

# For Immediate Release For Translation Purposes Only

December 7, 2015

Japan Excellent, Inc. (TSE: 8987) Hidehiko Ogawa, Executive Director

Asset Management Company: Japan Excellent Asset Management Co., Ltd. <u>Representative:</u> Hidehiko Ogawa, President <u>Contact:</u> Kazue Horikawa General Manager, Corporate Planning Dept. TEL: +81-3-5412-7911

### Notice Concerning Acquisition of Investment Asset (Okinawa No. 27 Daikyo Building)

Japan Excellent, Inc. (hereinafter "JEI") hereby announces that Japan Excellent Asset Management Co., Ltd. (hereinafter "Asset Management Company"), to which JEI entrusts asset management, made a decision today as described below regarding the acquisition and leasing of an asset.

### 1. Summary of Acquisition

- (1) Property Name: Okinawa No. 27 Daikyo Building (hereinafter "Property" or "Property to be Acquired")
- (2) Property to be Acquired: Trust beneficiary interest in real estate
- (3) Planned Acquisition Price: ¥1,380 million
- (4) Scheduled Date of Execution of Purchase Agreement: December 7, 2015
- (5) Scheduled Acquisition Date: December 7, 2015
- (6) Seller: Not disclosed as consent from the seller has not been obtained.
- (7) Funds for Acquisition: Cash on hand (planned)
- (8) Method of Payment: Lump-sum payment upon delivery

### 2. Background of Acquisition

JEI has decided to acquire the Property in order to enhance its portfolio pursuant to the investment targets and policies of asset management stipulated in its Articles of Incorporation. For the factors JEI has taken into account in reaching the decision to acquire the Property, please refer to the "Evaluation of the Property to be Acquired" column for this property in the section immediately following titled "3. Details of the Property to be Acquired."

### 3. Details of the Property to be Acquired

(1) Evaluation of the Property to be Acquired

A. Location

The property sits on Route 58, the main artery of Okinawa, and is a four-minute walk from Kencho-mae Station on the Okinawa Urban Monorail Yui Rail, boasting both convenience and visibility.

Since the Kumoji area, where the property stands, is a center of Okinawa's economy with a concentration of government buildings and office buildings such as the Okinawa prefectural government office building, the Naha City Hall, financial institutions and broadcasting stations and can expect stable demand into the future as an office area, the property is believed to contribute to enhancement of the profitability of the portfolio.



#### **B.** Building Facilities

The property's leasable space is regular-shaped with no pillars, enabling leasing to multiple tenants by dividing a floor. As it is also equipped with a level of specifications that can satisfy tenants' demand, such as individual air conditioning systems, a ceiling height of 2,600mm, a security system, exclusive multi-story parking lot, etc., flexible tenant solicitation targeting tenants with different sizes is possible.

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Property Name		Okinawa No. 27 Daikyo Building		
Type of Specified Asset <sup>1</sup>		Trust beneficiary interest in real estate		
	Trustee	Mizuho Trust & Banking Corporation <sup>2</sup>		
Trust Es	tablishment Date	December 7, 2015		
Maturi	ty Date of Trust	December 31, 2025 <sup>3</sup>		
Lending	Lot number <sup>4</sup>	2-8-1 Kumoji, Naha-shi, Okinawa and other		
Location	Address <sup>5</sup>	2-8-1 Kumoji, Naha-shi, Okinawa		
	Use <sup>4</sup>	Office, garage		
Site Area <sup>4</sup>	Land <sup>6</sup>	$748.82m^2$ (out of which leasing $193.42m^2$ )		
Site Area	Building <sup>7</sup>	4,371.94m <sup>2</sup>		
S	Structure <sup>4</sup>	SRC, ten storied		
Com	pletion Date <sup>4</sup>	June 12, 1990		
Build	ling Designer	Kyodo Architects & Associates Ltd.		
	onstructor	Joint entity of Taisei Corporation, Hazama Corporation and		
		Daito Kogyo Co., Ltd.		
Building C	ertification Agency	Naha City		
Type of	Land	Ownership (partial leasing)		
Ownership <sup>8</sup>	Building	Ownership		
App	oraisal Value	¥1,420 million (JPY1,420,000,000)		
Ap	praisal Date	October 31, 2015		
I	Appraiser	Japan Real Estate Institute		
		3.47%		
	$PML^9$	(Based on the Building Survey Report on PML Assessment		
		produced by Sompo Japan Nipponkoa Risk Management, Inc.)		
	Collateral	None		
	anagement Company	The Dai-Ichi Building Co., Ltd.		
	Lease Company	The Dai-Ichi Building Co., Ltd.		
Iviustei	Leuse Company	1. Use of the first floor office was changed to retail in October		
Other Rel	evant Information			
		2006, but is currently used as office.		

