

# **Activia Properties Inc.**

Financial Results Presentation for the 8th Fiscal Period (Nov. 2015) Activia Properties Inc. (Ticker symbol: 3279/API)

TLC Activia Investment Management Inc.



Jan. 2016

# Highlights of the 8th Fiscal Period(FY ended Nov. 2015)

External Growth	Internal Growth	Financial Strategies
◆ Strategic Replacement of Assets [Acquired two (disposed one) properties] ■ Total acquisition amount: $\$11,882 \text{ mn.}$ ■ Vs. appraisal value: 98.5% ■ Acquisition yield: Avg. 4.4% ■ Gain on selling "icot Kongo": $\$200 \text{ mn.}$ No. of properties: 30 (incl. icot Kongo) → 31 (7th period) (8th period) Asset size: $\$282.6 \text{ bn.} \rightarrow \$292.9 \text{ bn.}$ (7th period) (8th period)	<ul> <li>Expanded internal growth through the property capacity of our portfolio</li> <li>[Tokyo Office]</li> <li>At Tenant turnover: (8th period avg.: +13.9%)</li> <li>At Rent revision: (8th period avg.: +12.9%)</li> <li>At Rent revision: (8th period avg.: +12.9%)</li> <li>Increase of sales linked rents mainly in booming hotels</li> <li>[Urban Retail]</li> <li>Sales linked rents: ¥119mn: app. ¥38mn UP (from the previous period)</li> <li>% of sales linked rents: 1.4%: app. 0.41pt UP (from the previous period)</li> </ul>	<ul> <li>◆ Lengthened and diversified repayment period</li> <li>■ Strategic borrowing and refinancing (borrowings for the 8/9th period)</li> <li>Average term 2.0 Yrs. → 7.7 Yrs. remaining to maturity (Before refinancing) (After refinancing)</li> <li>◆ Increased commitment line</li> <li>■ Sep. 2015: newly executed ¥4 bn. Total: ¥12 bn. →¥16 bn.</li> <li>▲ Change in credit rating outlook</li> <li>■ Rating : AA-Outlook : Stable → Positive</li> </ul>



(Note) A trust beneficiary right with "icot Kongo" as the asset in trust was transferred to a third party on July 8, 2015.



## **Overview of Follow-on Offering in 2015**

## 1. Offering summary

Offering Units	45,390units
Domestic: International	60.0% : 40.0%
# of investment units issued and outstanding after the offering	599,654 Units
Offer price	¥472,360 per unit
Issue price	¥457,418 per unit
Total issue price	¥20,762,203,020 (include third-party allotment)
Launch	November 26, 2015
Pricing	December 8, 2015
Payment date	December 15, 2015 (Third-party allotment: January 5, 2016)
Delivery date	December 16, 2015 (Third-party allotment: January 6, 2016)

### 2. Offering Highlights

**1.Increase our unitholder value by expanding our portfolio continuously** 

2. Acquisition of properties focusing on "prime location" and "upside potential for rent"

3. Realize internal growth focusing on property location and quality

4. Execute a stable, proactive and flexible financing strategy based on the financial market conditions

**5.** Leverage multi-faceted support from the Tokyu Fudosan Holdings Group for continuous growth

(as of Nov. 30, 2015)

Activia

			•									
		Property name	Photo	Location	Nearest station	Acquisition date	Acquisition price (¥mn)	Appraisal value (¥mn)	Appraisal NOI yield	Occupancy rate	Floors	Total floor space
		UR-10 Q plaza SHINSAIBASHI		Shinsaibashi- suji, Chuo-ku, Osaka	1-minute walk from Shinsaibashi station	Dec. 16, 2015	13,350	13,400	3.9%	88.4%	B2F/8F	3,822.45m
Newly	3rd PO	TO-12 Shiodome Building (additional 10% co- ownership interest)		Kaigan, Minato- ku, Tokyo	3-minute walk from Hamamatsu-cho station 3-minute walk from Daimon station	Dec. 16, 2015	20,400	20,700	4.1%	93.2%	B2F/24F	115,930.83㎡ (Whole building)
y ac		Subtotal					33,750	34,100	<b>4.0%</b> (average)			
acquired	8th	TO-13 Frontier Ebisu		Higashi, Shibuya-ku, Tokyo	6-minute walk from Ebisu station	Jul. 29, 2015	7,072	7,160	4.4%	100.0%	B2F/10F	5,312.23m
	n Period	TO-14 Shibuya Konnoh Building		Shibuya, Shibuya-ku, Tokyo	4-minute walk from new south exit, Shibuya station	Oct. 1, 2015	4,810	4,900	4.4%	100.0%	B1F/8F	4,331.70m
	đ	Subtotal					11,882	12,060	<b>4.4%</b> (average)			
		Total					45,632	46,160	<b>4.1%</b> (average)			

### 3. Overview of Newly acquired assets

The 8th Period Financial Highlights, and Forecasts for the 9th and 10th Periods

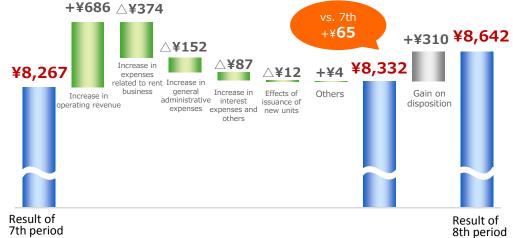
## 1. The 8th Period Financial Highlights and Forecasts for the 9th and 10th Periods

# Financial Results for the 8th Period (ended Nov 2015): Income Statement <sup>5</sup>

- Revenue and income increased from both the previous period and the forecast, mainly due to (i) contributions from 3 properties acquired with previous PO and 2 properties acquired in the 8th period (Note 2), (ii) the gain on disposition of "icot Kongo" and (iii) replacement and upward rent revisions of Tokyo Office properties
- DPU is expected to be ¥8,332, up ¥65 from the previous period (exclude the effect of ¥200mn gain on disposition of "icot Kongo")
- 1. 8th period results vs. 7th period / Previous 8th period forecasts

(in minors of yer)						
	7th period	8th j	8th period		comparison)	
	Results	Results	vs. 7th period	Previous forecasts (2015.7.10)	Result vs. forecasts	
Operating revenue	9,120	9,701	+580	9,633	+67	
(of which) disposition	(-)	(200)	(+200)	(200)	(+0)	
excluding disposition	(9,120)	(9,500)	(+380)	(9,432)	(+67)	
Operating expenses	3,921	4,241	+319	4,233	+7	
of Taxes & public dues	578	643	+64	643	riangle 0	
Operating income	5,199	5,460	+260	5,399	+60	
Ordinary income	4,583	4,790	+207	4,766	+24	
Net income	4,582	4,789	+207	4,765	+24	
DPU (yen)	8,267	8,642	+375	8,597	+45	

### 2. Variance between the 7th and the 8th period results (DPU)



(Note 1) To reflect a 2-for-1 split of investment units with October 1, 2015 as the effective date, half of the DPU is stated for the 7th period.

(Note 2) 3 properties acquired in connection with 2014 PO means "Shiodome Building (15% co-ownership interest)", "Osaka Nakanoshima Building(remaining 50% co-ownership interest)" and "Market Square Sagamihara". 2 properties acquired in the 8th period means "Frontier Ebisu" and "Shibuya Konnoh Building"



(in millions of ven)

3. Variance analysis (7th vs. 8th periods)

			(IT THINOIS OF YEL
	8th period result vs. 7th period resu		Details
Operating	3 Properties acquired at 2014 PO	+580 +195	Rent +181, Utility fee income +9
revenue	2 Properties acquired in 8th period Existing Disposition income	+134 +50 +200	Rent +123, Utility fee income +7 Utility fee income +58, Rent +41, Cancellation fee +20, Kongo $\triangle$ 76 Kongo
Expenses related to rent business	3 Properties acquired at 2014 PO	+200 +211 +87	Of which, impact of disposing Kongo $\triangle 21$ Taxes & public dues +23, Depreciation +19, Maintenance fee +15, Repa fee +14,
	2 Properties acquired in 8th period Existing	+46 +77	Depreciation +23, Maintenance fee +9, Utility expense +8, Repair fee +68, Taxes & public dues +45, Maintenance fee $\triangle$ 27, Advertising & promotion cost $\triangle$ 13
NOI after depreciation (excluding	3 Properties acquired at 2014 PO 2 Properties acquired	+168 +108	Of which, impact of disposing Kongo $ riangle 55$
Disposition impact)	in 8th	+88 28	
General administrative expenses		+107	Asset management fee +87, Taxes & public dues +12, Administrative & service fee +11
Operating income		+260	

#### 4. Variance analysis (vs. previous forecasts as of July 10, 2015) (in millions of yen)

8th period results vs. forecasts +67 Operating 2 Properties acquired +28 Rent +27 revenue in 8th Rent +21, Penalty +11, Facility rental fee +7, Utility fee income △6 Existing +39 +0Expenses related 2 Properties acquired +9 Depreciation +4, Other expenses +2, Maintenance fee +1, to rent business in 8th Other expenses +10, Repair fee +11 Existing  $\wedge 8$ Maintenance fee +8, Depreciation +3, Utility expense  $\triangle 41$ +67 NOI after 2 Properties acquired +18 depreciation in 8th Existina +48General Taxes & public dues +11, Asset management fee +4 administrative +6Miscellaneous fee  $\triangle 10$ expenses Operating income +60

## 1. The 8th Period Financial Highlights and Forecasts for the 9th and 10th Periods

## Financial Results for the 8th Period (ended Nov 2015): Balance Sheet

- Total assets grew by ¥10.2 bn, following the acquisition of two properties and the disposition of one property (from and to third parties).
- Unrealized gains in the portfolio based on appraisal at the end of the 8th Period stood at ¥39 bn, ¥8.2 bn up from the previous period.

omparison of the 7th and 8th	Periods (Bala	nce Sheet)	(in millions of yen)	
	7th Period (2015/5)	8th Period (2015/11)	Comparison	
Assets				
Current assets	13,753	13,906	+153	
Cash and deposits Other	12,750 1,002	13,342 564	+592 ∆438	Increase in assets by +¥10,271mn, following
Noncurrent assets	283,713	293,839	+10,126	the acquisition of two properties (Frontier Ebisu Shibuya Konnoh Building : ¥11,882mn) and the
Total property, plant and equipment Total intangible assets Other	278,747 4,565 400	288,739 4,564 535	+9,992 △1 +135	disposition of icot Kongo (¥1,611mn)
Total assets	297,466	307,746	+10,280	

Liabilities			
Short-term borrowings	-	2,400	+2,400
Long-term loans payable to be			
repaid within a year	19,000	19,000	-
Investment corporation bonds	8,000	8,000	-
Long-term loans payable	100,100	107,500	+7,400
Tenant leasehold and security	15,013	15,285	+272
deposits, and others	, , , , , , , , , , , , , , , , , , ,		
Total liabilities	142,113	152,185	+10,072
Net assets			
Unitholders' equity	155,353	155,560	+207
Unitholders' capital	150,770	150,770	-
Surplus	4,582	4,790	+208
Total net assets	155,353	155,560	+207
Total liabilities and net assets	297,466	307,746	+10,280

 Increase in debt due to borrowings to acquire new 2 properties +¥9,800mn

Changes in unrealized gains in the portfolio

7th Period	8th Period	Increase
30,818	39,051	+8,234



# 1. The 8th Period Financial Highlights and Forecasts for the 9th and 10th Periods

+¥1,202

Increase in

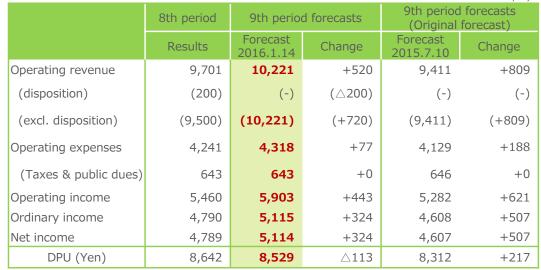
operating revenue

# (Reference) Financial Forecasts for the 9th Period (ending May 2016)

- Revenue and income are expected to increase due to new contributions from "Q plaza SHINSAIBASHI" and "Shiodome Building" (acquired with the 2015 PO) and full contributions from "Frontier Ebisu" and "Shibuya Konnoh Building" (acquired in the 8th period) despite the falling of the ¥200mn gain on disposition of "icot Kongo"
- DPU is expected to be ¥8,529, up ¥197 from the previous period (exclude the effect of ¥200mn gain on disposition of "icot Kongo")

(in millions of ven)

#### 1. 8th period results vs. 9th period forecasts



### 3. Major variable factors in the 8th to the 9th period (DPU)

¥8,332

**∧¥310** 

Gain on

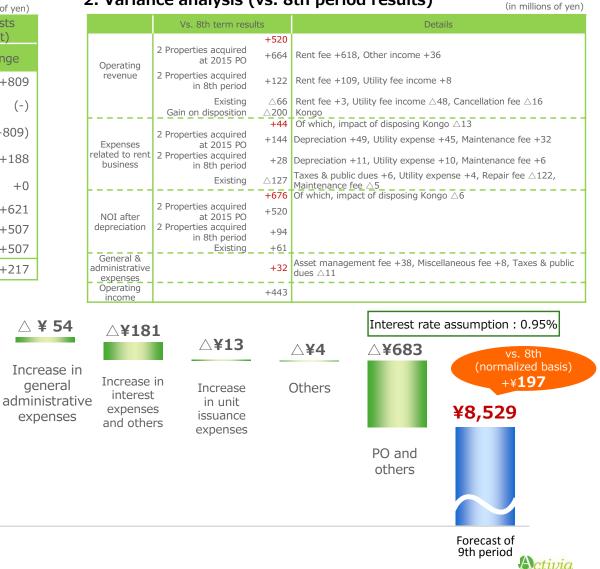
disposition

¥8,642

Result of

8th period

### 2. Variance analysis (vs. 8th period results)



**∆¥74** 

Increase in

expenses

related to

rent

business

## 1. The 8th Period Financial Highlights and Forecasts for the 9th and 10th Periods (Reference) Financial Forecasts for the 10th Period (ending Nov. 2016)

Revenue and income are expected to increase from the previous period due to full contributions from 2 properties acquired with 2015 PO and increase of sales-linked rent from hotels, which will even absorb the increased cost such as property taxes.

· · ·	•		(in millions of yen)
	9th period	10th	period
	Forecast 2016.1.14	Forecast 2016.1.14	Change
Operating revenue	10,221	10,570	+348
Operating expenses	4,318	4,622	+304
(Taxes & public dues)	643	769	+125
Operating income	5,903	5,947	+43
Ordinary income	5,115	5,189	+73
Net income	5,114	5,188	+73
DPU (Yen)	8,529	8,651	+122

#### 1. Comparison of 10th and 9th period forecasts

### 2. Variance analysis (vs. 9th period forecast)

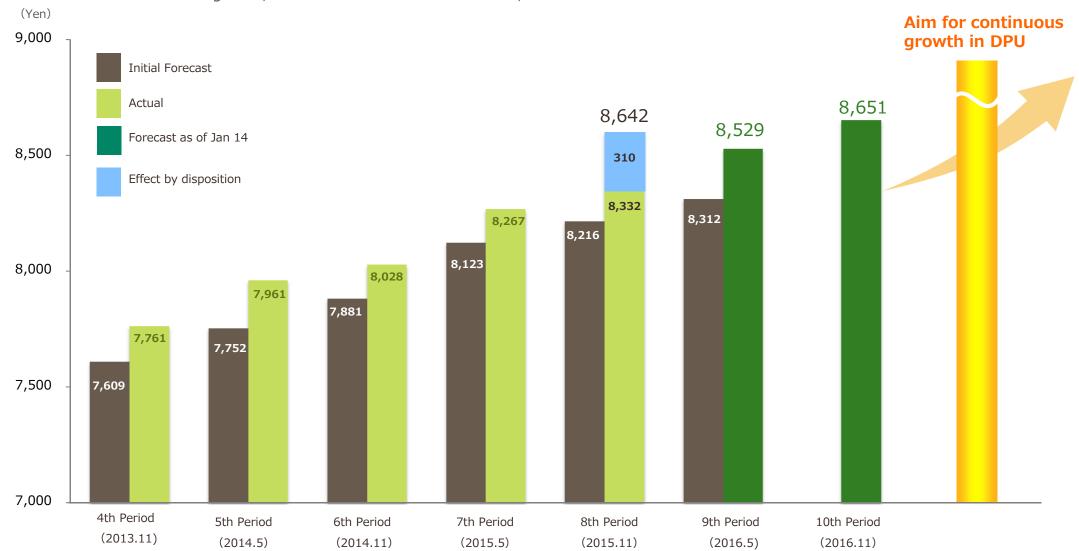
			(in millions of yen
	Comparison		Details
		+348	
Operating	2 Properties acquired at 2015 PO	+70	Rent fee +66, Utility fee income +2
Operating revenue	2 Properties acquired in 8th period	+2	Rent fee +1
	Existing	+276	Rent fee +224, Utility fee income +57, Cancellation fee $\triangle 6$
		+252	
Expenses	2 Properties acquired at 2015 PO	+64	Taxes & public dues +45, Repair fee +6, Maintenance fee +5
related to rent business	2 Properties acquired in 8th period	+30	Taxes & public dues $+22$ , Repair fee $+3$ , Maintenance fee $+2$
	Existing	+157	Repair fee +69, Taxes & public dues +51, Utility expense +30, Maintenance fee $\triangle 16$
		+96	
NOI after	2 Properties acquired at 2015 PO	+5	
depreciation	2 Properties acquired in 8th period	△28	
	Existing	+119	
General administrative expenses		+52	Asset management fee +57, Miscellaneous fee $ riangle4$
Operating income		+43	

8



## 1. The 8th Period Financial Highlights and Forecasts for the 9th and 10th Periods Trends of Distributions per Unit ("DPU")

Actual DPU for the 8th period outpaced the initial forecast for the 9th period (¥8,312), achieving ¥8,500+ level due to steady upward revisions and increase of sales-linked rent.

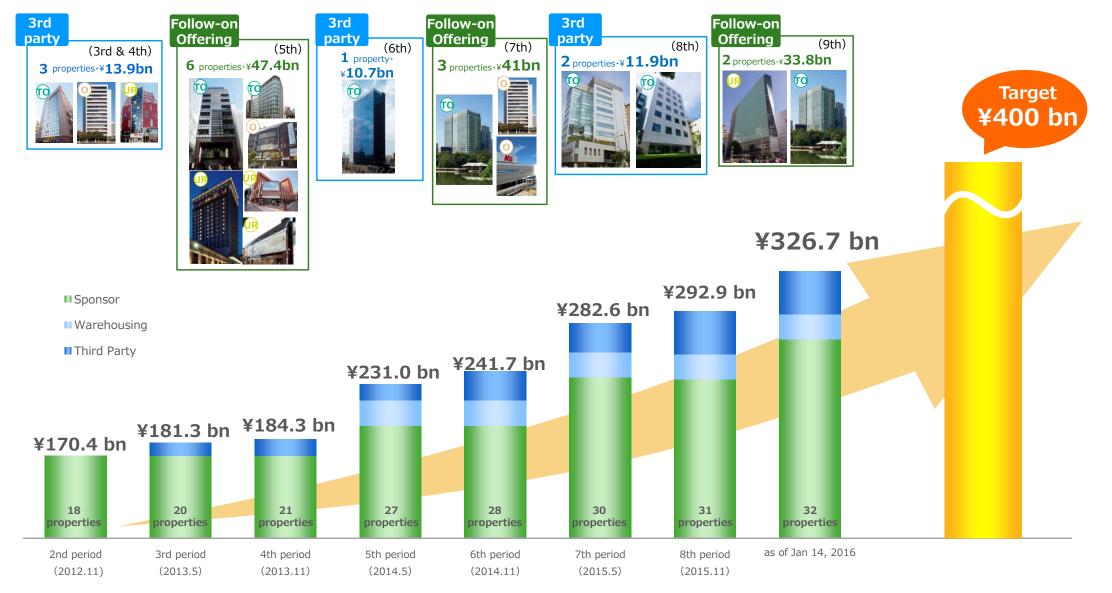


■ In the medium to long term, we aim to realize DPU level of ¥9,000+.



## $\label{eq:External Growth} \sim \mbox{Continuous Expansion of Asset Size} \sim$

- Acquired **15** properties worth ¥**158.6**bn since listing (June 2012).
- Asset size expanded approximately 1.9-fold in 3.5 years to ¥326.7bn





**External Growth** ~Properties acquired in 8th period~

## TO-13 Frontier Ebisu



Higashi 3 • Hiroo Kindergarten
Higashi Health Plaza
Frontier Ebisu
Shibuyabashi Hibiya Line Ebisu East Building
Q plaza EBISU
Komaza wa tuluar and the second secon

Location	Higashi, Shibuya-ku, Tokyo
Closest Station	6-minute walk from Ebisu station
Acquisition price	¥7,072mn
Appraisal value	¥7,160mn
v. appraisal value	98.8%
Appraisal NOI yield	4.4%

- As current rent is lower than market rent, there is a rent-gap of over 10%
- Executed rent-up revision with one tenant, which is +10% increase only 3 months after the acquisition
- Highly accessible since Ebisu station has high level of transport convenience with JR Yamanote Line, Saikyo Line, Shonen-Shinjuku Line and Tokyo Metro Hibiya Line.
- Highly visible and well-lit property, located at a corner lot of Meiji-St, one of the main streets in Tokyo.
- Renovated in 2008, introducing individual air conditioning system and renewing entrance/ restrooms, increasing appeal to tenants.

