



# Fukuoka REIT Corporation

Overview of the 24th fiscal period performance [8968] March 1<sup>st</sup>, 2016 ~ August 31<sup>st</sup>, 2016



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Overview of the 24th fiscal period performance

[Security code] 8968] March 1<sup>st</sup>, 2016 ~ August 31<sup>st</sup>, 2016

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\* Regarding rounding of amounts, percentages, and ratios unless otherwise stated, in these materials, monetary amounts are rounded down to the nearest whole unit, and percentage amounts are rounded off to one decimal place.

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# Sold assets and acquired a new property by the sponsor pipeline

Sold two assets and acquired one property in the 25th fiscal period

## Summary

- Sold AEON Hara Shopping Center, in the current booming real estate market and avoided future risks.
- Sold Aqualia Kego at a price substantially exceeding unrealized gains in the same timeframe as the sale of AEON Hara Shopping Center, minimizing impact on the financial results
- Acquired Sports Club NAS Park Place Oita utilizing the sponsor pipeline

## ■ Sold assets

### AEON Hara Shopping Center



Loss on sales: 1,659 million yen<sup>(+1)</sup>

(including 113 million yen of estimated disposition expenses)

Disposition date: September 30, 2016

Decided that it was advisable to avoid future risks as a result of consideration of factors such as the potential for renovation through additional investment.

### Minimization of the impact on financial results through offsetting of gain/loss on sales

(+1) This has been recorded as an impairment loss in the 24th fiscal period. Refer to P7 "Financial highlights". The estimated amount as of the end of the 24th fiscal period is presented. (+2) This is expected to be recorded as operating revenue in the 25th fiscal period. Refer to P7 "Financial highlights". The estimated amount as of the end of the 24th fiscal period is presented. (+3) Calculated by dividing net cash flow (NCF) by direct capitalization method in the appraisals report conducted at the time of acquisition by the acquisition price. (The same applies below.)

### Aqualia Kego



Gain on sales: 1,653 million yen<sup>(+2)</sup>

(including 45 million yen of estimated disposition expenses)

Disposition date: November 29, 2016 (scheduled)

Sold in the current booming real estate market and realized a gain on the sale exceeding unrealized gains.

## ■ Acquired a sponsor's property

### Sports Club NAS Park Place Oita



Acquisition price: 1,470 million yen

Seller: Fukuoka Jisho Co., Ltd

Acquisition timing: September 1, 2016

Acquisition Cap: 6.1%<sup>(+3)</sup>

Acquired a relatively new, competitive sports center utilizing the sponsor pipeline.

### Contribution to long-term stable dividends

# Kumamoto Earthquake <sup>(\*)1</sup> - Inbound Visitor Situation

Kumamoto Intercommunity SC resumes business

## ■ Kumamoto Intercommunity SC



■ Kumamoto Intercommunity SC has resumed business following a temporary suspension after the Kumamoto Earthquake. Rents were partially exempt while business was suspended.

Acquisition timing	November 2006	Construction period	November 2006
Acquisition price	2,400 million yen	Address	1-chome, Kozono, Higashi Ward, Kumamoto City
Investment ratio	1.3%	Tenants	Sports Depo/Golf 5 Starbucks Coffee

## ■ Disaster damage from the Kumamoto Earthquake and earthquake insurance

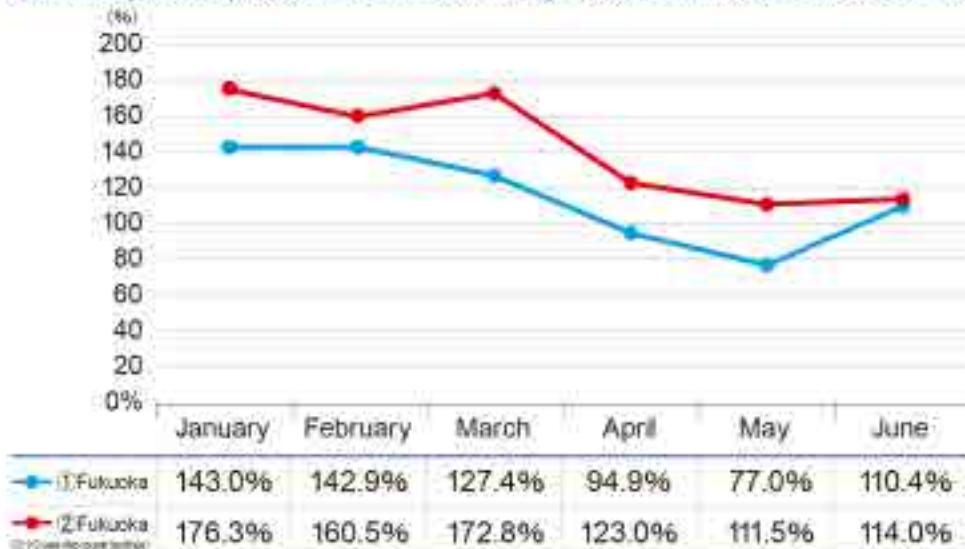
■ Earthquake insurance compensated for most of the physical damage to FRC's owned properties (mainly Kumamoto Intercommunity SC) incurred from the Kumamoto Earthquake.

- Loss on disaster (extraordinary losses): 90 million yen
- Insurance income (extraordinary income): 75 million yen  
(FRC covered 10 million yen of deductible fee and building investigation fee)

(\*) This refers to the 2016 Kumamoto Earthquake. (The same applies below.)

## ■ Inbound visitor trends

◎ Year-on-year comparison of the number of foreign visitors to Fukuoka Prefecture (2016)



Source: Prepared by Fukuoka Realty based on data from Statistics on Legal Migrants (Ministry of Justice)

## ◎ Travel expenditures per foreign visitor to Japan (shopping cost)

(unit: yen)

Country/Region	2015 (annual)	yr/yr	2016 Jan-Mar	yr/yr	2016 Apr-Jun	yr/yr
All countries/Region	73,662	38.3%	66,885	(7.0)%	60,440	(21.5)%
Korea	22,195	10.2%	20,038	(6.9)%	19,611	(17.2)%
China	161,973	27.1%	151,293	(14.5)%	123,597	(28.7)%
Taiwan	59,500	28.0%	52,487	(5.2)%	47,158	(24.2)%
Hong Kong	72,145	39.9%	68,675	(4.5)%	58,675	(6.8)%

Source: Prepared by Fukuoka Realty based on data from Consumption Trend Survey for Foreigners Visiting Japan (Japan Tourism Agency)

# Current condition of inbound visitors

## Favorable inbound customer trends

### ■ Change in number of overseas visitors - Fukuoka Prefecture, Kyushu (+)



### ■ Total number of foreign lodgers: Fukuoka Prefecture, Kyushu (+)



### ■ Breakdown of overseas visitors by country and region (Fukuoka Prefecture, Nationwide)

Fukuoka Prefecture	(Unit: thousand)									
	2011	2012	2013	2014	2015	2016	2015/2011	2016/2011	2015/2011	2016/2011
China	81	(29.3)%	82	0.3%	68	(17.1)%	117	72.5%	158	35.1%
Korea	366	(30.4)%	485	32.5%	558	14.9%	575	3.2%	881	53.2%
Taiwan	70	(11.7)%	107	53.5%	139	29.9%	170	22.3%	232	36.5%
HongKong	16	49.6%	22	31.1%	41	91.8%	73	75.8%	117	61.6%

Nationality	(Unit: thousand)									
	2011	2012	2013	2014	2015	2016	2015/2011	2016/2011	2015/2011	2016/2011
China	1,333	(19.8)%	1,626	22.0%	1,605	(1.3)%	2,537	58.1%	4,497	77.3%
Korea	1,820	(28.5)%	2,315	20.6%	2,723	17.6%	3,016	10.8%	4,252	41.0%
Taiwan	1,039	(20.8)%	1,503	44.7%	2,246	49.4%	2,864	27.6%	3,576	24.9%
HongKong	350	(27.7)%	463	32.4%	725	56.7%	902	24.4%	1,473	63.2%

Source: Prepared by Fukuoka Realty based on data from Statistics on Legal Migrants (Ministry of Justice)

### ■ Number of cruise ship port calls

Rank	2014	2015	2016(excl. planned)
1	Yokohama [146]	Hakata [259]	Hakata [340]
2	Hakata [115]	Nagasaki [131]	Naha [200]
3	Kobe [100]	Yokohama [125]	Nagasaki [193]
4	Naha [80]	Naha [115]	Yokohama [120]
5	Nagasaki [75]	Kobe [97]	Kobe [105]

Source: Prepared by Fukuoka Realty based on Japanese Cruise Trends in 2015  
Industrial Port Policy Division, Ports and Harbours Bureau, Ministry of Land, Infrastructure, Transport and Tourism; and data published by port administrators as of October 7, 2016

# Results and forecasts in dividends



# Disposition assets

Disposition of assets which are AEON Hara Shopping Center and Aqualia Kego in the 25th fiscal period

## ■AEON Hara Shopping Center



- Considered the plan after lease expiration, since less than three years remained until expiration of the fixed-term tenancy agreement.
- Took into account factors such as assumed lease terms after expiration of the agreement, building age, and favorable trade area population (approx. 300,000 people within 3 km).
- Also fully considered factors such as the possibility of renovation through additional investment, return on investment, and the possibility of resolving unrealized loss.

Acquisition timing	March 2007	Construction period	October 1976
Land space	17,439.70m <sup>2</sup>	Address	6-chome Hara, Sawara Ward, Fukuoka City
Floor space	27,313.53m <sup>2</sup>	Number of tenants	1
Buyer	Domestic business corporation	Tenant	AEON KYUSHU Co., Ltd.

(\*)1 The number of leaseable units, indicates the total of residential portion (126 units) and the retail/business portion (4 units).

(\*)2 The proportion of total leased floor area (the total of leased floor areas indicated in lease agreements with end tenants concluded as of the end of the 24th fiscal period) among total leased floor space, rounded off to the first decimal place.

Unit: mm yen (figures rounded down to nearest 100 yen)

Property name	Investment type	Disposition value(A) <sup>(*)3</sup>	Book value <sup>(*)4</sup>	Loss and gain on sales <sup>(*)5</sup>	Appraisal value(B) <sup>(*)5</sup>	(A)-(B)	Date of agreement	Disposition date
AEON Hara Shopping Center	Passive retail	3,700	5,249	(1,659)	4,030	(330)	Aug. 31, 2016	Sep. 30, 2016
Aqualia Kego	Residence	4,320	2,632	1,653	3,670	650	Aug. 31, 2016	Nov. 29, 2016
Total		8,020	7,881	(5)	7,700	320		

<sup>(\*)3</sup> Book value is presented as of the 24th fiscal period. Book value of AEON Hara Shopping Center is presented excluding the calculation of impairment loss. <sup>(\*)4</sup> The amount is presented as of the 24th fiscal period. It includes the estimated disposition expenses. <sup>(\*)5</sup> Appraisal value is presented as of August 1, 2016.

## ■Aqualia Kego



- High occupancy maintained since the acquisition, and appraisal value rose to 3,670 mm yen as of August 1, 2016.
- Realized a sales price exceeding appraisal value and unrealized gain thanks to the timing of the sale in a booming real estate market.
- Optimal asset management utilizing a non-core asset.

# New acquisition in the 25th fiscal period

Acquired Sports Club NAS Park Place Oita utilizing the sponsor pipeline

## Sports Club NAS Park Place Oita



### Property overview

Property	Sports Club NAS Park Place Oita
Address	1-chome, Koendorinishi, Oita City
Seller	Fukuoka Jisho Co., Ltd.
Acquisition price	1,470 million yen
Appraisal value	1,470 million yen
Acquisition Cap.	6.1%
Acquisition timing	September 1, 2016
Property manager	Fukuoka Jisho Co., Ltd.

Part of Park Place Oita, which can attract customers from a wide area

- The only general sports club in Oita City. It is located adjacent to large-scale retail facilities that can attract customers from a wide area.
- Many affluent people and families with young children live in Park Place Oita Koen-dori, a nearby residential area.
- Since free parking is available for users of the facility, the club is highly convenient to commute during shopping.

A relatively new sports club with a complete range of facilities that contributes stable revenue.

- It is a relatively new property completed in 2014 with a complete range of general sports club facilities.
- A key feature is a spa zone with a variety of attractions that makes it possible to attract health-conscious seniors.
- A long-term and fixed-term tenancy agreement has been concluded.

\*Sports Club NAS Park Place Oita is included as additional acquisition of Park Place Oita.



# Financial highlights

Dividend per unit was 3,479 yen

Category		23rd ~ Feb. 29, 2016 A	24th ~ Aug. 31, 2016 B	Difference B-A	25th ~ Feb. 28, 2017 (forecast)	26th ~ Aug. 31, 2017 (forecast)
Profit and loss	Operating revenues	8,343	8,234	(109)	9,707	8,008
	Gain on sales	-	-	-	② 1,655	-
	Leasing NOI <sup>(*)1</sup>	5,237	5,164	(72)	4,959	4,894
	Depreciation and amortization expenses	1,471	1,470	(0)	1,465	1,474
	Operating income	3,141	3,069	(72)	4,517	2,820
	Ordinary income	2,670	2,616	(54)	4,127	2,466
	Extraordinary income	-	75	75	-	-
	Insurance income	-	75	75	-	-
	Extraordinary losses	-	1,751	1,751	-	-
	Impairment loss	-	1,660	1,660	-	-
	Loss on disaster	-	90	90	-	-
Dividend	Profit	2,669	938	① (1,731)	4,126	2,465
	Recording of reserve for temporary difference adjustments	-	1,660		-	-
	Reversal of reserve for temporary difference adjustments	-	-	③	1,660	-
	Total dividends	2,669	(*)2 2,598		(*)3 2,465	2,465
	Total number of investment units outstanding (at period-end) (units)	747,000	747,000		747,000	747,000
	Dividend per unit (yen) C	3,574	3,479		-	-
	Latest dividend forecast per unit (yen) D	3,500	(*)4 3,560		3,300	3,300
Difference from forecast(yen) C-D		+74	(81)		-	-

① An amount corresponding to impairment loss on AEON Hara Shopping Center recorded in the income statement for the 24th fiscal period has been recorded in the dividend statement as a reserve for temporary difference adjustments. (An amount corresponding to the amount of increase in the dividend attributable to the reserve for temporary difference adjustments is treated as a dividend in excess of earnings, not a return of capital on taxation.)

② Gain on the sale of Aquaria Kego will be recorded in the income statement for the 25th fiscal period. (Since an impairment loss on AEON Hara Shopping Center was recorded in the 24th fiscal period and the amount in the balance sheet decreased, no loss on sales is expected to be recorded in the income statement for the 25th fiscal period.)

③ Reversal of the reserve for temporary difference adjustments recorded in the 24th fiscal period

④ Leasing NOI = Lease business revenues - Lease business expenses + Depreciation

(\*)1 Calculated using the following equation: Profit + Recording of reserve for temporary difference adjustments - Retained earnings carried forward

(\*)2 Calculated using the following equation: Profit - Reversal of the reserve for temporary difference adjustments - Retained earnings carried forward

(\*)3 The dividend forecast per unit is based on the content of "Topic on Revised 2017 Forecast of Performance for Fiscal Period Ending August 31, 2017" released on August 30, 2017. The forecast of dividends per unit was revised 3,400 yen.

