



# Fukuoka REIT Corporation

Overview of the 21st fiscal period performance [8968] September 1st,2014~February 28th,2015



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[security code 8968] September 1st, 2014 February 28th, 2015

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 Regarding rounding of amounts, percentage, and ratios unless otherwise noted, in these materials, monetally amounts are rounded down to the nearest whole unit, and percentages and ratios are rounded off to one decimal places.

These materials may contain future performance, plans, management targets and strategies. These forward-looking descriptions are based on present assumptions on future events and trends in the business environment, but such assumptions may not necessarily be accurate. Actual results may differ materially due to various factors. Neither Fukuoka REIT Corporation nor Fukuoka Realty shall be liable for the accuracy, rationality and completeness of information contained in these materials, whether they were prepared by Fukuoka REIT Corporation or Fukuoka Realty or provided by a third party. These materials have not been prepared to entice investment. When applying to purchase investment units issued by Fukuoka REIT Corporation, do so based on your own judgment and responsibility.

# **Growth and stability in dividends**



(\*1) Forecast research at the time of the announcement of financial results for the 20th fiscal year.

\*Dividends per investment unit for the 17th fiscal period to the 19th fiscal period reflect the five-for-one split of investment unit.

# **Highlights of public offerings**

# Acquired 3 properties in 21st and 22nd fiscal period

### **■**Overview of newly acquired assets

Portfo	lio as of August	31, 2014		N N	ewly acquired as	sets	After acquis	sition of newly ac	equired assets	
No of properties	Acquisition price	Appraisal value	26	No. of properties	Acquisition price	Appraisal value:	No Paraported	Attained to the second	Approx Value	l
24	164,654	172,491		3	14,500	14,640	27	179,154	187,131	
properties	mm yen	mm yen	77	properties	mm yen	mm yen	properties	mm yen	mm yen	

(+1) The figures are as of February 28: 2015 (+2) The sum of the appraisal value of Crantose values of Educary 28: 2015, the appraisal values of LOGPORT hand-only Havata and Marinos City Fukuoke (Marina Sies Building) at the time of acquisition (+3) The sum of "Portfolio as of August 31, 2014" and "Newly acquired assets."



\*Higgsh file Stansass Center, expand in the 10th Sect period. Accordingly, the expanding period of the expanding period period of the expanding period of the expanding period of the expanding period of the expanding period period of the expanding period of the expanding period perio

# New acquisition in the 22nd fiscal period

Acquisition of one of the largest logistics properties in the Fukuoka area

### ■LOGIPORT Island-City Hakata



property overview				
Property	LOGIPORT Island-City Hakata			
Address	2-chome, Minato Kashii, Higashi Ward, Fukuoka City			
Total Leasable area	43,233.72m			
Acquisition price	8,150million yen			
Appraisal value	8,180million yen			
Acquisition CAP	5.2%			
Acquisition timing	March 27, 2015			
Property manager	ger Fukuoka Jisho Co. Ltd			





### The property is one of the largest logistics facilities in the Fukuoka area

- With a total floor area of approximately 13,900 tsubos, the property is one of the largest logistics facilities in the Pukuoka area.
- A raised-floor structure on the first floor and both raised-floor and low-floor structures on the second floor, enabling various methods of cargo handling.

### Located in a major logistics area. Fukuoka Cify

- Within a radius of 10 kilometers from the central part of Fukuoka City, which is a major consumption area.
- ✓ A role as an extensive logistics base covering the entire area centering on northern Kyushu.

### Potential of Island-City

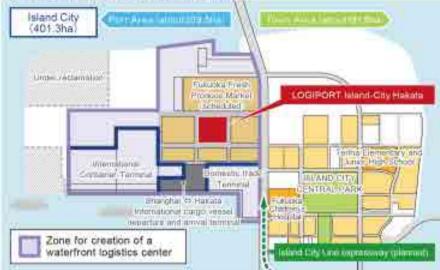
- Fresh Produce Market of Fukuoka City as well as multiple warehouses and logistics centers of major companies are being or planned to be constructed in neighborhood.
- The Motor Island City Line planned to be constructed within the Island City and extended from the Kashihama Junction "tentative name" on the Fukuoka Urban Expressway.

# **Current situation at Island city**

### The area expected future growth

### ■Current situation at Island city

### ODevelopment of the Island City area



Source: Fuxuoka Realty, based on Island City Outtine Pomphlet (Fukuoka City, Port and Harbor Bureau)

### Island City Development Project

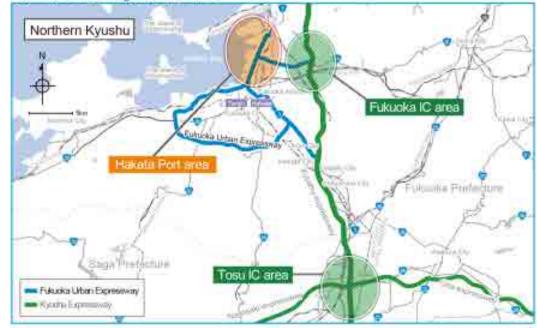
- ✓ Reclamation of approximately 90% (approx. 360.7 hectares) of the total area of 401.3. hectares has been completed (as of August 2014).
- Four objectives "enhancement of the port and harbor function", "creation of a pleasant urban space", "creation of a new industrial center" and "urban systems development in the east side area".

### Island City as a Logistics Base

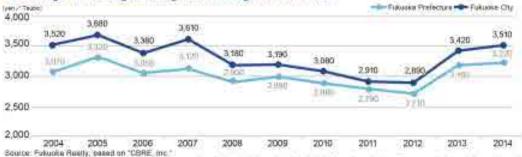
- In July 2008, 125 hectares of the port development area was designated as a zone for creation of a waterfront logistics center.
- A logistics center to function as a combined container terminal and advanced logistics facility will be created

### ■The logistics market in Fukuoka

### @Main area for logistics facilities



### OChange in average asking rent for logistics facilities



<sup>\*</sup>CBRE for its a global commercial intollesistar services company whose cusivess includes arraysis of rocal estata information and stata and the proparation of market insports reports.

# New acquisition in the 22nd fiscal period

# Acquisition from a sponsor of a highly competitive retail facility

### ■Marinoa City Fukuoka(Marina Side Building)



### property overview Property. Mannoa City Fukuoka(Manna side building) 2-chome, Odo Nishi Ward, Fukuoka City Address Fukuoka Jisho Co Ltd Seller Acquisition price 5,250million yen Appraisal value 5,270million yen Acquisition CAP 5.5% Acquisition timing May 1, 2015 Property manager Fukuoka Jisho Co. Ltd



### Part of a Large Commercial Facility That includes One of Kyushu's Largest Outet Mats

- ✓ Marinos City Fukuoka is a commercial facility comprising one
  of Kyushu is largest outlet mails, large speciality shops,
  restaurants, and amusement facilities.
- Marina Side Building contains six large specialty shops.

### Large Trade Area Population and Excellent Access from Inside and Outside Fukuoka Prefecture

- The facility is located approximately 8 km from central Fukuoka. City, and access is mainly by car of bus.
- Many veitors have icense plates from outside the prefecture, and the facility affracts customers from all over Kyushu.



# New acquisition in the 21st fiscal period

Acquisition of a residential property in the popular Yakuin-Hirao area

### ■Granfore Yakuin Minami





### property overview

Property	Granfore Yakuin Min
Address	1-Chome, Hirao, Chuo Y Fukuoka City
Acquisition Price	1,100million yen
Appraisal value(+1)	1,190million yen
Acquisition CAP	5.6%
Occupancy rate +2)	94.0%
Acquisition Timing	Nov. 4, 2014
Property Manager	Good Property Inc

### (+1)The figures are the apprecial value as of the end of February, 2015; (+2)The figures are the occupancy rate as of the end of February, 2015

### Located in the Popular Yakuin-Hirao Area

- ✓ The Tenjin and Hakata areas are readily accessible by Nishitetsu Tenjin
  Omuta Line, Fukuoka City Subway Nanakuma Line, and Nishitetsu Bus.
- Extension of the Fukuoka City Subway Nanakuma Line from Tenjin-Minami Station to Hakata Station is planned for 2020, and convenience is expected to further increase.
- ✓ The area is highly popular, especially among young people.

### A Property with Extensive Facilities

- All units are in 1LDK format, suited to the needs of single-person households, an increasing demographic in Fukuoka City.
- A full range of security facilities, including a 24-hour emergency alert system and security cameras, are expected to ensure high competitiveness even in Fukuoka City, which has a high percentage of women.



# **Financial highlights**

Category

# Dividend per investment unit was: 3,435 yen

17th

18th

19th

<ul><li>unit : mm yen</li></ul>	(Figures	rounded	down to	o nearest	mm yen	ı)
---------------------------------	----------	---------	---------	-----------	--------	----

23rd

~ Feb. 29, 2016

**22nd** ~ Aug. 31, 2015

Category	~ Feb. 28, 2013	~ Aug. 31, 2013	~ Feb. 28, 2014	~ Aug. 31, 2014 A	∼ Feb. 28, 2015 B	B-A	(forecast)	(forecast)
Operating revenues	7,200	7,565	7,574	7,779	7,789	9	8,163	8,204
Leasing NOI (*1)	4,444	4,751	4,732	4,800	4,829	29	5,159	5,174
Depreciation and amortization expenses	1,268	1,343	1,354	1,387	1,390	3	1,471	1,497
Operating income	2,622	2,848	2,801	2,824	2,860	35	3,086	3,063
Ordinary income	2,005	2,272	2,239	2,263	2,370	107	2,578	2,585
Net income	2,004	2,271	2,238	2,262	2,369	107	2,577	2,584
Dividend per investment unit (yen) ①(*2)	16,289	16,458	16,219	3,278	3,435			
Latest dividend forecast (yen)@(*2)	16,200	16,200	16,200	3,220	3,350		3,450	3,460
Difference from forecast(yen) ①-②	+89	+258	+19	+58	+85		-	-
Total number of investment units outstanding (at period-end) (units) (*2)	123,050	138,000	138,000	690,000	690,000		747,000	747,000
Total assets	160,574	167,857	167,492	167,824	167,369			
(at period-end) (unit : mm yen)  Total net assets (at period-end) (unit : mm yen)	71,182	81,712	81,679	81,703	81,811			
Days in fiscal period(days)	181	184	181	184	181	( . A) ( NO (		
Number of properties owned (at period-end)	20	23	23	24	25	expenses" + "Depreci ( * 2) A 5-for-1 split of inves	tment unit was effectuated on Ma	arch 1, 2014.
Number of tenants (at period-end) ( * 3)	751	886	868	894	1,003	( * 3) The number of tenant REIT owns.	s shown is based on the total for	properties Fukuoka
Total leasable floor space (at period-end) (m)	448,867.34	466,824.38	466,087.01	475,682.05	478,197.10	total number of sectio tenants is shown.	enants in pass-through master le ns stipulated in the tenancy agre	ements with end
Occupancy rate (at period-end) (%) ( * 4)	99.3	98.8	98.1	99.3	99.6	( * 4) "Occupancy rate"="To floor space at period-	tal leased floor space at period-e end"	nd" ÷ "Total leasable

20th

21st

Variation

Fukuoka XEIT

# Dividend's track record

# Keeping a stable dividend

### ■Dividend results / forecasts

Category	<b>15th</b> ~ Feb. 29, 2012	<b>16th</b> ~ Aug. 31, 2012	<b>17th</b> ~ Feb. 28, 2013	<b>18th</b> ~ Aug. 31, 2013	<b>19th</b> ~ Feb. 28, 2014	<b>20th</b> ~ Aug. 31, 2014	<b>21st</b> ~ Feb. 28, 2015	<b>22nd</b> ~Aug. 31, 2015 (forecast)	<b>23rd</b> ~Feb. 29, 2016 (forecast)
Dividend per unit	16,621	16,193	16,289	16,458	16,219	3,278	3,435		
Dividend forecast per unit	16,300	16,000	16,200	16,200	16,200	3,220	3,350	3,450	3,460
Total number of investment units outstanding (at period-end)	123,050	123,050	123,050	138,000	138,000	690,000	690,000	747,000	747,000

### ■ Reference: Dividend's track record

Dividend per unit (The forecast dividend is multiplied by five)	16,621	16,193	16,289	16,458	16,219	16,390	17,175	17,250	17,300
Dividend per unit (The actual dividend is divided by five)	3,324	3,238	3,257	3,291	3,243	3,278	3,435	3,450	3,460

<sup>\*</sup> A 5-for-1 split of investment unit was effectuated on March 1, 2014.

### ■Dividend's track record(\*1)



(\*1)Dividends per investment unit for the 15th fiscal period to the 19th fiscal period reflect the 5-for 1 splk of investment unit.

