



# **Kenedix Retail REIT Corporation**

Financial Results for the 11th Fiscal Period ended September 30, 2020

November 17, 2020





# From the "Crisis Period" to the "Recovery Period" amid the COVID-19 pandemic



# ■ Asset management amid the COVID-19 pandemic (the 11th fiscal period ended September 2020)

- Strong performance of KRR's core tenants that deal with daily necessities including grocery supermarkets and home & garden stores, even amid the pandemic
- Temporary rent reductions for certain tenants facing sharp sales decline due to the pandemic
- Achieved JPY 6,546 DPU, surpassing previous period DPU, by gains on sale of a property and cost reduction, despite net income decreased due to the response to rent reduction requests and decrease in sales-linked rent as a result of tenant sales decline

# ■ Management views

- Overcame the "Crisis Period" caused by the pandemic in the 11th fiscal period and shifted to the "Recovery Period"
- · Reaffirmed the stability of shopping centers for daily needs amid the pandemic
- Some tenants, mainly service-oriented such as restaurants, are taking time to recover their sales amid the pandemic; prolonged pandemic may result in additional rent reduction requests or move-outs of tenants
- Gains on sale of Daikanyama Address Dixsept (total of JPY1,137 mn) (Note) will contribute to stable distributions over next three fiscal periods until March 2022; meanwhile, seek to improve the quality and profitability of portfolio by asset and tenant reshuffling during these periods

Note: Estimated figure as of the date of this material.

# The disposition of Daikanyama Address Dixsept



# Summary of the disposition of Daikanyama Address Dixsept





Location	Shibuya ward, Tokyo					
Data of disposition	Dec. 1, 2020 Apr. 1, 2021 Oct. 1, 2021					
Disposition price (Note 1)	JPY2,657 mn (40%)	JPY1,993 mn (30%)	JPY1,993 mn (30%)			
210600111011101101	JPY6,644 mn					
Book value (as of Sep. 30, 2020)	JPY5,363 mn					
Appraisal price (as of Sep. 30, 2020)	JPY6,120 mn					
NOI yield (based on disposition price) <sup>(Note 2)</sup>	3.6%					
Date of acquisition	Feb. 10, 2015					

# Aim of the disposition

### 1. Disposition of a property with relatively low stability

# The impact of the COVID-19 pandemic on this property is relatively large among KRR properties

- In this property, the unit price of rent is high and there are many apparel tenants.
   These characteristics make its NOI relatively volatile, as tenants regularly vacate
- The number of tenants that suspended operations during the state of emergency declaration in this property was the highest among KRR multi-tenant properties.
   The impact of the COVID-19 pandemic on this property is relatively large among KRR properties

# 2. Improving portfolio profitability

(based on acquisition price) (Note 3)	Portfolio average	
	Appraisal NOI yield	5.2%
NOI yield after depreciation 3.9%	NOI yield after depreciation	4.2%

- NOI yield and NOI yield after depreciation of this property are lower than the portfolio average appraisal NOI yield and NOI yield after depreciation, respectively
- Seek to improve the profitability of portfolio by acquiring properties with appraisal NOI yield/NOI yield after depreciation higher than the NOI yield/NOI yield after depreciation of this property

### 3. Contributing to stable distributions over next three FPs(Note 4)

+JPY 841	+JPY 638	+JPY 642
12th FP	13th FP	14th FP
ending Mar. 2021	ending Sep. 2021	ending Mar. 2022

- The disposition price is 23.9% above the book value and 8.6% above the real estate appraisal value, even amid the COVID-19 pandemic
- Gain on sale (total of JPY 1,137 mn) will be enjoyed over the next three periods

Note 1: The figures are rounded off to the nearest million yen.

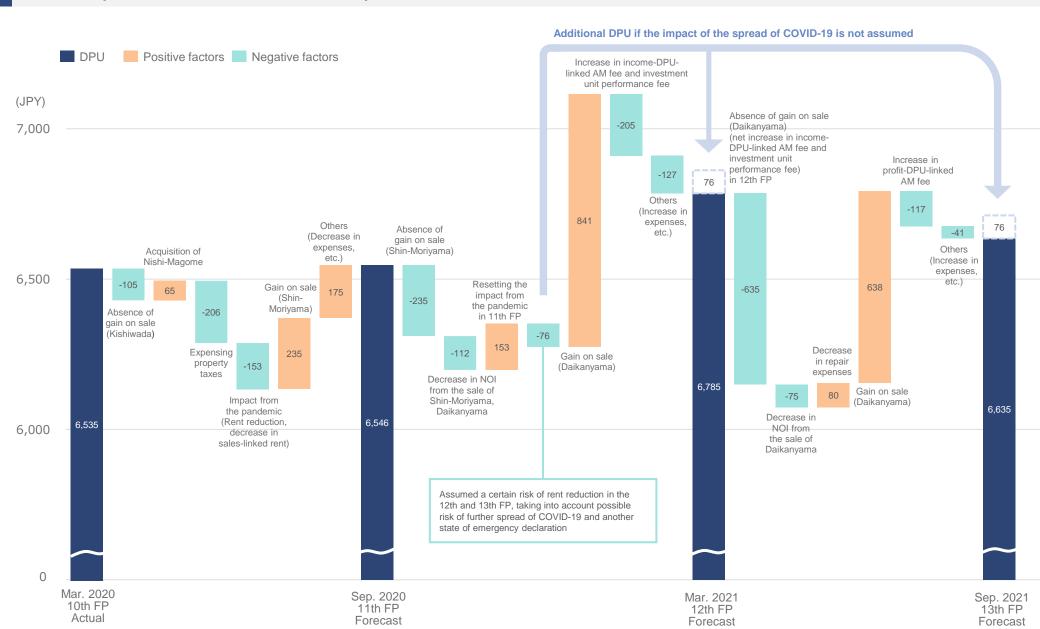
Note 2: Calculated by dividing the actual NOI for the fiscal periods ended March 31, 2020 (10th FP) and September 30, 2020 (11th FP) by the disposition price.

Note 3: Calculated by dividing the actual NOI for the fiscal periods ended March 31, 2020 (10th FP) and September 30, 2020 (11th FP) by the acquisition price.

Note 4: The estimated distribution per unit is calculated based on the future book value estimated by KFM as of the date of this document. Please refer to p.6 for details of DPU impact and forecast assumptions.

# DPU impact and forecast assumptions





# Summary of statements of income and retained earnings



			imp	Actual pact of the		(JPY mn)
	Mar. 2020	Sep.	2020 P	-82 Chan	ges	
	10th FP actual (A)	11th FP forecast (B)	11th FP actual (C)	C - A	C - B	Remarks on changes from forecasts
Rent revenue – real estate	7,238	6,684	7,276	+38	+592	Fixed rent and common area expenses +507 (difference of estimated rent reduction), sales-linked rent +88 (difference of tenant sales)
Other lease business revenue	996	1,049	995	-0	-53	Utility charge reimbursement -58
Gains on sale	56	123	126	+69	+2	
Operating revenues	8,291	7,857	8,398	+107	+540	
Property related expenses (excl. depreciation)	2,335	2,550	2,439	+103	-110	Utility charge -64, repair costs -17
NOI	5,899	5,183	5,833	-66	+649	
Depreciation	1,024	1,046	1,040	+15	-6	
NOI after depreciation	4,875	4,137	4,793	-82	+655	
Other operating expenses	830	713	837	+7	+123	Asset management fee II (linked to net income and DPU) +113
Operating income	4,101	3,547	4,082	-19	+534	
Non-operating income	0	0	3	+2	+3	
Non-operating expenses	602	580	579	-23	-1	
Ordinary income	3,499	2,966	3,505	+6	+539	
Net income	3,498	2,965	3,504	+6	+539	
DPU (JPY)	6,535	5,540	6,546	+11	+1,006	

Note: The 11th period forecast above is as of May 18, 2020.

# Financial forecasts: 12th and 13th fiscal periods



(JPY mn)

Key financial information	Sep. 2020 11th FP (actual)	Mar. 2021 12th FP (forecast)	Changes
Operating revenues	8,398	8,606	+207
Gain on sales of real estate	126	Possible impact of the pandemic 451	+324
Operating expenses	4,316	(rent reduction) -41 4,385	+68
Operating income	4,082	4,221	+139
Non-operating expenses	579	587	+7
Interest expenses & financing-related expenses	571	579	+7
Amortization of investment unit issuance costs	7	7	-0
Ordinary income	3,505	3,633	+128
Net income	3,504	3,632	+128
DPU	6,546	6,785	+239

Mar. 2021 12th FP (forecast)	Sep. 2021 13th FP (forecast)	Changes
8,606	8,453	-152
451	Possible impact of the pandemic 342	-108
4,385	(rent reduction) -41 4,296	-88
4,221	4,156	-64
587	603	+15
579	595	+15
7	7	-
3,633	3,553	-80
3,632	3,552	-80
6,785	6,635	-150

Related key indicator	Sep. 2020 11th FP (actual)	Mar. 2021 12th FP (forecast)	Changes
NOI	5,833	5,752	-80
NOI yield (%)	5.2%	5.1%	
Depreciation	1,040	1,059	+19
NOI after depreciation	4,793	4,692	-100
NOI yield after depreciation (%)	4.3%	4.2%	
FFO	4,431	4,252	-179
CAPEX	544	992	+447
LTV (%)	44.8%	44.9%	

Mar. 2021 12th FP (forecast)	Sep. 2021 13th FP (forecast)	Changes
5,752	5,753	+0
5.1%	5.1%	
1,059	1,066	+7
4,692	4,686	-6
4.2%	4.2%	
4,252	4,289	+36
992	891	-100
44.9%	44.9%	



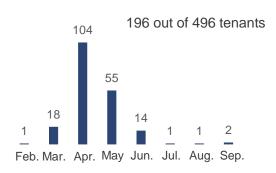
# Response to rent reduction requests amid the COVID-19 pandemic

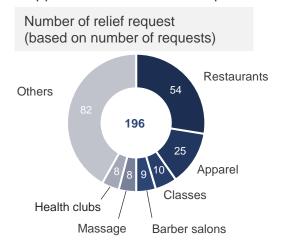


# ■ Rent reduction/deferral requests

The number of rent reduction/deferral requests peaked in April and May 2020 during the state of emergency declaration (Temporarily closed tenants peaked at 12.9% of tenants during the state of emergency declaration) (Note) Service oriented tenants including restaurants and apparel tenants tend to request

Number of requests by month (Feb. 2020 – Sep. 2020)





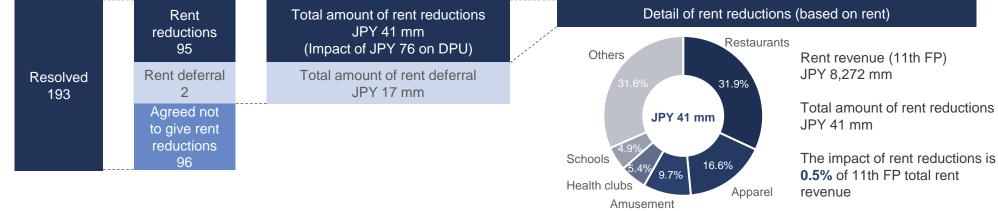
Policy on response to rent reduction requests

Consider the following when accepting rent reduction/deferral requests

- Performance of tenants
- Rate of decrease in tenant sales
- Financial conditions of tenants
- Lease contract type
- Period of the state of emergency
- · Application for subsidies
- Impact on KRR's operation

# ☐ Agreement regarding the requests (as of October 31, 2020)

Only 3 out of 196 tenant requests are under discussion



# Asset management amid the COVID-19 pandemic



## ■ Sales-linked rent



## Percentage of tenant category of sales-linked rent (based on rent)



Non-service-oriented tenants cover over 90% of sales-linked rent

#### Total amount of sales-linked rent

JPY 116 mm - JPY 36 mm (11th FP) (vs 10th FP)

■ Rent delinquency, tenant move-outs, and tenant bankruptcy

Rent delinquency	Rent delinquency due to the pandemic			Bankruptcy	
31 (11th FP)	2 unresolved (11th FP end)	8 (11th FP)	+1 (vs 10th FP)	1 (11th FP)	+1 (vs 10th FP)
	<ul><li>Within deposit amount (as of Oct. 31, 2020)</li></ul>			Collected fr	om deposit

The level of rent delinquency at 11th FP end and moveouts, bankruptcy during 11th FP did not change significantly from the prepandemic level

# Occupancy rate and leasing of vacant spaces

Occupancy rate improved amid the COVID-19 pandemic

### Leasing at Ashico Town Ashikaga



- Divided the space (approx. 1,000 tsubo) into three after the move-out of a sporting goods store
- One of the prospective tenants was cancelled due to the pandemic, but successfully leased an alternative tenant promptly
- Occupancy rate of this property increased from 95.0% to 99.9% (as of Nov. 1, 2020)

Note: The figures of "Rent type" is for the 11th FP.

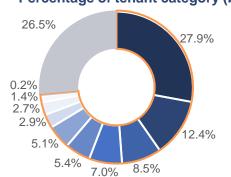
# Impact of COVID-19 by tenant category



Tenant category	Ratio (Note 1)	During SOED	After SOED	Status  SOED = State of emergency declaration
Groceries & Costco (Note 2)	27.9%	<b>//</b>	<b>//</b>	Demand for daily necessities remains firm, receiving tailwind from stay-at-home consumption and increasing demand for eating at home
Master lease (ML)	12.4%			Stable with grocery supermarkets and home & garden stores as core tenants, and owing to the strength of master lessee
Home & garden	8.5%	<b>&gt;</b>	77	Special demand for gardening supplies and DIY products due to staying at home
Service- oriented	7.7%	<b>\</b>	<b>\</b>	Although sales have not returned to the pre-pandemic level, massage and barber salons are seeing sales recovery
Other retailers	7.0%	<b>\</b>		Furniture, bedding, and cookware sales have been strong due to stay-at-home consumption
Amusement (Note 2)	6.2%	<b>W</b>	<b>\</b>	Although business has resumed, sales have been sluggish as prolonged indoor activities have been kept at a distance
Health clubs	5.9%	1	•	Although business has resumed, sales have been affected by an increase in membership cancellations and a decrease in new membership
Apparel (casual)	2.9%	<b>\</b>		Strong sales of summer clothing due to record heat wave, and clothing to meet staying at home demand is also firm
Apparel (other)	2.7%	•	•	Trend of longer purchase cycle continues due to fewer opportunities to go out. Sales of business wears are struggling with the widespread of work from home

Tenant category	Ratio (Note 1)	During SOED	After SOED	Status
Distribution centers	5.4%	<b>//</b>	77	Increase in delivery volume due to stay-at-home consumption continues
Consumer electronics	5.1%			Strong sales at consumer electronics stores located in residential areas. Special demand due to special cash payments from the government
Restaurants	3.9%	<b>W</b>	•	Fast food restaurants offering take-out food where customers do not stay long are relatively immune. Restaurants in urban areas and those serving alcohol continue to be affected
Drug stores	2.7%	<i>*************************************</i>		Demand for daily necessities remains firm. Stores located in residential areas have not been affected by a decrease in inbound sales. Dispensing pharmacies have been slightly affected
Dollar shops	1.4%	<b>/</b>		Increasing demand mainly for masks, sanitary products and daily necessities. Sales of reusable bags are also strong due to the charge for plastic shopping bags
Offices	0.2%			Although there are moves to expand work from home, there have been no cancellations for office spaces of KRR

# Percentage of tenant category (based on rent) (Note 1)



Tenants relatively resilient to the COVID-19 pandemic (Sep. 2020)

73.5%

Note 1: The figures are as of Sep. 30, 2020, based on the properties acquired by the date of this material, rounded to the nearest tenth.

