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Logisquare

# **CRE Logistics REIT** Financial Results Briefing for the 9th Fiscal Period

CRE

Ended December 2020 (July 1, 2020 to December 31, 2020)

LogiSquare Sayama Hidaka The property is located approximately 0.7 km from the Sayama Hidaka Interchange on the Ken-O Expressway, and access to National Route 407 is also easy. Surrounded by numerous warehouses, factories and other facilities, the property can be operated 24 hours a day. February 17, 2021 CRE REIT Advisers, Inc.

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## Glossary

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Term	Definition				
Appraisal value	The appraisal value or an investigated value as of the end of the period is stated based on the Certificate of Incorporation of the Investment Corporation and the Regulation on Accountings of Investment Corporations (Cabinet Office Order No.47 of 2006 including subsequent revisions)				
Unrealized gains	(Appraisal value) - (Book value) as of the end of the period (Acquisition price in the case of newly acquired assets)				
LTV	(Outstanding balance of interest-bearing debt) / (Total Assets)				
LTV based on appraisal value	(Outstanding balance of interest-bearing debt) / (Total assets + Unrealized gains)				
NAV	Net assets + Unrealized gains - Total amount of distributions				
NAV per unit	(Net assets + Unrealized gains - Total amount of distributions) / Total number of investment units outstanding				
Acquisition price	Acquisition price is the purchase agreement price for each of the trust beneficiary rights stated in the sales agreement and does not include national and local consumption taxes or sales commission and other expenses that are incurred in the acquisition.				
NOI yield	Ratio of actual NOI of the portfolio assets to their acquisition price				
Appraisal NOI yield	Ratio of appraisal NOI of each asset to the acquisition price (refers to appraisal NOI based on the appraisal report with December 31, 2020 as the date of the value opinion in the case of each asse held and appraisal NOI based on the appraisal report with November 30, 2020 as the date of the value opinion in the case of newly acquired assets)				
CRE	CRE, INC.				
CRE Group	CRE. INC. and its subsidiaries and affiliates				

- This material is not a disclosure material under the Financial Instruments and Exchange Act, the Act on Investment Trusts and Investment Corporations or the Securities Listing Regulations of the Tokyo Stock Exchange.
- The purpose of this material is to provide information and not to offer, solicit the purchase of or sell certain products. When you make an investment, please do so at your own discretion and risk.
- The market price of investment securities of the Investment Corporation will be affected by the demand and supply of investors at an exchange and will fluctuate under the influence of the interest rate environment, economic conditions, the real estate market conditions and other factors surrounding the market. Accordingly, the investment securities may possibly not be sold at a higher price than the acquisition price, and investors could suffer a loss as a result.
- The investment securities of the Investment Corporation need to be purchased and sold through a securities company with which you undertake business. At that time, please read the contents of the document provided before concluding the contract (or a prospectus) carefully.
- While this material contains forward-looking statements and results forecasts, these statements do not guarantee the future results and financial conditions of the Investment Corporation.
- In this material, amounts are rounded off to the unit and areas, years and ratios are rounded to the nearest one decimal place, unless otherwise noted. Any average or ratio pertaining to assets is the weighted average based on the acquisition price, unless otherwise noted.

CRE Logistics REIT

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# Summary of Fourth Capital Increase by Public Offering

Acquisition at appropriate price above implied cap rate



# Promote reduction of LTV, borrowing from new lenders and

long-term debt	End of 9th FP (Ended Dec. 2020)	After the Borrowing (January 19, 2021)
Increase in borrowing	45.0 %	Forecast for Dec. 31, 2021 44.7 %
Increase in borrowing	3.5 years	As of January 19, 2021 3.6 years
Increase in borrowing	10	12

Increase in borrowing 9,900 million yen (including consumption tax loan of 900 million yen)

# Realize external growth that contributes to improvement in distributions per unit and NAV per unit

•					
	End of 9th FP (Ended Dec. 2020)	After fourth capital increase by public offering			
NAV per unit	137,499 yen	After Fourth capital increase by public offering 140,186 yen (+ 2.0%)			
Distributions per unit (including OPD)	Forecast on normalised level after third PO 3,258 yen	Forecast on normalised level after Fourth PO 3,374 yen (+ 3.6%)			
Number of new investment units issued	76,650 units (18.1% of total issued and	outstanding investment units)			
Total issue value	10,862 million yen				
Form of offering	Domestic offering				

Note1:Implied cap rate = Appraisal NOI stated in real estate appraisal reports of assets held at the end of the 9th fiscal period with December 31, 2020 as the date of the value opinion  $\div$  [Market capitalization of the Investment Corporation as of January 13, 2021 + Amount of interest-bearing debt at the end of the 9th fiscal period (December 31, 2020) + Leasehold deposits received at the end of the 9th fiscal period (December 31, 2020) - Cash and deposits at the end of the 9th fiscal period (December 31, 2020) - Restricted deposits at the end of the 9th fiscal period (December 31, 2020) - Restricted deposits at the end of the 9th fiscal period (December 31, 2020)]

Liabilities

Net assets

Note2: Please refer to the notes on page 1 or on each page from page 4 for the definition of each term and the calculation method of each figure on this page.

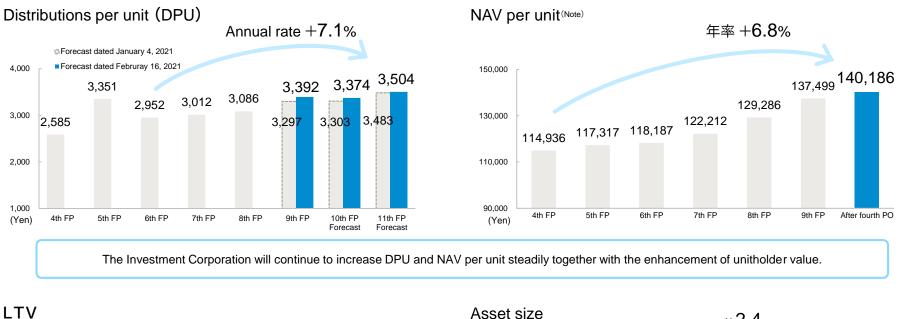
Copyright (C) 2021 CRE Logistics REIT, Inc. All Rights Reserved.

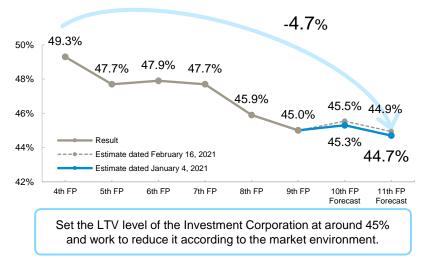
## Improve quality of portfolio through investment in LogiSquare

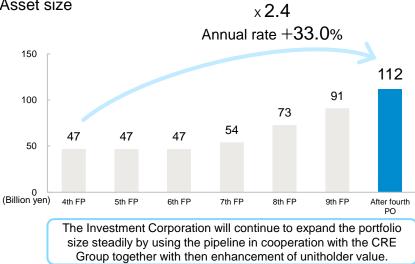
	End of 9th FP (Ended Dec. 2020)	After acquisition of assets
Number of properties	16 properties	19 properties
Acquisition price	91,527 million yen	112,316 million yen
Average appraisal NOI yield	4.8 %	4.8 %
Number of tenants	20	23
Average property age	4.5 years	<b>3.8</b> years
Occupancy rate	100.0 %	100.0 %
Ratio of properties developed by CRE	100.0 %	100.0 %

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# Since Listing in February 2018, Steadily Growing through Four Public Offerings





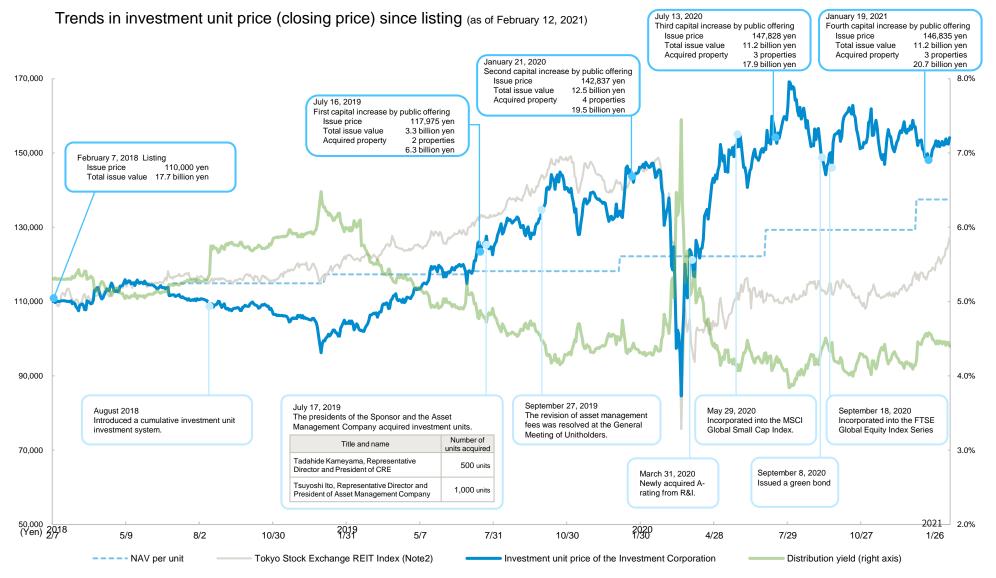


**CRE Logistics REIT** 

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Note: NAV per unit after the fourth PO = (NAV at the end of the 9th fiscal period (ended December 31, 2020) + Total issue price by the fourth capital increase by public offering (including private placement) + Sum total of appraisal values of newly acquired assets - Sum total of acquisition prices of newly acquired assets) ÷ Total number of investment units outstanding of the Investment Corporation after the fourth capital increase by public offering \* Appraisal values of newly acquired assets are figures with November 30, 2020 as the date of the value opinion.

# 1. Fourth Capital Increase by Public Offering and Asset Acquisitions Flexible Acquisition of Properties in Consideration of the Capital Market for the Four Consecutive Periods



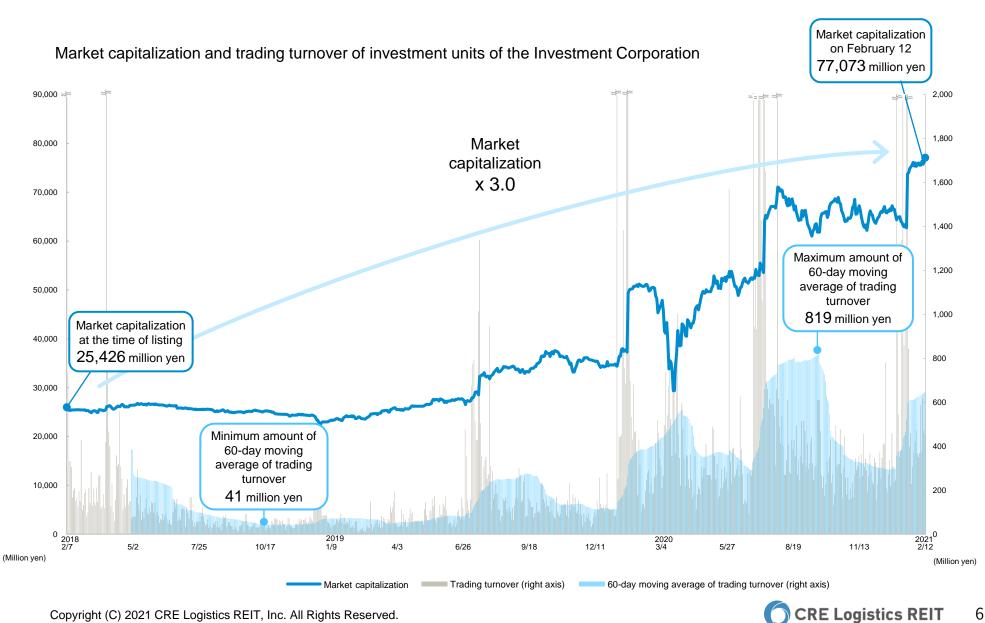
Note 1: Total issue prices of the third PO and the fourth PO include private placement.