# **TO-14** Shibuya Konnoh Building

Location	Shibuya, Shibuya-ku, Tokyo
Closest Station	4-minute walk from Shibuya station
Acquisition price	¥4,810mn
Appraisal value	¥4,900mn
v. appraisal value	98.2%
Appraisal NOI yield	4.4%

- As current rent is lower than market rent, there is a rent-gap of almost 40%
- South exit of potential will report a street. Shibuya Konnoh Building Shibuya Konnoh Building
- South exit of Shibuya station has growth potential with urban improvement around Route 246 and a redevelopment plan, which will improve the area's accessibility by introducing a pedestrian deck and escalator.
  - Despite being in Shibuya, it has both convenience and quietness, located in front of "Konnoh Hachimangu Shrine", which is one block away from a main street.
  - It maintains its competitiveness based on major renovations, including the renewal of its air conditioning and lighting system, conducted during 2011 and 2012.

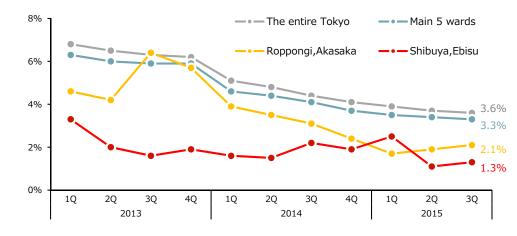


## External Growth ~Strengths of Greater Shibuya area~

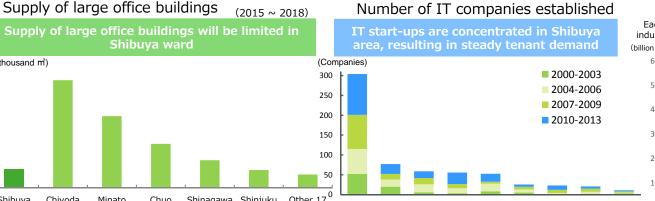
- Strong fundamentals of office leasing market
- Amid limited office-supply, the area is highly demanded for office by foreign-based and IT start-up companies

### Vacancy rate and rent trend in greater Shibuya area

Low vacancy rate in greater Shibuya area

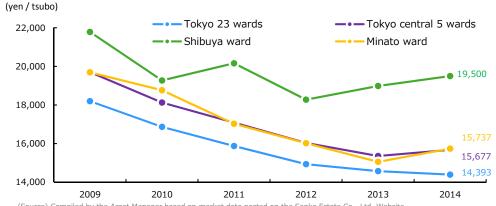


#### Tenant demand and office supply in Greater Shibuya area, arowth of IT industry Strong tenant demand:



Shibuya Shinjuku Ginza, Roppongi Harajuku, Ikebukuro Shinbashi, Tokyo. Shinagawa Yurakucho Omotesando Shiodome Marunouchi

(Source) Compiled by the Asset Manager based on the "Survey Report on IT Companies in Shibuya" (December 2015) by Tokyu Research Institute, Inc.



(Source) Compiled by the Asset Manager based on market data posted on the Sanko Estate Co., Ltd. Website (Note 1) Each rent amount refers to the average offered rent (per tsubo, monthly) including common area charges for the large-scale

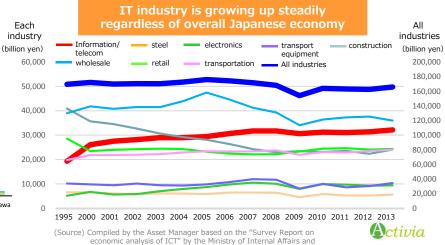
buildings from the survey (Note 2) "Large-scale buildings" refer to buildings with a standard floor area (the maximum leasable area in a standard floor) of at least 100

tsubo but less than 200 tsubo

#### Stable Growth of IT industry : Actual GDP of main industries

Communications

Continuous office rent increase in Shibuya ward



Limited supply: Supply of large office buildings  $(2015 \sim 2018)$ 



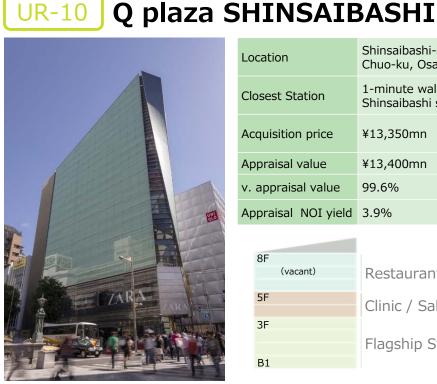
(Source) Compiled by the Asset Manager based on the "Survey for supply of large-scale office buildings in the 23 wards of Tokyo for the year 2015" conducted by Mori Trust Co, Ltd. 13

## External Growth $\sim$ Strengths of Greater Shibuya Area $\sim$



## **External Growth** ~Properties acquired in 9th period (i)~

(vacant)



ocation	Shinsaibashi-suji, Chuo-ku, Osaka
Closest Station	1-minute walk from Shinsaibashi station
Acquisition price	¥13,350mn
Appraisal value	¥13,400mn
v. appraisal value	99.6%
Appraisal NOI yield	3.9%

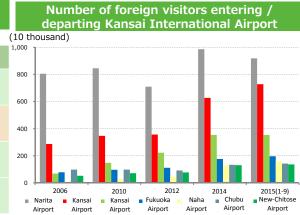
Restaurant

Clinic / Salon

Flagship Store

Pedestrians per day									
		(10 thousand)	(10 th						
	Holiday	Weekday	1,000						
Shibuya Center Town	(approx.) 11.1	(approx.) 9.3	800 -						
Shinsaibashi-suji Shopping District	(approx.) 9.8	(approx.) 6.4	400 -						
Hankyu Umeda	(approx.) 9.0	(approx.) 4.8	200 -						
Shinjuku Crossing	(approx.) 7.1	(approx.) 4.6	0 4 • M A						

(Source) Compiled by the Asset Manager based on "Traffic survey at designated points in Tokyo & Osaka areas [survey results]" (Nov 5, 2015) created by FACE.com Inc.



(Source) Compiled by Mitsubishi UFJ Trust Bank based on "Immigration Statistical survey" created by Ministry of Justice



### 3 attractions of "Q plaza SHINSAIBASHI"

## **1.** Attracting customers

Shinsaibashi-suji Shopping District is one of the busiest guarters in Osaka area, where tourists enjoy the "Osaka experience"

## 2. Landmark

A prominent landmark of Shinsaibashi area with one of the largest LED displays in Japan and ZARA's flagship store as its core tenant

## 3. Scarcity

It is located in the entrance to Shinsaibashi-suji shopping District, 1-minute walk from Shinsaibashi station and directed to underground shopping area



Shinsaibashi-suji

Shopping District

## External Growth ~Properties acquired in 9th period (ii)~

## TO-12 Shiodome Building (additional 10% co-ownership interest)

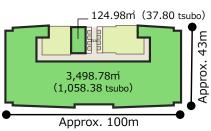


### Advanced office

- It is a rare building within the five central wards of Tokyo, with standard office floor areas of more than 1,000 tsubo and 2,900mm ceiling height and width at 100m
- A Pillar-less structure provides flexible layout options to address the needs of small offices to large scale company headquarters

ocation	Kaigan, Minato-ku, Tokyo						
losest Station	3-minute walk from Hamamatsu-cho station 3-minute walk from Daimon station						
cquisition price	¥20,400mn						
ppraisal value	¥20,700mn						
. appraisal value	98.6%						
ppraisal NOI yield	4.1%						





### **3** Characteristics of Shiodome Building

## 1. Advanced Office

With more than 1,000 tsubo leasable area on a standard office floor, 2,900mm ceiling height and a pillar-less structure, it is a high-grade, well-equipped office building, which can address various tenant needs

## 2. Accessibility

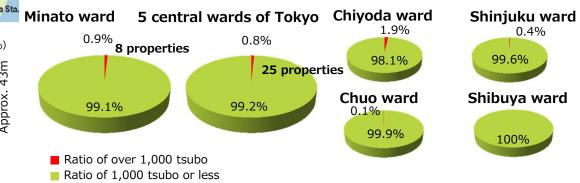
3-minute walk from Hamamatsu-cho station.

Via Tokyo Monorail Haneda airport line, easily accessible to Haneda airport

## 3. Growth Potential of the Area

The area has growth potential with multiple large-scale redevelopment projects, including the Urban Regeneration Step Up Project (Takeshiba District) by Tokyu Land Corporation and "Hamamatsucho 2-chome 4-chiku Redevelopment Project"

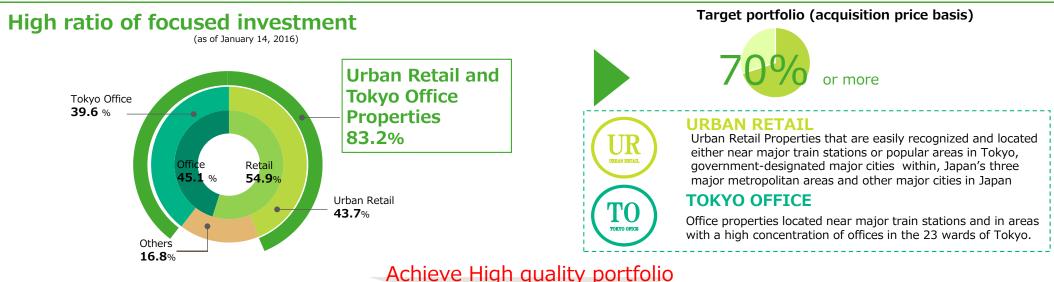
### Scarcity of standard office floor areas of more than 1,000 tsubo



(Note) Compiled by the Asset Manager based on publications by Sanko Estate Co., Ltd.



## Focused investments in Urban Retail and Tokyo Office Properties



through selective investments

### Macro environment surrounding **Urban Retail properties**

Scarcity due to relatively limited suitable locations and supply shortages of new stores

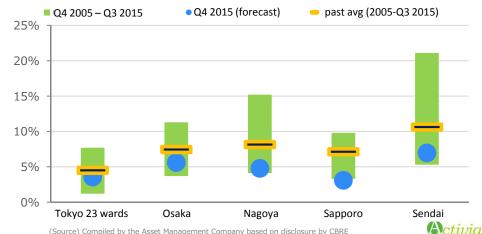
<Trends of new supplies of urban & non-urban large-scale retail stores>

#### Macro environment surrounding **Tokyo Office properties**

Given the concentration of business locations in Tokyo, Tokyo offices maintain relatively lower vacancy rates and more stable occupancy rates than offices in Osaka and Nagova.



#### <Office vacancy rate by region>



(Source) Compiled by the Asset Management Company based on disclosure by CBRE

## Internal Growth ~Management situation of Tokyo Office properties~



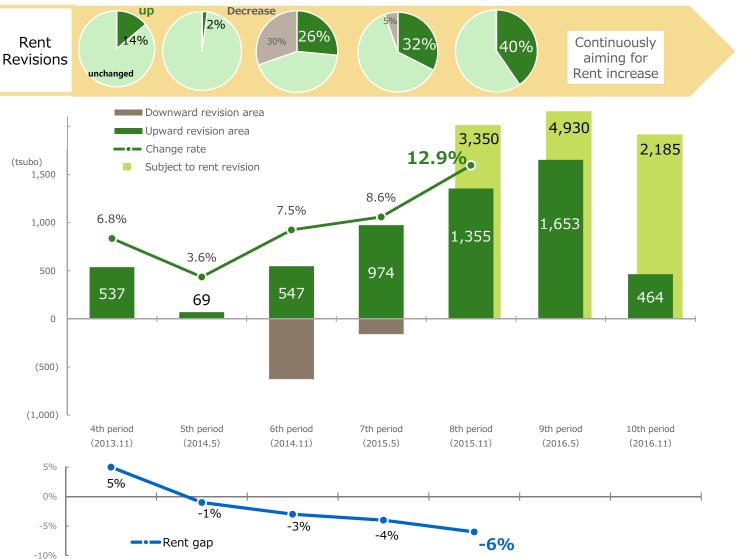
(Note 1) As of Jan 14, 2016

(Note 2) The occupancy rate is calculated by dividing total leased area for each property by the total leasable area, rounding to the nearest tenth.

## Internal Growth ~Continuous upward rent revisions~

#### TO Tokyo Office properties

Improved rent of Tokyo Office properties mainly in the Greater Shibuya area



Achieved rent increase in all office rent revisions within the Greater Shibuya area in 8th fiscal period



TLC Ebisu Building



A-PLACE Ebisu Minami



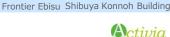
A-PLACE Aoyama

Rent increase ratio within the Greater Shibuya area: 100%

Ratio of offices in Greater Shibuya Area to entire Tokyo Office properties



(Note) As of Jan 14, 2016



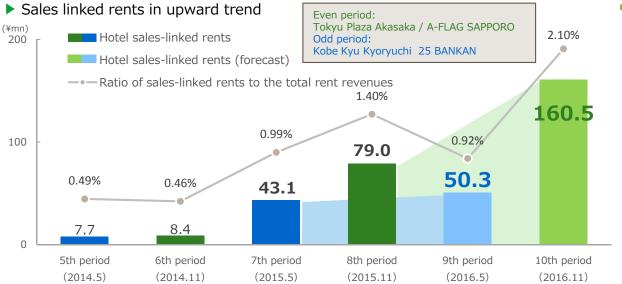
(Note1) As of Jan 14, 2016 (Note2) Excluding OSAKI WIZTOWER for 6th period



## **Internal Growth** ~Trends of booming sales linked rent from hotels ~

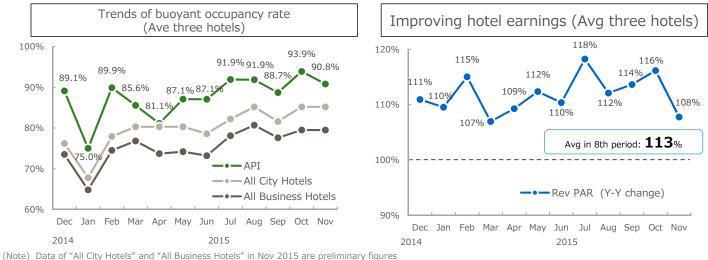
## UR Urban Retail properties

### 1. Trends of sales-linked rents from hotels



### 3. Operational conditions & measures of raising unit price

#### Occupancy rate & Rev PAR that remain buoyant



#### 2. Increase of fixed rent in hotel



#### Renovation plan to raise ADR

Retail

#### "A-FLAG SAPPORO"

18.1%

20.4%

76 rooms were renovated in the 7th period and currently 490 rooms have already been renovated (out of 575). Remaining 85 rooms are to be renovated in the 9th Period (ending May 2016) and all renovation will be done.

#### "Tokyu Plaza Akasaka"

57 rooms were renovated in the 8th period and currently 434 rooms have already been renovated (out of 487). Remaining 53 rooms are to be renovated in the 10th Period (ending Nov 2016) and all renovation will be done.



## Internal Growth ~Management of Urban Retail properties~

- 1. Tenant replacement at Kyoto Karasuma Parking BLDG
- Replaced tenants strategically for upside of profitability when fixed-term rent agreement of large-scale tenant has been expired

Top 5 tenants in terms of leased area									
Property	Total leased area (㎡)								
Tokyu Plaza Akasaka A-FLAG SAPPORO	30,182.69								
Amagasaki Q's Mall (Land) Tamachi Square (Land)	28,753.40								
Icot Nakamozu	26,529.03								
Kyoto Karasmuma Parking BLDG	21,224.14								
Kobe Kyu Kyoryuchi 25 BANKAN	14,195.42								
	Property Tokyu Plaza Akasaka A-FLAG SAPPORO Amagasaki Q's Mall (Land) Tamachi Square (Land) Icot Nakamozu Kyoto Karasmuma Parking BLDG Kobe Kyu Kyoryuchi 25								





2016 May Jun Jul Aug Sep Oct 9<sup>th</sup> period 10<sup>th</sup> period

### 2. Buoyant operation of Tokyu Plaza Omotesando Harajuku

 Strategic operation to capture inbound demand and renewals to attract popular tenants of the moment, backed by solid macro environment

600%

500%

400%

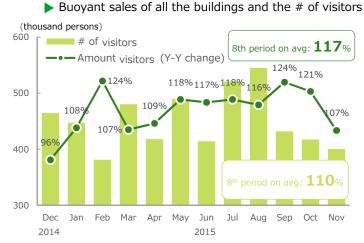
300%

200%

100%

0%

2014

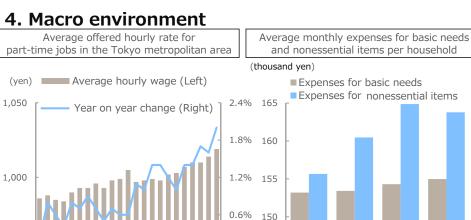


## 3. Renovation strategies

#### Renovation

 Aiming upside by raising ratio of sales-linked rent and maintaining the topicality of the property by tenant replacements





0.0% 145

2011

Increase in % rent

196%

(Y-Y change)

149%

510%

Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov

2015

276%

#### Jan Apr Jul Oct Jan Apr Jul Oct 2014 2015 (Source) Compiled by the Asset Manager based on the disclosure of Recruit Jobs Co., Ltd.

950

Note: "Expenses for basic needs" refer to that of convenience goods while "Expense for the sesential items" means luxury shopping goods.

2013

2014

2012

8th period on avg: 225

208%

356%

## Internal Growth ~Management of Other properties~

## Other Properties

### 1. Offices in major local cities

Selective investments in competitive office buildings in major cities

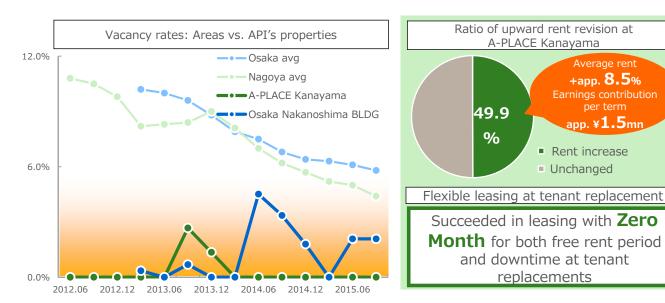


### 2. Suburban retail facilities

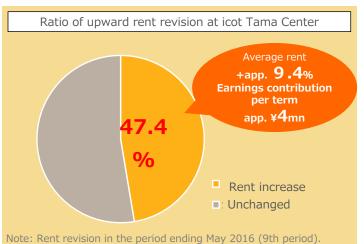
Selective investments in life-style-related retail facilities locates in rich trading areas



Upward rent revision and flexible leasing supported by property's unique competitiveness



Achieve increase in rent when fixed-term rent agreement is expired



#### Activia

### Status of financing

Outlook Change of Issuer Rating (Sep. 2015)



(注)There is no credit rating given by rating agency and available for inspection or planned credit rating.