The difference between accounting treatment and tax treatment

	Agreement	Delivery	Own and lease on-sale	Taxation	Accounting
AEON Hara Shopping Center	24th	25th	25th	24th <sup>(*)5</sup>	
Aquaria Kego	24th	25th	25th	25th	

(\*)5 Indicates impairment loss recorded in the 24th fiscal period

[For reference]

Reserve for temporary difference adjustments

Previously, when a difference occurred between accounting profit and income for tax purposes due to differences between the accounting treatment and tax treatment of investment corporations (inconsistency between accounting and taxation), even if investment corporations made distributions in excess of accounting profit, since the excess portion of such distributions was not treated as deductible dividends, income for tax purposes, including the excess portion, was recognized, and investment corporations were subject to taxation.

Under the fiscal 2015 tax system revision, among the distribution of monies by investment corporations, an amount equivalent to the amount of increase in the "reserve for temporary difference adjustments" is now treated as a dividend for tax purposes, in the same manner as ordinary profit distributions, and has become tax-deductible for investment corporations.

In addition, with regard to the requirement that the amount of dividend payments exceed 90% of distributable profit, the amount of increase in the allowance for temporary difference adjustments and amount of reversal of the reserve for temporary difference adjustments are deducted from the amount of distributable profit.

Due to these tax system revisions, even when a difference in the timing of recognition of accounting profit and loss and income and loss for tax purposes accompanying the sale of assets occurs, as in this case, it has become possible to pay dividends to investors based on an economically rational point of view.

# Dividend's track record

Aim for rapid recovery to the 3,400 yen range

## ■ Dividend results / forecasts

Category	18th ~ Aug. 31, 2013	19th ~ Feb. 28, 2014	20th ~ Aug. 31, 2014	21st ~ Feb. 28, 2015	22nd ~ Aug. 31, 2015	23rd ~ Feb. 29, 2016	24th ~ Aug. 31, 2016	25th ~ Feb. 28, 2017 (forecast)	26th ~ Aug. 31, 2017 (forecast)
Dividend per unit(yen)	16,458	16,219	3,278	3,435	3,563	3,574	3,479		
Latest dividend forecast per unit(yen)	16,200	16,200	3,220	3,350	3,450	3,500	(*1)3,560	3,300	3,300
Total number of investment units outstanding (at period-end)(units)	138,000	138,000	690,000	690,000	747,000	747,000	747,000	747,000	747,000

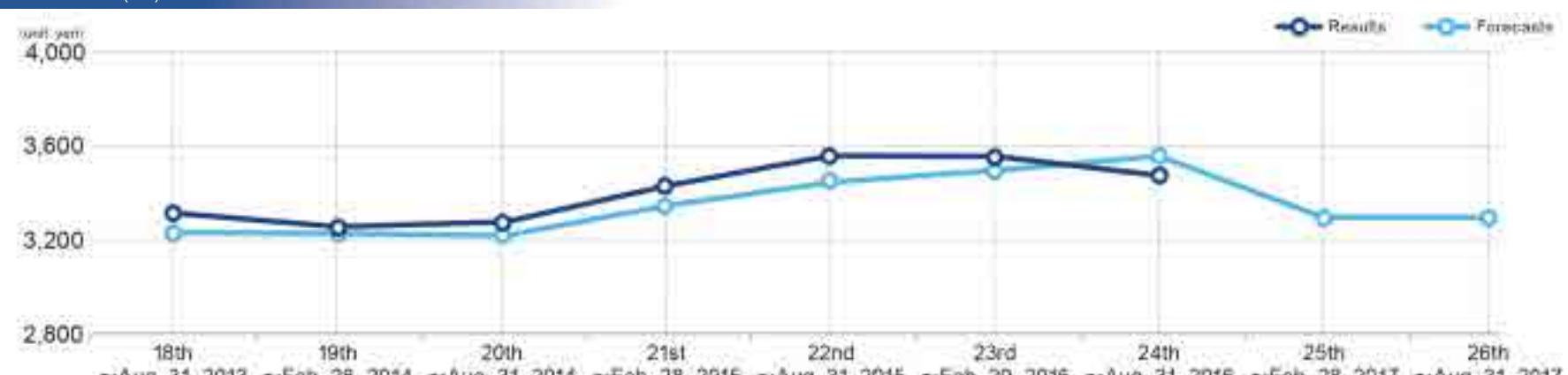
(\*1) The forecast of dividend per unit was revised to 3,430 yen on "Notice on Revision to Forecast of Performance for Fiscal Period Ending August 2016 and February 2017" as of August 30, 2016.

## ■ Reference: Dividend's track record

Dividend per unit(yen) (The forecast dividend is multiplied by five)	16,458	16,219	16,390	17,175	17,815	17,870	17,395	16,500	16,500
Dividend per unit(yen) (The actual dividend is divided by five)	3,291	3,243	3,278	3,435	3,563	3,574	3,479	3,300	3,300

\* A 5-for-1 split of investment unit was effectuated on March 1,2014

## ■ Dividend's track record(\*2)



(\*2) Dividends per investment unit for the 18th fiscal period to the 19th fiscal period reflect the 5-for-1 split of investment unit.

# Balance sheets (compared with the previous fiscal period)

Account		23rd ~Feb. 29, 2016 A	24th ~Aug. 31, 2016 B	Difference B-A
Assets	<b>Total current assets</b>	9,082	9,701	619
	Cash and deposits	3,513	4,165	651
	Cash and deposits in trust	4,905	4,775	(130)
	Operating accounts receivable	372	491	118
	Prepaid expenses	284	262	(21)
	Consumption taxes receivable	-	-	-
	Deferred tax assets	0	0	0
	Others	6	7	1
	<b>Total non-current assets</b>	172,324	169,779	(2,545)
	<b>Total property, plant and equipment</b>	169,804	167,340	① (2,464)
	Buildings in trust	63,454	62,483	(971)
	Structures in trust	918	889	(28)
	Machinery and equipment in trust	353	366	13
	Tools and fixtures in trust	301	298	(3)
	Lands in trust	104,756	103,095	(1,660)
	Construction in progress in trust	19	206	186
	<b>Total intangible assets</b>	1,770	1,768	(2)
	Leasehold right in trust	1,765	1,765	-
	Other intangible assets in trust	5	3	(2)
	<b>Total investment and other assets</b>	748	669	(78)
	Lease and guarantee deposits	10	10	-
	Lease and guarantee deposits in trust	110	110	-
	Long-term prepaid expenses	628	549	(78)
	<b>Total deferred assets</b>	38	32	(6)
	<b>Total assets</b>	181,445	179,513	(1,932)

Account		23rd ~Feb. 29, 2016 A	24th ~Aug. 31, 2016 B	Difference B-A
Liabilities	<b>Total current liabilities</b>	13,398	27,833	14,434
	Operating accounts payable	667	639	(27)
	Short-term debt payable	-	4,000	② 4,000
	Current maturities of long-term debt	10,250	20,450	③ 10,200
	Account payable-other	23	12	(11)
	Accrued expenses	353	348	(4)
	Income taxes payable	0	1	0
	Accrued consumption taxes	321	107	(214)
	Advances received	1,004	1,070	66
	Deposits received	777	1,202	425
	<b>Total non-current liabilities</b>	74,234	59,598	(14,635)
	Investment corporation bonds	2,000	2,000	-
	Long-term debt payable	60,075	45,500	④ (14,575)
	Tenant leasehold and security deposits	331	371	40
	Tenant leasehold and security deposits received in trust	11,828	11,727	(101)
	<b>Total liabilities</b>	87,633	87,432	(201)
	<b>Total unitholders' equity</b>	93,812	92,081	(1,731)
	Unitholders' capital	91,142	91,142	-
	Surplus	2,669	938	⑤ (1,731)
	<b>Total net assets</b>	93,812	92,081	(1,731)
<b>Total liabilities and net assets</b>		181,445	179,513	(1,932)

Assets	
① Capital expenditures (incl. construction in progress in trust)	+665
Depreciation and amortization expenses	(1,470)
Impairment loss(AEON Hara Shopping Center)	(1,660)
Others	+1
<b>Total</b>	① (2,464)

Liabilities	
② Long-term debt of current maturities →Short-term debt	+4,000
③ Long-term debt →Long-term debt of current maturities +10,575	
Repayment of maturing debt	(300)
Contractual repayment	(75)
<b>Total</b>	+10,200
④ Long-term debt of current maturities →Long-term debt	+700
Long-term debt →Long-term debt of current maturities (15,275)	
<b>Total</b>	(15,275)
⑤ Decrease in profit compensating for impairment loss (1,660) Decrease in the other profits	(1,731)
<b>Total</b>	(1,731)

# Statements of Income (compared with previous fiscal period)

Dividend below previous fiscal period 3,479 yen due to the impact of change in inbound consumption trends and the Kumamoto Earthquake

Account		23rd ~Feb. 29, 2016 A	24th ~Aug. 31, 2016 B	Difference B-A
Operating profit and loss	<b>Operating revenues</b>	8,343	8,234	① (109)
	Leasing revenues-real estate	7,864	7,701	(163)
	Other leasing revenues-real estate	478	533	54
	<b>Operating expenses</b>	5,201	5,165	② (36)
	Expenses related to leasing business	4,577	4,540	(36)
	Asset management fees	493	492	(0)
	Asset custody fees	6	6	0
	Administrative service fees	52	54	2
	Director's compensations	9	9	-
	Other operating expenses	62	61	(1)
<b>Operating income</b>		3,141	3,069	(72)
Non-Operating profit and loss	<b>Non-operating revenues</b>	3	1	(2)
	<b>Non-operating expenses</b>	474	453	③ (20)
	Interest expenses (incl. investment corporation bonds)	358	346	(11)
	Financing related expenses	104	100	(3)
	Other non-operating expenses	12	6	(5)
<b>Ordinary income</b>		2,670	2,616	(54)
<b>Extraordinary income</b>		-	75	75
Insurance income		-	(*1) 75	75
<b>Extraordinary losses</b>		-	1,751	1,751
Impairment loss		-	(*2) 1,660	1,660
Loss on disaster		-	(*1) 90	90
<b>Net income before income taxes</b>		2,670	939	(1,730)
<b>Income taxes</b>		0	1	0
<b>Profit</b>		2,669	938	(1,731)
Dividend	Recording of reserve for temporary difference adjustments	-	(*2) 1,660	1,660
	<b>Total dividends</b>	2,669	2,598	(70)
	<b>Dividend per unit (yen)</b>	3,574	3,479	(95)

(\*1) For information on "insurance income" and "loss on disaster," refer to "Disaster damage from the Kumamoto Earthquake and earthquake insurance" on P2 "Kumamoto Earthquake - Inbound Visitor Situation."

(\*2) For information on "impairment loss" and "recording of reserve for temporary difference adjustments," refer to P7 "Financial highlights."

Sign indicates impact on profit (unit : mm yen)

<b>Operating profit and loss</b>	
① Canal City Hakata	(62)
of which, rent decreases	(51)
Canal City Hakata-B	(19)
of which, rent decrease	(18)
Park Place Oita	+10
of which, increase in utility expenses	+15
Office buildings	(10)
of which, Canal City Business Center Building	(21)
Kumamoto Intercommunity SC	(57)
Others	+19
<b>Total</b>	(109)
② Increase in outsourcing fees	(32)
of which, Canal City Human management consultant	(23)
Increase in utility expenses	(13)
of which, Park Place Oita	(7)
Decrease in repair & maintenance expenses	+150
of which, Canal City Hakata	+29
of which, Canal City Intercommunity	+28
of which, Office buildings	+47
Increase in taxes and fees	(54)
of which, acquired properties at the 2016 fiscal period (52)	
Increase in other expenses	(15)
<b>Total</b>	+36

<b>Non-Operating profit and loss</b>	
① Decrease in debt-related expenses	+14
of which, decrease in refinancing cost	+11
Decrease in amortization of investment unit issuance expenses	+5
<b>Total</b>	+20

# Statements of Income (compared with forecast)

Dividend below forecast at 3,479 yen due to the impact of change in inbound consumption trends and the Kumamoto Earthquake

Account		Previous Forecast A	24th ~Aug. 31, 2016 B	Difference B-A
Operating profit and loss	<b>Operating revenues</b>	8,412	8,234	① (178)
	Leasing revenues-real estate		7,701	
	Other leasing revenues-real estate		533	
	<b>Operating expenses</b>	5,291	5,165	② (126)
	Expenses related to leasing business		4,540	
	Asset management fees		492	
	Asset custody fees		6	
	Administrative service fees		54	
	Director's compensations		9	
	Other operating expenses		61	
Non-Operating profit and loss	<b>Operating income</b>	3,121	3,069	(52)
	<b>Non-operating revenues</b>	1	1	(0)
	<b>Non-operating expenses</b>	462	453	(8)
	Interest expenses (incl. investment corporation bonds)		346	
	Financing related expenses		100	
	Other non-operating expenses		6	
	<b>Ordinary income</b>	2,660	2,616	(44)
<b>Extraordinary income</b>		-	75	75
Insurance income			(* 1) 75	
<b>Extraordinary losses</b>		-	1,751	1,751
Impairment loss			(* 2) 1,660	
Loss on disaster			(* 1) 90	
<b>Net income before income taxes</b>		2,660	939	(1,720)
<b>Income taxes</b>		1	1	0
<b>Profit</b>		2,659	938	(1,721)
Dividend	Recording of reserve for temporary difference adjustments	-	(* 2) 1,660	1,660
	<b>Total dividends</b>	2,659	2,598	(60)
	<b>Dividend per unit (yen)</b>	3,560	3,479	(81)

(\* 1) For information on "insurance income" and "loss on disaster," refer to "Disaster damage from the Kumamoto Earthquake and earthquake insurance" on P2 "Kumamoto Earthquake - Inbound Visitor Situation."

(\* 2) For information on "impairment loss" and "recording of reserve for temporary difference adjustments," refer to P7 "Financial highlights."

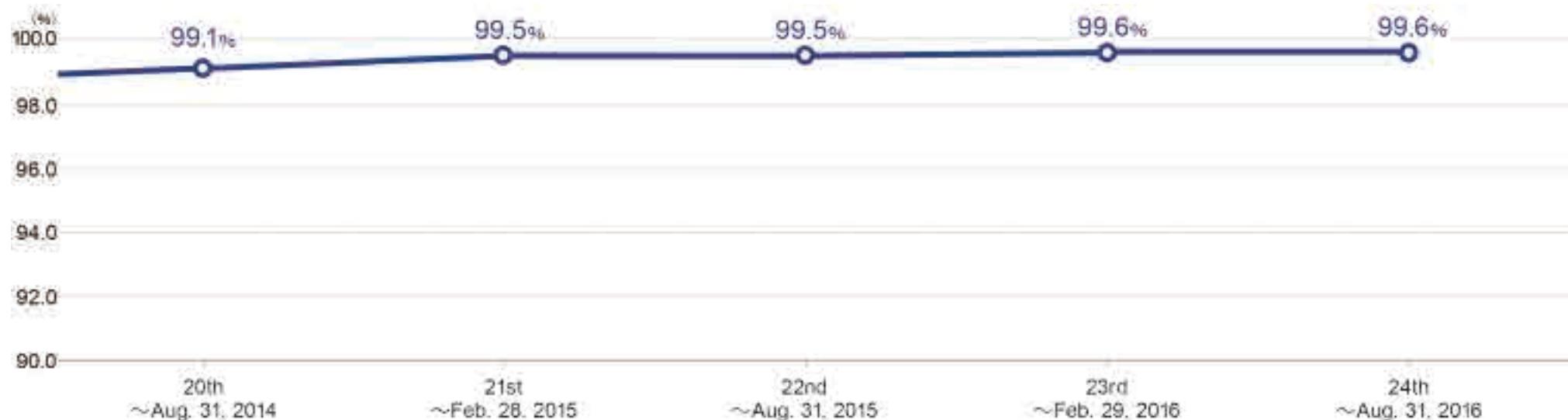
Sign indicates impact on profit (unit : mm yen)

■ Operating profit and loss	
① Canal City Hakata	(92)
-of which, rent decrease	(101)
Park Place Oita	(31)
-in which, decrease in utility expenses	(13)
Office buildings	(21)
-of which, Canal City Business Center Building (27)	(27)
Kumamoto Intercommunity SC	571
Others	+29
total	(178)
② Decrease in outsourcing fees	+9
-of which, newly established base in Canal City Hakata +25	+25
Decrease in utility expenses	+30
-of which, Park Plaza Oita +10	+10
-of which, office buildings +10	+10
Decrease in repair & maintenance expenses	+53
-of which, Canal City Hakata +26	+26
-of which, Canal City Hakata-B +13	+13
-of which, office buildings +12	+12
Decrease in Depreciation and amortization expenses	+11
Decrease in other expenses	+23
Total	+126

# Portfolio properties' occupancy rates

Maintained high occupancy rates

## ■Historical occupancy rates (the weighted average during the period)



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

Category	20th ~ Aug. 31, 2014	21st ~ Feb. 28, 2015	22nd ~ Aug. 31, 2015	23rd ~ Feb. 29, 2016	24th ~ Aug. 31, 2016	Investment Percentage (based on acquisition price)
Active retail	99.8%	100.0%	99.9%	99.7%	99.7%	46.5%
Passive retail	100.0%	100.0%	100.0%	100.0%	100.0%	14.2%
Office buildings	97.5%	98.8%	99.0%	99.6%	99.8%	27.0%
Others	96.1%	96.6%	98.5%	98.5%	98.3%	12.3%
Total	99.1%	99.5%	99.5%	99.6%	99.6%	100.0%

\* Calculated by weighted average during the period.