# Balance sheets (compared with the previous fiscal period)

# Acquisition of properties using cash reserves

		Account	<b>20th</b> ~Aug. 31, 2014 A	<b>21st</b> ~Feb. 28, 2015 B	Variation B-A
	7	Total current assets	8,041	7,554	(486)
		Cash and deposits	2,694	2,545	(149)
		Cash and deposits in trust	4,639	4,438	(201)
		Operating accounts receivable	402	318	(83)
		Prepaid expenses	300	248	(52)
		Deferred tax assets	0	0	(0)
		Consumption taxes receivable	4	4	(0)
	7	Total noncurrent assets	159,747	159,786	39
		Total property, plant and equipment	157,347	157,487	2 140
		Buildings in trust	61,128	60,841	(287)
		Structures in trust	853	827	(25)
Ass		Machinery and equipment in trust	363	344	(19)
Assets		Tools and fixtures in trust	378	370	(7)
U,		Lands in trust	94,622	95,084	461
		Construction in progress in trust	-	18	18
		Total intangible assets	1,780	1,777	(3)
		Leasehold right in trust	1,765	1,765	-
		Other intangible assets in trust	15	12	(3)
		Total investment and other assets	618	521	(97)
		Lease and guarantee deposits	10	10	-
		Lease and guarantee deposits in trust	100	100	-
		Long-term prepaid expenses	508	411	(97)
		Deferred assets	34	28	(6)
		Total assets	167,824	167,369	(454)

		- unit : mm yer	(Figures rounded dov	vn to nearest mm yen)
	Account	<b>20th</b> ~Aug. 31, 2014 A	<b>21st</b> ~Feb. 28, 2015	Variation B-A
	Total current liabilities	9,996	15,484	5,488
	Operating accounts payable	411	507	95
	Short-term debt	500	-	③ (500)
	Current maturities of long-term debt	6,650	12,850	<b>4</b> 6,200
	Account payable-other	18	24	6
	Accrued expenses	332	330	(2)
_	Income taxes payable	1	0	(0)
iab	Accrued consumption taxes	115	168	53
Liabilities	Advances received	924	930	5
ies	Deposits received	1,042	673	⑤ (369)
	Total noncurrent liabilities	76,124	70,073	(6,051)
	Investment corporation bonds	2,000	2,000	-
	Long-term debt	62,000	55,925	<b>6</b> (6,075)
	Tenant leasehold and security deposits	316	316	(0)
	Tenant leasehold and security deposits received in trust	11,808	11,832	24
	Total liabilities	86,120	85,558	(562)
Net	Unitholders' equity	81,703	81,811	108
et a	Unitholders'capital	79,441	79,441	-
assets	Surplus	2,262	2,370	108
ţţ	Total net assets	81,703	81,811	108

■ Assets			
(1) Of which, debt repayment	(300)	(2) Granfore Yakum Minami acqu Capital expenditures Depreciation Includes margine assess accuration of	+328 (1,387)
		Others	+99 Total :+ 140

Liabilities	
3) Refinancing by means of (500) long-term debt  4) Reclassification from long-term debt +8,500 to current maturities of long-term debt Repayment at maturity (September 10, 2014 (300) Total (+8,200)  5) Seasonal factors imposs received atc.) (369)	Reclassification from long-term debt to current maturities of long-term debt (6,500) Contractual repayment (75) Short-term debt maturity extension + 500 Total (6,075)

167,824

167,369

Total liabilities and net assets

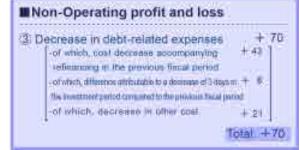
# **Income statements** (compared with previous fiscal period)

Increases in revenues and income attributable to new acquisitions and refinancing in the 20th fiscal period

				- unit : mm yen (Figures r	rounded down to nearest mm yen)
		Account	<b>20th</b> ~Aug. 31 , 2014 A	<b>21st</b> ~Feb. 28 , 2015 B	<b>Variation</b> B—A
		Operating revenues	7,779	7,789	① 9
		Leasing revenues-real estate	7,285	7,342	56
	ဝ	Other leasing revenues-real estate	494	446	(47)
	Operating profit and	Operating expenses	4,955	4,928	② (26)
	ting	Expenses related to leasing business	4,366	4,350	(16)
	pro	Asset management fees	456	454	(1)
_	fita	Asset custody fees	6	6	(0)
Ordi		Administrative service fees	51	47	(3)
nary	loss	Director's compensations	9	9	-
Ordinary profit and loss		Other operating expenses	65	60	(4)
		Operating income	2,824	2,860	35
nd I		Non-operating revenues	1	2	1
SSO	Z	Interest received	0	0	(0)
		Others	0	1	1
	pera nd I	Non-operating expenses	562	492	③ (70)
	Non-Operating profit and loss	Interest payment(incl. investment corporation bond)	433	378	(54)
	of	Financing related expenses	122	107	(15)
		Amortization of investment unit issuance expenses	6	6	-
		Ordinary income	2,263	2,370	107
		Net income before income taxes	2,263	2,370	107
		Income taxes	1	0	(0)
	Incom	e taxes-current	1	0	(0)
	Incom	e taxes-deferred	0	0	0
		Net income	2,262	2,369	107
		Surplus brought forward	0	0	0
		Unappropriated surplus	2.262	2.370	108

	ranfore Yakuin Minami	+2/
	anal City Hakata	+
	anal City Hakata-B	(1)
	ark Place Orta of which, utility reimbursement	(35)
	ffice buildings of which Canal City Business Center Build	+17
	thers	4.3
.33	WIELD:	Total + 6
2) D	ecrease in outsourcing fees	+40
D	ecrease in utility expenses	+37
	of which, decrease in utility expenses of Park Place Oila	4.9
lis	crease in repair & maintenance exper- er which, Goldsumanh Banness Center	rse (61 (46)]
	and 2 other office buildings	44.0
D	ecrease in other expenses	+30
D		Total +

Sign indicates impact on net income (unit: mm yen)



# **Income statements** (compared with forecast)

### Performance exceeding forecast resulting from new acquisitions and strong sales at Canal City Hakata

				- unit : mm yen (Figures	rounded down to ne	earest mm yen)
		Account	Previous Forecast A	<b>21st</b> ~ Feb. 28, 2015 B	<b>Variati</b> B–A	
		Operating revenues	7,739	7,789	1	49
	Operating profit and	Leasing revenues-real estate		7,342		
		Other leasing revenues-real estate		446		
		Operating expenses	4,924	4,928	2	3
		Expenses related to leasing business		4,350		
	pro	Asset management fees		454		
	fit aı	Asset custody fees		6		
Ordi	l pu	Administrative service fees		47		
nary	loss	Director's compensations		9		
pro		Other operating expenses		60		
Ordinary profit and loss		Operating income	2,815	2,860		45
D I		Non-operating revenues	1	2		0
SSC	<u>N</u>	Interest received		0		
	Non-Operating and loss	Others		1		
	perating and loss	Non-operating expenses	504	492	3	(12)
	ting p	Interest payment(incl. investment corporation bond)		378		
	profit	Financing related expenses		107		
		Amortization of investment unit issuance expenses		6		
		Ordinary income	2,312	2,370		58
		Net income before income taxes	2,312	2,370		58
		Income taxes-current		0		
		Income taxes-deffered		0		
		Total income taxes	1	0		(0)
		Net income	2,311	2,369		58

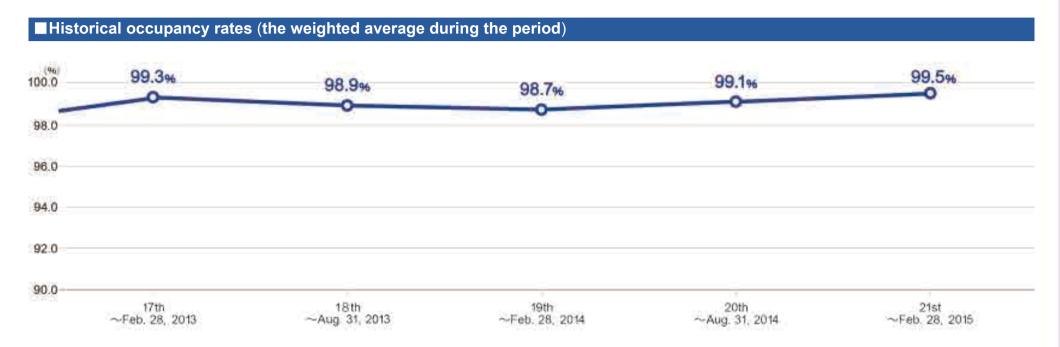
Sign indicates impact on net income (unit : mm yen)

1 Granfore Yakuin Minami	+24
Canal City Hakata	+55
Canal City Hakata B   Fot which, decrease in parking revenues	(16))
Park Place Oita Lof which, decrease in utility reimburseme	(34) nt (13))
Office buildings [-of which, Canal City Business Center Builds	+118 m+11
Others	(5)
8	Total +49
2 Decrease in outsourcing fees	+16
Increase in depreciation	(6)]
Decrease in utility expenses of which, decrease in utility expenses at Park Place Otta	+ 2 ]
Increase in other expenses	(17) Total (3)

Non-operating profit and loss					
3 Decrease in debt-related expenses	+12				
To	al +12				

# **Historical occupancy rates**

# Maintained high occupancy rates



### ■Occupancy rates(the weighted average during the period)

Category	<b>17th</b> ~ Feb. 28, 2013	<b>18th</b> ~ Aug. 31, 2013	<b>19th</b> ∼ Feb. 28, 2014	<b>20th</b> ~ Aug. 31, 2014	<b>21st</b> ~ Feb. 28, 2015	Investment percentage (based on acquisition price)
Active retail	99.9%	99.3%	99.2%	99.8%	100.0%	50.1%
Passive retail	100.0%	100.0%	100.0%	100.0%	100.0%	12.2%
Office buildings	98.2%	98.1%	97.5%	97.5%	98.8%	29.3%
Others	94.7%	95.5%	95.2%	96.1%	96.6%	8.4%
Total	99.3%	98.9%	98.7%	99.1%	99.5%	100.0%

<sup>\*</sup> Calculated by weighted average during the period.

<sup>\*</sup> Active Retail = properties with variable rents such as Square Mall Kagoshima Usuki, Kumamoto Intercommunity SC, AEON Hara Shopping Center, Hanahata SC, Kurume Higashi Kushiwara SC, and K's Denki Kagoshima.

# **Appraisal value**

Unrealized gains (\*1) totaled 14,434 mm yen at the end of 21st fiscal period (increase of 3,337 mm yen compared with previous fiscal period)

- unit : mm yen (Figures rounded down to nearest mm yen)

				Appraisa	l values	Amount	Vari	ation	Direct c	apitalization	values	
	Property name	Acquisition price (*2)	Acquisition cap rate	21st	20th ②	recognized in balance sheet at 21st	From appraisal value at 20th	From amount recognized in balance sheet at 21st	21st Cap rate <b>4</b> )	20th Cap rate ⑤	Variation <b>4</b> -5	Appraisal company
	Canal City Hakata	32,000	6.0%	32,600	32,200	30,784	400	1,815	4.9%	5.1%	(0.2)	Tanizawa Sogo Appraisal
	Canal City Hakata · B	28,700	5.4%	29,300	28,900	28,398	400	901	5.1%	5.3%	(0.2)	Tanizawa Sogo Appraisal
	Park Place Oita	15,700	6.5%	18,131	18,036	17,599	95	531	6.2%	6.2%	-	Japan Real Estate Institute
	SunLiveCity Kokura	6,633	6.6%	7,750	7,640	6,006	110	1,743	6.3%	6.4%	(0.1)	Japan Real Estate Institute
_	Square Mall Kagoshima Usuki	5,300	6.2%	5,200	4,980	4,701	220	498	6.3%	6.5%	(0.2)	Japan Real Estate Institute
Reta	Kumamoto Intercommunity SC	2,400	6.5%	2,610	2,530	2,120	80	489	6.2%	6.4%	(0.2)	Japan Real Estate Institute
₽	AEON Hara Shopping Center	5,410	6.8%	4,540	4,560	5,316	(20)	(776)	8.3%	8.3%	-	Japan Real Estate Institute
	Hanahata SC	1,130	6.4%	1,180	1,140	1,043	40	136	5.8%	6.0%	(0.2)	Tanizawa Sogo Appraisal
	Kurume Higashi Kushiwara SC	2,500	6.1%	2,660	2,580	2,227	80	432	5.8%	6.0%	(0.2)	Tanizawa Sogo Appraisal
	K's Denki Kagoshima	3,550	5.7%	3,550	3,440	3,228	110	321	5.7%	5.9%	(0.2)	Tanizawa Sogo Appraisal
	Total of retail	103,323	6.0%	107,521	106,006	101,427	1,515	6,093	5.6%	5.7%	(0.2)	
	Canal City Business Center Building	14,600	6.2%	14,500	14,400	13,635	100	864	5.2%	5.3%	(0.1)	Tanizawa Sogo Appraisal
0	Gofukumachi Business Center	11,200	6.2%	12,700	12,600	9,578	100	3,121	5.1%	5.2%	(0.1)	Tanizawa Sogo Appraisal
ffice	Sanix Hakata Building	4,400	5.9%	4,860	4,790	4,059	70	800	5.1%	5.2%	(0.1)	Japan Real Estate Institute
Ö	Taihaku Street Business Center	7,000	6.0%	6,900	6,790	6,498	110	401	5.5%	5.6%	(0.1)	Japan Real Estate Institute
틆	Higashi Hie Business Center	5,900	6.0%	6,260	6,210	5,009	50	1,250	5.7%	5.8%	(0.1)	Tanizawa Sogo Appraisal
lings	Tenjin Nishi-Dori Center Building	2,600	5.4%	2,850	2,790	2,711	60	138	4.9%	5.0%	(0.1)	Japan Real Estate Institute
S	Tenjin North Front Building	2,800	6.1%	3,020	3,010	2,766	10	253	5.4%	5.5%	(0.1)	Japan Real Estate Institute
	Total of office buildings	48,500	6.1%	51,090	50,590	44,259	500	6,830	5.3%	5.4%	(0.1)	
	Amex Akasakamon Tower	2,060	5.4%	1,810	1,790	1,826	20	(16)	5.2%	5.3%	(0.1)	Daiwa Real Estate Appraisal
	City House Keyaki Dori	1,111	5.5%	1,000	1,000	999	0	0	5.2%	5.3%	(0.1)	Daiwa Real Estate Appraisal
	Aqualia Kego	2,800	6.3%	3,470	3,390	2,707	80	762	5.1%	5.3%	(0.2)	Japan Real Estate Institute
0	Aqualia Chihaya	1,280	6.8%	1,530	1,480	1,241	50	288	5.6%	5.8%	(0.2)	Japan Real Estate Institute
Othe	D-Wing Tower	2,800	5.9%	3,170	3,110	2,828	60	341	5.2%	5.3%	(0.1)	Tanizawa Sogo Appraisal
ß	Granfore Yakuin Minami(*3)	1,100	5.6%	1,190	1,170	1,195	20	(5)	5.1%	5.2%	(0.1)	Tanizawa Sogo Appraisal
	Hotel FORZA Oita	1,530	6.6%	1,610	1,590	1,480	20	129	6.3%	6.4%	(0.1)	Japan Real Estate Institute
	Tosu Logistics Center	1,250	5.9%	1,290	1,270	1,279	20	10	5.7%	5.8%	(0.1)	Japan Real Estate Institute
	Total of others	13,931	6.0%	15,070	14,800	13,559	270	1,510	5.4%	5.5%	(0.1)	
	Total properties	165,754	6.0%	173,681	171,396	159,246	2,285	14,434	5.5%	5.6%	(0.1)	

<sup>(\*1)</sup> It does not include "construction in progress in trust" in amount recognized in balance sheet at the end of period. (\*2) "Acquisition price" does not include fees, public charge and expenses. (\*3) Appraisal value at 20th is figured as of acquisition timing. The cap rate at 20th is based on appraisal value as of acquisition timing.