### Securing acquisition availability through sound LTV control



#### Increased commitment line

Sumitomo Mitsui Trust Bank

Development Bank of Japan

Mizuho Trust & Banking

Shinkin Central Bank

The Bank of Fukuoka

The Norinchukin Bank

Investment corporation bonds

The Gunma Bank

Mizuho Bank

Resona Bank

Mitsubishi UFJ Trust and Banking

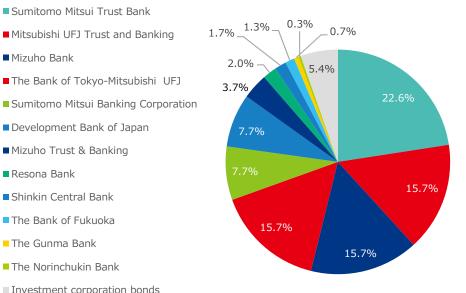
The Bank of Tokyo-Mitsubishi UFJ

We newly executed a commitment line of 4 billion yen in September 2015 to ensure a flexible and stable financing means for the future potential acquisition



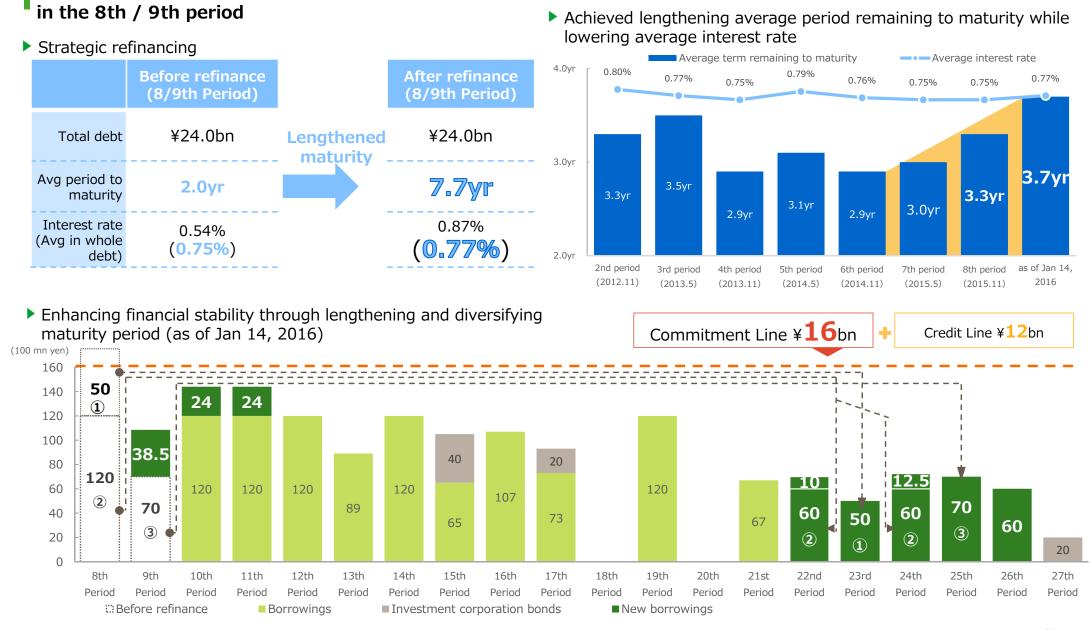
Interest-bearing debt breakdown (as of Jan 14, 2016)





Strategic refinancing and borrowings

## Financing Strategy ~Lengthened and diversified maturity period~



# \_\_\_\_

24

## Appraisal Values of Properties ~as of Nov 30, 2015~

									(In n	nillions of yen)
Category	Property number	Property name	Acquisition Price (A)	Investment ratio (%)	Book value at end of period (B)	Apprais As of May 31, 2015 (C)	a <b>l value</b> As of Nov 30, 2015 (D)	Difference from previous perioda (D-C)	Difference from I acquisition price (D-A)	Difference from book value (D-B)
	UR-1	Tokyu Plaza Omotesando Harajuku <sup>(Note 1)</sup>	45,000	15.4	44,997	52,050	53,625	1,575	8,625	8,627
	UR-2	Tokyu Plaza Akasaka <sup>(Note 1)</sup>	11,450	3.9	11,862	13,400	13,600	200	2,150	1,737
	UR-3	Q plaza EBISU	8,430	2.9	8,359	9,620	9,900	280	1,470	1,540
	UR-4	Shinbashi Place	20,500	7.0	20,414	24,100	24,700	600	4,200	4,285
	UR-5	Kyoto Karasuma Parking Building	8,860	3.0	8,829	9,910	10,100	190	1,240	1,270
URBAN RETAIL	UR-6	A-FLAG AKASAKA	3,000	1.0	3,111	3,360	3,470	110	470	358
	UR-7	Kobe Kyu Kyoryuchi 25Bankan	21,330	7.3	21,439	23,300	24,300	1,000	2,970	2,860
	UR-8	A-FLAG SAPPORO	4,410	1.5	4,438	5,880	6,050	170	1,640	1,611
	UR-9	A-FLAG SHIBUYA	6,370	2.2	6,388	6,860	7,010	150	640	621
		Sub total	129,350	44.2	129,841	148,480	152,755	4,275	23,405	22,913
	TO-1	TLC Ebisu Building	7,400	2.5	7,288	7,980	8,370	390	970	1,081
	TO-2	A-PLACE Ebisu Minami	9,640	3.3	9,524	11,300	11,600	300	1,960	2,075
	TO-3	A-PLACE Yoyogi	4,070	1.4	3,999	4,080	4,230	150	160	230
	TO-4	A-PLACE Aoyama	8,790	3.0	8,729	8,660	8,890	230	100	160
	TO-5	Luogo Shiodome	4,540	1.5	4,403	5,220	5,330	110	790	926
	TO-6	TAMACHI SQUARE (Land)	(Note 3) 2,338	0.8	2,362	2,500	2,560	60	222	197
	TO-7	A-PLACE Ikebukuro	3,990	1.4	3,881	4,380	4,470	90	480	588
	TO-8	A-PLACE Shinbashi	5,650	1.9	5,819	6,280	6,430	150	780	610
TOKYO OFFICE	TO-9	A-PLACE Gotanda	5,730	2.0	5,690	6,030	6,170	140	440	479
IOKIO OFFICE	TO-10	A-PLACE Shinagawa	3,800	1.3	3,812	4,090	4,180	90	380	367
	TO-11	OSAKI WIZTOWER	10,690	3.6	10,968	12,600	13,200	600	2,510	2,231
	TO-12	Shiodome Building <sup>(Note 1)</sup>	30,300	10.3	30,410	31,200	31,050	△150	750	639
	TO-13	Frontier Ebisu <sup>(Note 4)</sup>	7,072	2.4	7,236	-	7,350	-	278	113
	TO-14	Shibuya Konnoh Building <sup>(Note 4)</sup>	4,810	1.6	4,999	-	4,900	-	90	-99
		Sub total	108,820	37.2	109,126	104,320	118,730	2,160	9,910	9,603
	0-1	Amagasaki Q's MALL (Land)	12,000	4.1	12,113	12,600	12,800	200	800	686
	0-2	icot Nakamozu	8,500	2.9	8,342	9,820	10,000	180	1,500	1,657
	0-3	icot Kongo(Note 2)	-	-		1,860		-	_,	0
	0-4	icot Mizonokuchi	2,710	0.9	2,680	3,090	3,140	50	430	459
	0-5	icot Tama Center	2,840	1.0	2,745	3,200	3,250	50	410	504
	0-6	A-PLACE Kanayama	6,980	2.4	6,687	7,480	7,620	140	640	932
OTHER	0-7	Osaka Nakanoshima Building <sup>(Note 5)</sup>	11,100	3.8	11,156	12,300	12,800	500	1,700	1,643
(Retail•Office)	0-8	icot Omori	5,790	2.0	5,759	6,130	6,320	190	530	560
(Retail Office)	0-9	Market Square Sagamihara	4,820	1.6	4,850	4,850	4,940	90	120	89
		Sub total	54,740	18.7	54,335	61,330	60,870	△460	6,130	6,534
	To		292,910	100.0	293,303	314,130	332,355	7,835	39,445	39,051

(Note 1) Values for "Tokyu Plaza Omotesando Harajuku," "Tokyu Plaza Akasaka" and "Shiodome Building," co-ownership properties, are calculated based on the pro rata share (75%, 50% and 15% respectively)

(Note 2) Only appraisal value as of the end of May 2015 is set forth with respect to "icot Kongo" as it is sold on July 8, 2015 (Note 3) The acquisition price for "TAMACHI SQUARE (Land)" represents the acquisition price of the land as of the acquisition date (June 13, 2012)

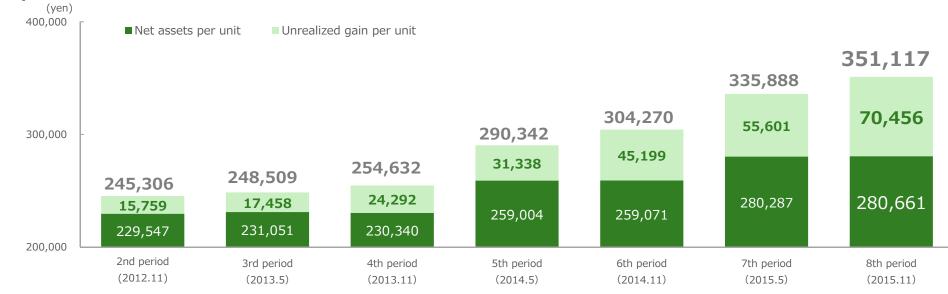
(Note 4) Appraisal values as of the end of May 2015 for "Frontier Ebisu" and "Shibuya Konnoh Building" is not stated since these two properties were acquired on July 29th, 2015 and October 1st 2015, respectively.

(Note 5) Acquisition price for "Osaka Nakanoshima Building" is set as total price since we additionally acquired remaining 50% co-ownership interest on December 19, 2014

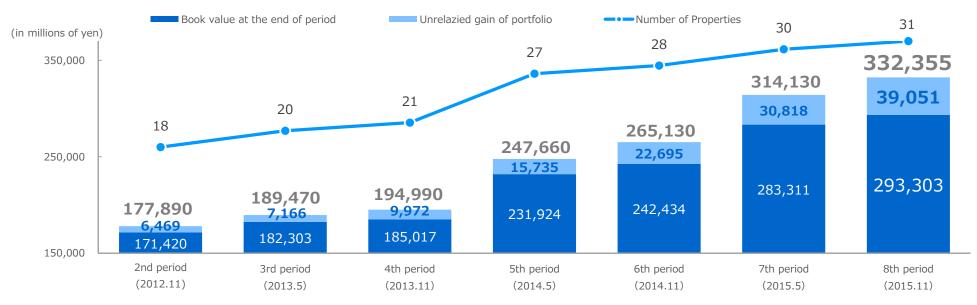


## 2. External Growth, Internal Growth and Financing Strategy Trends of NAV per unit/appraisal value

### <NAV per unit>



### <Appraisal value>



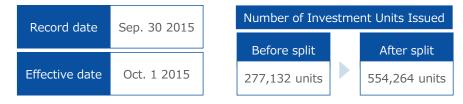
(Note) To reflect a 2-for-1 split of investment units with October 1, 2015 as the effective date, the figures of NAV before the 7th period are half of actual.





### 1. Investment Unit Split

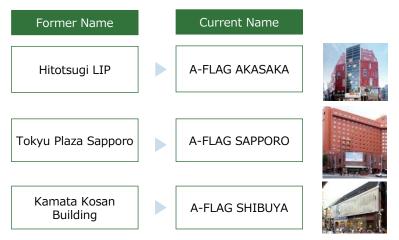
Investment unit split for broadening our investor base and improving the liquidity of the investment units



 We implemented a two-for-one split of the investment units with Oct 1, 2015 as the effective date

## 2. Branding of Urban Retail Properties

### Branding by unifying property names



We changed the name of Urban Retail properties effected as of August 1, 2015 based on the tenant structure and the progress of development. We are going to promote rebranding of assets under management

- **3.** Continuous Approach to Environment and CSR
- Highest grade "Green Star" for two consecutive years



GRESB is a benchmark established primarily by major European pension fund groups that measures sustainability performance in the real estate sector. Major institutional investors in Europe and Asia use the benchmark for selecting investments.

### Awarded DBJ Green Building Certification



- "DBJ Green Building" is awarded to properties with environmentfriendly facilities on a scale of one star to five stars (with five stars being the highest).
- Our eight properties including above four properties were awarded DBJ Green Building Certification.



## **1.** Distribution of unitholders by *#* of unitholders and *#* of units **2.** Top **10** unitholders

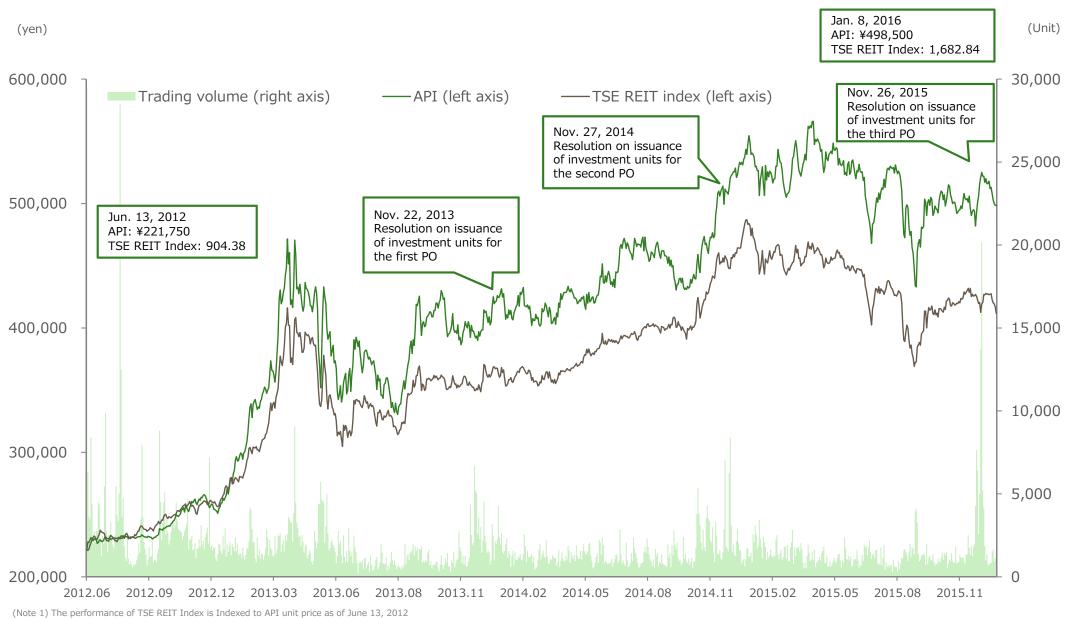
(As of the end of Nov 2015)							(As of the end of					
		8th P (Nov. 1				7th Po (May.			Name	Investment units	Ratio	
	# of unitholders	Ratio	# of units	Ratio	# of unitholders	Ratio	# of units	Ratio				
Individual, other	6,062	92.9%	27,803	5.0%	6,356	93.0%	14,753	5.3%	Japan Trustee Services Bank, Ltd. (Trust accounts)	158,696	28.6%	
Financial institution	123	1.9%	367,320	66.3%	126	1.8%	176,484	63.7%	The Master Trust Bank of Japan, Ltd. (Trust accounts)	60,889	11.0 %	
Other domestic company	134	2.1%	64,856	11.7%	144	2.1%	32,440	11.7%	Tokyu Land Corporation	57,374	10.3%	
Foreign institution, other	190	2.9%	87,664	15.8%	190	2.8%	47,043	17.0%	Trust & Custody Services Bank, Ltd. (Securities investment trust accounts)	47,014	8.5%	
Securities company	17	0.3%	6,621	1.2%	16	0.2%	6,412	2.3%				
Total	6,526	100%	554,264	100%	6,832	100%	277,132	100%	The Nomura Trust and Banking Co,. Ltd (Investment accounts)	20,553	3.7%	
(	er domestic company 34 (2.1%)	Foreig institution, / 190 (2.9	other	irities pany	Securit compa 6,62 (1.2%	1 \	Individual, oth 27,803 (5.0%)	ner	State Street Bank & Trust Company 505001	7,075	1.3%	
123 (1.9%					Foreign institution, other				NOMURA BANK (LUXEMBOURG) S.A.	6,737	1.2%	
	Ву				87,664 (15.8%) her domestic company				State Street Bank & Trust Company 505223	6,539	1.2%	
	ur (		Investment Unit				THE BANK OF NEW YORK MELLON SA/NV 10	6,452	1.2%			
		idual, other 6,062				Financial institution 367,320			The Fuji Fire and Marine Insurance Co., Ltd.	5,454	1.0%	
		(92.9%)				(66.3%)			Total	376,783	68.0%	

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Activia

# Reference Data

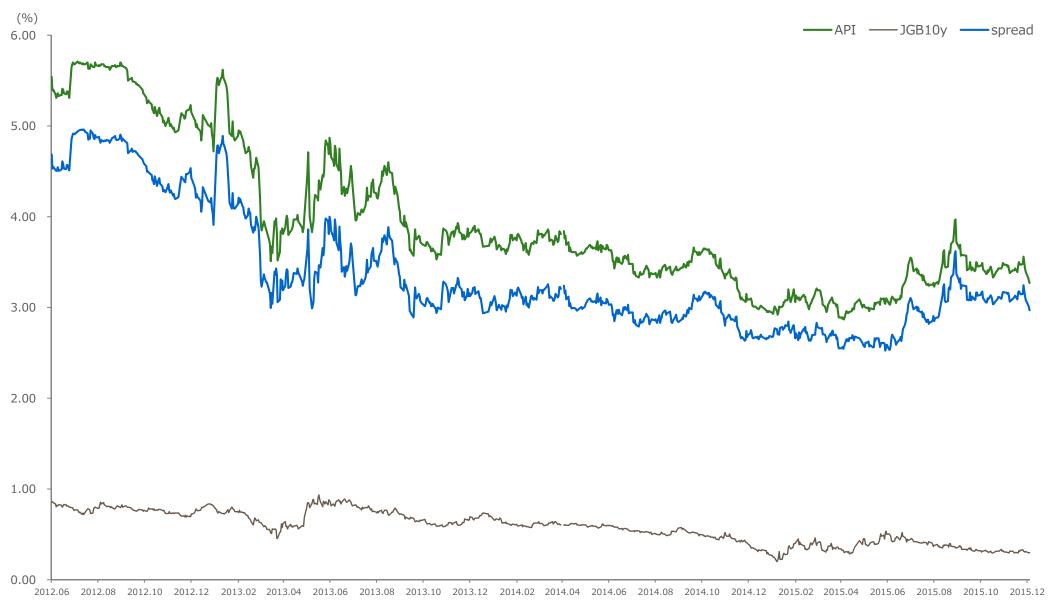
## 参考データ Unit Price Performance Since IPO



(Note 2) We implemented a 2-for-1 split of investment units effective October 1, 2015. As a result, the unit price before the split is half of actual and trading volume before split is twice as actual. The decimal point is truncated



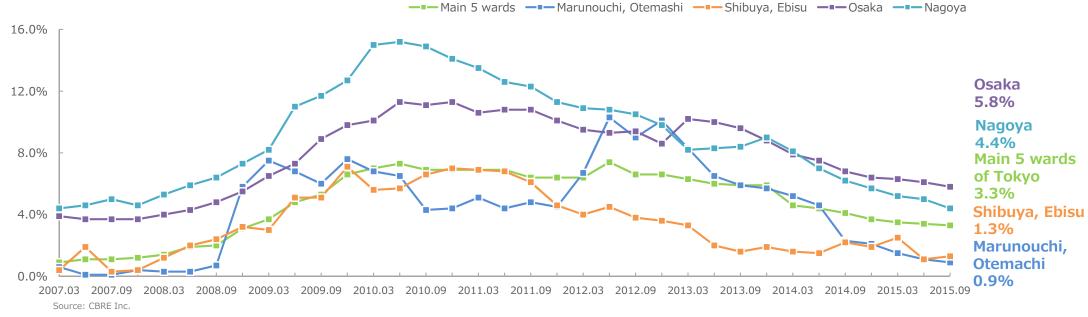
## 参考データ Trends of Dividend Yield (vs. JGB)



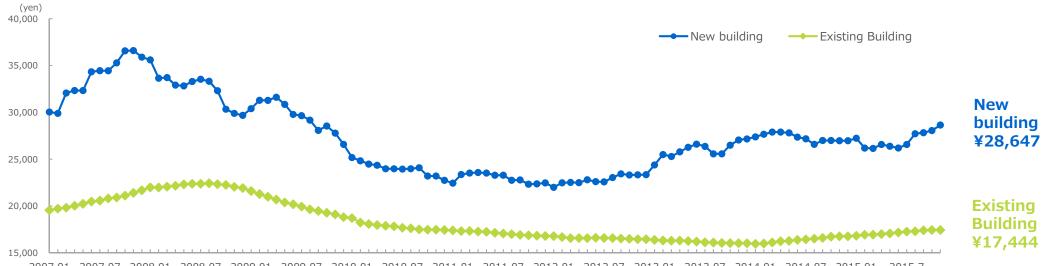
#### Activia

## 参考データ Macro Data for Real Estate Market

### 1. Vacancy rate by area







2007.01 2007.07 2008.01 2008.07 2009.01 2009.07 2010.01 2010.07 2011.01 2011.07 2012.01 2012.07 2013.01 2013.07 2014.01 2014.07 2015.01 2015.7 Source: Miki Shoji Co., Ltd.

