

# **CRE Logistics REIT**

## Financial Results Briefing for the 11th Fiscal Period

Ended December 2021 (July 1, 2021 to December 31, 2021)



#### Contents

#### **Contents** Glossary

| 4. Et a control Describe and Engage |  | 2   | Appraisal value   | Certificate of Incorporation of the Investment Corporation and the Regulation on Accountings of Investment Corporations (Cabinet Office Order No.47 of 2006 including subsequent revisions)   |
|-------------------------------------|--|-----|---|---|
|                                     | 1. Financial Results and Forecasts             | 2   | Unrealized gains  | (Appraisal value) - (Book value) as of the end of the period  |
|                                     |  |     | LTV   | (Outstanding balance of interest-bearing debt) / (Total Assets)   |
|                                     | 2. Growth Strategies                           | 12  | LTV based on appraisal value                                  | (Outstanding balance of interest-bearing debt) / (Total assets + Unrealized gains)  |
|                                     |  | NAV | Net assets + Unrealized gains - Total amount of distributions |   |
|                                     | 3. Characteristics of CRE Logistics REIT, Inc. | 25  | NAV per unit  | (Net assets + Unrealized gains - Total amount of distributions) / Total number of investment units outstanding  |
|                                     | 4. Market Environment                          | 36  | Acquisition price   | Acquisition price is the purchase agreement price for each of the trust beneficiary rights stated in the sales agreement and does not include national and local consumption taxes or sales commission and other expenses that are incurred in the acquisition. |
|                                     |  | 44  | NOI yield   | Ratio of actual NOI of the portfolio assets to their acquisition price  |
| 5. A                                | 5. Appendix                                    |     | Appraisal NOI yield   | Ratio of the appraisal NOI of each current asset (based on the relevant real estate appraisal report with valuation dated as of December 31, 2021) to the acquisition price of each current asset   |
|                                     |  |     | CRE   | CRE, INC.   |

Term

This material is not a disclosure material under the Financial Instruments and Exchange Act, the Act on Investment Trusts and Investment Corporations or the Securities Listing Regulations of the Tokyo Stock Exchange.

**CRE Group** 

As of the date of this material, the auditing procedures for financial statements pursuant to the Financial Instruments and Exchange Act have not been completed.

CRE, INC, and its subsidiaries and affiliates

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

Definition The appraisal value or an investigated value as of the end of the period is stated based on the



#### Summary

External Growth

• Due to the 5th public offering in September 2021, the distribution per unit for the fiscal period ended December 2021 resulted at **3,524 yen, the highest ever for CRE REIT**.

Internal Growth

- All tenant whose contract expire in the fiscal period ending December 2022 and June 2023 renewed with rent increase.
- All tenants whose contracts expire by December 2023 have been renewed.

Financial Management

- Continuing to reduce through each public offering, LTV has reached to 44.0%, the lowest ever for CRE REIT.
- Lenders increased from 12 (end of June 2021) to 16 (end of January 2022), and the diversification of lenders has progressed.
- Newly issued 10-year Green bond. (November 2021)
- Newly acquired A (stable) rating from JCR. (August 2021)

ESG

- Received 3 Stars and Green Star in the GRESB Real Estate Assessment, and the highest A Level for the GRESB Public Disclosure.
- Over 80% of the properties produce solar power, and **80% of the total consumption is covered** with renewable energy (from April to September 2021).
- Green finance for both equity and debt in the 5th public offering.
   Delivered all prospectuses electronically.

Other

• Included in the FTSE EPRA Nareit Global Real Estate Index Series (December 2021)

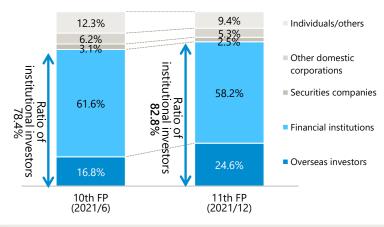


#### Summary of the Fifth Public Offering in September 2021

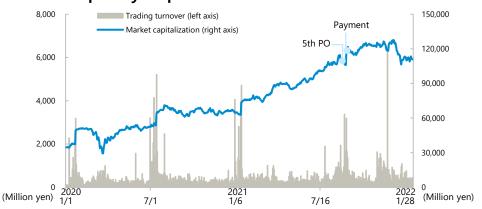
#### **New Initiatives**

- Financed through green equity offerings and green loans.
- Allocated all new investment units only to domestic and overseas institutional investors.
- Delivered all prospectuses electronically in consideration of the environment.

#### Increase in the ratio of institutional investors



## Market capitalization increase and investment unit liquidity improve



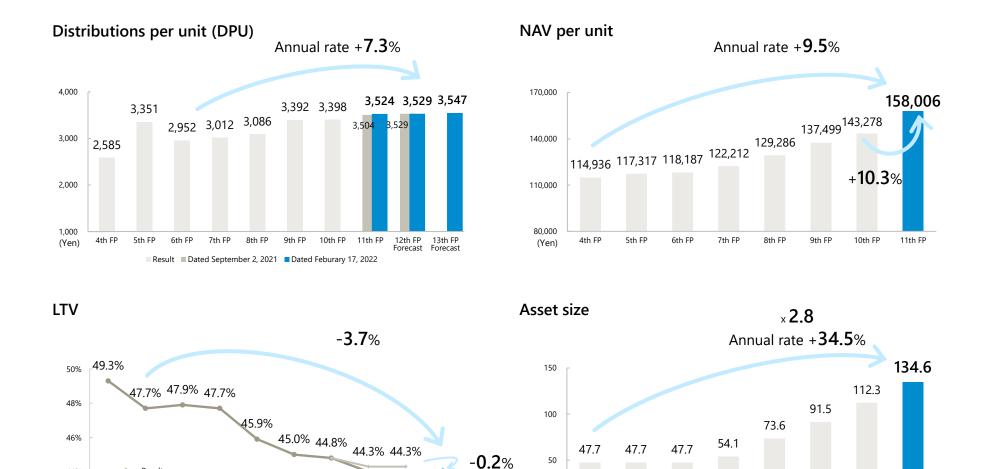
#### Summary of the fifth public offering and the acquisition of the property

| Number of new investment units issued | 64,550 units<br>(12.9% of total issued and outstanding<br>investment units)   |
|---------------------------------------|---|
| Total issue value                     | 13,147 million yen  |
| Increase in borrowings                | 9,500 million yen   |
| Form of offering                      | Reg. S only (The transaction will be documented by a Japanese language prospectus. English one will not be prepared.) |
|                                       |   |





### Since Listing in February 2018, Steady Growth through Five Public Offerings



5th FP

(Billion yen)