Note 2: "Costco" refers to Costco Wholesale.

Note 3: "Amusement" includes movie theaters.

Note 4: Apparel (casual) refers to Shimamura, Uniqlo and G.U.

# Changes in tenant sales

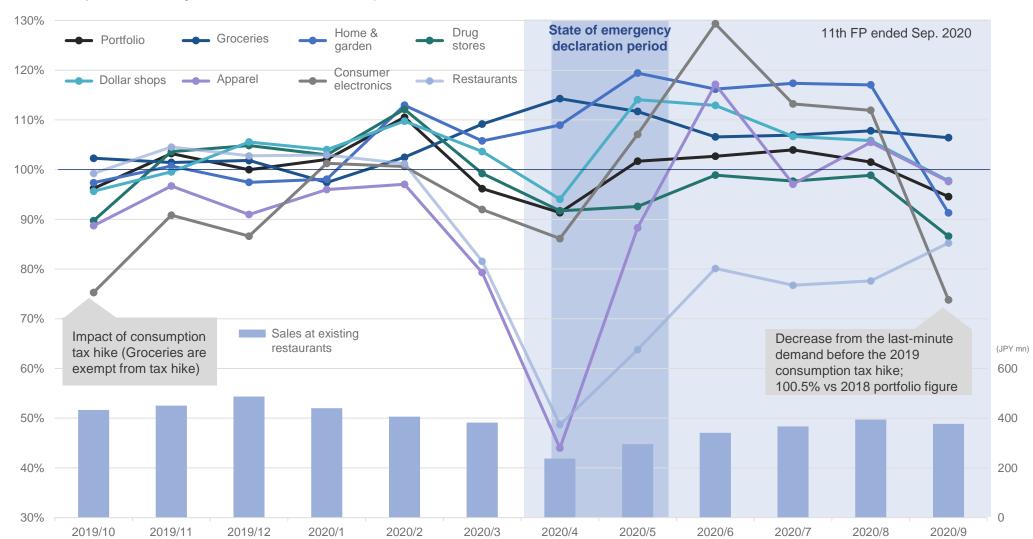


# □ Changes in tenant sales by business category (YoY)

Service-related and apparel tenants' sales dropped significantly during the period of the state of emergency declaration

Although service-related tenants' sales recovery is slow in the post-declaration period, portfolio sales through the 11th FP remain almost flat at 99.1% YoY

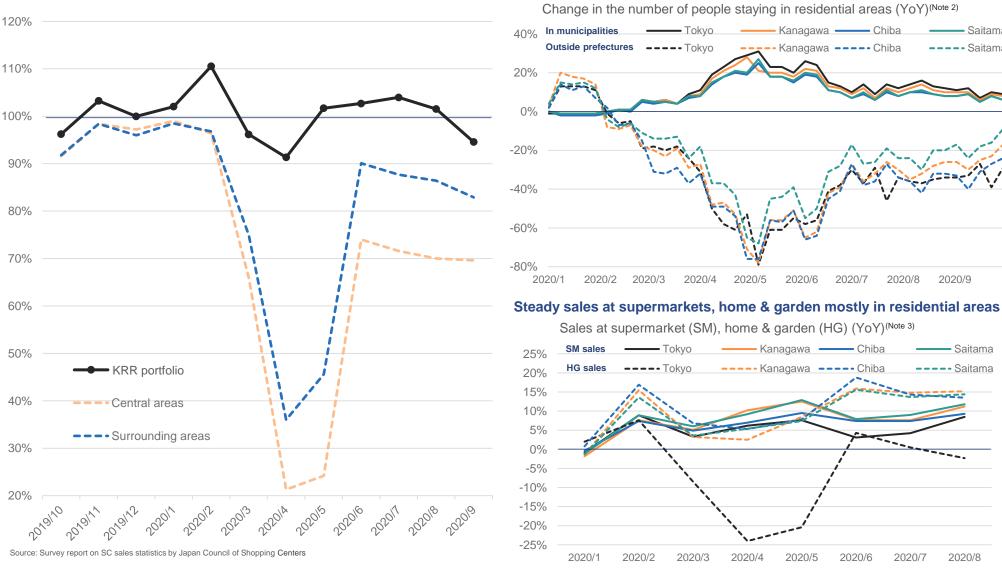
Monthly sales at existing restaurants have recovered to pre-declaration level of March 2020



# Consumption is shifting to residential areas amid the COVID-19 pandemic



# KRR tenant sales remain stable compared to nationwide SCs(Note 1) (YoY) People staying within residential areas has increased amid the pandemic



Note 1: Based on data from Japan Council of Shopping Centers. Central areas are central cities that have a high concentration of commercial functions with a population of 150,000 or more, including the 23 wards of Tokyo. Surrounding areas are areas other than central areas Note 2: Based on data from V-RESAS (provided by the Office for Promotion of Regional Revitalization, Cabinet Office, and Secretariat of Headquarters for Town, People, and Business Development, Cabinet Secretariat) and Agoop Corp. Note 3: Based on data from Ministry of Economy, Trade and Industry. Sales figures of July and August are preliminary figures. Sales at supermarkets are those for all stores, including those that opened within the last twelve months.



# Portfolio summary



# **Characteristics of KRR portfolio**

Total appraisal value

JPY 242.8 bn

Appraisal NOI yield 5.2%

NOI yield after depreciation

Occupancy rate
99.7%

4 major metropolitan areas

Shopping centers for daily needs

Grocery anchored shopping centers



Note 1: "Appraisal value", "Appraisal NOI yield", "Occupancy rate" and other figures on portfolio are as of Sep. 30, 2020 for the 62 properties acquired by the date of this material

Note 2: "Appraisal NOI Yield" is calculated by dividing appraisal NOI from the latest appraisal reports by acquisition price. "NOI yield after depreciation" is based on the performance for the fiscal period ending Sep. 30, 2020.

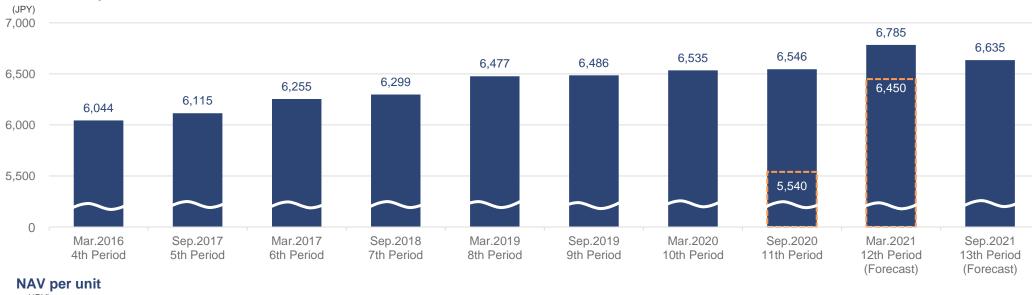
Note 3: "Grocery anchored shopping centers" ratio is calculated by dividing total acquisition price of grocery anchored shopping centers by total acquisition price of retail properties.

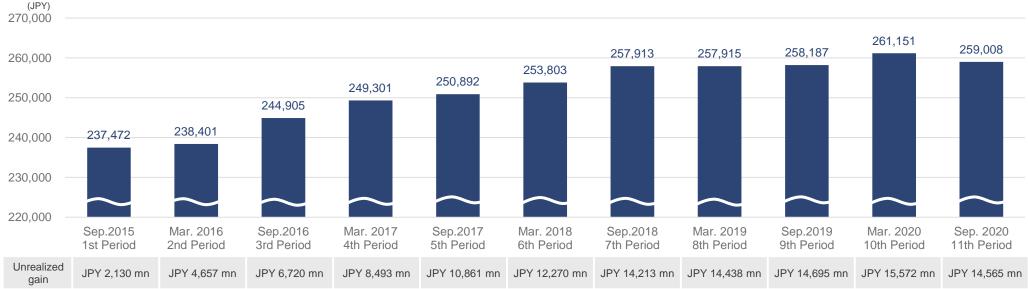
Note 3: "Number of tenants" at listing is figure as of Sep. 30, 2014.

# Distribution per unit, NAV per unit and unrealized gain









Note 1: The boxes in orange lines indicate the forecasts as of May 18, 2020.

Note 2: NAV per unit at the end of each fiscal period = (net assets + unrealized appraisal gains/losses on the entire portfolio at the end of each fiscal period) / (total number of investment units issued at the end of each fiscal period)

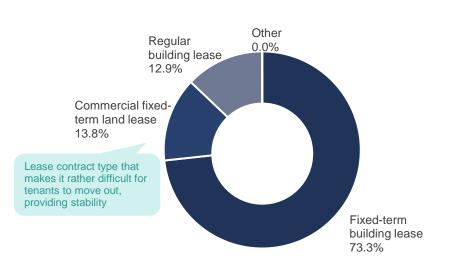
# Leasing overview (1)



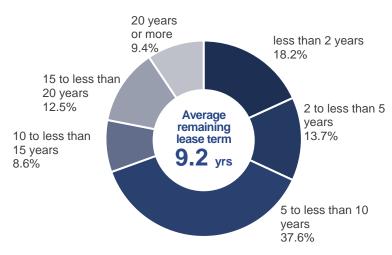
### Multi-tenant properties (by acquisition prices)



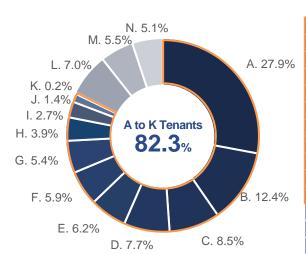
### Lease contract type (by annual fixed rent)



# Remaining lease term (by annual fixed rent)



# Percentage of tenant categories (based on rents)



Tenants less affected by e-commerce							
A.	Groceries & Costco	27.9%					
В.	Master lease	12.4%					
C.	Home & garden	8.5%					
D.	Service businesses	7.7%					
E.	Amusement	6.2%					
F.	Health clubs	5.9%					
G.	Logistics facilities	5.4%					
H.	Restaurants	3.9%					
I.	Drug stores	2.7%					
J.	Dollar shops	1.4%					
K.	Office	0.2%					
L.	Other retailers	7.0%					
M.	Apparel	5.5%					
N.	Consumer electronics	5.1%					

Note 1: The figures are as of Sep. 30, 2020, based on the 62 properties acquired by the date of this material.

Note 4: "Tenants less affected by e-commerce" has been reviewed from the previous FP material.

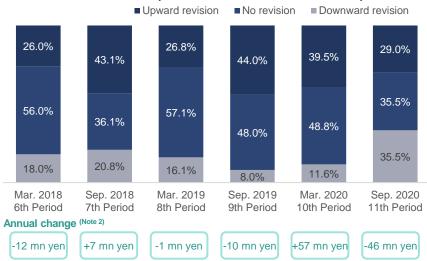
Note 2: Based on the contractual rent determined in the lease contract, including regular building leases.

Note 3: "Master lease" indicates tenants where the lessee does not occupy and subleases to a retailer. "Interest/CPI-linked" indicates tenants whose rent contract renews accordingly to the interest rate or CPI.

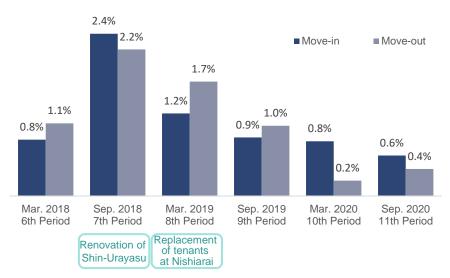
# Leasing overview (2)



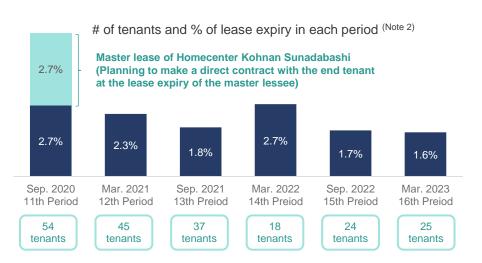
### Rent revisions (based on number of revisions) (Note 1)



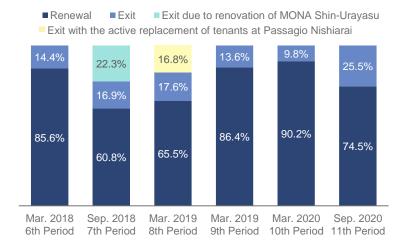
#### Tenant move-in and move-out (Note 3)



## Lease expiry (by annual fixed rent)



### Contract renewals at lease expiry in each period (Note 3)



Note 1: Based on the rent including common area charges before revision of the tenants subject to rent revision. Temporal rent reductions/deferrals due to the COVID-19 pandemic are excluded.

Note 2: Based on the contractual rent determined in the lease contract, including regular building leases, for properties owned as of Sep. 30, 2020.

Note 3: Based on the rent revenue of the last month of each fiscal period.