### Activia

## Macro Data for Real Estate Market

Activia





#### 2. Trends of 31 properties cap rate (Note 1)

Category	Property #	Property name	Acquisition date	Acquisition price (¥mn)	As of acquisition	2nd period (2012/11)	3rd period (2013/5)	4th period (2013/11)	5th period (2014/5)	6th period (2014/11)	7th period (2015/5)	8th period (2015/11)
	UR-1	Tokyu Plaza Omotesando Harajuku <sup>(Note 2)</sup>	2012/06/13	45,000	3.8%	3.7%	3.7%	3.6%	3.4%	3.3%	3.2%	3.1%
	UR-2	Tokyu Plaza Akasaka <sup>(Note 2)</sup>	2012/06/13	11,450	5.3%	5.3%	5.2%	5.1%	4.9%	4.8%	4.6%	4.5%
	UR-3	Q plaza EBISU	2012/06/13	8,430	4.3%	4.3%	4.2%	4.2%	4.1%	4.0%	3.9%	3.8%
	UR-4	Shinbashi Place	2012/06/13	20,500	4.9%	4.9%	4.9%	4.8%	4.8%	4.7%	4.6%	4.5%
	UR-5	Kyoto Karasuma Parking Building	2012/06/13	8,860	5.7%	5.7%	5.7%	5.6%	5.5%	5.4%	5.3%	5.2%
URBAN RETAIL	UR-6	A-FLAG AKASAKA	2013/08/30	3,000	4.3%	-	-	4.3%	4.2%	4.0%	3.9%	3.8%
	UR-7	Kobe Kyu Kyoryuchi 25Bankan	2013/12/19	21,330	4.8%	-	-	-	4.7%	4.6%	4.5%	4.3%
	UR-8	A-FLAG SAPPORO	2013/12/19	4,410	6.5%	-	-	-	6.2%	6.0%	6.0%	5.9%
	UR-9	A-FLAG SHIBUYA	2013/12/19	6,370	4.8%	-	-	-	4.7%	4.5%	4.4%	4.3%
	TO-1	TLC Ebisu Building	2012/06/13	7,400	4.7%	4.7%	4.6%	4.6%	4.5%	4.3%	4.2%	4.1%
	TO-2	A-PLACE Ebisu Minami	2012/06/13	9,640	4.6%	4.6%	4.5%	4.5%	4.4%	4.2%	4.1%	4.0%
	TO-3	A-PLACE Yoyogi	2012/06/13	4,070	4.6%	4.6%	4.5%	4.6%	4.5%	4.5%	4.4%	4.3%
	TO-4	A-PLACE Aoyama	2012/06/13	8,790	4.9%	4.9%	4.9%	4.8%	4.7%	4.6%	4.5%	4.4%
	TO-5	Luogo Shiodome	2012/06/13	4,540	4.5%	4.5%	4.5%	4.4%	4.3%	4.2%	4.1%	4.0%
	TO-6	TAMACHI SQUARE (Land)	2012/06/13	(Note 3)2,338	4.4%	-	-	-	4.4%	4.3%	4.2%	4.1%
1101	TO-7	A-PLACE Ikebukuro	2012/06/13	3,990	5.1%	5.1%	5.0%	4.9%	4.9%	4.8%	4.6%	4.5%
TOKYO OFFICE	TO-8	A-PLACE Shinbashi	2013/04/19	5,650	4.7%	-	4.6%	4.5%	4.4%	4.3%	4.2%	4.1%
TORTOOTTICE	TO-9	A-PLACE Gotanda	2014/01/10	5,730	4.4%	-	-	-	4.3%	4.3%	4.2%	4.1%
	TO-10	A-PLACE Shinagawa	2014/01/10	3,800	4.4%	-	-	-	4.3%	4.2%	4.1%	4.0%
	TO-11	OSAKI WIZTOWER	2014/06/24	10,690	4.3%	-	-	-	-	4.2%	4.1%	3.9%
	TO-12	Shiodome Building <sup>(Note 2)</sup>	2015/01/09	30,300	3.9%	-	-	-	-	-	3.8%	3.8%
	TO-13	Frontier Ebisu	2015/7/29	7,072	4.1%	-	-	-	-	-	-	4.0%
	TO-14	Shibuya Konnoh Building	2015/10/1	4,810	4.0%	-	-	-	-	-	-	4.0%
	0-1	Amagasaki Q's MALL (Land)	2012/06/13	12,000	5.0%	5.0%	5.0%	4.9%	4.8%	4.8%	4.8%	4.7%
	0-2	icot Nakamozu	2012/06/13	8,500	6.0%	6.0%	5.9%	5.8%	5.6%	5.5%	5.4%	5.3%
	0-4	icot Mizonokuchi	2012/06/13	2,710	6.0%	6.0%	6.0%	5.9%	5.8%	5.8%	5.7%	5.6%
	0-5	icot Tama Center	2012/06/13	2,840	6.2%	6.2%	6.2%	6.1%	6.0%	5.9%	5.8%	5.7%
OTHER	0-6	A-PLACE Kanayama	2012/06/13	6,980	5.3%	5.3%	5.2%	5.4%	5.4%	5.4%	5.4%	5.3%
(Retail • Office)	0-7	Osaka Nakanoshima Building <sup>(Note 4)</sup>	2013/01/25	5,250	5.0%	-	5.0%	5.0%	4.9%	4.8%	4.6%	4.5%
	0-8	icot Omori	2014/12/19 2013/12/19	5,850	4.8% 5.1%	-	-	-	- 5.0%	-	4.8%	4.7%
	0-8	Market Square Sagamihara	2013/12/19	5,790 4,820	5.1%	-	-	-	5.0%	4.9%	4.8%	<u>4.7%</u> 5.4%
	0-9	market square sayanınard	2015/01/09	4,020	5.0%	-	-	-	-	-	5.5%	5.4%

(Note 1) Calculated based on Direct capitalization method

(Note 2) Tokyu Plaza Omotesando Harajuku, Tokyu Plaza Akasaka and Siodome Building, the co-ownership (jun kyoyu-mochibun) properties, are calculated based on the pro rata share (75%, 50% and 15% respectively) (Note 3) The acquisition price for "TAMACHI SQUARE (Land)" represents the acquisition price of the land as of the acquisition date (June 13, 2012)



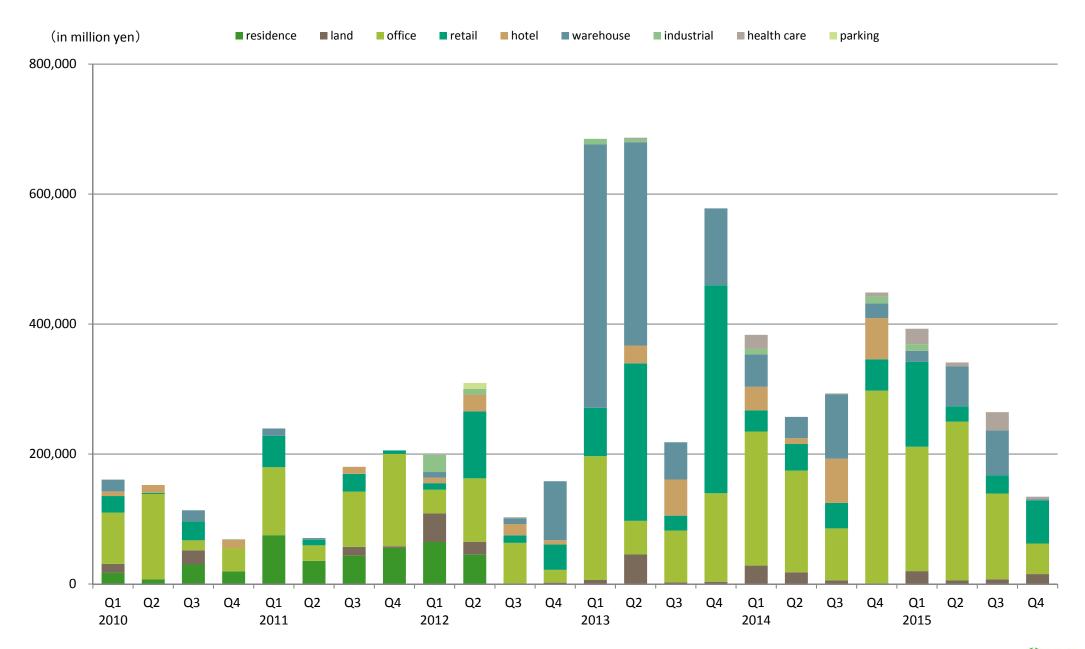


(Note 1) "Large-scale office buildings" refers to office buildings with a total office floor area of 10,000 m2 or more.

(Note 2) Figures are based on the gross floor area

(Note 3) Source: Mori Building Co., Ltd.

# 参考データ Trends of Acquisition Market





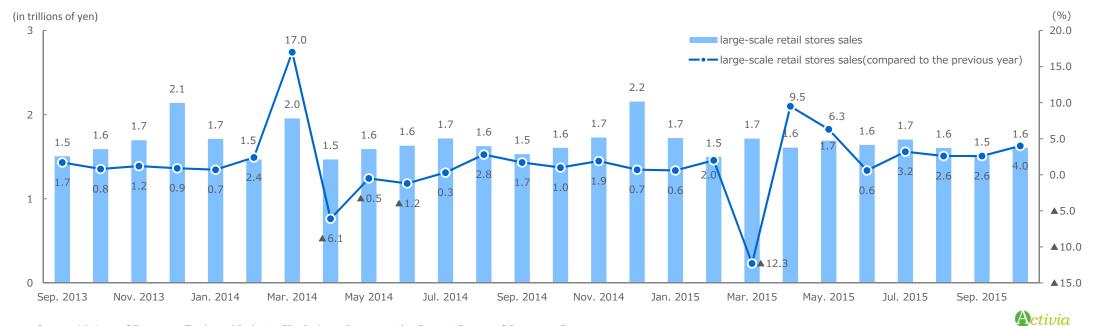
# 参考データ Trends of Retail Sales Value

## 1. Trends of retail sales value

(in trillions of yen)



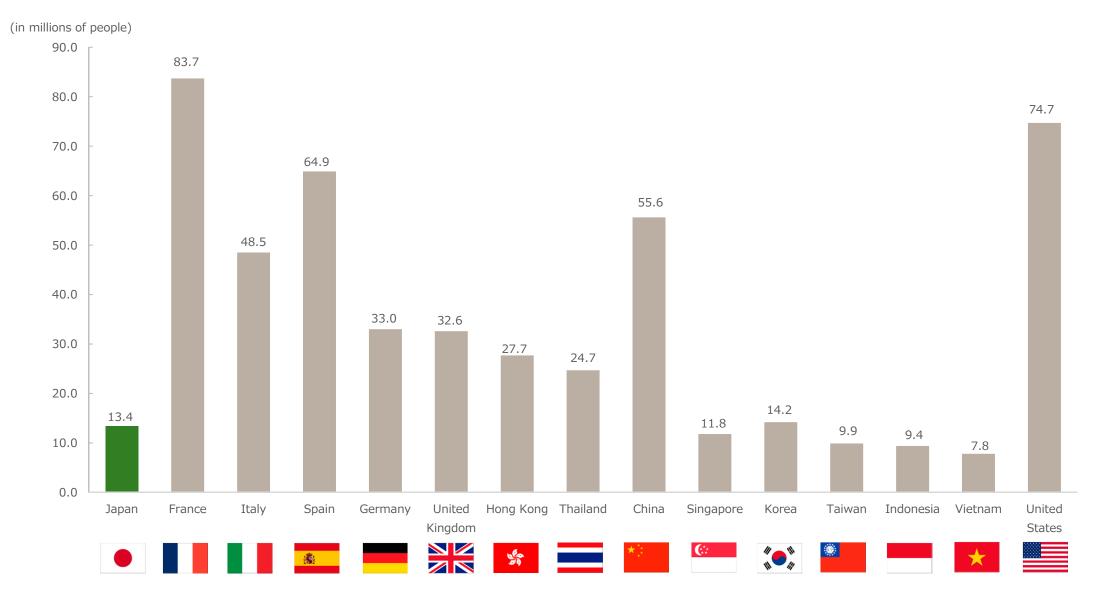




Source: Ministry of Economy, Trade and Industry "Preliminary Report on the Current Survey of Commerce"

(%)

# 参考データ Number of Inbound Foreign Tourist (2014)



Source: Japan National Tourist Organization (JNTO) "Number of Foreign Visitors to each Country in the world and Regions"





# Seller and acquisition form of acquired assets after IPO (acquisition price base)

In addition to acquisition of sponsor-developed properties and sponsor support such as warehousing, we have strong external growth power via opportunities of acquiring diverse properties such as the asset managers' own channel



Note 1: This includes properties held by subsidiary of Tokyo Land Corp. Note 2: "Osaka Nakanoshima Building (acquired initially) belongs to "Third party," and that (acquired additionally) belongs to "Held by sponsor."

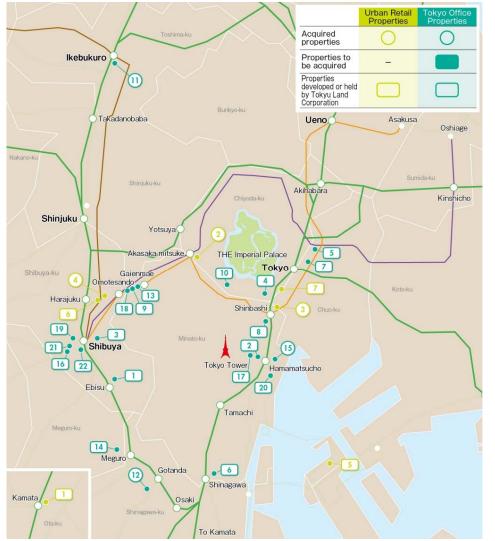


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# Major developments and properties by Tokyu Fudosan Holdings Group

## Major developments and properties by Tokyu Fudosan Holdings Group

<Examples of major Tokyu Fudosan HLDGS developments and holding properties>



Note 1: It indicates the time of renovation

Note 2: It includes commercial area.

Note 3: Part of the property (residential buildings) is to be operational in FY 2017.

Note 4: It includes commercial and housing developments.

Note 5: Other than those already acquired, we do not own or intend to acquire these properties in the table as of Nov 30, 2015.

<Major developments & properties of urban retail properties (including plans)>

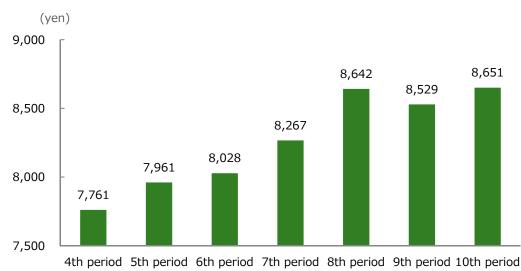
#	Acquired	Name	Nearest Sta	Walking distance from Sta	Completed (plan) acquired time	Gross fl. area
1		Tokyu Plaza Kamata	Kamata	1 minute	1968 (2014(Note1))	app 29 Km
2	0	Tokyu Plaza Akasaka	Akasaka-Mitsuke	1 minute	1969	app 51 Km
-	0	Tokyu Plaza Sapporo	Susukino	2 minutes	1980	app 27 Km
3	0	Shinbashi Place	Shinbashi	1 minute	2008	app 9 Km
-		Futakotamagawa Rise Shopping Center	Futakotamagawa	1 minute	2011	app 124 Km
-		Abeno Q's MALL	Tennoji	2 minutes	2011	app 184 Km
4	0	Tokyu Plaza Omotesando Harajuku	Meiji-jingumae	1 minute	2012	app 11 Km
-	0	Q Plaza SHINSAIBASHI	Shinsaibashi	1 minute	2013 (acquired)	app 4 Km
5		DECKS Tokyo Beach	Odaiba-Kaihinkoen	2 minutes	2013 (acquired)	app 69 Km
-		Northport Mall	Center-kita	1 minute	2014 (acquired)	app 141 Km
6		Q Plaza HARAJUKU	Meiji-jingumae	1 minute	2015	app 8 Km
7		Tokyu Plaza Ginza	Ginza	1 minute	2016 (plan)	app 50 Km

<Major developments & holding properties of Tokyo Office (including plans)>

#	Acquired	Name	Nearest Sta	Walking distance from Sta	Completed (plan) acquired time	Gross fl. area
1		Ebisu Business Tower	Ebisu	2 minutes	2003	app 28 Km
2		Hamamatsucho Square	Hamamatsucho	1 minute	2004	app 24 Km
3		Shibuya Minami Tokyu Building	Shibuya	3 minutes	2005	app 20 Km
4		Uchisaiwaicho Tokyu Building	Shinbashi	5 minutes	2006	app 14 Km
5		Nihonbashi Maruzen Tokyu Building	Nihonbashi	1 minute	2006	app 17 Km
6		Shinagawa Tokyu Building	Shinagawa	6 minutes	2007	app 21 Km
7		Nihonbashi Front	Nihonbashi	2 minutes	2008	app 29 Km
8		Shinbashi Tokyu Building	Shinbashi	2 minutes	2008	app 15 Km
9		Minami Aoyama Tokyu Building	Omotesando	4 minutes	2008	app 12 Km
10		Kasumigaseki Tokyu Building	Tameike-Sannō	4 minutes	2010	app 19 Km
11	0	A-PLACE Ikebukuro	Ikebukuro	6 minutes	2011	app 5 Km
12	0	A-PLACE Gotanda	Gotanda	3 minutes	2012	app 6 Km
13		Spline Aoyama Tokyu Building	Gaienmae	3 minutes	2012	app 8 Km
14		Shin Meguro Tokyu Building	Meguro	2 minutes	2012	app 22 Km
15	0	Shiodome Building	Hamamatsucho	3 minutes	2014 (acquired)	app 119 Km
16		Nikko Shibuya Nampei-dai Building	Shibuya	7 minutes	2014 (acquired)	app 7 Km
17		CROSS PLACE Hamamatsucho	Daimon	3 minutes	2015 (acquired)	app 12 Km
18		Shin Aoyama Tokyu Building	Omotesando	3 minutes	2015	app 9 Km
19		Dogenzaka 1-Chome Shibuya Station Front Redevelopment Project (Note2)	Shibuya	-	FY2018 (plan)	app 59 Km
20		Urban Regeneration Step Up Project (Takeshiba District)	-	-	FY2019 (plan) (Note3)	app 200 Km
21		<provisional>Shibuya Nanpeidai District Redevelopment Plan</provisional>	Shibuya	-	FY2019 (plan)	app 47 Km
22		Shibiya Station Sakuragaoka Block Redevelopment Project (Note4)	Shibuya	-	FY2020 (plan)	app 253 Km



# Appendix Major Indicators (Reference)

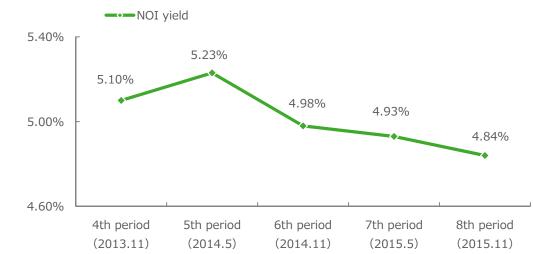


# 1. DPU per unit



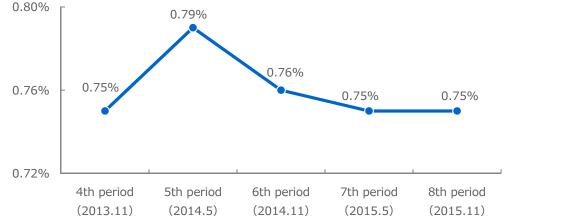


## 4. NOI yield



## 

3. Average interest rate



(Note) To reflect a 2-for-1 split of investment units with October 1, 2015 as the effective date, half of the NAV is stated before the 7th period.



## 1. Contract period and remaining contract period

## of Tokyo Office properties (incl. common service fee)

	4 <sup>th</sup> Period	5 <sup>th</sup> Period	6 <sup>th</sup> Period	7 <sup>th</sup> Period	8 <sup>th</sup> Period
	(Nov. 2013.)	(May 2014)	(Nov. 2014)	(May 2015)	(Nov. 2015)
Tokyo Office	¥19,338	¥19,813 (+2.5%)	¥19,230 (△2.9%)	¥22,242 (+15.7%)	¥22,127 (△0.5%)
Tokyo Office	¥19,556	¥19,400	¥19,270	¥19,548	¥19,994
(IPO)		(△0.8%)	(△0.7%)	(+1.4%)	(+2.3%)

Note : Properties (IPO) refer to 6 properties: "Tokyu Land Corp. Ebisu Building," "A-PLACE Ebisu-Minami," "A-PLACE Yoyogi," "A-PLACE Aoyama," "Luogo Shiodome" and "A-PLACE Ikebukuro."

## 2. Contract period and remaining contract period

	Urban Retail	Tokyo Office	Others	Total
Contract Period (Year)	9.7	4.3(3.3)	13.9(10.4)	8.7(7.5)
Remaining Contract Period (Year)	4.6	2.9(1.8)	9.4(5.8)	5.0(3.8)

 (Note 1) The figures in the parenthesis are excluding those of "TAMACHI SQUARE (Land)" and "Amagasaki Q's MALL (Land)".
 (Note 2) As of Jan. 14, 2016.