# **Business forecast** (the 22nd fiscal period)

# Dividends are grown although public offering during fiscal period

### Forecast in the 22nd fiscal period

- unit : mm yen (Figures rounded down to nearest mm yen)

Account	21st Results	22nd Forecast at 20th	22nd Forecast at 21st	21st results variation <sup>C-A</sup>	22nd forecast variation <sub>C-B</sub>
Operating revenues	7,789	7,745	8,163	① 373	417
Operating expenses	4,928	4,914	5,077	② 148	162
Operating income	2,860	2,830	3,086	225	255
Non-operating income	2	1	1	(0)	-
Non-operating expenses	492	512	509	③ 17	(3)
Ordinary income	2,370	2,319	2,578	207	258
Net income	2,369	2,318	2,577	207	258
Dividend per unit (yen)	3,435	3,360	3,450	15	90

■Variance between the 21st fiscal period r and the 22nd fiscal period forecast	esults
Acquired 2 properties at 22nd fiscal period	+319
Granfore Yakuin Minami[full-period contribution]	+ 14
Canal City Hakata	+ 11
Canal City Hakata-B	+ 9
[-of which, increase in revenue from subsidies	+13)
Park Place Oita	(14)
Foll which, impact of the opening of a competing retail faci	My (38)
L-of which, increace in utility expenses	+23
Office buildings	+ 24
of which, Gofukumuchi Business Center	+21
Others	+ 10
	Fotal +373
2 Increase in outsourcing fees	(28)
Decrease in repair & maintenance expenses	+ 70
Increase in taxes & fees	(19)
E-of which, acquired 2 properties in previous year	(5) )
Increase in utility expenses	(40)
F-of which Park Place Oita	(9)7
-of which LOGIPORT Island-City Hakata	(12)
Increase in depreciation	(80)
[-of which, sequired 2 properties in the 22nd fiscal period	(72)
Increase in other expenses	(51)
(-of which: Canal City Hakata	(30) ]
**	Total (148)
(3) Increase in debt-related expenses of which difference attributable to an increase of 3 days	(11) in the
investment period compared to the previous fiscal period	(40)
increase in amortization of investment unit issuance expe	The state of the s

# **Business forecast** (the 23rd fiscal period)

Acquired assets in the 22nd fiscal period full-period contribution / Dividend was increased 10 yen

### ■Forecast in the 23rd fiscal period

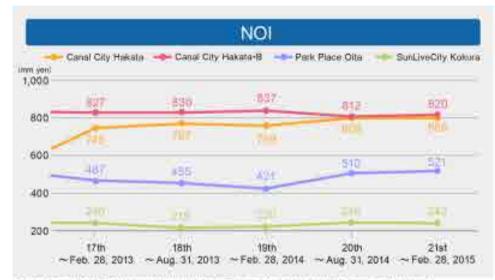
- unit: mm yen (Figures rounded down to nearest mm yen)

Account	22nd Forecast at 21th	23rd Forecast at 21st	22nd forecast variation
	Α	В	B-A
Operating revenues	8,163	8,204	① 41
Operating expenses	5,077	5,141	② 64
Operating income	3,086	3,063	(22)
Non-operating income	1	1	-
Non-operating expenses	509	479	③ (30)
Ordinary income	2,578	2,585	7
Net income	2,577	2,584	7
Dividend per unit (yen)	3,450	3,460	10

Sign indicates impact on net income (unit: mm ven) ■Variance from updated the 22nd fiscal period forecast Acquired 2 properties at 22nd fiscal period full-period contribution +91 Canal City Hakata Canal City Hakata-B (38)-of which, docresse in parking revenues (20)-of which, conrecurrence of revenue from subsidies (13) Park Place Oita (5)L-of which, decrease in utility expenses (23) Passive retail +10+ 121 T-of which, increase in revenue from subsidies Others Total + 41 2 Decrease in utility expenses +22[-of which, decrease in utility expenses at Park Place Oits +:11 Increase in repair & maintenance expenses (49)Increase in depreciation (26)Increase in other expenses (11)Total (64) 3 Decrease in debt-related expenses +30 I of which, decrease in repenses related to refinancing at 22nd fenal period | + 241 Total +30

### **Active retail**

Sales increase as a result of attracting inbound foreign visitors at Canal City Hakata and floor expansion and renovation at Park Place Oita and SunLive City Kokura



wThe above graph plots the Your properties' respective NCII, rounded down to the passest mm year, by head period.



# Canal City Hakata Canal City Hakata B



### Park Place Oita



### SunLiveCity Kokura



 Balas figures are rounded down to the nearest hundred million yen.

# Sales: annual total v (1) Mar. 2013 – Feb. 2014 Mar. 2014 – Feb. 2015 27.6 bn yen ⇒ 31.3 bn yen

+13.2%

An increase is the number of cruise stip port cals and strong movie sevenues also contributed to ealer of neighboring tenants. In February 11 particular, many tenants achieved sales above pror-servised up to the impact of tim Chinese New Year. The number of staying botel guests increased, mainly during the Chinese New Year period thanks in part to the weak-yer.

( # 1) Combined sales of Canal City Hakata and Canal City Hakata + B, properties owned by Fukuoka REIT

### Sales annual total

Mar 2013 - Feb 2014 Mar 2014 - Feb 2015 25.4 bn yen → 27.5 bn yen +8.3%

Sales increased after the April 2014 opening of the expanded section (H&M, ZARA, UNIOLO), due in part to a ripple effect on the entire alrepting series.

### Sales annual total v.5

Mar 2013 - Feb 2014 - Mar 2014 - Feb 2015

+6.0%

Sales substantially exceeded the prior year level in the absence of the impact from the closing of soline tenants accompanying the February to March 2014 renovation. The number of outcomers who come for planned purchases increased as a result of the renovation, and sales increased at miscellaneous goods and clothing shops.

(#2) Sales figures are omitted because SunLive did not consent to their displosure.

# **Current situation at Canal City Hakata (overall)**

Strong sales as a result of an increase in the number of cruise ship port calls

### Change in sales of Canal City Hakata and the number of cruise ship port calls Monthly comparison of sales of Canal City Hakata in and the number of cruise ship port calls in Number of calls! (mm yen) 2013 2014 2015 2014 2015 Number of calls sales Number \$1100 of calls 35 2,900 2,700 30 2.500 2:300 25 2,188 1,900 20 20 1,700 17 Indeducti 1,500 1,300 1,188 secondulati 500 500

Source: Fukucika Really, based on: "Port of Hiskata Cruise Ship Record", posted on the Port of Hiskata website | \* 15 cmb ries of Carnel City Hakata and Carnel City Helsata \* B properties owned by Fukucika REIT | \*22 Figures include plants as of Agrit 1, 2015 |

### Strong performance at Canal City Hakata thanks to initiatives targeting inbound foreign visitors

### @Many foreign tourists visit







### @Measures to attract inbound tourists to the complex







international information counter set up during the Chinese New Year

Ceremony marking the introduction of a Shinhan house sant

### Number of visitors to main tourist facilities in Fukuoka City



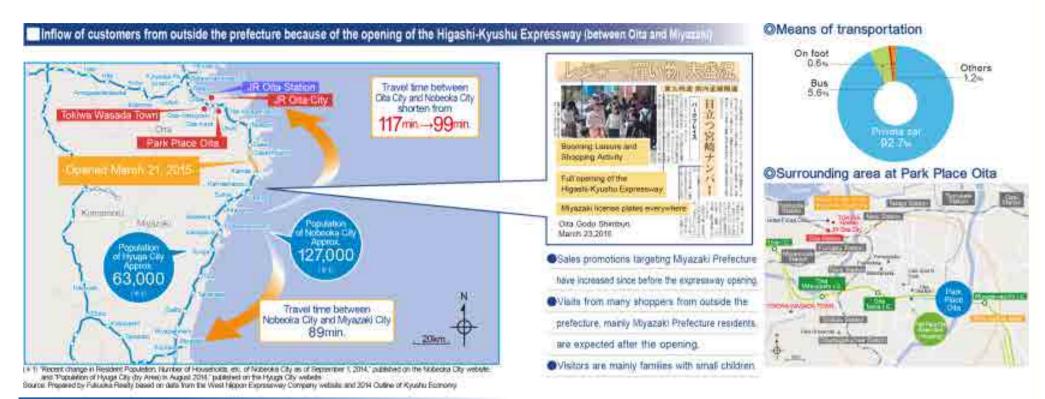
At Chuo Wharf

Rank	2009	2010	2011	2012	2013
1	Const City	Canal City	JR	JR	JR
	Hakata	Hakata	Hakata City	Hekate City	Haketa Oty
2	Marnos City	Marinoa City	Carel City	Canal City	Canel City
	Fokucka	Fukurika	Fedural	Historia	Helaits
3	Hakatu Riveran	VAHODE	Marinoa City Folitioka	Marinoa City Fukuoka	Marinda City Fukudka
4	VAHOOF	Hakata Rivetein	VAHOOF DOME	YAFUOKUI DOME	YAFUOKU DOME
5	Bayside Place	велу трвелу	Hakata	Haketa	Hakata
	HAKATA	лигу тю	Rivetsin	Riverent	Röveram

Source Prepared by Fukuote Reatly based on data from Fukuote City Tourism Statistics 2013 (January 13, 2015, Jourism Strategy Section, Economy, Fourism & Culture Burdeu, Fukuote Otto)

## **Current situation at Park Place Oita**

Opening of the Higashi-Kyushu Expressway (between Oita and Miyazaki) in March 2015



### ■Annually attractive events(\*1)





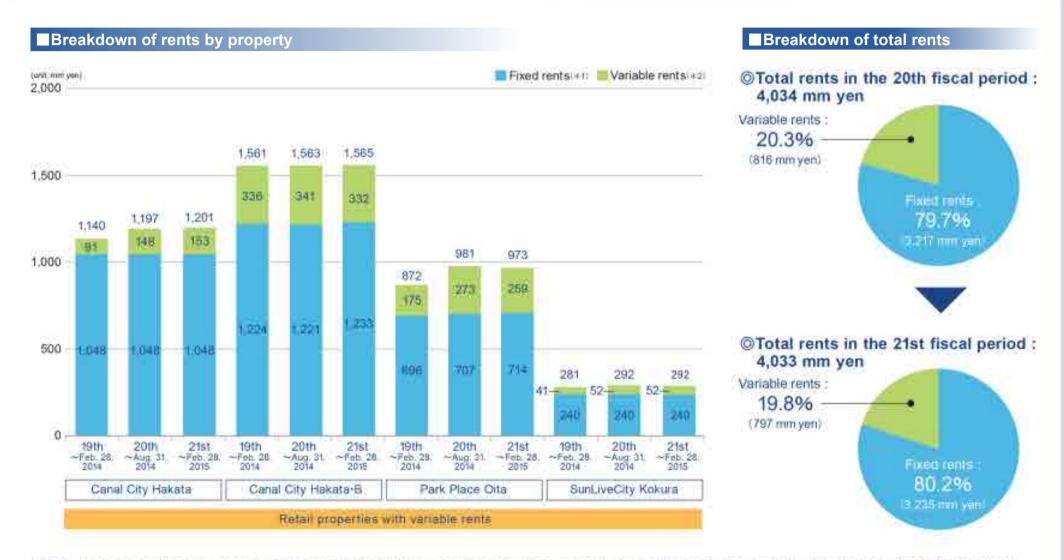






## Breakdown of active retail rents

Continuation of the strong percentage rent results at Canal City Hakata achieved in the 20th fiscal period

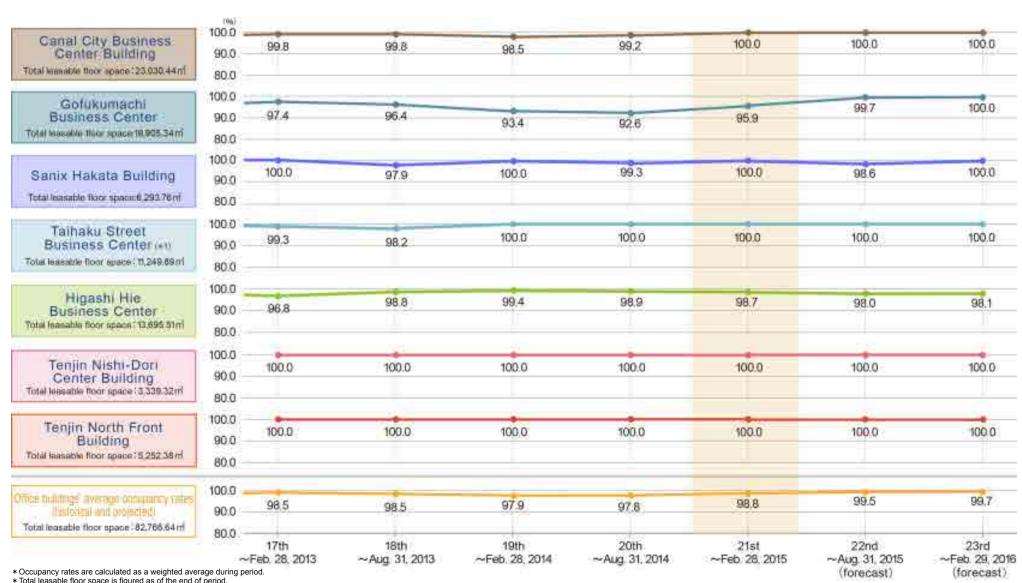


<sup>(\*</sup> IfFixed rents are the sum of property certal revenues derived from (5) fixed receiving portion. Flary, of mostly selection rents (pursuent to which mostly rent is partly or wholly calculated as a percentage of the tenunts' mostly selection rents from several rents from parking fee at Park Place Otto.

<sup>. \*2)</sup> Variable rents are the sum of the portion of rents collected from tenants with variable rents that varies as a function of the tenants sales.

# Historical and projected office buildings' occupancy rates

Recovery in the occupancy rate of Gofukumachi Business Center to 99.5% as of February 28, 2015

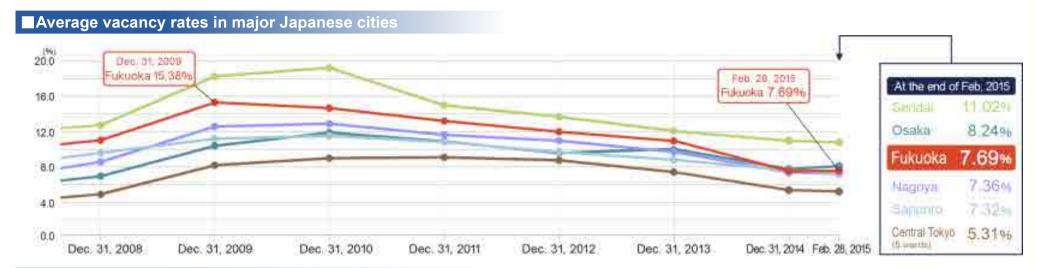


<sup>\*</sup> Total leasable floor space is figured as of the end of period.

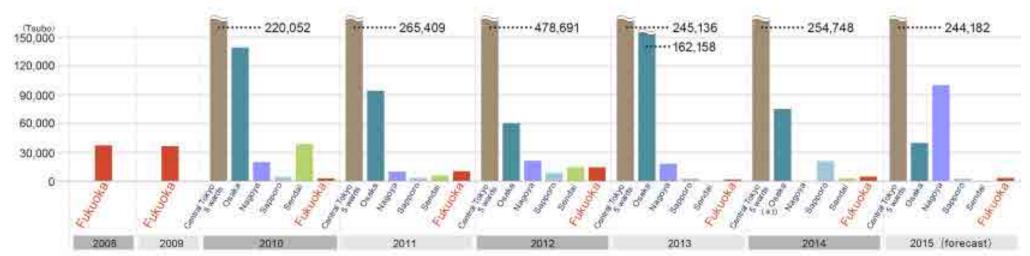
<sup>(\*1)</sup> Residential floor spaces are removed from the total leasable floor space of Taihaku Street Business Center.

