

NIPPON REIT Investment Corporation (TSE code : 3296)  
Performance Report (January -March 2020)

April 30, 2020

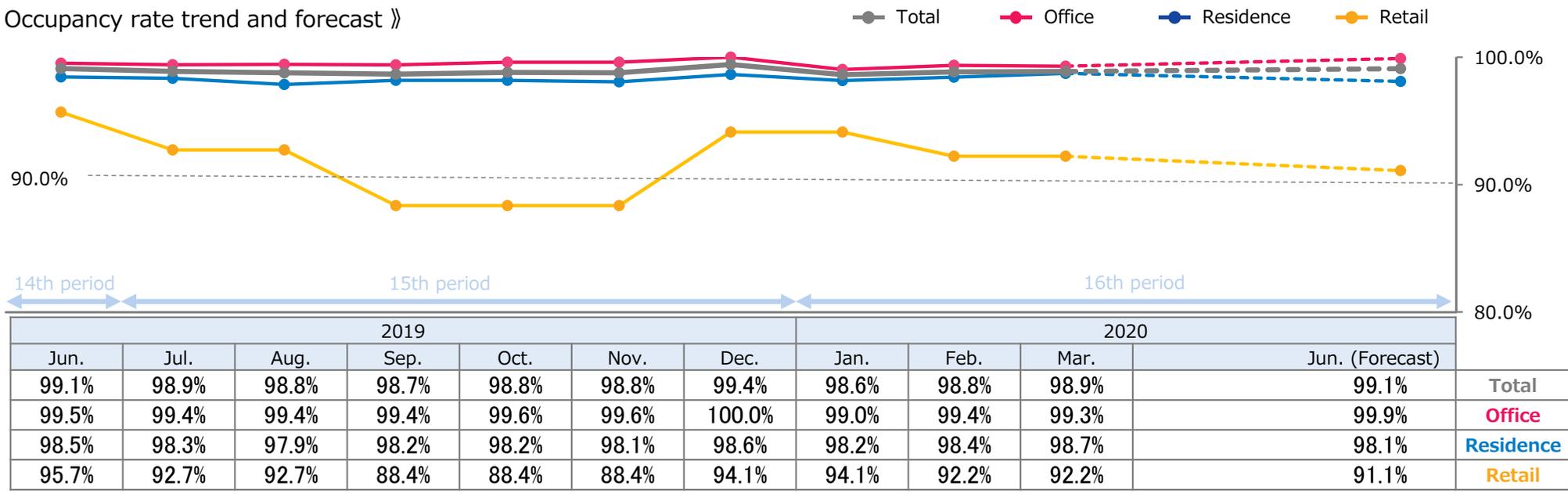
真面目に、  
地道に、  
堅実に。



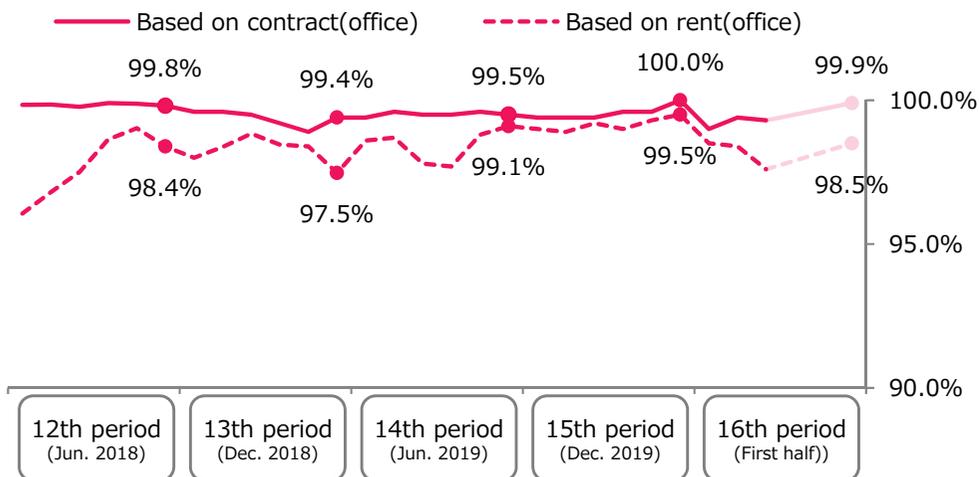
# Occupancy Rate and Free Rent Period Trend