6th FP

7th FP

8th FP

9th FP

44.0% 43.9% 44.0%

12th FP

Forecast

Forecast

10th FP

11th FP

9th FP

10th FP

Dated September 2, 2021

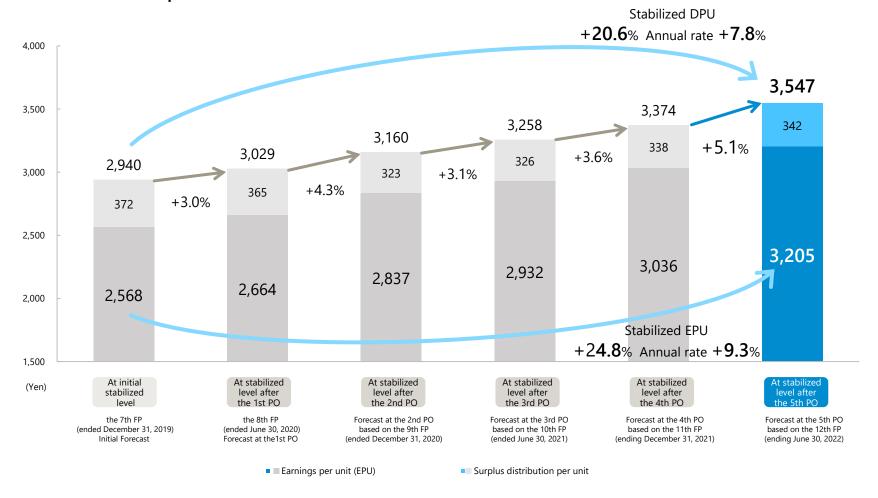
Dated February 17, 2022

44%

42%

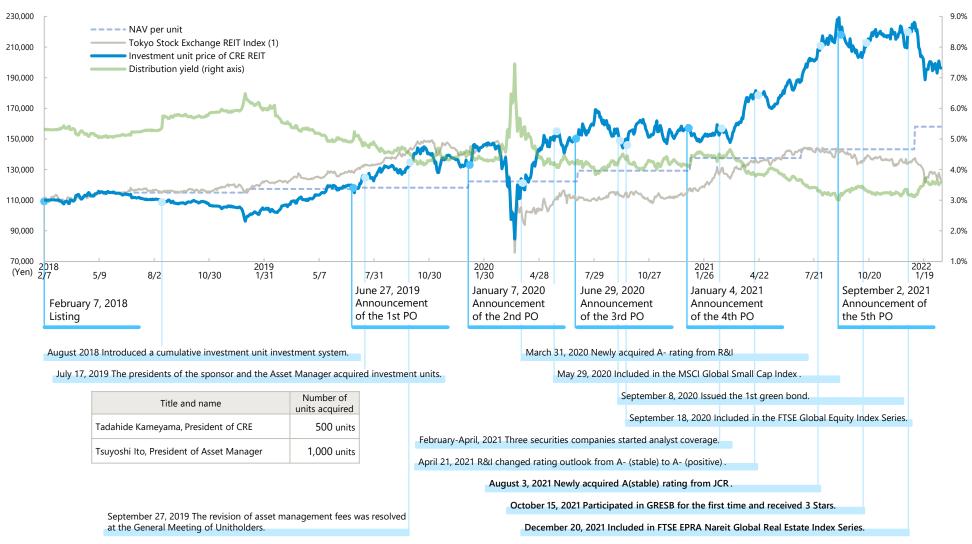
#### Realize External Growth that Contributes to Increases in DPU

Increase stabilized DPU by an average annual growth rate of 7.8% through public offering for five consecutive periods.



#### Investment Unit Price has Increased through the Past Five External Growth etc.

#### Trend in investment unit price (closing price) (as of February 15, 2022)



<sup>1:</sup> Trends in the closing price of the Tokyo Stock Exchange REIT Index at Tokyo Stock Exchange, Inc. (hereinafter "TSE") show trends in relativized figures on the assumption that the closing price (1,664.83pt) of the TSE REIT Index on the date of the listing of the Investment Corporation (February 7, 2018) is the same as the issue price (110,000 yen per unit) of the Investment Corporation at the time of listing.

## Highlights on the 11th FP – Achieved Record High Results through External Growth

#### Distributions per unit

| 11th FP Results<br>(2021/12) | 3,524 yen<br>(vs forecast:+20 yen, +0.6%) |
|------------------------------|---|
| 12th FP Forecasts (2022/6)   | 3,529 yen                                 |
| 13th FP Forecasts (2022/12)  | 3,547 yen                                 |

#### NAV per unit

| 11th FP Results | 158,006 yen                          |
|-----------------|--------------------------------------|
| (2021/12)       | (vs previous FP +14,727 yen, +10.3%) |

#### **Portfolio**

| Portfo         | olio size            | 20 properties 134 billion yen |
|----------------|----------------------|-------------------------------|
| Occup          | oancy rate           | 100.0%                        |
| Avera<br>lease | ge remaining<br>term | 5.0 years                     |
| Avera          | ge property age      | 4.2 years                     |

#### **Asset**

|                              | 11th FP<br>(2021/12) | Compared to<br>10th FP |
|------------------------------|----------------------|------------------------|
| Appraisal value              | 148,560 million yen  | +26,520 million yen    |
| Unrealized gains             | 15,881 million yen   | +4,609 million yen     |
| Unrealized gains ratio       | 12.0%                | +1.8%                  |
| NOI yield                    | 4.6%                 | -0.2%                  |
| NOI yield after depreciation | 3.7%                 | -0.1%                  |
| Repair expense               | 3 million yen        | -2 million yen         |
| Capital expenditure          | 5 million yen        | -13 million yen        |

#### Debt

|                                 | 11th FP<br>(2021/12) | Compared to<br>10th FP |  |
|---------------------------------|----------------------|------------------------|--|
| Interest-bearing debt           | 61,869 million yen   | + 9,200 million yen    |  |
| LTV                             | 44.0%                | -0.9%                  |  |
| LTV based on appraisal value    | 39.5%                | -1.4%                  |  |
| Ratio of fixed interest debt    | 100.0%               | +1.9%                  |  |
| Ratio of long-term debt         | 100.0%               | -%                     |  |
| Average borrowing interest rate | 0.577%               | +0.026%                |  |

#### **Equity**

|  | 11th FP<br>(2021/12) | Compared to<br>10th FP |
|--|----------------------|------------------------|
| Net assets per unit                          | 133,406 yen          | +9,267 yen             |
| NAV  | 89,226 million yen   | +17,565 million yen    |
| NAV per unit                                 | 158,006 yen          | +14,727 yen            |
| Total number of investment units outstanding | 564,700 units        | +64,550 units          |

#### Results for the 11th Fiscal Period

Unit: million yen

|   | 10th FP<br>(2021/6) | 11th FP<br>(2021/12) | 11th FP<br>(2021/12) | vs. Previous FP | vs. Forecast |  |
|---|---------------------|----------------------|----------------------|-----------------|--------------|--|
|   | Results (A)         | Forecasts (B)        | Results (C)          | (C) - (A)       | (C) - (B)    |  |
| Operating revenues                        | 3,159               | 3,573                | 3,595                | + 435           | + 21         |  |
| Leasing expenses (excluding depreciation) | 474                 | 508                  | 521                  | + 47            | + 13         |  |
| NOI                                       | 2,685               | 3,065                | 3,073                | + 388           | 5 + 8        |  |
| Depreciation                              | 562                 | 616                  | 615                  | + 53            | - 0          |  |
| Net leasing revenues<br>(NOI - Dep.)      | 2,123               | 2,449                | 2,458                | 1 + 335         | + 8          |  |
| General and administrative expenses, etc. | 322                 | 371                  | 369                  | 2 + 47          | - 1          |  |
| Operating income                          | 1,800               | 2,077                | 2,088                | + 287           | + 10         |  |
| Non-operating income                      | 0                   | 11                   | 11                   | 3 + 11          | + 0          |  |
| Non-operating expenses                    | 278                 | 300                  | 300                  | 4 + 22          | + 0          |  |
| Ordinary income                           | 1,522               | 1,788                | 1,799                | + 277           | + 11         |  |
| Net income                                | 1,521               | 1,787                | 1,798                | + 277           | + 11         |  |
|   |                     |                      |                      |                 |              |  |
| Distributions per unit (yen)              | 3,398               | 3,504                | 3,524                | + 126           | + 20         |  |
| Earnings per unit (yen)                   | 3,042               | 3,166                | 3,186                | + 144           | + 20         |  |
| OPD per unit (yen)                        | 356                 | 338                  | 338                  | - 18            | _            |  |

# Major factors for difference <vs. previous period> 1 Net leasing revenues +335 • Increase due to 1 property acquired in the 11th FP +274 • Full-period contribution of 3 properties acquired in the 10th FP +51 • Upward revision of rents +3 • Decrease in Property taxes and City planning taxes +3 2 General and administrative expenses, etc. +47 • Increase in asset management fees +37 • Increase in asset custody and administrative service fees +3