# Borrowings and bonds (as of September 30, 2020)



## **Maturities of interest-bearing debts**

Successfully refinanced JPY 700 million short-term debt by 8-year long-term debt in September 2020, amid the COVID-19 pandemic



## Breakdown of debt outstanding by lender and investment corporation bonds

	0	40,0	00	80,000	(JPY mn) 112,800
Sumitomo Mitsui Banking Corp.	34.6%	39,070			
MUFG Bank, Ltd.	15.4%	17	7,360		
Development Bank of Japan Inc.	9.7%		10,990		
Mizuho Bank, Ltd.	9.5%		10,6	70	
Sumitomo Mitsui Trust Bank, Ltd.	8.0%			9,070	
Resona Bank, Ltd.	4.7%			5,300	
Mizuho Trust & Banking Co., Ltd.	4.6%			5,150	
Aozora Bank, Ltd.	3.2%			3,640	
The Bank of Fukuoka, Ltd.	0.9%			1,000	
The Musashino Bank, Ltd.	0.8%			950	
The Gunma Bank, Ltd.	0.8%			900	
Nippon Life Insurance Co.	0.6%			700	
Investment corporation bonds	7.1%				000

### Commitment credit lines (total of JPY 3,000 mn)

Counterparty	Maximum amount	End of contract term
Sumitomo Mitsui Banking Corp.	JPY 1,000 mn	Mar. 31, 2021
Mizuho Bank, Ltd.	JPY 1,000 mn	Mar. 31, 2021
MUFG Bank, Ltd.	JPY 1,000 mn	Mar. 31, 2021

### **Investment corporation bonds**

Bond	Amount of issuance	Rate	Issuance date	Term
1st Series	JPY 1,000 mn	0.20%	Oct. 2016	5 yrs.
2nd Series	JPY 1,000 mn	0.60%	Oct. 2016	10 yrs.
3rd Series	JPY 1,000 mn	0.32%	Aug. 2017	5 yrs.
4th Series	JPY 2,000 mn	0.70%	Aug. 2017	10 yrs.
5th Series	JPY 2,000 mn	0.70%	Apr. 2018	10 yrs.
6th Series	JPY 1,000 mn	0.40%	Apr. 2020	5 yrs.

# Financial highlights



## **Financial highlights**

	9th FP	10th FP	11th FP
Long-term debt ratio	96.2%	96.9%	<b>97.6%</b>
Fixed interest debt ratio	94.2%	91.3%	<b>91.3%</b>
LTV	44.9%	44.5%	44.8%

### **Credit rating**

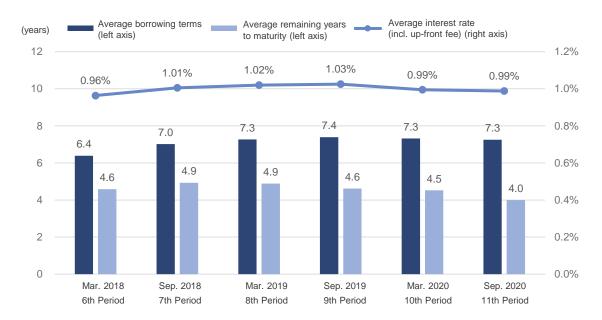
Credit rating (JCR)

A+ (Stable)

## Distribution in excess of retained earnings



### Average remaining years to maturity, borrowing terms and interest rate



#### Summary of distributions in excess of retained earnings

As Japanese tax law changes, distributions in excess of retained earnings that are accounted as allowance for temporary difference adjustment ("ATA") enables cash distributions to be treated as profits distribution and deductible for tax purpose

### A: Japanese GAAP vs. Japanese tax law

The items in association with certain transaction in relation to the property, Sunny Noma, cause temporary difference between the treatment in Japanese GAAP and Japanese tax law. As a result, taxable income before distribution was larger than net income

#### B: Net income vs. income in accordance with Investment Trust Act

The item deducted from net asset in association with some of interest swap transaction causes difference between net income and income defined by Investment Trust Act ("ITA").

As a result, net income was larger than income defined by ITA



# Growth strategies



Unchanged demand for shopping centers for daily needs in residential areas that provide **daily necessities**, even amid the pandemic Continue **focused investments in shopping centers for daily needs**, which has been carried out since IPO **Selectively invest in retail distribution centers** that meet the demand from e-commerce

Overcame the "Crisis Period" caused by the pandemic in the 11th FP and shift to the "Recovery Period"

# Shopping centers for daily needs KRR's core investment targets

- Providing daily necessities
- ·Consumption in residential areas
- ·Sales increase due to stay-at-home consumption

# **Crisis period**

### Prevention of tenant move-out

- ➤ Help sustain tenant business
  Given the request for business suspension amid the pandemic and the state of emergency declaration, selectively grant rent reduction/deferral, and aim to sustain businesses of both tenants and KRR
- Minimize the impact of COVID-19 Minimize the impact of COVID-19 through preventing downtime caused by move-out and bankruptcy of tenants
- Improving occupancy rate
- 99.4% (10th FP end)  $\rightarrow$  99.7% (11th FP end)
- Response to tenants

 193 of 196 requests resolved (96 tenant requests agreed with no reduction)

## Recovery period

# Increase in unit price

- Asset reshuffle using the Sponsor support and proprietary network Improve the portfolio profitability by selling properties with low NOI yield after depreciation Invest mainly in supermarkets, NSCs and retail distribution centers to adapt to changing environment
- Unit buyback policy Comprehensively take into account unit price, NAV per unit, and use of cash on hand

# After recovery

# **AUM** growth and credit improvement

- Public offering Expand AUM by raising funds through public offering to enhance unitholder value
- Credit improvement
  Aim for credit rating upgrade by enhancing
  earnings stability through AUM growth
  Achieve further growth by reducing funding
  costs

# ► The Sale of Daikanyama Address Dixsept

- Disposition of a property with lower profitability and stability within the portfolio
- Seek to improve the profitability and quality of the portfolio by reshuffling assets using proceeds of the sale
- Stabilize DPU by enjoying gains on sale over next 3 periods

# Investments focusing on shopping centers for daily needs



# "Daily / Neighborhood" type

KRR's focus: Neighborhood, community and other shopping centers for daily needs

# "Weekend / Destination" type

The majority of portfolio properties of preceding listed retail-focused J-REITs

Small	Trade area	Large
High	Frequency of customer visits	Low

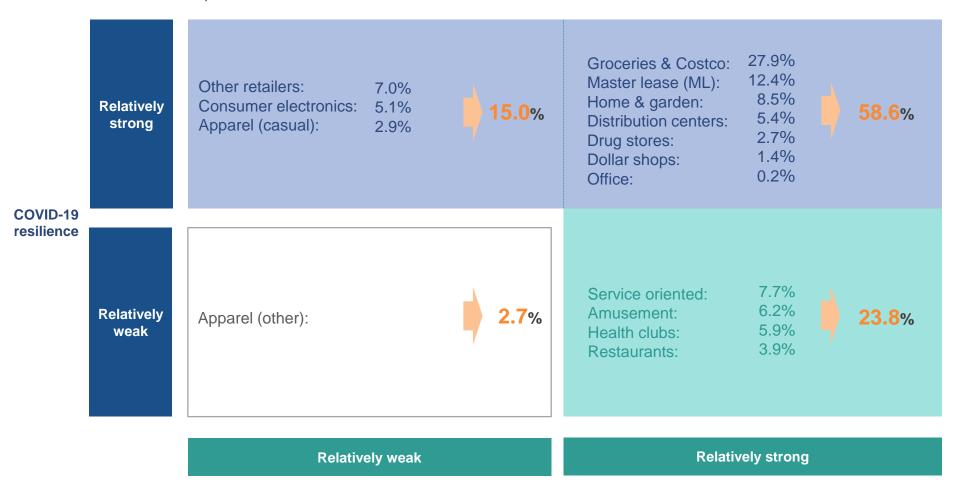
Property types		Characteristics	Trade area
NSC	Neighborhood shopping centers	Shopping centers with a supermarket as an anchor or core tenant	3-5km
SM	Supermarkets	Stand-alone stores that primarily provide groceries	3km
CSC	Community shopping centers	Larger Shopping centers than NSC, with a supermarket as an anchor or core tenant	5-10km
Urban Station-Front		Shopping centers in the immediate vicinity of an urban public transportation station	3-10km
SS	Specialty stores	Specialty stores such as drug stores, convenience stores, health clubs or electronic appliance stores	1-10km

# Portfolio Composition



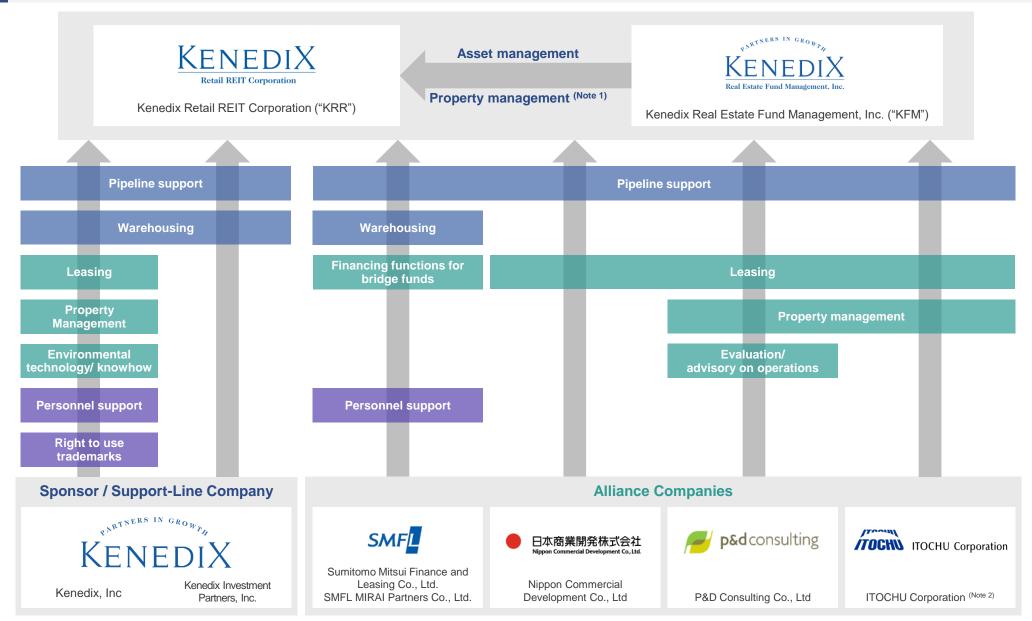
# ■ Resilience against COVID-19 and e-commerce

73.5% of the portfolio is COVID-19 resilient and 82.3% is e-commerce resilient More than half of the portfolio is both COVID-19 and e-commerce resilient



# Strong support from the Kenedix Group and Alliance Companies





# Pipelines from Sponsor and Alliance Companies



### Apita Terrace Yokohama Tsunashima (49% quasi-co-ownership interest)

Location: Yokohama, Kanagawa (opened in Mar. 2018)



#### Kitera Town Chofu

Location: Chofu, Tokyo



### Kitera Town Fukuoka Nagahama

Location: Fukuoka, Fukuoka (expected to open in spring 2021)



### **Unicus Urawamisono (Land)**

Location: Saitama, Saitama (opened in Mar. 2017)



Land

18,300.01m<sup>2</sup>

38,442.49m<sup>2</sup>

Land area

10.527.17m<sup>2</sup>

23.588.18m<sup>2</sup>

3.471.00m<sup>2</sup>

TBD

3.533.59m<sup>2</sup>

**GFA** 

### Monenosato Mall (Expansion buildings)

Location: Yotsukaido, Chiba (Fully opened in autumn 2020)



#### Merado Daikai

Location: Kobe, Hyogo



#### Distribution center

Location: Chiba Prefecture



#### Distribution center

Location: Sapporo, Hokkaido



Land

625.49m<sup>2</sup>

7,256.34m<sup>2</sup>

19,465.69m<sup>2</sup>

Land

**GFA** 

**GFA** 

Note 1: Apita Terrace Yokohama Tsunashima (49% quasi-co-ownership interest) is currently owned by a special purpose company whose equity is fully invested by the Sponsor.

Note 2: The illustrations of Monenosato Mall, the pipeline targets are expansion buildings in the red boxes in the completion image. Note 3: These are the properties which are developed by Kenedix, Inc. or owned by Alliance Companies and confirmed by both our Alliance Companies and KRR as the properties that meet KRR's investment criteria. As of the date of this material, KRR has not decided to acquire these properties and there is no guarantee that it can acquire these properties in the future.

# Similar functions of retail and logistics facilities in providing customers with merchandise



### **Examples in KRR portfolio**

An online store opens a physical store in KRR property



- Housed M-ALL+PLUS at Blumer Maitamon, the first physical store of M-ALL, an online shopping mall specializing in eyeglasses and contact lenses
- The store offers new services that can only be provided at a physical store, including pickup, readjustment, and fitting of products purchased on the website

#### Delivery of products from retail facilities



# Installation of lockers to pick up products at retail facilities



#### Integration of logistics and retail facilities



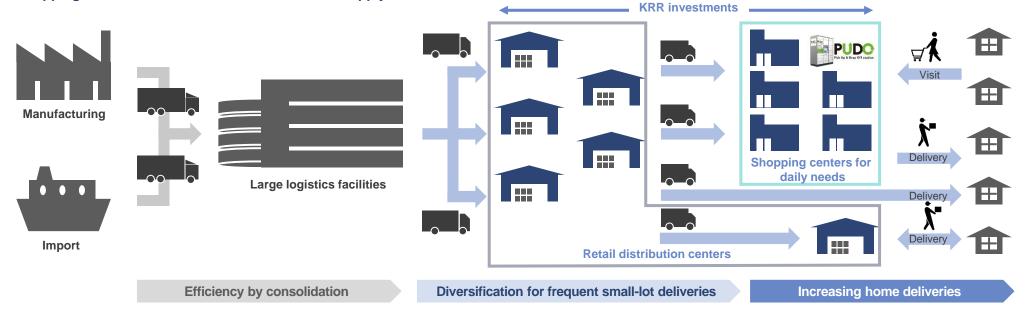
Leasing a portion of the land of retail properties to logistics operators



# Similar functions of retail and logistics facilities in providing customers with merchandise



### Shopping centers and distribution centers in the supply chain



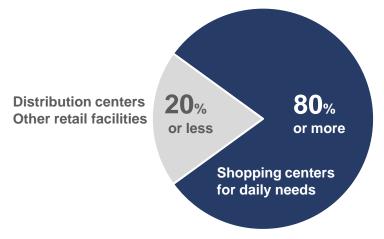
### Changes in retail facilities with the rise of e-commerce

- Partnerships between online and brick-and-mortar retailers
- Delivery of products from retail facilities
- Pickup of products at retail facilities
- Integration of logistics and retail facilities

## Challenges faced by the logistics sector with the rise of e-commerce

- Frequent small deliveries
- Shorter lead time
- Managing to last mile issue
- Needs for distribution centers close to consumption areas