**1 Maintaining a high occupancy rate both of based on contract and rent**  
 • Occupancy rate has been moving along smoothly in the first half of the 16<sup>th</sup> period

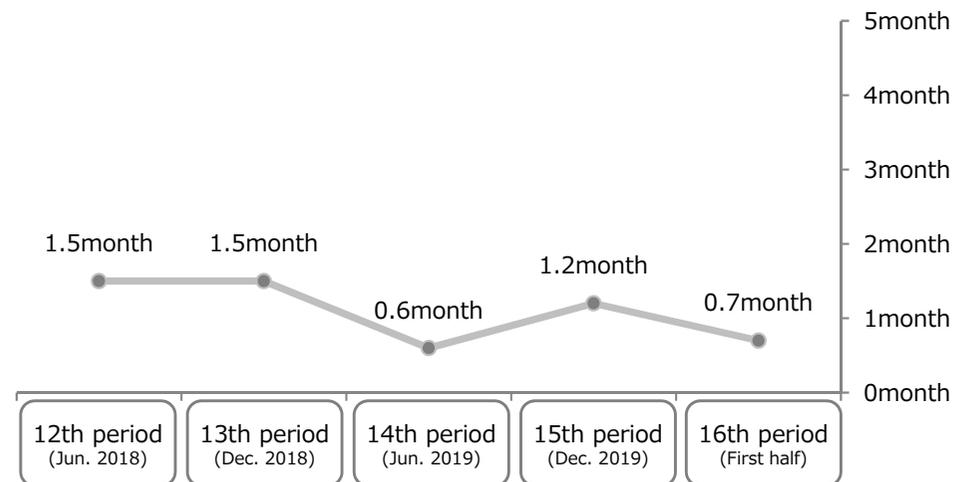
《 Occupancy rate trend and forecast 》



《 Trend of occupancy rate based on rent (office) 》



《 Trend of average free rent period (office) 》

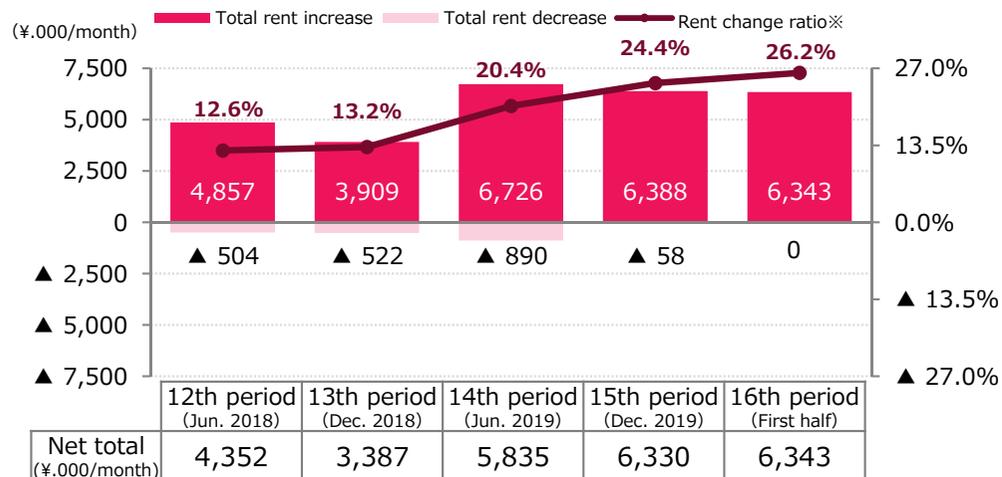


## 2 Increase in office rent change ratio upon tenant replacement

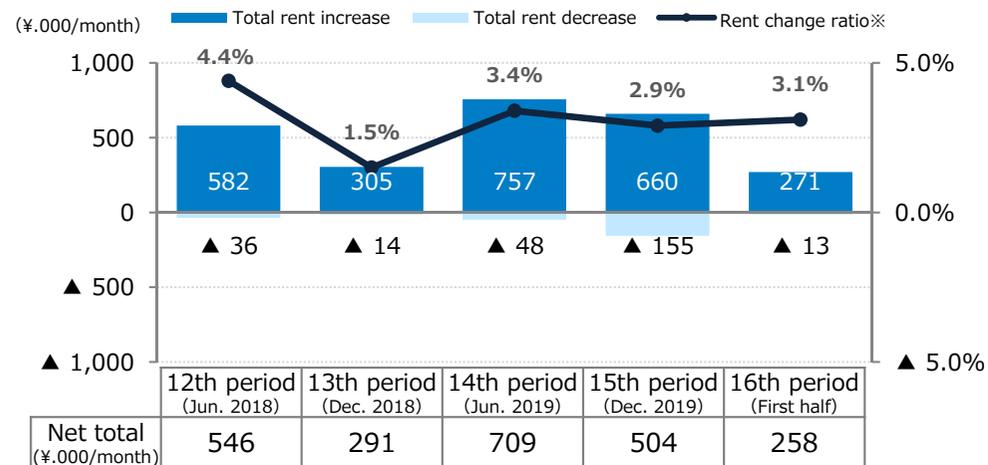
- Rent increase (decrease) upon tenant replacement continues to improve, Net total increase of office has already exceeded the result of the previous period in three months
- There are a few termination notices due to effects of the new coronavirus infection, but the number is limited in the first half of the 16<sup>th</sup> period.

### 《 Monthly rent increase (decrease) upon tenant replacement 》

#### ● Office



#### ● Residence (1)



### 《 Status of Termination Notices 》

Property name	Occupancy rate	Termination notices section	Assumed occupancy rate
Komyoike Act	96.9%	1floor (57tsubo)	Left already 96.9% (Mar. 2020)
BECOME SAKAE	83.6%	1floor・1section (229tsubo)	Left already 83.6% (Mar. 2020)
GreenOak Kayabacho	86.4%	1floor (123tsubo)	Left already 100% (Apr. 2020)
NORE Meieki	98.8%	1section (15tsubo) 1section (69tsubo)	Left already 94.7% (Apr. 2020)
Primegate Iidabashi	100.0%	2 sections (74.88tsubo)	Termination notice 85.3% (Apr. 2020)
