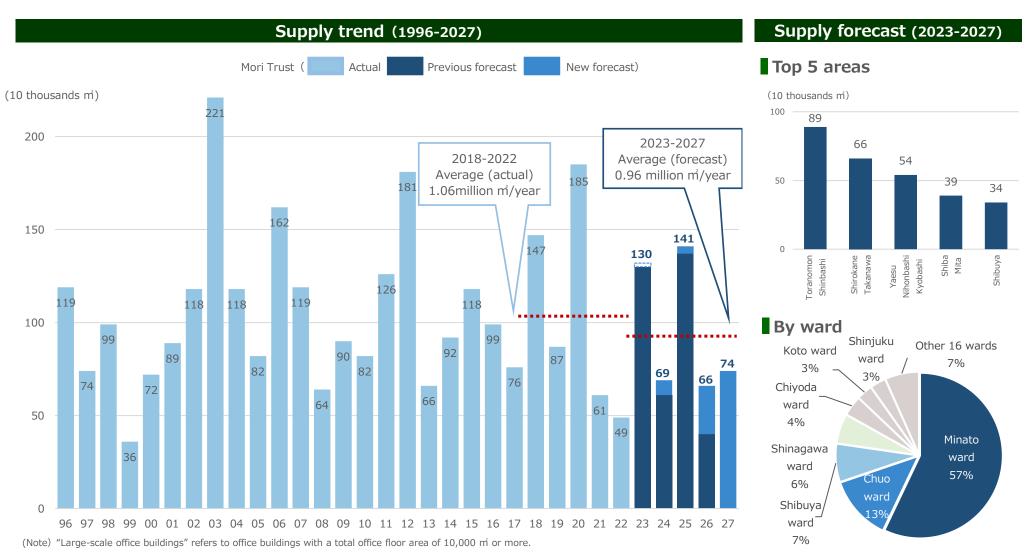


(Note) Grade A: Office buildings within the 5 central wards of Tokyo, with more than 6,500 tsubo of total leasable area, 10,000 tsubo of gross floor area, 500 tsubo of basic floor area and aged less than 11 years. Grade A-: Office buildings within the 23 wards of Tokyo, with more than 4,500 tsubo of total leasable area, 7,000 tsubo of gross floor area, 250 tsubo of basic floor area and complying with the new earthquake resistance standard. Grade B: Office buildings within the 23 wards of Tokyo, having more than 2,000 tsubo of basic floor area, between 2,000 and 7,000 tsubo of gross area, and complying with the new earthquake resistance standard. (Source)CBRE K.K.



# Supply of Large-Scale Office Buildings in 23 Wards of Tokyo

> The report released in June 2023 indicates no significant fluctuation from the previous forecast, and **oversupply trend has not been seen** 





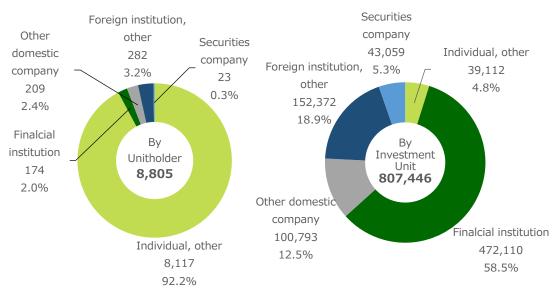
# Unit Price Performance and Volume ~ Since June 1, 2020 ~



# **Distribution of Unitholders** ~ At End of FP23 Ended May 2023 ~

#### 1. Distribution of Unitholders by # of Unitholders and # of Units

	End of	May 2023	(the 23rd F	End of l	Nov. 2022	(the 22nd I	Period)	
	# of unit- holders	Ratio	# of units	Ratio	# of unit- holders	Ratio	# of units	Ratio
Individual, other	8,117	92.2%	39,112	4.8%	7,881	91.9%	38,447	4.7%
Financial institution	174	2.0%	472,110	58.5%	178	2.1%	472,841	58.2%
Other domestic company	209	2.4%	100,793	12.5%	202	2.4%	100,517	12.4%
Foreign institution, other	282	3.2%	152,372	18.9%	292	3.4%	162,567	20.0%
Securities company	23	0.3%	43,059	5.3%	22	0.3%	38,192	4.7%
Total	8,805	100.0%	807,446	100.0%	8,575	100.0%	812,564	100.0%