# **Target portfolio distribution**



# Examples of internal growth initiatives



### Property expansion on the underutilized space

### Yokohama Kamigo Distribution Center

Additional acquisition of building (restaurant building) newly constructed (expanded) on the acquired land

Additional building is scheduled to be constructed in the future (details on p.33)



Construction cost	Profit enhancement	Investment return
Total project cost	NOI Increase	NOI yield
JPY <b>119</b> mn	JPY <b>+17</b> mn	+14.4%

#### Kasumi Technopark Sakura (Note)

Additional floor space is scheduled to be added to improve profitability. Construction is scheduled to begin in January 2021 and the store to reopen in April 2021



Construction cost	Profit enhancement	Investment return
Total project cost	NOI Increase	NOI yield
JPY 92mn	JPY <b>+5.6</b> mn	+6.2%

### **Examples of leasing**

#### Ashico Town Ashikaga

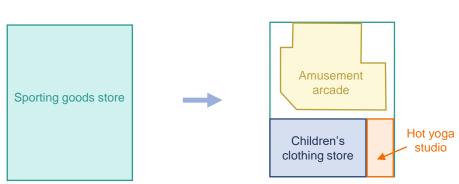


- The space was divided into three to implement leasing activities after a sporting goods store moved out; housed a children's clothing store, an amusement arcade, and a hot yoga studio as successor tenants
- Children's clothing store and amusement arcade opened in September and October 2020, respectively. Hot yoga studio is scheduled to open in January 2021

#### Homecenter Kohnan Sunadabashi



- The master lessee, a general business company, currently subleases the property to the end tenant. KRR is seeking to enter into a lease agreement directly with the end tenant upon the expiration of the master lease agreement in March 2021
- The intention of the end tenant to continue its business has been confirmed



# ESG initiatives (new initiatives)



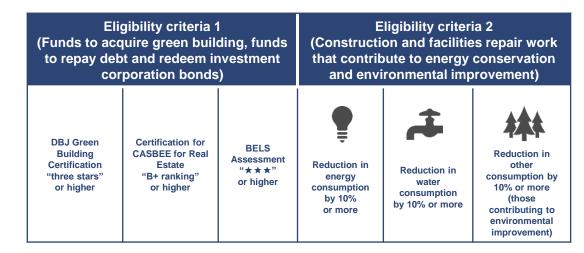
### **Acquiring Green 1 (F) of Green Finance Framework**

Acquired Green 1 (F), the highest rating in JCR Green Finance Framework Evaluation

Overall evaluation	Green 1 (F)
Greenness evaluation (Use of proceeds)	g1 (F) (Top of a 5-point scale)
Management, operation, and transparency evaluation	m1 (F) (Top of a 5-point scale)

### Preparation for issuing green bonds

Green bonds that meet the following eligibility criteria can be issued



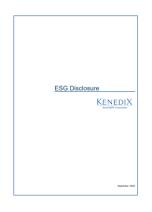
## **Updated KRR's website**

Updated KRR's website expanding ESG sections



### **Published ESG Disclosure 2020**

Published ESG Disclosure 2020 and posted on KRR's website





# ESG initiatives (recognitions and certifications)



### The number of certified properties and certified floor area (m<sup>2</sup>) (as of September 30, 2020)

The number of properties

Certified floor area (m<sup>2</sup>)

Ratio (%) (Note)

16 properties

DBJ Green Building

2018 0000

392,484.56 m<sup>2</sup>

**54.2**%

## **Acquired DBJ Green Building Certifications (14 properties)**

★★★★ Properties with outstanding environmental & social awareness

**Blumer Maitamon** 

Daikanyama Address Dixsept

★★★ Properties with excellent environmental & social awareness

MONA Shin-Urayasu Blumer HAT Kobe

Passaggio Nishiarai Carino Esaka

Unicus Ina Roseo Mito

Unicus Yoshikawa Ashico Town Ashikaga

Kawamachi Yahagi Mall Sun Street Hamakita

★★ Properties with high environmental & social awareness

Yumemachi Narashinodai Mall

**Resora Obu Shopping Terrace** 

## **Acquired Certification for CASBEE for Real Estate (2 properties)**



Homecenter Kohnan Sunadabashi S rank ★★★★

Musashi Ranzan Distribution Center
A rank ★★★

### Won the first place in the "Eastern Asia - Retail - Listed" category in GRESB (2019)



Participated in the GRESB Real Estate Assessment in 2019 consecutively from the first participation in 2016

Awarded "Green Star" as KRR received high evaluation on both "implementation and measurement" and "management and policy" for four consecutive years

Earned "Four Star GRESB Rating," which is relative indication of the global performance

Won the first place in the "Eastern Asia - Retail - Listed" category

The result of GRESB Real Estate Assessment 2020 will be released in late November

# ESG initiatives (Environment and Society)



#### **Environmental initiatives**

### Installation of solar panels at Kawamachi Yahagi Mall

Operating from July 30, 2020 (Power generation capacity: 302.40kW)



Actual (August to September 2020)

(ragadi to doptombol 2020)		
Power consumption	312,145kWh	
Power generation results	67,047kWh	
Power cost reduction (Note 1)	JPY 1,154,000	

# Recycling of stored rainwater at Yokohama Kamigo Distribution Center (Note 2)

Decided to construct a new building (property expansion) on the acquired land Installing a rainwater tank to recycle stored rainwater



#### Planned schedule

Nov. 2020 Execution of contract Feb. 2021 Completion and transfer of the new building

NOI increase

NOI yield

JPY **1.1** mn

12.5%

### **Green lease agreements**

Green lease is an agreement specifying that property owners and tenants shall cooperate to reduce environmental burden We have entered into green lease agreements with some of our tenants

Number of tenants with a green lease	Ratio of green lease <sup>(Note 3)</sup>
171	34.5%

As of August 31, 2020

#### Social initiatives

### **Collaboration with local communities**

We entered into agreements with Yoshikawa City, Ina Town, Konosu City can be used as a temporary shelter at times of emergency



### **Supporting UNICEF**

We support the activity of UNICEF (United Nations Children's Fund) by providing common areas of our properties for their fund-raising campaign



### Local events at our properties (Note 4)

We are making efforts to enliven local communities by holding community-participating events at our properties



Note 1: Calculated by multiplying the amount of power generated by solar panels by the unit price for each month received from electric power companies.

Note 2: The illustration is completion images based on design drawings and may differ from the actual buildings after completion.

Note 3: Calculated by dividing the number of tenants with a green lease by the total number of 496 tenants.

Note 4: Some events are restrained or restricted due to the COVID-19 pandemic.

# ESG initiatives (Governance)

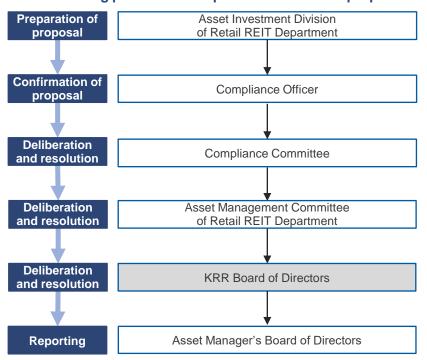


### The Kenedix Group's strong commitment to J-REITs

Because of the importance of the J-REIT business to the Kenedix Group, KRR's sound growth is in line with Kenedix's interests



### Decision-making process for acquisition and sale of properties (Note 1)



## Unitholder value-linked management fee structure

Introduction of fee structure to provide incentives to enhance unitholder value

		Method for calculation	
		Subject of calculation	Rates
Asset management fee	I	Total assets	0.27% (annual rate)
	I	Net income × DPU	0.0013%
Investment unit performance fee		KRR's excess return × Market capitalization	0.1%
Acquisition fee (Note 2)		Acquisition price	1.0%
Disposition fee		Disposition price	0.5%
Merger fee		Appraisal value of assets to be succeeded	1.0% (maximum)

## Investment unit performance fee calculation for 10th FP

(1) KRR's excess return against TSE REIT Total Return Index (Mar. 31, 2020 to Sep. 30, 2020)

KRR's total return: 42.53%

TSE REIT Total Return Index: 10.63%

⇒ KRR's excess return: 31.90%

(2) KRR's market capitalization at Mar. 31, 2020 JPY152,700  $\times$  536,177 units  $\rightleftharpoons$  JPY81,874 mn

(3) Expected investment unit performance fee expensed during 12th FP

 $31.90\% \times JPY81,874 \text{ mn} \times 0.1\% = JPY26 \text{ mn}$ 

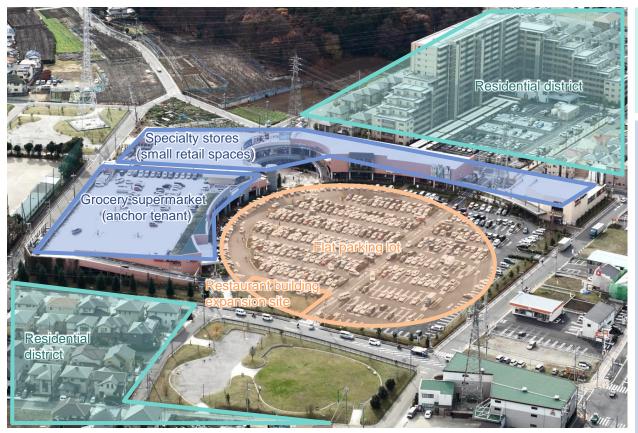
(1) (2)

Note 1: Transactions within the scope of insignificance criteria are excluded from the decision-making process above. Note 2: Including acquisition of buildings through expansion or reconstruction.



# Primary characteristics of shopping centers for daily needs





## Facilities Capacity to accommodate frequent customer visits and provide revenue upside potential

- Flat parking lot to accommodate approximately 480 vehicles
- Constructed a restaurant building on underutilized space



Expansion building	Restaurant building
Acquisition date	Jan. 16, 2017
GFA	397.98 m²
Total construction cost	JPY 91 mn

# Located within residential areas of a metropolitan commuter district

Retail trade area population (Note)

1km radius: 10,000 people3km radius: 62,000 people5km radius: 247,000 people

# Tenants Providing primarily daily necessities

 Housing Yaoko, a grocery supermarket, as the anchor tenant and a group of specialty stores





### Retail market trends: GMS vs. Specialty stores



# Buying goods at GMS

	2007	(JPY bn)
	Type of store	Sales
1	Supermarket	12,961.0
2	GMS	8,602.1
3	Department store	8,283.1
4	Convenience store	7,413.9
5	Other retailers	5,743.7
6	Consumer electronics	5,719.1
7	Drug store	3,692.2
8	Apparel	3,177.7
9	Home and garden	2,835.6
10	Consumers' co-operative	2,487.0

# Buying goods at specialty stores

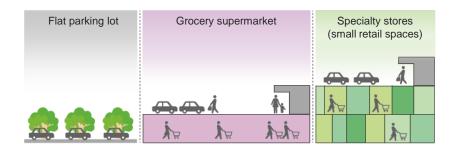
		2020		(JPY bn)
ı		Type of store	Sales	Change
	1	Supermarket	16,338.7	+26.1%
	2	Convenience store	11,168.5	+50.6%
	3	Drug store	9,213.5	+149.5%
	4	Other retailers	7,486.7	+30.3%
	5	GMS	7,175.5	-16.6%
	6	Apparel	6,084.0	+91.5%
	7	Consumer electronics	5,678.8	-0.7%
	8	Department store	5,635.1	-32.0%
	9	Home and garden	3,457.0	+21.9%
	10	Consumers' co-operative	2,455.7	-1.3%

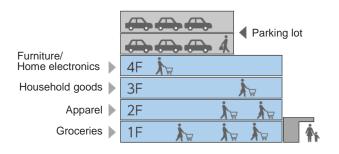
### Advantages of shopping centers for daily needs over GMS



### Typical shopping center for daily needs

### **Typical stand-alone GMS**





Facilities of shopping center for daily needs	vs	Facilities of stand-alone GMS
Small to medium	Retail trade area	Medium to large
High (low-rise building)	Ease of getting around	Low (high-rise building)
Large flat parking lot	Parking lot	Multilevel parking lot
Grocery supermarket + Specialty stores	Tenants	GMS stand-alone
Real estate value of shopping center for daily needs	vs	Real estate value of stand-alone GMS
Potential rental upside upon tenant replacement or contract re		Limited fragrupper of upward root revisions
Potential rental upside upon tenant replacement or contract re  Property expansion leveraging underutilized space	Upside potential	Limited frequency of upward rent revisions
		Limited frequency of upward rent revisions  Relatively difficult

### Portfolio strategies



#### Investment criteria

Focus on the following four elements in making investment decisions:

#### **Attractiveness**

 Ability to serve particular day-to-day needs of local area customers

#### Location

 Demographic composition, number of households, competing facilities in local retail trade area

### **Profitability**

Occupancy, leasing status, rent level and lease term

#### **Tenant mix**

 Optimal tenant mix for the property considering tenant credit profiles and retail space usage

### Primary geographic target areas

- Four major metropolitan areas, which have relatively stable populations
- Selective investments in ordinance-designated cities, core cities and other areas for diversification

The Tokyo metropolitan area

The Greater Osaka area

The Fukuoka area

The

Focus on the four major metropolitan areas

e Greater Nagoya area

### Target portfolio distribution (based on acquisition price)



### Investment in land - Seeking additional growth opportunities

We also seek investment opportunities in the underlying land of retail properties and distribution centers

- Strong demand from retail tenants (the majority of buildings on land-only properties held by J-REITs are retail facilities)
- Maintain maximum value upon termination of lease term, as the land is expected to be returned in its original state
- Investment in lands would be limited to 20% of the portfolio (based on acquisition price) as our general policy

Beneficial relationship for both Asset Manager and tenants

#### **Advantages to Asset Manager**

- Generation of long-term stable rents due to a decrease of vacancy risks because tenants will own buildings pursuant to fixed-term land lease agreements
- Stabilization of rent revenue as tenants will pay maintenance costs related to the buildings on such land
- Improvement of payout ratio as depreciation costs of buildings are borne by tenants
- Limited downside risk related to their asset value caused by external factors, such as fires

#### Advantages to tenants

- Tenants that are both the lessee and property owner bear a smaller financial burden when opening a store
- Increased capital efficiency through treatment of land as off-balance sheet
- Simplified procedures for interior renovation of buildings

Note: Target areas for distribution centers include locations near expressways or major public highways and easy access to a major metropolitan area or an ordinance-designated city and core city.