# **Fukuoka office market**

# Continuing decline in the average vacancy rate in Fukuoka City



### ■New supply in major cities



Source: Futuoka Realty, based on data published by Miki Shoji Co.Ltd. (#1) Includes Abero Harukas.

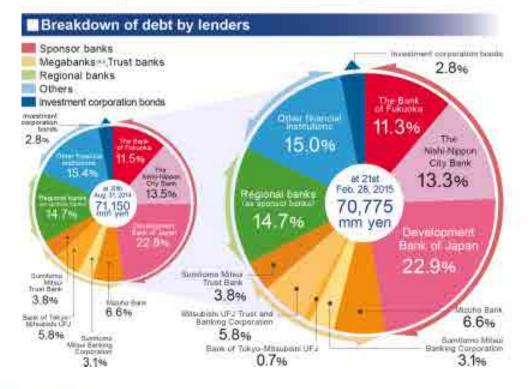
Office building-nillated data for each city are data for areas and buildings included in surveys conducted by Will Shop Co. Ltd.

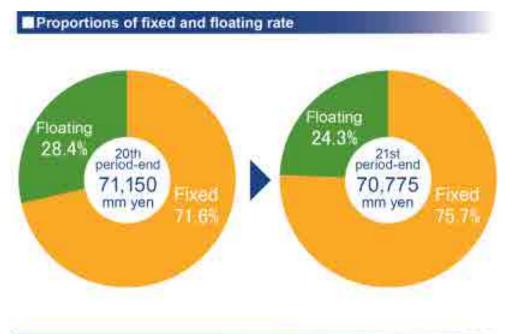
# Key financing events in the 21st fiscal period

Construction of a solid financial base through the fixing of a variable interest rate and the addition of a new bank

# September, 2014 • Refinanced a maturing committed line of credit with a long-term debt Committed line of credit in the amount of 500 mm yen (short-term, 1-month TIBOR = 0.35%) —Refinanced with a long-term debt of 500 mm yen (5-year term, 0.520% fixed rate) from The Bank of Tokyo-Mitsubishi UFJ, marking the start of a business relationship with The Bank of Tokyo-Mitsubishi UFJ. • Repaid a long-term debt with cash on hand (300 mm yen) February, 2015 • Fixed an interest rate by concluding an interest rate swap contract (notional principal of 2,500 mm yen) • New financing accompanying acquisition of properties

New financing accompanying acquisition of properties
 Financed the 8,150 mm yen LOGIPORT Island-city Hakata acquisition
 by means of a committed line of credit of 8,000 mm yen

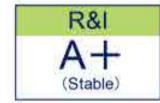


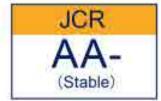




(Stable)

Credit ratings 12

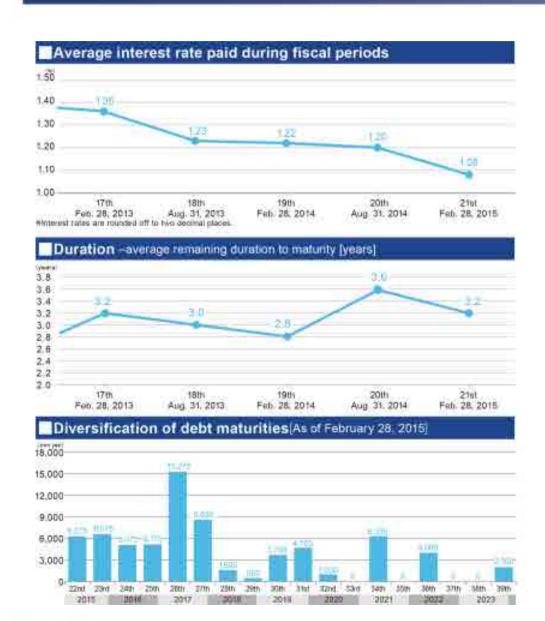


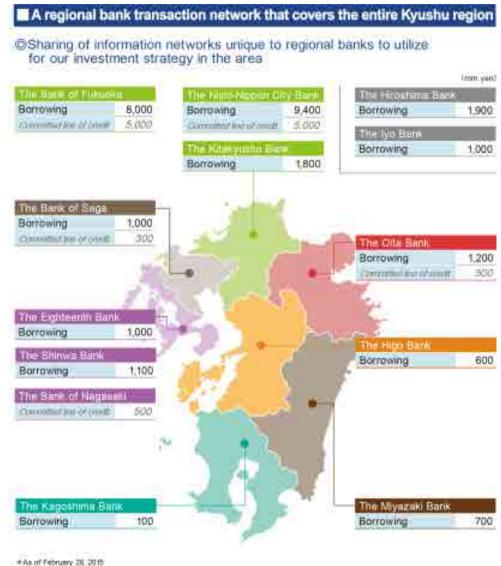


(# LiMegabanks ere Mizuho Bank, Sumitorio Mitsui Banking Corporation, and Bant of Tokyo-Mitsubishi UFJ (#2) S&P: long-term issuer rating obtained from Standard & Poor's Rating Japan K.K. (S&P) (#8); issuer rating obtained from Rating and Investment Information, Inc. (#8)) JCR: long-term server debt rating obtained from Japan Credit, Rating Agency, Ltd. (JCR), #As of February 28, 2015

# **Financing condition**

Decrease in average interest rate paid during fiscal periods through refinancing in the 20th fiscal period





# **List of borrowings**

# Stable debt financing

(As of February 28, 2015)

Туре	Lender	Balance(JPY)	Drawdown Date	Repayment Date	Repayment Method	Average Interest Rate	Description
Short-term debt	-	-	-	-	-	-	-
	Subtotal	0					
	Sumitomo Mitsui Banking Corporation	1,200,000,000	Jun.30,2010	Jun.30,2015		1.08091%(*1)(*4)	
	Sumitomo Mitsui Trust Bank	1,000,000,000 4,000,000,000	Jul.29,2011	Jul.29,2015		1.04086%(*2)	
	The Nishi-Nippon City Bank		Aug.31,2009	Aug.31,2015		1.95000%(*2)	No collateral
Current maturities			Mar.1,2011	Feb.29,2016	Lump-sum upon maturity	0.62182%(*1)(*5)	No guarantee
of long-term debt			Mar.1,2011	Feb.29,2016		0.77400%(*3)	
	Development Bank of Japan Inc.	2,000,000,000	Mar.1,2011	Feb.29,2016		0.77182%(*1)(*5)	
	Mizuho Bank	500,000,000	Feb.29,2012	Feb.29,2016		1.11724% ( * 2)	
	Subtotal	12,700,000,000					
	Development Bank of Japan Inc.	2,175,000,000	Jun.30,2009	Jun.30,2017	Repayment installment( * 6)	2.20000%(*2)	
	Development Bank of Japan Inc.	4,000,000,000	Aug.31,2009	Aug.31,2016		2.17000%(*2)	
	The Bank of Fukuoka	1,500,000,000	Dec.30,2010	Dec.30,2016		0.63091%(*1)(*4)	
	The Bank of Fukuoka	2,000,000,000	Jul.29,2011	Jul.31,2017		1.30452%(*2)	
	The Nishi-Nippon City Bank	2,000,000,000	Jul.29,2011	Jul.31,2017		1.30452%(*2)	
	The Dai-ichi Mutual Life Insurance	1,000,000,000	Jul.29,2011	Jul.31,2018		1.80000% ( * 2)	
	Shinsei Bank	1,000,000,000	Jul.29,2011	Jul.29,2016		1.20829% ( * 2)	
	The Bank of Fukuoka	1,500,000,000	Dec.30,2011	Dec.30,2017		0.78091%(*1)(*4)	
	The Hiroshima Bank	500,000,000	Dec.30,2011	Dec.30,2016		1.18195% ( * 2)	
	The Oita Bank	500,000,000	Dec.30,2011	Dec.30,2016		1.18195%(*2)	
	The Eighteenth Bank	500,000,000	Dec.30,2011	Dec.30,2016		1.18195%(*2)	
	The Shinwa Bank	500,000,000	Dec.30,2011	Dec.30,2016		1.18195%(*2)	
	The Kitakyushu Bank	500,000,000	Dec.30,2011	Dec.30,2016		1.18195%(*2)	
	The Kagoshima Bank	100,000,000	Jan.31,2012	Jan.31,2017		1.16841%(*2)	No collateral No guarantee
	Resona Bank	400,000,000	Jan.31,2012	Jan.31,2017		1.21841%(*2)	
	Sumitomo Mitsui Banking Corporation	500,000,000	Jan.31,2012	Jan.31,2019		1.33830%(*2)	
	Mitsubishi UFJ Trust and Banking Corporation	2,000,000,000	Mar.1,2012	Mar.31,2017		1.16973%(*2)	
	Sumitomo Mitsui Banking Corporation	500,000,000	Mar.30,2012	Mar.31,2017		1.20346%(*2)	
Long-term debt	Resona Bank	600,000,000	Mar.30,2012	Mar.31,2017	Lump-sum upon maturity	1.25346%(*2)	
Long-term debt	The Higo Bank	300,000,000	Mar.30,2012	Mar.31,2017	Lump-sum upon maturity	1.20346%(*2)	
	The Bank of Fukuoka The Nishi-Nippon City Bank The Oita Bank The Miyazaki Bank The Shinwa Bank The Iyo Bank The Bank of Saga The Eighteenth Bank The Kitakyushu Bank	6,000,000,000	Jun.29,2012	Jun.30,2017		0.85750%(*3)	
	Sumitomo Mitsui Trust Bank	600.000.000	Sep.28,2012	Sep.30,2016		0.58091%(*1)(*4)	
	Resona Bank	2.000.000.000	Sep.28,2012	Sep.29,2017		1.03319%(*2)	
	The Nishi-Nippon City Bank	2,500,000,000	Feb.1,2013	Sep.29,2020		0.77500%(*3)	
	The Nishi-Nippon City Bank	1,900,000,000	Feb.28,2013	Feb.28,2018		0.67182%(*1)(*5)	
	Mizuho Bank	1,700,000,000	Feb.28,2013	Feb.29,2020		0.67182%(*1)(*5)	
	Sumitomo Mitsui Trust Bank	1,100,000,000	Feb.28.2013	Feb.28.2018		0.72182%(*1)(*5)	
	Mitsubishi UFJ Trust and Banking Corporation	1,500,000,000	Feb.28.2013	Feb.28.2018		0.52182%(*1)(*5)	
	Aozora Bank	600,000,000	Feb.28,2013	Feb.28,2018		0.52182%(*1)(*5)	
	Mitsubishi UFJ Trust and Banking Corporation	600,000,000	Mar.29,2013	Mar.30,2018		0.53091%(*1)(*4)	
	Aozora Bank	1,000,000,000	Jun.28.2013	Jun.30,2020		0.58091%(*1)(*4)	
	Mizuho Bank The Norinchukin Bank The Bank of Saga	3,700,000,000	Jul.31,2014	Jul.31,2019		0.53800%(*3)	
	Mizuho Bank The Norinchukin Bank The Hiroshima Bank The Kitakyushu Bank The Iyo Bank The Higo Bank	6,300,000,000	Jul.31,2014	Jul.30,2021		0.83500%(*3)	
	Development Bank of Japan Inc.	4,000,000,000	Aug.29,2014	Aug.31,2022		1.01000%(*2)	
	Bank of Tokyo-Mitsubishi UFJ	500,000,000	Sep.25,2014	Sep.25,2019		0.52000%(*2)	
	Subtotal	56,075,000,000			<u> </u>	, ,	
		, , , , ,					

### ■Investment corporation bonds

Туре	Issue	Balance (JPY)	Issue date	Maturity Date	<b>Maturity Method</b>	Coupon	Description
Investment corporation bonds	The first series of unsecured bonds	2,000,000,000	Dec.30,2013	Dec.29,2023	Lump-sum upon maturity	1.32000%	-
	Total	2,000,000,000					

### **■**Committed line of credit

Type	Lender	Credit Limit(JPY)	Commitme	Description		
туре	Leilder	Credit Limit(JF1)	Start	End	Description	
Committed line of credit 1	The Bank of Fukuoka, Resona Bank	6,000,000,000	Aug.1,2014	Jul.31,2015	No collateral	
Committed line of credit 2			Mar.3,2014	Feb.29,2016	No guarantee	

<sup>(#1)</sup>It is variable interest. (#2)It is fixed interest.

(#3)A away agreement has been concluded to fix the interest rate on variable interest debt and the indicated interest rate is the rate when the away agreement is incorporated.

(#4)It is from December 30, 2014 to May 81, 2015 (not including the concerned date).

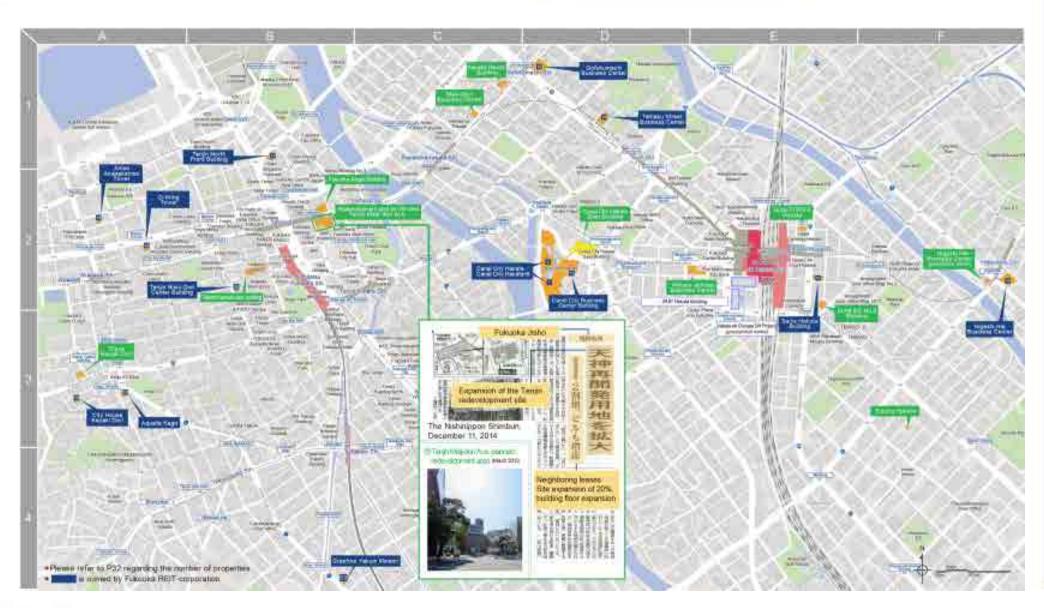
(#5)It is from December 30, 2014 to May 82, 2015 (not including the concerned date).