Note2: Trends in the closing price of the Tokyo Stock Exchange REIT Index at Tokyo Stock Exchange, Inc. (hereinafter "TSE") show trends in relativized figures on the assumption that the closing price (1,664.83pt) of the TSE REIT Index on the date of the listing of the Investment Corporation (February 7, 2018) is the same as the issue price (110,000 yen per unit) of the Investment Corporation at the time of listing. Copyright (C) 2021 CRE Logistics REIT, Inc. All Rights Reserved. CRE Logistics REIT

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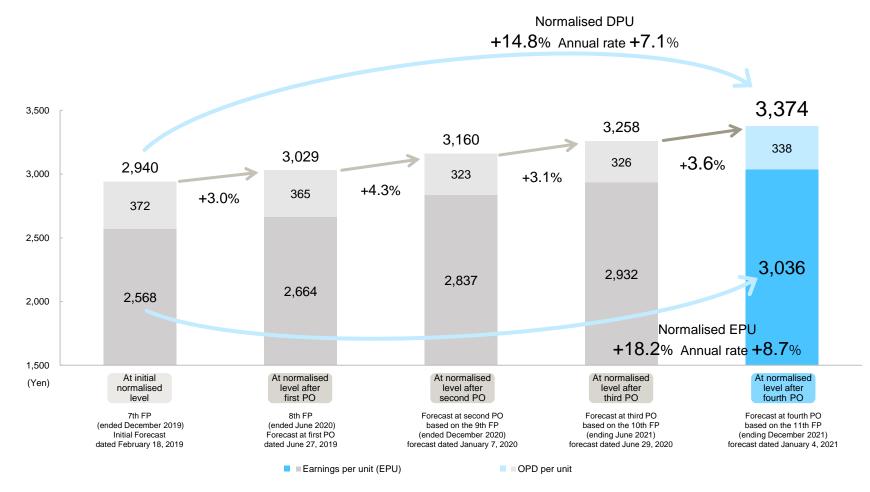
### 1. Fourth Capital Increase by Public Offering and Asset Acquisitions

# Liquidity of Investment Units Improved



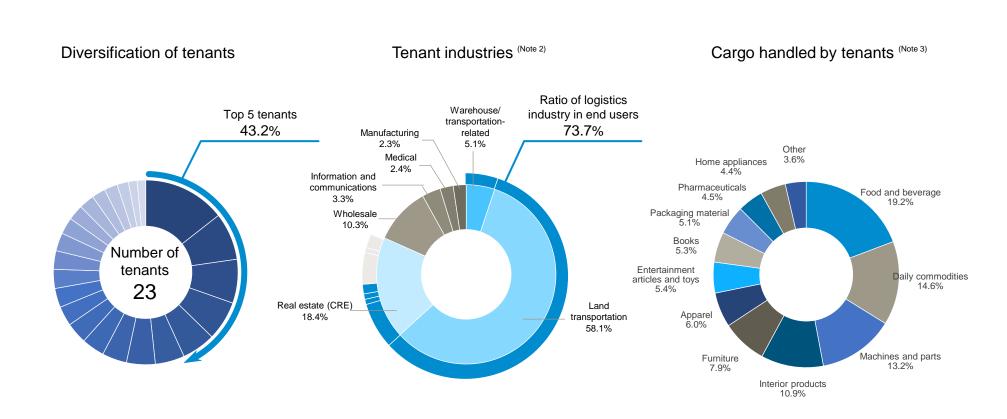
## 1. Fourth Capital Increase by Public Offering and Asset Acquisitions Realize External Growth that Contributes to Increase in Distributions per Unit and NAV per Unit

Raise normalised DPU by annual rate 7.1% within two years by increasing capital for four consecutive periods.





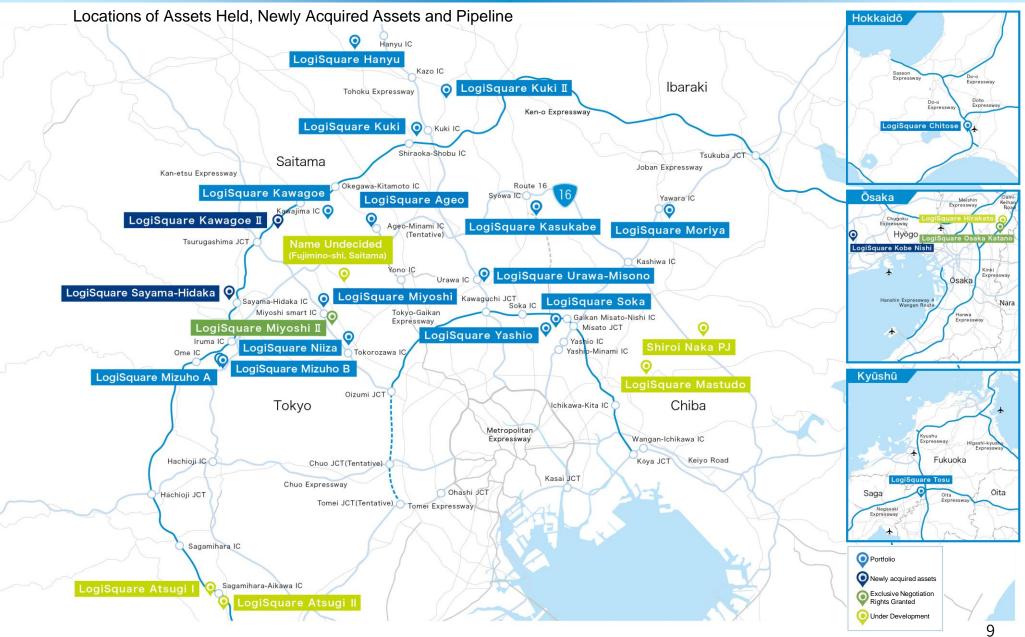
# Achieve Further Portfolio Diversification



Note 1: Based on leased area. Note 2:Outer circle shows the industries of end users. Note 3:Parcels handles are counted based on visual contact or hearing results, and only major items are stated.



1. Fourth Capital Increase by Public Offering and Asset Acquisitions Area Diversification Progressed by Acquiring 2 Properties in Tokyo Metropolitan Area and 1 Property in Other Area



# Portfolio Comparison Before and After Acquisition of Newly Acquired Assets

	9th Fiscal Period (2020/12)	Newly acquired assets	After acquisition of newly acquired assets
Number of properties	16 properties	3 properties	19 properties
Acquisition price	91,527 million yen	20,789 million yen	112,316 million yen
Appraisal value	98,780 million yen	21,810 million yen	120,590 million yen
Average appraisal NOI yield	4.8 %	4.7 %	4.8 %
Average appraisal NOI yield after depreciation <sup>(Note 1)</sup>	3.8 %	3.7 %	3.8 %
Average property age <sup>(Note 2)</sup>	■ 4.5 years	0.8 years	<b>3.8</b> years
Occupancy rate	100.0 %	100.0 %	100.0 %
Average lease term	8.5 years	4.6 years	7.8 years
Average remaining lease term <sup>(Note 3)</sup>	5.5 years	4.5 years	5.3 years
Number of tenants	20	3	23
Ratio of properties developed by CRE <sup>(Note 4)</sup>	100.0 %	100.0 %	100.0 %

Note 1: "Average appraisal NOI yield after depreciation" is the ratio of the sum total of the appraisal NOI of each asset less forecast depreciation to the sum total of the acquisition price of each asset.

Note 2: "Average property age" indicates the weighted average (rounded to one decimal place) of the ages (refers to number of years from date of registration of new construction of each property indicates the weighted average of the periods from December 31, 2020 to the expiration date of the lease agreement stipulated in the lease agreement of each asset.

Note 4: "Ratio of properties developed by CRE" is ratio of properties developed by CRE or Commercial RE Co., Ltd. before transfer to CRE.



### 1. Fourth Capital Increase by Public Offering and Asset Acquisitions

## Portfolio is Composed of Newly Built and Highly Occupying Properties Developed by CRE

No.	Property name	Location	Acquisition price (million yen)	Appraisal value (million yen)	Appraisal NOI yield (%)	Total floor area (m <sup>2</sup> )	Age (years)	Number of tenants	Occupancy ratio(%)	Developer
M-1	LogiSquare Kuki	Kuki-shi, Saitama	9,759	10,500	4.8	40,907.13	4.6	1	100.0	CRE
M-2	LogiSquare Hanyu	Hanyu-shi, Saitama	6,830	7,120	5.0	33,999.61	4.5	1	100.0	CRE
M-3	LogiSquare Kuki II	Kuki-shi, Saitama	2,079	2,220	5.1	11,511.22	3.9	1	100.0	CRE
M-4	LogiSquare Urawa Misono	Saitama-shi, Saitama	13,060	14,600	4.7	48,738.29	3.8	3	100.0	CRE
M-5	LogiSquare Niiza	Niiza-shi, Saitama	6,960	7,400	4.9	25,355.82	3.8	1	100.0	CRE
M-6	LogiSquare Moriya	Moriya-shi, Ibaraki	6,157	6,770	5.2	32,904.90	3.7	2	100.0	CRE
M-7	LogiSquare Kawagoe	Kawagoe-shi, Saitama	1,490	1,600	5.0	7,542.56	2.9	1	100.0	CRE
M-8	LogiSquare Kasukabe	Kasukabe-shi, Saitama	4,900	5,390	5.1	21,315.54	2.6	1	100.0	CRE
M-9	LogiSquare Soka	Soka-shi, Saitama	8,109	8,680	4.6	28,817.59	7.5	1	100.0	CRE
M-10	LogiSquare Yashio	Yashio-shi, Saitama	5,073	5,380	4.6	19,068.60	6.9	1	100.0	CRE
M-11	LogiSquare Mizuho A	Mizuho-machi, Tokyo	2,794	3,010	4.9	13,755.16	13.9	1	100.0	CRE
M-12	LogiSquare Mizuho B	Mizuho-machi, Tokyo	3,584	3,840	4.8	16,016.37	13.9	1	100.0	CRE
M-13	LogiSquare Ageo	Ageo-shi, Saitama	4,908	5,050	4.7	19,142.84	1.7	2	100.0	CRE
M-14	LogiSquare Miyoshi	Miyoshi-machi, Saitama	11,700	12,500	4.6	37,931.49	0.6	1	100.0	CRE
M-15	LogiSquare Sayama Hidaka	Hanno-shi, Saitama	14,066	14,900	4.7	73,728.44	0.6	1	100.0	CRE
M-16	LogiSquare Kawagoe II <sup>(Note)</sup>	Kawagoe-shi, Saitama	3,244	3,310	4.8	14,281.38	1.5	1	100.0	CRE
O-1	LogiSquare Tosu	Tosu-shi, Saga	2,823	3,190	5.3	16,739.40	2.9	1	100.0	CRE
0-2	LogiSquare Chitose	Chitose-shi, Hokkaido	1,300	1,530	6.6	19,760.00	3.1	1	100.0	CRE
O-3	LogiSquare Kobe Nishi	Kobe-shi, Hyogo	3,479	3,600	4.8	16,006.20	0.7	1	100.0	CRE
	19 properties Total/A	verage	112,316	120,590	4.8	497,522.54	3.8	23	100.0	_

Newly acquired assets

Note: LogiSquare Kawagoe II has two buildings, but the total floor area is stated the sum of total floor areas presented in the real estate registries of the two buildings. The age is stated based on the real estate registry of the building with the larger total floor area of the two buildings.



# 2. Financial Results and Forecasts

LogiSquare Sayama Hidaka

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There is a rampway enabling heavy trucks to go directly to the second and third floors, giving the property a total of 120 truck berths across the first, second and third floors.

### 2. Financial Results and Forecasts

## Highlights on the 9th Fiscal Period

## - Achieved Better than Expected Results and Increase Forecasts for 10th and 11th Fiscal Period

## Distributions per unit

9th FP Results (2020/12)	<b>3,392</b> yen (vs forecast:+95 yen, +2.9%)			anuary 4, 2 ebruray 16 2,952	, 2021	3,086	3,392	3,374	3,504
10th FP Forecasts (2021/6)	<b>3,374</b> yen (vs old forecast: +71 yen, +2.1%)	2,585		2,952	0,012		3,297	3,303 3,48	33
11th FP Forecasts (2021/12)	<b>3,504</b> yen (vs old forecast: +21 yen, +0.6%)								
NAV per unit		(Yen) 4th FP		6th FP	7th FP	8th FP		Forecast Fo	th FP recast
9th FP Results (2020/12)	<b>137,499</b> yen (vs previous FP +8,212 yen, +6.4%)	114,93	36 117,31	7 118,187	• 122,212	129,28	6	~	

(Yen) 4th FP 5th FP 8th FP 9th FP 6th FP 7th FP

Portfolio

Portfolio size	16 properties 91.5 billion yen
Occupancy rate	100.0%
Average remaining lease term	5.5 years
Average property age	4.5 years
Ratio of fixed-term leases	100.0%
Ratio of fixed-rate rents	100.0%

#### Asset

	9th fiscal period (2020/12)	Compared to 8th fiscal period	
Appraisal value	98,780 million yen	+20,200 million yen	l c
Unrealized gains	8,526 million yen	+2,608 million yen	L
Unrealized gains ratio	9.4%	+ 1.3%	L
NOI yield	4.9%	+ 0.2%	F
NOI yield after depreciation	3.9%	+ 0.2%	F
Repair expense	18 million yen (Note 2)	+ 11 million yen	A
Capital expenditure	<b>38</b> million yen	+ 38 million yen	

### Debt

Debt		
	9th fiscal period (2020/12)	Compared to 8th fiscal period
Interest-bearing debt	43,669 million yen	+ 7,950 million yen
LTV	45.0%	- 1.0%
LTV based on appraisal value	41.3%	- 1.4%
Ratio of fixed interest debt	100.0%	%
Ratio of long-term debt	100.0%	%
Average borrowing interest rate	0.560%	+ 0.028%

### Equity

	9th fiscal period (2020/12)	Compared to 8th fiscal period
Net assets per unit	120,757 <sub>yen</sub>	+5,427 <sub>yen</sub>
NAV	58,231 million yen	+13,336 million yen
NAV per unit	137,499 <sub>yen</sub>	+ 8,212 yen
Total number of investment units outstanding	423,500 units	+ 76,250 units



Note1: As of December 31, 2020, before fourth capital increase by public offering

Note2: Includes 12 million yen for construction work associated with the expropriation of LogiSquare Tosu.