\* Active Retail = properties with variable rents such as Canal City Hakata, Canal City Hakata・B, Park Place Oita, and SunLiveCity Kokura. Passive Retail = properties without variable rents such as Square Mall Kagoshima Usuki, Kumamoto Intercommunity SC, AEON Hara Shopping Center, Hanahata SC, Kurume Higashi Kushiwara SC, K's Denki Kagoshima, and Marinoa City Fukuoka (Marina Side Building).

# Appraisal value

Unrealized gains (\*1) totaled 24,255 mm yen at the end of 24th fiscal period (increase of 4,425 mm yen compared with previous fiscal period)

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

Property name	Acquisition price (*2)	Acquisition cap rate	Appraisal value		Book value at 24th ③	Difference		Direct capitalization values			Real estate appraiser	
			24th ①	23rd ②		From appraisal value at 23rd ①-②	From book value at 24th ①-③	24th Cap rate ④	23rd Cap rate ⑤	Difference ④-⑤		
Retail	① Canal City Hakata	32,000	6.0%	33,300	33,000	30,368	300	2,931	4.6%	4.7%	(0.1)%	
	② Canal City Hakata・B	28,700	5.4%	30,200	29,900	28,426	300	1,773	4.8%	4.9%	(0.1)%	
	③ Park Place Oita (*3)	16,290	6.5%	17,738	17,936	17,740	(198)	(2)	5.9%	5.9%	0.0%	
	④ SunLiveCity Kokura	6,633	6.6%	7,890	7,890	5,864	0	2,025	6.2%	6.2%	0.0%	
	⑤ Square Mall Kagoshima Usuki	5,300	6.2%	5,290	5,290	4,599	0	690	6.2%	6.2%	0.0%	
	⑥ Kumamoto Intercommunity SC	2,400	6.5%	2,650	2,650	2,072	0	577	6.1%	6.1%	0.0%	
	⑦ AEON Hara Shopping Center	5,410	6.8%	4,030	4,090	3,588	(60)	441	6.1%	6.0%	0.1%	
	⑧ Hanahata SC	1,130	6.4%	1,240	1,240	1,022	0	217	5.6%	5.6%	0.0%	
	⑨ Kurume Higashi Kushiwara SC	2,500	6.1%	2,750	2,750	2,163	0	586	5.6%	5.6%	0.0%	
	⑩ K's Denki Kagoshima	3,550	5.7%	3,680	3,680	3,141	0	538	5.5%	5.5%	0.0%	
	⑪ Marina City Fukuoka (Marina Side Building)	5,250	5.5%	5,600	5,510	5,286	90	313	5.1%	5.2%	(0.1)%	
<b>Total of retail</b>			<b>109,163</b>	<b>-</b>	<b>114,368</b>	<b>113,936</b>	<b>104,274</b>	<b>432</b>	<b>10,093</b>	<b>-</b>	<b>-</b>	
Office buildings	⑫ Canal City Business Center Building	14,600	6.2%	15,200	15,100	13,440	100	1,759	4.9%	5.0%	(0.1)%	
	⑬ Gofukumachi Business Center	11,200	6.2%	13,400	13,200	9,368	200	4,031	4.8%	4.9%	(0.1)%	
	⑭ Sanix Hakata Building	4,400	5.9%	5,370	5,210	3,959	160	1,410	4.7%	4.8%	(0.1)%	
	⑮ Taihaku Street Business Center	7,000	6.0%	7,280	7,140	6,332	140	947	5.1%	5.2%	(0.1)%	
	⑯ Higashi Hie Business Center	5,900	6.0%	6,520	6,430	4,792	90	1,727	5.4%	5.5%	(0.1)%	
	⑰ Tenjin Nishi-Dori Center Building	2,600	5.4%	2,990	2,930	2,723	60	266	4.6%	4.7%	(0.1)%	
	⑱ Tenjin North Front Building	2,800	6.1%	3,490	3,270	2,674	220	815	5.0%	5.1%	(0.1)%	
	<b>Total of office buildings</b>	<b>48,500</b>	<b>-</b>	<b>54,250</b>	<b>53,280</b>	<b>43,292</b>	<b>970</b>	<b>10,957</b>	<b>-</b>	<b>-</b>	<b>-</b>	
Others	⑲ Amex Akasakamon Tower	2,060	5.4%	1,870	1,850	1,800	20	69	4.9%	5.0%	(0.1)%	
	⑳ City House Keyaki Dori	1,111	5.5%	1,050	1,030	969	20	80	4.9%	5.0%	(0.1)%	
	㉑ Aqualia Kego	2,800	6.3%	3,670	3,660	2,632	10	1,037	4.8%	4.8%	0.0%	
	㉒ Aqualia Chihaya	1,280	6.8%	1,600	1,600	1,208	0	391	5.3%	5.3%	0.0%	
	㉓ D-Wing Tower	2,800	5.9%	3,320	3,250	2,780	70	539	4.9%	5.0%	(0.1)%	
	㉔ Granfore Yakuin Minami	1,100	5.6%	1,260	1,230	1,166	30	93	4.8%	4.9%	(0.1)%	
	㉕ Hotel FORZA Oita	1,530	6.6%	1,810	1,720	1,454	90	355	5.6%	5.9%	(0.3)%	
	㉖ Tusu Logistics Center	1,250	5.9%	1,370	1,350	1,242	20	127	5.4%	5.5%	(0.1)%	
<b>Total of others</b>			<b>22,081</b>	<b>-</b>	<b>24,540</b>	<b>24,170</b>	<b>21,336</b>	<b>370</b>	<b>3,203</b>	<b>4.7%</b>	<b>4.8%</b>	<b>(0.1)%</b>
<b>Total properties</b>			<b>179,744</b>	<b>-</b>	<b>193,158</b>	<b>191,386</b>	<b>168,902</b>	<b>1,772</b>	<b>24,255</b>	<b>-</b>	<b>-</b>	<b>-</b>

(\*1) 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) It includes adjacent land of Park Place Oita (parking space "land") in the 22nd fiscal period. It does not include Sports Club NAS Park Place Oita in the 25th fiscal period.

# Business forecast (the 25th fiscal period)

Dividend will decrease from the previous fiscal period to 3,300 yen due to the sale of two properties

## ■ Forecast in the 25th fiscal period

Account	24th Results A	25th Forecast at 23rd B	25th Forecast at 24th C	24th results Difference C-A	25th forecast Difference C-B
Operating revenues	8,234	8,364	9,707	1,473	1,343
Operating revenues excluding gain on sales	8,234	8,364	8,052	① (182)	(311)
Gain on sales	-	-	(*1) 1,655	1,655	1,655
Operating expenses	5,165	5,275	5,190	② 25	(84)
Operating income	3,069	3,088	4,517	1,448	1,428
Non-operating revenues	1	1	1	0	-
Non-operating expenses	453	429	391	③ (62)	(37)
Ordinary income	2,616	2,660	4,127	1,510	1,466
Extraordinary income	75	-	-	(75)	-
Extraordinary losses	1,751	-	-	(1,751)	-
Profit	938	2,659	4,126	3,187	1,466
Recording of reserve for temporary difference adjustments	1,660	-	-	(1,660)	-
Reversal of reserve for temporary difference adjustments	-	-	(*1) 1,660	1,660	1,660
<b>Total dividends</b>	<b>2,598</b>	<b>2,659</b>	<b>2,465</b>	<b>(133)</b>	<b>(194)</b>
<b>Dividend per unit (yen)</b>	<b>3,479</b>	<b>3,560</b>	<b>3,300</b>	<b>(179)</b>	<b>(260)</b>

(\*1) For information on "gain on sales" and "reversal of the reserve for temporary difference adjustments," refer to P7 "Financial highlights."

(\*2) Tenant permission has not been obtained for disclosure of operating revenues and operating expenses of Sports Club NAS Park Place Oita. (The same applies below)

Sign indicates impact on profit (unit : mm yen)

■ Variance between the 24th fiscal period results and the 25th fiscal period forecast (*2)	
① Disposition properties	(238)
- of which, AEON Hara Shopping Center	(178)
- of which, Aqualia Kego	(60)
Canal City Hakata	(26)
Park Place Oita	+41
- of which, decrease in utility expenses	(28)
Kumamoto Intercommunity SC	+58
Others	(17)
<b>Total</b>	<b>(182)</b>
② Disposition properties	+24
Decrease in utility expenses	+25
- of which, Park Place Oita	+18
Increase in repair & maintenance expenses	(61)
- of which, Park Place Oita	(28)
- of which, office buildings	(32)
Decrease in depreciation and amortization expenses	+5
- of which, a disposition property	+31
- of which, Canal City Hakata+B	(28)
Increase in other expenses	(18)
<b>Total</b>	<b>(25)</b>
③ Decrease in debt-related expenses	+62
- of which, decrease in refinancing cost	+53
<b>Total</b>	<b>+62</b>

©Income and expenditure for the AEON Hara Shopping Center, Aqualia Kego, and Sports Club NAS Park Place Oita leasing business in the 25th fiscal period

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

	AEON Hara Shopping Center	Aqualia Kego	Sports Club NAS Park Place Oita
Leasing revenues - real estate	34	58	-
NOI	27	43	50
Leasing profit	23	30	34

# Business forecast (the 26th fiscal period)

Dividend will be flat due to a decrease in debt-related expenses

## ■ Forecast in the 26th fiscal period

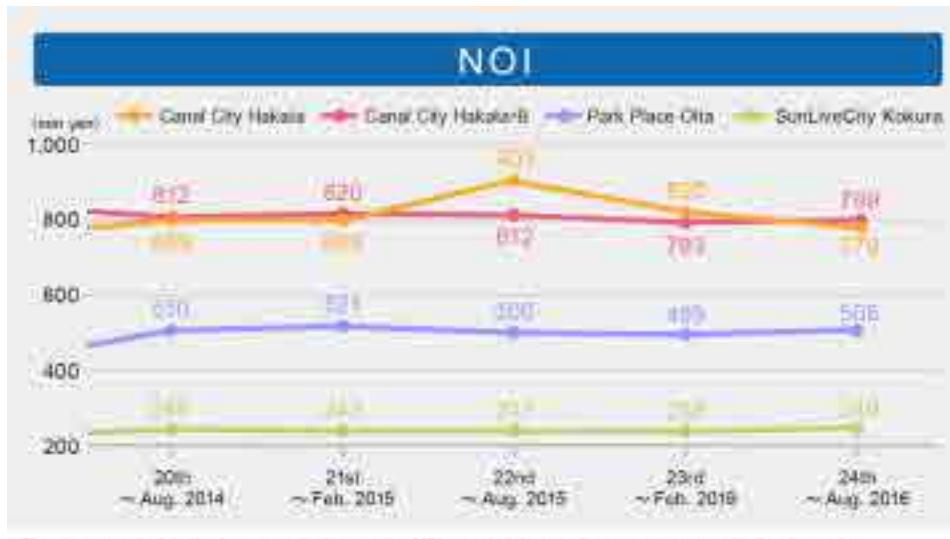
Account	25th Forecast at 24th A	26th Forecast at 24th B	- unit : mm yen (Figures rounded down to nearest mm yen)	
				25th forecast Difference B-A
Operating revenues	9,707	8,008	(1,699)	
Operating revenues excluding gain on sales	8,052	8,008	① (43)	
Gain on sales	1,655	-	(1,655)	
Operating expenses	5,190	5,188	② (1)	
Operating income	4,517	2,820	(1,697)	
Non-operating revenues	1	1	-	
Non-operating expenses	391	355	③ (36)	
Ordinary income	4,127	2,466	(1,660)	
Profit	4,126	2,465	(1,660)	
Recording of reserve for temporary difference adjustments	-	-	-	
Reversal of reserve for temporary difference adjustments	1,660	-	(1,660)	
<b>Total dividends</b>	<b>2,465</b>	<b>2,465</b>	<b>-</b>	
<b>Dividend per unit (yen)</b>	<b>3,300</b>	<b>3,300</b>	<b>-</b>	

Sign indicates impact on profit (unit : mm yen)

■ Variance from updated the 25th fiscal period forecast	
① Disposition properties	(92)
- of which, AEON Hira Shopping Center	(36)
- of which, Aeonitis Kego	(56)
Canal City Hakata-B	(14)
Park Place Oita	+38
- of which, rent increase	+20
- of which, increase in utility expenses	+18
Office Buildings	+17
Others	+8
<b>Total</b>	<b>(43)</b>
② Disposition properties	+22
Increase in utility expenses	(22)
- of whom, Park Place Oita	(13)
Increase in repair & maintenance expenses	(17)
Increase in depreciation and amortization expenses	(8)
- of which, a disposition property	+16
- of which, Canal City Hakata-B	(20)
Decrease in selling, general and administrative expenses	+31
Increase in other expenses	(5)
<b>Total</b>	<b>+1</b>
③ Decrease in debt-related expenses	+36
- of whom, decrease in refinancing cost	+31
<b>Total</b>	<b>+36</b>

# Active retail

Sales decrease at Canal City Hakata following a sharp increase in the previous year



\* The above graph plots the four properties' respective NOI rounded down to the nearest mm yen, by fiscal period.



Canal City Hakata  
Canal City Hakata+B



Sales(annual total:\*)  
Sep. 2014 – Aug. 2015 Sep. 2015 – Aug. 2016  
**36.1 bn yen ➡ 33.9 bn yen (6.0)%**

Due to factors including foreign exchange and an increase in customs duties in China, sales to cruise passengers decreased in comparison with the previous year. Although the effects of a decrease in the number of inbound visitors due to the Kumamoto Earthquake remain, business is gradually recovering.

(\*): Combined sales of Canal City Hakata and Canal City Hakata+B properties owned by Fukuoka REIT

Park Place Oita



Sales(annual total)  
Sep. 2014 – Aug. 2015 Sep. 2015 – Aug. 2016  
**26.0 bn yen ➡ 24.8 bn yen (4.7)%**

The impact of JR Oita City, which opened in April of last year, has run its course. Business was affected by a decrease in the number of visitors from within and beyond the Prefecture and cancellation of events and sales promotions, following the Kumamoto Earthquake.