• Increase in other fees +5

Non-operating income +11

Non-operating expenses +22

• Refund of Property taxes and City planning

• Increase in loan-related expenses and interest

• Decrease in amortization of organization

<vs. forecast>
5 NOI +8

taxes +11

expenses +24

• Decrease in repair expenses +5

#### Forecasts for the 12th and 13th Fiscal Periods

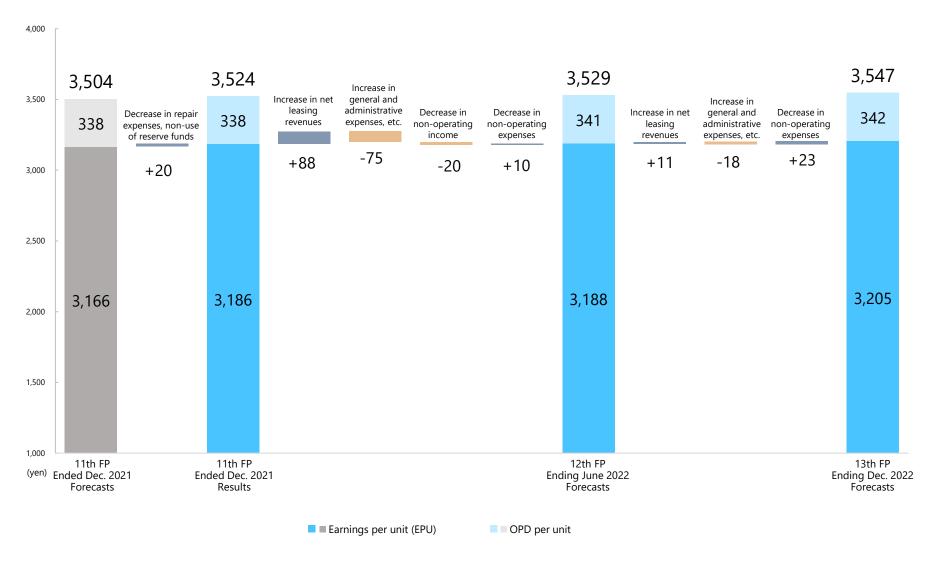
Unit: million yen

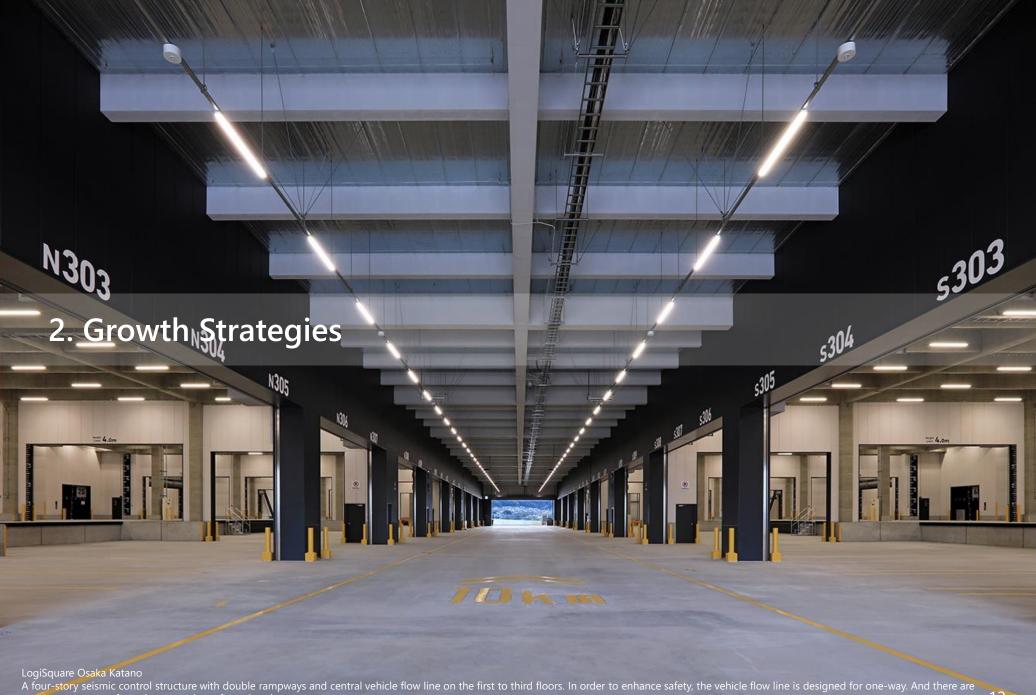
|  | 11th FP<br>(2021/12)<br>Results (A) | 12th FP<br>(2022/6)<br>Forecasts (B) | Difference<br>(B) - (A) | 13th FP<br>(2022/12)<br>Forecasts (C) | Difference<br>(C) - (B) |
|--|-------------------------------------|--------------------------------------|-------------------------|---------------------------------------|-------------------------|
| Operating revenues                           | 3,595                               | 3,875                                | + 280                   | 3,884                                 | + 9                     |
| Leasing expenses<br>(excluding depreciation) | 521                                 | 724                                  | + 202                   | 725                                   | + 1                     |
| NOI  | 3,073                               | 3,151                                | + 77                    | 3,159                                 | + 8                     |
| Depreciation                                 | 615                                 | 642                                  | + 27                    | 644                                   | + 1                     |
| Net leasing revenues<br>(NOI - Dep.)         | 2,458                               | 2,508                                | 1 + 50                  | 2,514                                 | 5 + 6                   |
| General and administrative expenses, etc.    | 369                                 | 412                                  | 2 + 42                  | 422                                   | 6 + 10                  |
| Operating income                             | 2,088                               | 2,096                                | + 7                     | 2,092                                 | - 3                     |
| Non-operating income                         | 11                                  | -                                    | 3 - 11                  | -                                     | -                       |
| Non-operating expenses                       | 300                                 | 294                                  | - 5                     | 281                                   | <b>7</b> - 13           |
| Ordinary income                              | 1,799                               | 1,801                                | + 1                     | 1,810                                 | + 9                     |
| Net income                                   | 1,798                               | 1,800                                | + 1                     | 1,809                                 | + 9                     |
|  |                                     |                                      |                         |                                       |                         |
| Distributions per unit (yen)                 | 3,524                               | 3,529                                | + 5                     | 3,547                                 | + 18                    |
| Earnings per unit (yen)                      | 3,186                               | 3,188                                | + 2                     | 3,205                                 | + 17                    |
| OPD per unit (yen)                           | 338                                 | 341                                  | + 3                     | 342                                   | + 1                     |

#### Major factors for difference

- <12th FP>
- Net leasing revenues +50
  - Full-period contribution of 1 property acquired in the 11th FP +201
  - Start expensing of Property taxes and City planning taxes on 4 properties acquired in the 10th and the 11th FP -126
  - Increase in repair expenses -22
- General and administrative expenses, etc. +42
  - Increase in asset management fees +28
  - Increase in other fees +10
- 3 Non-operating income -11
  - Non-occurrence of refund of Property taxes and City planning taxes -11
- Non-operating expenses -5
- Non-occurrence of expenses related to issue of investment units for the 5th PO -15
- Increase in costs for acquisition of environmental certification, etc. +4
- Increase in loan-related expenses and interest expenses +3
- <13th FP>
- Net leasing revenues +6
  - Decrease in repair expenses +5
- General and administrative expenses, etc. +10
  - Increase in asset management fees +4
- Non-operating expenses -13
  - Decrease in loan-related expenses and interest expenses -5
  - Decrease in costs for acquisition of environmental certification, etc. -4

### Comparison between Each Period





#### Rich Pipeline Enabling Future External Growth

#### Aiming for continuous growth in distributions with a view to acquiring properties using free cash

Pipeline<sup>(1)</sup>

11 properties / Total floor area 497,439 m<sup>2 (2)</sup>



LogiSquare Sayama Hidaka (20%)

- (1) May 2020
- (2) 73,728.44 m<sup>2</sup> (14,745.69 m<sup>2</sup>)
- (3) Hanno-shi, Saitama



LogiSquare Shiroi (1) December 2022

- (2) 30.808 m<sup>2</sup>
- (2) Shirai shi Chih
- (3) Shiroi-shi, Chiba



LogiSquare Hirakata

- (1) January 2023
- (2) 45,842 m<sup>2</sup>
- (3) Hirakata-shi, Osaka



LogiSquare Atsugi I

- (1) March 2023
- (2) 18,200 m<sup>2</sup>
- (3) Aikawa-machi, Kanagawa



LogiSquare Matsudo

- (1) Around spring 2023
- (2) 15,654 m<sup>2</sup>
- (3) Matsudo-shi, Chiba

Under development

LogiSquare Fukuoka Ogori

- (1) Around summer 2023
- (2) 18,000-24,000 m<sup>2</sup>
- (3) Ogori-shi, Fukuoka



inomiya

- LogiSquare Ichinomiya (1) Around autumn 2023
- (2) 63,000 m<sup>2</sup>
- (3) Ichinomiya-shi, Aichi

Under development (2

LogiSquare Atsugi II
(1) Around summer 2024

- (2) 18,000-20,000 m<sup>2</sup>
- (3) Atsugi-shi, Kanagawa



LogiSquare Fujimino A,B,C

(1) A: 2023 (2) A:114,256 m<sup>2</sup>

B: 2024 B:115,040 m<sup>2</sup>

C: 2024 C: 43,893 m<sup>2</sup>

(3) Fujimino-shi, Saitama

(1)Completion date (planned) (2)Total floor area (planned) (3)Location Properties with exclusive negotiation right

<sup>1.</sup> As of February 17, 2022, CRE REIT has not engaged in specific negotiations with the CRE Group companies regarding the pipeline nor does it have any plan to acquire from the pipeline at the present time or guarantee any future acquisition from the pipeline.