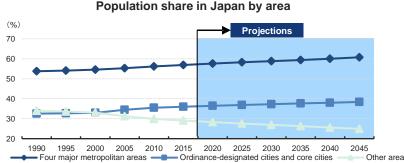
### Retail property trends and macroeconomic conditions



Shrinking retail trade area due to aging and concentrating population in Japan

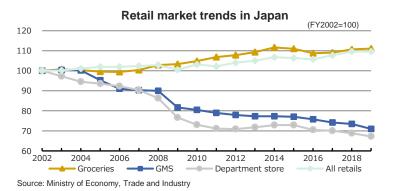
#### Demographic shift in Japan (%) (million people) **Projections** 40 120 30 100 80 20 60 40 10 20 15-64 65 and over aging rate (Note)



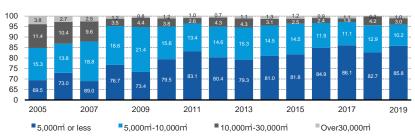


Source: Ministry of Internal Affairs and Communications, National Institute of Population and Social Security Research

Changing retail facilities

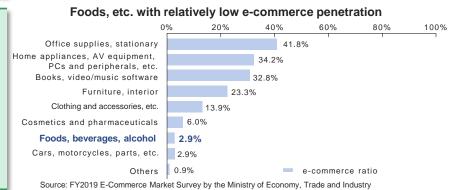


### Retail property opening applications by property size

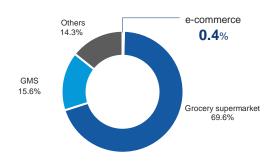


Source: Ministry of Economy, Trade and Industry

Shopping centers for daily needs are highly resistant to e-commerce



#### Low e-commerce penetration in the purchase of fresh foods



Source: 2015 Supermarket White Paper by the National Supermarket Association of Japan

### Difference of SC distribution and consumptive behavior between Japan and the US



	Japan	US	Japan : US
Land area (km²) (Source 1)	377,915	9,833,517	1 : 26
Habitable area (km²) (Source 2)	122,633	6,101,444	1 : 50
Population (thousand) (Source 3)	125,507	332,639	1 : 2.6
Population density (Land area) (persons/km²)	332	34	10 : 1
Population density (Habitable area) (persons/km²)	1,023	55	19 : 1
Number of SC (Source 4)	3,220	46,023	1 : 14
Total floor area for SC (m <sup>2</sup> ) (Source 4)	53,651,811	702,730,000	1:13
Number of SC per million people	25	138	1 : 5.5
Floor area for SC per capita (m²/person)	0.42	2.08	1:5
EC share (Source 5)	6.8%	16.1%	_
Share of expenses for meats, fishes and fresh vegetables to all food expense (Source 6)	26.5%	19.7%	-
Share of expense for restaurant meals to all food expense (Source 6)	18.3%	43.7%	_

Source 1: Central Intelligence Agency "The World Factbook"

Source 2: Official Statistics of Japan "Statistical Observations of Municipalities 2019" (Japan), Central Intelligence Agency "The World Factbook" (US)

Source 3: Central Intelligence Agency "The World Factbook"

Source 6:

Source 4: Japan Council of Shopping Center (2019) (Japan), Japan Council of Shopping Center "SC White paper" (2019, excluding CVC) (US)

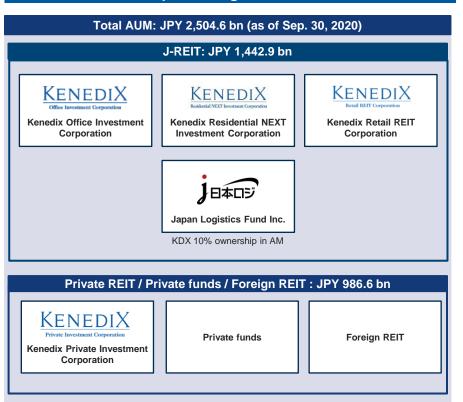
Source 5: The Ministry of Economy, Trade and Industry "Survey of Infrastructure Development Status for Data-driven Society in Japan (E-Commerce Market Survey)" (2020) (Japan), Statista (2019) (US)

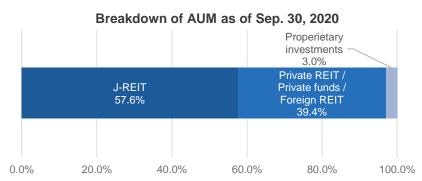
The Ministry of Internal Affairs and Communications "Family Budget Survey" (2019) (Japan), Bureau od Labor Statistics (2018) (US)

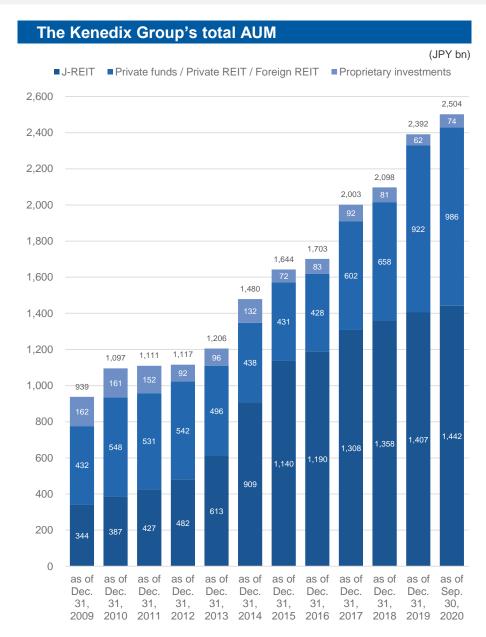
### Overview of the Kenedix Group



### The Kenedix Group's strong commitment to J-REITs





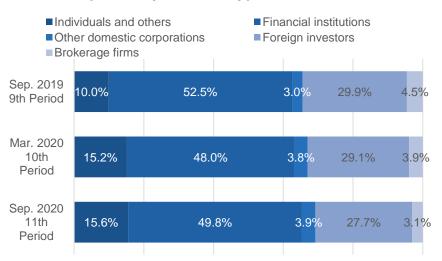




### Unitholder information (as of Sep. 30, 2020)



### Ownership ratio by investor type



### Number of unitholders by investor type

		Sep. 2019 9th FP	Mar. 2020 10th FP	Sep. 2020 11th FP
Individuals	and others	10,308	12,887	13,252
	City/ Trust banks	13	13	11
	Regional banks	23	14	15
Financial institutions	Shinkin banks and others	63	69	67
	Life/ Nonlife	5	5	5
	Total	104	101	98
Other dome	estic corporations	232	306	310
Foreign inv	estors	235	239	252
Brokerage :	firms	28	25	29
	Total	10,907	13,558	13,941

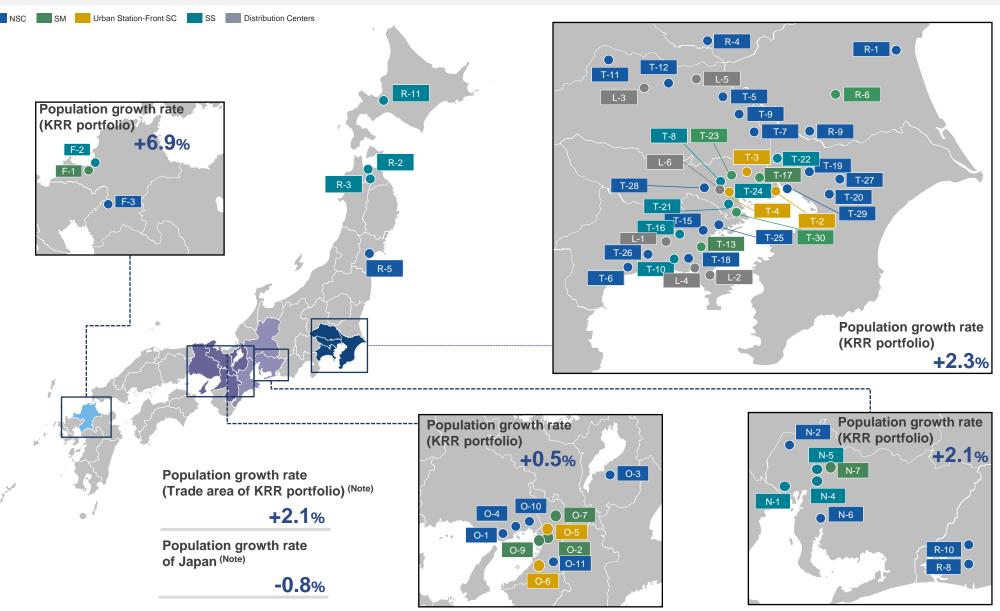
### **Major unitholders**

Name	# of units held	Ratio (%)
THE MASTER TRUST BANK OF JAPAN, LTD. (Trust Acct.)	88,383	16.48%
CUSTODY BANK OF JAPAN, LTD. (Trust Acct.)	53,408	9.96%
THE NOMURA TRUST AND BANKING CO., LTD. (Investment Trust Acct.)	29,471	5.50%
CUSTODY BANK OF JAPAN, LTD. (Securities Investment Trust Account)	14,291	2.67%
MIZUHO TRUST & BANKING CO., LTD.	13,717	2.56%
AOZORA BANK, LTD.	11,958	2.23%
KENEDIX, INC.	10,050	1.87%
STATE STREET BANK WEST CLIENT-TREATY 505234	8,314	1.55%
SSBTC CLIENT OMNIBUS ACCOUNT	8,222	1.53%
J.P. MORGAN BANK LUXEMBOURG S.A. 385576	7,774	1.45%

Note: "Ratio" is based on number of units issued and outstanding, rounded down to the second decimal place.

### Portfolio map (as of Sep. 30, 2020)





# Portfolio overview (as of Sep. 30, 2020)



No.	Name of property	Location (city/ward, prefecture)	Acquisition price (JPY mn)	Appraisal value (JPY mn)	Appraisal NOI yield (%)	Occupancy rate (%)	Number of tenants
T-2	MONA Shin-Urayasu	Urayasu, Chiba	8,063	10,000	6.6	97.6	55
T-3	Passaggio Nishiarai	Adachi ward, Tokyo	5,850	6,620	5.1	100.0	41
T-4	Daikanyama Address Dixsept	Shibuya ward, Tokyo	5,390	6,120	4.0	96.0	26
T-5	Unicus Ina	Kitaadachi-gun, Saitama	4,470	5,240	5.6	100.0	1
T-6	Yorktown Kita-Kaname	Hiratsuka, Kanagawa	4,000	4,350	5.4	100.0	1
T-7	Unicus Yoshikawa	Yoshikawa, Saitama	3,600	3,860	5.2	99.6	10
T-8	Sports Club Renaissance Fujimidai	Nerima ward, Tokyo	2,586	2,750	5.0	100.0	1
T-9	Super Viva Home Iwatsuki (Land)	Saitama, Saitama	4,815	5,470	4.1	100.0	1
T-10	K's Denki Shonan-Fujisawa (Land)	Fujisawa, Kanagawa	3,169	3,470	5.0	100.0	1
T-11	Unicus Kamisato (Land)	Kodama-gun, Saitama	3,000	3,050	4.6	100.0	1
T-12	Unicus Konosu (Land)	Konosu, Saitama	1,700	1,780	4.6	100.0	1
T-13	Inageya Yokohama Minamihonjuku (Land)	Yokohama, Kanagawa	1,442	1,390	4.5	100.0	1
T-15	Nakamachidai Tokyu Store	Yokohama, Kanagawa	3,360	3,750	5.4	100.0	1
T-16	Central Wellness Club Nagatsuta Minamidai	Yokohama, Kanagawa	1,724	1,780	5.3	81.0	1
T-17	Life Kameido	Koto ward, Tokyo	1,450	1,490	4.4	100.0	1
T-18	Totsuka-Fukaya Shopping Center (Land)	Yokohama, Kanagawa	4,170	4,320	4.6	100.0	2
T-19	Yumemachi Narashinodai Mall	Funabashi, Chiba	3,416	3,520	5.2	100.0	14
T-20	Kawamachi Yahagi Mall	Chiba, Chiba	3,097	3,240	5.2	100.0	12
T-21	Prime Square Jiyugaoka	Meguro ward, Tokyo	2,820	2,820	4.1	100.0	2
T-22	Round1 Ichikawa-Onitaka	Ichikawa, Chiba	1,880	1,970	5.2	100.0	1
T-23	Ozeki Tokiwadai	Itabashi ward, Tokyo	1,263	1,340	4.6	100.0	1
T-24	Konami Sports Club Shibuya	Shibuya ward, Tokyo	3,400	3,390	4.0	100.0	1
T-25	Apita Terrace Yokohama Tsunashima	Yokohama, Kanagawa	5,899	6,170	4.7	100.0	1
T-26	Kalsa Hiratsuka	Hiratsuka, Kanagawa	5,980	6,020	4.7	100.0	3
T-27	Monenosato Mall	Yotsukaido, Chiba	2,410	2,530	5.2	100.0	6
T-28	KDX Chofu Building (Retail wing)	Chofu, Tokyo	2,300	2,480	5.5	100.0	3
T-29	Across Plaza Urayasu Higashino (Land)	Urayasu, Chiba	2,248	2,310	4.0	100.0	1
T-30	Comfort Market Nishi-Magome	Ota ward, Tokyo	1,920	2,000	4.4	100.0	1
O-1	Blumer Maitamon	Kobe, Hyogo	8,389	9,610	6.1	99.7	50
0-2	Life Takadono (Land)	Osaka, Osaka	2,685	3,140	4.8	100.0	1
O-3	DCM Kahma MEGA Don Quijote UNY Omihachiman	Omihachiman, Shiga	2,140	2,590	7.1	100.0	2
0-4	Blumer HAT Kobe	Kobe, Hyogo	11,000	11,000	5.1	99.1	41

Note 1: The figures are as of Sep. 30, 2020.

Note 2: The acquisition price of the Yokohama Kamigo Distribution Center includes construction costs of 119 million yen for the restaurant building acquired on September 29, 2020.