(#6)It is from Pechany 27, 2015 to May 82, 2015 (not including the concerned date).

(#6)It is may at end-December and end-Jane/5% of initial annually) remaining balance of 1,875 mm yen to be repaid on final principal repayment date.

# The condition of Fukuoka City Center

Preparation for redevelopment in the Tenjin area and the area fronting Hakata Station is progressing.



# The condition of suburb area in Fukuoka

Fukuoka city, the compact city, has well-organized infrastructure of transportation





# **Profile**

Profile			Investment unit price						
■Name	Fukuoka Realty Co.,Ltd Licensed by Fukuoka Local Finance Branch Bureau (financial instruments)No.10  Fukuoka Jisho Co.,Ltd, Kyushu Electric Power Co.,Inc, ROY HOLDINGS Co., Ltd., THE BANK OF FUKUOKA, LTD, The Nishi-Nippon City Bank Ltd., Nishi-Nippon Railroad Co., Ltd Saibu Gas Co.,Ltd, Kyudenko Corporation, Kyushu Railway Company, Development Bank of Japan Inc.	oka REIT Corporation	■Unit price		227,000 yen (as of February 28, 2015)				
Asset manager	Licen	sed by Fukuoka Local Finance Branch Bureau	■Total number of investment uni	690,000 units (as of February 28, 2015)					
Sponsors	Fuku	oka Jisho Co.,Ltd, Kyushu Electric Power Co.,Inc, ROYAL	■ Market capitalization	156,630 mm yen (unit price×outstanding units) (as of February 28, 2015)					
N		Nippon City Bank Ltd., Nishi-Nippon Railroad Co., Ltd,	■Net asset value per share	118,567 yen (as of February 28, 2015)					
		· · · · · · · · · · · · · · · · · · ·	■Market net asset value per shar	139,486 yen (as of February 28, 2015)					
Listed date	June	21, 2005 (Tokyo Stock Exchange, Fukuoka Stock Exchange)	Market net asset value per share = {(Total appraisal value at the end of period based on appraisal reports -Total book value at the end of period based on balance sheet) + (Net asset at the end of period)} / (Total number of investment units outstanding)						
Financial highlight			Portfolio summary (*1)			Others 8.4%			
Total assets	ets 167,369 mm yen (as of February 28, 2015)					Stricts 6.470			
■Total debt	70,7	75 mm yen (as of February 28, 2015)	■Asset type	Retail	62.3%	Office buildings			
■Credit ratings	S&P	A- (Stable) R&I:A+ (Stable) JCR:AA- (Stable)	(based on acquisition price)		021070	29.3%			
LTV (Interest-bearing liabilities/total assets)	42.3	%	Asset location (based on acquisition price)		76.6%	Other Kyushu areas			
Dividend informat	tion		(based on acquisition price)	area		23.4%			
The 21th fiscal period end February 28, 2015 (semi-annual periods ending every February 28)		ebruary 28, 2015 emi-annual periods ending every February and August)	■Total leasable floor space	478,197.10㎡					
■Dividend(actual)	3	,435 yen per unit	Occupancy rates at the end o	99.6 <b>%</b> 5.					
Days in fiscal period	1	81 days	3 3,4,4,4,4,4,4,4,4,4,4,4,4,4,4,4,4,4,4,	, , ,					
■Dividend yield	3	3.1% {(Dividend / days in fiscal period ×365) / unit price} (as of February 28, 2	2015)						

# A real estate investment trust specializing in regional properties

### Sponsors



The Bank of **Fukuoka** 



The Nishi-Nippon City Bank



**Development** Bank of Japan



Saibu Gas



**Fukuoka Jisho** (\*1)



Outside director



**Fukuoka Realty** (Asset Manager)



Outside director

10%

**Kyushu Electric Power** 

NYMERS ELECTRIC



Kyudenko



Nishi-Nippon Railroad



5%

**KYUSHU RAILWAY COMPANY** 

ROYAL 5%

Royal **Holdings** 

(\*1) Concluded MOU with Fukuoka REIT and Fukuoka Realty concerning pipeline support.

### Investment policy

Olnvestment area

60-90%

10-30%

Other Kyushu areas

(Including Okinawa and Yamaguchi prefectures)

0-10%

**Others** 

(Residence, Hotel, Logistics, Public and Other facilities)

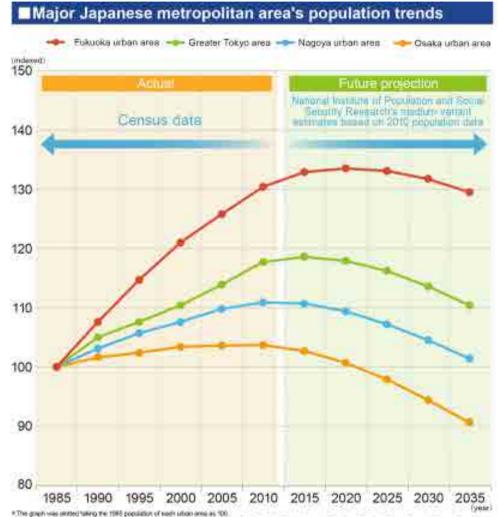
Office buildings



(Urban, Regional and Community shopping centers

# Population movement of Fukuoka city

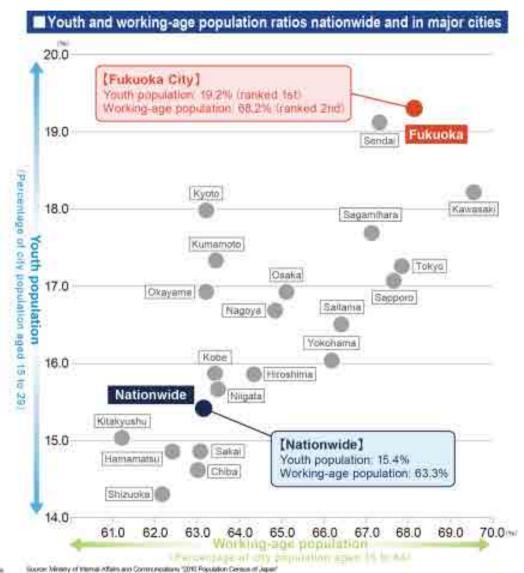
# The population of Fukuoka City continues to increase



<sup>#</sup> Trisubla offer also refers to Fullucio Dig. Chilesters City. Resign City. Chook Dig. Chilesters City. Resign Time, Register, Register,

Source: Presented by Futures Posity based on data from "Changer in Publishia City as Seen in Data," Namin 2012, Futures City General Affairs and Famining Burback.

"Regulators Consus of Japan." Metalty of Internal Affairs and Communications, and Projections by Managady, Japan," Issued Health of Population and Social Security Research.



<sup>&</sup>quot;Oracles Tokyo alea" refers to Tokyo Metropolis, Kanagawa Prefecture, Satama Prefecture, and Orac Prefecture. "Magoya ultiur serial roles to Alde Prefecture, and Me Prefecture. "Oraka ustain area" refers to Goda Prefecture, Kyoto Prefecture, Kyoto Prefecture, and New Prefecture, and New Prefecture.

# **Portfolio table**

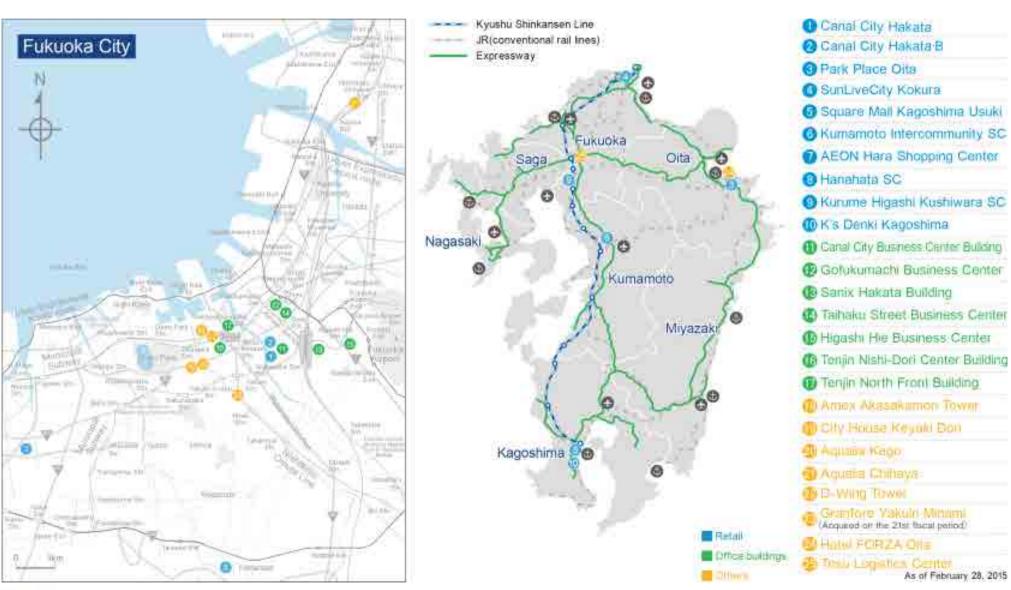
(as of February 28, 2015)

	Real estate property name	<b>Age</b> (*1)	Acquisition price(mm yen) (*2)	Investment ratio	Acquisition timing	Source (*3)	Total leasable floor space(m³)	Occupancy rate at end of period	Number of tenants at end of period (*4)	Primary tenants at end of period
	Canal City Hakata	18yr10m	32,000	19.3%	Nov.9,2004	Sponsor	46,483.22	100.0%	48	Washington Hotel and United Cinema
	Canal City Hakata · B	18yr10m	28,700	17.3%	Mar.2,2011	Outside party	68,806.12	100.0%	50	Grand Hyatt Fukuoka and OPA
Retail	Park Place Oita	12yr11m	15,700	9.5%	Nov.9,2004	Sponsor	109,603.80	99.7%	104	AEON and K's Denki
	SunLiveCity Kokura	9yr11m	6,633	4.0%	Jul.1,2005	Outside party	61,450.22	100.0%	1	SunLive
	Square Mall Kagoshima Usuki	8yr 5m	5,300	3.2%	Sep.28,2006	Sponsor	14,602.88	100.0%	12	Sports Depo / Golf5 and Edion
	Kumamoto Intercommunity SC	8yr 3m	2,400	1.4%	Nov.30,2006	Sponsor	6,968.66	100.0%	2	Sports Depo / Golf5 and Starbucks Coffee
	AEON Hara Shopping Center	38yr 4m	5,410	3.3%	Mar.1,2007	Sponsor	27,313.53	100.0%	1	AEON
	Hanahata SC	7yr 7m	1,130	0.7%	Sep.3,2007	Sponsor	2,801.15	100.0%	2	BON REPAS and Matsumoto Kiyoshi
	Kurume Higashi Kushiwara SC	7yr 2m	2,500	1.5%	Feb.1,2008	Sponsor	6,467.80	100.0%	1	Sports Depo / Golf5
	K's Denki Kagoshima	7yr 3m	3,550	2.1%	Mar.27,2008	Outside party	7,296.17	100.0%	1	K's Denki
	Total of retail	_	103,323	62.3%	_	_	351,793.55	99.9%	222	_
	Canal City Business Center Building	18yr10m	14,600	8.8%	Nov.9,2004	Sponsor	23,030.44	100.0%	61	TOTO and Bell System24
	Gofukumachi Business Center	11yr 4m	11,200	6.8%	Nov.9,2004	Sponsor	19,905.34	99.5%	36	SMBC CONSUMER FINANCE and Sumitomo Mitsui Banking Corporation
₽	Sanix Hakata Building	13yr10m	4,400	2.7%	Sep.30,2005	Outside party	6,293.76	100.0%	19	SANIX and The Nishi-Nippon City Bank
Office buildings	Taihaku Street Business Center	12yr11m	7,000	4.2%	Mar.16,2006	Sponsor	14,677.27	99.5%	70	NTT COMWARE and Tokyo Marine Nichido Jimu Outsourcing
ilding	Higashi Hie Business Center	6yr 0m	5,900	3.6%	Mar.13,2009	Outside party +Sponsor	13,695.51	98.7%	22	Fujitsu and Forest Holdings
G	Tenjin Nishi-Dori Center Building	18yr 5m	2,600	1.6%	Feb.1,2013	Outside party	3,339.32	100.0%	1	The Nishi-Nippon City Bank
	Tenjin North Front Building	5yr 1m	2,800	1.7%	Mar.28,2013	Outside party	5,252.38	100.0%	13	Rakuten Card and Rakuten
	Total of office buildings	_	48,500	29.3%	_	_	86,194.02	99.6%	222	<del>-</del>
	Amex Akasakamon Tower	9yr 7m	2,060	1.2%	Sep.1,2006	Outside party	4,821.25	98.6%	66	<del>-</del>
Others	City House Keyaki Dori	7yr 3m	1,111	0.7%	Dec.20,2007	Outside party	2,710.86	97.2%	41	<del>-</del>
	Aqualia Kego	6yr 3m	2,800	1.7%	Mar.1,2012	Outside party	7,415.36	94.2%	123	<del>-</del>
	Aqualia Chihaya	7yr 2m	1,280	0.8%	Mar.1,2012	Outside party	5,619.69	98.2%	103	<del>-</del>
	D-Wing Tower	9yr 0m	2,800	1.7%	Mar.1,2013	Outside party	7,187.58	94.6%	131	_
	Granfore Yakuin Minami	7yr 2m	1,100	0.7%	Nov.4,2014	Outside party	2,496.06	94.0%	93	_
	Hotel FORZA Oita	6yr 6m	1,530	0.9%	Mar.1,2013	Sponsor	5,785.44	100.0%	1	FJ Hotels
	Tosu Logistics Center	6yr 9m	1,250	0.8%	Mar.28,2014	Outside party	4,173.29	100.0%	1	nondisclosure
	Total of others	-	13,931	8.4%	-	_	40,209.53	97.0%	559	_
Tot	al or weighted average of all properties	15yr 1m	165,754	100.0%	_	_	478,197.10	99.6%	1,003	_



<sup>(\*1) &</sup>quot;Age" as of the end of the fiscal period.
(\*2) Acquisition price does not include fees, public charge and expenses.
(\*3) Properties acquired through arrangement by a sponsor company are indicate with "sponsor" in the column of seller.
(\*4) Parking contracts, etc., are excluded from "Number of tenants".