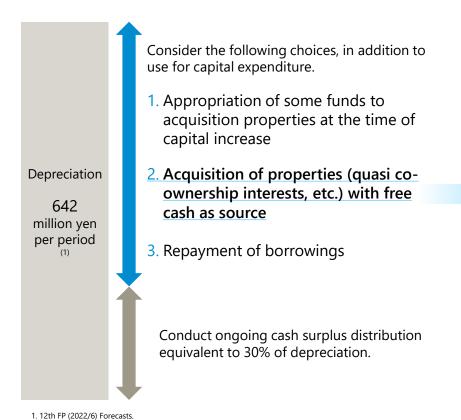
2. The total floor area of the pipeline is based on the lower anticipated total floor area for LogiSquare Fukuoka Ogori and LogiSquare Atsugi II, and the quasi-co-ownership ratio (20%) for LogiSquare Sayama Hidaka (20%).

#### Maximize Distributions by Using Free Cash

#### Approach to the use of free cash

## Effects by acquiring properties only with free cash

Estimate of an increase in distribution per unit (yen)



|                                 |       | NOI yield |      |      |
|---------------------------------|-------|-----------|------|------|
|                                 |       | 4.3%      | 4.4% | 4.5% |
| Acquisi                         | 2,500 | 70        | 72   | 74   |
| Acquisition price (million yen) | 3,000 | 88        | 90   | 93   |
| ion yen)                        | 3,500 | 106       | 109  | 111  |

<sup>1.</sup> Calculated on the assumption that the total number of investment issued units is 564,700.

# CRE REIT's Approach to Property Acquisitions /CRE's Approach to Property Sales and Development

#### CRE REIT's Approach to Property Acquisitions

- Acquisition of property without dilution of distribution per unit/NAV per unit is a prerequisite for the improvement of unitholder value. During all from the first to the fifth public offering, CRE REIT acquired and will acquire properties at an appraisal NOI yield above the implied cap rate and upheld the above prerequisite. CRE REIT plans to maintain this approach moving forward.
- Achieve flexible external growth, with considertion for investment unit price, including utilizing the bridge function. CRE REIT acquired three properties from leasing company at IPO and one property from leasing company at first public offering. The timing of property sales by the sponsor and acquisitions by CRE REIT can be adjusted.
- Acquisition of medium-sized properties and acquisition of quasi co-ownership interests using free cash is also possible. Availability to investment in the properties with total floor area of 5,000m<sup>2</sup> or larger allows the acquisition of properties ranging from several hundred million yen to several billion yen is using retained free cash from accumulated depreciation.

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

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

CRE's Positioning of Asset Management Business

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

The Asset Manager is involved from the time of property acquisition to implement the development with discipline

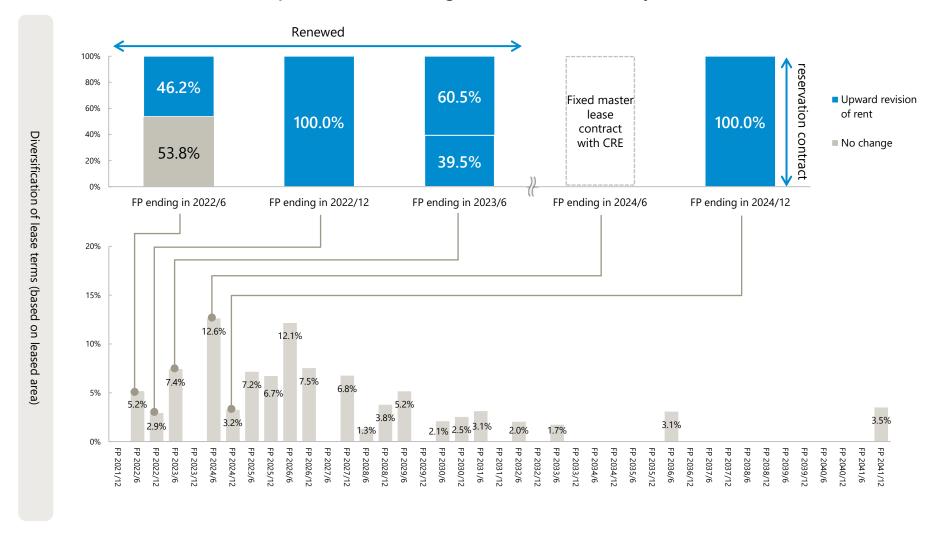
| Leasing  Development                  | Rent assessment (scoring of location, road access, etc.) Formulation of plan incorporating development risks |
|---------------------------------------|--|
| Asset Management                      | Sharing of the level of cap rates on acquisitions in REIT market   |
| Construction<br>Management<br>Leasing | Appropriate cost control  Attraction of tenants  |

Source: Prepared by the Asset Manager based on the Long-term Management Policy (September 12, 2016) of CRE, Inc.

Generation of higher profits than budgeted

#### Occupancy Rate is Expected to Remain at 100% until FP 2023/12

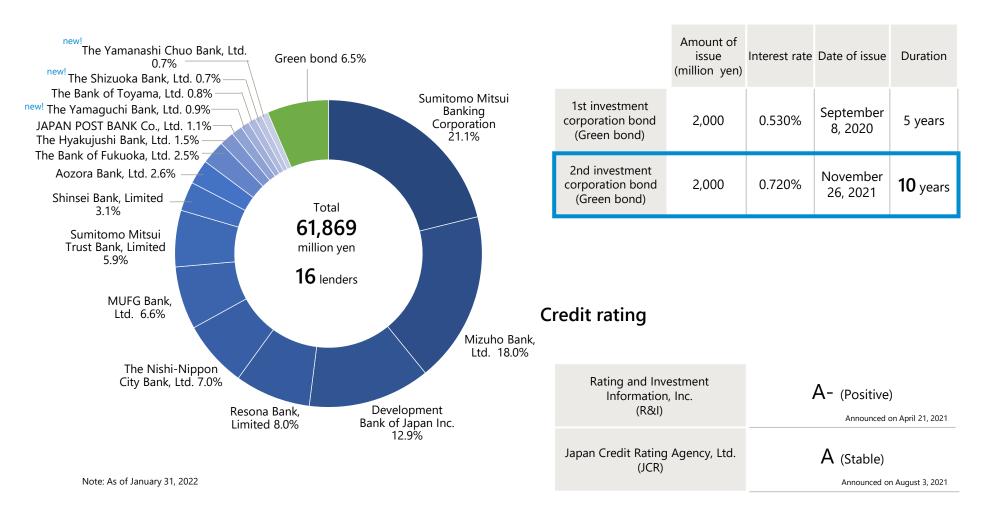
#### The lease contracts for the expiration of FP ending in 2023/6 have already been renewed



## Stable Financial Management (1) Diversification of Financing Methods

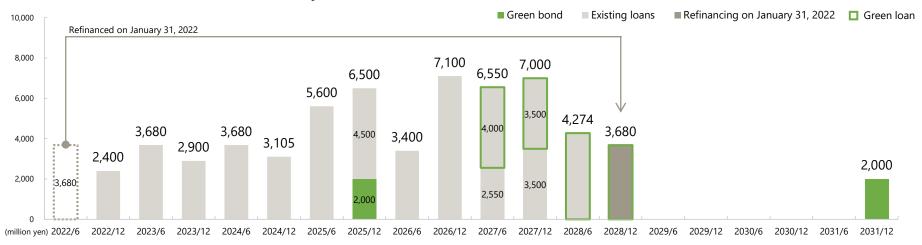
## Diversify interest-bearing debt sources by inviting new lenders

#### Newly issued 10-year bond to prolong the debt term



## Stable Financial Management (2) Promote Diversification of Maturity and Prolong the Debt Term

#### Promote diversification of maturity (as of January 31, 2022)



#### Prolong the debt term

|   | 11th FP<br>(2021/12) | After the refinance<br>(January 31, 2022) | Difference    |
|---|----------------------|---|---------------|
| Interest-bearing debt                           | 61,869 million yen   | 61,869 million yen                        | — million yen |
| LTV   | 44.0 %               | 13th FP 44.0 %                            | — %           |
| Ratio of fixed interest debt                    | 100.0 %              | 94.1 %                                    | - 5.9 %       |
| Ratio of long-term debt                         | 100.0 %              | 100.0 %                                   | — %           |
| Average interest rate                           | 0.577 %              | 0.581 %                                   | + 0.003 %     |
| Average remaining time of interest-bearing debt | 3.8 years            | 4.1 years                                 | + 0.3 years   |

#### Approach to interest-bearing debt

- Set the LTV level of CRE REIT at around 45%, and work to reduce it according to the market environment.
- Conduct financial management with focus on long-term stability by taking out longterm loans at a fixed interest rate.
- Going forward, continue to actively promote procurement with green qualifying debt.