# Portfolio overview (as of Sep. 30, 2020)



No.	Name of property	Location (city/ward, prefecture)	Acquisition price (JPY mn)	Appraisal value (JPY mn)	Appraisal NOI yield (%)	Occupancy rate (%)	Number of tenants
O-5	Carino Esaka	Suita, Osaka	6,555	7,190	5.1	97.4	28
O-6	COMBOX Komyoike	Izumi, Osaka	6,450	6,490	6.0	100.0	1
O-7	Hankyu Oasis Hirakatadeguchi	Hirakata, Osaka	1,280	1,330	5.9	100.0	1
O-9	Life Nishi-Tengachaya	Osaka, Osaka	1,505	1,690	5.2	100.0	1
O-10	Million Town Tsukaguchi (Land)	Amagasaki, Hyogo	3,723	3,980	4.2	100.0	1
O-11	Habikigaoka Shopping Center	Habikino, Osaka	2,000	2,020	5.3	100.0	2
N-1	DCM Kahma Nakagawa Tomita (Land)	Nagoya, Aichi	2,311	2,690	5.0	100.0	1
N-2	Valor Ichinomiya-Nishi	Ichinomiya, Aichi	2,174	2,360	6.0	100.0	1
N-4	Homecenter Kohnan Sunadabashi	Nagoya, Aichi	7,140	7,280	5.1	100.0	1
N-6	Resora Obu Shopping Terrace	Obu, Aichi	7,911	7,050	4.6	97.2	40
N-7	Valor Nakashidami (Land)	Nagoya, Aichi	2,551	2,560	4.7	100.0	1
F-1	Sunny Noma	Fukuoka, Fukuoka	1,497	1,640	5.2	100.0	1
F-2	Round1 Stadium Hakata-Hanmichibashi	Fukuoka, Fukuoka	5,020	5,760	5.6	100.0	1
F-3	Kurume-Nishi Shopping Center	Kurume, Fukuoka	1,515	1,840	6.1	100.0	4
R-1	Roseo Mito	Mito, Ibaraki	10,046	12,000	5.9	100.0	23
R-2	K's Denki Aomori Honten	Aomori, Aomori	1,469	1,520	6.2	100.0	1
R-3	Super Sports Xebio Aomori-Chuo	Aomori, Aomori	898	912	6.3	100.0	1
R-4	Ashico Town Ashikaga	Ashikaga, Tochigi	4,180	4,660	5.9	99.4	30
R-5	Yorktown Shinden-Higashi	Sendai, Miyagi	3,252	2,610	4.8	100.0	2
R-6	Kasumi Technopark Sakura	Tsukuba, Ibaraki	830	879	5.6	100.0	1
R-8	P-1 Plaza Tenno	Hamamatsu, Shizuoka	4,010	4,350	5.8	100.0	7
R-9	Seiyu Rakuichi Moriya (Land)	Moriya, Ibaraki	4,111	4,260	4.1	100.0	1
R-10	Sun Street Hamakita	Hamamatsu, Shizuoka	10,746	11,160	5.9	99.7	53
R-11	Costco Wholesale Sapporo Warehouse	Sapporo, Hokkaido	4,210	4,420	4.8	100.0	1
L-1	Zama Distribution Center	Zama, Kanagawa	1,400	1,690	6.0	100.0	1
L-2	Oppama Distribution Center	Yokosuka, Kanagawa	1,300	1,600	6.5	100.0	1
L-3	Musashi Ranzan Distribution Center	Hiki-gun, Saitama	3,879	4,090	5.7	100.0	1
L-4	Yokohama Kamigo Distribution Center	Yokohama, Kanagawa	909	970	5.0	100.0	2
L-5	Gyoda Distribution Center	Gyoda, Osaka	3,160	3,440	5.7	100.0	1
L-6	Shinjuku Nishiochiai Distribution Center	Shinjuku ward, Tokyo	810	821	4.3	100.0	1
	Total / Average		226,479	242,832	5.2	99.7	496

Note: The figures are as of Sep. 30, 2020.

# Appraisal value (properties as of Sep. 30, 2020) (1)



								li	ncome capita	alization ap	proach value	)			
			Appraisal value  (JPY mn)			Direct ca	pitalization	method	DCF method						
No.	Property name	Appraisal date		(01 1 1111)		Dire	ct cap rate	(%)	Dis	count rate	(%)	Terminal cap rate (%)			
			Previous	Latest	Changes	Previous	Latest	Changes	Previous	Latest	Changes	Previous	Latest	Changes	
T-2	MONA Shin-Urayasu	Sep. 30, 2020	10,000	10,000	0	4.6	4.6	0.0	4.3	4.3	0.0	4.8	4.8	0.0	
T-3	Passaggio Nishiarai	Sep. 30, 2020	6,750	6,620	-130	4.3	4.3	0.0	4.1	4.1	0.0	4.5	4.5	0.0	
T-4	Daikanyama Address Dixsept	Sep. 30, 2020	6,250	6,120	-130	3.3	3.3	0.0	3.1	3.1	0.0	3.5	3.5	0.0	
T-5	Unicus Ina	Sep. 30, 2020	5,240	5,240	0	4.5	4.5	0.0	4.2	4.2	0.0	4.7	4.7	0.0	
T-6	Yorktown Kita-Kaname	Sep. 30, 2020	4,350	4,350	0	4.9	4.9	0.0	4.7	4.7	0.0	5.1	5.1	0.0	
T-7	Unicus Yoshikawa	Sep. 30, 2020	3,860	3,860	0	4.7	4.7	0.0	4.5	4.5	0.0	4.9	4.9	0.0	
T-8	Sports Club Renaissance Fujimidai	Sep. 30, 2020	2,760	2,750	-10	4.6	4.6	0.0	4.4	4.4	0.0	4.8	4.8	0.0	
T-9	Super Viva Home Iwatsuki (Land)	Sep. 30, 2020	5,600	5,470	-130	-	-	-	4.6	4.6	0.0	-	-	-	
T-10	K's Denki Shonan-Fujisawa (Land)	Sep. 30, 2020	3,480	3,470	-10	-	-	-	4.3	4.3	0.0	-	-	-	
T-11	Unicus Kamisato (Land)	Sep. 30, 2020	3,050	3,050	0	-	-	-	4.6	4.6	0.0	-	-	-	
T-12	Unicus Konosu (Land)	Sep. 30, 2020	1,780	1,780	0	-	-	-	4.5	4.5	0.0	-	-	-	
T-13	Inageya Yokohama Minamihonjuku (Land)	Sep. 30, 2020	1,390	1,390	0	-	-	-	4.0	4.0	0.0	-	-	-	
T-15	Nakamachidai Tokyu Store	Sep. 30, 2020	3,810	3,750	-60	4.6	4.6	0.0	4.4	4.4	0.0	4.8	4.8	0.0	
T-16	Central Wellness Club Nagatsuta Minamidai	Sep. 30, 2020	1,780	1,780	0	5.0	5.0	0.0	4.8	4.8	0.0	5.2	5.2	0.0	
T-17	Life Kameido	Sep. 30, 2020	1,520	1,490	-30	4.2	4.2	0.0	3.9	3.9	0.0	4.4	4.4	0.0	
T-18	Totsuka-Fukaya Shopping Center (Land)	Sep. 30, 2020	4,320	4,320	0	4.7	4.7	0.0	4.6	4.6	0.0	-	-	-	
T-19	Yumemachi Narashinodai Mall	Sep. 30, 2020	3,520	3,520	0	4.9	4.9	0.0	4.7	4.7	0.0	5.1	5.1	0.0	
T-20	Kawamachi Yahagi Mall	Sep. 30, 2020	3,230	3,240	10	4.8	4.8	0.0	4.6	4.6	0.0	5.0	5.0	0.0	
T-21	Prime Square Jiyugaoka	Sep. 30, 2020	2,840	2,820	-20	3.6	3.6	0.0	3.4	3.4	0.0	3.8	3.8	0.0	
T-22	Round1 Ichikawa-Onitaka	Sep. 30, 2020	1,980	1,970	-10	4.8	4.8	0.0	4.6	4.6	0.0	5.0	5.0	0.0	
T-23	Ozeki Tokiwadai	Sep. 30, 2020	1,350	1,340	-10	4.2	4.2	0.0	4.0	4.0	0.0	4.4	4.4	0.0	
T-24	Konami Sports Club Shibuya	Sep. 30, 2020	3,380	3,390	10	3.8	3.8	0.0	3.9	3.9	0.0	4.0	4.0	0.0	
T-25	Apita Terrace Yokohama Tsunashima	Sep. 30, 2020	6,220	6,170	-50	4.3	4.3	0.0	4.1	4.1	0.0	4.5	4.5	0.0	
T-26	Kalsa Hiratsuka	Sep. 30, 2020	6,020	6,020	0	4.4	4.4	0.0	4.1	4.1	0.0	4.6	4.6	0.0	
T-27	Monenosato Mall	Sep. 30, 2020	2,570	2,530	-40	4.9	4.9	0.0	4.8	4.8	0.0	5.3	5.3	0.0	
T-28	KDX Chofu Building (Retail wing)	Sep. 30, 2020	2,480	2,480	0	4.6	4.6	0.0	4.2	4.2	0.0	4.8	4.8	0.0	
T-29	Across Plaza Urayasu Higashino (Land)	Sep. 30, 2020	2,320	2,310	-10	4.2	4.2	0.0	4.1	4.1	0.0	-	-	-	
T-30	Comfort Market Nishi-Magome	Sep. 30, 2020	2,000	2,000	0	4.2	4.2	0.0	4.2	4.2	0.0	4.4	4.4	0.0	
O-1	Blumer Maitamon	Sep. 30, 2020	9,630	9,610	-20	5.2	5.2	0.0	5.3	5.3	0.0	5.4	5.4	0.0	
0-2	Central Square Takadono (Land)	Sep. 30, 2020	3,150	3,140	-10	_	-	_	3.9	3.9	0.0	_	-	_	
O-3	DCM Kahma MEGA Don Quijote UNY Omihachiman	Sep. 30, 2020	2,590	2,590	0	5.8	5.8	0.0	5.5	5.5	0.0	6.0	6.0	0.0	

Note 1: "Previous" refers to appraisal value at the previous appraisal dated Mar. 31, 2020 for properties acquired by 10th period, dated Apr. 15, 2020 for Comfort Market Nishi-Magome. "Latest" refers to the latest appraisal date. Discount rate for DCF method shows the discount rate for the nearest period.

Note 2: "Direct cap rate", "Discount rate" and "Terminal cap rate" for Ashikaga show the rates for the building. "Direct cap rate", "Discount rate" and "Terminal cap rate" for Kamigo show the rates for the distribution center and its site.

# Appraisal value (properties as of Sep. 30, 2020) (2)



								li	ncome capita	alization ap	proach valu	e		
			Ap	praisal val (JPY mn)	ue	Direct ca	pitalization	method			DCF m	nethod		
No.	Property name	Appraisal date		(31 1 1111)		Dire	ct cap rate	(%)	Dis	count rate (	(%)	Termi	nal cap rate	e (%)
			Previous	Latest	Changes	Previous	Latest	Changes	Previous	Latest	Changes	Previous	Latest	Changes
0-4	Blumer HAT Kobe	Sep. 30, 2020	11,500	11,000	-500	4.8	4.9	0.1	4.6	4.7	0.1	5.0	5.1	0.1
O-5	Carino Esaka	Sep. 30, 2020	7,210	7,190	-20	4.3	4.3	0.0	4.0	4.0	0.0	4.5	4.5	0.0
0-6	COMBOX Komyoike	Sep. 30, 2020	6,550	6,490	-60	5.3	5.3	0.0	4.9	4.9	0.0	5.4	5.4	0.0
0-7	Hankyu Oasis Hirakatadeguchi	Sep. 30, 2020	1,330	1,330	0	5.5	5.5	0.0	5.3	5.3	0.0	5.7	5.7	0.0
O-9	Life Nishi-Tengachaya	Sep. 30, 2020	1,690	1,690	0	4.6	4.6	0.0	4.7	4.7	0.0	4.8	4.8	0.0
O-10	Million Town Tsukaguchi (Land)	Sep. 30, 2020	3,980	3,980	0	-	-	-	4.0	4.0	0.0	-	-	-
O-11	Habikigaoka Shopping Center	Sep. 30, 2020	2,020	2,020	0	5.1	5.1	0.0	5.1	5.1	0.0	5.3	5.3	0.0
N-1	DCM Kahma Nakagawa Tomita (Land)	Sep. 30, 2020	2,700	2,690	-10	-	-	-	4.3	4.3	0.0	-	-	-
N-2	Valor Ichinomiya-Nishi	Sep. 30, 2020	2,360	2,360	0	5.1	5.1	0.0	4.8	4.8	0.0	5.3	5.3	0.0
N-4	Homecenter Kohnan Sunadabashi	Sep. 30, 2020	7,300	7,280	-20	4.8	4.8	0.0	4.6	4.6	0.0	5.0	5.0	0.0
N-6	Resora Obu Shopping Terrace	Sep. 30, 2020	7,060	7,050	-10	4.9	4.9	0.0	5.0	5.0	0.0	5.1	5.1	0.0
N-7	Valor Nakashidami (Land)	Sep. 30, 2020	2,570	2,560	-10	-	-	-	4.1	4.1	0.0	-	-	-
F-1	Sunny Noma	Sep. 30, 2020	1,640	1,640	0	4.4	4.4	0.0	4.2	4.2	0.0	4.8	4.8	0.0
F-2	Round1 Stadium Hakata-Hanmichibashi	Sep. 30, 2020	5,760	5,760	0	4.9	4.9	0.0	4.6	4.6	0.0	5.1	5.1	0.0
F-3	Kurume-Nishi Shopping Center	Sep. 30, 2020	1,840	1,840	0	4.8	4.8	0.0	4.5	4.5	0.0	5.0	5.0	0.0
R-1	Roseo Mito	Sep. 30, 2020	12,000	12,000	0	4.8	4.8	0.0	4.5	4.5	0.0	5.0	5.0	0.0
R-2	K's Denki Aomori Honten	Sep. 30, 2020	1,560	1,520	-40	5.5	5.5	0.0	5.2	5.2	0.0	5.7	5.7	0.0
R-3	Super Sports Xebio Aomori-Chuo	Sep. 30, 2020	920	912	-8	5.5	5.5	0.0	5.2	5.2	0.0	5.7	5.7	0.0
R-4	Ashico Town Ashikaga	Sep. 30, 2020	4,880	4,660	-220	5.3	5.3	0.0	5.1	5.1	0.0	5.5	5.5	0.0
R-5	Yorktown Shinden-Higashi	Sep. 30, 2020	2,660	2,610	-50	5.5	5.5	0.0	5.3	5.3	0.0	5.7	5.7	0.0
R-6	Kasumi Technopark Sakura	Sep. 30, 2020	878	879	1	5.1	5.1	0.0	4.9	4.9	0.0	5.3	5.3	0.0
R-8	P-1 Plaza Tenno	Sep. 30, 2020	4,350	4,350	0	5.1	5.1	0.0	4.8	4.8	0.0	5.3	5.3	0.0
R-9	Seiyu Rakuichi Moriya (Land)	Sep. 30, 2020	4,260	4,260	0	4.3	4.3	0.0	4.2	4.2	0.0	-	-	-
R-10	Sun Street Hamakita	Sep. 30, 2020	11,250	11,160	-90	5.4	5.4	0.0	5.1	5.1	0.0	5.7	5.7	0.0
R-11	Costco Wholesale Sapporo Warehouse	Sep. 30, 2020	4,420	4,420	0	4.5	4.5	0.0	4.2	4.2	0.0	4.7	4.7	0.0
L-1	Zama Distribution Center	Sep. 30, 2020	1,640	1,690	50	4.8	4.7	-0.1	4.8	4.7	-0.1	5.0	4.9	-0.1
L-2	Oppama Distribution Center	Sep. 30, 2020	1,570	1,600	30	4.9	4.8	-0.1	5.0	4.9	-0.1	5.1	5.0	-0.1
L-3	Musashi Ranzan Distribution Center	Sep. 30, 2020	4,010	4,090	80	5.3	5.2	-0.1	5.3	5.2	-0.1	5.5	5.4	-0.1
L-4	Yokohama Kamigo Distribution Center	Sep. 30, 2020	841	970	129	4.5	4.5	0.0	4.5	4.5	0.0	4.7	4.7	0.0
L-5	Gyoda Distribution Center	Sep. 30, 2020	3,370	3,440	70	5.1	5.0	-0.1	5.0	4.9	-0.1	5.3	5.2	-0.1
L-6	Shinjuku Nishiochiai Distribution Center	Sep. 30, 2020	821	821	0	4.0	4.0	0.0	3.6	3.6	0.0	4.1	4.1	0.0
	Total		244,160	242,832	-1,328	-	-	-	-	-	-	-	-	-

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Note 2: "Direct cap rate", "Discount rate" and "Terminal cap rate" for Ashikaga show the rates for the building. "Direct cap rate", "Discount rate" and "Terminal cap rate" for Kamigo show the rates for the distribution center and its site.