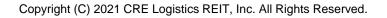
## Results for the 9th Fiscal Period

Unit: million yen

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	8th FP (2020/6) Results (A)	9th FP (2020/12) Forecasts (B)	9th FP (2020/12) Results (C)	vs. Previous fiscal period (C) - (A)	vs. Forecast (C) - (B)	Major factors for difference
Operating revenues	2,030	2,589	2,603	<b>1</b> + 573	5 + 14	<vs. period="" previous=""> Operating revenues +573</vs.>
Leasing expenses (excluding depreciation)	299	339	342	2 + 43	6 + 3	<ul> <li>Increase due to 3 properties acquired in the 9th fiscal period +467</li> <li>Full-period contribution of 4 properties acquired in the 8th</li> </ul>
NOI	1,730	2,250	2,261	+ 530	+ 10	<ul> <li>fiscal period +94</li> <li>Expense compensation for partial expropriation of land in LogiSquare Tosu +14</li> </ul>
Depreciation	363	459	459	+ 96	- 0	<ul> <li>Non-occurrence of insurance claim income -3</li> <li>Leasing expenses (excluding depreciation) +43</li> </ul>
Net leasing revenues (NOI - Dep.)	1,367	1,790	1,801	+ 433	+ 11	<ul> <li>Increase due to 3 properties acquired in the 9th fiscal period +25</li> <li>Full-period contribution of 4 properties acquired in the 8th</li> </ul>
General and administrative expenses, etc.	216	276	278	3 + 61	+ 1	fiscal period +6 <ul> <li>Construction work associated with the expropriation of</li> <li>LogiSquare Tosu +12</li> </ul>
Operating income	1,151	1,513	1,523	+ 372	+ 10	<ul> <li>General and administrative expenses, etc. +61</li> <li>Increase in asset management fees +53</li> <li>Increase in asset custody and administrative service fees</li> </ul>
Non-operating income	0	—	0	- 0	+ 0	4 Non-operating expenses +42
Non-operating expenses	181	224	224	4 + 42	+ 0	<ul> <li>Increase in loan-related expenses and interest expenses +40</li> <li>Increase in amortization of expense related to issue of</li> </ul>
Ordinary income	970	1,289	1,299	+ 329	+ 10	<ul> <li>investment units +3</li> <li><vs. forecast=""></vs.></li> <li>Operating revenues +14</li> </ul>
Net income	969	1,288	1,298	+ 329	+ 10	<ul> <li>Expense compensation for partial expropriation of land in LogiSquare Tosu +14</li> <li>Leasing expenses (excluding depreciation) +3</li> </ul>
						Construction work associated with the expropriation of LogiSquare Tosu +12
Distributions per unit (yen)	3,086	3,297	3,392	+ 306	+ 95	• Decrease in repair expenses -8 OPD per unit +70 Although we planned to reduce it by 70 yen from an amount
Earnings per unit (yen)	2,792	3,042	3,067	+ 275	+ 25	equivalent to 30% of depreciation to offset the fall in income due to re-tenanting assumed in the 10th fiscal period, we distributed an amount equivalent to 30% of depreciation
OPD per unit (yen)	294	255	325	+ 31	<b>7</b> + 70	without reducing it by 70 yen because we have agreed with the current tenants to re-sign the contract.



# Forecasts for the 10th and 11th Fiscal Periods

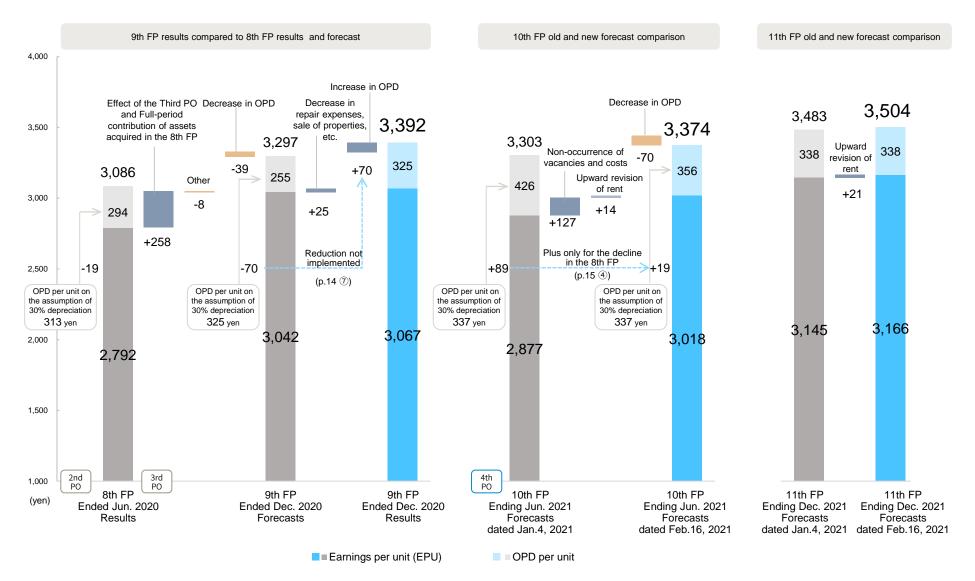
Difference 10th FP 10th FP 9th FP Difference (2020/12)(2021/6) (2021/12)Results (A) Forecasts (B) (B) - (A) Forecasts (C) (C) - (B) **Operating revenues** 2.603 3.155 3.217 +62+ 551Leasing expenses 342 481 +139486 + 4 (excluding depreciation) NOI 2,261 2,673 +4122,731 +57Depreciation 563 +103564 + 1 459 Net leasing revenues 1.801 2.110 1 +3082.166 5 +55(NOI - Dep.) General and administrative 2 6 320 278 +42337 +16expenses, etc. +265Operating income 1,523 1,789 1,828 +39Non-operating income 0 - 0 Non-operating expenses 278 3 244 7 224 +54- 34 Ordinary income 1.510 +2111.584 1,299 +73Net income 1.298 1,509 +2111,583 +73Distributions per unit (yen) 3.392 3,374 - 18 3,504 +130Earnings per unit (yen) 3.067 3,018 - 49 3,166 +148OPD per unit (yen) 325 356 4 +31338 -18 Unit: million yen

Major factors for difference <10th period> Net leasing revenues +308 Increase due to 3 newly acquired properties +377 · Full-period contribution of 3 properties acquired in the 9th period +32 · Expensing of property taxes, city planning taxes and other charges on 7 properties acquired in the 8th and the 9th period -102 2 General and administrative expenses, etc. +42 Increase in asset management fees +34 · Increase in asset custody and administrative service fees +2 3 Non-operating expenses +54 · Increase in loan-related expenses and interest expenses +56 4 OPD per unit +31 Add 19 yen, which was reduced in the 8th period, in addition to 337 yen, an amount equivalent to 30% of depreciation. <11th period> 5 Net leasing revenues +55 • Full-period contribution of 3 newly acquired properties +52 · Full-period contribution of upward revision of rents +3 6 General and administrative expenses, etc. +16 Increase in asset management fees +14 · Increase in asset custody and administrative service fees +2 Non-operating expenses -34

- Decrease in loan-related expenses and interest expenses -16
- Non-occurrence of expenses related to issue of investment units for the fourth PO -10
- Decrease in amortization of organization expenses -5



## <sup>2. Financial Results and Forecasts</sup> Comparison of Distributions in the 9th FP with the Previous Period and the Forecast and Old and New Distribution Forecasts for the 10th and the 11th FP



Note : Calculated on the assumption that the total number of investment units issued at the end of the 8th FP is 347,250 units, at the end of the 9th FP is 423,500 and at the end of the 10th and 11th Periods is 500,150 units



# 3. Growth Strategies

LogiSquare Kawagoe II

---GATE 2

The property is located approximately 3.6 km from Sakado Interchange on the Ken-O Expressway, approximately 7.0 km from Kawagoe Interchange on the Kan-etsu Expressway, and approximately 7.0 km from the Tsurugashima Interchange on the Kanetsu Expressway and also has excellent access to the National Route 254, which is a LogiSqua main road within the Tokyo metropolitan area.

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### 3. Growth Strategies

# Rich Pipeline Enabling Future External Growth

Continue to promote property acquisitions at a reasonable price, aiming for continuous growth in distributions, based on cooperation with the CRE Group companies



Note 1: As of February 17, 2021, CRE-REIT has not engaged in specific negotiations with the CRE Group companies on this pipeline, nor does it have any plan to acquire them at the present time or guarantee future acquisition. This slide shows the pipeline as of February 17, 2021 but first refusal rights will be granted at any time on other properties besides these properties and CRE Group companies will proceed at any time with the development of other properties besides these properties. Note 2: The total (planned) total floor area of the pipeline is the lower limit for the planned total floor area of the Shirol Naka PJ and the quasi-co-ownership ratio (20%) for LogiSquare Sayama Hidaka (20%). ) Is used for calculation.

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## 3. Growth Strategies The Investment Corporation's Approach to Property Acquisitions/ CRE's Approach to Property Sales and Development

### The Investment Corporation's Approach to Property Acquisitions

- Acquisition of property without dilution of distribution per unit/NAV per unit is a prerequisite for the improvement of unitholder value.
   All from the first to the fourth capital increases by public offering, CRE-REIT acquired properties at a NOI cap above the implied cap rate and upheld the above prerequisite. CRE-REIT plans to maintain this approach moving forward.
- Achieve flexible external growth, taking investment unit price into consideration, including utilizing the bridge function. CRE-REIT acquired three properties from leasing company at IPO and one property from leasing company at first capital increase by public offering. The timing of the Sponsor's property sales and the REIT's acquisitions can be adjusted.
- Acquisition of medium-sized properties and acquisition of quasi co-ownership interests using funds on hand is also possible. Available to invest to the properties with total floor area of 5,000m<sup>2</sup> or larger and the acquisition of properties ranging from several hundred million yen to several billion yen is possible using retained funds on hand from accumulated depreciation.

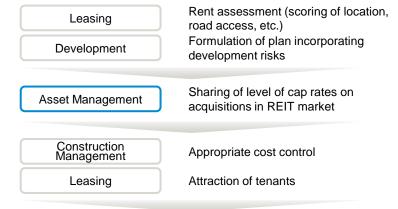
### CRE's Approach to Property Sales and Development

# Stable operation of CRE-REIT over medium and long term is CRE's top priority

CRE's Positioning of Asset Management Business

- Grow asset management business into second pillar of stock business.
- Continuously earn asset management fees and property management fees by selling properties developed by CRE to CRE-REIT.

Source: Prepared by the Asset Management Company based on the Long-term Management Policy (September 12, 2016) of CRE, Inc. The Asset Management Company is involved from the time of site acquisition to implement development with discipline



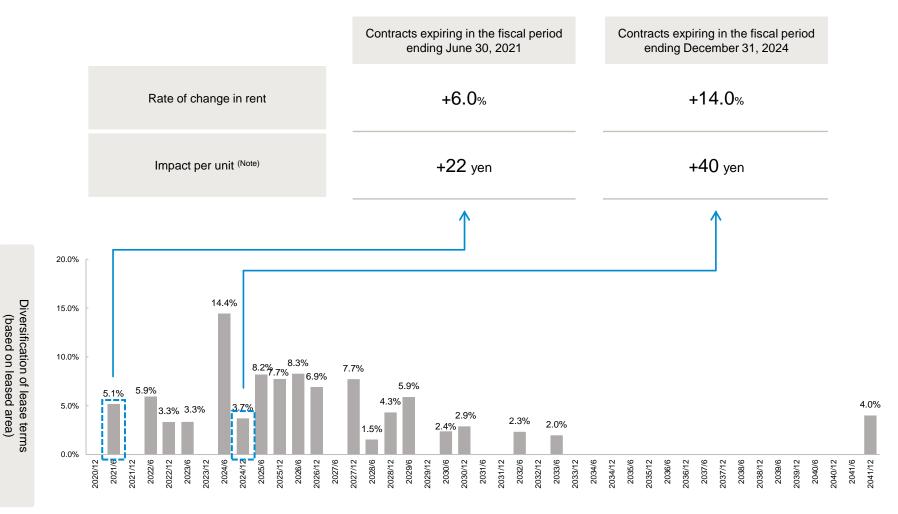
Generation of higher profits than planned



3. Growth Strategies

# Realize Internal Growth when a Contract Expires for the First Time

Agreed on rent increase in two facilities.