## **Promoting ESG Efforts**

#### Participate in GRESB for the first time



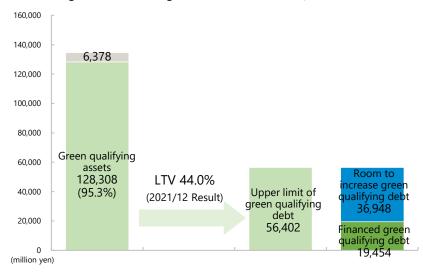
## Supported the TCFD recommendations and promoting company-wide initiatives



Aiming to disclose qualitative scenario analysis, etc. by the end of 2022.

#### Promote green finance

Status of green loans and green bonds (as of January 31, 2022)



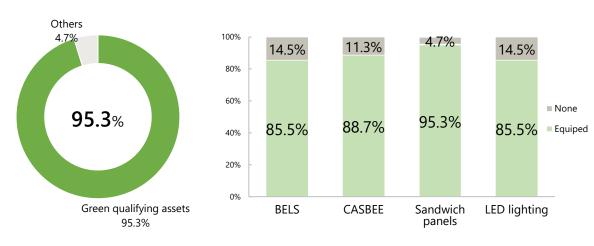
Note: "Room to increase green qualifying debt" = Acquisition price of properties that fall under the category of green qualifying assets x LTV (2021/12 Result) - green bond issued and Green loan amount as of the end of January 2022

#### Status of green equity offerings

|                     | Payment date          | Amount of raised funds (million yen) |
|---------------------|-----------------------|--------------------------------------|
| 5th public offering | September 15,<br>2021 | 13,147                               |

#### **Promoting ESG Efforts – Environment (1)**

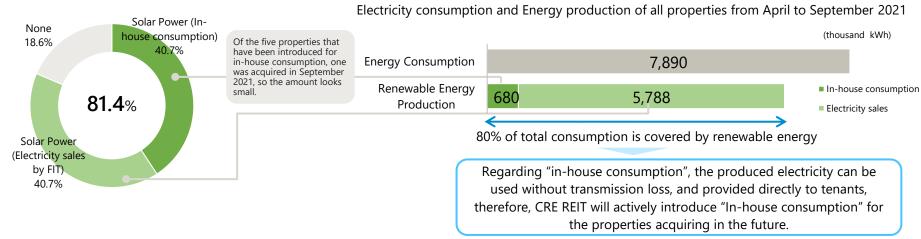
#### 95.3% of portfolio are composed of green qualifying assets



## Include green lease clauses in all contracts re-signed in 2021



#### Over 80% have installed solar power



Note: CRE REIT leases roof top space and the lessees produce renewable energy by installing solar panels.

#### **Promoting ESG Efforts – Environment (2)**

#### In-house consumption of solar power

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



#### Installation of roof watering equipment

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



#### **Human sensors**

Promote energy saving by installing human sensors in facilities.



#### Green walls

Green walls has the effect of lowering the surface temperature of buildings and contributes to the reduction of CO<sub>2</sub> in the atmosphere.



#### Installation of water-saving sanitation appliances

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



#### Soil contamination countermeasures

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

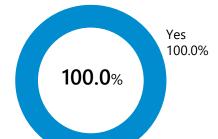


#### **Promoting ESG Efforts – Social (1)**

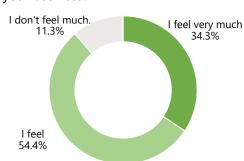
#### Conduct tenant satisfaction surveys

- We will continue to consider improvement measures to increase tenant satisfaction and property value.
- We have confirmed that tenants are becoming more aware of ESG and environmental issues.

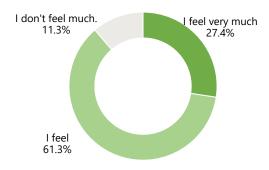
Do you want to stay in LogiSquare in the future?



Do you feel the need to incorporate a greenhouse gas reduction perspective into your business?



Do you feel the need to incorporate ESG perspectives into your business?



## Establish a favorable relation between the employees and the Company

Quarterly Employee satisfaction survey

Asset Management Company conducts questionnaires on employee engagement four times a year and confirms that respondents are proactively engaging in their work and are motivated to contribute to the organizations to which they belong. If problems are identified, the employees themselves devise and implement improvement measures.

 The president has 1 on 1 meeting with all employees quarterly

The President of the Asset Management Company interviews each employee every quarter. These interviews are opportunities to discuss various matters, including target-setting, progress of work and career building.

Turnover rate remains low

| FY 2021/7    | FY 2020/7    |
|--------------|--------------|
| 7.7%         | 0.0%         |
| (1 employee) | (- employee) |

<sup>1.</sup> Based on leased area.

<sup>2.</sup> The above survey was conducted in October and November 2021 for all tenants.

#### **Promoting ESG Efforts – Social (2)**

#### The business continuity of tenants and the improvements in amenities

- Support for business continuity planning measures
  - Logistics facilities located in an inland area where the risk of liquefaction is low.
  - Install power receiving and transforming equipment at elevated locations as a flood control measure.
  - Introduce earthquake early warning systems.
  - Install AEDs.
  - Install emergency power supply systems.
  - Install short circuit isolators in fire alarms to prevent the spread of fires.
- Amenity Improvements
  - Adopt warm-color lighting in entrances and truck berths, etc.
  - Install restrooms for outside drivers.
  - Renovate smoking rooms to respond to the revision to the Health Promotion Act in April 2020.



#### Active disclosure to investors

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



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

#### Efforts for officers and employees

- Support for skill development
  - Encourage employees to acquire qualifications by paying for expenses and bonuses for acquisition of qualifications.

License holders (including those that have passed examinations)

| Qualification name   | Percentage of staff holding qualification<br>or having passed exam (1) |
|--|--|
| Real estate broker   | 84.6%  |
| ARES (Association for Real Estate Securitization) Certified Master                       | 53.8%  |
| CMA (Certified Member Analyst of the Securities<br>Analysts Association of Japan) holder | 23.1%  |
| Real estate consulting master  | 15.4%  |

- 1. Calculated with the 13 people involved in the operation of CRE REIT (as of December 31, 2021) as
- Improvement of the work environment
  - Refresh and expand the work space by relocating offices.
  - Introduce staggered commuting and working from home as a measure against COVID-19.

#### Contribution to regional and social development

- CRE Activities
- The CRE Group has cooperated with a local government in the excavation of the remains of 74 pit houses from the Middle Jomon Era (about 5,000 years-old), which were



- discovered during the development of LogiSquare Sayama Hidaka, and has collaborated with the local government in the preservation of archaeological records and tours of the site.
- Hold a CRE forum for the purpose of sharing logistics issues faced by companies.
- Install fire cisterns to provide tap water that can be used as a firefighting irrigation.
- Cooperate for traffic restrictions during the Saitama International Marathon.