(2) Overview of the Property to be Acquired

Notes

1. The type of asset to be acquired by JEI

2. The trustee will be changed from Shinsei Trust & Banking Co., Ltd. after the acquisition of the property.

3. The trust period will be extended until the maturity date of trust indicated above after the acquisition of the property.

4. The descriptions of "Lot Number," "Site Area," "Structure," and "Completion Date" are based on the indications on the land registry, and "Use" is based on the indication on the land registry or the completion drawing.

5. Concerning "Location" (residence indication), the address on the Real Estate Overview Statement is indicated.

6. JEI will acquire the ownership or leasehold interest of the entire area through the trustee. Out of the site area, the leasehold area is 193.42m<sup>2</sup>.

7. The total floor area of the building listed in the registry is indicated. The building is compartmentalized ownership, however the total floor area is indicated.

8. Form of ownership" indicates the form of ownership owned by the trustee for the asset scheduled to be acquired. "Compartmentalized ownership" means ownership of exclusively-owned spaces of a compartmentalized ownership building. JEI will acquire the entire exclusively owned space of the property building.

9. "PML (Probable Maximum Loss)" is the percentage of loss which will not exceed 90% against building replacement price, should the greatest earthquake that has a 10% probability occurring within the average useful life of a building of 50 years occur.



#### (3) Tenant Summarv

$(\underline{J})$	5) Tenant Summary					
	Leasable Floor Space	3,220.59m <sup>2</sup>				
	Leased Floor Space <sup>1</sup>	3,220.59m <sup>2</sup>				
	Number of Tenants	11				
	Monthly Rent	¥8,814 thousand <sup>2</sup>				
	Leaseholds and Security Deposits	$\pm 67,473$ thousand <sup>3</sup>				
		October	October	October	October	October
	Occupancy Rate <sup>4</sup>	31, 2011	31, 2012	31, 2013	31, 2014	31, 2015
	1 0	79.5%	85.7%	98.1%	87.2%	100%

Notes

1. A master lease agreement between the trustee and the master lease company, with the master lease company as the lessee, has been concluded, and there is one tenant. The leased floor space indicated is as of December 7, 2015.

2. The figure for "Monthly Rent" is the total (not including consumption and other taxes) of monthly rents (including common area expenses, but excluding fees for use of parking and other attached facilities), as of December 7, 2015, set forth in the lease agreements concluded between the master lease company and tenants. (Fractions less than one thousand yen are rounded down)

3. The figure for "Leaseholds and Security Deposits" shows the balance, as of December 7, 2015, of leaseholds and security deposits deposited with the master lease company by tenants (not including those pertaining to parking and other attached facilities and the amount which the lessor is not obligated to return). (Fractions less than one thousand yen are rounded down)

4. "Occupancy Rate" is calculated based on the total areas (excluding the attached facility areas such as parking, etc.) indicated in the contract agreed on with the end tenant.

#### (4) Details of the Seller

Details of the seller are not disclosed as the consent of the seller has not been obtained. There is no capital relationship, personnel relationship or business relationship to describe between JEI, the Asset Management Company and said seller. Said seller and its related parties/related companies are not related parties of JEI or the Asset Management Company.

#### (5) Status of Previous Owners

The acquisition of the Property to be Acquired is not from a person with a special interest relationship with JEI/the Asset Management Company.