# **Portfolio**



# **Portfolio: Active retail**

Action rotal

①Canal City Hakata

Address

1-chome,Sumryoshi,Hakata Ward, Fukuoka City Active rotail

②Canal City Hakata · B

Address

1-chome, Surreyoshi, Hakata Ward, Fukuoka City













# **Portfolio: Active retail**

Active retail

3 Park Place Oita

Address

2-chome Koen Don Nishl, Orta City Active retai

SunLive City Kokura

Address

2-chome Kamikuzuhara, Kokura Minami Ward, Kitakyushu City













## Portfolio: Passive retail

#### Passive mtall

⑤ Square Mall Kagoshima Usuki

■ Address: 2-chome,Usuki,Kagoshima City





#### Passive retail.

6 Kumamoto Intercommunity SC

Address: 1-chome, Kozono, Higashi Ward, Kumamoto City



#### Passive retail

9 Kurume Higashi Kushiwara SC

■Address:Higashi kushiwaramachi, Kurume City



#### Passive retail

7 AEON Hara Shopping Center

Address:6-chome, Hara, Sawara Ward, Fukuoka City



#### Passive retail

**®**Hanahata SC

Address: 4-chome, Hanahata, Minami Ward, Fukuoka City

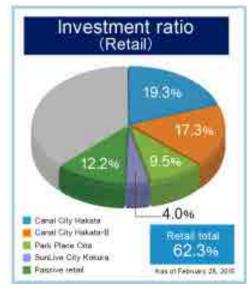


#### Passive retail

**®K's Denki Kagoshima** 

Address: Tokai-cho, Kagoshima City





## **Portfolio: Office buildings**

#### Office buildings

#### (1) Canal City Business Center Building

 Address: 1-chome, Sumiyoshi, Hakata Ward, Fukuoka City



#### Office buildings

#### (12) Gofukumachi Business Center

 Address: Kamigofukumachi, Hakata Ward, Fukuoka City



#### Office buildings

#### (13) Sanix Hakata Building

Address 2-chome Hakataekihigashi, Hakata Ward Fukuoka City



#### Office buildings

#### (14) Taihaku Street Business Center

 Address Gokushomachi, Hakata Ward, Fukuoka City



#### Office buildings

#### 15 Higashi Hie Business Center

Address 3-chome, Higashinie, Hakata Ward, Fukuoka City



#### Office buildings

#### (16) Tenjin Nishi-Dori Center Building

Address:2-chome, Tenjin, Chuo Ward, Fukuoka City

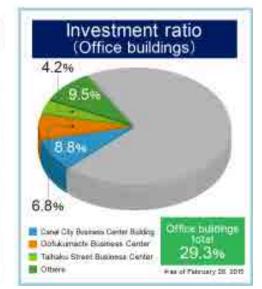


#### Office hulldings

#### (17) Tenjin North Front Building

Address: 4-chome, Tenjin, Chuo Ward, Fukuoka City



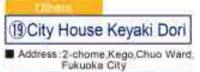


Fukuoka XEIT

## **Portfolio: Others**

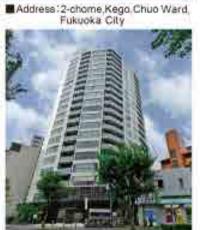




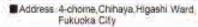




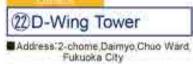




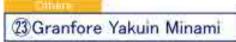












Address: 1-Chome, Hirao, Chuo Ward, Fukuoka City





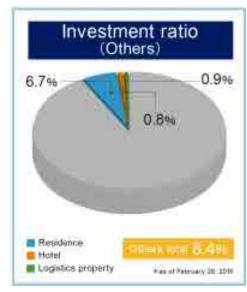
Address 1-chome, Chuo-cho, Oita City



# Tosu Logistics Center

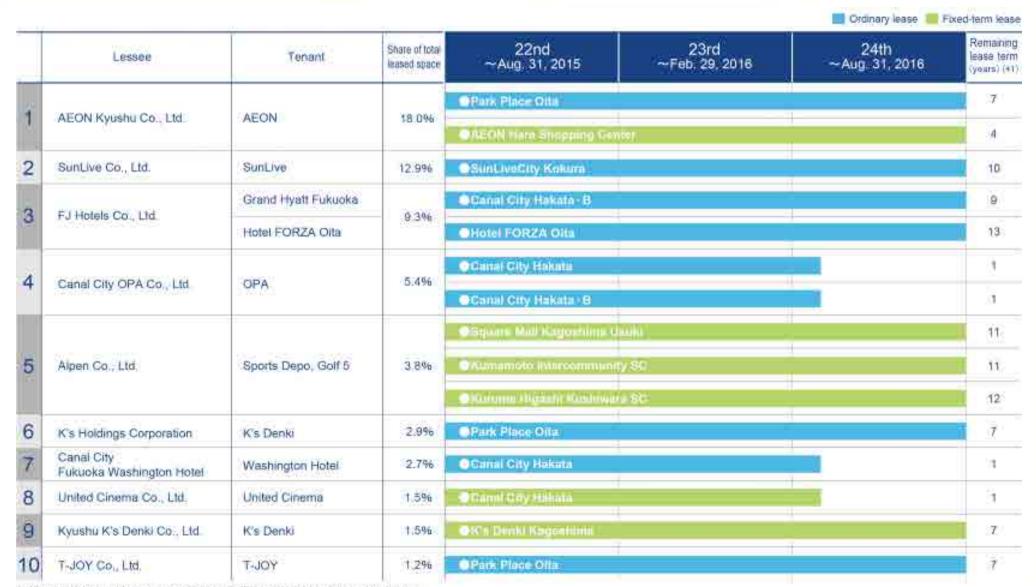
Address:Himekate-machi, Tosu City





# Appendix

## Top tenants by leased floor area



(+1) Remaining lease term data are current as of February 28, 2015 and rounded down to the nearest whole year

6.1%

## **Passive retail**

## Keeping a stable NOI



# The above graph plots the etc properties' respective NOL rounded down to the nearest whose mm yen, by fiscal period

## Square Mall Kagoshima Usuki

Kumamoto Intercommunity SC

Kurume Higashi Kushiwara SC







Date acquired: September 28, 2006. Date acquired: November 30, 2006. Date acquired: February 1, 2008. 5.3 bri ven Acquisition price: Acquisition cap rate.

2.4 bn yen - Acquisition price: 2.5 bn yen 6.5% Acquisition cap rate

Acquisition cap rate Sports Depo, Golf 5

Acquisition price:

Edion

- Sports Depo, Golf 5
- Starbucks Coffee
- Sports Depo, Golf 5

#### **AEON Hara** Shopping Center



Date accurred: March 1, 2007 Date acquired Acquisition price: Acquisition cap rate: AEON.

5.41 bn yen. Acquisition price. Acquisition cap rate:

K's Denki

#### K's Denki Kagoshima Hanahata SC





March 27, 2008 Date acquired September 3, 2007 3.55 bn yen. Acquisition price: 1.13 bn yen 5.7% Acquisition cap rate: 6.4%

**BON REPAS** 

Matsumoto Kiyoshi.

# Income and expenditure by properties (Active retail)

						- unit : mr	n yen (Figures	rounded down to ne	arest mm yen)
Category	Canal City Hakata	Canal City Hakata • B	Park Place Oita	SunLive City Kokura	21st Total A	20th Total B	Variation A-B	Forecast C (*1)	Variation A-C
(Length)		21st fiscal period	( September 1, 2014 ~ Fe	ebruary 28, 2015)					
(days)	181	181	181	181	181	184	(3)		
①Total leasing business revenues	1,230	1,607	1,183	292	4,313	4,348	(35)	4,301	11
Leasing revenue-real estate	1,201	1,565	973	292	4,033	4,034	(1)		
Other leasing revenue-real estate	28	42	209	0	280	314	(33)		
②Total leasing business expenses	421	786	662	49	1,919	1,969	(50)	1,941	(21)
Outsourcing fees	290	518	304	8	1,122	1,165	(43)		
Maintenance expenses	17	37	48	1	104	88	15		
Expenses for restoration to former state	-	-	-	-	-	-	-		
Tax and public charges	71	150	83	34	340	340	(0)		
Insurance premiums and trust compensation	8	18	6	1	35	35	(0)		
Unities expenses	25	50	183	-	260	270	(10)		
Other expenses	7	11	35	2	56	68	(11)		
③NOI(=①-②)	808	820	521	243	2,394	2,379	15	2,360	33
①Depreciation for the period	232	209	205	47	694	691	2		
⑤Leasing business profit(=③-④)	576	611	316	196	1,700	1,687	12		
⑥NOI yield (acquisition price)	5.1%	5.7%	6.6%	7.3%	5.8%	5.7%	0.0%		
⑦Capital expenditures	37	140	74	-	252	658	(406)		

<sup>(\*1)</sup>Forecast at the financial results of 20th fiscal period



# Income and expenditure by properties (Passive retail)

								- unit : mi	m yen (Figures	rounded down to ne	earest mm yen)
Category	Square Mall Kagoshima Usuki	Kumamoto Inter- Community SC	AEON Hara Shopping Center	Hanahata SC	Kurume Higashi Kushiwara SC	K's Denki Kagoshima	21st Total A	20th Total B	Variation A-B	Forecast C (*1)	Variation A-C
(Length)		2	1st fiscal period (Se	eptember 1, 2014 ~	∽ February 28, 201	5)					
(days)	181	181	181	181	181	181	181	184	(3)		
①Total leasing business revenues	254	89	212	40	88	111	797	800	(3)	796	1
Leasing revenue-real estate	222	89	212	40	88	111	764	764	0		
Other leasing revenue-real estate	32	0	0	-	-	0	32	36	(3)		
②Total leasing business expenses	100	10	23	7	9	11	163	158	4	152	11
Outsourcing fees	38	2	6	1	2	1	53	53	0		
Maintenance expenses	8	0	1	2	0	0	14	11	3		
Expenses for restoration to former state	-	-	-	-	-	-	-	-	-		
Tax and public charges	17	5	12	3	5	7	51	51	(0)		
Insurance premiums and trust compensation	1	0	0	0	0	0	3	3	(0)		
Unities expenses	31	-	-	-	-	-	31	33	(1)		
Other expenses	3	1	1	0	0	1	8	5	2		
③NOI(=①-②)	154	79	189	33	78	99	634	641	(7)	644	(9)
Depreciation for the period	49	18	22	7	21	29	148	151	(3)		
⑤Leasing business profit(=③-④)	105	60	166	25	56	70	485	489	(4)		
⑥NOI yield (acquisition price)	5.8%	6.6%	7.0%	5.8%	6.3%	5.6%	6.3%	6.3%	(0.1)%		
⑦Capital expenditures	0	-	-	-	-	-	0	0	0		

<sup>(</sup>  $\boldsymbol{*}$  1)Forecast at the financial results of 20th fiscal period

# Income and expenditure by properties (Office buildings)

									- unit : mm	yen (Figures rou	inded down to near	rest mm yen)
Category	Canal City Business Center Building	Gofukumachi Business Center	Sanix Hakata Building	Taihaku Street Business Center	Higashi Hie Business Center	Tenjin Nishi-Dori Center Building	Tenjin North Front Building	21st Total A	20th Total B	Variation A-B	Forecast C (*1)	Variation A—C
(Length)		21st f	fiscal period (Sep	tember 1, 2014	∼ February 28,	2015)						
(days)	181	181	181	181	181	181	181	181	184	(3)		
①Total leasing business revenues	622	497	195	297	332	86	129	2,161	2,143	17	2,143	18
Leasing revenue-real estate	620	446	179	297	306	86	106	2,042	2,017	24		
Other leasing revenue-real estate	2	51	15	0	26	-	23	119	126	(7)		
②Total leasing business expenses	207	188	71	104	131	28	41	772	744	28	764	8
Outsourcing fees	135	71	19	57	41	1	9	335	335	0		
Maintenance expenses	16	25	15	15	1	14	0	89	48	41		
Expenses for restoration to former state	-	-	-	-	-	-	-	-	4	(4)		
Tax and public charges	44	35	17	25	17	11	8	159	159	0		
Insurance premiums and trust compensation	2	3	0	1	1	0	0	11	11	(0)		
Unities expenses	6	51	16	-	29	-	20	124	129	(5)		
Other expenses	2	1	1	4	40	0	0	51	55	(3)		
③NOI(=①-②)	414	309	124	193	200	57	88	1,388	1,399	(10)	1,379	9
4Depreciation for the period	96	96	37	75	78	8	32	424	426	(1)		
⑤Leasing business profit(=③-④)	317	213	87	117	121	49	56	964	973	(8)		
⑥NOI yield (acquisition price)	5.7%	5.5%	5.7%	5.5%	6.8%	4.5%	6.3%	5.7%	5.8%	(0.0)%		
⑦Capital expenditures	9	14	-	6	0	33	-	63	63	(0)		

(\*1)Forecast at the financial results of 20th fiscal period



# **Appendix**

# Income and expenditure by properties (Others and Total)

Category	Amex Akasaka- mon Tower	City House Keyaki Dori	Aqualia Kego	Aqualia Chihaya	D-Wing Tower	Hotel FORZA Oita	Tosu Logistics Center	Granfore Yakuin Minami	21st Total A	20th Total B	Variation A-B	Forecast C (*1)	Variation
(Length)	21st	fiscal perio	od (Septen	nber 1, 201	4 ~ Febru	ary 28, 20	15)	Nov. 4, ~ Feb.28,					
(days)	181	181	181	181	181	181	181	117	181	184	(3)		
Total leasing business evenues	65	37	113	57	113	63	42	24	516	486	30	498	18
Leasing revenue-real estate	61	37	110	56	108	63	42	23	502	469	32		
Other leasing revenue- real estate	3	0	3	0	5	-	0	0	14	17	(2)		
2)Total leasing business expenses	17	8	24	13	24	9	1	4	104	106	(2)	101	2
Outsourcing fees	5	2	6	3	7	0	0	1	28	26	1		
Maintenance expenses	1	0	2	2	1	-	0	0	9	8	0		
Expenses for restoration to former state	0	-	2	1	1	-	-	0	5	9	(3)		
Tax and public charges	5	3	8	4	7	7	-	-	36	36	(0)		
Insurance premiums and trust compensation	0	0	0	0	0	0	0	0	3	3	(0)		
Unities expenses	1	0	1	0	2	-	-	0	7	7	0		
Other expenses	2	1	3	0	2	0	0	1	12	14	(1)		
3NOI(=(1)-(2))	47	29	88	43	89	53	40	19	412	380	32	396	15
Depreciation for the period	20	10	25	11	16	19	12	6	123	117	5		
5)Leasing business profit (=③-④)	27	18	63	31	72	34	27	13	289	262	26		
6NOI yield (acquisition price)	4.6%	5.2%	6.3%	6.8%	6.4%	7.0%	6.5%	3.6%	5.9%	5.9%	(0.0)%		
Capital expenditures	0	-	2	3	2	-	-	1	11	17	(5)		