#### **Promoting ESG Efforts – Governance**

#### Holding investment units by officers and employees of the sponsor and the Asset Manager

• The sponsor's president holds units of CRE REIT. Many officers and employees of the Asset Manager hold investment units of CRE REIT based on a cumulative investment system and internal regulations.

|                      | Title             | Name              | Units held (1) |
|----------------------|-------------------|-------------------|----------------|
| CRE                  | President         | Tadahide Kameyama | 722 units      |
|                      | President         | Tsuyoshi Ito      | 1,150 units    |
| the Asset<br>Manager | Managing Director | Takeshi Oka       | 61 units       |
| 11 out of 14 employ  |                   | /ees              | 135 units      |

<sup>1.</sup> As of December 31, 2021. Also, the number of each held unit is rounded down to the nearest unit.

#### High independence of the asset manager

 The Asset Manager was established as an independent asset management company, and all of its employees are employed by the Asset Manager. CRE is not involved in their recruitment or personnel evaluation.

| Category                                | Number of persons (1) |
|---|-----------------------|
| Full-time directors                     | 2                     |
| Employees                               | 14                    |
| (Of which, employees seconded from CRE) | _                     |
| Total                                   | 16                    |

<sup>1.</sup> As of December 31, 2021

#### Asset management fee structure aligned with unitholder interests

| Management<br>fee 1 | Total assets × 0.325% (Upper limit)  |
|---------------------|--|
| Management<br>fee 2 | Income before income taxes × 4.0% (Upper limit)  |
| Management<br>fee 3 | Earnings per unit × 10,000   |
| Fee on acquisition  | Acquisition cost × 1.0% (Upper limit) (0.5% (Upper limit) in case of transactions with interested party) |
| Fee on sale         | _  |

In preparation for the next general meeting of unitholders, we are considering a new asset management fee structure that is more closely linked to earnings per unit .



#### Characteristics/Advantages of CRE REIT

-istics

Advantages

- 1. Portfolio focused on LogiSquare
- 2. Long-term, stable asset management
- 3. Distinct external growth strategy

#### **High-quality portfolio**

| (1) Stable cash flow                         | Occupancy rate<br>100.0%                                | Ratio of fixed-term leases 100.0%           | Ratio of fixed-rate rents<br>100.0%                                     |
|--|---|---|---|
| (2) Long-term contracts with diverse tenants | Average lease contract term 7.9 years                   | Average remaining lease term 5.0 years      | Ratio of single-tenant<br>facilities<br>65.5%                           |
| (3) Good location                            | Ratio of Tokyo Metropolitan and<br>Kansai area<br>96.9% | Average mileage<br>to interchange<br>2.5 km | Ratio of properties within 10 mins' walk of public transportation 87.0% |

#### The sponsor is real estate company specializing in logistics properties<sup>(1)</sup>

| (1) Leasing capability   | Companies that have concluded lease contracts with CRE directly 1,165 companies | Master lease occupancy rate of logistics real estate 98.3%   | Holding of private viewings, including for other listed REITs                            |
|--|---|--|--|
| (2) Property management (PM) capability  | Managed floor area 1,578 properties 5.7 million m²                              | PM entrusted by other companies <sup>(2)</sup><br>Approx.60% | Ranking of past performance for PM company focusing on logistics facilities<br>3rd place |
| <ul> <li>(3) Development capability</li> <li>Requests obtained from tenants through day-to-day management and leasing activities are fully reflected in facility development.</li> <li>Has been developing suitable properties for REIT since 2006 when real estate securitization first appeared in Japan.</li> </ul> |   |  |  |

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

- Can leverage the sponsor's bridge function. Acquired three properties at the time of the IPO and one property following the first follow-on offering by leveraging the bridge function.
- In position to acquire the properties on the scale of hundreds of millions to billions of yen and quasi-co-ownership interests using free cash.
- Already secured pipeline of 11 properties with total floor area of 497 thousand m<sup>2</sup>.

<sup>1:</sup> As of the end of July 2021. Produced by the Asset Management Company based on data provided by CRE. Figures include data relating to property management of other real estate besides logistics facilities and master leases.

<sup>2: &</sup>quot;PM entrusted by other companies" is area managed by CRE less area relating to PM contracts with the Investment Corporation and area relating to properties in which CRE is involved as master lessee (area managed under PM contracts with other listed logistics REITs and private funds, etc.) as a ratio of the total area managed by CRE.

#### High-Quality Portfolio (1) Stable Cash Flow

#### Form of contract that enables stable operation

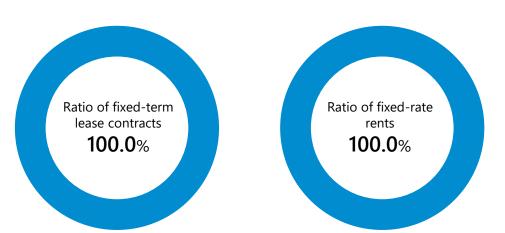
- In many cases, tenants who cancel early before the end of the contract term are required to pay the equivalent of rent for the whole remaining lease term as a penalty for breach of contract. (1)
- Intention for renewal or termination is ascertained a year before the expiry of a contract.

## Inclusion of relatively newly built properties

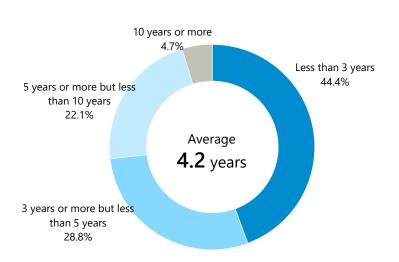
· Mainly composed of newly built properties, and repair expense and capital expenditure are relatively low.

#### Ratio of fixed-term lease contracts

#### Ratio of fixed-rate rents



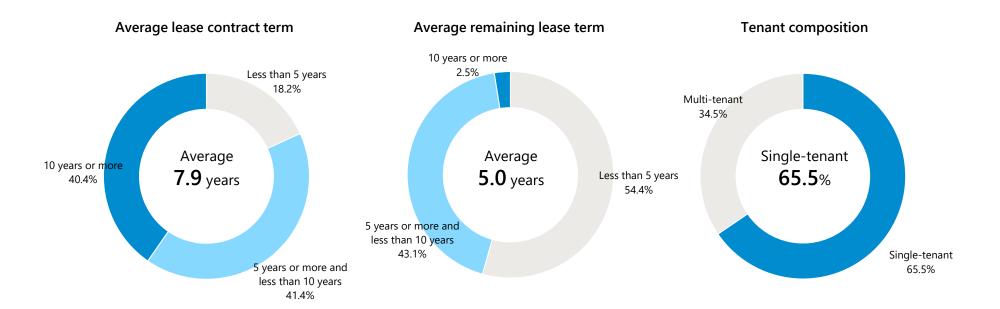
#### Property age



<sup>1.</sup> Depending on the amount of the penalty and other circumstances, the court may reduce the penalty in part or deny the effect of such provision.

#### High-Quality Portfolio (2) Long Term Lease Contracts

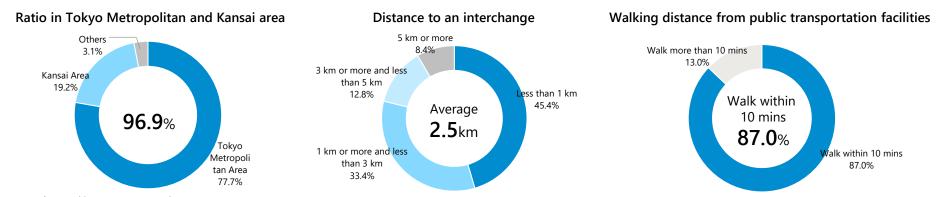
Contribution to the stability of portfolio based on long-term contracts that take into consideration tenant business plans.



3. Characteristics of CRE Logistics REIT, Inc.

#### **High-Quality Portfolio (3) Good Location**

Properties are mostly located in a place suited for logistics where strong demand is expected, meeting tenants' needs to secure labor.



Example: LogiSquare Urawa Misono

The property is located approximately 700 m from Urawa IC (Tohoku Expressway) and approximately 450 m and a 6 minutes walk from Urawa Misono Station on the Saitama Rapid Railway Line.

A large-scale community development project is underway in the surrounding area, which will become a potential advantage in securing employees because of the convenience in their commutes.



#### Features of LogiSquare

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

Semi-flexible pavement is used to inhibit rutting.

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



The facility has truck berths on the first and third floors.