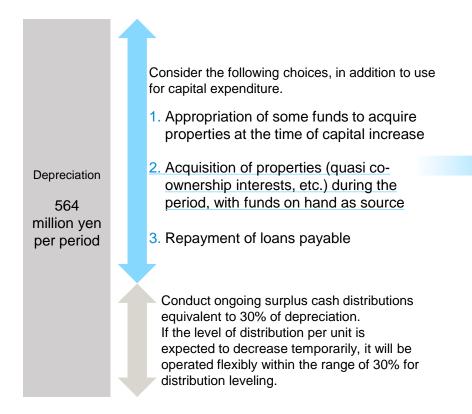


Note: Calculated on the assumption that the total number of issued investment units is 500,150. It does not take into account the increase in costs associated with the increase in rental income.

### 3. Growth Strategies

# Cash Management Aiming to Maximize and Level Distributions

## Approach to the use of funds on hand



# Effects by acquiring properties only with funds on hand

#### Estimate of an increase in distribution per unit (yen)

		NOI yield				
		4.5%	4.6%	4.7%	4.8%	4.9%
	1,200	27	28	29	30	31
Acquis	1,300	31	32	34	35	36
Acquisition price (million yen)	1,400	35	37	38	39	41
ce (millio	1,500	40	41	42	44	45
n yen)	1,600	44	45	47	48	50
	1,700	48	50	51	53	55

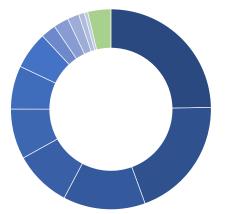
Note: Calculated on the assumption that the total number of investment issued units is 500,150.

3. Growth Strategies

# Stable financial management (1) Diversification of Financing Methods

# Diversify interest-bearing debt sources by issuing green bonds and inviting new lenders

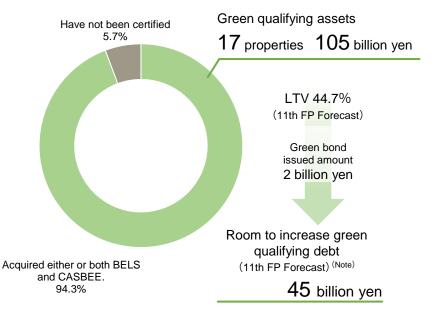
Bank Formation after the Borrowing<sup>(Note)</sup>



U	Unit: million yen		
Sumitomo Mitsui Banking Corporation	13,230	(24.7%)	
Mizuho Bank, Ltd.	10,592	(19.8%)	
Development Bank of Japan Inc.	7,102	(13.3%)	
Resona Bank, Limited	4,934	(9.2%)	
The Nishi-Nippon City Bank, Ltd.	4,339	(8.1%)	
MUFG Bank, Ltd.	3,745	(7.0%)	
Sumitomo Mitsui Trust Bank, Limited	3,227	(6.0%)	
The Bank of Fukuoka, Ltd.	1,300	(2.4%)	
Shinsei Bank, Limited	1,300	(2.4%)	
Aozora Bank, Ltd. <sup>new!</sup>	1,000	(1.9%)	
The Hyakujushi Bank, Ltd.	500	(0.9%)	
The Bank of Toyama, Ltd. <sup>new!</sup>	300	(0.6%)	
Bonds	2,000	(3.7%)	

# More than 90% of the portfolio assets are green qualifying assets

Percentage of properties that have acquired an environmental certification.



Note: "Room to increase green qualifying debt (11th FP Forecast) "=Acquisition price of properties that fall under the category of green qualifying assets x LTV (11th FP Forecast)-Green bond issued amount as of the end of December 2020

## Rating status of the Investment Corporation

Rating and Investment Information, Inc. (R&I)

A- (Stable)

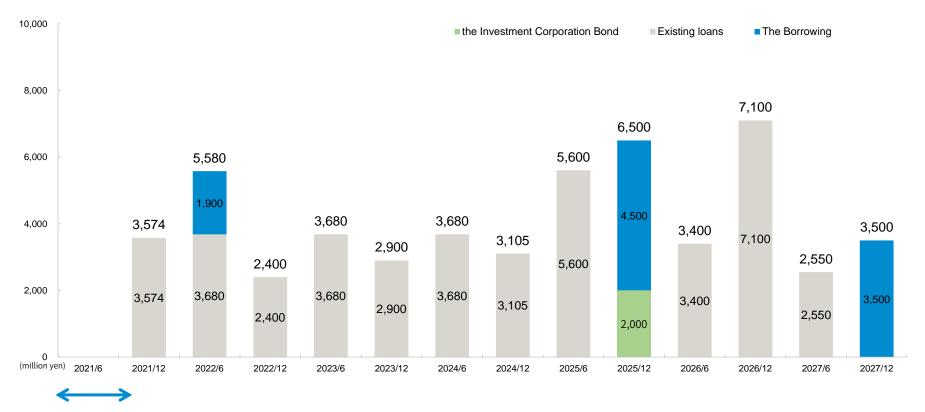


Note: "the Borrowing" refers to borrowing executed on January 19, 2021.

3. Growth Strategies

# Stable financial management (2) Promote Diversification of Maturity





**CRE Logistics REIT** 

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No maturity of interestbearing debt until July 2021

# Stable financial management (3) Promote Long-term Debt

## Reduce LTV to 44.7%

	9th FP (Ended Dec. 2020)	After the Borrowing (as of January 19, 2021)	Difference
Interest-bearing debt	43,669 million yen	53,569 million yen	+ 9,900 million yen
LTV	45.0 %	11th FP Forecast 44.7 %	- 0.3 %
Ratio of fixed interest debt	100.0 %	96.5 %	- 3.5 %
Ratio of long-term debt	100.0 %	100.0 %	— %
Average borrowing interest rate	0.560 %	0.548 %	- 0.012 %
Average life of interest-bearing debt	3.5 years	3.6 years	+ 0.2 years

## Approach to interest-bearing debt

In the past

- Set the LTV level of the Investment Corporation at around 45%, with 50% as the upper limit, in principle.
- While the level above was slightly higher than those of other listed logistics REITs, we chose to use borrowings effectively because our cash flows were stable due to long-term contracts.
- Conducted financial management with a focus on long-term stability by borrowing long-term loans at a fixed interest rate.

#### In the future

- Set the LTV level of the Investment Corporation at around 45%, and work to reduce it according to the market environment.
- (Deleted because LTV is expected to decline to a level similar to those of other listed logistics REITs)
- Conduct financial management with focus on long-term stability by taking out long-term loans at a fixed interest rate.

### 3. Growth Strategies

# Promoting ESG Efforts — Environment (1)

80% of properties have acquired BELS and/or CASBEE certification (based on acquisition price).

物件名	BELS	CASBEE	Solar Panels	Sandwich Panels	LED Lights
			CRE-REIT leases roof top space and the lessees contribute to the creation of renewable energy through photovoltaic power generation.	All the properties use sandwich panels with outstanding design and a high heat insulating effect for their exterior walls to reduce the thermal load when refrigerating and heating equipment is installed.	The use of LED lights contributes not only to energy savings and the reduction of CO <sub>2</sub> , but also the reduction of electric bills, which are to be paid by tenants, along with the replacement cost of lighting and an improvement in the working environment.
M-1 LogiSquare Kuki	****	Saitama Pref. Rank A	0	0	0
M-2 LogiSquare Hanyu	****	Saitama Pref. Rank B+	0	0	0
M-3 LogiSquare Kuki II	****	Saitama Pref. Rank A	0	0	0
M-4 LogiSquare Urawa Misono	****	Saitama Pref. Rank A	_	0	0
M-5 LogiSquare Niiza	****	Saitama Pref. Rank A	0	0	0
M-6 LogiSquare Moriya	****	_	0	0	0
M-7 LogiSquare Kawagoe	****	_	_	0	0
M-8 LogiSquare Kasukabe	****	Saitama Pref. Rank A	0	0	0
M-9 LogiSquare Soka	_	Saitama Pref. Rank A	0	0	_
M-10 LogiSquare Yashio	_	Saitama Pref. Rank A	0	0	_
M-11 LogiSquare Mizuho A	_	_	_	_	_
M-12 LogiSquare Mizuho B	_	_	_		_
M-13 LogiSquare Ageo	****	Saitama Pref. Rank A	0	0	0
M-14 LogiSquare Miyoshi	****	Saitama Pref. Rank A	$\bigcirc$	0	0
M-15 LogiSquare Sayama Hidaka	****	Saitama Pref. Rank A	0	0	0
M-16 LogiSquare Kawagoe II	****	_	0	0	0
O-1 LogiSquare Tosu	****	_	—	0	0
O-2 LogiSquare Chitose	****			0	0
O-3 LogiSquare Kobe Nishi	****	Kobe Rank A	$\bigcirc$	0	0
Rate (based on acquisition price)	82.6%	81.0%	77.7%	94.3%	82.6%

Newly acquired assets



# Promoting ESG Efforts — Environment (2)

# In-house consumption of solar power

Ensure a part of the electricity consumed in facilities from electricity generated by solar power.



# Installation of roof watering equipment

Contribute to the reduction of temperatures inside warehouses by installing roof watering equipment using well water.



# Installation of human detecting sensors

Promote energy saving by installing human detecting sensors in facilities.



## Wall greening

Wall greening has the effect of lowering the surface temperature of buildings and contributes to the reduction of  $CO_2$  in the atmosphere.



# Installation of water-saving sanitation appliances

Promote the reduction of water usage by installing sanitation appliances with high performance in the reduction of water usage.



# Soil contamination countermeasures

Enbio Holdings, Inc., a CRE group company, revitalizes old factory sites, etc. as land for the development of logistics facilities by actively utilizing in-situ cleaning methods that decompose underground contaminants without excavating contaminated soil.





# Promoting ESG Efforts — Social

### Improving amenities and the business continuity of tenants

- · Support for BCP measures
  - Hold logistics facilities in inland areas with low risk of liquefaction.
  - Install power receiving and transforming equipment at elevated locations as a flood control measure.
  - Introduce earthquake early warning systems.
  - Install AEDs.
  - Install emergency power supply systems.
  - Install disconnectors in automatic fire alarms to prevent the spread of fires.
- Amenity Improvements
  - Adopt warm-color lighting in entrances and truck berths, etc.
  - Install restrooms for outside drivers.
  - Renovate smoking rooms to respond to the April 2020 revised Health Promotion Act.



## Active sharing of information with investors

- Rationalize disclosures by correcting information gaps among investors.
  - Promote fair disclosure and the rationalization of disclosure by enhancing supplementary explanation materials.



- IR activities in consideration of COVID-19
  - Since March 2020, we will hold conference calls and web conferences with institutional investors in Japan and overseas to have the same dialogue as usual.

## Efforts for officers and employees

- · Support for skill development
  - Encourage them to acquire qualifications by paying for expenses and gift money for the acquisition of qualifications.

License holders (including those that have passed examinations)				
Qualification name	Percentage staff holding the qualification or having passed the exam (Note)			
Real estate broker	72.7%			
ARES (Association for Real Estate Securitization) Certified Master	54.5%			
CMA (Certified Member Analyst of the Securities Analysts Association of Japan) holder	27.3%			
Real estate consulting master	9.1%			

Note: Calculated with the 11 people involved in the operation of the Investment Corporation (as of the end of December 2020) as the denominator.

- · Improvement of the work environment
  - Refresh and expand the work space with the relocation of offices.
  - Introduce staggered commuting and working from home as a measure to control COVID-19.
  - The president has 1 on 1 meeting with all employees quarterly.

## Contribution to regional and social development

- CRE Activities
- The remains of 74 pit houses from the Middle Jomon Era (about 5,000 years ago) were excavated on the site in the wake of the development of LogiSquare Sayama Hidaka, and we are cooperating with the local government in their excavation work, record retention and observation-tours.



- Hold a CRE forum for the purpose of sharing logistics issues faced by companies.
- · Install fire cisterns able to provide tap water that can be used to fight fires.
- Cooperate with traffic restrictions for the Saitama International Marathon.



# Promoting ESG Efforts — Governance

# Holding of investment units by officers and employees of the Asset Management Company

 President of sponsor hold units of CRE-REIT. Many officers and employees of the Asset Management Company hold investment units of CRE-REIT based on a cumulative investment system and internal regulations.

	Title	Name	Units held (Note)	
CRE	Representative Director and President			
the Asset Management Company	Representative Director and President	Tsuyoshi Ito	1,125 units	
	Managing Director	60 units		
Company	10 out of 12 employees hold investment units			

### Independence of the Asset Management Company

• Given that the Asset Management Company was established as an independent asset management company, all its members are proper employees and CRE is not involved in their recruitment or personnel evaluation.