SunLiveCity Kokura



Sales(annual total:\*)  
Sep. 2014 – Aug. 2015 Sep. 2015 – Aug. 2016  
**+7.7%**

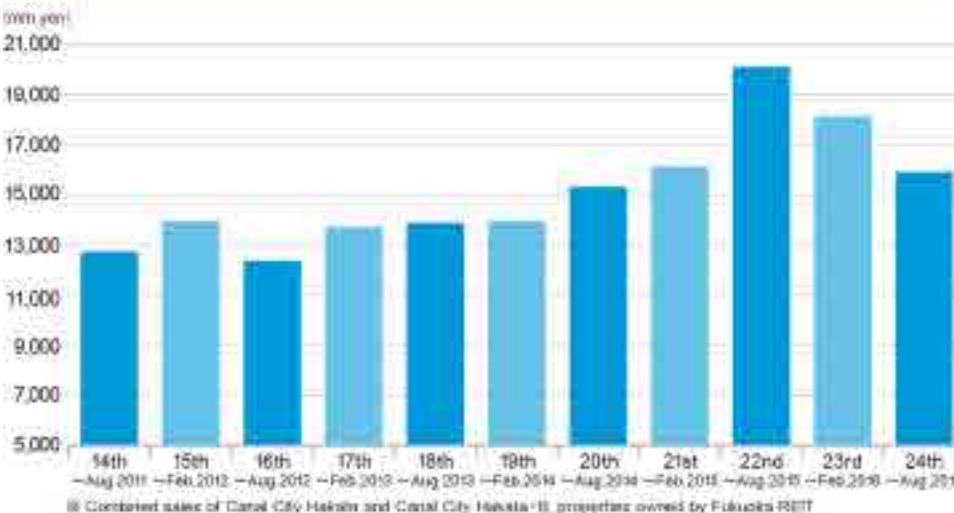
As in the previous fiscal year, sales increased due to factors including the closing of nearby stores. Although a new store of the same format (one of the other SunLive stores) opened within the trade area, there was no impact.

(\*): Sales figures are omitted because SunLive did not consent to their disclosure.

# Current situation at Canal City Hakata (overall)

Canal City Hakata, an evolving “urban theater”

■ Change in sales of Canal City Hakata (14th [Aug. 2011] ~ 24th [Aug. 2016])



■ Installation of 3D projection mapping and a fountain show (from late Nov. 2016)



Evolution into general entertainment linked to video content with a powerful sense of scale through planned installation of projection facilities will project images onto a wall equivalent to a 2,500 inch (+1) screen and concert hall-quality lighting and sound facilities and renewal of fountain facilities and full-color underwater lighting.

(+1) Approx 1,300m<sup>2</sup> Width 400m

■ Summer events and new tenants



④ In collaboration with ‘Canal Splash’ a summer tradition, and the film  
ONE PIECE FILM GOLD



⑤ Planned opening of Canal City Tourist Lounge, on October 21, 2016  
Planned services include tourist information, a cafe lounge, Japanese culture experiences, classes and tour in Japanese/multiple languages, and guest house information.



⑥ First store opening in Kyūshū  
Yōkai Watch Official Shop  
‘Yorozu Mart Fukuoka Sōhonten’ grand opening on July 1, 2016

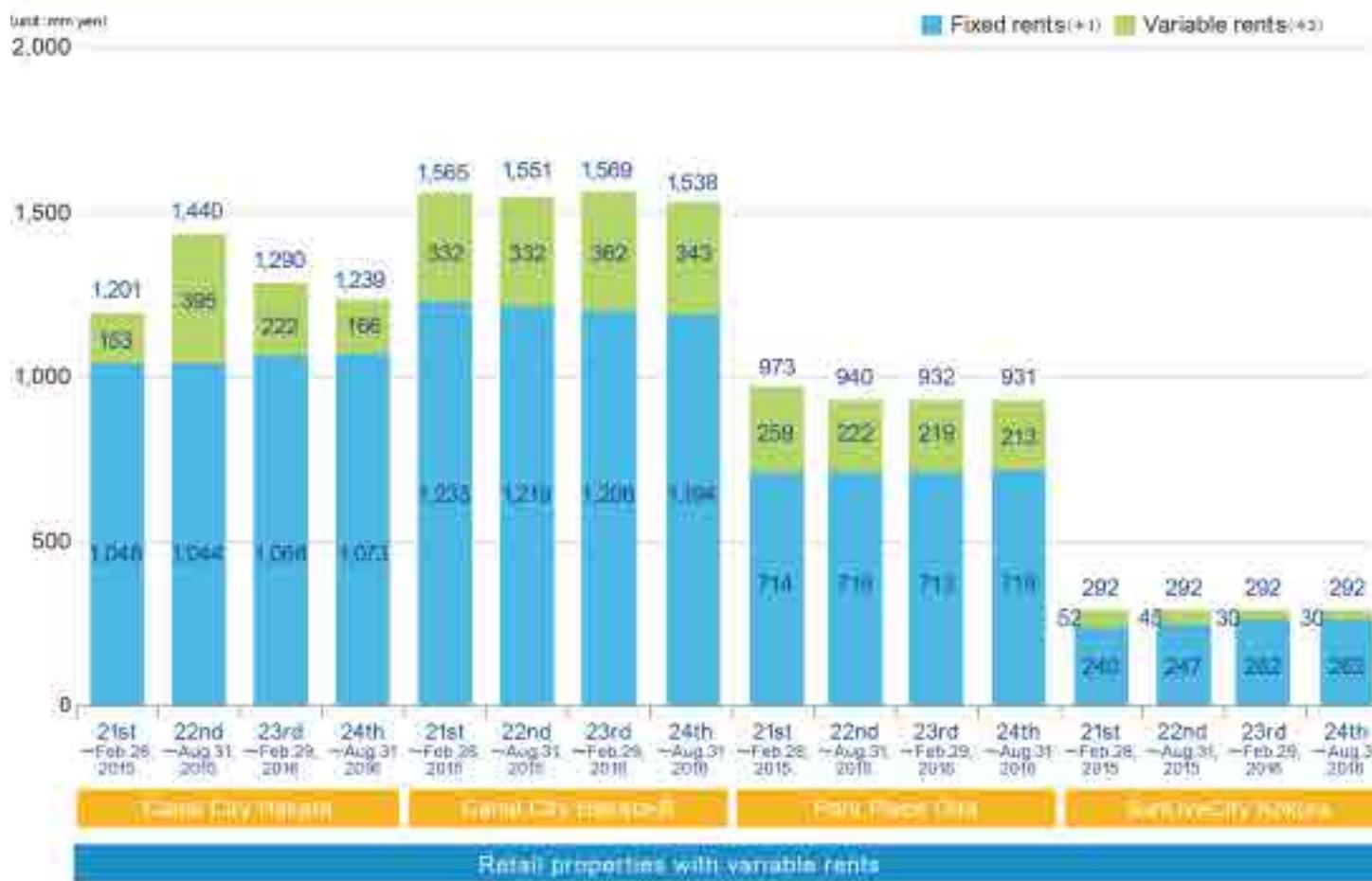
■ Nanakuma Subway Line extension project by FY2020



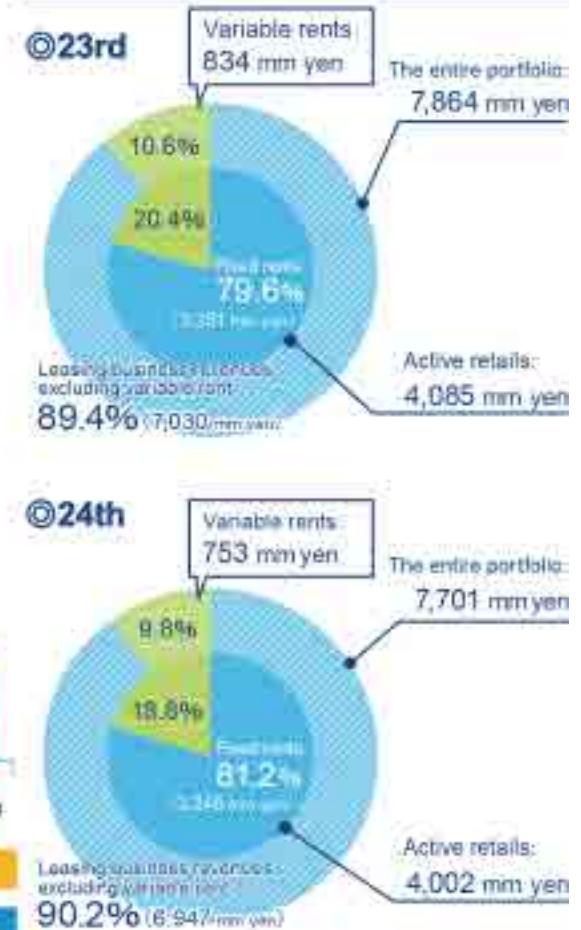
Source: Prepared by Fukuoka City based on Start of Construction on Nanakuma Subway Line Extension (Provisional Name) Interim Station Entrances (August 4, 2016; Planning Section, Construction Department, Fukuoka City Transportation Bureau)

# Breakdown of active retail rents

## ■ Breakdown of rents by property



## ■ Breakdown of variable rents



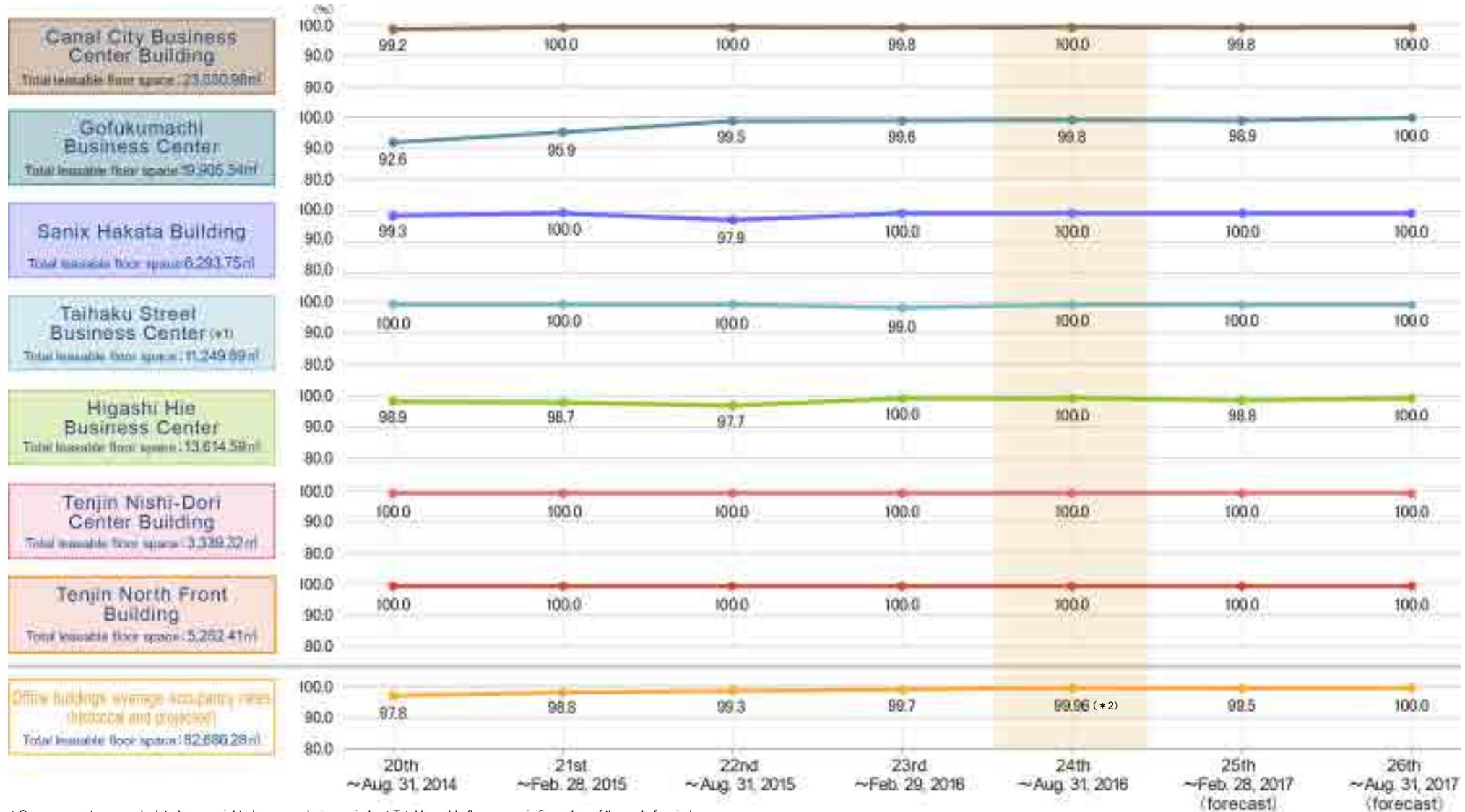
(+1) Fixed rents are the sum of property rental revenues derived from: i) fixed monthly rents; ii) the minimum guaranteed portion, if any, of rents from leases with variable rents (pursuant to which monthly rent is partly or wholly calculated as a percentage of the tenants' monthly sales);

(+2) common area fees, and (+3) parking fees are calculated by total rents from parking fee at Park Place Oita;

(+2) 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

The average occupancy rate of office building in the 24th fiscal period was continuously increased



\* Occupancy rates are calculated as a weighted average during period. \* Total leasable floor space is figured as of the end of period.

(\*1) Residential floor spaces are removed from the total leasable floor space of Taihaku Street Business Center. (\*2) Percentages and ratios are rounded off to second decimal place.

# Fukuoka office market

Vacancy rate declined to the lower 5% range, and supply will remain limited in the future

## ■Change in vacancy rate and office building completions



\*Statistics for 2005 to 2015 are based on figures as of December. 2016 change in leased floor area is based on figures at the end of August. \*Other building-related data for each city are data for areas and buildings included in surveys conducted by Miki Shoji Co., Ltd.  
Source: Fukuoka Realty based on data published by Miki Shoji Co., Ltd.