## 3. Property information by category

Catosan	4 <sup>th</sup> Period	5 <sup>th</sup> Period	6 <sup>th</sup> Period	7 <sup>th</sup> Period	8 <sup>th</sup> period
Category	# (%)	# (%)	# (%)	# (%)	# (%)
Urban Retail	20(10.7%)	29(15.5%)	35(12.0%)	21(9.5%)	43(18.9%)
Tokyo Office	79(42.2%)	82(43.9%)	117(40.1%)	88(39.8%)	90(39.5%)
Others	88(47.1%)	76(40.6%)	140(47.9%)	112(50.7%)	95(41.7%)
Total	187(100.0%)	187(100.0%)	292(100.0%)	221(100.0%)	228(100.0%)

## 4. Property Information by sourcing channel

Sourcing	4 <sup>th</sup> period	5 <sup>th</sup> period	6 <sup>th</sup> period	7 <sup>th</sup> period	8 <sup>th</sup> period
channels	# (%)	# (%)	# (%)	# (%)	# (%)
Sponsor and Support Companies	93(49.7%)	81(43.3%)	196(67.1%)	129(58.4%)	126(55.3%)
Sellers	9(4.8%)	5(2.7%)	1(0.3%)	4(1.8%)	21(9.2%)
Trust Bank	31(16.6%)	41(21.9%)	30(10.3%)	25(11.3%)	21(9.2%)
Mediators & others	54(28.9%)	60(32.1%)	65(22.3%)	63(28.5%)	60(26.3%)
Total	187(100.0%)	187(100.0%)	292(100.0%)	221(100.0%)	228(100.0%)

# **Occupancy Rate by property**

The occupancy rate for the entire portfolio is maintained at as high as 99.2%

	Property		2nd	3rd	4th	5th	6th	7th	8th
	#	Property	Nov 2012	May 2013	Nov 2013	May 2014	Nov 2014	May 2015	Nov 2015
	UR-1	Tokyu Plaza Omotesando Harajuku	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Urban	UR-2	Tokyu Plaza Akasaka	98.5%	98.7%	98.9%	100.0%	100.0%	98.8%	99.9%
ne	UR-3	Q plaza EBISU	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
re	UR-4	Shinbashi Place	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
<u>a</u>	UR-5	Kyoto Karasuma Parking Building	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
q		A-FLAG AKASAKA	-	-	84.2%	84.2%	100.0%	100.0%	100.0%
retail properties		Kobe Kyu Kyoryuchi 25Bankan	-	-	-	100.0%	100.0%	100.0%	100.0%
Der		A-FLAG SAPPORO	-	-	-	100.0%	100.0%	100.0%	100.0%
tie	UR-9	A-FLAG SHIBUYA	-	-	-	100.0%	100.0%	100.0%	100.0%
Ň		Urban Retail Properties average	99.5%	99.6%	99.1%	99.6%	100.0%	99.8%	100.0%
		TLC Ebisu Building	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	87.5%
		A-PLACE Ebisu Minami	100.0%	96.1%	100.0%	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%
		A-PLACE Aoyama	86.7%	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%
Tokyo	TO-6	TAMACHI SQUARE (Land)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
K		A-PLACE Ikebukuro	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
		A-PLACE Shinbashi	-	84.6%	88.4%	100.0%	100.0%	98.7%	97.8%
Office		A-PLACE Gotanda	-	-	-	100.0%	100.0%	100.0%	100.0%
Ce		A-PLACE Shinagawa	-	-	-	100.0%	100.0%	100.0%	100.0%
		OSAKI WIZTOWER	-	-	-	-	100.0%	100.0%	100.0%
		Shiodome Building	-	-	-	-	-	98.2%	93.2%
		Frontier Ebisu	-	-	-	-	-	-	100.0%
	TO-14	Shibuya Konnoh Building	-	-	-	-	-	-	100.0%
		Tokyo Office Properties average	97.4%	97.5%	98.6%	100.0%	100.0%	99.6%	97.5%
		Amagasaki Q's MALL (Land)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Q	0-2	icot Nakamozu	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
he	0-4	icot Mizonokuchi	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
		icot Tama Center	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
ro		A-PLACE Kanayama	100.0%	100.0%	98.6%	100.0%	100.0%	100.0%	100.0%
Other Properties		Osaka Nakanoshima Building	-	99.6%	100.0%	97.3%	98.2%	97.9%	97.9%
rtie		icot Omori	-	-	-	100.0%	100.0%	100.0%	100.0%
S	0-9	Market Square Sagamihara	-	-	-	-	-	100.0%	100.0%
		Other Properties average	100.0%	100.0%	99.9%	99.8%	99.8%	99.7%	99.7%
	Т	otal average occupancy rate	99.4%	99.4%	99.4%	99.8%	99.9%	99.7%	99.2%

(Note) Occupancy rate refers to the ratio of the total leased area to the total leasable area at the end of the month on each property, rounded to the first decimal place



# Appendix **Financial Highlight**

Net income

3,478

3,186

3,997

2,922

	2nd period (Nov. 2012)	3rd period (May 2013)	4th period (Nov. 2013)	5th period (May 2014)	6th period (Nov. 2014)	7th period (May 2015)	8th period (Nov. 2015)	9th period (May 2016) (Estimate)	10 <sup>th</sup> period (Nov. 2016) (Estimate)
Revenue related to rent	5,194	5,803	6,124	7,778	8,174	9,120	9,500	10,221	10,570
Gain on sale of real estate properties	-	_	-	_		-	200	-	-
tevenue from leasing usiness including gain on sale of iroperties)	5,194	5,803	6,124	7,778	8,174	9,120	9,701	10,221	10,570
Expenses related to rent pusiness	820	945	1,456	1,889	2,174	2,323	3,422	3,467	3,719
Management operation expenses	343	411	425	638	693	825	822	855	847
Utilities expenses	272	288	371	524	593	627	658	717	755
Tax and public dues	-	10	433	457	575	578	643	649	769
Insurance	4	4	5	7	7	8	6	7	7
Repair and maintenance expenses	108	97	71	114	142	118	202	85	165
Other expenses related to rent business	92	132	150	146	161	165	78	79	90
IOI	4,373	4,858	4,668	5,889	6,000	6,796	7,006	7,741	7,845
epreciation and other	457	490	518	743	763	887	925	986	994
ncome (loss) from rent pusiness	3,916	4,367	4,149	5,145	5,237	5,909	6,078	6,754	6,851
oss on sales of real estate properties	-	-	-	7	-	-	-	-	-
et operating income ncluding loss on sales of real state properties)	3,916	4,367	4,149	5,138	5,237	5,909	6,278	6,754	6,851
General and administrative xpenses	418	516	507	558	643	710	818	850	903
perating income	3,498	3,851	3,642	4,580	4,594	5,199	5,460	5,903	5,947
on-operating income	1	5	4	2	5	3	5	2	2
lon-operating expenses	576	377	459	584	567	619	674	790	761
Ordinary income	2,923	3,479	3,187	3,998	4,032	4,583	4,790	5,115	5,189

4,031

4,789

5,114

5,188

4,582

# Appendix Statement of Income – 8th Period ended Nov. 2015

	7 <sup>th</sup> period	8 <sup>th</sup> period	(Unit
Operating revenue			
Rent revenue-real estate	8,501,606	8,780,954	
Other lease business revenue	619,027	719,892	
Total operating revenue	019,027	200,380	
Operating revenue	9,120,633	9,701,227	
Operating expenses	9,120,033	5,701,227	
Expenses related to rent business	3,210,806	3,422,612	
Asset management fee	615,641	703,280	
Asset custody fee	7,981	8,490	
Administrative service fee	14,611	26,348	
Directors' compensations	3,300	3,300	
Other operating expenses	68,984	77,059	
Total operating expenses	3,921,326	4,241,090	
Operating income (loss)	5,199,306	5,460,137	
Non operating income	5,199,500	5,400,137	
Interest income	550	451	
Interest on securities	3,083	3,488	
Interest on refund		1,138	
Insurance income	161	-	
Total non-operating income	3,794	5,078	
Non-operating expenses	0,701	0,0,0	
Interest expenses	449,096	483,538	
Interest expenses on investment corporation bonds	9,615	17,664	
Amortization of investment corporation bond issuance costs	3,012	4,276	
Investment unit issuance expenses	56,205	62,950	
Borrowing related expenses	101,181	105,568	
Other	500	500	
Total non-operating expenses	619,611	674,498	
Ordinary income (loss)	4,583,489	4,790,716	
Income (loss) before income taxes	4,583,489	4,790,716	
Income taxes-current	992	745	
Income taxes-deferred	∆6	6	
Total income taxes	985	751	
Net income (loss)	4,582,504	4,789,965	
Retained earnings (deficit) brought forward	1	127	
Unappropriated retained earnings (undisposed loss)	4,582,505	4,790,093	

# Balance Sheets – 8th Period ended Nov. 2015 -

		(Unit: ¥1,000)
	7 <sup>th</sup> period	8 <sup>th</sup> period
Assets		
Current assets		
Cash and deposits	9,743,232	10,356,687
Cash and deposits in trust	3,007,251	2,985,837
Operating accounts receivable	353,933	364,124
Prepaid expenses	288,392	198,238
Deferred tax assets	17	11
Income taxes receivable	-	53
Consumption taxes receivable	359,151	-
Other	1,546	1,692
Total current assets	13,753,525	13,906,644
Noncurrent assets		
Property, plant and equipment		
Building in trust	61,617,753	62,998,720
Accumulated depreciation	∆3,573,458	△ 4,327,404
Building in trust, net	58,044,295	58,671,315
Structures in trust	548,652	541,463
Accumulated depreciation	△62,644	△ 69,712
Structures in trust, net	486,007	471,750
Machinery and equipment in trust	1,205,731	1,231,423
Accumulated depreciation	△121,137	△ 149,904
Structures in trust, net	1,084,594	1,081,519
Tools, furniture and fixtures in trust	65,463	73,944
Accumulated depreciation	∆15,743	△ 23,340
Tools, furniture and fixtures in trust, net	49,720	50,603
Land in trust	219,073,983	228,459,519
Construction in progress in trust	9,174	4,879
Total property, plant and equipment	278,747,775	288,739,588
Intangible assets		
Leasehold rights in trust	4,562,628	4,562,628
Other	2,628	2,167
Total intangible assets	4,565,256	4,564,795
Investments and other assets		
Long-term prepaid expenses	341,930	481,518
Invest securities	9,992	—
Others	3,794	13,944
Total investments and other assets	355,717	495,463
Total noncurrent assets	283,668,749	293,799,847
Deferred assets		
Investment corporation bond issuance costs		40,096
Total deferred assets	44,372	40,096
Total assets	297,466,647	307,746,588

		(Unit: ¥1,000)
	7 <sup>th</sup> period	8 <sup>th</sup> period
Liabilities		
Current liabilities		
Operating accounts payable	687,543	644,184
Short-term borrowings	-	2,400,000
Long-term borrowing to be repaid within	19,000,000	19,000,000
a year		
Accounts payable-other	112,013	68,571
Accrued expenses	402,760	540,277
Income taxes payable	258	-
Consumption taxes payable	-	324,818
Advances received	217,484	192,393
Deposits received	9,647	2,251
Other	433	2,128
Total current liabilities	20,430,142	23,174,626
Noncurrent liabilities		
Investment Corporation Bonds	8,000,000	8,000,000
Long-term loans payable	100,100,000	107,500,000
Tenant leasehold and security deposits in	13,583,386	13,511,215
trust		
Other	2	42
Total noncurrent liabilities	121,683,388	129,011,258
Total liabilities	142,113,530	152,185,884
Net assets		
Unitholders' equity		
Unitholders' capital	150,770,610	150,770,610
Surplus	100,770,010	130,770,010
Unappropriated retained earnings		
(undisposed loss)	4,582,505	4,790,093
Total surplus	4 582 505	4 790 093

(unaisposea ioss)		
Total surplus	4,582,505	4,790,093
Total unitholders' equity	155,353,116	155,560,704
Total net assets	155,353,116	155,560,704
Total liabilities and net assets	297 466 647	307 746 588

# 47

# Appendix Portfolio Appraisal Values Status (1/2)

# 31 properties (as of Nov. 30, 2015)

				Investment	nt Appraisal		Capitalization						
Category	Property #	Property name	Acquisition price	Investment ratio (%)	agency (Note 1)	Appraisal value	Direct capitalization method	Capitalization rate(%)	Discounted cash flow method	Discount rate (%)	Terminal capitalization rate(%)	NOI (Note 2)	
	UR-1	Tokyu Plaza Omotesando Harajuku ( <sup>Note 3</sup> )	45,000	13.8	J	53,625	54,225	3.1	53,025	2.8	3.2	1,663	
	UR-2	Tokyu Plaza Akasaka (Note 3)	11,450	3.5	Т	13,600	13,700	4.5	13,600	4.6	4.7	712	
	UR-3	Q plaza EBISU (Note 4)	8,430	2.6	Т	9,900	9,940	3.8	9,880	4.0/3.9	4.0	373	
$I \cup K \setminus$	UR-4	Shinbashi Place	20,500	6.3	D	24,700	25,100	4.5	24,500	4.3	4.7	1,107	
URBAN RETAIL	UR-5	Kyoto Karasuma Parking Building	8,860	2.7	D	10,100	10,100	5.2	10,100	5.2	5.4	537	
	UR-6	A-FLAG AKASAKA	3,000	0.9	J	3,470	3,520	3.8	3,420	3.6	4.0	134	
	UR-7	Kobe Kyu Kyoryuchi 25bankan	21,330	6.5	J	24,300	24,600	4.3	24,000	4.1	4.5	1,053	
	UR-8	A-FLAG SAPPORO	4,410	1.4	D	6,050	6,050	5.9	6,050	5.7	6.2	429	
	UR-9	A-FLAG SHIBUYA	6,370	2.0	D	7,010	7,090	4.3	6,970	4.1	4.5	307	
	TO-1	TLC Ebisu Building	7,400	2.3	Т	8,370	8,400	4.1	8,350	4.2	4.3	389	
	TO-2	A-PLACE Ebisu Minami	9,640	3.0	Т	11,600	11,700	4.0	11,600	4.1	4.2	477	
	TO-3	A-PLACE Yoyogi	4,070	1.2	V	4,230	4,330	4.3	4,130	4.1	4.5	188	
	TO-4	A-PLACE Aoyama	8,790	2.7	D	8,890	8,990	4.4	8,850	4.2	4.6	408	
	TO-5	Luogo Shiodome	4,540	1.4	D	5,330	5,400	4.0	5,300	3.8	4.2	223	
	TO-6	TAMACHI SQUARE (Land)	2,338	0.7	Т	2,560	2,660	4.1	2,520	4.5	4.3	109	
TOKYO OFFICE	TO-7	A-PLACE Ikebukuro	3,990	1.2	J	4,470	4,530	4.5	4,410	4.3	4.7	208	
	TO-8	A-PLACE Shinbashi	5,650	1.7	J	6,430	6,540	4.1	6,310	3.9	4.3	279	
	TO-9	A-PLACE Gotanda	5,730	1.8	М	6,170	6,270	4.1	6,060	3.9	4.3	255	
	TO-10	A-PLACE Shinagawa	3,800	1.2	J	4,180	4,260	4.0	4,100	3.8	4.2	173	
	TO-11	OSAKI WIZTOWER	10,690	3.3	D	13,200	13,300	3.9	13,200	3.5	3.9	515	
	TO-12	Shiodome Building (Note 3)	30,300	9.3	М	31,050	33,300	3.8	30,150	3.6	4.0	1,254	
	TO-13	Frontier Ebisu	7,072	2.2	V	7,350	7,730	4.0	7,220	3.8	4.2	310	
	TO-14	Shibuya Konnoh Building	4,810	1.5	V	4,900	5,120	4.0	4,820	3.7	4.1	209	

(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: Morii Appraisal & Investment Consulting

(Note 2) Calculated based on Direct capitalization method. The figures are rounded down to the million yen

(Note 3) The co-ownership properties of "Tokyu Plaza Outcesando Harajuku, "Tokyu Plaza Akasaka" and "Shiodome Building" are calculated based on pro rata base his states Acquisition prices are described based on the pro rata share (75%, 50% and 15% respectively) (Note 4) The discount rate for Q Plaza EBISU is 4.0% from the 1st to 8th year and 3.9% from 9th year onwards



(Unit: ¥1 mn)

# Appendix **Portfolio Appraisal Values Status (2/2)**

									Capit	alization		
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
	O-1	Amagasaki Q's MALL (Land)	12,000	3.7	J	12,800	12,900	4.7	12,700	4.3	4.9	600
	0-2	icot Nakamozu (Note 2)	8,500	2.6	Т	10,000	10,200	5.3	9,920	5.2/5.3	5.5	547
	0-4	icot Mizonokuchi	2,710	0.8	М	3,140	3,210	5.6	3,070	5.4	6.0	182
	O-5	icot Tama Center	2,840	0.9	J	3,250	3,320	5.7	3,170	5.1	5.9	190
OTHER	0-6	A-PLACE Kanayama	6,980	2.1	V	7,620	7,670	5.3	7,570	5.1	5.5	409
(Retail•Office)	0-7	Osaka Nakanoshima Building	11,100	3.4	J	12,800	12,900	4.5	12,700	4.3	4.7	653
	0-8	icot Omori	5,790	1.8	J	6,320	6,380	4.7	6,260	4.5	4.9	299
	0-9	Market Square Sagamihara	4,820	1.5	V	4,940	4,960	5.4	4,920	5.2	5.6	262
Subto	otal (31 pr	operties)	292,910	89.7	-	332,355	338,395	-	328,875	-	-	14,453

# Acquisition of 2 properties with 2015 PO (as of Sep. 1, 2015)

(Unit: ¥1 mn)

									Capit	Capitalization		
Category	Property #	Property name	Acquisition price	Investment ratio (%)	Appraisal agency	Appraisal value	Direct capitalization method	Capitalization rate(%)	Discounted cash flow method	Discount rate (%)	Terminal capitalization rate(%)	NOI
URBAN RETAIL	UR-10	Q plaza SHINSAIBASHI	13,350	4.1	V	13,400	13,500	3.9	13,200	3.7	4.1	523
ТО	TO-12	Shiodome Building (Note 3)	20,400	6.2	Μ	20,700	22,200	3.8	20,100	3.6	4.0	836
Subtotal (nev	vly acquired	2 properties)	33,750	10.3	-	34,100	35,700	-	33,300	-	-	1,359
Total (existing 31 prope	rties + newl	y acquired 2 properties)	326,660	100.0	-	366,455	374,095	-	362,175	-	-	15,812

(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: Morii Appraisal & Investment Consulting (Note 2) The discount rate for "icot Nakamozu" is 5.2% from 1<sup>st</sup> to 8<sup>th</sup> year and 5.3% from 9<sup>th</sup> year onwards

(Note 3) The co-ownership properties of newly acquired "Shiodome Building" are calculated based on pro rata base share (10%).

(Unit: ¥1 mn)



# Overview of Lease and Profit and Loss for 8th Period (1/2)

													(Ur	nit: ¥1,000)	
				Urba	n retail prope	rties						Tokyo	Office		
	Tokyu Plaza Omote- sando Harajuku (Note 1)	Tokyu Plaza Akasaka (Note 1)	Q plaza EBISU	Shinbashi Place	Kyoto Karasuma Parking Building	A-FLAG AKASAKA (Note 2)	Kobe Kyu Kyoryuchi 25Bankan	A-FLAG SAPPORO	A-FLAG SHIBUYA	TLC Ebisu Building	A-PLACE Ebisu Minami	A-PLACE Yoyogi	A-PLACE Aoyama	TLC Ebisu Building	TAMACHI SQUARE (Land)
①Revenue related to rent business	1,108,253	607,214	273,352	(Note 2)	(Note 2)	112,569	727,787	496,573	209,013	264,733	344,269	123,229	251,223	170,252	62,502
Rent revenue-real estate	1,029,430	497,641	237,540	(Note 2)	(Note 2)	89,592	649,705	411,502	197,027	239,772	326,951	115,479	231,491	156,765	62,502
Other lease business revenue	78,823	109,573	35,811	(Note 2)	(Note 2)	22,976	78,081	85,070	11,985	24,961	17,317	7,750	19,732	13,486	-
②Expenses related to rent business	256,712	313,413	64,891	45,767	37,387	35,375	201,736	244,122	39,257	81,286	91,887	31,476	83,459	55,961	8,192
Management operation expenses	96,078	82,627	16,223	12,300	3,592	8,148	82,072	109,564	12,015	28,356	28,156	10,174	18,259	11,827	-
Utilities expenses	35,231	88,625	31,050	-	-	17,965	68,764	79,345	10,456	21,638	23,071	8,689	20,980	12,926	-
Tax and public dues	51,852	65,506	8,483	32,549	31,184	7,270	47,722	24,742	10,353	16,568	29,623	9,943	20,349	17,842	7,939
Insurance	207	428	79	164	165	37	640	500	56	200	254	86	188	163	-
Repair and maintenance expenses	7,812	71,701	257	-	1,451	543	372	13,213	5,062	3,988	6,949	885	18,312	11,089	-
Other expenses related to rent business	65,530	4,524	8,796	753	993	1,408	2,165	16,756	1,312	10,533	3,831	1,696	5,369	2,113	252
3NOI(1-2)	851,541	293,800	208,460	(Note 2)	(Note 2)	77,193	526,050	252,450	169,755	183,446	252,382	91,753	167,764	114,290	54,309
④Depreciation and other (Note3)	48,877	35,415	18,559	32,734	15,776	8,318	120,420	44,260	7,717	39,565	30,555	15,670	23,026	27,507	-
Income (loss) from rent business (3 - 4)	802,663	258,385	189,900	(Note 2)	(Note 2)	68,874	405,629	208,190	161,405	143,881	221,826	76,082	144,737	86,783	54,309

(Note 1) Tokyu Plaza Omotesando Harajuku and Tokyu Plaza Akasaka, the co-ownership (jun kyoyu-mochibun) properties, are calculated based on the pro rata share (75% and 50% respectively)