(b) Details of Brokerage	1		
Company Name	Shinsei Trust & Banking Co., Ltd.		
Location	2-4-3 Nihonbashi-muromachi, Chuo-ku, Tokyo		
Representative	Takehiko Goto, Representative Director & President		
Main Business	Trust Banking Busi	ness	
Capital	¥5 billion		
Established	November 27, 1996	5	
Brokerage Fee	As consent for disc information is not d	losure has not been obtained from the broker, the lisclosed.	
	Capital Relationship	There is no capital relationship to be stated between JEI/Asset Management Company and the broker. In addition, there is no capital relationship to be specified between the related parties and affiliated companies of JEI/Asset Management Company and related parties and affiliated companies of the broker.	
Relationship between Broker with JEI/Asset Management Company	Personnel Relationship	There is no personnel relationship to be stated between JEI/Asset Management Company and the broker. In addition, there is no personnel relationship to be specified between the related parties and affiliated companies of JEI/Asset Management Company and related parties and affiliated companies of the broker.	
	Business Relationship	There is no business relationship to be stated between JEI/Asset Management Company and the broker. In addition, there is no business relationship to be specified between the related parties and affiliated companies of JEI/Asset Management Company and related parties and affiliated companies of the broker.	

### (6) Details of Brokerage



Status as Related Party	The broker does not fall under the category of a related party of JET/Asset Management Company. In addition, the related parties and affiliated companies of the broker do not fall under the category of a related party of JET/Asset Management Company.
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(7) Acquisition Schedule

December 7, 2015 - Decision within JEI to acquire asset December 7, 2015 - Execution of the purchase agreement December 7, 2015 - Handover date

### 4. Outlook

The impact of the acquisition of the Property on JEI's forecast operating results for the fiscal period ending December 2015 (July 1, 2015 – December 31, 2015) and the fiscal period ending June 2016 (January 1, 2016 – June 30, 2016) is minimal, and JEI will not revise its forecast for these fiscal periods.

5. Appraisal Summary

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Property Name	Okinawa No. 27 Daikyo Building	
Appraisal Value	¥1,420 million	
Appraiser	Japan Real Estate Institute	
Appraisal Date	October 31, 2015	
	Thousan	ds of ven <sup>1</sup> )

		(Thousands of yen <sup>1</sup> )
Appraisal Item	Appraisal	Remarks, etc.
	Value	
ncome Approach Value	1,420,000	
Direct Capitalization Value	1,430,000	
Operating Revenue	143,981	
Gross potential revenue	150,425	Calculated based on valuation of potential rent and other stable
		medium- and long-term revenue
Vacancy Loss, etc.	6,444	Estimated on the assumption of the occupancy rate level that is stable
		over a medium to long term
Operating Expenses	53,448	
Maintenance	15,857	Calculated considering the individuality of the property, while
Property management		referring to the scheduled property management fees, property
fees <sup>2</sup>		management fees of similar properties, and the actual fees of past years
Utilities	14,810	Assumed by taking into account the occupancy rate, etc. of the rental
		spaces, based on the actual results of past years
Repair costs	3,694	Calculated considering the actual fees of past years, maintenance and
		operational plan, the fees of similar properties and an annual average
		of repairs, maintenance and renewal costs as specified in the
		engineering report
Advertisement for	698	In accordance with the terms of the trust agreement, calculated based
leasing, etc.		on the presumed turnover period of the lessee.
Tax and public dues	9,493	Recorded based on the tax base for fiscal 2015.
Insurance	376	Recorded in reference to the estimated insurance premiums and
		insurance premium rates of similar properties, etc.
Other expenses	8,520	Recorded land price, etc. as other expenses
Net Operating Income	90,533	
Interest Income	1,319	Estimated profit through management by setting the management yield
		at 2.0%
Capital Expenditures	9,060	Estimated by taking into account the capital expenditure levels of
		similar properties, the building age and repair and replacement
		expenses stated in the engineering report, based on the assumption that
		the reserve is made averagely each year
Net Cash Flow	82,792	



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Cap Rate	5.8%	Assessed by adjusting the spread based on the property's site, building
		or other conditions, while considering future uncertainties and
		transaction yields of similar properties
Discounted Cash Flow Value	1,410,000	
Discount Rate	5.5%	Estimated in reference to the investment yield, etc. of transactions of
		similar properties and comprehensively taking into account the
		individual characteristics of the subject property
Terminal Cap Rate	6.0%	Estimated in reference to the transaction yield, etc. of similar
		properties and comprehensively taking into account the future trends of
		the investment yield, risks of the subject property as investment target,
		general forecasts of future economic growth and the trends in real
		estate prices and rent levels, etc.
Cost Approach Value	1,330,000	
Land Value	45.0%	
Building Value 55.		