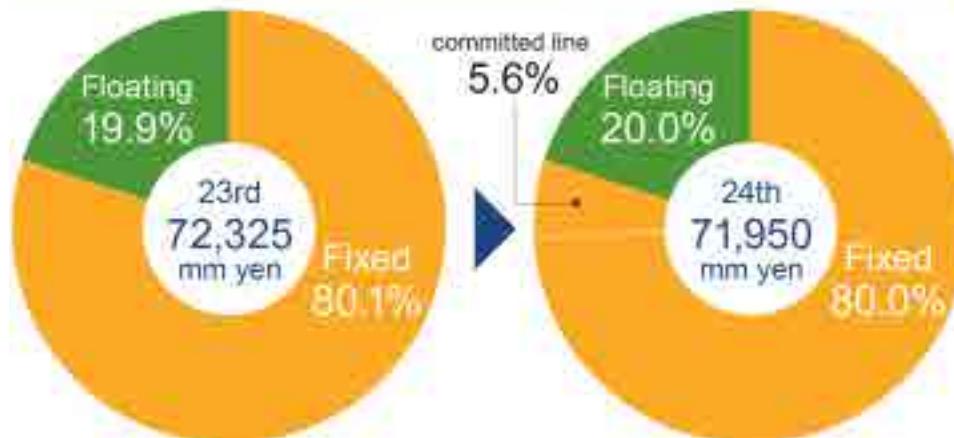
# Key financing events in the 24th fiscal period

A stable network of sponsor banks and other lenders

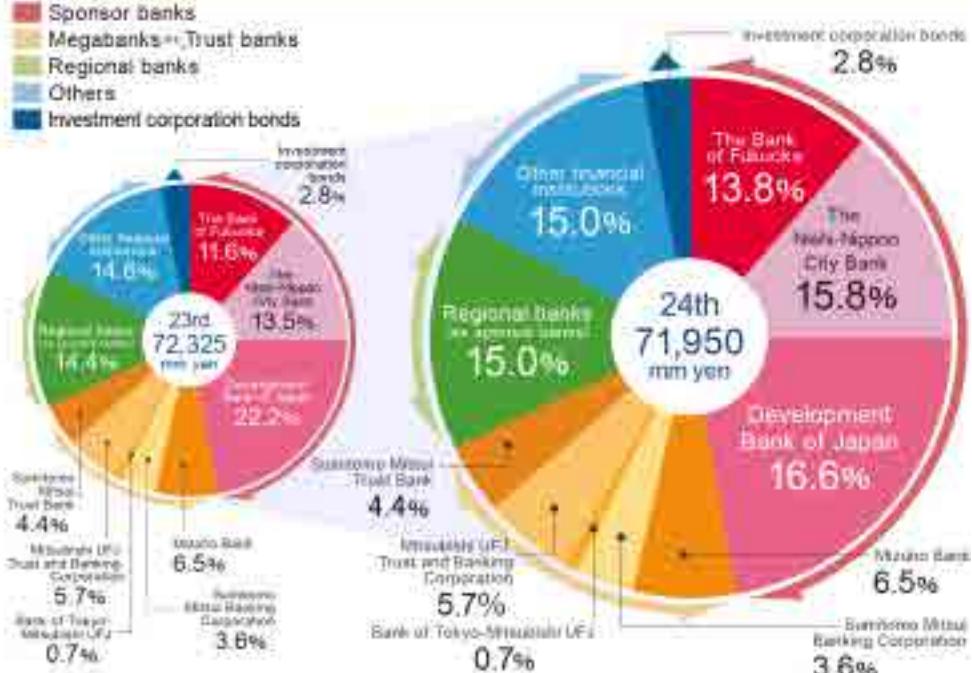
## ■ Key financing events in the 24th and 25th fiscal period

- July 2016 1) Refinanced maturing debt  
Shinsei Bank long-term loan of 1,000 mm yen (5-year term, 1.20829% fixed rate)  
→ Repaid 300 mm yen and refinanced with a loan of 700 mm yen (8-year term, 0.4% fixed rate) from Shinsei Bank
- August 2016 2) Refinanced maturing debt  
Development Bank of Japan Inc. loan of 4,000 mm yen (7-year term, 2.17% fixed rate)  
→ Refinanced with a committed line of credit in the same amount
- September 2016 **NEW** 3) Refinanced the maturing committed line of credit in 2) above  
→ Repaid 2,500 mm yen and refinanced with a committed line of credit in the amount of 1,500 mm yen
- 4) Refinanced maturing debt  
Refinanced a long-term loan of 600 mm yen (4-year term, The JBA 3-month TIBOR + 0.4%) from Sumitomo Mitsui Trust Bank, Limited  
→ Repaid 300 mm yen and refinanced with a loan of 300 mm yen (9-year term, The JBA 3-month TIBOR + 0.344%)

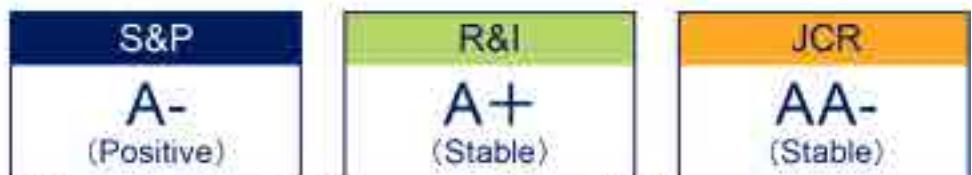
## ■ Proportions of fixed and floating rate



## ■ Breakdown of debt by lenders



## ■ Credit ratings



(+2) S&P: long-term issuer rating obtained from Standard & Poor's Rating Japan K.K. (S&P)  
R&I: issuer rating obtained from Rating and Investment Information, Inc. (R&I)  
JCR: long-term senior debt rating obtained from Japan Credit Rating Agency, Ltd. (JCR)

\*As of August 31, 2016

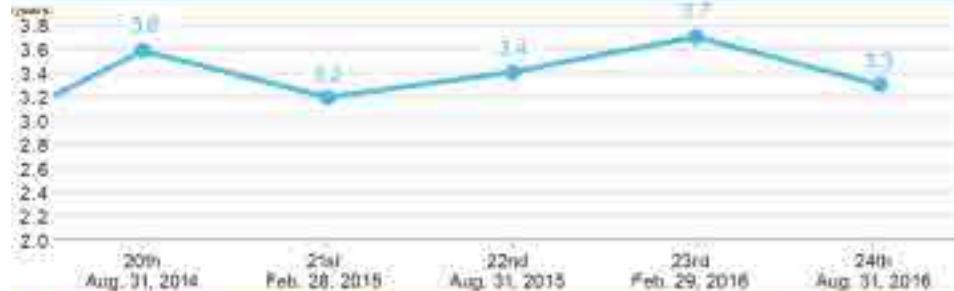
# Financing condition

Achievement of both interest cost reduction and borrowing term extension and diversification

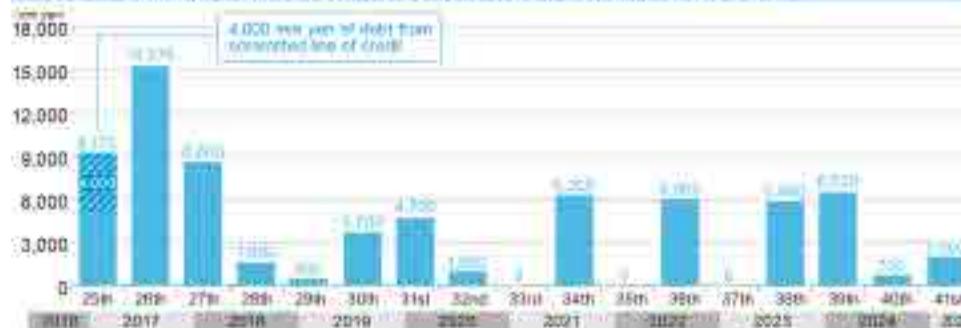
## ■ Average interest rate paid during fiscal periods



## ■ Duration average remaining duration to maturity (years)



## ■ Diversification of debt maturities (As of August 31, 2016)



## ■ A regional bank transaction network that covers the entire Kyushu region

② Sharing of information networks unique to regional banks to utilize for our investment strategy in the area

The Bank of Fukuoka	Borrowing	Committed line of credit
	8,400	5,000

The Naga-Hiroshima City Bank	Borrowing	Committed line of credit
	9,800	5,000

The Hiroshima Bank	Borrowing	Committed line of credit
	1,800	1,000

The Bank of Oita	Borrowing	Committed line of credit
	1,200	800

The Bank of Miyazaki	Borrowing	Committed line of credit
	700	500

The Bank of Nagasaki	Borrowing	Committed line of credit
	600	300

The Bank of Oita	Borrowing	Committed line of credit
	1,000	300

The Bank of Miyazaki	Borrowing	Committed line of credit
	600	300

The Bank of Oita	Borrowing	Committed line of credit
	1,100	300

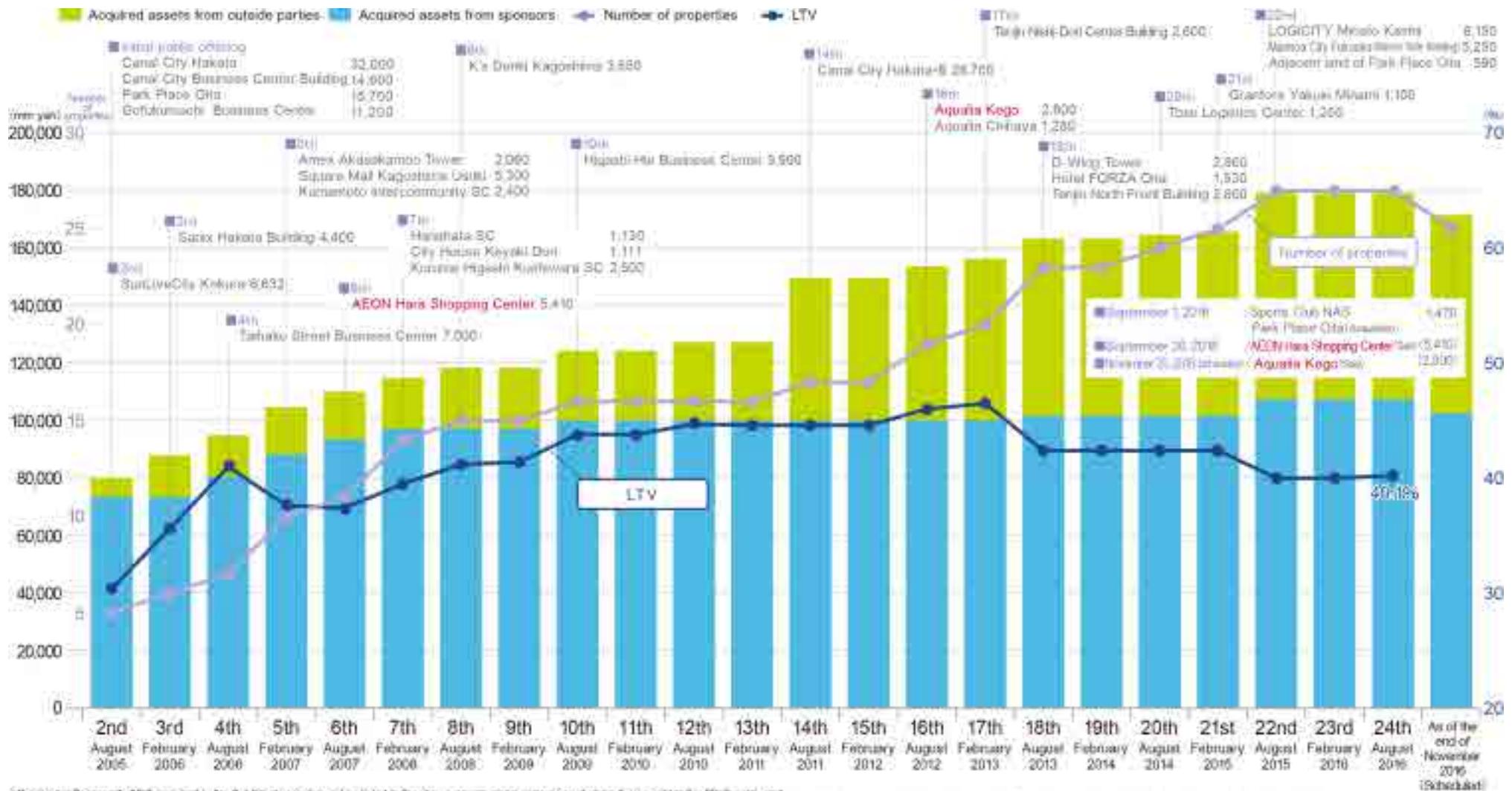
The Bank of Miyazaki	Borrowing	Committed line of credit
	100	700

\*Borrowing amounts exclude amounts of borrowing by committed line of credit

# As of August 31, 2016



# Growth of asset's size and LTV



# The condition of Fukuoka City Center

Main sponsor development is progressing



Current situation of Fukuoka City

# The condition of suburb area in Fukuoka

Compact city of Fukuoka, well-organized transport infrastructure





Fukuoka REIT

# Appendix

# Profile

## Profile

<b>Name</b>	Fukuoka REIT Corporation
<b>Asset manager</b>	Fukuoka Realty Co., Ltd. Licensed by Fukuoka Local Finance Branch Bureau (financial instruments) No.10
<b>Sponsors</b>	Fukuoka Jisho Co., Ltd., Kyushu Electric Power Co., Inc., ROYAL 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.
<b>Listed date</b>	June 21, 2005 (Tokyo Stock Exchange, Fukuoka Stock Exchange)

## Financial highlight

<b>Total assets</b>	179,513 mm yen (as of August 31, 2016)
<b>Total debt</b>	71,950 mm yen (as of August 31, 2016)
<b>Credit ratings</b>	S&P A- (Positive) R&I A+ (Stable) JCR AA- (Stable)
<b>LTV (Total debt)</b>	40.1%

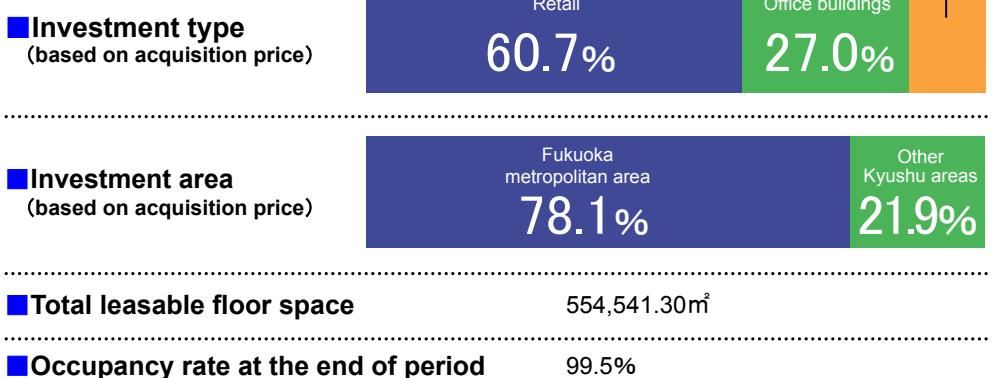
## Dividend information

<b>The 24th fiscal period end</b>	August 31, 2016 (semi-annual periods ending every February and August)
<b>Dividend (actual)</b>	3,479 yen per unit
<b>Days in fiscal period</b>	184 days
<b>Dividend yield</b>	3.7% [(Dividend / days in fiscal period × 365) / Unit price] (as of August 31, 2016)

## Investment unit price

<b>Unit price</b>	186,100 yen (as of August 31, 2016)
<b>Total number of investment units outstanding</b>	747,000 units (as of August 31, 2016)
<b>Market capitalization</b>	139,016 mm yen (unit price×outstanding units) (as of August 31, 2016)
<b>Net assets value per unit</b>	123,267 yen (as of August 31, 2016)
<b>Market net assets value per unit</b>	155,738 yen (as of August 31, 2016) Market net assets value per unit = [(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 assets at the end of period)] / (Total number of investment units outstanding)

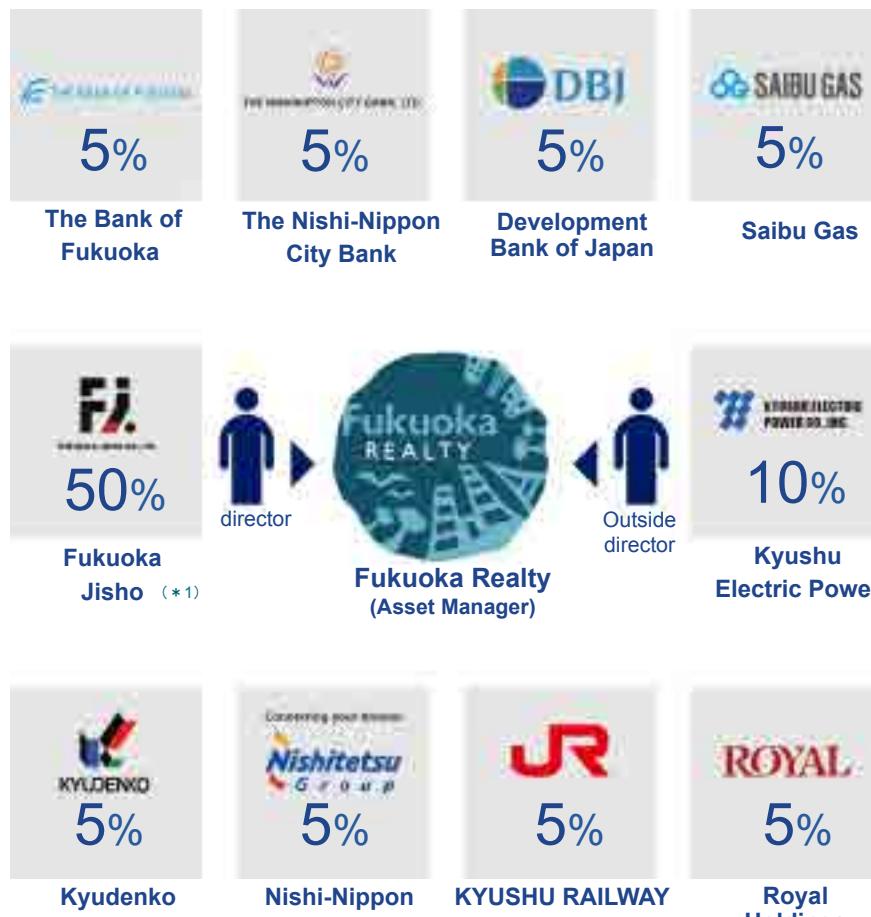
## Portfolio summary (\*1)



(\*1) Figures are based on properties owned as of August 31, 2016.