(Note 3) Loss on retirement of current assets included in Depreciation and Other

# **Overview of Lease and Profit and Loss for 8th Period (2/2)**

																(Unit:	¥1,000)
				Tokyo Office						-		Ot	her properti	ies			
	A-PLACE Ikebukuro	A-PLACE Shinbashi	A-PLACE Gotanda	A-PLACE Shinagawa	OSAKI WIZTOWE R	Shiodome Building (Note 1)	Frontier Ebisu	Shibuya Konnoh Building	Amagasaki Q's MALL (Land)	icot Nakamozu	icot Kongo (Note 2)	icot Mizonokuch i	icot Tama Center	A-PLACE Kanayama	Osaka Nakanoshima Building	icot Omori	Market Square Sagamihara
①Revenue related to rent business	(Note 3)	191,015	179,667	110,625	(Note 3)	674,978	105,269	(Note 3)	345,921	310,657	(Note 3)	(Note 3)	143,184	284,878	516,574	234,859	(Note 3)
Rent revenue- real estate	(Note 3)	177,034	166,608	104,727	(Note 3)	640,904	98,910	(Note 3)	345,921	310,627	(Note 3)	(Note 3)	130,582	259,042	486,494	197,104	(Note 3)
Other lease business revenue	(Note 3)	13,980	13,059	5,897	(Note 3)	34,073	6,359	(Note 3)	-	30	(Note 3)	(Note 3)	12,601	25,836	30,079	37,754	(Note 3)
②Expenses related to rent business	31,538	51,531	43,084	28,842	102,174	108,938	18,236	4,507	45,549	39,801	7,720	12,998	47,409	77,919	196,223	63,541	23,551
Management operation expenses	10,199	15,820	12,710	8,481	67,753	43,509	7,798	1,981	-	5,646	412	2,261	19,086	24,626	57,142	9,168	16,033
Utilities expenses	9,620	12,881	13,789	6,454	11,143	43,023	6,375	1,856	-	30	-	-	14,785	24,949	48,771	39,319	6,366
Tax and public dues	10,334	14,723	14,364	10,441	21,051	-	-	-	45,296	31,085	7,166	9,879	11,851	25,043	47,585	12,785	-
Insurance	87	137	111	74	311	953	68	25	-	243	86	104	150	260	764	98	140
Repair and maintenance expenses	325	3,378	748	1,370	545	11,654	1,887	196	-	1,870	-	-	88	753	36,823	1,107	154
Other expenses related to rent business	972	4,589	1,360	2,019	1,368	9,797	2,107	447	252	925	54	753	1,446	2,287	5,136	1,062	858
3NOI (1−2)	(Note 3)	139,483	136,583	81,782	(Note 3)	566,040	87,032	(Note 3)	300,372	270,856	(Note 3)	(Note 3)	95,774	206,959	320,350	171,317	(Note 3)
④Depreciation and other (Note4)	20,682	27,230	26,914	9,405	47,998	78,507	19,957	3,899	-	34,532	5,894	8,515	18,642	52,256	61,439	17,351	23,613
Income (loss) from rent business (3-4)	85,001	(Note 3)	109,668	70,148	116,671	(Note 3)	67,075	21,109	300,372	236,324	(Note 3)	(Note 3)	77,132	154,702	258,910	153,965	(Note 3)

(Note1) Shiodome Building, the co-ownership (jun kyoyu-mochibun) property is calculated based on the pro rata share (25%)

(Note2) "icot Kongo" is disposed of as of July 8, 2015

(Note3) Undisclosed due to no consent from tenants

(Note4) Loss on retirement of current assets included in Depreciation and Other

# Appendix 10 Largest Tenants by Leased Area/PML

End-tenant	Property name	Total leased area (㎡) (Note 1)	% of leased area (%) (Note 2)	Lease expiration
1. Tokyu Hotels	Tokyu Plaza Akasaka (Note 3) Tokyu Plaza Sapporo (Note 4)	30,183	10.1	Oct. 2021
2. Sumitomo Mitsui Trust Bank	TAMACHI SQUARE(Land) Amagasaki Q's MALL (Land)	28,753	9.6	May 2074 Jan. 2042
3. Kohnan Shoji	icot Nakamozu	26,529	8.9	July 2022
4. Paraca	Kyoto Karasuma Parking Building	21,224	7.1	-
5. Plan•Do•See	Kobe Kyu Kyoryuchi 25Bankan	14,195	4.8	-
6. Room's-Taishodo	icot Mizonokuchi	14,032	4.7	July 2018
7. K`s Holdings Corporation	Market Square Sagamihara	11,864	4.0	June 2034
8. Yamada-Denki	Shinbashi Place	9,156	3.1	-
9. The Bank of Tokyo- Mitsubishi UFJ Ltd.	icot Nakamozu icot Tama Center A-PLACE Kanayama	5,609	1.9	-
10. NTT Communications	Shiodome Building	4,429	1.5	-

(Note 1) Based on the lease agreement as of the end of Nov. 2015. Excl. icot Kongo, which is disposed of as of July 8, 2015

(Note 2) The percentage of area for each end-tenant is the ratio to the total leased area of the portfolio, rounded to the first decimal place

(Note 3) Tokyu Plaza Akasaka, the co-ownership (jun kyoyu-mochibun) property, is calculated based on the pro rata share (50%)

- (Note 4) "-" denotes that the data is not disclosed due to no consent from tenants
- (Note 5) PML not listed as we own only the land for TAMACHI SQUARE(land) and Amagasaki Q's MALL (land)

(Note 6) Seismic strengthening was conducted on Tokyu Plaza Akasaka, Tokyu Plaza Sapporo and A-PLACE Aoyama in April 2009, June 2007 and July 2008 respectively

(Note 7) PML for the entire portfolio is based on the "Report of portfolio seismic PML analysis" as of June 2015

(Note 8) 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, Sports, Science and Technology on Dec. 2012. The figures are rounded to the first decimal place

# 2. PML(Probable maximum loss)

Property #	Property name	PML (%)
UR-1	Tokyu Plaza Omotesando Harajuku	2.9
UR-2	Tokyu Plaza Akasaka (Note 6)	3.6
UR-3	Q plaza EBISU	5.7
UR-4	Shinbashi Place	6.8
UR-5	Kyoto Karasuma Parking Building	2.4
UR-6	A-FLAG Akasaka	6.4
UR-7	Kobe Kyu Kyoryuchi 25Bankan	2.6
UR-8	A-FLAG SAPPORO (Note 6)	0.3
UR-9	A-FLAG SHIBUYA	7.9
UR-10	Q plaza SHINSAIBASHI	6.9
TO-1	TLC Ebisu Building	6.5
TO-2	A-PLACE Ebisu Minami	8.0
TO-3	A-PLACE Yoyogi	5.1
TO-4	A-PLACE Aoyama (Note 6)	8.9
TO-5	Luogo Shiodome	2.7
TO-6	TAMACHI SQUARE(Land)	(Note 5)-
TO-7	A-PLACE Ikebukuro	3.2
TO-8	A-PLACE Shinbashi	7.4
TO-9	A-PLACE Gotanda	6.1
TO-10	A-PLACE Shinagawa	4.9
TO-11	OSAKI WIZTOWER	2.4
TO-12	Shiodome Building	2.6
TO-13	Frontier Ebisu	5.2
TO-14	Shibuya Konnoh Building	4.3
0-1	Amagasaki Q's MALL (Land)	(Nate 5)-
0-2	icot Nakamozu	4.8
0-4	icot Mizonokuchi	8.3
O-5	icot Tama Center	1.8
O-6	A-PLACE Kanayama	5.3
0-7	Osaka Nakanoshima Building	7.9
O-8	icot Omori	3.9
0-9	Market Square Sagamihara	7.7
Average	e of the current portfolio (Note 8)	2.1

# **Borrowings and Investment Corporation Bonds (1/3)**

	(as								
lassification	Lender	Amounts borrowed	Interest rate	Maturity date	Remaining borrowing	Repayment metnod	Collateral		
incation		(¥ mn)	(Fixed/Floating)	(Note 2)	period (Note 3)	Repayment method	conatera		
	Sumitomo Mitsui Trust Bank, Ltd.	¥450 mn	1						
	Mitsubishi UFJ Trust and Banking Corporation	¥450 mn							
	Mizuho Bank, Ltd.	¥450 mn	Base rate+0.13%	May 31, 2016	0.4 years				
	The Bank of Tokyo-Mitsubishi UFJ Ltd.	¥450 mn	(Floating) (Note 4)		,				
	Sumitomo Mitsui Banking Corporation	¥225 mn							
ort-term	Development Bank of Japan Inc.	¥225 mn	<u> </u>						
	Sumitomo Mitsui Trust Bank, Ltd.	¥400 mn							
	Mitsubishi UFJ Trust and Banking Corporation	¥400 mn	Base rate + 0.275%	May 31,2016	0.4 years				
	Mizuho Bank, Ltd.	¥400 mn	(Floating) (Note 4)						
	The Bank of Tokyo-Mitsubishi UFJ Ltd.	¥400 mn							
	Sumitomo Mitsui Trust Bank, Ltd.	¥2.4 bn	Base rate+0.14% (Floating) (Note 4)	Jun 30, 2016	0.5 years				
	Mitsubishi UFJ Trust and Banking Corporation	¥3 bn	1						
	Sumitomo Mitsui Trust Bank, Ltd.	¥3 bn	0.876572%	Jun 13, 2016	0.4 years				
	Mizuho Bank, Ltd.	¥3 bn	(Fixed)	5411 13, 2010	orr years				
	The Bank of Tokyo-Mitsubishi UFJ Ltd.	¥3 bn							
	Sumitomo Mitsui Banking Corporation	¥6 bn	Base rate+0.17% (Floating) (Note 4)	Dec 13, 2016	0.9 years				
	Sumitomo Mitsui Trust Bank, Ltd.	¥2.4 bn	Base rate+0.142% (Floating) (Note 4)	Dec 26, 2016	1.0 years				
	Mizuho Trust & Banking Co., Ltd.	¥2 bn	(**********						
	Resona Bank, Ltd.	¥1.5 bn							
	The Bank of Fukuoka, Ltd.	¥1 bn	Base rate+0.175%						
	The Gunma Bank, Ltd.	¥500 mn	(Floating) (Note 4)	Mar 31, 2017	1.2 years	D. Hat wat it	NI		
	Shinkin Central Bank	¥500 mn				Bullet maturity	No collateral		
	Sumitomo Mitsui Trust Bank, Ltd.	¥500 mn							
	The Bank of Tokyo-Mitsubishi UFJ Ltd.	¥3 bn							
	Sumitomo Mitsui Trust Bank, Ltd.	¥3 bn	0.95315%						
	Mitsubishi UFJ Trust and Banking Corporation	¥3 bn	(Fixed)	Jun 13, 2017	1.4 years				
	Mizuho Bank, Ltd.	¥3 bn							
	Sumitomo Mitsui Trust Bank, Ltd.	¥780 mn							
	Mitsubishi UFJ Trust and Banking Corporation	¥780 mn							
	Mizuho Bank, Ltd.	¥780 mn	0.49815%	1. 0.2010	2.0				
	The Bank of Tokyo-Mitsubishi UFJ Ltd.	¥780 mn	(Fixed)	Jan 9, 2018	2.0 years				
	Sumitomo Mitsui Banking Corporation	¥390 mn	1						
	Development Bank of Japan Inc.	¥390 mn							
ig-term	Sumitomo Mitsui Trust Bank, Ltd.	¥5 bn	0.68315% (Note 5)	Mar 31, 2018	2.2 years				
lote 1)	Mizuho Bank, Ltd.	¥3 bn							
	Sumitomo Mitsui Trust Bank, Ltd.	¥3 bn	1.06309%						
	Mitsubishi UFJ Trust and Banking Corporation	¥3 bn	(Fixed)	Jun 13, 2018	2.4 years				
	The Bank of Tokyo-Mitsubishi UFJ Ltd.	¥3 bn							
	Sumitomo Mitsui Trust Bank, Ltd.	¥500 mn	i †			1			
	Mitsubishi UFJ Trust and Banking Corporation	¥500 mn							
	Mizuho Bank, Ltd.	¥500 mn	0.52304%						
	The Bank of Tokyo-Mitsubishi UFJ Ltd.	¥500 mn	(Fixed)	Jan 9, 2019	3.0 years				
	Sumitomo Mitsui Banking Corporation	¥250 mn			,				
	Development Bank of Japan Inc.	¥250 mn							

# Appendix Borrowings and Investment Corporation Bonds(2/3)

			(as of Jan. 1	l4, 2016)				
Classification	Lender	Amounts borrowed (¥ mn)	Interest rate (Fixed/Floating)	Maturity date (Note 2)	Remaining borrowing period (Note 3)	Repayment metnod	Collateral	
	Sumitomo Mitsui Trust Bank, td.	¥800 mn						
	Mitsubishi UFJ Trust and Banking Corporation	¥800 mn						
	Mizuho Bank, Ltd. The Bank of Tokyo-Mitsubishi UFJ Ltd. Sumitomo Mitsui Banking Corporation Development Bank of Japan Inc.	¥800 mn ¥800 mn ¥400 mn ¥400 mn	0.91941% (Fixed)	April 19, 2019	3.3 years			
	Development Bank of Japan Inc.	¥6 bn	1.19051% (Fixed)	June 13, 2019	3.4 years	]		
	Sumitomo Mitsui Trust Bank, Ltd.	¥340 mn		· · ·				
	Mitsubishi UFJ Trust and Banking Corporation Mizuho Bank, Ltd. The Bank of Tokyo-Mitsubishi UFJ Ltd.	¥340 mn ¥340 mn ¥340 mn	0.54352% (Fixed)	July 9, 2019	3.5 years			
	Sumitomo Mitsui Banking Corporation	¥170 mn						
	Development Bank of Japan Inc. Mizuho Trust & Banking Co., Ltd. Shinkin Central Bank	¥170 mn ¥1.5 bn ¥1.5 bn	0.51% (Fixed)	August 29, 2019	3.6 years			
	Sumitomo Mitsui Trust Bank, Ltd.	¥160 mn	(					
	Mitsubishi UFJ Trust and Banking Corporation	¥160 mn						(Note 1) Long-term borrowings include long term borrowings repaid within a year
	Mizuho Bank, Ltd. The Bank of Tokyo-Mitsubishi UFJ Ltd. Sumitomo Mitsui Banking Corporation Development Bank of Japan Inc.	¥160 mn ¥160 mn ¥80 mn ¥80 mn	0.93846% (Fixed)	January 10, 2020	4.0 years			(Note 2) If the repayment date falls on a non- business day, then the repayment is to be made on the next available business day.
Long-term (Note 1)	Sumitomo Mitsui Trust Bank, Ltd.	¥600 mn				Bullet maturity	No collateral	However, if the next available business day
(1000 1)	Mitsubishi UFJ Trust and Banking Corporation	¥600 mn						is in the next month, then the repayment is to be made on the business day immediately
	Mizuho Bank, Ltd. The Bank of Tokyo-Mitsubishi UFJ Ltd.	¥600 mn ¥600 mn	0.72546% (Fixed)	January 10, 2020	4.0 years			before the repayment date (Note 3) Years to maturity are calculated starting on Jan 14 2016
	Sumitomo Mitsui Banking Corporation Development Bank of Japan Inc.	¥300 mn ¥300 mn						Jan 14 2010
	Resona Bank, Ltd. The Bank of Fukuoka, Ltd. The Gunma Bank. Ltd.	¥1.5 bn ¥1 bn ¥500 mn	0.525% (Fixed)	March 31, 2020	4.2 years			
	The Norinchukin Bank	¥500 mn						
	Sumitomo Mitsui Trust Bank, Ltd.	¥1.06 bn						
	Mitsubishi UFJ Trust and Banking Corporation	¥1.06 bn						
	Mizuho Bank, Ltd. The Bank of Tokyo-Mitsubishi UFJ Ltd. Sumitomo Mitsui Banking Corporation Development Bank of Japan Inc.	¥1.06 bn ¥1.06 bn ¥530 mn ¥530 mn	1.0798% (Fixed)	December 19, 2020	4.9 years			
	Sumitomo Mitsui Trust Bank, Ltd.	¥1.34 bn						
	Mitsubishi UFJ Trust and Banking Corporation	¥1.34 bn						
	Mizuho Bank, Ltd. The Bank of Tokyo-Mitsubishi UFJ Ltd. Sumitomo Mitsui Banking Corporation Development Bank of Japan Inc.	¥1.34 bn ¥1.34 bn ¥670 mn ¥670 mn	1.07856% (Fixed)	January 10, 2021	5.0 years			

# Appendix Borrowings and Investment Corporation Bonds(3/3)

						(as of Jan. 1	14, 2016)
lassificatio	n Lender	Amounts borrowed (¥ mn)	Interest rate (Fixed/Floating)	Maturity date (Note 2)	Remaining borrowing period (Note 3)	Repayment metnod	Collateral
	Sumitomo Mitsui Trust Bank, Ltd.	¥840 mn					
	Mitsubishi UFJ Trust and Banking Corporation	¥840 mn					
	Mizuho Bank, Ltd.	¥840 mn	0.73690%	January 11, 2022	6.0 years		
	The Bank of Tokyo-Mitsubishi UFJ Ltd.	¥840 mn	017 000 0 70	50110017 117 2022	oro years		
	Sumitomo Mitsui Banking Corporation	¥420 mn					
	Development Bank of Japan Inc.	¥420 mn				4	
	Mizuho Trust & Banking Co., Ltd.	¥2 bn	0.68500%	March 31, 2022	6.2 years		
	Shinkin Central Bank	¥500 mn				4	
	Sumitomo Mitsui Trust Bank, Ltd.	¥1.5 bn					
	Mitsubishi UFJ Trust and Banking Corporation	¥1.5 bn	0.94688%	June 15, 2022	6.4 years		
	Mizuho Bank, Ltd.	¥1.5 bn			,		
	The Bank of Tokyo-Mitsubishi UFJ Ltd.	¥1.5 bn				4	
	Sumitomo Mitsui Trust Bank, Ltd.	¥200 mn					
	Mitsubishi UFJ Trust and Banking Corporation	¥200 mn					
	Mizuho Bank, Ltd.	¥200 mn	0.65691%	June 15, 2022	6.4 years		
	The Bank of Tokyo-Mitsubishi UFJ Ltd.	¥200 mn					
	Sumitomo Mitsui Banking Corporation	¥100 mn					
	Development Bank of Japan Inc.	¥100 mn				4	
	Sumitomo Mitsui Trust Bank, Ltd.	¥1.25 bn					
rm	Mitsubishi UFJ Trust and Banking Corporation	¥1.25 bn	0.6133%	March 30, 2023	7.2 years	Bullet maturity	No-collatera
1)	Mizuho Bank, Ltd.	¥1.25 bn	0.010070	10101130, 2023	7.2 years	Dunce macancy	No condecta
	The Bank of Tokyo-Mitsubishi UFJ Ltd.	¥1.25 bn					
	Sumitomo Mitsui Trust Bank, Ltd.	¥1.5 bn					
	Mitsubishi UFJ Trust and Banking Corporation	¥1.5 bn	1.06316%	June 15, 2023	7.4 years		
	Mizuho Bank, Ltd.	¥1.5 bn	1.0051070	5unc 15, 2025	7.1 years		
	The Bank of Tokyo-Mitsubishi UFJ Ltd.	¥1.5 bn				4	
	Sumitomo Mitsui Banking Corporation	¥625 mn	0.75387%	June 15, 2023	7.4 years		
	Development Bank of Japan Inc.	¥625 mn	0.7550770	54110 15, 2025	7.1 years		
	Sumitomo Mitsui Trust Bank, Ltd.	¥1.4 bn					
	Mitsubishi UFJ Trust and Banking Corporation	¥1.4 bn					
	Mizuho Bank, Ltd.	¥1.4 bn	0.78362%	January 12, 2024	8.0 years		
	The Bank of Tokyo-Mitsubishi UFJ Ltd.	¥1.4 bn	0.7050270	54.1001 y 12, 2027	0.0 years		
	Sumitomo Mitsui Banking Corporation	¥700 mn					
	Development Bank of Japan Inc.	¥700 mn				4	
	Sumitomo Mitsui Trust Bank, Ltd.	¥1.2 bn					
	Mitsubishi UFJ Trust and Banking Corporation	¥1.2 bn					
	Mizuho Bank, Ltd.	¥1.2 bn	0.85377%	June 17, 2024	8.4 years		
	The Bank of Tokyo-Mitsubishi UFJ Ltd.	¥1.2 bn	0.0337770	June 17, 2024	0.4 years		
	Sumitomo Mitsui Banking Corporation	¥600 mn					
	Development Bank of Japan Inc.	¥600 mn					
	Total	¥141 bn	-	-	-	-	-
	The Investment Corporation bonds	Issue price	Interest rate	Maturity date (Note 4)	Remaining borrowing period	Redemption method (Note 4)	Collatera
	he Investment Corporation 1st unsecured bonds su conditions among specified investment corporation bonds)	¥4 bn	0.37%	April 25, 2019	3.3 years		
	he Investment Corporation 2st unsecured bonds su conditions among specified investment corporation bonds)	¥2 bn	0.297%	April 21, 2020	4.3 years	Bullet maturity	No-collatera
٦	he Investment Corporation 3st unsecured bonds su conditions among specified investment corporation bonds)	¥2 bn	0.726%	April 21, 2025	9.3 years		
Tot	I of Borrowings and Investment Corporation Bonds	¥149 bn	-	-	-	-	-

#### (as of Jan. 14, 2016)



Focused investments in Urban Retail Properties 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 the value of our unitholders

Tokyu Plaza Omotesando Harajuku





# **Portfolio Composition Policy**

In making these investments, we consider location the most important factor, followed by other factors such as size, quality, specifications, and suitability for use by tenants



# **Urban Retail Properties**

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





Target portfolio (acquisition price basis)



# TOKYO OFFICE

OTHER

(Retail • Office)

# **Tokyo Office Properties**

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





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







(Note) The actual split of our portfolio may differ from the above over the short term due to acquisition / disposal of properties





# **3 Advantages of the REIT**

# Focus on Urban Retail and Tokyo Office properties

80% of portfolio is comprised of UR & TO

 Leading governance structure among JREITs
 Interest alignments through DPUlinked AM fees and arms' length principles

 Advantageous IPO timing
 - IPO price at ¥460,000, initial AUM ¥170 bn / NOI yield of 5.1%

- Potential for accretive transactions

(Note)The weighted average of the appraisal cap rates on the listing date (June 13, 2012) and at 8th fiscal period (ended Nov 2015)