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



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

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



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



Rest area with wooden deck



3. Characteristics of CRE Logistics REIT, Inc.

#### Features of LogiSquare

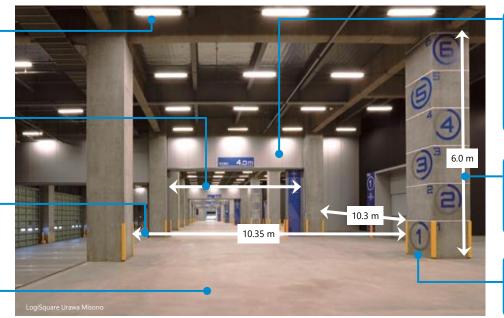
LogiSquare not only improves the efficiency of warehouse operations, creates a pleasant working environment for tenants but helps minimize costs in the future for CRE REIT.

LED lighting throughout helps save energy.

Openings in fire partitions are as wide as possible.

Pillar span 10.3 m  $\times$  10.35 m

Floor loading 1.5 t/m<sup>2</sup>



Fireproof partition walls are made of fire-resistant heatinsulating panels that have excellent insulation properties, seismic resistance and an aesthetically pleasing appearance.

The facility has an effective ceiling height of 6.0 m, or 5.5 m even if cooling panels are installed.

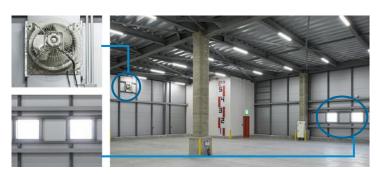
Internal signage is designed to visually communicate warehouse functions.



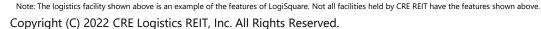
Interior walls between offices and the warehouse space have windows in them to facilitate communication.



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

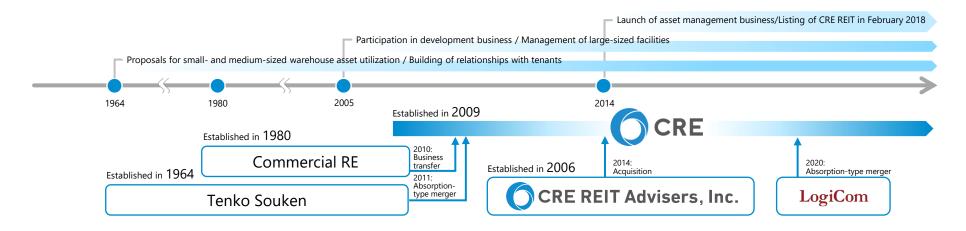


To help minimize costs in the future, the facility already has windows and ventilation built in to ensure compliance with laws and regulations in case it is necessary to expand office areas in the future.



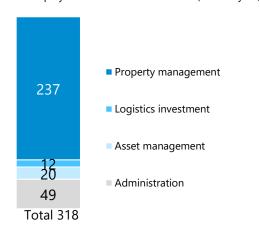
#### Sponsor is Real Estate Company Specializing in Logistics Properties

The sponsor has a track record of more than 50 years in the field of logistics real estate in Japan.



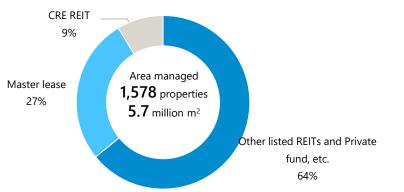
#### Involvement of all employees in logistics properties

Number of employees on a consolidated basis (as of July 31, 2021)



#### Proven track record in providing services to other companies<sup>(1)</sup>

CRE REIT can draw on the sponsor's knowhow gained through the management of 5.7 million m2 floor area



<sup>1.</sup> As of July 31, 2021. Includes results under the property managements and master lease agreements for the properties other than logistics-related facilities.

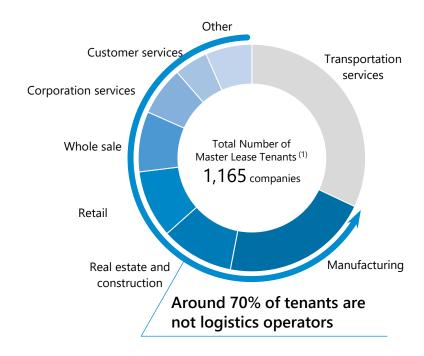




#### CRE's Leasing/Property Management Capability – Strength in Wide Tenant Networks

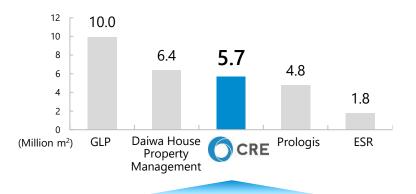
Fast grasp of rent trends, including actual rents paid and rent increases and decreases, by entering into contracts directly with a diverse range of tenants, not just logistics service providers.

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



<sup>1.</sup> As of July 31, 2021. Figures include tenants of properties other than logistics-related facilities. The classification of tenants is made by the Assets Manager based on hearing surveys at the execution of lease contracts, considering major items and industries of each tenants. Therefore, those ratios may differ from actual ratios.

#### Ranks Third Among Logistics Facilities-focusing PM companies<sup>(1)</sup>



- LaSalle LOGIPORT REIT
- Star Asia Investment Corporation
- Kenedix Retail REIT Corporation
- United Urban Investment Corporation
- Japan Logistics Fund
- Industrial & Infrastructure Fund Investment Corporation
- Mitsubishi Estate Logistics REIT Investment Corporation
- · Mitsubishi Jisho Investment Advisors
- Morgan Stanley Capital
- Mitsui & Co., Realty Management
- · Yamato Home Convenience
- TLC REIT Management (No particular order)

<sup>1.</sup> Prepared by the Asset Manager based on Monthly Property Management magazine (November 2021 edition). "Logistics facilities-focusing PM companies" refer to property management companies where 70% or more of their entrusted areas are the areas of logistics facilities. "Entrusted areas" include the management areas of real estate other than logistics facilities. In company names, Co., Ltd., Inc., etc. is omitted.

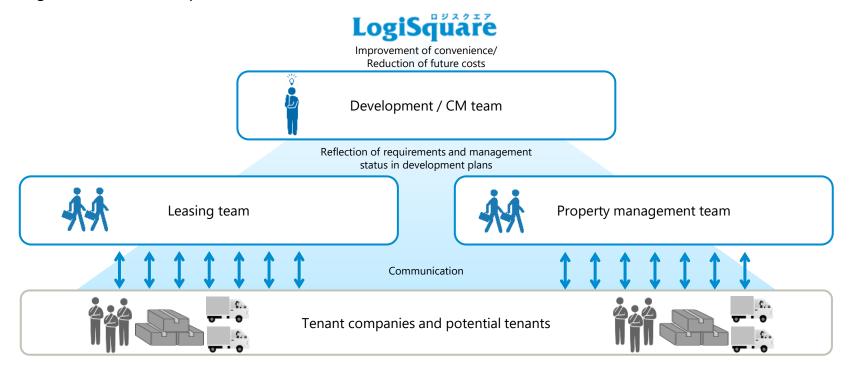
<sup>2.</sup> Prepared by the Asset Manager based on CRE Inc.'s Summary of Financial Statements for Fiscal Year Ending July 31, 2021.