Category	Number of persons <sup>(Note)</sup>
Standing directors	2
Employees	12
(Of which, employees temporarily transferred from CRE)	_
Total	14
Note: As of December 31, 2020	

Note: As of December 31, 2020. 12 employees of the Asset Management Company hold a total of 116 investment units, as of December 31, 2020. Also, the number of each holding unit is rounded down to the nearest unit.

## Revision of asset management fee structure more aligned with unitholder interests

	Before Changes	After Changes	
Management fee 1	Total assets × 0.4% (Upper limit)	Reduce	Total assets × 0.325% (Upper limit)
Management fee 2	Income before income taxes × 5.0% (Upper limit)	Reduce	Income before income taxes × 4.0% (Upper limit)
Management fee 3	_	Newly establish	Earnings per unit × 10,000
Fee on acquisition	Acquisition cost $\times$ 1.0% (Upper limit) (0.5% (Upper limit) in case of transactions with interested party)		Acquisition cost × 1.0% (Upper limit) (0.5% (Upper limit) in case of transactions with interested party)
Fee on sale	Sale price × 0.5% (Upper limit)	Repeal	_

- Amend Articles of Incorporation at the General Meeting of Unitholders held on September 27, 2019 and revise fee structure from the Period ending June 2020.
- Introduce fee structure more aligned with unitholder interests by decreasing management fees based on total assets and income before income taxes and establishing a new management fee based on earnings per unit to increase linkage with earnings per unit.
- Repeal fee on sale to prevent fee being charged even in the case of the sale of property that is detrimental to the interests of unitholders because a loss on sale is recognized.





VL ·

: 4.0 m

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# 4. Characteristics of CRE Logistics REIT, Inc.

LogiSquare Kobe Nishi

• 4.0 m

Many ingenuities have been applied with regard to signs on the property including the use of designs creating a sense of intimacy that visualizes warehouse features such as the effective ceiling height, floor weight capacity and lighting intensity.

# Characteristics/Advantages of CRE-REIT

Character -istics

1. Portfolio focused on LogiSquare

2. Long-term, stable asset management

3. Distinct external growth strategy

### High-quality portfolio

(1) Stable cash flow	Occupancy rate 100.0%	Ratio of fixed-term leases 100.0%	Ratio of fixed-rate rents 100.0%
(2) Long-term contracts with diverse tenants	Average lease contract term <b>7.8</b> years	Average remaining lease term 5.3 years	Ratio of single-tenant facilities 78.5%
(3) Good location	Ratio of Tokyo Metropolitan Area 93.2%	Average mileage to interchange 2.9 km	Within 10 mins' walk of public transportation 84.5%

Sponsor is real estate company specializing in logistics properties(Note 1)

(1) Leasing capability	Companies that have concluded lease contracts with CRE directly 1,075 companies	Master lease occupancy rate of logistics real estate 98.4%	Holding of private viewings, including for other listed REITs		
(2) Property management (PM) capability	Managed floor area 1,590 properties 5,340,000 m²	PM entrusted by other companies <sup>(Note 2)</sup> Approx. <b>60</b> %	PM company management ranking centered on logistics facilities 2nd place		
<ul> <li>(3) Development capability</li> <li>Tenant requirements obtained through day-to-day management and leasing activities are fully reflected in facility development.</li> <li>Has been developing suitable properties for REIT since 2006 when real estate securitization first appeared in Japan.</li> </ul>					

Capable of flexibly acquiring properties, taking consideration into investment unit price

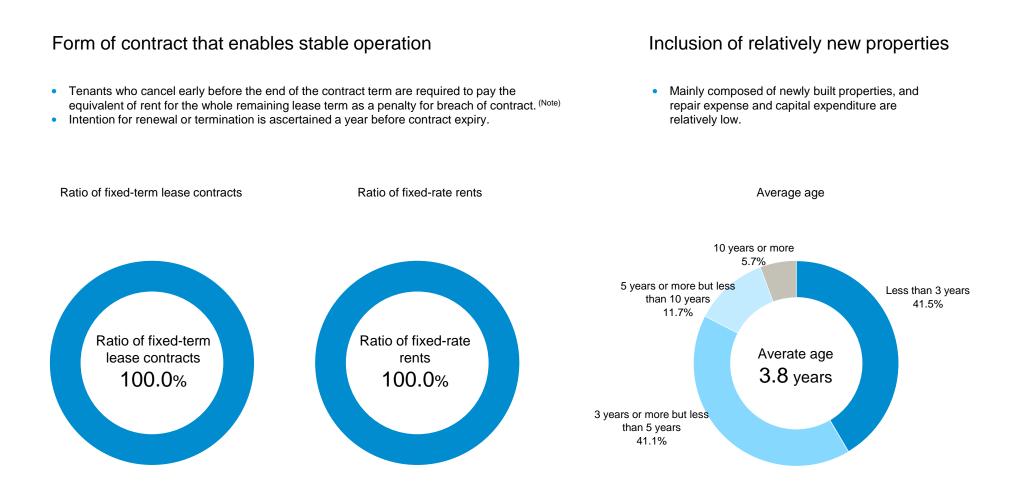
- Able to utilize bridge function. Already acquired three properties at IPO and one property at the first capital increase by public offering by utilizing the bridge function.
- · Also possible to acquire properties on the scale of hundreds of millions to billions of yen and quasi-co-ownership interests using cash on hand.
- Already secured pipeline of 9properties with total floor area of 230,000  $m^2$  +a.
- Note 1: As of the end of July 2020. Produced by the Asset Management Company based on data provided by CRE. Figures include data relating to property management of other real estate besides logistics facilities and master leases. Note 2: "PM entrusted by other companies" is area managed by CRE less area relating to PM contracts with the Investment Corporation and area relating to properties in which CRE is involved as master lessee (area managed under PM contracts with other listed logistics REITs and private funds, etc.) as a ratio of the total area managed by CRE.

Advantages



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# High-quality Portfolio (1) Stable cash flow



Note: Depending on the amount of the penalty and other circumstances, the court may reduce the penalty in part or deny the effect of such provision.



# High-quality Portfolio (2) Long-term lease contracts

## Contribution to portfolio stability by concluding long-term contracts in consideration of tenant business plans.





# High-quality Portfolio (3) Good location

Properties are mostly in locations suited to logistics facilities where strong demand is expected, with tenants' need to secure labor also taken into consideration.



Example: LogiSquare Urawa Misono

The property is located approximately 700 m from Urawa IC (Tohoku Expressway) and approximately 450 m and a six-minute walk from Urawa Misono Station on the Saitama Rapid Railway Line.

A large-scale community development project is underway in the surrounding area, which will allow a close proximity between work and the home and be a potential advantage in securing employee.



# Features of LogiSquare

LogiSquare is the brand name of high-quality logistics facilities developed by CRE to meet tenant needs.



The facility has truck berths on the first and third floors. To prevent congestion and accidents, the facility is designed to separate traffic flows and equipped with dedicated gates for the first/second floor tenants and the third/fourth floor tenants, respectively.

Note: The logistics facility shown above is an example of the features of LogiSquare. Not all facilities held by CRE-REIT have the features shown above. Copyright (C) 2021 CRE Logistics REIT, Inc. All Rights Reserved.



Facility has roof spraying system that uses well water to reduce the internal temperature.

The facility has a total of 44 truck berths on the first and third floors to allow the docking of up to 44 large trucks simultaneously.



Truck berths are large enough to fit a whole 40ft container truck.

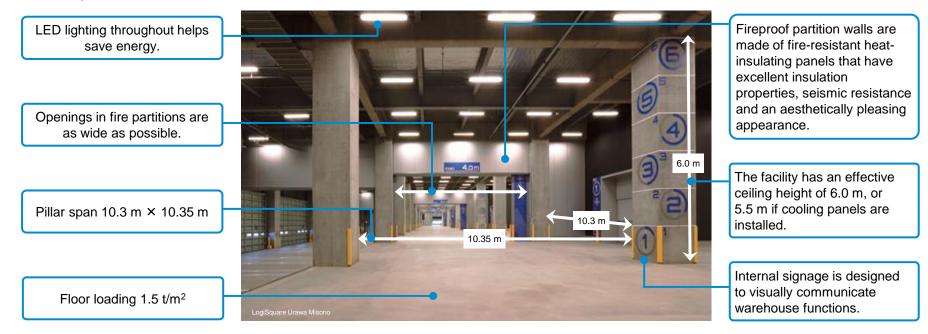


Rest area with wooden deck



# Features of LogiSquare

LogiSquare not only improves the efficiency of warehouse operations, creates a pleasant working environment for tenants but helps reduce costs in the future for CRE-REIT.





Interior walls between offices and the warehouse space have windows in them to facilitate communication.



The women's restroom has lockers and designed to make female employees feel comfortable.



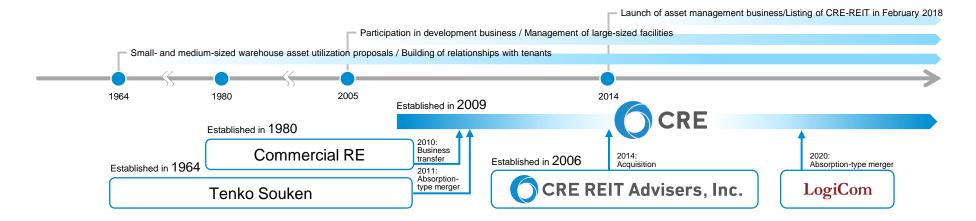
To help reduce costs in the future, the facility already has windows and ventilation built in to ensure compliance with laws and regulations in case it is necessary to expand office areas in the future.

Note: The logistics facility shown above is an example of the features of LogiSquare. Not all facilities held by CRE-REIT have the features shown above. Copyright (C) 2021 CRE Logistics REIT, Inc. All Rights Reserved.



# Sponsor is Real Estate Company Specializing in Logistics Properties

CRE, which sponsors CRE-REIT, has a track record of more than 50 years in the field of logistics real estate in Japan.



## Involvement of All Employees in Logistics Properties

Number of employees on a consolidated basis (as of July 31, 2020)



Proven Track Record in Providing Services to Other Companies<sup>(Note)</sup>

CRE-REIT can draw on knowhow gained through management of 5,340,000 m<sup>2</sup>



Note : As of July 31, 2020. Includes results under property management and master lease agreements for properties other than logistics-related facilities.

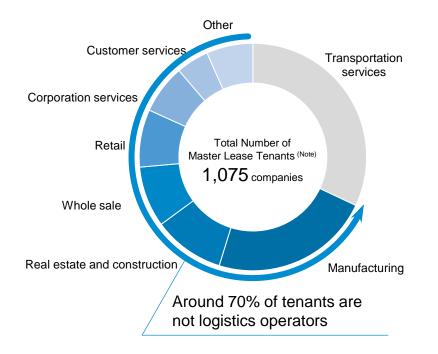


Source: Prepared by the Asset Management Company based on Annual Report for Fiscal 2020 of CRE, Inc.

# CRE's Leasing / Property Management Capability — Wide tenant network is a strength

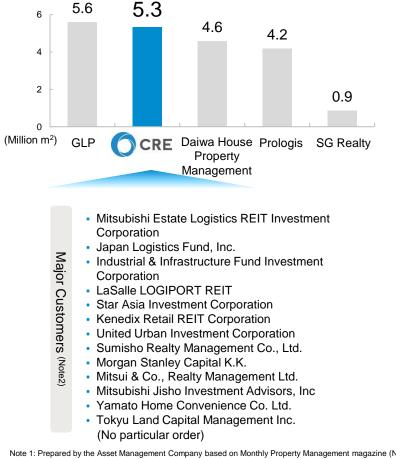
Instantly understands rent trends, including actual rents paid and rent increases and decreases, through the conclusion of contracts directly with diverse tenants not just logistics service providers.

- CRE can gain an understanding of rent levels by entering contracts with tenants directly as master tenant under a master lease arrangement
- CRE builds relationships with tenants from a variety of industries not only logistics operators.



Note: As of July 31, 2020. Includes tenants of properties other than logistics-related facilities.

Ranks Second Among Logistics Facilities-centered PM companies<sup>(Note 1)</sup>



Note 1: Prepared by the Asset Management Company based on Monthly Property Management magazine (November 2020 edition)."Logistics facilities-centered PM companies" refer to property management companies with 70% or more of their entrusted areas those of logistics facilities. "Entrusted areas" include the management areas of real estate other than logistics facilities. In company names, Co., Ltd., Inc., etc. is omitted.
Note2: CRE Inc.'s Summary of Financial Statements for the the Fiscal Year Ended July 31, 2020.