### Portfolio and unitholder information

# Income and expenses of assets



Revenues and expenses of nine assets with sales-linked rent

(JPY mn)

	Shin-U	rayasu	Nishi	arai	Daikan	yama	Maita	mon	HAT I	Kobe	Esa	ıka	Ob	u	Ashik	kaga	Ham	akita
Period	10th	11th	10th	11th	10th	11th	10th	11th	10th	11th	10th	11th	10th	11th	10th	11th	10th	11th
Rent (fixed)	328	315	208	207	186	171	354	351	352	357	151	145	206	208	175	175	431	429
Rent (sales-linked)	40	30	13	7	4	4	14	9	9	8	41	31	14	14	7	5	5	4
Utility charge reimbursement	41	38	33	37	28	29	80	95	65	72	28	26	42	48	54	62	54	56
Penalty restoring reimbursement	3	12	-	-	-	-	-	-	2	3	1	-	-	-	-	-	-	-
Other revenues	114	101	49	26	48	45	29	29	34	36	77	76	15	15	12	11	25	23
Revenues	528	498	303	279	267	250	478	485	464	477	301	280	278	285	251	255	516	513
PM fees	76	78	48	47	53	53	61	62	66	68	41	42	38	37	40	39	69	68
Utilities	50	54	32	29	31	33	58	63	53	56	29	33	42	42	52	56	44	40
Taxes	23	23	35	35	12	12	41	41	47	47	25	25	26	26	24	24	25	25
Repairs and maintenance	21	27	3	18	-	3	2	6	49	2	19	5	9	22	15	28	6	13
Others	62	39	32	8	41	34	21	20	18	14	3	3	14	10	8	6	69	61
Expenses	234	222	152	139	139	137	185	194	235	190	119	109	132	140	142	155	215	209
NOI	294	276	151	139	128	112	292	290	229	287	181	171	145	145	108	100	301	303

Revenues and expenses of assets without sales-linked rent

		Existing p	properties		Prope	erties acquired	d since 10th pe	riod		Disposed	properties	
	Multi-tenant	properties	Single-tenant	properties	Multi-tenant	properties	Single-tenan	t properties	Multi-tenan	t properties	Single-tenar	nt properties
Period	10th	11th	10th	11th	10th	11th	10th	11th	10th	11th	10th	11th
Rent (fixed)	1,397	1,365	2,624	2,620	280	326	352	451	-	-	35	33
Rent (sales-linked)	-	-	-	-	-	-	-	-	-	-	-	-
Utility charge reimbursement	71	74	12	14	15	20	-	-	-	-	-	-
Penalty restoring reimbursement	-	1	-	-	-	-	-	-	-	-	-	-
Other revenues	22	19	18	2	11	13	-	-	-	-	-	-
Revenues	1,491	1,461	2,655	2,637	308	361	352	451	-	-	35	33
PM fees	95	95	60	62	13	17	8	10	-	-	1	1
Utilities	72	72	12	14	16	20	-	-	-	-	-	-
Taxes	128	135	233	254	-	40	-	41	-	-	2	3
Repairs and maintenance	24	45	47	45	3	8	2	12	-	-	-	-
Others	28	28	22	22	2	3	1	2	-	-	-	-
Expenses	349	378	375	399	35	89	13	67	-	-	4	4
NOI	1,141	1,083	2,279	2,237	273	271	339	384	-	-	31	28

NSC SM CSC Urban Station-Front SC SS Distribution Centers

# Portfolio highlights (Tokyo metropolitan area) (1)



Name	T-2 MONA Shin-Urayasu	T-3 Passaggio Nishiarai	T-4 Daikanyama Address Dixsept	T-5 Unicus Ina	T-6 Yorktown Kita-Kaname
Photo					Top Note Many
Location	Urayasu, Chiba	Adachi ward, Tokyo	Shibuya ward, Tokyo	Kitaadachi-gun, Saitama	Hiratsuka, Kanagawa
Acquisition price (JPY)	8,063 mn	5,850 mn	5,390 mn	4,379 mn	4,000 mn
Highlights	<ul> <li>Located in front of Shin-Urayasu Sta. (17 min from Tokyo Sta. by train)</li> <li>Approx. 60 tenants, including supermarkets and clothing stores</li> <li>Conducted renovations in 2017 and 2018</li> </ul>	<ul> <li>The surrounding area has a significant inflow of families due to large developments</li> <li>Houses an apparel store, restaurants, etc.</li> </ul>	on December 1, 2020, April 1, 2021 and October 1, 2021	<ul> <li>Highly competitive by housing supermarket Yaoko among other tenants</li> <li>The population in the surrounding area is increasing by continued residential developments</li> <li>Constructed a restaurant building in 2017</li> </ul>	<ul> <li>Population increase with residential developments</li> <li>Plays an important role in the local community by housing tenants including a supermarket, a drug store and a restaurant</li> </ul>
Name	T-7 Unicus Yoshikawa	T-8 Sports Club Renaissance Fujimidai	T-9 Super Viva Home Iwatsuki (Land)	T-10 K's Denki Shonan-Fujisawa (Land)	T-11 Unicus Kamisato (Land)
Photo	&LIFE		Super VIVA HOME	KG K9-7574	
Location	Yoshikawa, Saitama	Nerima ward, Tokyo	Saitama, Saitama	Fujisawa, Kanagawa	Kodama-gun, Saitama
Acquisition price (JPY)	3,600 mn	2,586 mn	4,815 mn	3,169 mn	3,000 mn
Highlights	<ul> <li>Conveniently located along a heavily traveled road in a population increasing area</li> <li>Houses a supermarket, Life, and a home and garden store, Kohnan, as anchor tenants</li> </ul>	<ul> <li>A well-equipped membership-based health club with a gym, two studios and a swimming pool</li> <li>Large housing developments surrounding Fujimidai Sta. (15min from Ikebukuro Sta. by train)</li> </ul>	<ul> <li>Comprises a large home and garden store, a supermarket and a food court</li> <li>A number of major routes near the property potentially enlarge trade areas including adjacent cities</li> </ul>	give the property a wide retail trade area  • More than ten years remain on a fixed-term land lease	<ul> <li>Underlying land of the largest NSC in Kamisato developed by P&amp;D</li> <li>Competitive due to its concentration of highly recognizable tenants including a supermarket and a cinema complex</li> </ul>

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# Portfolio highlights (Tokyo metropolitan area) (2)



Name	T-12 Unicus Konosu (Land)	T-13 Inageya Yokohama Minamihonjuku (Land)	T-15 Nakamachidai Tokyu Store	T-16 Central Wellness Club Nagatsuta Minamidai	T-17 Life Kameido
Photo	UNICUS	Library inspire			
Location	Konosu, Saitama	Yokohama, Kanagawa	Yokohama, Kanagawa	Yokohama, Kanagawa	Koto ward, Tokyo
Acquisition price (JPY)	1,700 mn	1,442 mn	3,360 mn	1,724 mn	1,450 mn
Highlights	<ul> <li>Underlying land of the largest NSC in Konosu developed by P&amp;D</li> <li>Easy access and high visibility by car given its location facing the largest trunk road within the relevant trade area</li> </ul>	grocery supermarket opened in Mar. 2015  Comprises a trade area that cater daily needs together with a restaurant and a drug	<ul> <li>A station-front NSC in an area with high population growth and easy access to central Tokyo</li> <li>Houses a supermarket and other retailers that cater daily needs</li> </ul>	population growth, housing a health club as its core tenant  Convenient car access due to its roadside location, with	<ul> <li>A supermarket located in one of the most densely populated retail trade areas in Tokyo</li> <li>A large-scale condominium consisting of approx. 700 residential units in the neighborhood</li> </ul>
Name	T-18 Totsuka Fukaya Shopping Center (Land)	T-19 Yumemachi Narashinodai Mall	T-20 Kawamachi Yahagi Mall	T-21 Prime Square Jiyugaoka	T-22 Round1 Ichikawa-Onitaka
Photo	york mari				
Location	Yokohama, Kanagawa	Funabashi, Chiba	Chiba, Chiba	Meguro ward, Tokyo	Ichikawa, Chiba
Acquisition price (JPY)	4,170 mn	3,416 mn	3,097 mn	2,820 mn	1,880 mn
Highlights	<ul> <li>Underlying land of an NSC opened in Mar. 2015</li> <li>NSC houses a grocery supermarket and a home and garden store</li> <li>Located in an area with population growth, with new residential development in surrounding areas</li> </ul>	<ul> <li>The tenants, including the core grocery supermarket, cater to diverse daily needs</li> </ul>	<ul> <li>A new NSC housing tenants with a high level of customer attraction</li> <li>Located in an area with significant population growth potential, near a national road and a highway JCT</li> <li>Flat parking lot for up to 320 vehicles</li> </ul>	<ul> <li>Located in the neighborhood of Jiyugaoka along the Tokyu Toyoko Line</li> <li>Leased to Central Sports Co. Ltd., a leading fitness club operator</li> </ul>	facility located in an area with easy access and high

# Portfolio highlights (Tokyo metropolitan area) (3)



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Name	T-23 Ozeki Tokiwadai	T-24 Konami Sports Club Shibuya	T-25 Apita Terrace Yokohama Tsunashima	T-26 Kalsa Hiratsuka	T-27 Monenosato Mall
Photo	OZAN T			SALVA SALVA	
Location	Itabashi ward, Tokyo	Shibuya ward, Tokyo	Yokohama, Kanagawa	Hiratsuka, Kanagawa	Yotsukaido, Chiba
Acquisition price (JPY)	1,263 mn	3,400 mn	5,899 mn	5,980 mn	2,410 mn
Highlights	<ul> <li>New supermarket opened in Sep. 2017, located in one of the most densely populated retail trade areas in Tokyo</li> <li>Leased to Ozeki Co., Ltd., which runs many stores in densely populated areas near train stations in Tokyo metropolitan area</li> </ul>	upper class residential area, approx. 12 minutes from JR Shibuya Sta.  • Konami Sports Club is the largest sports club operator in Japan, with Shibuya ward as its strategic focus area	customer needs and constitutes a next-generation uraban smart city in an area with a dense and growing population  Opened in March 2018, located between Tokyu Toyoko Line Tsunashima and Hiyoshi Stations	<ul> <li>NSC with the retail trade area covering Hiratsuka and Chigasaki, the core of the Shonan area</li> <li>Tenants include a grocery supermarket, a home &amp; garden store, and a general sporting goods shop</li> </ul>	<ul> <li>NSC opened in March 2019 in "Monenosato," a new town undergoing residential development</li> <li>Tenants include a grocery supermarket Yorkmart, a drugstore, an apparel store and a dollar shop</li> </ul>
Name	T-28 KDX Chofu Building (Retail wing)	T-29 Across Plaza Urayasu Higashino (Land)	T-30 Comfort Market Nishi-Magome		
Photo					
Location	Chofu, Tokyo	Urayasu, Chiba	Ota ward, Tokyo		
Acquisition price (JPY)	2,300 mn	2,248 mn	1,920 mn		
Highlights	<ul> <li>NSC located in the commercial and residential district within walking distance of Chofu Station</li> <li>Tenants include grocery supermarket, a dollar shop, a drug store, beauty salon, and a health club</li> </ul>	has been consistently growing by good accessibility	<ul> <li>A new-brand grocery supermarket adjacent to Nishi-magome station, convenient for commuting to central Tokyo</li> <li>The building's first and second floors are used as the store space, while the third and fourth floors are used as a nursery school</li> </ul>		53

# Portfolio highlights (Greater Osaka area)



Name	O-1 Blumer Maitamon	O-2 LifeTakadono (Land)	O-3 DCM Kahma MEGA Don Quijote UNY Omihachiman	O-4 Blumer HAT Kobe	O-5 Carino Esaka
Photo	OWN DAYS				
Location	Kobe, Hyogo	Osaka, Osaka	Omihachiman, Shiga	Kobe, Hyogo	Suita, Osaka
Acquisition price (JPY)	8,389 mn	2,685 mn	2,140 mn	11,000 mn	6,555 mn
Highlights	<ul> <li>Located within a newly developed residential area</li> <li>Consists of approx. 50 tenants, including a supermarket, an electronic appliance store and a major clothing store as core tenants</li> </ul>	<ul> <li>A supermarket which Life Corporation opened on the land in 2015</li> <li>Located in a densely populated area bordering central Osaka</li> <li>Highly accessible by car as well</li> </ul>	buildings, MEGA Don Quijote UNY and DCM Kahma (home and garden store)	<ul> <li>Landmark NSC in "HAT Kobe District", a revival symbol project from the Kobe earthquake</li> <li>Houses a cinema complex, a grocery store, clothing stores and restaurants</li> </ul>	<ul> <li>The retail trade area is popular among young</li> </ul>
Name	O-6 COMBOX Komyoike	O-7 Hankyu Oasis Hirakatadeguchi	O-9 Life Nishi-Tengachaya	O-10 Million Town Tsukaguchi (Land)	O-11 Habikigaoka Shopping Center
Photo		OASIS DEPARTMENT OF THE PARTMENT OF THE PARTME			Sunplaza
Location	Izumi, Osaka	Hirakata, Osaka	Osaka, Osaka	Amagasaki, Hyogo	Habikino, Osaka
Acquisition price (JPY)	6,450 mn	1,280 mn	1,505 mn	3,723 mn	2,000 mn
Highlights	<ul> <li>The largest retail property in the central area of Komyoike</li> <li>Located in the area accessible to Namba Sta. in 30 min by train</li> </ul>	highly populated area	<ul> <li>A supermarket located in a densely populated retail area</li> <li>The tenant, Life Corporation, has dominant strategy in Osaka and continues store opening</li> </ul>	<ul> <li>A newly opened NSC located in an area as a part of the large-scale redevelopment project in front of Tsukaguchi Sta.</li> <li>Opened with grocery supermarket Mandai as a core tenant, as well as a drug store and clinics</li> </ul>	with housing developments in the southeastern part of