# A real estate investment trust specializing in regional properties

## ■Sponsors



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

## ■Investment policy

### ◎Investment area

**60-90%** Fukuoka metropolitan area  
**10-30%** Other Kyushu areas  
(Including Okinawa and Yamaguchi prefectures)  
**0-10%** Others

◎Investment type

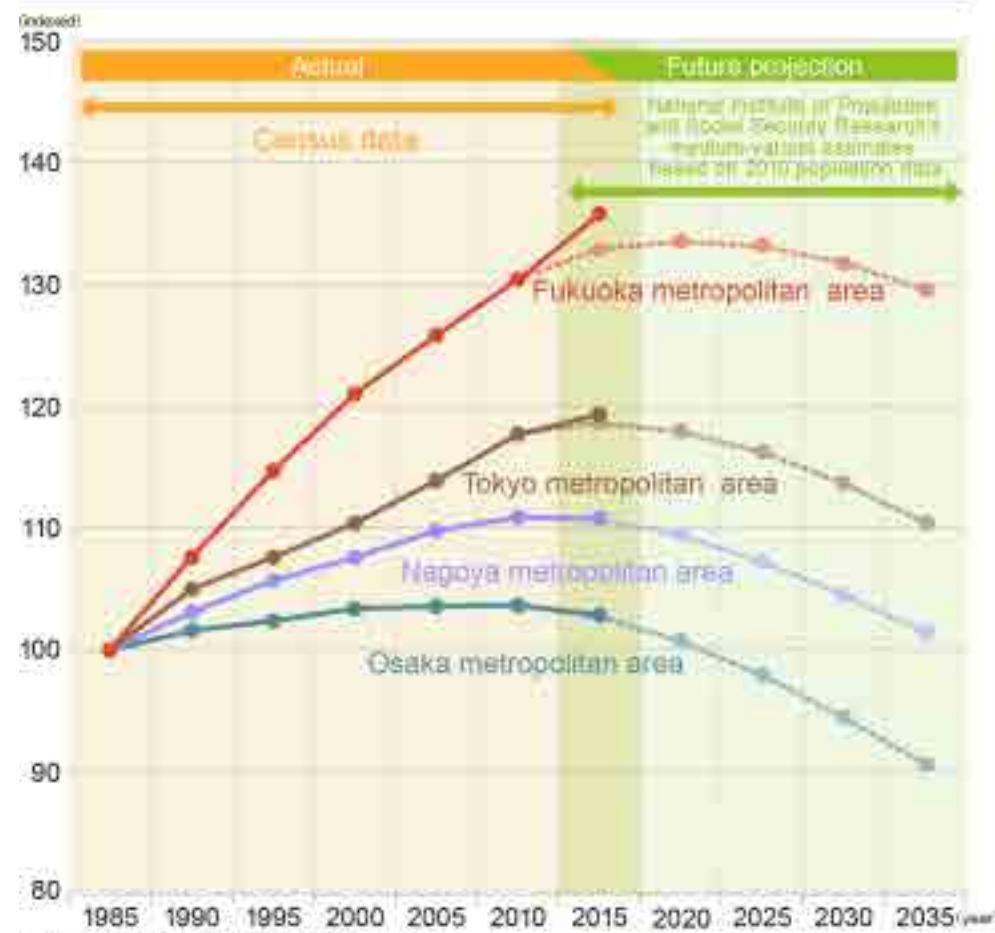
**Others** 0-20%  
(Residence, Hotel, Logistics, Public and Other facilities)

**Office buildings** (A-class office buildings) 20-40%  
**Retail** (Urban, Regional and Community shopping centers) 60-80%

# Population movement of Fukuoka metropolitan area

The population of Fukuoka metropolitan area continues to increase

## ■ Major Japanese metropolitan areas population trends



\* The green line is plotted taking the 1985 population of each urban area as 100.

\* Fukuoka metropolitan area refers to Fukuoka City, Chikushino City, Umi City, Odo City, Minamata City, Dazaifu City, Xinga City, Tsurumi City, Itanoue City, Nakagawa Town, Umi Town, Shiozaki Town, Shioya Town, Gusa Town, Sengo Town, Miyakonojo Town, and Kita City.

\* Greater Tokyo area refers to Tokyo Metropolitan, Kanagawa Prefecture, Saitama Prefecture, and Chiba Prefecture. \* Nagoya urban area refers to Aichi Prefecture.

\* Osaka Prefecture and Hyogo Prefecture. \* Saitama urban area refers to Saitama Prefecture.

Source: Prepared by Fukuoka Riset by data from "Changes in Fukuoka City's Urban Data," "2015 Population Census of Japan," "Prefectural Counts of the Population and Households,"

"Population Census of Japan," Ministry of Internal Affairs and Communications; and "Population Projections by Municipality," Japan Statistical Institute of Population and Social Security Research.

## ■ Populations of cities designated by government ordinance (top ten cities) (2010, 2015)

Rank	City name	Year 2015 by prefecture board		(unit: thousands)
		Population	Change (%)	
1	Yokohama	3,689	+37 [1.0%]	
2	Osaka	2,665	-26 [-1.0%]	
3	Nagoya	2,264	-32 [-1.4%]	
4	Sapporo	1,914	-40 [-2.1%]	
5	Kobe	1,544	-6 (-0.4%)	
6	Kyoto	1,474	-1 [-0.0%]	
7	Fukuoka	1,454	-75 [-5.1%]	
8	Kawasaki	1,426	-50 [-3.5%]	
9	Saitama	1,222	-42 [-3.4%]	
10	Hiroshima	1,174	-21 [-1.8%]	

Source: Prepared by Fukuoka Riset based on data from "2010 Population Census of Japan" and "2015 Population Census of Japan: Prefectural Counts of the Population and Households" (Statistics Bureau, Ministry of Internal Affairs and Communications).

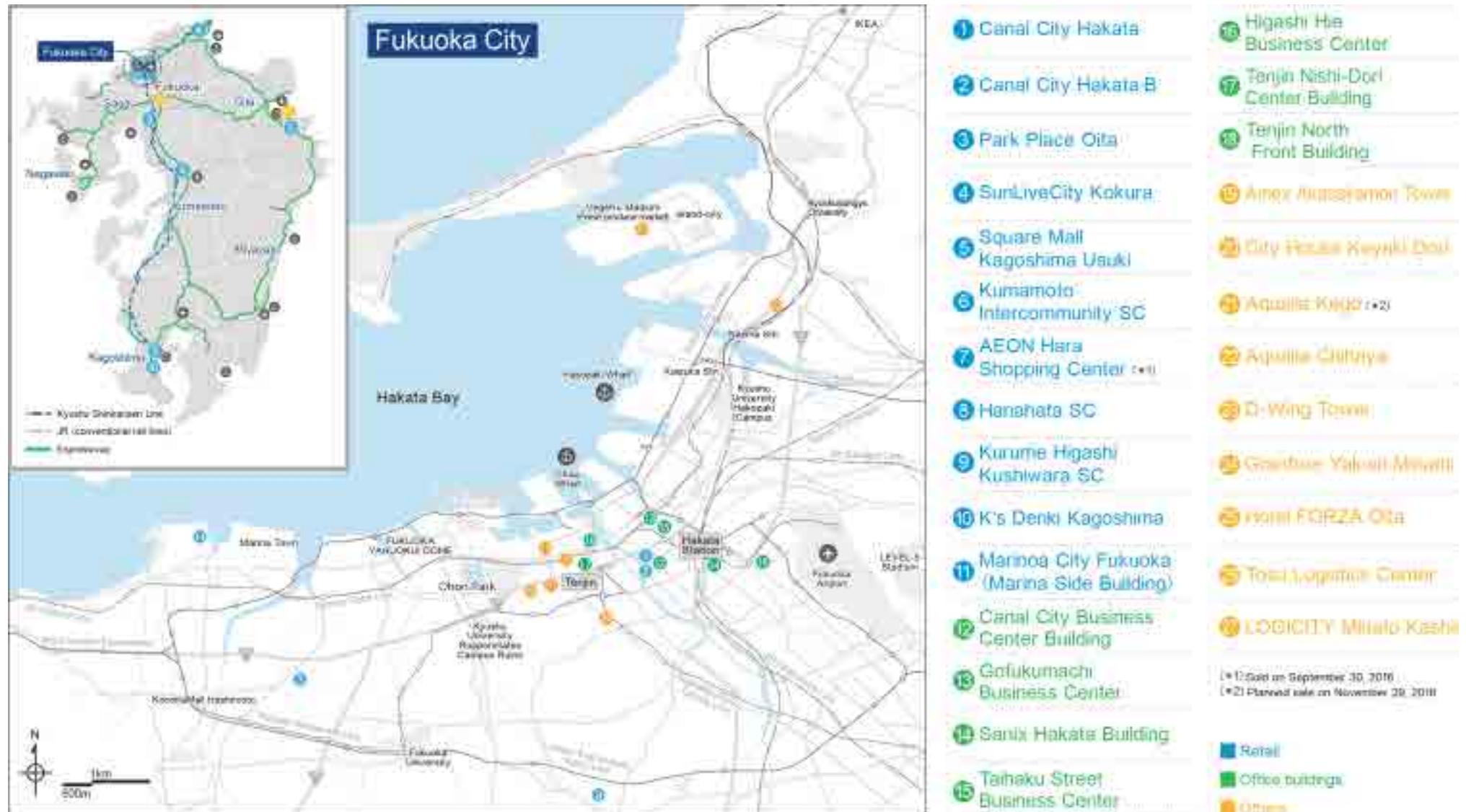
## ■ Ratios of young people and working-age population in Fukuoka City and nationwide

Area	Youth population		Working-age population	
	Population	Percentage	Population	Percentage
FUKUOKA Nationwide	16,450	+1.9%	62,058	+2.3%
	14.5%		59.7%	

Source: Prepared by Fukuoka Riset based on data from "2010 Population Census of Japan (quick-look data)" (Statistics Bureau, Ministry of Internal Affairs and Communications). (1) Percentage of city population aged 15 to 29. (2) Percentage of city population aged 15 to 64.



# Portfolio



# Portfolio : Active retail

ACTIVE RETAIL

## ① Canal City Hakata

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



ACTIVE RETAIL

## ② Canal City Hakata・B

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



# Portfolio : Active retail

Active retail

## ③ Park Place Oita

■ Address : 1-chome, Koen Dori Nishi, Oita City  
2-chome, Koen Dori Nishi, Oita City  
4-chome, Koen Dori, Oita City



Active retail

## ④ SunLive City Kokura

■ Address : 2-chome, Kamikuzuhara,  
Kokura Minami Ward, Kitakyushu City



# Portfolio : Passive retail

Passive retail

## ⑤Square Mall Kagoshima Usuki

■ Address: 2-chome, Usuki, Kagoshima City



Passive retail

## ⑥Kumamoto Intercommunity SC

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



Passive retail

## ⑦AEON Hara Shopping Center

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



Passive retail

## ⑧Hanahata SC

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



Passive retail

## ⑨Kurume Higashi Kushiwara SC

■ Address: Higashi kushiwaremachi, Kurume City



Passive retail

## ⑩K's Denki Kagoshima

■ Address: Tokai-cho, Kagoshima City



Passive retail

## ⑪Marinoa City Fukuoka(Marina Side Building)

■ Address: 2-chome, Odo, Nishi Ward, Fukuoka City



Investment ratio(Retail)



\* Data for above Investment ratio are estimated as of August 31, 2018.  
AEON Hara Shopping Center, which was sold on September 30, 2018, is excluded.

# Portfolio : Office buildings

## Office buildings

### (12) Canal City Business Center Building

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



## Office buildings

### (13) Gofukumachi Business Center

■ Address: Kamigofukumachi, Hakata Ward, Fukuoka City



## Office buildings

### (14) Sanix Hakata Building

■ Address: 2-chome, Hakataekimigashi, Hakata Ward, Fukuoka City



## Office buildings

### (15) Taihaku Street Business Center

■ Address: Gokushomachi, Hakata Ward, Fukuoka City



## Office buildings

### (16) Higashi Hie Business Center

■ Address: 3-chome, Higashihie, Hakata Ward, Fukuoka City



## Office buildings

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

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



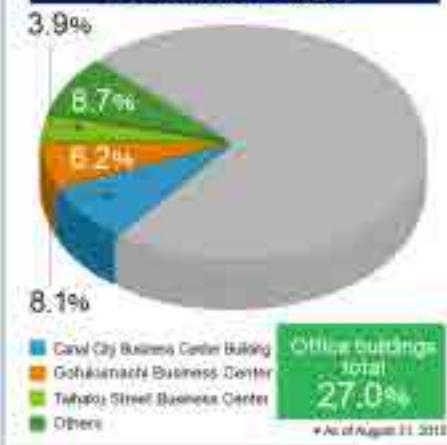
## Office buildings

### (18) Tenjin North Front Building

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



## Investment ratio (Office buildings)



# Portfolio : Others

## Office

**(19) Amex Akasakamon Tower**

■ Address: 2-chome, Mazuru, Chuo Ward, Fukuoka City



## Office

**(20) City House Keyaki Dori**

■ Address: 2-chome, Kego, Chuo Ward, Fukuoka City



## Office

**(21) Aqualia Kego**

■ Address: 2-chome, Kego, Chuo Ward, Fukuoka City



## Office

**(22) Aqualia Chihaya**

■ Address: 4-chome, Chihaya, Higashi Ward, Fukuoka City



## Office

**(23) D-Wing Tower**

■ Address: 2-chome, Daimyo, Chuo Ward, Fukuoka City



## Office

**(24) Granfore Yakuin Minami**

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



## Office

**(25) Hotel FORZA Oita**

■ Address: 1-chome, Chuo-cho, Oita City



## Office

**(26) Tosu Logistics Center**

■ Address: Himekata-machi, Tosu City



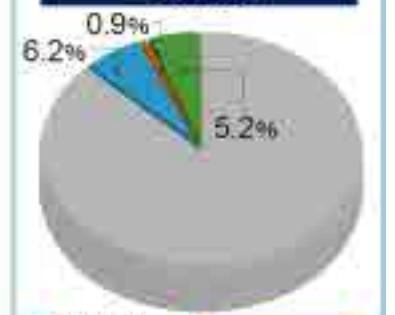
## Office

**(27) LOGICITY Minato Kashii**

■ Address: 2-chome, Minatokashii, Higashi Ward, Fukuoka City



**Investment ratio  
(Others)**



LOGICITY  
Minato Kashii

+ As of August 31, 2016

\* Since the above mentioned value are based on August 31, 2016, Aqualia Kego, which is expected to be sold on November 26, 2016, is excluded.