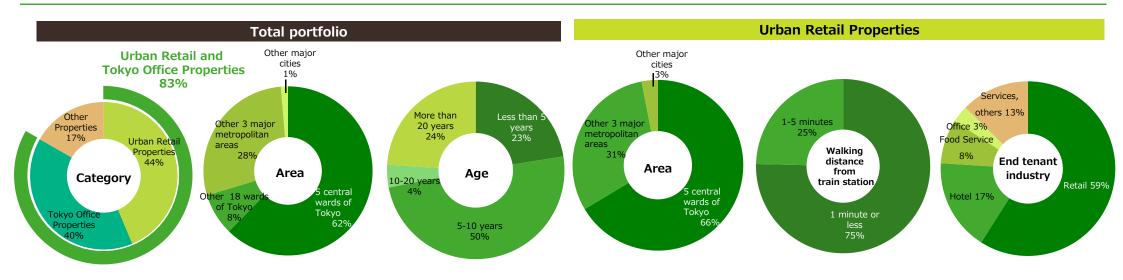
- Intensive focus on mid- to long-term earnings stability on the back of declining population and economy size
- Properties located in major cities such as 5 central wards of Tokyo, Osaka, Kobe and Sapporo
- Properties with high competitiveness
- The 1st J-REIT to adopt DPU linked AM fee
- Managing conflicts of interest through strict arms' length principles in decision making process, including the requirement of unanimous votes of external committee members for acquisitions
- Same-boat principle of our Sponsor, Tokyu Land, that they will seriously consider to subscribe to additional investment units in our equity issuances
- Listed in June, 2012, when real estate and capital markets were extremely weak after the global financial crisis
  - TSE REIT Index dropped 65% from pre-Lehman level
  - Taking advantage of NAV premium and low capital cost for further growth

 18 properties, asset size 170 billion yen.Started with a solid initial portfolio with average 5.1% NOI yield

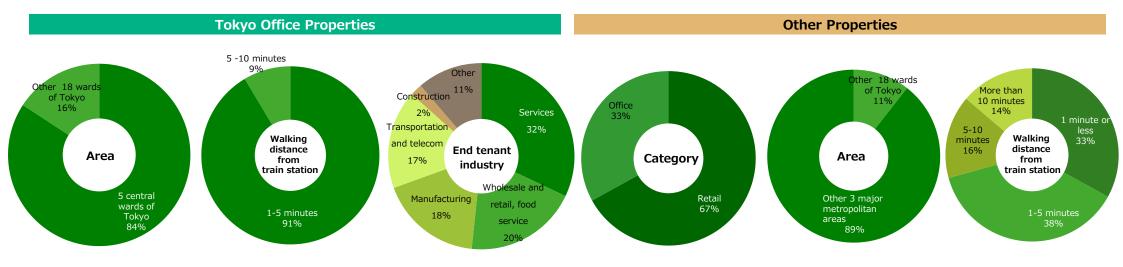
- For initial 18 properties, weighted average cap rate compressed from 4.7% to 4.4% (note) since IPO
- Portfolio unrealized gain of ¥39.0billion (8th period: 2015/11)



# Appendix Portfolio Summary



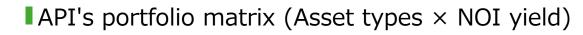
Portfolio average 12.8 years

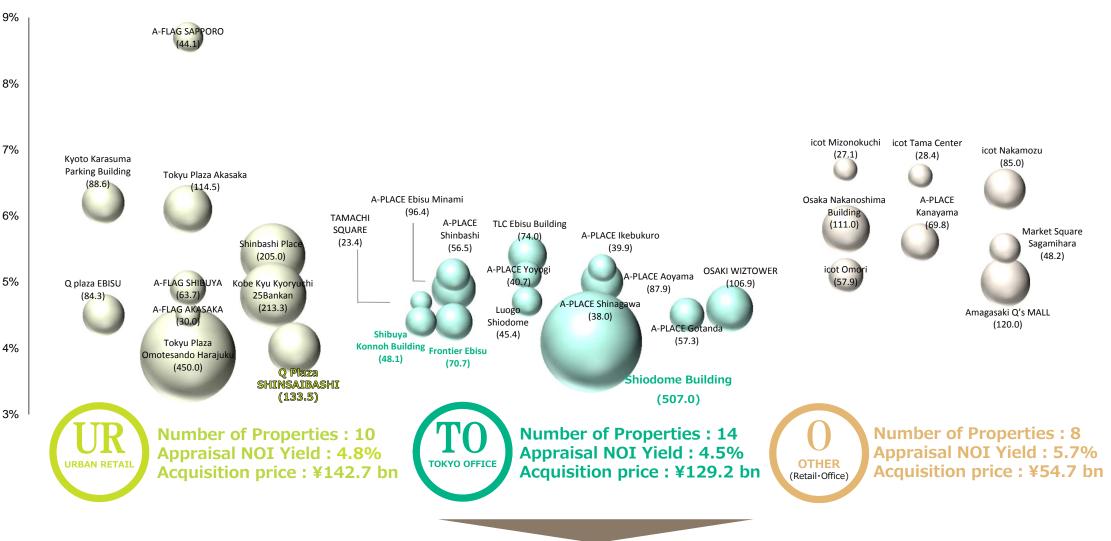


(Note 1) Each chart is based on the acquisition price as of the end of Nov.2015 excluding "End tenant industry," which is calculated based on the annual rents as of the end of Nov. 2015

(Note 2) Average property years is calculated excluding the properties API owns only land

# Appendix Portfolio matrix

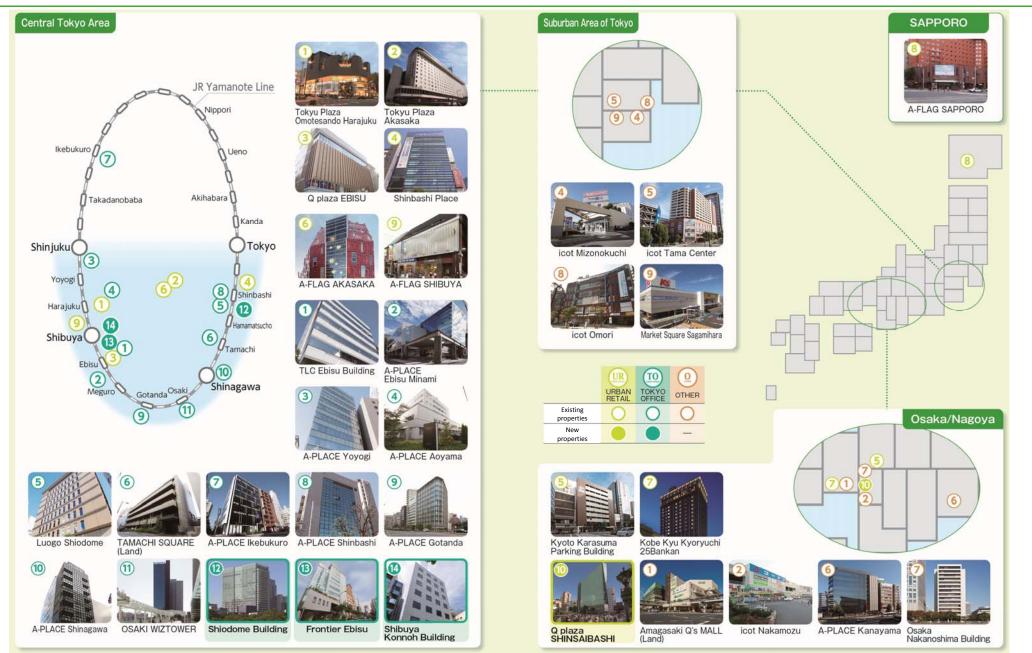




Number of Properties : 32, Portfolio average Appraisal NOI Yield: 4.9%, Acquisition price: 326.7 bn



# **Portfolio** map



# Appendix Portfolio – Urban Retail Properties (1/2)

Property name	Tokyu Plaza Omotesando Harajuku (Note1)	Tokyu Plaza Akasaka (Note1)	Q plaza EBISU	Shinbashi Place	Kyoto Karasuma Parking Building
Location	Jingu-mae, Shibuya-ku, Tokyo	Nagatacho, Chiyoda-ku, Tokyo	Ebisu, Shibuya-ku, Tokyo	Shinbashi, Minato-ku, Tokyo	Moto Honenji-cho, Nakagyo-ku, Kyoto
Access	1-minute walk from Tokyo Metro Chiyoda Line/Fukutoshin Line "Meiji Jingumae" station	1-minute walk from Tokyo Metro Ginza Line/Marunouchi Line "Akasaka-mitsuke" station 1-minute walk from Tokyo Metro Yurakucho Line/ Hanzomon Line/ Namboku Line "Nagatacho" station	1-minute walk from JR Yamanote Line/ Saikyo Line/ Shonan-Shinjuku Line/ Tokyo Metro Hibiya Line "Ebisu" station	1-minute walk from JR Tokaido Line/ Yamanote Line/ Keihin-Tohoku Line/ Yokosuka Line/ Tokyo Metro Ginza Line/ Toei Asakusa Line/ Yurikamome "Shinbashi" station	1-minute walk from Hankyu Kyoto Line "Karasuma" station 1-minute walk from subway Karasuma Line "Shijo" station
Acquisition price (A)	¥45,000 mn	¥11,450 mn	¥8,430 mn	¥20,500 mn	¥8,860 mn
Appraisal value (B) (Note2)	¥45,200 mn	¥11,500 mn	¥8,770 mn	¥22,500 mn	¥9,430 mn
vs appraisal value (A/B)	99.6%	99.6%	96.1%	91.1%	94.0%
Appraisal NOI yield	3.9%	6.1%	4.5%	5.4%	6.2%
Structure	Steel framed, RC, SRC	SRC	Steel framed, RC	Steel framed, SRC	Steel framed
Number of floors	7 floors above and 2 floors underground	14 floors above and 3 floors underground	6 floors above and 1 floor underground	10 floors above and 1 floor underground	9 floors above and 1 floor underground
Gross floor area	11,368.11m <sup>2</sup>	51,491.66m <sup>2</sup>	4,670.02m <sup>2</sup>	8,541.70m <sup>2</sup>	21,495.47m <sup>2</sup>
Total leasable area	4,887.81m <sup>2</sup>	16,579.26m <sup>2</sup>	4,024.88m <sup>2</sup>	9,156.01m <sup>2</sup>	21,616.04m <sup>2</sup>
Occupancy rate	100.0%	99.9%	100.0%	100.0%	100.0%
Key tenants	Baroque Japan Limited	Tokyu Hotels Co., Ltd.	Tokyu Sports Oasis Inc.	Yamada-Denki Co., Ltd.	Paraca Inc.
Number of tenants (Note2)	28	98	4	1	2
Key points of properties	<ul> <li>Located at the crossing of Omotesando and Meiji Street, the center of Japan's fashion culture</li> <li>Aiming to develop a "fashion theme park" that enables customers to enjoy the latest fashion and life-style themes in an environment full of greenery</li> <li>Many tenants have positioned their shops in this building as their flagship or prototype shop considering the building's excellent location and high visibility</li> </ul>	<ul> <li>The strong international flavor stems from the many foreign companies and embassies in this area. The Nagatacho and Kasumigaseki areas are located behind the site</li> <li>Located in the busy commercial area of Tokyo city-center, it has good commercial potential to attract diversified businesses</li> <li>Property is facing Akasakamitsuke crossing between Sotobori Dori and Route 246, with high visibility</li> </ul>	<ul> <li>Located in the Ebisu area which is, unlike Shibuya or Daikanyama, wellknown as an area for grown-ups</li> <li>High-profile building located in front of a station with a large façade made of terracotta bars and glass</li> <li>One of the few buildings with significant presence in the West exit area of "Ebisu" station where there are very few large-sized retail properties</li> </ul>	<ul> <li>1-minute walking distance from convenient "Shinbashi" station, which is one of the busiest terminal stations in Japan</li> <li>Shinbashi Place is in an area with diverse properties, such as office buildings, restaurants, apparel shops, and entertainment facilities, including karaoke facilities</li> <li>Versatile structure of the building allows various alternative uses including, but not limited to, use as offices for versatile coverage of diversified tenants' needs</li> </ul>	<ul> <li>Located in the Shijo Karasuma area, which is one of Kyoto's most prominent city center areas</li> <li>Highly visible building with a facade facing Karasuma Street, it is a high- profile building with an automated parking lot open 24 hours a day</li> <li>Highly important facility as it provides parking space to retail centers in the neighborhood such as Daimaru Kyoto and Takashimaya Kyoto</li> </ul>

(Note1) Tokyu Plaza Omotesando Harajuku, Tokyu Plaza Akasaka and Shiodome Building, the co-ownership (jun kyoyu-mochibun) properties, are calculated based on the pro rata share (75%, 50% and 25% respectively). No of tenants, however, indicate the # of tenants of the whole building. (Note 2) Number of tenants indicates that on lease agreements for each building, as shown in relevant each lease agreement is entered into for each asset, provided that the total of land tenants is stated for land reporties. Activia

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# Portfolio – Urban Retail Properties (2/2)

#### A-FLAG AKASAKA Kobe Kyu Kyoryuchi 25Bankan A-FLAG SAPPORO A-FLAG SHIBUYA Q Plaza SHINSAIBASHI Minami-Yonio-Nishi, Chuo-ku, Sapporo, Location Kyomachi, Chuo-ku, Kobe City, Hyogo Udagawa-cho, Shibuya-ku, Tokyo Shinsaibashisuji Chuo-ku, Osaka Akasaka, Minato-ku, Tokyo Hokkaido 4-minute walk from Tokyo Metro Ginza 5-minute walk from Kobe subway Kaigan Line/ Hanzomon Line/ Fukutoshin Line/ Line "Kyu Kyoryuchi, Daimarumae" station Tokyu 3-minute walk from Tokyo Metro 9-minute walk from JR Tokaido Line 2-minute walk from Sapporo subway Denentoshi Line/ Tovoko Line "Shibuya" Chivoda Line "Akasaka" station "Sannomiva" station 1-minute walk from Osaka City's Subway Nanbou Line "Susukino" station station Access 5-minute from Tokyo Metro 9-minute from Hankyu railway Kobe Line/ Midosuji Line and Nagahori Tsurumi-8-minute walk from Sapporo subway 5-minute walk from Keio Inokashira Line Ginza Line/ Marunouchi Line Hanshin electric railway/ Kobe kosoku rvokuchi Line "Shinsaibashi" Sta. Toho Line "Hosui-susukino" station "Shibuya" station "Akasaka-mitsuke" station railwav/ 6-minute walk from JR Yamanote Line/ Kobe subway Seishin-YamaNoteLine Saikyo Line/ Shonan-Shinjuku Line "Sannomiya" station "Shibuya" station Acquisition price (A) ¥3,000 mn ¥21,330 mn ¥4,410 mn ¥6,370 mn ¥13,350 mn Appraisal value (B) ¥3,150 mn ¥21,600 mn ¥4,800 mn ¥6,400 mn ¥13,400 mn 95.2% 98.8% 91.9% 99.5% 99.6% vs appraisal value (A/B) Appraisal NOI yield 4.5% 4.8% 8.7% 4.9% 3.9% Structure Steel framed, SRC Steel framed, SRC Steel framed, RC RC Steel framed, SRC, RC 8 floors and 2 floors underground Number of floors 7 floors above and 1 floor underground 18 floors above and 3 floors underground 12 floors above and 1 floor underground 5 floors above and 1 floor underground Gross floor area 2,429.01m<sup>2</sup> 27,010.67m<sup>2</sup> 27,277.85m<sup>2</sup> 3,340.70m<sup>2</sup> 3,822.45m 19,653.90m<sup>2</sup> Total leasable area 2,280.22m<sup>2</sup> 21,229.16m<sup>2</sup> 3,413.80m<sup>2</sup> 2,820.23m 100.0% 100.0% 100.0% 88.4% 100.0% Occupancy rate - (Note 1) Plan Do See Inc. Tokyu Hotels Co., Ltd. BOOKOFF CORPORATION LIMITED Zara Japan Corp. Key tenants 8 7 2 5 Number of tenants 18 • 3-minute walking distance from Tokyo • Kyu Kyoryuchi is located in Kobe, a port • In Sapporo, Sapporo Snow Festival is • An urban retail property located in the Located in the front entrance of Metro Chiyoda Line's Akasaka Sta. and city with long history and various held very February Shibuya area, one of the major "Shinsaibashi," the top commercial area Hotel located in "Susukino", the most is convenient location where multiple historic sites/buildings. The Kyu commercial districts and the fashion in Western Japan stations and lines may be used Kyoryuchi area, where various top-class popular entertainment district in centers for "younger generations" Shinsaibashi has the ability to attract • A highly visible commercial building on luxury brands are located, is one of the Hokkaido and one of Japan's major Located on and designed to match customers as commercial focal point Hitotsugi-dori, the busiest street, with leading commercial districts in West tourist spots "Shibuva Center street," attracting with passers-by reaching about 98,000 Key points of properties various restaurants and the heaviest Japan in terms of the number of visitors • In 2011, Susukino Sta. was connected people all day and night people foot traffic, in Akasaka • Tenants include Louis Vuitton shop in from Subway Sapporo Sta via Club Ouattro is a long-established club, Multi-tenant commercial facility with the • Leasing area of one floor is wider and the "Louis Vuitton Maison" format underground mall, and synergy effects hosts live music and has invited a flagship shop of global brand, "ZARA" versatile use for needs of diverse offering a full lineup between areas are expected variety of artists from both Japan and • Tenants under a lease contract for 5 Abroad for 25 years tenants years or longer have helped stabilize portfolio revenue



# Portfolio – Tokyo Office Properties (1/3)

Property name	TLC Ebisu Building	A-PLACE Ebisu Minami	A-PLACE Yoyogi	A-PLACE Aoyama	Luogo Shiodome	TAMACHI SQUARE (Land)
Location	Ebisu, Shibuya-ku, Tokyo	Ebisu-Minami, Shibuya-ku, Tokyo	Sendagaya, Shibuya-ku, Tokyo	Kita-Aoyama, Minato-ku, Tokyo	Higashi Shinbashi, Minato-ku, Tokyo	Shiba, Minato-ku, Tokyo
Access	4-minute walk from JR Yamanote Line/ Saikyo Line/ Shonan-shinjuku Line "Ebisu" station 6-minute walk from Tokyo Metro Hibiya Line "Ebisu" station	4-minute walk from JR Yamanote Line/ Saikyo Line/ Shonan-Shinjuku Line/ Tokyo Metro Hibiya Line "Ebisu" station	3-minute walk from JR YamaNoteLine/ Chuo Line/ Sobu Line/ Toei Oedo Line "Yoyogi" station	4-minute walk from Tokyo Metro Ginza Line "Gaienmae" station	4-minute walk from Toei Oedo Line/ Yurikamome "Shiodome" station 5-minute walk from JR Tokaido Line/ Yamanote Line/ Keihin- Tohoku Line/ Yokosuka Line/ Tokyo Metro Ginza Line/ Toei Asakusa Line/ Yurikamome "Shinbashi" station	2-minute walk from Toei Asakusa Line/ Mita Line "Mita" station 4-minute walk from JR Yamanote Line/ Keihin-Tohoku Line "Tamachi" station
Acquisition price (A)	¥7,400 mn	¥9,640 mn	¥4,070 mn	¥8,790 mn	¥4,540 mn	¥2,338 mn
Appraisal value (B)	¥7,420 mn	¥9,950 mn	¥4,180 mn	¥8,850 mn	¥4,570 mn	¥2,400 mn
vs appraisal value (A/B)	99.7%	96.9%	97.4%	99.3%	99.3%	97.4%
Appraisal NOI yield	5.4%	4.9%	5.1%	5.0%	4.7%	4.7%
Structure	SRC	SRC	Steel framed	RC	Steel framed, RC	-
Number of floors	9 floors above and 1floor underground	6 floors above and 1 floor underground	10 floors above and 1 floor underground	9 floors above and 1 floor underground	11 floors above and 1 floor underground	-
Gross floor area	10,297.73m <sup>2</sup>	12,167.57m <sup>2</sup>	4,201.59m <sup>2</sup>	9,958.33m <sup>2</sup>	8,242.61m <sup>2</sup>	-
Total leasable area	7,342.60m <sup>2</sup>	7,950.51m <sup>2</sup>	3,106.17m <sup>2</sup>	7,303.69m <sup>2</sup>	4,476.35m <sup>2</sup>	1,287.96m <sup>2</sup>
Occupancy rate	87.5%	100.0%	100.0%	100.0%	100.0%	100.0%
Key points of properties	<ul> <li>The building is in the high profile area of Ebisu, which has the highest concentration of office buildings in this area</li> <li>Compared with other buildings in the neighborhood, its large floor size of approx. 805m2 on standard floors makes it highly competitive</li> <li>Large-scale renovations were completed in 2011, and the building continues to be a high grade property</li> </ul>	<ul> <li>Suited to the high traffic of Ebisu area and high demand by IT companies including software developers, apparel companies, as well as service providers such as restaurants, beauty salons and clinics and schools</li> <li>Large standard floor area of approx. 1,655 m<sup>2</sup></li> </ul>	<ul> <li>Highly visible building located on the roadside of Meiji Street, within walking distance from "Shinjuku" station</li> <li>Approx. 346 m<sup>2</sup> astylar space on one floor allows highly efficient space usage</li> <li>Versatile rectangular building shape allows partial leasing of the building</li> </ul>	<ul> <li>Building has strong competitive advantages compared with the office buildings in the neighborhood due to its large size</li> <li>Large-scale renovation of the building including seismic strengthening completed in 2008</li> <li>Above-ground ample parking spaces provides an attractive feature companies including apparel companies that need to deliver products and equipment</li> </ul>	<ul> <li>Located on the north side of Shiodome Siosite's western district, known as "Italy Town", which has high traffic</li> <li>Higher competitiveness compared with other office properties in the neighborhood due to its quake-absorbing structure</li> <li>Strong demand expected from affiliates and customers of large corporations that are tenants in large buildings around "Shiodome" station</li> </ul>	<ul> <li>Convenient location with several lines</li> <li>High concentration of large companies because of easy access to Shinagawa station providing Tokaido bullet train, and Hamamatsu station providing direct access to Haneda Airport from Tamachi station on JR Line</li> </ul>