# Portfolio highlights (Greater Nagoya area / Fukuoka)



	-		-		
Name	N-1 DCM Kahma Nakagawa Tomita (Land)	N-2 Valor Ichinomiya-Nishi	N-4 Homecenter Kohnan Sunadabashi	N-6 Resora Obu Shopping Terrace	N-6 Resora Obu Shopping Terrace
Photo	Kahma home center	Valor Waler State of the State	2522		What I want I wa
Location	Nagoya, Aichi	Ichinomiya, Aichi	Nagoya, Aichi	Obu, Aichi	Moriyama-ku, Nagoya, Aichi
Acquisition price (JPY)	2,311 mn	2,174 mn	7,140 mn	7,911 mn	2,551 mn
Highlights	<ul> <li>Located near a number of major routes</li> <li>Comprises an integrated retail zone in the surrounding area, together with a supermarket and a sporting goods store on the adjacent lot</li> </ul>	for Nagoya (10 min from Nagoya Sta. by train)	<ul> <li>Houses a large home and garden store and a large sporting goods store</li> <li>A large residential property was developed in the neighborhood. A supermarket also opened, generating synergies with the home and garden store</li> </ul>	<ul> <li>The largest NSC in Obu, Aichi, opened in Apr. 2008 as a part of the development project including a medical mall and a condominium</li> <li>Yamanaka, a grocery supermarket as its main tenant and over 40 tenants</li> </ul>	<ul> <li>Underlying land for a standalone grocery supermarket in the Valor chain</li> <li>Valor is a supermarket chain with strong strategic dominance in the Tokai region</li> </ul>
Name	F-1 Sunny Noma	F-2 Round1 Stadium Hakata-Hanmichibashi	F-3 Kurume-Nishi Shopping Center		
Photo	SUNNI		MaxValu		
Location	Fukuoka, Fukuoka	Fukuoka, Fukuoka	Kurume, Fukuoka		
Acquisition price (JPY)	1,497 mn	5,020 mn	1,515 mn		
Highlights	<ul> <li>Rebuilt in 2007 after enjoying strong support from the local community for 35 years</li> <li>The strongest performing supermarket among other Sunny supermarkets in the surrounding area</li> </ul>	for Round One that offers a variety of amusement and	<ul> <li>An NSC located in a residential district near downtown Kurume City</li> <li>Tenants include a grocery supermarket, a baby goods store and a drug store</li> <li>Facing a national route, providing good visibility</li> </ul>		

# Portfolio highlights (Ordinance-designed cities, core cities and other areas)



Name	R-1 Roseo Mito	R-2 K's Denki Aomori Honten	R-3 Super Sports Xebio Aomori-Chuo	R-4 Ashico Town Ashikaga	R-5 Yorktown Shinden-Higashi
Photo		ドラーステンキ 1000 1000 1000 1000 1000 1000 1000 10			(
Location	Mito, Ibaraki	Aomori, Aomori	Aomori, Aomori	Ashikaga, Tochigi	Sendai, Miyagi
Acquisition price (JPY)	10,046 mn	1,469 mn	898 mn	4,180 mn	3,252 mn
Highlights	<ul> <li>Located in a population growing area with many young families</li> <li>Houses a supermarket and a home and garden store as core tenants</li> <li>Constructed a secondhand shop building in 2015</li> </ul>	District in Aomori, which has	<ul> <li>Located in Hamada district in Aomori</li> <li>Some major routes bring customers from broad retail trade area</li> </ul>	<ul> <li>A large-scale multi-tenant NSC with supermarket as a core tenant</li> <li>Easily accessibility by car due to its location along a major local route</li> <li>Cinema reopened in Mar. 2016</li> </ul>	<ul> <li>Located in eastern Sendai conveniently commutable to Sendai Sta.</li> <li>Houses a supermarket and home and garden store as core tenants</li> </ul>
Name	R-6 Kasumi Technopark Sakura	R-8 P-1 Plaza Tenno	R-9 Seiyu Rakuichi Moriya (Land)	R-10 Sun Street Hamakita	R-11 Costco Wholesale Sapporo Warehouse
Photo	THE RESERVE OF THE PARTY OF THE		Sero		
Location	Tsukuba, Ibaraki	Hamamatsu, Shizuoka	Moriya, Ibaraki	Hamamatsu, Shizuoka	Sapporo, Hokkaido
Acquisition price (JPY)	830 mn	4,010 mn	4,111 mn	10,746 mn	4,210 mn
Highlights	<ul> <li>24-hour Kasumi supermarket</li> <li>The retail trade area includes the college town of Tsukuba University</li> <li>Kasumi is headquartered in Tsukuba, and has a dominant presence in the area</li> </ul>	retail area in northeast Hamamatsu where road-side retail facilities concentrate  Houses tenants including a local supermarket, a drug	<ul> <li>Underlying land of an NSC with a grocery supermarket as the anchor tenant</li> <li>Located in a population growing area with the 2005 opening of Tsukuba Express</li> <li>Land acquired at a price lower than the official land price</li> </ul>	<ul> <li>Located in an area with high population growth</li> <li>Synergies among the tenants that offer services and experiences, with grocery Seiyu as the core tenant</li> <li>Seiyu focuses on groceries in the trend of "shift from GMS to specialty stores"</li> </ul>	<ul> <li>Costco is a "membership warehouse club" with over 740 warehouse stores worldwide</li> <li>Sapporo Warehouse is the only Costco warehouse in Hokkaido and covers Sapporo metropolitan area as its trade area</li> </ul>

### Portfolio highlights (Distribution centers)

 This facility is highly scarce and has optimal facility specifications as a last-mile

 A major delivery company, Yamato Transport Co., Ltd., is the tenant of the facility

distribution center

Highlights



Portrollo nigniights (Distribution centers)				
L-1 Zama Distribution Center	L-2 Oppama Distribution Center	L-3 Musashi Ranzan Distribution Center	L-4 Yokohama Kamigo Distribution Center	L-5 Gyoda Distribution Center
		The state of the s		
Zama, Kanagawa	Yokosuka, Kanagawa	Hiki-gun, Saitama	Yokohama, Kanagawa	Gyoda, Saitama
1,400 mn	1,300 mn	3,879 mn	909 mn	3,160 mn
major convenience store chain that delivers to its stores  Located within Zama area in Kanagawa Prefecture, with a concentration of logistics	major convenience store chain that delivers to its stores and features a process center function  Located within Tokyo metropolitan bay area	<ul> <li>Distribution center in an area with a concentration of logistics facilities, near a Kan-Etsu Expressway interchange</li> <li>The location allows the tenant to make daily deliveries to Tokyo Metropolitan area and 24-hour operation</li> </ul>	delivery service firm within a residential district  Spaces for distribution centers are limited in the	<ul> <li>A highly versatile storage- type distribution center for regional and wider area delivery in the metropolitan area</li> <li>Nippon Express Co., Ltd., a major logistics company, is using the distribution center for shippers of food-related and home appliances</li> </ul>
L-6 Shinjuku Nishiochiai Distribution Center				
Shinjuku ward, Tokyo				
810 mn				
	Zama, Kanagawa 1,400 mn  Distribution center for a major convenience store chain that delivers to its stores Located within Zama area in Kanagawa Prefecture, with a concentration of logistics facilities The tenant is a major convenience store chain Shinjuku Nishiochiai Distribution Center  Shinjuku ward, Tokyo	Zama, Kanagawa  1,400 mn  Distribution center for a major convenience store chain that delivers to its stores  Located within Zama area in Kanagawa Prefecture, with a concentration of logistics facilities  The tenant is a major convenience store chain  L-6  Shinjuku Nishiochiai Distribution Center  Center  Yokosuka, Kanagawa  1,300 mn  Core distribution center of a major convenience store chain that delivers to its stores and features a process center function  Located within Tokyo metropolitan bay area  Location with high potential for local deliveries as well as wide area distribution  Shinjuku Nishiochiai Distribution Center  Shinjuku ward, Tokyo	Zama, Kanagawa  1,400 mn  Distribution center for a major convenience store chain that delivers to its stores Located within Zama area in Kanagawa Prefecture, with a concentration of logistics facilities  The tenant is a major convenience store chain  Shinjuku Nishiochial Distribution Center  Shinjuku ward, Tokyo  Center  Pokosuka, Kanagawa 1,300 mn  1,300 mn  1,300 mn  Core distribution center of a major convenience store chain that delivers to its stores and features a process center function Located within Tokyo metropolitan bay area Location with high potential for local deliveries as well as wide area distribution  Shinjuku Ward, Tokyo  Core distribution center of a major convenience store chain that delivers to its stores and features a process center function Located within Tokyo metropolitan bay area Location with high potential for local deliveries as well as wide area distribution  Shinjuku ward, Tokyo	Zama, Kanagawa 1,400 mn  Distribution center for a major convenience store chain that delivers to its stores  Located within Zama area in Kanagawa Prefecture, with a concentration of logistics facilities  The tenant is a major convenience store chain Shinjuku Nishiochiai Distribution Center  Shinjuku Nishiochiai Distribution Center  Shinjuku ward, Tokyo  Pyokosuka, Kanagawa 1,300 mn 1,300 mn 1,300 mn 3,879 mn 909 mn  Distribution center in an area with a concentration of logistics facilities, near a Kan-Etsu Expressway interchange The located within Tokyo metropolitan bay area elocation with high potential for local deliveries as well as wide area distribution  Shinjuku Nishiochiai Distribution Center  Shinjuku ward, Tokyo  Pyokohama, Kanagawa Yokohama, Kanagawa Yokohama, Kanagawa Polistribution center in an area with a concentration of logistics facilities, near a Kan-Etsu Expressway interchange The location allows the tenant to make daily deliveries to Tokyo Metropolitan area and 24-hour operation  Shinjuku ward, Tokyo

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#### Abbreviations of property names

Property name	Abbreviation	Property name	Abbreviation	Property name	Abbreviation
Fululu Garden Yachiyo	Yachiyo	Konami Sports Club Shibuya	Shibuya	Valor Nakashidami (Land)	Nakashidami
MONA Shin-Urayasu	Shin-Urayasu	Apita Terrace Yokohama Tsunashima	Tsunashima	Sunny Noma	Noma
Passaggio Nishiarai	Nishiarai	Kalsa Hiratsuka	Hiratsuka	Round1 Stadium Hakata-Hanmichibashi	Hakata
Daikanyama Address Dixsept	Daikanyama	Monenosato Mall	Monenosato	Kurume-Nishi Shopping Center	Kurume
Unicus Ina	Ina	KDX Chofu Building (Retail wing)	Chofu	Roseo Mito	Mito
Yorktown Kita-Kaname	Kita-Kaname	Across Plaza Urayasu Higashino (Land)	Urayasu Higashino	K's Denki Aomori Honten	K's Aomori
Unicus Yoshikawa	Yoshikawa	Comfort Market Nishi-Magome	Nishi-Magome	Super Sports Xebio Aomori-Chuo	Xebio Aomori
Sports Club Renaissance Fujimidai	Fujimidai	Blumer Maitamon	Maitamon	Ashico Town Ashikaga	Ashikaga
Super Viva Home Iwatsuki (Land)	Iwatsuki	Life Takadono (Land)	Takadono	Yorktown Shinden-Higashi	Shinden-Higashi
K's Denki Shonan-Fujisawa (Land)	Fujisawa	DCM Kahma MEGA Don Quijote UNY Omihachiman	Omihachiman	Kasumi Technopark Sakura	Kasumi Sakura
Unicus Kamisato (Land)	Kamisato	Blumer HAT Kobe	HAT Kobe	Solala Plaza	Solala
Unicus Konosu (Land)	Konosu	Carino Esaka	Esaka	P-1 Plaza Tenno	P-1
Inageya Yokohama Minamihonjuku (Land)	Minamihonjuku	COMBOX Komyoike	Komyoike	Seiyu Rakuichi Moriya (Land)	Moriya
Gourmet City Chiba-Chuo	Chiba	Hankyu Oasis Hirakatadeguchi	Hirakata	Sun Street Hamakita	Hamakita
Nakamachidai Tokyu Store	Nakamachidai	Welcia Kishiwadakamori (Land)	Kishiwada	Costco Wholesale Sapporo Warehouse	Sapporo
Central Wellness Club Nagatsuta Minamidai	Nagatsuta	Life Nishi-Tengachaya	Tengachaya	Zama Distribution Center	Zama
Life Kameido	Kameido	Million Town Tsukaguchi (Land)	Tsukaguchi	Oppama Distribution Center	Oppama
Totsuka-Fukaya Shopping Center (Land)	Totsuka	Habikigaoka Shopping Center	Habikigaoka	Musashi Ranzan Distribution Center	Ranzan
Yumemachi Narashinodai Mall	Narashinodai	DCM Kahma Nakagawa Tomita (Land)	Kahma Nakagawa	Yokohama Kamigo Distribution Center	Kamigo
Kawamachi Yahagi Mall	Yahagi	Valor Ichinomiya-Nishi	Ichinomiya	Gyoda Distribution Center	Gyoda
Prime Square Jiyugaoka	Jiyugaoka	Homecenter Kohnan Sunadabashi	Sunadabashi	Shinjuku Nishiochiai Distribution Center	Nishiochiai
Round1 Ichikawa-Onitaka	Ichikawa	K's Denki Shin-Moriyama (Land)	Shin-Moriyama		
Ozeki Tokiwadai	Tokiwadai	Resora Obu Shopping Terrace	Obu		