# Top tenants by leased floor area

	Lessee	Tenant	Share of total leased space (%)	25th ~Feb. 28, 2017	26th ~Aug. 31, 2017	27th ~Feb. 28, 2018	Remaining lease term (years) (※2)
1	AEON Kyushu Co., Ltd.	AEON	15.6%	● Park Place Oita			5
				● AEON Hana Shopping Center			2
2	SunLive Co., Ltd.	SunLive	11.1%	● SunLiveCity Kokura			8
		Grand Hyatt Fukuoka	8.1%	● Canal City Hakata - B			7
3	FJ Hotels Co., Ltd	Hotel FORZA Oita	6.3% <small>(including 0.3% of office space) (※3)</small>	● Hotel FORZA Oita			11
4	Fukuoka Jisho Co., Ltd.	—	—	● Marinoa City Fukuoka (Marina Side Building)			18
				● Canal City Hakata			2
5	Canal City OPA Co., Ltd.	OPA	4.7%	● Canal City Hakata - B			2
6	Fukuoka Logistic System	—	4.2%	● LOGICITY Minato Kouron			8
7	Ajinomoto Logistics Corporation	—	3.7%	● LOGICITY Minato Kouron			no disclosure (※4)
				● Square Mall Nagashima Otsuji			10
8	Alpen Co., Ltd.	Sports Depo Golf 5	3.3%	● Hamamatsu Intercommunity, Inc.			10
				● Kitanomaru Higashinaka Kitaillmura - B			11
9	K's Holdings Corporation	K's Denki	2.5%	● Park Place Oita			5
10	WHG Nishinihon Inc.	Washington Hotel	2.3%	● Canal City Hakata			4

(※1) Share of total leased space is calculated using the formula "Leased floor area by tenant / Total leased floor area," with residential areas excluded from leased floor area by tenant. (※2) Remaining lease periods shown are the remaining periods of lease contracts as of August 31, 2016 with periods shorter than one year counted down to the nearest whole year. (※3) Five ordinary leases (with automatic renewal provisions for periods of one or two years) have been concluded for Canal City Business Center Building. (※4) Information is not disclosed because the permission of tenants has not been obtained. (※5) AEON Hana Shopping Center was sold on September 30, 2016. After the sale, AEON Kyushu Co., Ltd.'s leasing ratio became 10.6%.

# Passive retail

Kumamoto Intercommunity SC's NOI decreased due to the impact of the Kumamoto Earthquake



# Income and expenditure by properties (Active retail)

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

Category (Length) (days)	Canal City Hakata	Canal City Hakata・B	Park Place Oita	SunLive City Kokura	24th Total A	23rd Total B	Difference A-B	Forecast C (*1)	Difference A-C
24th fiscal period (March 1, 2016 ~ August 31, 2016)									
184									
①Total leasing business revenues	1,273	1,598	1,138	292	4,302	4,367	(64)	4,426	(124)
Leasing revenue-real estate	1,240	1,538	931	292	4,002	4,085	(82)		
Other leasing revenue-real estate	33	59	206	-	299	281	17		
②Total leasing business expenses	493	798	630	46	1,968	2,018	(50)	2,056	(87)
Outsourcing fees	333	528	299	8	1,170	1,137	32		
Repair and maintenance expenses	20	43	34	0	98	183	(85)		
Expenses for restoration to former state	-	-	-	-	-	2	(2)		
Tax and other public charges	71	151	87	33	344	343	1		
Insurance premiums and trust compensation	8	18	7	1	36	36	0		
Utilities expenses	25	50	172	-	249	238	10		
Other expenses	33	6	27	1	68	76	(7)		
③NOI (=①-②)	779	799	508	246	2,333	2,348	(14)	2,370	(36)
④Depreciation and amortization expenses	230	217	205	47	701	699	1		
⑤Leasing business profit (=③-④)	549	582	302	198	1,632	1,648	(15)		
⑥NOI yield (acquisition price)	4.9%	5.6%	6.2%	7.4%	5.6%	5.6%	(0.0) %		
⑦Capital expenditures	144	302	72	-	519	468	50		

(\*1)Forecast at the financial results of 23rd fiscal period

# Income and expenditure by properties (Passive retail)

- unit : mm yen (Figures rounded down to nearest 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	Marinoa City Fukuoka (Marina Side Building)	24th Total A	23rd Total B	Difference A-B	Forecast C (*1)	Difference A-C
(Length) (days)	24th fiscal period (March 1, 2016 ~ August 31, 2016)								182	2		
①Total leasing business revenues	269	32	212	41	88	111	182	938	982	(44)	974	(36)
Leasing revenue-real estate	223	32	212	40	88	111	177	885	942	(57)		
Other leasing revenue-real estate	46	0	0	0	-	-	5	52	39	13		
②Total leasing business expenses	91	11	19	5	10	10	29	178	180	(1)	174	4
Outsourcing fees	38	2	6	1	2	1	1	54	54	0		
Repair and maintenance expenses	1	0	-	0	0	0	6	9	28	(18)		
Expenses for restoration to former state	-	-	-	-	-	-	-	-	-	-		
Tax and other public charges	17	5	12	3	5	7	18	69	50	18		
Insurance premiums and trust compensation	1	0	0	0	0	0	0	4	4	0		
Utilities expenses	30	-	-	-	-	-	-	30	29	1		
Other expenses	3	2	0	0	0	0	2	10	13	(2)		
③NOI (=①-②)	178	21	192	35	77	100	153	759	801	(42)	799	(40)
④Depreciation and amortization expenses	42	15	22	6	20	28	17	153	156	(2)		
⑤Leasing business profit (=③-④)	135	5	169	28	57	72	135	605	645	(39)		
⑥NOI yield (acquisition price)	6.7%	1.8%	7.1%	6.3%	6.2%	5.7%	5.8%	5.9%	6.3%	(0.3)%		
⑦Capital expenditures	-	-	-	-	-	-	3	3	49	(46)		

(\*1)Forecast at the financial results of 23rd fiscal period

# Income and expenditure by properties (Office buildings)

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

Category (Length) (days)	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	24th Total A	23rd Total B	Difference A-B	Forecast C (*1)	Difference A-C
	24th fiscal period (March 1, 2016 ~ August 31, 2016)								182	2		
① Total leasing business revenues	628	533	197	297	327	86	136	2,207	2,217	(10)	2,228	(21)
Leasing revenue-real estate	626	470	179	297	302	86	109	2,074	2,097	(23)		
Other leasing revenue-real estate	1	62	17	0	25	-	26	133	119	13		
② Total leasing business expenses	195	166	63	93	137	22	52	731	760	(28)	757	(25)
Outsourcing fees	136	71	19	56	42	1	10	338	338	(0)		
Repair and maintenance expenses	3	4	5	2	0	5	9	31	79	(47)		
Expenses for restoration to former state	-	-	-	-	-	-	-	-	-	-		
Tax and other public charges	44	34	18	25	16	12	8	161	160	0		
Insurance premiums and trust compensation	2	3	0	1	2	0	0	11	11	0		
Utilities expenses	6	51	16	-	28	-	22	124	122	2		
Other expenses	2	1	2	6	47	1	1	63	48	15		
③ NOI (=①-②)	432	366	134	203	190	64	83	1,475	1,456	18	1,470	4
④ Depreciation and amortization expenses	98	98	37	77	79	8	32	430	429	0		
⑤ Leasing business profit (=③-④)	334	268	96	126	111	56	51	1,044	1,027	17		
⑥ NOI yield (acquisition price)	5.9%	6.5%	6.1%	5.8%	6.5%	5.0%	5.9%	6.1%	6.0%	0.1%		
⑦ Capital expenditures	40	14	4	1	17	20	2	100	84	15		

(\*1)Forecast at the financial results of 23rd fiscal period

# Income and expenditure by properties (Others)

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

Category (Length) (days)	Amex Akasakamon Tower	City House Keyaki Dori	Aqualia Kego	Aqualia Chihaya	D-Wing Tower	Granfore Yakuin Minami	Hotel FORZA Oita	Tosu Logistics Center	LOGICITY Minato Kashii	24th Total A	23rd Total B	Difference A-B	Forecast C (*1)	Difference A-C	
	24th fiscal period(March 1, 2016 ~ August 31, 2016)											184	182	2	783
①Total leasing business revenues	67	36	118	57	114	39	63			786	776	10			
Leasing revenue-real estate	61	36	112	55	108	37	63			738	739	(0)			
Other leasing revenue-real estate	6	0	6	2	5	1	-			47	37	10			
②Total leasing business expenses	21	8	26	14	23	9	9			190	146	44			
Outsourcing fees	5	2	6	3	7	2	0			37	37	0			
Repair and maintenance expenses	1	0	2	0	0	1	0			8	7	1			
Expenses for restoration to former state	5	-	3	2	2	1	-			15	7	7			
Tax and other public charges	5	3	8	4	7	2	7			75	42	33			
Insurance premiums and trust compensation	0	0	0	0	0	0	0			5	5	0			
Utilities expenses	1	0	1	0	2	0	-			33	33	(0)			
Other expenses	3	2	3	1	2	1	0			14	12	2			
③NOI(=①-②)	45	27	92	43	90	29	53	37	176	596	630	(34)		593	2
④Depreciation and amortization expenses	18	10	25	12	16	9	19	12	60	185	184	0			
⑤Leasing business profit(=③-④)	27	17	66	31	73	19	33	25	115	411	445	(34)			
⑥NOI yield (acquisition price)	4.4%	5.0%	6.6%	6.8%	6.5%	5.4%	7.0%	6.0%	4.3%	5.4%	5.7%	(0.3)%			
⑦Capital expenditures	26	-	0	3	0	-	10	-	-	42	27	14			

(\*1)Forecast at the financial results of 23rd fiscal period

(\*2)Information is not disclosed because the permission of tenants has not been obtained.

# Income and expenditure by properties (Total)

Total

Appendix

Category	24th Total A	23rd Total B	Difference A-B	Forecast C (*1)	Difference A-C
(Length) (days)	184	182	2		
①Total leasing business revenues	8,234	8,343	(109)	8,412	(178)
Leasing revenue-real estate	7,701	7,864	(163)		
Other leasing revenue-real estate	533	478	54		
②Total leasing business expenses	3,069	3,106	(36)	3,178	(108)
Outsourcing fees	1,601	1,568	32		
Repair and maintenance expenses	148	298	(150)		
Expenses for restoration to former state	15	9	5		
Tax and other public charges	650	596	54		
Insurance premiums and trust compensation	58	57	0		
Utilities expenses	437	423	13		
Other expenses	158	151	7		
③NOI(=①-②)	5,164	5,237	(72)	5,234	(69)
④Depreciation and amortization expenses	1,470	1,471	(0)		
⑤Leasing business profit(=③-④)	3,693	3,766	(72)		
⑥NOI yield (acquisition price)	5.7%	5.8%	(0.1)%		
⑦Capital expenditures	665	630	35		

(\*1)Forecast at the financial results of 23rd fiscal period

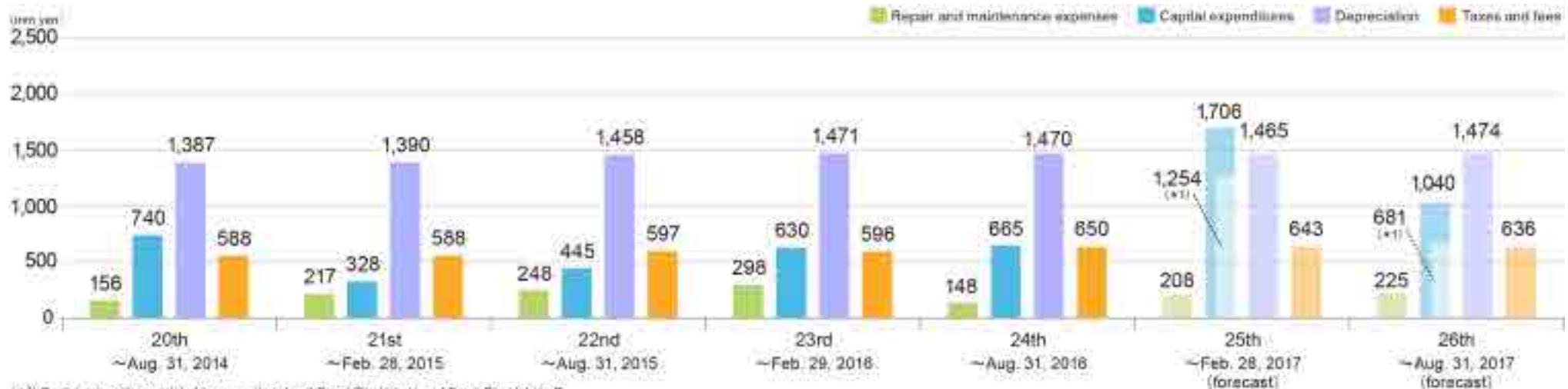
# Cash flow statements (compared with previous fiscal period)

Category	23rd ~Feb. 29, 2016 A	24th ~Aug. 31, 2016 B	Difference B-A
<b>Net cash provided by (used in) operating activities</b>	<b>4,174</b>	<b>4,336</b>	<b>162</b>
Net income before income taxes	2,670	939	(1,730)
Depreciation and amortization expenses	1,471	1,470	(0)
Amortization of investment corporation bond issuance expenses	0	0	-
Amortization of investment unit issuance expenses	11	5	(5)
Impairment loss	-	1,660	1,660
Interest received	(0)	(0)	0
Interest expenses	358	346	(11)
Insurance income	-	(75)	(75)
Loss on disaster	-	90	90
Decrease (increase) in operating account receivables	61	(43)	(104)
Decrease (increase) in consumption taxes receivable	246	-	(246)
Increase (decrease) in accrued consumption taxes	321	(214)	(535)
Increase (decrease) in operating accounts payable	(145)	(76)	68
Increase (decrease) in accounts payable-other	9	(11)	(20)
Increase (decrease) in accrued expenses	1	(3)	(5)
Increase (decrease) in advances received	(10)	66	77
Increase (decrease) in deposits expenses	(271)	425	696
Decrease (increase) in prepaid expenses	(16)	22	39
Decrease (increase) in long-term prepaid expenses	(172)	83	255
Others, net	(2)	(2)	0
<b>Subtotal</b>	<b>4,533</b>	<b>4,686</b>	<b>152</b>
Interest income received	0	0	(0)
Interest expenses paid	(358)	(347)	11
Loss on disaster paid	-	(1)	(1)
Income taxes paid	(1)	(0)	1
<b>Net cash provided by (used in) investment activities</b>	<b>(606)</b>	<b>(772)</b>	<b>(166)</b>
Purchase of property, plant and equipment in trust	(549)	(710)	(161)
Proceeds from tenant leasehold and security deposits	0	87	87
Repayments of tenant leasehold and security deposits	(0)	(46)	(46)
Proceeds from tenant leasehold and security deposits in trust	74	124	49
Repayments of tenant leasehold and security deposits in trust	(131)	(225)	(93)
Proceeds from restricted trust deposits	5	5	0
Payments for restricted trust deposits	(5)	(6)	(1)
<b>Net cash provided by (used in) financial activities</b>	<b>(2,747)</b>	<b>(3,043)</b>	<b>(296)</b>
Proceeds from short-term debt payable	-	4,000	4,000
Proceeds from long-term debt payable	6,500	700	(5,800)
Repayments of long-term debt payable	(6,575)	(5,075)	1,500
Payment of investment unit issuance expenses	(11)	-	11
Dividends paid	(2,661)	(2,668)	(7)
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>819</b>	<b>519</b>	<b>(299)</b>
<b>Balance of cash and cash equivalents at beginning of period</b>	<b>7,533</b>	<b>8,353</b>	<b>819</b>
<b>Balance of cash and cash equivalents at end of period</b>	<b>8,353</b>	<b>8,873</b>	<b>519</b>

# Maintenance expenses, etc.

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

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



(\*) Capital expenditures related to renewal works at Canal City Hakata and Canal City Hakata-B.