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# Portfolio – Tokyo Office Properties (2/3)

Property name	A-PLACE Ikebukuro	A-PLACE Shinbashi	A-PLACE Gotanda	A-PLACE Shinagawa	OSAKI WIZTOWER (4–11th floors)	Shiodome Building
Location	Minami Ikebukuro, Toshima-ku, Tokyo	Shinbashi, Minato-ku, Tokyo	Nishigotanda, Shinagawa-ku, Tokyo	Konan, Minato-ku, Tokyo	Osaki, Shinagawa-ku, Tokyo	Kaigan, Minato-ku, Tokyo
Access	6-minute walk from JR Yamanote Line/ Saikyo Line/ Shonan-Shinjuku Line/ Tokyo Metro Marunouchi Line/ Yurakucho Line/ Fukutoshin Line/ Seibu Ikebukuro Line/ Tobu Tojo Line "Ikebukuro" station	3-minute walk from JR Tokaido Line/ YamanoteLine/Keihin- Tohoku Line/ Yokosuka Line/ Tokyo Metro Ginza Line/ Toei Asakusa Line/ Yurikamome "Shinbashi" station	3-minute walk from Toei Asakusa Line "Gotanda" station 4-minute walk from JR Yamanote Line "Gotanda" station	4-minute walk from JR Tokaido Shinkansen/ Tokaido Line/ Yamanote Line/ Keihin- Tohoku Line/ Yokosuka Line/ Keikyu Main Line "Shinagawa" station	4-minute walk from JR Yamanote Line/ Saikyo Line/ Shonan-Shinjuku Line/ Rinkai Line "Osaki" station	3-minute walk from JR Line "Hamamatsucho" station 3-minute walk from Toei Oedo Line/ Asakusa Line "Daimon" station
Acquisition price (A)	¥3,990 mn	¥5,650 mn	¥5,730 mn	¥3,800 mn	¥10,690 mn (Holding portion)	¥30,300 mn / ¥20,400 mn
Appraisal value (B)	¥4,020 mn	¥5,780 mn	¥5,750 mn	¥3,800 mn	¥11,200 mn (Holding portion)	¥30,450 mn / ¥20,700 mn
vs appraisal value (A/B)	99.3%	97.8%	99.7%	100.0%	95.4%	99.5% / 98.6%
Appraisal NOI yield	5.2%	5.1%	4.5%	4.6%	4.6%	4.2% / 4.1%
Structure	Steel framed, RC	RC, SRC	RC, SRC	RC, SRC	RC, SRC	RC, SRC
Number of floors	7 floors above and 1 floor underground	9 floors above and 2 floors underground	10 floors above and 1 floor underground	8 floors above and 1 floor underground	25 floors above and 2 floors underground (total)	24 floors above and 2 floors underground
Gross floor area	4,709.05m <sup>2</sup>	7,143.97m <sup>2</sup>	5,782.65m <sup>2</sup>	3,937.61m <sup>2</sup>	54,363.84m <sup>2</sup> (Total)	115,930.83m <sup>2</sup> (Whole building)
Total leasable area	3,409.73m <sup>2</sup>	5,052.14m <sup>2</sup>	4,028.69m <sup>2</sup>	2,986.36m <sup>2</sup>	7,193.28m <sup>2</sup> (Holding portion)	20,097.18m <sup>2</sup> (Converting holding portion)
Occupancy rate	100.0%	97.8%	100.0%	100.0%	100.0%	93.2%
Key points of properties	<ul> <li>High-profile building located within a 6-minute walking distance from "Ikebukuro" station along Meiji Street</li> <li>Relatively new building which is built by the latest building, facility specifications and located in an area with little supply of new office Properties</li> </ul>	<ul> <li>Demand in this area from prospective tenants running various types of business in different categories is expected</li> <li>In a block on the southern side, Loop Road No. 2 is under onstruction. The district has the potential for further evelopment in the future</li> <li>The second through fifth floors were renovated</li> </ul>	<ul> <li>Highly visible by facing a platform of "Gotanda" station on JR Line and locating on the corner of Sakurada Street (National Road No.1)</li> <li>An office building with a highprofile facade, developed by Tokyu Land Corporation</li> <li>The building is highly competitive, and also equipped with high-tech facilities including 100mmhigh free-access floors, individual air conditioning units and grid ceilings</li> </ul>	<ul> <li>High convenience with easy access to major areas in Tokyo and access to the Tokaido bullet train</li> <li>Located in Konan, an area with a high concentration of headquarter buildings of major companies</li> <li>Relatively compact rental area with 120 tsubo floor area on standard floors, with no pillars in the office spaces, allowing for efficient and versatile use of the floors</li> </ul>	<ul> <li>High convenience with a four- minute walk from "Osaki" Station on JR YamaNoteLine and Shonan- Shinjuku Line,etc</li> <li>Further expansion as the new office area is expected by the reconstruction development around the station</li> <li>Having BCP (Business Continuity Planning) facilities such as emergency power supplies enabling consecutive 48-hour electric power generation, in addition to the newest earthquake resistant Structure</li> </ul>	<ul> <li>Only a 3-minute walk from JR Hamamatsucho Station and the Toei Daimon Station with a direct access to Haneda Airport and major rail terminals such as Tokyo and Shinagawa stations</li> <li>Highly competitive building with standard office floor area of more than 1,000 tsubo, a rarity in Tokyo, which meets wide variety of tenants needs by dividing the floor space</li> </ul>



# Portfolio – Tokyo Office Properties (3/3)/Other Properties (1/2)

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Property name	Frontier Ebisu	Shibuya Konnoh Building	Amagasaki Q's MALL (Land) icot Nakamozu		icot Mizonokuchi	
Location	Higashi, Shibuya-ku, Tokyo	Shibuya, Shibuya-ku, Tokyo	Shioe, Amagasaki City, Hyogo	428-2 Nakamozucho 3-cho, Kita-ku, Sakai City, Osaka	Mizonokuchi, Takatsu-ku, Kawasaki City, Kanagawa	
Access	6-minute walk from JR Yamanote Line/ Saikyo Line/ Shonan-Shinjuku Line/ Tokyo Metro Hibiya Line "Ebisu" Station	4-minutes walk from JR Yamanote Line Shibuya station "shinminamiguchi"gate	2-minute walk from JR Tokaido Main Line/ Fukuchiyama Line/ Tozai Line "Amagasaki" station	6-minute walk from Osaka Municipal Subway Midosuji Line "Nakamozu" station 6-minute walk from Nankai Koya Line "Shirasagi" station 8-minute walk from Nankai Koya Line "Nakamozu" station	13-minute walk from Tokyu Denen Toshi Line/ Oimachi Line "Takatsu" station	
Acquisition price (A)	¥7,072 mn	¥4,810 mn	¥12,000 mn	¥8,500 mn	¥2,710 mn	
Appraisal value (B)	¥7,160 mn	¥4,900 mn	¥12,100 mn	¥8,880 mn	¥2,950 mn	
vs appraisal value (A/B)	98.8%	98.2 %	99.2%	95.7%	91.9%	
Appraisal NOI yield	4.4%	4.4 %	5.0%	6.4%	6.7%	
Structure	SRC	RC, SRC	-	Steel framed	Steel framed	
Number of floors	10 floors above and 2 floors underground	8 floors above and 1 floor underground	-	3 floors above	4 floors above and 1 floor underground	
Gross floor area	5321.23m <sup>2</sup>	4,331.70 m <sup>2</sup>	-	27,408.34m <sup>2</sup>	14,032.05m <sup>2</sup>	
Total leasable area	4010.69m <sup>2</sup>	2,958.85 m <sup>2</sup>	27,465.44m <sup>2</sup>	28,098.02m <sup>2</sup>	14,032.05m <sup>2</sup>	
Occupancy rate	100.0%	100.0 %	100.0%	100.0%	100.0%	
Key points of properties	<ul> <li>Great lighting and visibility as it is located at the corner and along the Meiji street which is 6minute walk from "Ebisu" station</li> <li>Well in appealing tenants in terms of facilities following the renewal of entrance/restroom and individualizing air conditioner despite the age of 20 years</li> </ul>	<ul> <li>South entrance of Shibuya Station is expected to be developed with better accessibility through improvement of Shibuya Station and its surroundings as well as re-development on such area</li> <li>It underwent large-scale renovations from 2011 to 2012</li> </ul>	<ul> <li>Multi-tenant property that represents Amagasaki and is directly connected to the JR Amagasaki train station. Its enants include the largest sports club and cinema complex in the region and a department store that specializes in household accessories</li> <li>Stable income expected from the strong competitiveness of the property in the relevant region and a 30-year term leasehold agreement (land) for commercial use with the Leaseholder</li> </ul>	<ul> <li>Located in Nakamozu area where housing concentration is growing steadily as it connects Osaka City with Senboku New Town</li> <li>It is one of the No. 1 neighborhood shopping centers in the nearby commercial area</li> <li>The property houses the flagship store of home improvement retailer Kohnan Shoji. Stable income is expected from the 20-year fixedterm lease contracts with such core Tenants</li> </ul>	<ul> <li>Good access from the Tokyo city center as property is facing the trunk road. It is located in an area with many residential developments and a promising trade area</li> <li>Property presents one of the few opportunities to major retailers who want to open their shops on roadside properties, and provides leasing contracts with terms through 2018 to ensure stable income</li> </ul>	

# Portfolio – Other Properties (2/2)

Property name	icot Tama Center	A-PLACE Kanayama	Osaka Nakanoshima Building	icot Omori	Market Square Sagamihara
Location	Ochiai, Tama City, Tokyo	Kanayama, Naka-ku, Nagoya City, Aichi	Nakanoshima, Kita-ku, Osaka City, Osaka	Omorikita, Ota-ku, Tokyo	Shimokuzawa, Chuo-ku, Sagamihara-city, Kanagawa
Access	4-minute walk from Keio Sagamihara Line "Keio Tama Center" station 4-minute walk from Odakyu Tama Line "Odakyu Tama Center" station 4-minute walk from Tama Toshi Monorail "Tama Center" station	1-minute walk from Nagoya Municipal Subway Meijo Line/ Meiko Line "Kanayama" station 2-minute walk from JR Chuo Line/ Tokaido Line/ Meitetsu Nagoya Main Line "Kanayama" station	1-minute walk from Keihan Nakanoshima Line "Oebashi" station 5-minute walk from Osaka Municipal Subway Midosuji Line "Yodoyabashi" station	3-minute walk from JR Keihitohoku Line "Omori" station	15-minute walk from from JR Sagamihara Line "Minamihashimoto" station
Acquisition price (A)	¥2,840 mn (stratified ownership)	¥6,980 mn	¥5,250 mn/¥5,850 mn	¥5,790 mn	¥4,820 mn
Appraisal value (B)	¥2,990 mn mn (stratified ownership)	¥7,120 mn	¥5,800 mn/¥5,900 mn	¥5,810 mn	¥4,820 mn
vs appraisal value (A/B)	95.0%	98.0%	90.5%/99.2%	99.7%	100.0%
Appraisal NOI yield	6.6%	5.6%	6.2%/5.5%	5.1%	5.5%
Structure	RC	Steel framed, SRC	SRC	RC, SRC	Steel framed
Number of floors	15 floors above and 1 floor underground (total)	9 floors above and 1 floor underground	15 floors above and 3 floors underground	7 floors above and 1 floor underground	2 floors above
Gross floor area	31,553.75m <sup>2</sup> (total)	12,783.13m <sup>2</sup>	34,248.71m <sup>2</sup>	7,040.95m <sup>2</sup>	9,719.38m <sup>2</sup>
Total leasable area	5,181.58m <sup>2</sup> (stratified ownership)	9,314.91m <sup>2</sup>	20,341.41m <sup>2</sup>	6,209.79m <sup>2</sup>	15,152.42m <sup>2</sup>
Occupancy rate	100.0%	100.0%	97.9%	100.0%	100.0%
Key points of properties	<ul> <li>High concentration of residents in an area which is located in the center of Tama New Town. Property is connected with a station and retail properties by a pedestrian walkway</li> <li>Unique tenant structure that includes a one-price shop, clinic mall and bank branches helps satisfy the needs of people in surrounding areas, and parking for over 100 cars provides convenience to shoppers who come by car</li> </ul>	• Property is located in front of "Kanayama" station which has good access to "Nagoya" station and Chubu International Airport. The large standard floor size of 300 tsubo and its landmark exterior ensures sufficient competitiveness in the area	<ul> <li>The Nakanoshima area features many office buildings, including financial institutions and government offices, such as the Bank of Japan Osaka branch and the Osaka City Hall, as well as offices of major companies such as The Asahi Shimbun Company and Kansai Electric Power</li> </ul>	<ul> <li>A convenient location that serves a large population of approximately 72,000 persons in 1-km retail area and 471,000 persons in the 3-km retail area</li> <li>Its location has heavy foot traffic from commuters, students and residents due to easy access from both the residential district near the west exit of Omori Station and a commercial district</li> </ul>	<ul> <li>Newly opened in July 2014</li> <li>Tenants – a major home electronics retailer K's Denki, a major supermarket chain OK Store, and a well-known revolving sushi chain Hamazushi – cater to the needs of local area residents</li> </ul>

Investment Highlights Activia's Corporate Philosophy Activate Focused investments in Urban **Retail and Tokyo Office Properties** Utilization of the comprehensive support and capabilities of Tokyu **I**A Fudosan Holdings Group's value chain "place" = Activia Strong governance structure aimed at maximizing unitholder value

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

In order to maximize unitholder value over the medium to long term, we carefully 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 effective measures to maintain and improve the properties' value.

# Appendix Tokyu Fudosan Holdings Group's Support System

• To ensure stable growth over the medium to long-term, the Asset Manager has applied its know-how and utilized its independent network to the management of properties. The Asset Manager has also leveraged Tokyu Fudosan Holdings Group companies' value chain and comprehensive support to ensure asset growth through the continued acquisition of competitive assets (external growth) and operation/management of properties through ways designed to bring out the competitive strengths of properties under management and improve their profitability (internal growth)

Utilization of Tokyu Fudosan Holdings Group's multi-faceted and comprehensive know-how and value chain

#### Tokyu Fudosan Holdings Group

- One of the major property development groups in Japan with a solid track record in development, operation and management of properties
- The group also includes B-to-C businesses which may serve as tenants in our properties and has deep knowledge of consumer needs

#### Value Chain



Capitalize on the Asset Manager's own know-how

## TLC Activia Investment Management Inc.

- The management's years of experience in development, operation and management of retail facilities and office buildings
- Expand portfolio by leveraging its know-how for property acquisitions and its wide-ranging network



**Support for** 

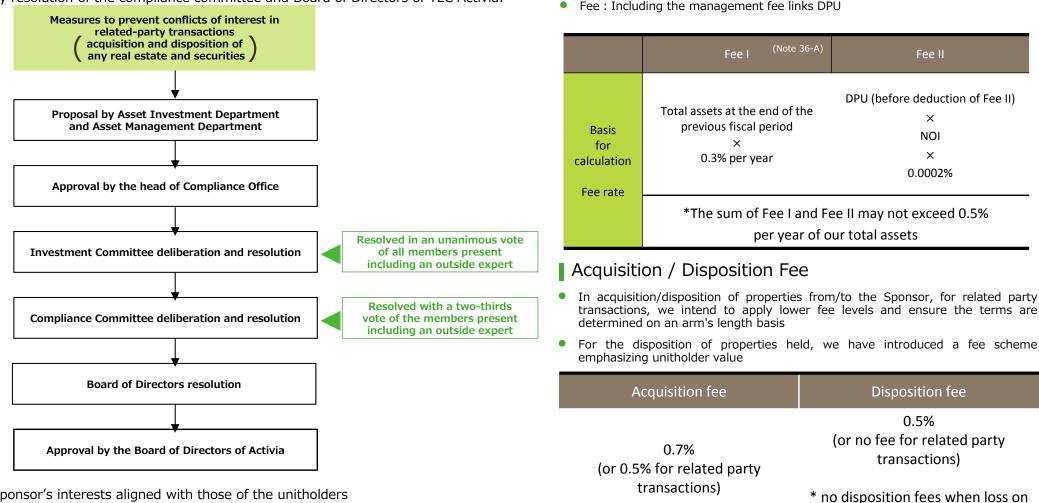
external

arowth

# Strong Governance Structure to Maximize Unitholder Value

## **Strong Governance Structure**

- Involvement of third parties to protect the interests of unitholders
- Related-party transactions such as acquisition of properties required to be approved by resolution of the compliance committee and Board of Directors of TLC Activia.



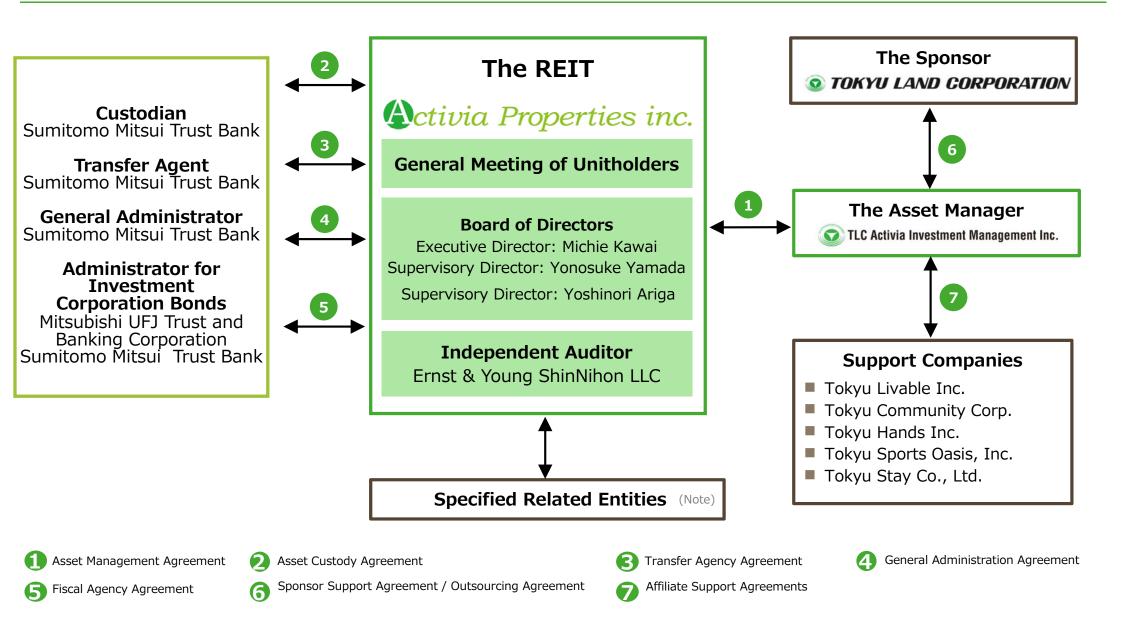
**Asset Management Fee** 

unitholder value

Asset Management Fee system that enhances the incentive of maximizing the

sale is accrued

- Sponsor's interests aligned with those of the unitholders
- In order to maximize the value of our units, we have built a governance structure which aligns the interests of the Asset Manager and Tokyo Land Corporation with those of our unitholders





- Development of an organization that capitalizes on the capabilities of the Tokyu Fudosan Holdings Group for efficient management and for controlling conflicts of interest
- Appointment of an independent property appraiser as a member of the Investment Committee with veto rights
- 1. Overview of the Asset Manager

2. Asset Manager Organizational Chart

Corporate name	TLC Activia Investment Management Inc.	Independent	Shareholders	s' Meeting	Corporate
Established on	Nov, 15, 2010	Auditor	Board of D	irectors	Auditors
Capital	¥300 mn				Compliance Committee
Shareholder	Tokyu Land Corporation 100%		President	& CEO	Investment Committee
Representative Director and President	Michie Kawai	Internal Auditors			Compliance Office
License	Real estate agent license (Governor of Tokyo (2) No. 92551) Discretionary Transaction Agent License (Minister of Land, Infrastructure and Transportation Approval No. 67) Licensed Financial Instrument Trader (kinsho) No. 2551 The Investment trust Association, Japan The Association for Real Estate Securitization	Strategic Planning Department Business administration Contact person for administration General Finance and Bookkeeping IT & Information Security	Fund Management Department <ul> <li>Financial affairs of the REIT</li> <li>IR activities</li> </ul>	Asset Investment Department Investment Policy Planning for Real Estate Acquisition & Sales Real Estate Acquisition & Sales	Asset Management Department • Asset Management Policy Planning • Asset Management

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This document includes charts and data described by TLC Activia Investment 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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