4. Characteristics of CRE Logistics REIT, Inc.

=

Location

+

# Development Capability—Development Incorporating Tenant Requirements While Ensuring Versatility

Expandability

+

Comfort

+

Tenant's unique requirements

**CRE Logistics REIT** 

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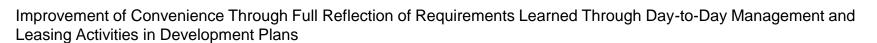
Realization of Long-term Contracts and Mitigation of Tenant Risk by Incorporating Tenant Requirements While Ensuring Versatility

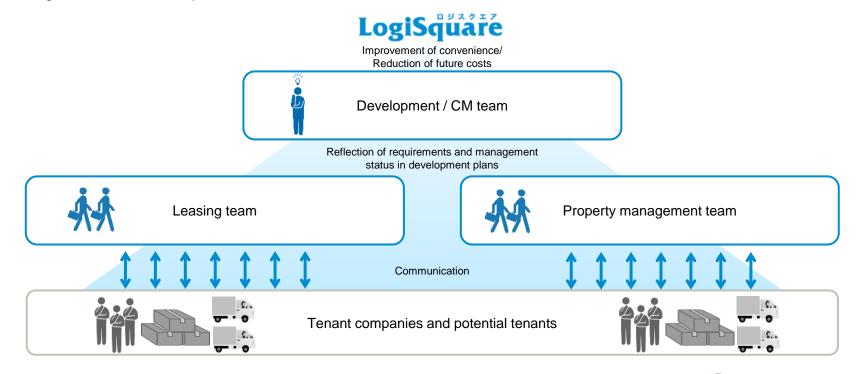
Basic

Specification



+





4. Characteristics of CRE Logistics REIT, Inc. CRE's Development Capability

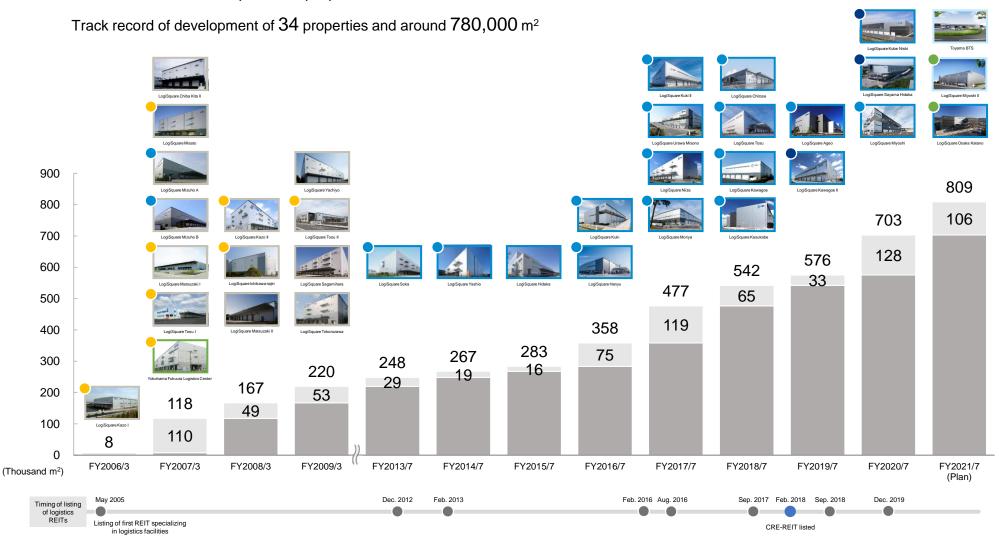
-Development Since the Start of Real Estate Securitization in Japan

CRE has been developing logistics properties since real estate securitization started in Japan and has built up knowhow on the development of properties suitable for REITs.

Cumulative total floor area

Properties developed by Commercial RE

Properties jointly developed by Commercial RE and Kenedix



Note: While the above also includes other assets besides portfolio assets, CRE-REIT has not engaged in specific negotiations with the CRE Group companies on any of the above assets that are not portfolio assets, nor does it have any plan to acquire them at the present time or guarantee future acquisition. The above also includes properties that have already been sold to third parties. Furthermore, with respect to properties to be developed by CRE (planned), as of February 17, 2020, development is not complete and the conceptional drawing, total floor area and development completion timing are based on plans as of February 17, 2020 and may change in the future. The building completion dates of the above properties are stated as the development completion dates.

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CRE Logistics REIT 39

Total floor area of properties developed or to be developed during the period

😑 Properties held by other REITs 🔵 Assets owned by CRE-REIT 🔵 Newly acquired assets 🌘 Properties with first refusal right

Properties developed by CRE

Properties to be developed by CRE (planned)

# 5. Market Environment

### LogiSquare Kobe Nishi

The property is located in Kobe Compound Industrial Park (Kobe Techno Logistic Park), in Nishi-ku, Kobe-shi, Hyogo. It is located approximately 1.6 km from the Kobe Nishi Interchange on the Kobe-Awaji-Naruto Expressway/Sanyo Expressway. The property is located on an industrial park and is, therefore, surrounded by numerous warehouses and factories and can be operated 24 hours a day.

1

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1

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1

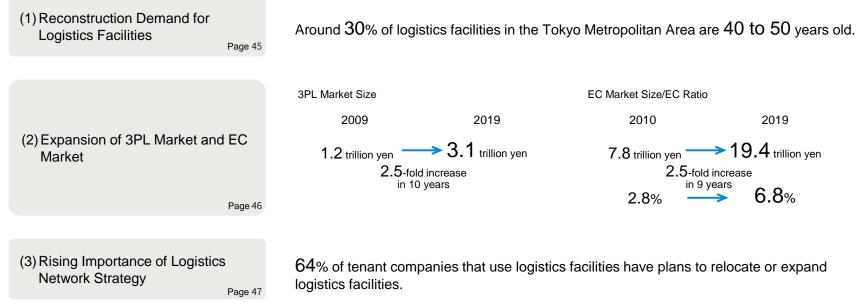
OCRE

# Summary of Market Trends

# **Recent Market Trends**

Tokyo Metropolitan Area		Vacancy rate: 0.19% QoQ: Slightly Deteriorated (+ 0.04pt)
	Pages 42-44	Robust new demand continued and vacant properties dried up.
Osaka Area	Degree 40 and 44	Vacancy rate: <b>3.59%</b> QoQ: <b>Deteriorated</b> (+ 1.45pt) New demand is strong and the relocation from bay areas to inland areas continued.
	Pages 42 and 44	Now demand to bliong and the relocation nem bay areas to initial areas continued.

# **Rising Demand for Rental Logistics Facilities**



**CRE Logistics REIT** 

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Note: Please refer to the notes on each page from 42 to 47 page for the definition of each calculation method of each figure.

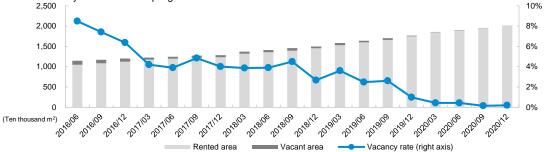
Tokyo Metropolitan Area

## Robust new demand continued and vacant properties dried up

The vacancy rate was 0.19%, increasing 0.04 points from the previous Q, yet maintaining the lowest level following the previous Q since the survey started, along with vacant spaces of approx. 11,000 tsubo.

New supplies are the fifth largest in recent three years, but the rate of digestion is approx. 98%, the second largest following the 100% of the previous Q.

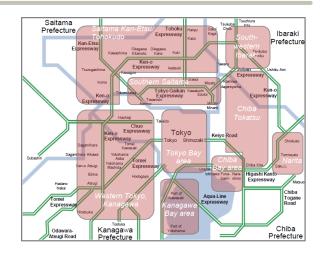
New supplies of approx. 880,000 tsubo, the largest since the survey started, are scheduled for 2021CY. Currently, the rate of reservations is reportedly approx. 65%, exceeding the rate as of the end of 2019CY, therefore the occupancy rate is likely to remain high for a while. The demand for new properties is strong and reservations for the properties for 2022CY and beyond are also in progress.



# Vacancy rate: 0.19% QoQ: Slightly Deteriorated

Vacancy rate: Less than 5%

Vacancy rate: 5% or more and less than 10%

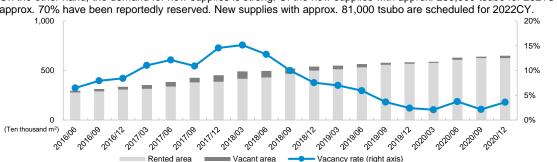


## Osaka Area

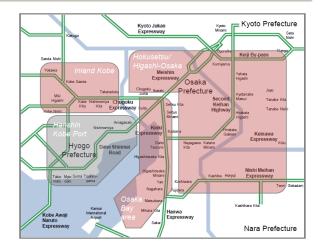
## New demand is strong and the relocation from bay areas to inland areas continued.

## Vacancy rate: 3.59% QoQ: Deteriorated

The vacancy rate was 3.59%, increasing 1.45 points from the previous Q. New supplies of approx. 29,000 tsubo were digested and existing properties of approx. 29,000 tsubo, a significant number, were supplied. The supply sources of the existing properties are the Hanshin Kobe Port area and Osaka Bay area. More than 20,000 tsubo were supplied from the Hanshin Kobe Port area. Digestion is expected due to the popularity of the area. Slightly more than 4,000 tsubo were supplied from the Osaka Bay area, as well. It was caused by the relocation to new supplies in inland areas. Moving out from the bay areas is likely to continue in future.



Source: Prepared by the Asset Management Company based on data from "LogiSquare Market Report on Warehouses and Logistics Properties December 2020" of CRE, Inc. Copyright (C) 2021 CRE Logistics REIT, Inc. All Rights Reserved.





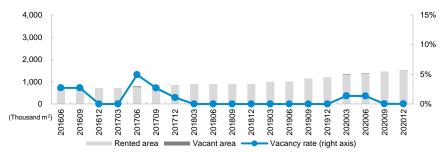
On the other hand, the demand for new supplies is strong. Of the new supplies with approx. 230,000 tsubo for 2021CY, approx. 70% have been reportedly reserved. New supplies with approx. 81,000 tsubo are scheduled for 2022CY.

# 5. Market Environment Market Trends (2) Saitama Prefecture each area (from LogiSquare Market Report)

		Niiza	Urawa Misono
Southern Saitama area	Soka	Yashio	Miyoshi

# Vacancy rate: 0.02% QoQ: Stagnant

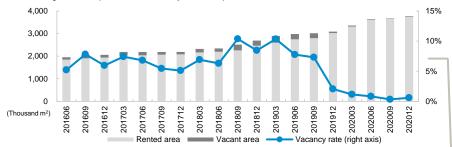
The vacancy rate was 0.02%, remaining flat from the previous Q. New supplies of approx. 25,000 tsubo were digested and there was no change in existing properties. New supplies of approx. 95,000 tsubo for 2020CY were digested and the low vacancy rate has remained. New supplies with approx. 83,000 tsubo are scheduled for 2021CY, of which slightly less than 60% have been reportedly reserved. The reservation rate for new supplies for 2021CY 1Q is reportedly less than 40% and the vacancy rate may temporarily increase.



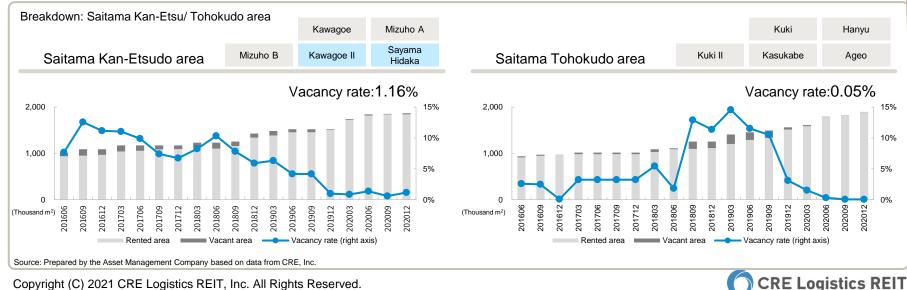
### Saitama Kan-Etsu/ Tohokudo area

# Vacancy rate: 0.60% QoQ: Slightly Deteriorated

The vacancy rate was 0.60%, increasing 0.27 points from the previous Q. Of new supplies with approx. 25,000 tsubo, slightly more than 10% have yet to be digested. There was no change in existing properties. New supplies of approx. 190,000 tsubo for 2020CY were almost digested and the low vacancy rate has remained. New supplies with approx. 150,000 tsubo are scheduled for 2021CY, the reservation rate of which is reportedly slightly more than 50%. The reservation rate of new supplies for 2021CY 1Q is slightly less than 90%, and leasing is reportedly in progress. No significant impact on the vacancy rate is expected.



Source: Prepared by the Asset Management Company based on data from "LogiSquare Market Report on Warehouses and Logistics Properties December 2020" of CRE, Inc.



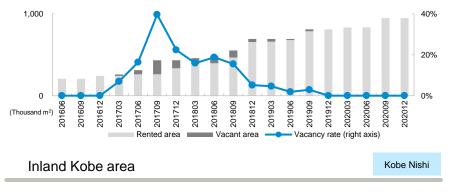
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Southwestern Ibaraki area

Moriya

## Vacancy rate: 0.00% QoQ: Stagnant

The vacancy rate was 0.00%, remaining at an extremely low level for five consecutive Qs. There were no changes in both new supplies and existing properties. New supplies of approx. 41,000 tsubo for 2020CY were digested. New supplies with approx. 45,000 tsubo are scheduled for 2021CY, the reservation rate of which is reportedly slightly more than 90%. The vacancy rate is likely to remain low for a while. Due to the low level of stock in the area, trends in new supplies will be monitored from an early stage.