Other matters noted by the appraiser	None
in conducting appraisal	
Notes	

2. Through the individual reporting of maintenance and management fees and property management fee standards, other transactions involving the companies entrusted with building management and property management may be impacted, efficient performance of duties by JEI may be impeded, or investor profits may be negatively impacted, and as such maintenance and management fees and property management fees are indicated as a combined figure.

Appendix:

(End)

- 1. Property Income and Expense Outlook
- 2. Portfolio Overview after Acquisition of the Property to be Acquired
- 3. External View of the Property to be Acquired

Japan Excellent, Inc. Website: www.excellent-reit.co.jp/eng/

<sup>1.</sup> Amounts are rounded to the nearest thousand yen.



(Appendix 1) Property Income and Expense Outlook

	(Millions of yen)
	Okinawa No. 27 Daikyo Building
Revenues	145
Expenses (excluding depreciation)	57
Net Operating Income (NOI)	88

Assumptions for Income and Expense Outlook

The above figures are the annual estimates for the Property to be acquired by JEI excluding special circumstances that may arise during the year of the acquisition (i.e., not forecast for the current fiscal period).



Area	Property #	Property Name	Date of Acquisition	Acquisition Price <sup>1</sup> (mn yen)	Investment Ratio <sup>2</sup> (%)	Investment Ratio by Area <sup>2</sup> (%)	
	I-1	Omori Bellport D	June 29, 2006	22,552	7.7		
	I-2	Shiba 2-Chome Building	June 29, 2006	9,450	3.2		
	I-3	JEI Hamamatsucho Building	June 29, 2006	8,350	2.9		
			June 27, 2006	5,040	1.7		
	I-4	No. 32 Kowa Building	October 29, 2010	2,390	0.8		
			Total	7,430	2.6		
	I-7	Akasaka Garden City	March 28, 2007	23,300	8.0		
			October 26, 2007	17,857	6.1		
Area I	I-8	ASAKA INTERCITY	February 5, 2013	10,289	3.5	50.8	
Tokyo's 6 Central Wards <sup>3</sup>			Total	28,146	9.7		
	I-9	Kowa Shirokanedai Building	December 24, 2010	4,705	1.6		
	I-10	Daiba Garden City Building	February 4, 2011	11,000	3.8		
	I-11	No. 35 Kowa Building	November 25, 2011	8,280	2.8		
			December 20, 2011	7,080	2.4		
	I-12	HAMARIKYU INTERCITY	February 4, 2014	12,000	4.1		
			Total	19,080	6.6		
	I-13	Shintomicho Building	March 28, 2012	1,750	0.6		
	I-14	Kowa Nishi-Shimbashi Building	March 28, 2013	3,931	1.4		
			June 27, 2006	4,300	1.5		
	II-1	NHK Nagoya Housou Center Building	March 24, 2014	1,310	0.5		
Area II		Nink Nagoya Housou Center Dununig	Total	5,610	1.9	4.8	
Central Osaka, Central Nagoya, Central Fukuoka <sup>4</sup>	II-2	JEI Nishi-Honmachi Building	March 28, 2007	6,673	2.3		
	II-3	Osaka Kogin Building (Land with Leasehold Interest)	February 5, 2013	1,770	0.6		
	III-1	Musashikosugi Tower Place	June 27, 2006	13,890	4.8		
	III-2	Kowa Kawasaki Higashiguchi Building	June 27, 2006	10,976	3.8		
	III-3	JEI Hongo Building	June 29, 2006	5,400	1.9		
			June 27, 2006	3,775	1.3		
		Kawasaki Nisshincho Building	November 30, 2006	130	0.0	37.7	
Area III	III-5		October 17, 2008	300	0.1		
Tokyo (excl. Area I) and			April 17, 2013	520	0.2		
area surrounding Tokyo			Total	4,725	1.6		
(Kanagawa, Saitama and Chiba Prefecture)	III-6	No. 44 Kowa Building	June 27, 2006	1,150	0.4		
,	III-7	JEI Ryogoku Building	June 27, 2006	2,550	0.9		
	III-8	Ebina Prime Tower	March 29, 2007	6,470	2.2		
	III-9	Kowa Kawasaki Nishiguchi Building	October 26, 2007	32,000	11.0		
	III-10	Pacific Square Sengoku	December 20, 2011	1,620	0.6		
	III-11	Core City Tachikawa	February 5, 2013	6,500	2.2		
	III-12	Nisseki Yokohama Building	April 1, 2015	24,500	8.4		
<b>Area IV</b> Osaka, Nagoya and Fukuoka	IV-2	JEI Kyobashi Building	September 1, 2011	3,308	1.1		
	IV-3	JEI Hiroshima Hatchobori Building	May 22, 2012	2,760	0.9		
	IV -4	SE Sapporo Building	March 1, 2013	5,500	1.9		
	IV-5	Aobadori Plaza	February 4, 2014	2,120	0.7	6.7	
Dsaka, Nagoya and Fukuoka (excl. Area II) and other	10-5		1		1.7	_	
Dsaka, Nagoya and Fukuoka (excl. Area II) and other government-decreed cities,	IV-5 IV-6	Daiwa Minamimoricho Building	February 4, 2014	4,410	1.5		
Osaka, Nagoya and Fukuoka		Daiwa Minamimoricho Building Okinawa No.27 Daikyo Building	February 4, 2014 Due on December 7, 2015	4,410	0.5		