Toshin Higashi-Ikebukuro Building	100.0%	1floor (76tsubo)	Termination notice 84.7% (May 2020)
MK Kojimachi Building	100.0%	3floors (137tsubo)	Termination notice 74.3% (May 2020)
FORECAST Shin-Tokiwabashi	100.0%	1floor (47tsubo)	Termination notice 100% (Jun. 2020)
Marunouchi Sanhome Building	100.0%	1section (33tsubo) 1section (86tsubo) 1section (67tsubo)	Termination notice 95.2% (Jun. 2020)
NORE Fushimi	85.4%	2floors (240tsubo) 1section (78tsubo)	Left already 93.3% (Jun. 2020)
FORECAST Kameido	100.0%	1floor・1section (189tsubo)	Termination notice 100% (Jul. 2020)
Itohpa Kiyosubashidori Building	100.0%	1floor (112tsubo)	Termination notice 100% (Aug. 2020)
Higashi Ikebukuro Center Building	100.0%	1floor (116tsubo)	Termination notice 90.9% (Aug. 2020)
FORECAST Shinjuku SOUTH	100.0%	1section (118tsubo)	Termination notice 100% (Sep. 2020)
Kudankita 325 Building	100.0%	1floor (73tsubo)	Termination notice 88.0% (Sep. 2020)
Towa Kandanshikicho Building	100.0%	2floors (99tsubo)	Termination notice 75.2% (Sep. 2020)
Omiya Center Building	100.0%	1section (34tsubo)	Termination notice 99.2% (Oct. 2020)
FORECAST Kayabacho	100.0%	1section (15tsubo) 2sections (33tsubo)	Termination notice 97.2% (Oct. 2020)
Toranomon Sakura Building	100.0%	2sections (162tsubo) 1section (100tsubo)	Termination notice 89.2% (Oct. 2020)
Itohpa Iwamotocho ANNEX Building	100.0%	2floors (243tsubo)	Termination notice 73.8% (Oct. 2020)