## Vacancy rate: 0.00% QoQ: Stagnant

The vacancy rate was 0.00%, remaining at an extremely low level for five consecutive Qs. New supplies of approx. 14,000 tsubo were digested and there was no change in existing properties. New supplies of approx. 19,000 tsubo for 2020CY were digested. New supplies with approx. 24,000 tsubo are scheduled for 2021CY, which reportedly have not yet been reserved. On the other hand, there will not be supplies until 3Q, therefore the vacancy rate is likely to remain low for a while. New supplies with approx. 22,000 tsubo are scheduled for 2022CY.



#### Source: Prepared by the Asset Management Company based on data from "LogiSquare Market Report on Warehouses and Logistics Properties December 2020" of CRE, Inc.

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### Tosu area

Tosu

**CRE Logistics REIT** 

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## Vacancy rate:0.00% QoQ: Stagnant

The vacancy rate was 0.00%, remaining at an extremely low level. New supplies of approx. 25,000 tsubo, the largest since the survey started, are scheduled for 2021CY, the reservation rate of which is reportedly less than 50%. New supplies for 2021CY 1Q have not yet been reserved, therefore the vacancy rate may increase. New supplies with approx. 70,000 tsubo, the largest since the survey started, are scheduled for 2023CY. Reservation trends will be monitored from an early stage.



### Hokusetsu Higashi-Osaka area

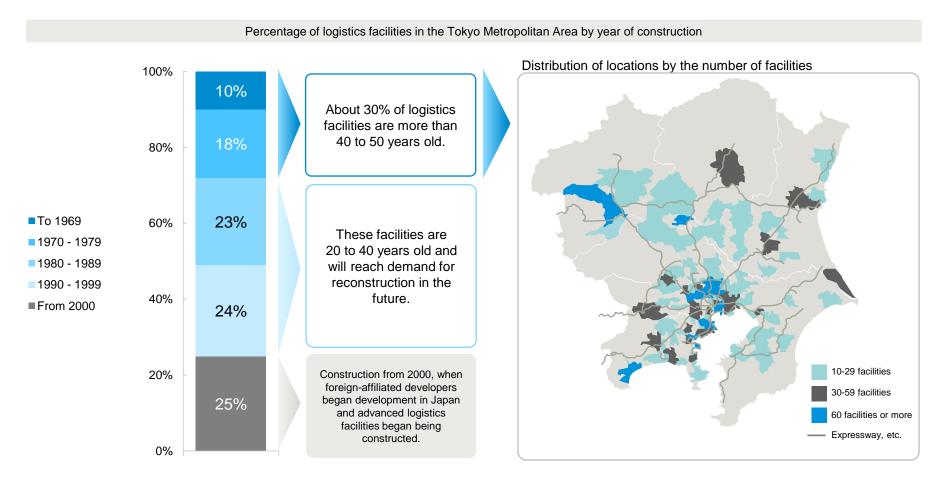
## Vacancy rate:0.01% QoQ: Stagnant

The vacancy rate was 0.01%, remaining flat from the previous Q. New supplies of approx. 15,000 tsubo were digested and there was no change in existing properties. New supplies of approx. 70,000 tsubo for 2020CY were digested and a low vacancy rate continued. New supplies with approx. 162,000 tsubo are scheduled for 2021CY, of which approx. 70% have reportedly been reserved. On the other hand, there are properties that have not been reserved in 2021CY 1Q and the vacancy rate may increase.



# 5. Market Environment **Rising Demand for Rental Logistics Facilities** (1) Reconstruction Demand for Logistics Facilities

- About 30% of logistics facilities in the Tokyo Metropolitan Area<sup>(Note 1)</sup> were constructed during the period of high economic growth or the economic bubble, and they are 40 to 50 years old.
- Given that the useful life of logistics facilities under the tax code is 38 years<sup>(Note 2)</sup>, demand for reconstruction in pursuit of functionality appears to be increasing.



Source: Prepared by the Asset Management Company based on data from Tokyo Metropolitan Transportation Planning Association Note 1: Tokyo Metropolitan Area includes Tokyo, Kanagawa, Saitama, Chiba, central and southern Ibaraki, southern Tochigi and southern Gunma Note 2: Steel-reinforced concrete or reinforced concrete structures



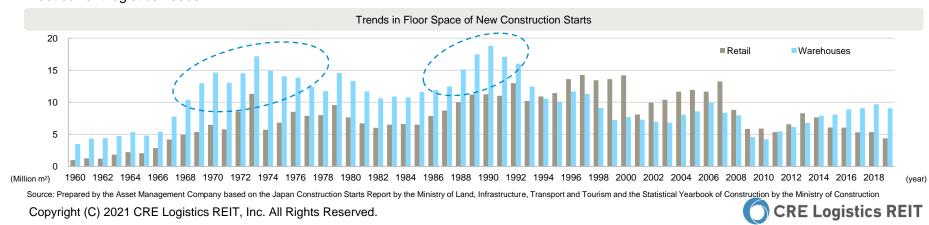
# 5. Market Environment Rising Demand for Rental Logistics Facilities (2) Expansion of 3PL Market and EC Market

- The market for third-party logistics (3PL) is growing as increasingly companies are tending to comprehensively outsource their logistic operation.
- Growth in the BtoC e-commerce market size in Japan 3PL (Third-Party Logistics) Market Size 1.78 1.88 <sup>2.04</sup> <sup>2.25</sup> <sup>2.48</sup> <sup>2.59</sup> <sup>2.85</sup> <sup>3.03</sup> <sup>3.16</sup> 19.4 16.5 – 16.5 3.5 20.0 20% 15.1 12.8 <sup>13.8</sup> 18% U.S. 3.0 13.9% 16% 15.0 2.5 14% 11.2 11.0% 4.2% 4.6% 5.2% 5.8% 6.5% 7.3% 8.2% 8.9% 9.6% 12% 2.0 1.27 10.0 10% 1.5 8% 2.8% 3.2% 3.4% 3.9% 4.4% 4.8% 5.4% 5.8% 6.2% 6.8% 6% 1.0 5.0 4% 0.5 2% 0.0 0.0 0% 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 (year) 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 (year) (Trillion yen) (Trillion yen) E-commerce market size in Japan (left axis) E-commerce rate in Japan (right axis) E-commerce rate in the U.S. (right axis) Source: "The monthly Logistics Business" September 2020 issue Source: Prepared by the Asset Management Company based on data of the Ministry of Economy, Trade and Industry for the BtoC e-commerce market size and the e-commerce rate in Japan and data of the United States Census Bureau for the e-commerce rate in the U.S.

Note : The ratio of the e-commerce market size to the amount of all commercial transactions (the commercial transaction market size). The e-commerce rate in BtoC e-commerce refers to the value in the field of product sales.

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• In recent years, the floor space of new warehouse construction starts is around half the peak level and there is a shortage of logistics facilities to meet current logistics needs.



 The EC market is expanding year by year. However, in Japan, the EC rate is low compared with the U.S. and there is still much room for expansion.

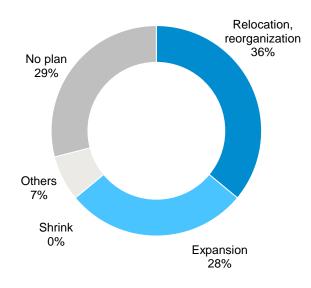
# Market Environment Rising Demand for Rental Logistics Facilities (3) Rising Importance of Logistics Network Strategy

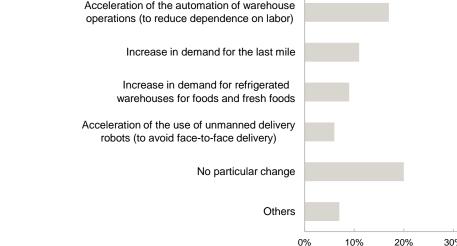
 64% of tenant companies that use logistics facilities have plans to relocate or expand logistics facilities.

Plans for relocation / expansion of logistics facilities

 Possibility that rental demand for logistics facilities will increase due to COVID-19.

> Medium- to long-term changes and the impact of COVID-19 considered by tenants using logistics facilities





Building up of inventories to prepare for an

emergency

Number of responses: 336 Survey period: March 4, 2020 to March 19, 2020 Survey targets: Tenant companies using logistics facilities Source: Prepared by the Asset Management Company based Tenant survey on the use of logistics facilities 2020 from CBRE K.K.

Number of responses: 361 Survey period: March 4, 2020 to March 19, 2020 Survey targets: Tenant companies using logistics facilities Source: Prepared by the Asset Management Company based on the Impact of COVID-19 on Logistics from CBRE K.K.

0%

10%



30%

40%

6

Appendix

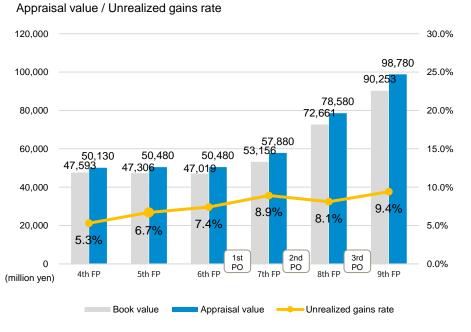
LogiSquare Sayama Hidaka The uppermost fifth floor of the facility features a cafeteria which can seat around 150 people and a retail space, a rooftop terrace with views of Mount Fuji and other shared amenities and there is also a free Wi-Fi and BGM broadcasting equipment to help improve the working environment of workers.

# **Overview of Appraisal**

	8th FP (2020/6)	9th FP (2020/12)	Compared to 8th FP
Appraisal value	78,580 million yen	98,780 million yen	+ 20,200 million yen
Book value	72,661 million yen	90,253 million yen	+ 17,591 million yen
Unrealized gains	5,918 million yen	8,526 million yen	+ 2,608 million yen
Unrealized gains rate	8.1 %	9.4 %	+ 1.3 %
NAV per unit	129,286 yen	137,499 <sub>yen</sub>	+ 8,212 yen

By the acquisition of assets acquired in the 9th FP +19,080 million yen

By appraisal of existing assets +1,120 million yen







6. Appendix

Newly acquired assets

# **Overview of Appraisal**

	Drossettu some	Acquisition	Acquisition	Book value at the end of	At the er 9th F	nd of the P <sup>(Note)</sup>		nd of the FP	Cha	nges	Unrealized	Unrealized
No. Property name	year (million)	price (million yen)	the 9th FP (million yen)	Appraisal value (million yen)	Direct capitalization rate (%)	Appraisal value (million yen)	Direct capitalization rate (%)	Appraisal value (million yen)	Capitalization	gains (million yen)	gains rate (%)	
M-1	LogiSquare Kuki	Jul. 2016	9,759	9,221	10,500	4.4	10,300	4.5	+ 200	- 0.1	1,278	13.9
M-2	LogiSquare Hanyu	Jul. 2016	6,830	6,455	7,120	4.7	7,080	4.7	+ 40	_	664	10.3
M-3	LogiSquare Kuki II	Feb. 2018	2,079	2,024	2,220	4.7	2,180	4.8	+ 40	- 0.1	195	9.7
M-4	LogiSquare Urawa Misono	Feb. 2018	13,060	12,824	14,600	4.2	14,300	4.3	+ 300	- 0.1	1,775	13.8
M-5	LogiSquare Niiza	Feb. 2018	6,960	6,813	7,400	4.5	7,390	4.5	+ 10	_	586	8.6
M-6	LogiSquare Moriya	Feb. 2018	6,157	6,013	6,770	4.6	6,640	4.7	+ 130	- 0.1	756	12.6
M-7	LogiSquare Kawagoe	Jul. 2019	1,490	1,488	1,600	4.5	1,580	4.6	+ 20	- 0.1	111	7.5
M-8	LogiSquare Kasukabe	Jul. 2019	4,900	4,877	5,390	4.4	5,330	4.5	+ 60	- 0.1	512	10.5
M-9	LogiSquare Soka	Feb. 2020	8,109	8,189	8,680	4.1	8,600	4.2	+ 80	- 0.1	490	6.0
M-10	LogiSquare Yashio	Feb. 2020	5,073	5,128	5,380	4.1	5,340	4.2	+ 40	- 0.1	251	4.9
M-11	LogiSquare Mizuho A	Feb. 2020	2,794	2,852	3,010	4.3	2,960	4.4	+ 50	- 0.1	157	5.5
M-12	LogiSquare Mizuho B	Feb. 2020	3,584	3,629	3,840	4.3	3,760	4.4	+ 80	- 0.1	210	5.8
M-13	LogiSquare Ageo	Jul. 2020	4,908	4,937	5,050	4.4	_	_	+ 5,050	_	112	2.3
M-14	LogiSquare Miyoshi	Jul. 2020	11,700	11,724	12,500	4.3	_	_	+ 12,500	_	775	6.6
O-1	LogiSquare Tosu	Apr. 2018	2,823	2,752	3,190	4.6	3,120	4.7	+ 70	- 0.1	437	15.9
0-2	LogiSquare Chitose	Jul. 2020	1,300	1,320	1,530	5.4	_	_	+ 1,530	_	209	15.9
E	End of 9th FP Total / Average	—	91,527	90,253	98,780	_	78,580	_	+ 20,200	_	8,526	9.4
For R	eference: After Acquisition	n of Newly /	Acquired As	sets (as of	January 19	9, 2021)						
M-15	LogiSquare Sayama Hidaka	Jan. 2021	14,066	_	14,900	4.2	_	_		_	834	5.9
M-16	LogiSquare Kawagoe II	Jan. 2021	3,244	_	3,310	4.5	_	_		_	66	2.0
O-3	LogiSquare Kobe Nishi	Jan. 2021	3,479	_	3,600	4.5	-	_		_	121	3.5
	acquisition of newly acquired s Total / Average	_	112,316	_	120,590	_	_	_	—	_	9,547	8.6

Note: Based on the appraisal report with November 31, 2020 as the date of the value opinion in the case of newly acquired assets Copyright (C) 2021 CRE Logistics REIT, Inc. All Rights Reserved.