- unit : mm yen (Figures rounded down to nearest mm yen)

Г						
		21st Total 1	20th Total 2	Variation	Forecast 3 (*1)	Variation 1-3
		181	184	(3)		
		7,789	7,779	9	7,739	49
		7.342	7,285	56		
	귱	446	494	(47)		
	t <u>al</u>	2,959	2,979	(20)	2,958	0
	ncor	1,539	1,580	(40)		
	ne and	217	156	61		
	ınd (	5	14	(8)		
	expe	588	588	(0)		
	ndi	53	54	(0)		
	ture	423	440	(17)		
	S	130	143	(13)		
		4,829	4,800	29	4,781	48
		1,390	1,387	3		
		3,439	3,413	26		
		5.8%	5.8%	(0.0)%		
		328	740	(411)		

<sup>(</sup>  $\star$  1)Forecast at the financial results of 20th fiscal period

## Cash flow statements (compared with previous fiscal period)

- unit : mm yen (Figures rounded down to nearest mm yen)

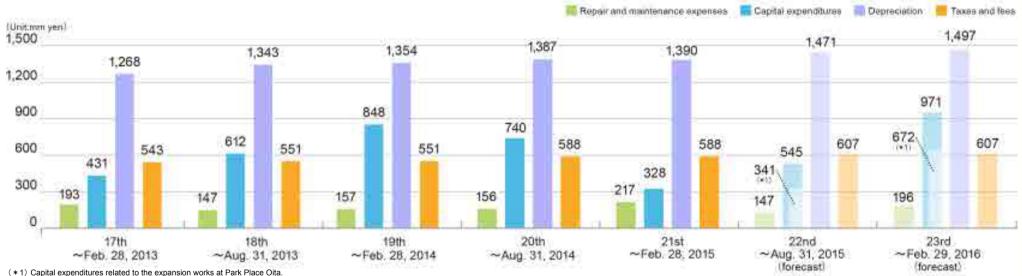
Category	<b>20th</b> ~Aug. 31, 2014 A	21st ~Feb. 28, 2015 B	Variation B-A
Net cash provided by (used in) operating activities	3,890	3,735	(155)
Net income before income taxes	2,263	2,370	107
Depreciation and amortization expenses	1,387	1,390	3
Amortization of investment corporation bond issuance expenses	0	0	-
Amortization of investment unit issuance expenses	5	5	-
Interest received	(0)	(0)	0
Interest payment	433	378	(54)
Decrease (increase) in operating account receivable	(134)	83	218
Increase (decrease) in accrued consumption taxes	(43)	53	97
Increase (decrease) in operating accounts payable	47	39	(7)
Increase (decrease) in account payable-other	(7)	6	14
Increase (decrease) in accrued expenses	12	2	(10)
Increase (decrease) in advances received	69	5	(64)
Increase (decrease) in deposits expenses	377	(369)	(747)
Decrease (increase) in prepaid expenses	(41)	52	93
Decrease (increase) in long-term prepaid expenses	(65)	97	163
Others, net	21	0	(20)
Subtotal	4,326	4,118	(207)
Interest income received	0	0	(0)
Interest expenses paid	(434)	(382)	51
Income taxes paid	(1)	(1)	0
Net cash provided by (used in) investment activities	(2,312)	(1,452)	860
Purchase of property, plant and equipment in trust	(2,174)	(1,473)	701
Purchase of intangible assets in trust	(4)	-	4
Proceeds from tenant leasehold and security deposits	5	0	(5)
Repayments of tenant leasehold and security deposits	(13)	(0)	12
Proceeds from tenant leasehold and security deposits in trust	272	84	(188)
Repayments of tenant leasehold and security deposits in trust	(399)	(59)	339
Proceeds from restricted trust deposits	8	5	(2)
Payments for restricted trust deposits	(6)	(8)	(1)
Net cash provided by (used in) investment activities	(2,115)	(2,635)	(520)
Increase in short-term debt	3,000	-	(3,000)
Decrease in short-term debt	(2,500)	(500)	2,000
Proceed from long-term debt	14,000	500	(13,500)
Repayment of long-term debt	(14,375)	(375)	14,000
Proceeds from issuance of Investment units	(2,240)	(2,260)	(20)
let increase (decrease) in cash and cash equivalents	(537)	(353)	183
Balance of cash and cash equivalents at beginning of period	7,810	7,273	(537)
Balance of cash and cash equivalents at end of period	7,273	6,920	(353)



## Maintenance expenses, etc.

- unit : mm yen (Figures rounded down to nearest mm yen)

### ■Maintenance expenses, capital expenditures, depreciation, and taxes and fees



#### **©Capital expenditures of the 21st fiscal period**

- unit : mm yen (Figures rounded down to nearest mm yen)

Property	Purpose	Construction cost
Canal City Hakata	Common area repairs and improvements	21
Canal City Hakata • B	Common area repairs and improvements	99
Park Place Oita	Common area repairs and improvements	52
Gofukumachi Business Center	Common area repairs and improvements	10
Tenjin Nishi-Dori Center Building	Common area repairs and improvements	33

#### **OPlanned capital expenditures of the 22nd and 23rd**

- unit : mm yen (Figures rounded down to nearest mm yen)

	Planned construction cost				
Purpose	Total amount	Construction cost in the 21st	Paid in total amount		
Common area repairs and improvements	256	-	-		
Common area repairs and improvements	605	11	11		
Common area repairs and improvements	115	-	-		
Common area repairs and improvements	26	-	-		
Common area repairs and improvements	120	-	-		
Common area repairs and improvements	57	-	-		
	Common area repairs and improvements	Purpose Total amount  Common area repairs and improvements Common area repairs and	Purpose Total amount Construction cost in the 21st  Common area repairs and improvements  Common area repairs and improvements		

<sup>\*</sup> Table lists major actual or planned capital expenditures related to repair or renovation of properties owned by Fukuoka REIT.



## **CSR** initiatives

Fukuoka Realty initiatives to support and cooperate in enhancing the appeal of Kyushu and Fukuoka

#### DBJ Green Building Certification





Park Place Otto







In December 2014, retail facilities owned by Fukuoka REIT were cartified as properties with exceptionally high (or excellent) environmental and social awereness under DBJ Green Building Certification, a program for certifying real estate properties evincing high environmental and social awareness operated by Development Bank of Japan Inc. Canal City Hakata, Carial City Hakata-B, and Park Place Oita became the first retail facilities in the Kyushu area to be certified under the DBJ Green Building Certification program for commercial properties.

\*In June 2011, Gotukurnachi Business Center and Higashi Hie Business Center were awarded three stars (as buildings with excellent environmental and social awareness).

#### Support for regional revitalization

#### @OnRAMP

OnRAMP is a members-only entrepreneurs' salon with business incubation facilities established to support and cultivate entrepreneurs and facilitate networking among them. Total number of OnRAMP occupants: 8 companies

(CriPANP is operated by General Incorporated Association) ONFUMP, relationship to DOCAN, inc. and Futures Restly!

#### Operation of Fukuoka International House

Primary function: A communal residence for foreign students and employees of international companies

A private showing



#### Environmentally friendly community development

Support for Fukuhaka Hana Shirube, sponsored by the Fukuhaka Hana Shirube Executive Committee



O Donation to Fukuoka City Greenery Town Planning Association' s(public interest incorporated foundation) Fukuoka City Urban Greening Fund

Support for an initiative to create a lush green urban landscape and promote development of a pleasant, tranquit community

#### Terasu Flower Beds

Flower beds planted around Fukuoka fill the city with cheery, colorful flowers all year round.







#### ■Support for and participation in the activities of other organizations

#### © Hakata Community Development Promotion Conference

Primary function: Community development activities around Hakata Station Opening of a cafe utilizing a vacant shop in the Hakata area during the five-day period from February 7th to 11th







@The Fukuoka Asian Urban Research Center (public interest incorporated foundation) Primary function: Hosting of trainees from the Asia-Pacific region

OSupport for international exchange and personnel development activities of The Asian-Pacific Children's Convention in Fukuoka (NPO), Fukuoka International School, and OISKA (public interest incorporated foundation), etc.

## IR initiatives

#### IR activities / Public relations activities

#### @1-on-1 meetings for foreign investors

©Results briefing roadshows in Japan and overseas (Singapore, Hong Kong)

#### @"J-REIT Fair 2014 for Individual Investors", held jointly by ARES and TSE

Approximately 900 individual investors attended J-REIT Fair 2014, held in November 2014 at the Tokyo Stock Exchange. The fair drew higher numbers of young people and women than last year. An overflow audience of about 60 investors participated in an IR presentation given by Fukuoka REIT.





IR presentation venue Exhibition booth

#### OBriefings for individual investors in regional areas

Fukuoka REIT actively held briefings for individual investors in Fukuoka and other regional areas as well as in Tokyo.





J-REIT Promotion Nationwide Caravan, the 54th Rukuoka Stock Exchange 2014, hodged by ARES and NihonSecu - R Fair (Rukuoka City) dies Journal (Bengu City, Obt)

#### @2014 Annual IR Grand Prix Award

Fukuoka Realty received a IR Grand Prix Award Best for Small to Medium Sized Capitalization Companies in the 2014 Annual IR Grand Prix sponsored by the Japan. Investor Relations Association, becoming the first real estate investment trust (J-REIT) asset management company to receive the award. The award was conferred in recognition of the company's engagement in proactive, continuous IR activities in its role as the asset management company of a

regional REIT focused on Fukuoka and the Kyushu region.



@2014 Kyushu IR workshops

Program	Workshop Theme
First June, 2014	The Reality of IR Activities — Focusing on Activities Targeting Individual Investors Akiko Saito, Section Manager, IR Team, Corporate Communications Division, POLA ORBIS HOLDINGS Inc.
Second August, 2014	IR Workshop for Platinum Female Individual Investors Held by Fukuoka Realty
Third March, 2015	The Past and Future of IR. — What IR is Necessary for Your Company?  Akane Unno, Section Manager, IR Office, Akebono Brake Industry Co., Ltd.

IR Grand Prix Award

Asahi and United Arrows

1. 民傷員企業大震

アサヒとリアローズ

In recognition of dialoguewith investors

可能能企業大賞

Nippon Keizai Shimbun, November 14, 2014

#### @Public relations initiatives



Issued November 7, 2014

An interview with Development Bank of Japan Deputy President Masanori Yanagi on the strengths and future outlook for Fukuoka and Kyushu in the areas of finance, real estate, and the economy (980,000 copies issued)

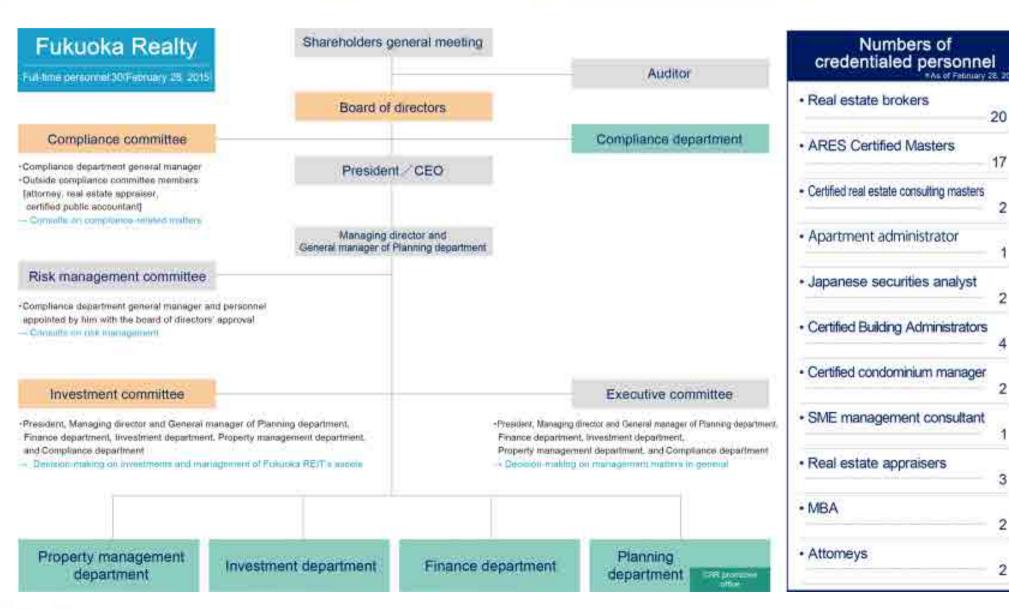
#### @Website renewal



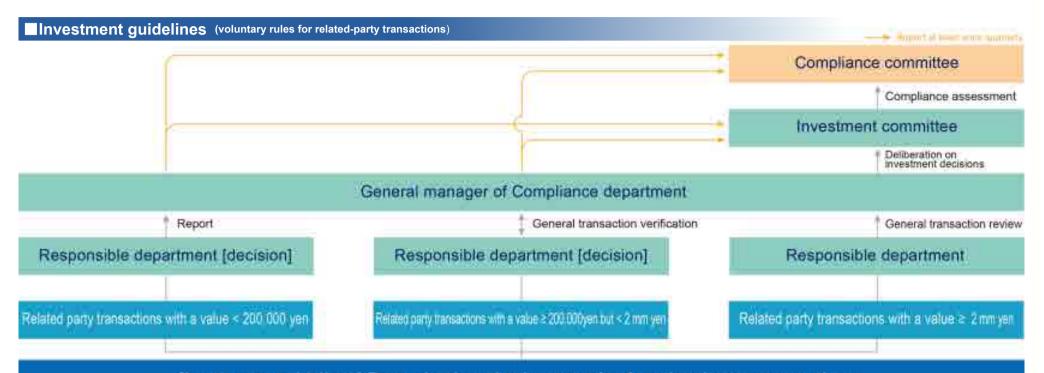
The corporate website was renewed for the first time in five years with the objective of creating a simple. easy-to-understand site. The website disseminates timely information on Fukuoka REIT, Fukuoka, and Kyushu.

# **Appendix**

# Asset management company's organization



## **Corporate governance**



#### [investment guidelines] Determination of voluntary rules for related-party transactions

Fukuoka REIT strives to prevent the risk of legal violations and risk of conflicts of interest by instituting a basic compliance policy and compliance regulations, confirming compliance with laws and regulations through the Compliance Department general manager and Compliance Committee, and confirming the presence or absence of provision of excessive benefits in transactions with interested parties through the Compliance Committee.