Note

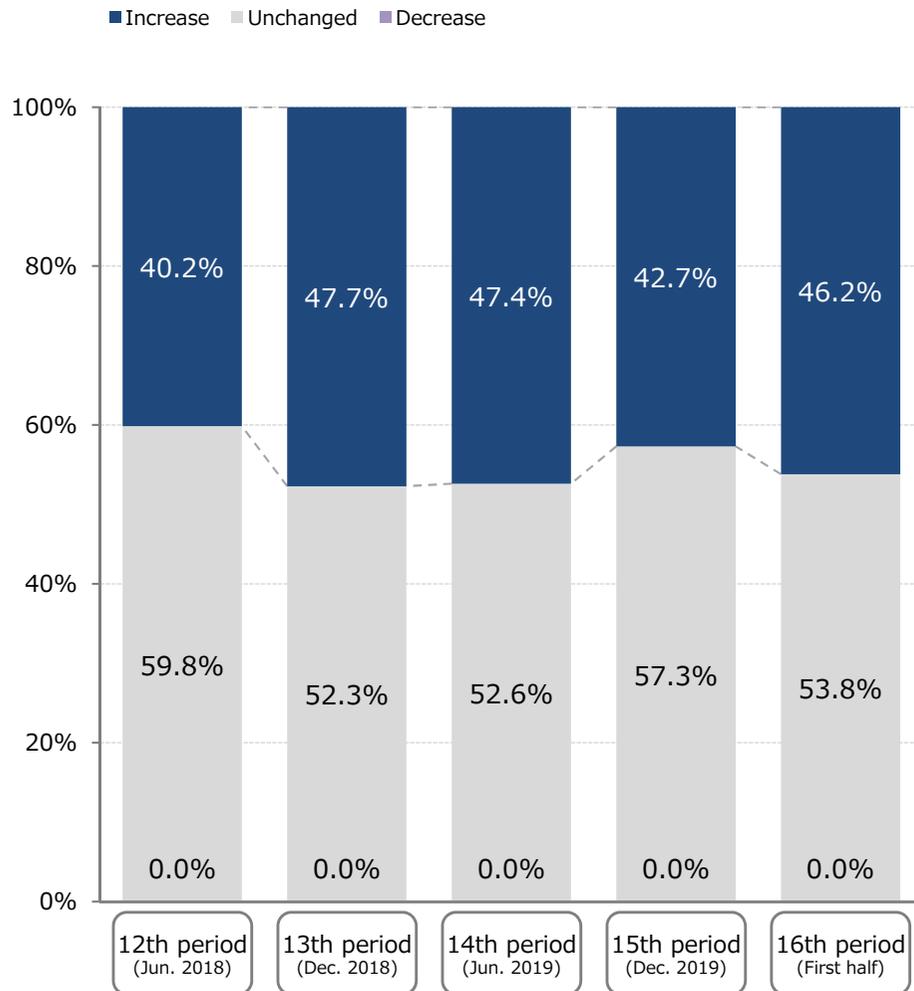
1. Residential properties of which rents are not fixed, are stated.

Properties of which occupancy rate is expected to be 100% because new lease contracts have been concluded or we have already received tenancy applications for subject area