## ◎ Capital expenditures of the 24th fiscal period

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

Property	Purpose	Construction cost
Canal City Hakata	Sign renovation ITV renewal	87
Canal City Hakata-B	Sign renovation ITV renewal	189
Park Place Oita	Tenant space modification	72
Canal City Business Center Building	Sign renovation	25
Amex Akasakamon Tower	Multilevel mechanical parking equipment repair	26

\* Major purposes for capital expenditures are shown.

## ◎ Planned capital expenditures of the 25th and 26th

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

Property	Purpose	Planned construction cost		
		Total amount	Construction cost in the 24th	Paid in total amount
Canal City Hakata	Installation of facilities to attract customers, Exterior wall repairs	706	57	62
Canal City Hakata-B	Installation of facilities to attract customers, Exterior wall repairs	1,417	114	124
Park Place Oita	Food terrace environment improvement, ITV renewal	165	-	-
Canal City Business Center Building	Installation of facilities to attract customers, Exterior wall repairs	173	14	15
Gofukumachi Business Center	Exterior wall repairs	141	-	-

\* Major purposes for capital expenditures are shown.

# IR initiatives

## ■ IR activities

### Major IR activities

#### ◎ For institutional investors

- Results briefing roadshows in Japan and overseas
- One-on-one meetings
- Property tours



Property tours (Lecture of Fukuoka Kyushu Markets)

#### ◎ For overseas investors

- Participation in global conferences in Japan
- Overseas IR activities
- Individual meetings in Japan

#### ◎ For individual investors

- Briefings for individual investors held in outlying regions

### Fukuoka Stock Exchange IR Fair



(The 68th FSE Fair, held in Fukuoka on August 31, 2016)  
Attended by approximately 160 investors. A booth was set up alongside the venue to promote understanding of Fukuoka REIT by engaging in dialogue with individual investors. Participated with Fukuoka Realty sponsors (Royal Holdings and Kyudenko).

### ■ Other fairs in the outlying regions



Fukuoka



Takamatsu, Kagawa

(Fukuoka, July 21, 2016)

Fukuoka REIT participated in a joint seminar with three other investment corporations at the Grand Hyatt Fukuoka.

(Takamatsu, Kagawa, June 13, 2016)

Fukuoka REIT conducted an IR briefing at a hotel in Takamatsu City.

## ■ Publicity activities

### ◎ Coverage in a local economic journal and a REIT special publication



Fukuoka Keizai EX 2016



NIKKEI MOOK  
(NIKKEI INC.)

Fukuoka Keizai has provided constructive economic information on a total of more than 200 companies. It is widely used by businesspersons in Fukuoka as a source of information on trends in industries and specific companies and as information and data for business development.

## ■ IR Kyushu Workshop

2016 marked the sixth year for the IR workshop series, which was inaugurated in fiscal 2011. Fukuoka REIT, together with listed companies having their head offices in Fukuoka or Kyushu, holds three workshops each year for the purpose of engaging in research in the latest IR theories and techniques with IR representatives from about 20 companies.

The first IR workshop of 2016 featured a lecture by Ms. Yoshiko Sato, Executive Managing Director of Japan Investor Relations Association on the topic "The Latest Trends in IR and Future Challenges".

Schedule	Theme
The second IR Workshop Late November 2016 (scheduled)	Basic to intermediate lecture
The third IR Workshop Mid March 2017 (scheduled)	Applied lecture



# CSR initiatives

## ■Real Estate, Economics and Finance Gathering

Approx. 313 representatives of local real estate companies, financial institutions, and government agencies participated in the 9th Real Estate, Economics and Finance Gathering, which contributed to networking and further stimulation of the local economy. Held each year since 2008.

Date	September 23, 2016
Lectures	<p>Part 1 "The Real Estate Market in Japan Deciphered from 20,000 Transaction Case Examples — For All That, a Crash Won't Occur"</p> <p>Mr. Takanao Yokoo, Manager, Financial Industry Section, Financial Solutions Department, Japan Real Estate Institute</p> <p>Part2 "Inbound Tourism Demand in Kyushu" Mr. Kazumasa Takeuchi, Manager, Real Estate Market Research Office, Financial Research Department, NJI Research Institute</p>



## ■Donation of relief money for Kumamoto Earthquake recovery (June 2016)



\* (From the left, Kumamoto Mayor Kazuhumi Onishi and Fukuoka Realty CEO Elsuo Matsuyuki)

## ■OnRAMP supports local vitalization

OnRAMP is a members-only entrepreneurs' salon with business incubation facilities established as a forum to support and cultivate entrepreneurs and facilitate networking among them.

### ②Support for entrepreneurs in Kyushu

OnRAMP opened in 2012. As of August 2016, it has approximately 65 member companies.

### ③OnRAMP's tastefully designed, high-quality interior



OnRAMP was established by DOGAN Advisors, Inc. and Fukuoka Realty Corporation and is operated by General Incorporated Association OnRAMP.

We offer our heartfelt condolences to the victims of the Kumamoto earthquakes that began on April 14, 2016.

Fukuoka Realty Co., Ltd. has donated relief money to Kumamoto City to support recovery from the enormous damage caused by the series of earthquakes. We offer our prayers for the rapid recovery of the disaster-stricken area and will continue to do our utmost to assist with recovery efforts.

# Asset management company's organization



# Corporate governance

## Initiatives on Risk Management and Compliance

### ① Fukuoka Realty Co., Ltd.: Organization and preparation of plans for investment and management projects

Detailed assessment by the Company's qualified staff and staff with investment experience / Various investigations and assessment based on the investment policy

- Field studies on properties
- Profitability evaluation
- Research on the actual market prices and market trends in neighboring areas
- Research on trade areas
- Calculation of estimated prices

Preparing of plan

### Decision-making on matters regarding Fukuoka REIT (+)

#### Preliminary reviewing by Executive Director

#### Investment Management Committee

#### Compliance Assessment Committee

#### Board of Directors Meeting

Discusses the appropriateness of each investment and management project, etc.

Reviews the compliance of the business activities of the Company and its subsidiary companies.

Honesty and adequacy at the decision body of the asset management company. Checks substantial business conduct judgments.

Decision-making Reporting

### ② External specialists

#### Risk assessment

- Japan Real Estate Institute
- The Tanizawa Sogo Appraisal Co., Ltd.
- Daiwa Real Estate Appraisal Co., Ltd.

#### Urban analysis

- Analysis on trade areas and competition situation
- Adequate rent levels, etc.

#### Market analysis

- Law abidance and earthquake resistance
- Check of soil contamination, toxic substances and use status
- Replacement market price, expenses for long-term maintenance and repair, etc.

### Fukuoka REIT Corporation

#### Board of Directors' Meeting

Establishes an appropriate system for supervising the asset management company



Supervisory Director  
Appointed in May 2016  
**Yasuo Kawasho**

CEO and Representative Director  
Appointed in May 2014  
**Etsuo Matsuyuki**

Supervisory Director  
Appointed in November 2010  
**Hiroyasu Shindo**

### ③ Basic Policy on Compliance

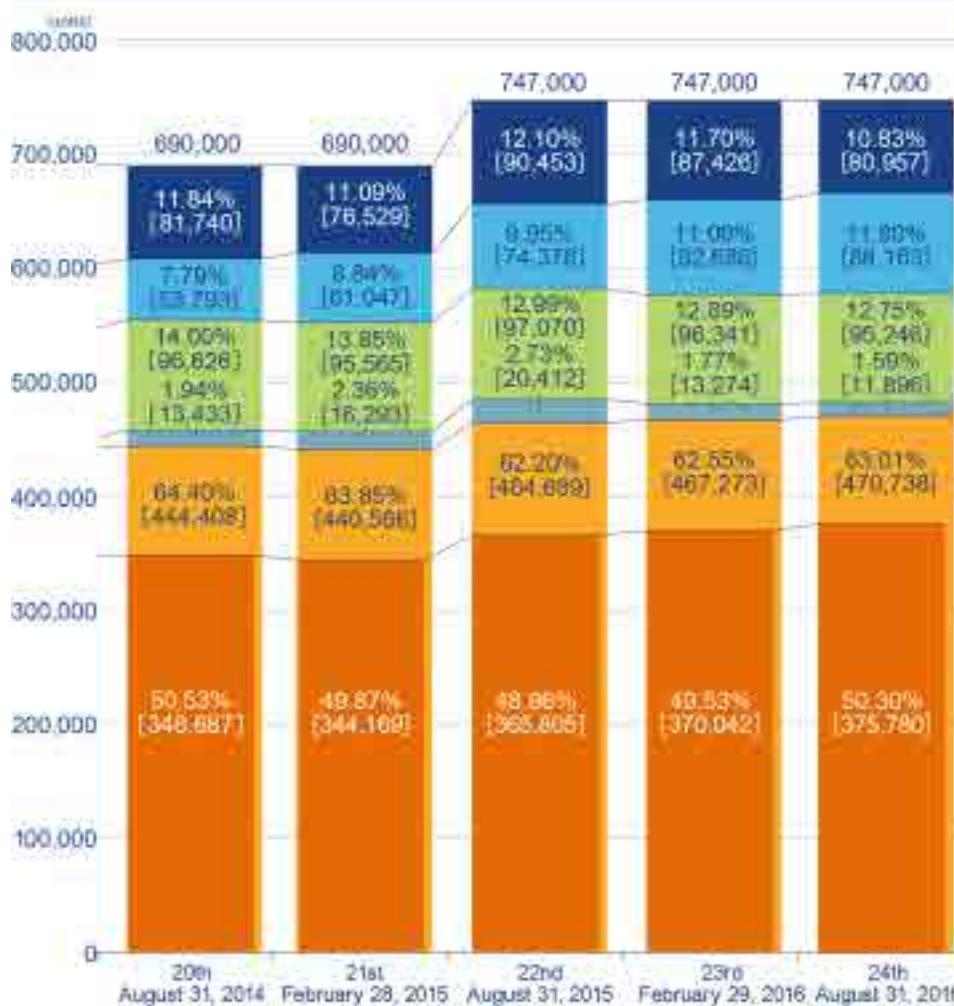
Reprinted from Report on the Management Disclosure and System of the Issues of Risk Disclosure Framework, Audit, Units and Review Periods

Fukuoka REIT Corporation and Fukuoka Realty Co., Ltd. have established a basic compliance policy setting forth the basic mindset that executive directors, supervisory directors, executives, and employees must observe, have set forth the following matters as the fundamental principles of the basic compliance policy, and aim to realize fair and appropriate management and discharge the social responsibilities attached to this business.

- 1) We recognize our corporate social responsibility and the social responsibility and public mission of the Company's business and will engage in sound business operation.
- 2) We will observe both the letter and the spirit of the law.
- 3) We engage in fair and transparent business based on the principle of self-responsibility.
- 4) We respect the character of all other stakeholders and contribute to the sound development of economic society.
- 5) We unhesitatingly choose ethics when profit and ethics conflict.
- 6) We maintain an unyielding stance toward antisocial forces.
- 7) We strive to leave a more prosperous and fair society to future generations.
- 8) We will actively create solutions satisfactory to everyone when confronted with difficult ethical problems.

# Unitholders' data

## Distribution by investor category (breakdown of investment units)



Financial institutions ■ Of which held by trust banks ■ Stock brokers ■ Other corporations ■ Foreign corporations ■ Individual  
+ A 6.6% split of Fukuoka RRT investment units was effected on March 1, 2014. Accounting treatment and share and balance sheet as of March 1, 2014 have been revised to reflect the split.  
\* Percentages and ratio are rounded off to two decimal places.

## Major investors (end of the 24th fiscal period)

(As of August 31, 2016)			
Rank	Investor name	Investment units held	Percentage of total number of investment units outstanding (%)
1	Japan Trustee Services Bank, Ltd. (Trust account)	249,253	33.36%
2	Fukuoka Jisho Co., Ltd.	66,075	8.84%
3	The Master Trust Bank of Japan, Ltd. (Trust account)	39,786	5.32%
4	Trust & Custody Service Bank, Ltd. (Securities investment trust account)	39,612	5.30%
5	The Nomura Trust and Banking Co., Ltd. (Investment trust account)	25,410	3.40%
6	Individual investor	11,985	1.60%
7	Met Life Inc.	11,872	1.58%
8	State Street Bank and Trust Company	11,040	1.47%
9	The Bank of New York Mellon SA / NV 10	10,173	1.36%
10	Shikoku Railway Company	9,130	1.22%

(\*) Percentages and ratio are rounded off to two decimal places.

# Unit price chart



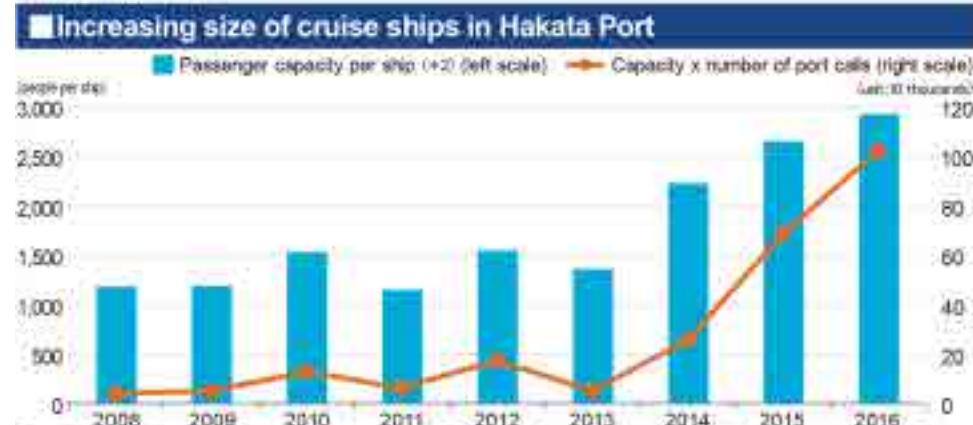
(\*) A 5-for-1 split of Fukuoka REIT investment units was effected on March 1, 2014. Accordingly, investment unit prices and issuance prices until February 25, 2014 have been divided by five.

(\*\*) Turnover by February 25, 2014 was multiplied by 5.





## Strengths of Fukuoka and Kyushu②



### ■ Waterfront district redevelopment concept (formulated in March 2016)

#### ◎ Objectives

- Boost the international competitiveness of central Fukuoka and contribute to the development of Kyushu and West Japan.
- Increase the supply capacity of urban functions in response to demand increases for MICE and cruises.
- Utilize the seaside to create a space that combines bustle and relaxation.