#### 2. Top 10 Unitholders

Name	Investment units	Ratio (%)
Custody Bank of japan, Ltd.     (Trust accounts)	220,701	27.3%
2. The Master Trust Bank of Japan, Ltd. (Trust accounts)	123,136	15.3%
3. Tokyu Land Corporation	89,365	11.1%
4. The Nomura Trust and Banking Co., Ltd. (Investment accounts)	37,653	4.7%
5. SMBC Nikko Securities Inc.	25,650	3.2%
6. STATE STREET BANK WEST CLIENT - TREATY 505234	10,504	1.3%
7. STATE STREET BANK AND TRUST COMPANY 505103	10,429	1.3%
8. The Shinkumi Federation Bank	8,425	1.0%
9. JAPAN SECURITIES FINANCE CO., LTD.	8,059	1.0%
10. LEGAL + GENERAL ASSURANCE PENSIONS MANAGEMENT LIMITED	7,952	1.0%
Total	541,874	67.1%



#### **AUM Trend** ~ Continual Achievement of External Growth ~

- AUM continually expanded through publicly offered equity funding along with rigorous investment focusing on location and quality
- Since IPO, AUM grew 3.2-fold to ¥548.4bn



# **API's Characteristics and Strength**

API is a J-REIT which primarily invests in Urban Retail Properties and Tokyo Office Properties as focused investment target and has a high-quality portfolio

1 Investment target: Retail properties and office properties (Diversified assets)



Investment ratio **Investment ratio** (by category) (by area) TO 52.1% UR 29.1% Other major cities Three major metropolitan areas Retail 27% Office 36.8% 63.2% Wards of 6 central wards of Tokyo other than 6 wards 2% AA 18.9% Core asset 81.1% ¥548.4bn Asset size (UR+TO) (Based on acquisition price)

Sponsor: Tokyu Land Corporation (Comprehensive real estate developer)

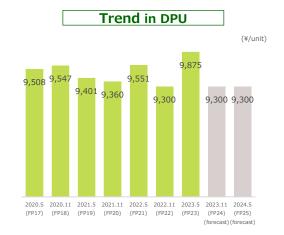


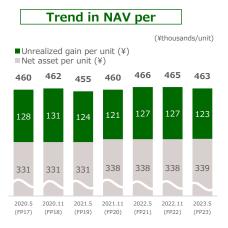
✓ Enforce "same-boat investment principle" by co-ownership of properties and investment



**3** Operation results

: long term stability of DPU and continuing growth of NAV







Investment 11.1%

# **Activia's Corporate Philosophy/Basic Policies/Portfolio Composition Policy**

#### 1. Corporate Philosophy

- Our name "Activia" has been coined from the English word "Activate" and the Latin suffix "ia" meaning "place"
- We aim to invigorate society through investment in and operation of our properties

#### 2. Basic Policies

- ✓ Focused investments in Urban Retail and Tokyo Office Properties
- ✓ Utilization of the comprehensive support and capabilities of Tokyu Fudosan Holdings Group's value chain
- √ Strong governance structure aimed at maximizing unitholder value

In order to maximize unitholder value over the medium to long term, we rigorously select properties which we can expect stable and sustainable demand from retail customers and office tenants, such as properties that are located in areas where large numbers of people gather and that serve as a foothold for bustling social and corporate activities. We also seek to maximize unitholder value by proactively managing our properties and taking initiatives to maintain and improve its asset management.

## 3. Portfolio Composition Policy

We intend to maintain a competitive portfolio in the medium to long term by investing primarily in Urban Retail properties and Tokyo Office properties upon careful consideration of location as the most important factor, followed by other factors such as size, quality, specifications and suitability for use by tenants.