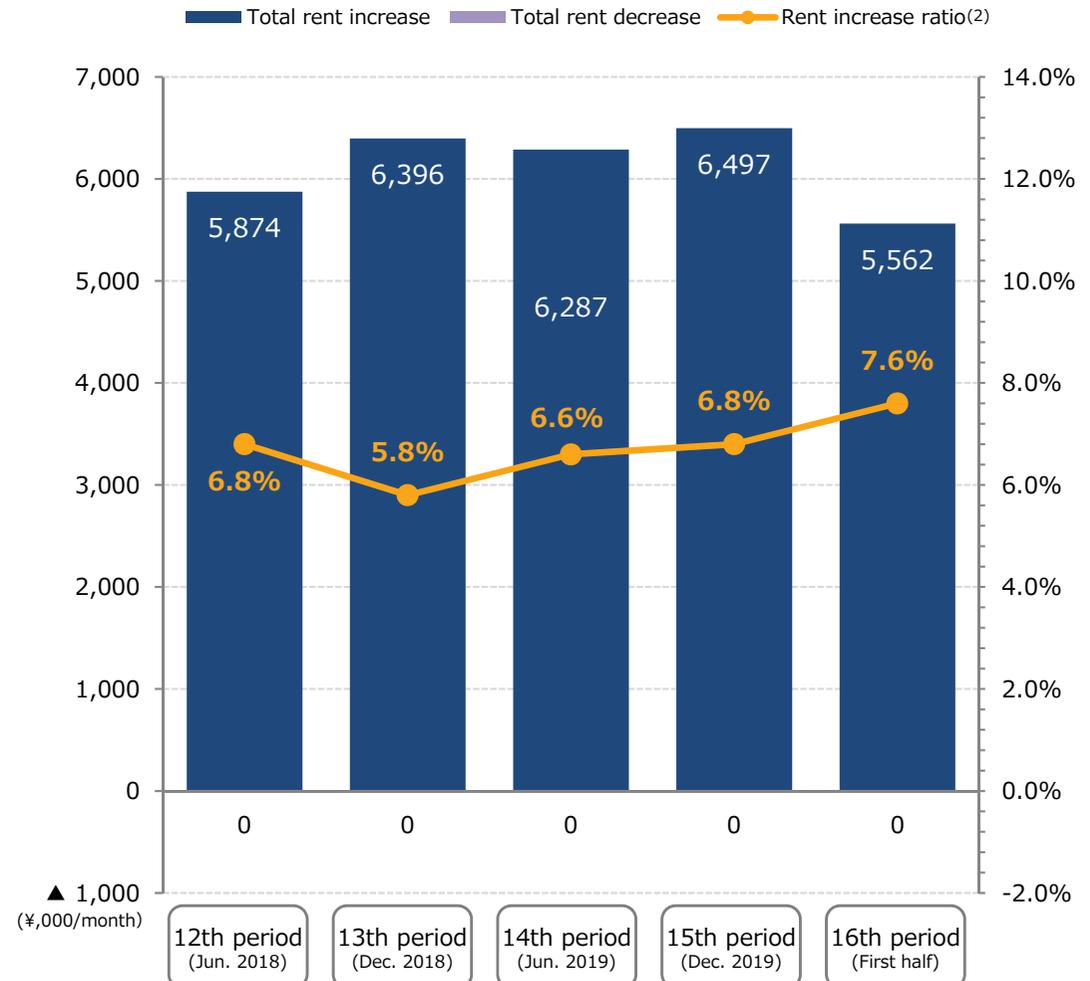
## 3 Maintain rent increase trend upon contract renewal

· Achieved rent increase for 46.2% of the floor space subject to renewal, attributed to 36 tenants (4,500 tsubo) out of 82 tenants (9,747 tsubo), in the first half of the 16<sup>th</sup> period.

《Track record of rent renewals (floor space) (1)》



《Status of rent increase (decrease) upon contract renewals》  
(office / monthly rent)



Note

- In case that tenant categorized "Unchanged" in each period accepted rent increase after the following period, the area subject to rent renewal of the tenant is included the area categorized "Unchanged" and "Increase" in the relevant period.
- "Rent increase ratio" is calculated in each period as below, rounded to the first decimal place.  $((\text{total rent increase after rent renewal} - \text{total rent before rent renewal}) / \text{total rent before rent renewal})$

# Implementation Status and Major plans of Engineering Management

## 4 Planning and carrying out the Engineering Management to boost internal growth

《Major implementation (from Jan. to Mar. 2020)》

《Merveille Senzoku, Wald Park Minamioi》  
**Increase in revenue by replacing sublease parking operator and installation of EV charging facility**

- Sublease parking operator has replaced and approx. ¥0.31mn p.a. increase in revenue is expected
- The tenant satisfaction improved by installation of EV charging facility