# 6. Appendix **Newly Acquired Assets** M-15 LogiSquare Sayama Hidaka<sup>(Note)</sup>



Ken-O Expressway Route 407

CASBEE Self-Saitama Prefecture consumption of solar power A ranking

BELS  $\star\star\star\star$ 



### **Property Features**

- The property is located approximately 0.7 km from the Sayama Hidaka Interchange on the Ken-O Expressway, and access to National Route 407 is also easy. Surrounded by numerous warehouses, factories and other facilities, the property can be operated 24 hours a day.
- The property has warehouse space on floors 1-4 and offices, a cafeteria and so forth on the fifth floor. Each floor has an area of approximately 18,000 m2 and there is a rampway enabling heavy trucks to go directly to the second and third floors, giving the property a total of 120 truck berths across the first, second and third floors. The facility has a slope exclusively for outgoing vehicles on the second and third floors, contribute to the prevention of congestion and accidents and making maximum use of the site.
- The uppermost fifth floor of the facility features a cafeteria which can seat around 150 people and a retail space, a rooftop terrace with views of Mount Fuji and other shared amenities and there is also free Wi-Fi and BGM broadcasting equipment to help improve the working environment of workers.

Location	12-1 Aza Kubo, Oaza Ashikariba, Hanno-shi, Saitama	JR Kawagoe Line Koaze River Kan-etsu Expressway	
Access	Approximately 0.7 km from Sayama Hidaka IC (Ken- o Expressway)	Musashi-Takahagi sta. Ken-o Expressway Kawagoe I@s	
Structure	RC/S, 5F, alloy plated steel sheet roof	JR Hachikō Line 407 Iruma River	
Total floor area	<b>73,728.44</b> m <sup>2</sup>	JK Hachiko Lille	
Total leasable area	<b>71,211.10</b> m <sup>2</sup>		
Acquisition price	14,066 million yen	LogiSquare Sayama Hidaka	
Appraisal value	14,900 million yen	al Sayama-Hidaka IC	
Appraisal NOI yield	4.7 %	Sayamashi sta.	12
Appraisal NOI yield after depreciation	3.6 %	Higashi-Hannō sta.	Offices, cafeteria and rental
Completion date	May 2020	sta. Seibu Ikebukuro 468 sta	meeting rooms established
Occupancy rate	100.0 %		on the fifth floor
Note: The Investment Corporati Copyright (C	ion has acquired 80% of quasi co-ownership interests of trust beneficial intr C) 2021 CRE Logistics REIT, Inc. All Rights Reserv	erest in LogiSquare Sayama Hidaka. /ed.	CRE Logistics REIT 51

# 6. Appendix Newly Acquired Assets M-15 LogiSquare Sayama Hidaka



### Sandwich panels

Sandwich panels are used on exterior walls to reduce heating and cooling loads and to give the exterior an attractive appearance.

### 防災支援システム

The facility is also equipped with the TASK is system developed by NOHMI BOSAI LTD., a leading manufacturer of disaster prevention equipment, so that, in the event of a fire, information such as the location of a fire within the facility can be instantly sent to the smartphones of employees, the facility manager and other concerned parties, enabling the facility as a whole to efficiently support the in-house fire brigade in evacuating the facility and putting out the fire.



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There is a helipad on the roof for firefighters to use in the event of disaster.



### Self-consumption of solar power generation

The roof is leased to a solar power generation business operator and the lessee has installed solar panels with a power output of 751.10 KW. Some of the power used by the property is natural energy generated through these solar panels.



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# 6. Appendix Newly Acquired Assets M-16 LogiSquare Kawagoe II



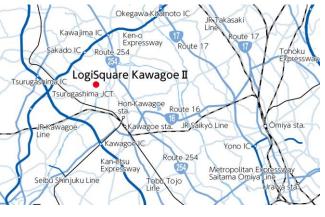
# LogiSquare accessible to both the Ken-O Expressway and the Kan-etsu Expressway



### Property Features

- The property is located approximately 3.6 km from Sakado Interchange on the Ken-O Expressway, approximately 7.0 km from Kawagoe Interchange on the Kan-etsu Expressway, and approximately 7.0 km from the Tsurugashima Interchange on the Kanetsu Expressway and also has excellent access to the National Route 254, which is a main road within the Tokyo metropolitan area.
- The property consists of two adjacent plots of land, with a logistics facility covering an area of approximately 14,000 m2 on the plot on the east side and primarily space for parking on the plot of the west side.
- The property also gives consideration to tenant business continuity planning (BCP) through the use of an earthquake early warning system, the installation of AEDs, and the installation of circuit breakers to automatic fire alarm equipment as a measure to prevent fire spread in the event of a fire.
- The roof is leased to a solar power generation business operator and the lessee has installed solar panels. Some of the power used by the property is natural energy generated through these solar panels.

Location	110-1 Aza Kamiya, Oaza Shimoosaka, Kawagoe-shi, Saitama		
Access	Approximately 3.6 km from Sakado IC (Ken-o Expressway) Approximately 7.0 km from Kawagoe IC (Kan-etsu Expressway) Approximately 7.0 km from Tsurugashima IC (Kan-etsu Expressway)		
Structure	S, 2F, alloy plated steel sheet roof		
Total floor area	14,281.38 m <sup>2</sup>		
Total leasable area	14,281.38 m <sup>2</sup>		
Acquisition price	3,244 million yen		
Appraisal value	3,310 million yen		
Appraisal NOI yield	4.8 %		
Appraisal NOI yield after depreciation	3.9 %		
Completion date	June 2019		
Occupancy rate	100.0 %		





Parking space created in the western section

Note: LogiSquare Kawagoe II has two buildings, but the "building structure" is that of the building with the larger total floor area of the two buildings, which is listed in the real estate registry. For the total floor area, the sum of total floor areas presented in the real estate registries of the two buildings is stated. The completion date is stated based on the real estate registry of the building with the larger total floor area of the two buildings.



# 6. Appendix **Newly Acquired Assets** O-3 LogiSquare Kobe Nishi

Low-Type

Single

Kobe-Awaji-Naruto Expressway Sanyo Expressway

Self-CASBEE consumption of solar A ranking power

Kobe

BELS \*\*\*\*

# LogiSquare able to operate 24 hours a day as an interregional logistics base in the Kansai area



### **Property Features**

- The property is located approximately 1.6 km from the Kobe Nishi Interchange on the Kobe-Awaji-Naruto Expressway/Sanyo Expressway. In addition, the property is located on Kobe Compound Industrial Park (Kobe Techno Logistic Park) and is, therefore, surrounded by numerous warehouses and factories and can be operated 24 hours a day.
- With access to Sannomiya and Central Osaka via the Hanshin Expressway from the Kobe-Awaji-Naruto Expressway and now with two possible routes to Kyoto from the Sanyo Expressway, either the Shin-Meishin Expressway (between Kobe Junction and Takatsuki Junction) opened in 2018 or the Chugoku Expressway/Meishin Expressway, the location has become even more convenient and is an excellent location for wide-area logistics base covering not only the major cities of Kansai - Kobe, Osaka and Kyoto - but also Okayama and Tokushima Prefectures.
- Situated in Nishi-ku, Kobe city with the largest population, the property is also well located for securing labor, with the nearest station Kizu Station on the Kobe Dentetsu Ao Line within walking distance, approximately 750m away.

Location	3-10-4 Mitsugaoka, Nishi-ku,Kobe-shi, Hyogo		
Access	Approximately 1.6 km from Kobe Nishi IC (Kobe-Awaji-Naruto Expressway,Sanyo Expressway)		
Structure	S, 2F, alloy plated steel sheet roof		
Total floor area	16,006.20 m <sup>2</sup>		
Total leasable area	<b>16,023.00</b> m <sup>2</sup>		
Acquisition price	3,479 million yen		
Appraisal value	3,600 million yen		
Appraisal NOI yield	4.8 %		
Appraisal NOI yield after depreciation	3.9 %		
Completion date	April 2020		
Occupancy rate	100.0 %		





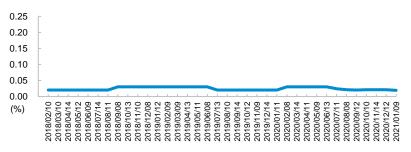
# Cash Flow is Stable even after the Spread of COVID-19 Infection

Tenants have not requested the delay or reduction of rent payments.

- As of February 17, 2021, there have been no requests from tenants to delay rent payments or reduce rent due to the deterioration of their operating status and earnings.
- As of February 17, 2021, the Investment Corporation has confirmed that tenants have paid the entire amount of contracted rent by the payment dates.

Credit standing of tenants remains the same as before.

Bankruptcy prediction values of tenants (Note)



Source: Prepared by the Asset Management Company based on the bankruptcy prediction values of Teikoku Databank Ltd.

Note: For the credit standing of tenants of the Investment Corporation, the bankruptcy prediction values of Teikoku Databank Ltd. about tenants of properties held are weight-averaged by their leased area and stated in percent figures by being rounded to the nearest two decimal places.

\* The bankruptcy prediction values are the probability that a company will go bankrupt within a year. It is quantified by Teikoku Databank Ltd., using its own data analysis method based on data accumulated through its credit research and information gathering network. It is calculated for each company, using a value between 0% and 100%.



100.0% occupancy rate has been maintained since the listing.

Trends in occupancy rate



# Status of Investors

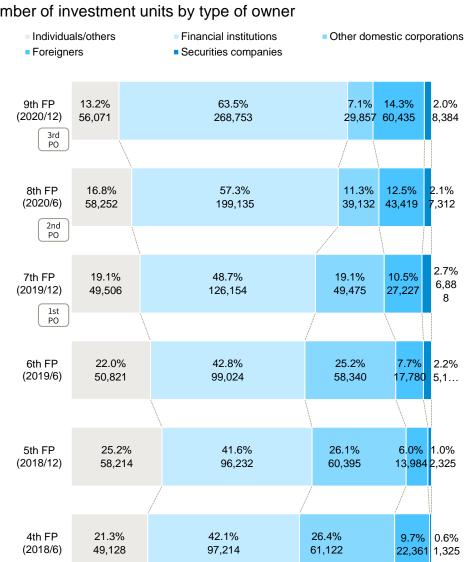
## Major investors (as of December 31, 2020)

Name	Number of investment units(units)	Ratio (%)
The Master Trust Bank of Japan ,Ltd. (Trust Account)	95,355	22.5
Custody Bank of Japan, Ltd. (Trust Account)	78,500	18.5
The Nomura Trust and Banking Co., Ltd. (Investment Trust Account)	21,412	5.1
CRE, Inc.	20,390	4.8
Custody Bank of Japan, Ltd. (Securities Investment Trust Account)	19,353	4.6
Mitsubishi UFJ Trust and Banking Corporation	8,884	2.1
The Bank of Yokohama,Ltd.	7,399	1.7
STICHTING PENSIOEN FONDS METAAL EN TECHNIEK	6,106	1.4
STATE STREET BANK AND TRUST COMPANY 505001	5,331	1.3
BNYM SA/NV FOR BNYM FOR BNYM GCM CLIENT ACCTS M ILM FE	4,384	1.0
Total	267,114	63.1

# Number of investors by type of owner (as of December 31, 2020)

	Number of investors (person)	Ratio (%)
Individuals/others	8,835	95.7
Financial institutions	63	0.7
Other domestic corporations	185	2.0
Foreigners	127	1.4
Securities companies	22	0.2
Total	9,232	100.0

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## Number of investment units by type of owner