Urban Retail Properties that are easily recognized and located either near major train stations or popular areas in Tokyo, government-designated major cities within Japan's three major metropolitan areas and other major cities in Japan



Office properties within the 23 wards of Tokyo in areas with a high concentration of offices and located near major train stations

70% or more



To enhance the stability and profitability of our portfolio, we rigorously select commercial facilities other than Urban Retail Properties and office building other than Tokyo Office Properties, assessing the attributes and competitiveness of each property

30% or less



# **Organizational Overview of API & TRM**

#### 1. Overview of API

#### Custodian Sumitomo Mitsui Trust Bank, Limited **Transfer Agent**

Sumitomo Mitsui Trust Bank, Limited

#### **General Administrator**

Sumitomo Mitsui Trust Bank, Limited

#### Administrator for **Investment Corporation Bonds**

MUFG Bank, Ltd. Sumitomo Mitsui Trust Bank, Limited

### Investment Corporation Activia Properties inc.

# Unitholders' meeting **Board of Directors**

Executive Director Nobuhide Kashiwagi

Supervisory Director Yonosuke Yamada

Supervisory Director Yoshinori Ariga

#### **Independent Auditor**

Frnst & Young ShinNihon LLC

### **Supporting Companies**

- Tokyu Livable, Inc.
- Tokyu community Corporation
- Tokyu Sports Oasis Inc.
- Tokyu Resorts & Stays Co., Ltd.

Asset management agreement

# **Asset Manager**

💿 TLC REIT Management Inc.



Sponsor

**TOKYU LAND CORPORATION** 

#### Transfer agency agreement

#### General administration agreement

Fiscal agency agreement

Asset custody agreement

Sponsor support agreement

#### 2. Overview of TRM

TLC REIT Management Inc.

Established in Oct. 2009

Capital ¥200 million

Shareholder/Sponsor Tokyu Land Corporation 100%

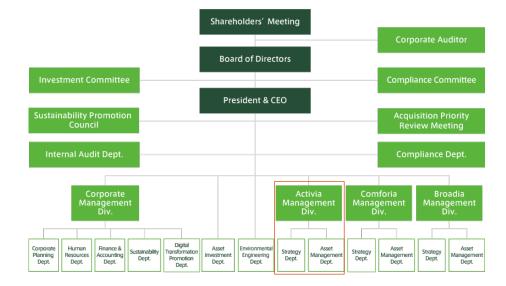


Akira Kuho President & CEO



Nobuhide Kashiwagi Chief Division Officer of Activia Management Division

## **Organizational Chart**





Affiliate support agreements

#### Disclaimer

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This document includes charts and data described by TLC REIT Management Inc. (hereinafter the "Asset Manager") and refers to data, index and other information provided by third parties in addition to information about Activia Properties Inc. (hereinafter the "Investment Corporation"). Also analyses, judgments and other points of view of the Asset Manager under the present situation are included.

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The Investment Corporation's actual performance may be materially different from results anticipated by forward-looking statements contained in this document.

Dates indicated in this document may not be business days.

#### **Disclaimer for Dutch Investors**

The units of the Investment Corporation are being marketed in the Netherlands under Section 1:13b of the Dutch Financial Supervision Act (Wet op het financiael toezicht, or the "Wft"). In accordance with this provision, the Asset Manager has notified the Dutch Authority for the Financial Markets of its intention to offer these units in the Netherlands. The units of the Investment Corporation will not, directly or indirectly, be offered, sold, transferred or delivered in the Netherlands, except to or by individuals or entities that are qualified investors (gekwalificeerde beleggers) within the meaning of Article 1:1 of the Wft, and as a consequence neither the Asset Manager nor the Investment Corporation is subject to the license requirement pursuant to the Wft. The Asset Manager is therefore solely subject to limited ongoing regulatory requirements as referred to in Article 42 of the European Alternative Investment Fund Managers Directive (European Directive 2011/61/EU) (the "AIFMD").

Please visit the Investment Corporation's home page (https://www.activia-reit.co.jp/en/) to access information provided under Article 23 of the AIFMD.