《12 properties》  
**Cost reduction by changing electric power provider**

- Electric power provider has changed
- Approx. ¥22.29mn p.a. cost reduction is expected

《4 properties》  
**Cost reduction by replacing building manager**

- Building manager of the properties located in same area has replaced
- Approx. ¥9.72mn p.a. cost reduction is expected

《Seam Dwell Tsutsui》  
**Cost reduction by reviewing contract of outside parking lots**

- The contract of 3 outside parking lots has reviewed and improved
- Approx. ¥0.4mn p.a. cost reduction is expected

《Towa Higashi-Gotanda Building》  
**Introduction of vending machine with donation system**

- Vending machine that 1 yen will be donated to greenery business of Tokyo per 1 drink vending has set as one of NRT's ESG measure

- Measure to increase revenue
- Measure to improve tenant satisfaction
- Measure to reduce expense
- Measure with environmental consideration

Note  
 1. Total amounts of Planned capital investment and Strategic value-enhancing investment are stated

《Major implementation (from Apr. 2020)》

《NORE Fushimi》  
**Increase in revenue by expand leasable space**

- Approx. ¥1.08mn p.a. increase in revenue by expanding leasable space through changing layout as well as improvement of tenant satisfaction through renewal of common area are expected

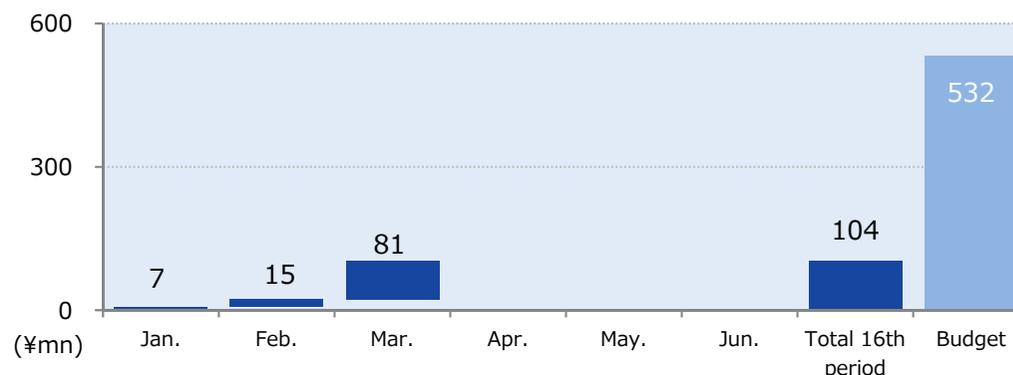
《Toranomom Sakura Building》  
**Increase in revenue by setting antennas on the rooftop**

- Plan to set antennas for mobile phone etc. on the rooftop
- Approx. ¥0.84mn p.a. increase in revenue is expected

《Sky Hills N11》  
**Improvement of tenant satisfaction by effective renewal of ventilation system**

- Plan to improve tenant satisfaction by effective renewal of ventilation system using campaign of Hokkaido Electric Power Co., Inc.

《16th period Status of Engineering Management Implementation<sup>(1)</sup>》



This presentation material may include forward-looking statements on the financial standing and operating results of NIPPON REIT. These forward-looking statements include portions that assume certain risks and uncertainty. As such, please note that actual results may differ due to changes in the business environment in the future and other factors.

The purpose of this presentation material is to provide information of NIPPON REIT, and not to solicit investments in or recommend trading of specific products. NIPPON REIT assumes no responsibility for any problems, losses or damage resulting from any activity related to decisions based on the information on this presentation material.

In addition, please note that NIPPON REIT cannot take any responsibility for any damage occurring from any falsification of texts, leakage of texts and content, unauthorized use by third parties or any other accidents that are not attributable to NIPPON REIT.

The content may be changed without notice, and NIPPON REIT does not bear any responsibility for any problems, losses or damage caused by the action.

Contact for inquiries

 **Sojitz REIT Advisors K. K.**

TEL: +81-3-5501-0080

<http://www.sojitz-sra.com/en>