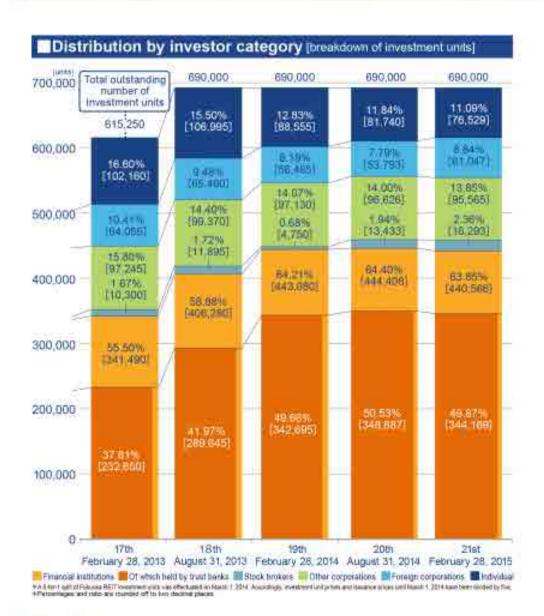
(Risk strategies: Active purchasing of earthquake insurance; timely and appropriate information disclosure, development of a rigorous legal compliance system, etc.)

#### The Compliance Committee met six times during the 21st fiscal period (September 1, 2014 to February 28, 2015).

#### @Major matters reviewed during the 21st fiscal period

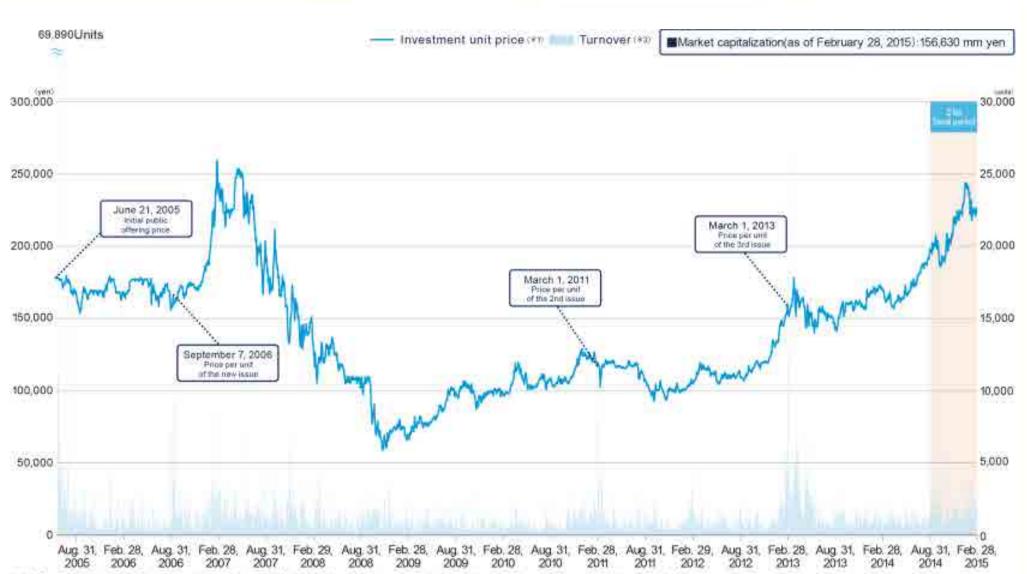
- Purchase of the Granfore Yakuin Minami
   The Compliance Committee carefully examined information including the appraisal report and other reports and determined that no problems existed with the decision-making process and results under the law and internal rules.
- Placing of orders with related parties pertaining to work performed on owned properties, etc.
   The Compliance committee referred to competitive quotes and third-party reports and determined that no problems existed with respect to the necessity for placing orders, purchase order amounts, etc. under the law and internal rules.

## Unitholders' data



			(As of February 26, 201
kna\$	Investor name	investment: unit heid	Share of investment units held over total number of units outstanding (+)
1	Japan Trustee Services Bank, Ltd. (Investment trust account)	223,480	32.38%
2	Fukuoka Jisho Co., Ltd.	64,775	9.38%
3	Trust & Custody Services Bank Ltd. (Securities investment trust account)	37,390	5.41%
4	The Master Trust Bank of Japan Ltd. (Trust account)	35,296	5.11%
5	The Nomura Trust and Banking Co.,Ltd. (Investment trust account)	26,583	3.85%
6	MetLife Insurance K.K.	17,045	2.47%
7	Individual investor	11,985	1.73%
8	Shikoku Railway Company	9,130	1,32%
9	Trust & Custody Services Bank,Ltd. (Cash trust account)	8,741	1.25%
10	The Joyo Bank, Ltd.	8,570	1.24%

## **Unit price chart**



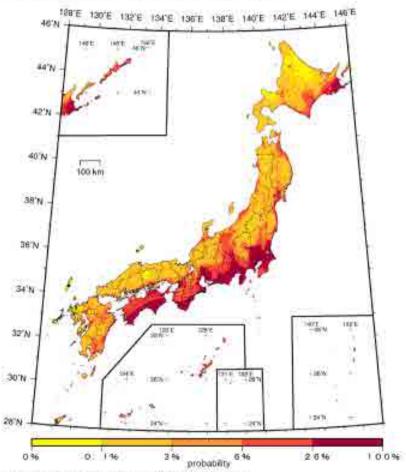
(#1) A 5-for-1 split of Fusuoka REIT, investment units was effectuated on March 1, 2014. Accordingly, investment unit prove and assuance prices until February 25, 2014 have liven divided by five.
(#2) Turnover by February 25, 2014 was multiplied by fi

## Analysis of earthquake risk in Fukuoka

## All properties owned by Fukuoka REIT are covered by earthquake insurance

#### Probabilistic earthquake prediction map

Probability of occurrence of an earthquake with a magnitude of nearly 6 or higher in the next 30 years (Average case / all earthquakes) (Reference date: January 1, 2014)



Note: The mesh for zero probability based on the model casulation conditions is shown in white. Source: Office of the Headquarters for Earthquake Research Pronobler, Earthquake and Disaster-Reduction Research Division. Research and Development Surroux, Minstry of Education, Culture, Sports, Science and Technology.

#### Overview of earthquake risk analysis

Property	Inspector	Report date	PML (%)(*1)
Canal City Hakata(*2)	Takenaka Corporation	Nov. 30, 2010 Jan. 21, 2011	(A) 8.0 (B) 7.6 (C) 5.3 (D) 11.1
Canal City Hakata • B (*3)	Takenaka Corporation	Jan. 21, 2011	(A) 8.2 (B) 6.1 (C) 11.1
Park Place Oita(*4)	Takenaka Corporation	Nov. 30, 2010 Jun. 21, 2012 Apr. 11, 2014	(A) 13.7 (B) 11.2 (C) 9.1 (D) 15.1
SunLive City Kokura	Takenaka Corporation	Aug. 31, 2011	6.7
Square Mall Kagoshima Usuki	Takenaka Corporation	Feb. 28, 2013	9.2
Kumamoto Intercommunity Shopping Center	Takenaka Corporation	Feb. 28, 2013	15.8
Aeon Hara Shopping Center	Takenaka Corporation	Feb. 19, 2007	13.2
Hanahata Shopping Center	Takenaka Corporation	Feb. 28, 2014	5.4
Kurume Higashi Kushiwara Shopping Center	Takenaka Corporation	Aug. 31, 2014	8.9
K's Denki Kagoshima	Takenaka Corporation	Aug. 31, 2014	6.5
Canal City Business Center Building(*5)	Takenaka Corporation	Nov. 30, 2010 Jan. 21, 2011	(A) 6.9 (B) 11.1
Gofukumachi Business Center	Takenaka Corporation	Nov. 30, 2010	4.0
Sanix Hakata Building	Takenaka Corporation	Aug. 31, 2011	4.3
Taihaku Street Business Center	Takenaka Corporation	Feb. 28, 2013	6.7
Higashi Hie Business Center	Tokyo Marine & Nichido Risk Consulting	Feb. 27, 2015	1.7
Tenjin Nishi-Dori Center Building	Tokyo Marine & Nichido Risk Consulting	Dec. 20, 2012	5.4
Tenjin North Front Building	Tokyo Marine & Nichido Risk Consulting	Feb. 5, 2013	3.6
Amex Akasakamon Tower	Takenaka Corporation	Feb. 28, 2013	11.1
City House Keyaki Dori	Takenaka Corporation	Aug. 31, 2014	1.9
Aqualia Kego	Takenaka Corporation	Sep. 1, 2011	13.3
Aqualia Chihaya	Takenaka Corporation	Sep. 1, 2011	7.5
D-wing Tower	NIPPON KANZAI Corporation	Dec. 20, 2012	3.8
Granfore Yakuin Minami	Tokyo Marine & Nichido Risk Consulting	Sep.15, 2014	2.7
Hotel FORZA Oita	Takenaka Corporation	Dec. 28, 2012	14.5
Tosu Logistics Center	Tokyo Marine & Nichido Risk Consulting	Jan. 16, 2014	8.9
Overall portfolio(*6)	Takenaka Corporation	Feb. 28, 2015	5.7

<sup>(\*1)</sup> PML: probable maximum loss (maximum expected loss due to earthquake expressed as a percentage of the total replacement cost of the building).

<sup>(\*2)</sup> Canal City Hakata was divided into four segments (A, B, C and D), each of which was inspected separately.

Segment A is Center Walk (Washington Hotel), B is Center Walk (former amusement building), C is the South Building, and D is common area

<sup>(\*3)</sup> Canal City Hakata B was divided into three segments (A, B and C), each of which was inspected separately. Segment A is the Grand Hyatt Fukuoka, B is the North Building, and C is common area.

(\*4) Park Place Oila was divided into three segments (A, B, C and D), each of which was inspected separately. Segment B is a 7-Eleven store, C is Magnolia Court, D is K's Denki, and A is the areas other than B, C and D.

<sup>(\*5)</sup> Canal City Business Center Building was divided into two segments (A and B), each of which was inspected separately. Segment A is the Canal City Business Center Building and B is common area.

(\*6) The PML for Fukuoka REIT's overall portfolio was calculated based on the assumption that the earthquake's epicenter is in central Fukuoka city.

which is one of several hypothetical earthquake scenarios considered.

# Strengths of Fukuoka and Kyushu (1)

Increase in business demand due to companies expanding into or starting up in Fukuoka





Oincrease the start-up rate through support for start-ups @Promote innovation and creation of new businesses by means including attracting MICE. Increasing number of international conventions (for of concentions)

Rank	2009	2010	2011	2012	2013
1333	Tokyo (497)	Tokyo: (491)	(470)	Tokyo (500)	Tokyo (531)
2	Filhirokii (206)	Eulunka (216	Frikooks (221)	F(R)(000)	Fokumka (263)
3	Yokohama	Yokohama	Yokohama	Kyoto	Yokohama
	(179)	(174)	(169)	(196)	(228)
:40	Kyuto	Kyota	Kyata	Yokohama	Kyota
	(164)	(155)	(137)	(191)	(176)
- 5	Nagoya	Nagoya	Nagoya	Osaka	Osaka
	(124)	(122)	(112)	(140)	(172)

Bouron: Preserved by Fakusia Roads issued on datathers Jasen National Tourism Driganization (JWTC):

#### @Initiative example

#### [Promotion of business startups]

Parmed submission of a bill at the 2015 regular Diet session. Promotion of acceptance of longs tenoral entrepreneurs Planned submission of a bill at the 2015 regular Disc session: Simplification and speeding up of procedures for establishing corporations Request submitted to the remone government. Tax reduction for startup companies

Opening of the STARTUP CAFE to expend the horizon for entrepreneurism and startups

(Oct 2014, TSUTAYA BOOKSTORE TENJIN 3F





#### [Creation of an environment for business startups]

The presence of testing registering to the control of testing registering to the control of testing registering to the control of the control

Relaxation of rond docupancy standards to generate activity at MCE events



Special approval at the area level of building height restrictions under the CIVI Aeronautics Act to promote cleation of an appealing urban area



Relaxation at the area level of Chili Aeronautics Act building freight restrictions O'Construction of symbolic buildings O Security of general according to lover than according O'Creation of an appealing obysciow Decreases of Accession starter

the resident of new businesses and rake

Source: Prepared by Futuoka Really based on data from Futuoka City

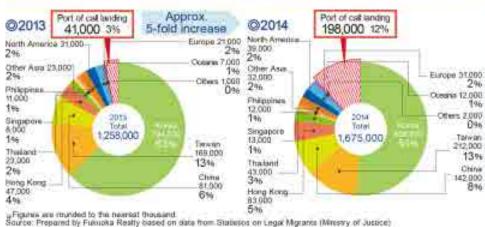
# Strengths of Fukuoka and Kyushu 2

### Inbound of Fukuoka and Kyushu



Frigures for Asia 2012 and acce shouse port or can annings, regards ace counted for reserval, requests. Proposition District Transport Bureau, Ministry of Land, Infrientiacture, Transport and Tourney, Proposition of Friedrick Transport Bureau, Ministry of Land, Infriedracture, Transport and Tourney, Transport and Tourne

#### Breakdown of overseas visitors to Kyushu by country and region



#### Landing at Ports of Call Japan approves landing

at Japanese ports of entry/departure for a maximum of 72 hours until departure from Japan by foreign passengers on cruise ships and other vessels proceeding to destinations other than Japan vie Japan. Since June 2012, a streamlining measure that utilizes a system that permits landing at ports of call for some foreign passengers on large cruise ships has been implemented and efforts made to speed up landing examinations.

## Number of tourists visiting Japan and travel expenditure in 2014

Country	No. of travelers (1,000 persons)	Year-mr-year change (%)	No. of travelers (1,000 persons)	Year-oft-year change (fee
Tuwan	2,830	28.0	212	25.2
Acronic	2,755	12.2	856	7.7
China	2,409	00.0	142	74.8
HUNG KENG	926	24.1	83	78.7
America	892	71.6	31	25.0
Shiffirm)	658	45.0	43	90.4
Australia	303	23,8	11	103.7
Mylaysia	250	41.4	6	59.5
Smarpore	228	20.4	13	57.6
United Kingdom	220	14.7	9	75.5
(Billippines	184	70.0	12	15.3
Canada	183	19.7	7	35.2
France	179	15.3	3	23.0
*Biamakia	159	16.0	4	21.2
Dautschland	140	15.2	3	50.5
Matthews	124	47:1	8	34:1
1000m	88	17.1	-2	7.3
Russian	64	5.9	1	(10.3)
Other	823	19.8	29	38.2

\*Numbers of footbol are respect to the manual thousand, and travel expends no igures are pointed to the nearest 193 term yet.

South Annivers of housest and its vest expenditure tigues have been preceded by Fusions Reset based on data from respectives.

Therefore it for Parisher of Travery Visitors to Japan Lagran (Althour Touted Organization (AVTO) and Committee Travel Survey for Paragraphs Visiting Japan (2014) Lagran (Japan Spirot).



Travel expenditure figures are nounted to the nearest 100-ren year.
 Search Travel expenditure figures have been projected by Faluction Resets based on data from Consumption Trend Survey for Foreigness Vetting, Julian (2014), Lapan Tourism Agency.