## (Appendix 2) Portfolio Overview after Acquisition of the Property to be Acquired

Notes

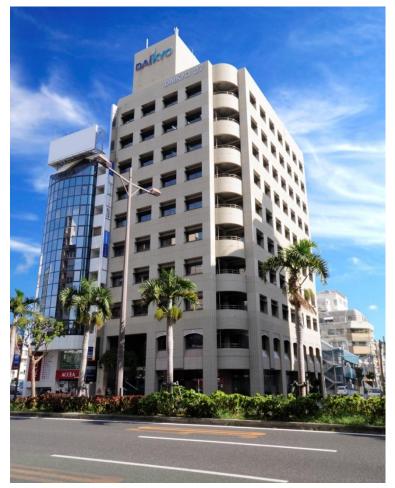
1. "Acquisition Price" is the acquisition value on the purchase agreement, excluding consumption tax, etc. Amounts are rounded to the nearest million yen.



- 2. "Investment Ratio" and "Investment Ratio by Area" are rounded to the first decimal place.
- 3. "Tokyo's 6 Central Wards" is Chiyoda, Chuo, Minato, Shinjuku, Shinagawa, and Shibuya Wards.
- 4. "Central Osaka" is the Umeda, Dojima, Nakanoshima, Yodoyabashi, and Honmachi districts, "Central Nagoya" is the Meieki, Fushimi, Sakae districts, and "Central Fukuoka" is the Tenjin and Hakata Terminal Peripheral districts.



(Appendix 3) External View of the Property to be Acquired





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Map 訳

沖縄第 27 大京ビル	Okinawa No.27 Daikyo Building
琉球放送	Ryukyu Broadcasting Corporation
久茂地	Kumoji
琉球銀行本店	Bank of the Ryukyu, Head Office
御成橋	Onaribashi
久茂地川	Kumoji River
甲辰橋	Koshinbashi
ゆいレール	Yui Rail
県庁前駅	Kencho-mae Station
沖縄銀行本店	The Bank of Okinawa, Head Office
沖縄テレビ放送	Okinawa Television Broadcasting
パレット久茂地	Palette Kumoji
県庁北口	Kencho Kitaguchi
県庁前通り	Kencho mae dori Street
国際通り	Kokusai dori Street
首里駅方面	To Shuri Station
農林中央金庫	The Norinchukin Bank
沖縄セルラー本社ビル	Headquarters Building of Okinawa
	Cellular Telephone Company
タイムスビル	Times Building
那覇空港駅方面	To Naha Kuko Station