3. Characteristics of CRE Logistics REIT, Inc.

## CRE's Development Capability – Development Ensuring Versatility and Incorporating Tenant Requirements

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

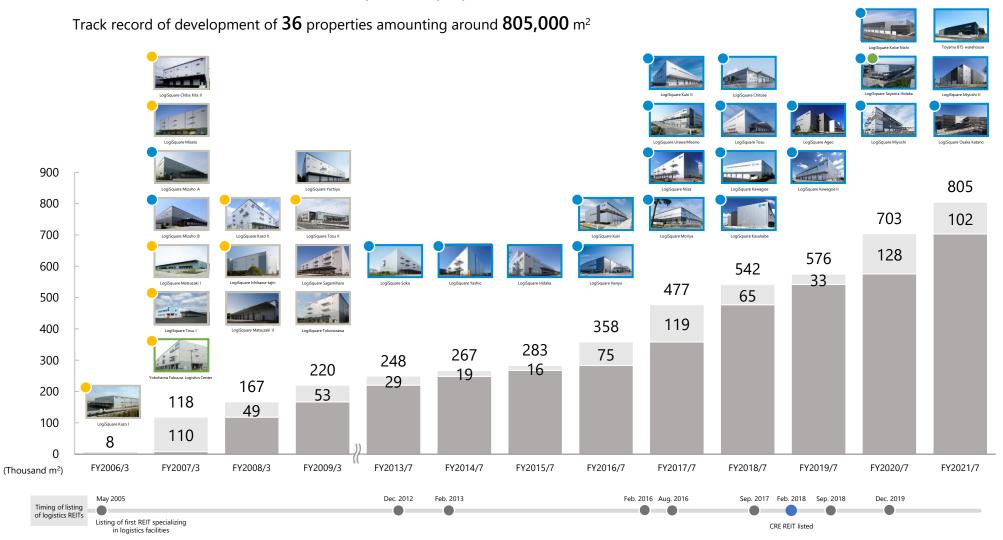
Improvement of Convenience by the Full Reflection of the Requirements Learned Through Day-to-Day Management and Leasing Activities in Development Plans



3. Characteristics of CRE Logistics REIT, Inc.

# CRE's Development Capability – Development Since the Start of Real Estate Securitization in Japan

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



Cumulative total floor area

Properties developed by Commercial RE

Properties jointly developed by Commercial RE and Kenedix

Properties held by other REITs Assets owned by CRE REIT Properties with exclusive negotiation right

The above chart includes assets not in our portfolio, CRE REIT has not engaged in specific negotiations with the CRE Group companies on any of the above assets that are not portfolio assets, nor does it have any plan to acquire them at the present time or guarantee future acquisition. The above chart also includes the properties that have already been sold to third parties. Furthermore, with respect to properties to be developed by CRE (planned), as of February 17, 2022, the development has not completed and the pictures, total floor area and development completion timing are based on plans as of February 17, 2022 and may change in the future. The development completion dates of the above assets are stated as the building completion dates

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

Properties developed by CRE

Properties to be developed by CRE (planned)



## **Summary of Market Trends**

#### Recent market trends

Tokyo metropolitan area

Page 38-40

Kansai area

Page 38 and 40

Vacancy rate: 2.03% QoQ: Slightly Improved (-0.24pt)

The vacancy rate improved for the first time in a 4Q. Supply for the 2022CY is the largest.

Vacancy rate: 1.00% QoQ: Slightly Improved (-0.59pt)

Annual demand was the strongest since the survey started.

#### Rising demand for rental logistics facilities

(1) Replacement demand for logistics facilities

Page 41

Around 30% of logistics facilities in the Tokyo Metropolitan Area are 40 to 50 years old.

(2) Expansion of 3PL market and EC market

Page 42

Page 43

3PL Market Size 2010 2020 1.4 trillion yen > 3.3 trillion yen 2.3-fold increase in 10 years

2010 2020 7.7 trillion yen  $\longrightarrow$  19.2 trillion yen 2.5-fold increase 8.1%

EC Market Size/EC Ratio

2.8%

(3) Rising importance of logistics network strategy

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

Please refer to the notes on each page from 38 to 43 page for the definition of each calculation method of each figure.

## **Market Trends**

## (1) Tokyo Metropolitan Area and Kansai Area (from LogiSquare Market Report) Vacancy rate: 10% or more a

Vacancy rate: Less than 5%

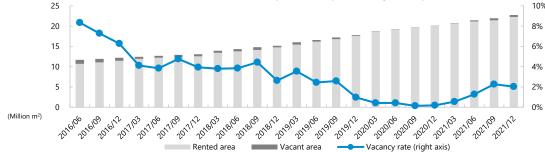
Vacancy rate: 5% or more and less than 10%

Vacancy rate: 10% or more

#### Tokyo metropolitan area

The vacancy rate improved for the first time in a 4Q. Supply for the 2022CY is the largest.

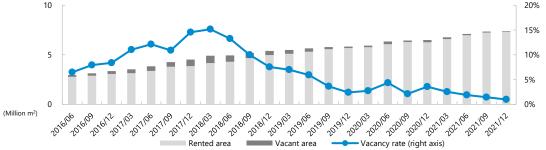
The vacancy rate decreased for the first time in a 4Q. It was 2.03%, decreasing 0.24 points from the previous Q. Of new supply with approx. 240,000 tsubo yet to be absorbed. On the other hand, the existing properties were significantly absorbed. As a result, vacant properties of approx. 20,000 tsubo were absorbed and the vacancy rate decreased. New supply for 2021CY was more than 760,000 tsubo, the largest since the survey started. The vacancy rate increased 1.85 points throughout the year. New supply for 2022CY is approx. 980,000 tsubo, an increase of slightly less than 30% from 2021CY. It is equivalent to 14% of stock. New supply in the Western Tokyo and Kanagawa area, which has the third largest stock in the Tokyo metropolitan area, are approx. 310,000 tsubo, an increase of slightly more than 70% from 2021CY. It is equivalent to slightly more than 25% of stock. The reservation rate is reportedly slightly more than 30%. There is a concern over the possible impact on the vacancy rate mainly in the large supply area.



#### Kansai area

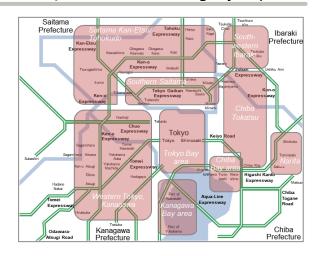
Annual demand was the strongest since the survey started.

The vacancy rate was 1.00%, decreasing 0.59 points from the previous Q. New supply of approx. 15,000 tsubo was absorbed and approx. 10,000 tsubo of existing properties was absorbed. New supply for 2021CY was approx. 267,000 tsubo, the second largest since the survey started. Demand is also approx. 344,000 tsubo, the strongest since the survey started. The vacancy rate decreased for four consecutive Qs, remaining robust throughout the year. Supply scheduled for 2022CY is approx. 122,000 tsubo, the smallest since the survey started. It accounts for less than half of that of the 2021CY. Except for the Inland Kobe area, no supply or decreased supply is expected. The current reservation rate is reportedly slightly less than 40%. As there are properties that have not been reserved in 1Q, the vacancy rate may increase slightly in a short time. However, it is expected to remain robust throughout the year.

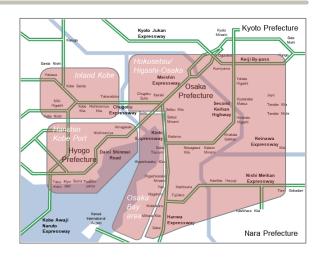


Source: Prepared by the Asset Manager based on data from "LogiSquare Market Report on Warehouses and Logistics Properties December 2021" of CRE, Inc. Copyright (C) 2022 CRE Logistics REIT, Inc. All Rights Reserved.

#### Vacancy rate: 2.03% QoQ: Slightly Improved



#### Vacancy rate: 1.00% QoQ: Slightly Improved



#### 4. Market Environment

## **Market Trends**

## (2) Saitama Prefecture Each Area (from LogiSquare Market Report)

|                       |      | Niiza  | Urawa<br>Misono |
|-----------------------|------|--------|-----------------|
| Southern Saitama area | Soka | Yashio | Miyoshi         |

#### Vacancy rate: 2.22% QoQ: Slightly Deteriorated

As presumed in the previous Q, the vacancy rate was 2.22%, increasing 0.75 points from the previous Q. Of new supply with approx. 39,000 tsubo, approx. 12,000 tsubo has yet to be absorbed. Slightly less than 8,000 tsubo of existing properties was absorbed. New supply for 2021CY was approx. 83,000 tsubo, decreasing for the first time in 2CYs. The vacancy rate increased 2.20 points throughout the year. New supply for 2022CY is approx. 83,000 tsubo, remaining at the same level. The reservation rate is reportedly approx. 80%. No significant deterioration is likely to occur in the vacancy rate for a while.



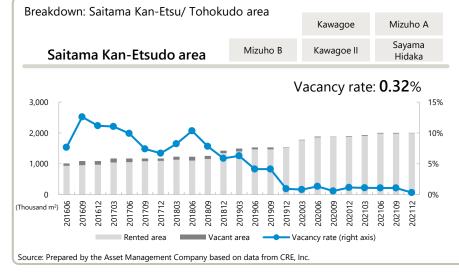
#### Saitama Kan-Etsu/Tohokudo area

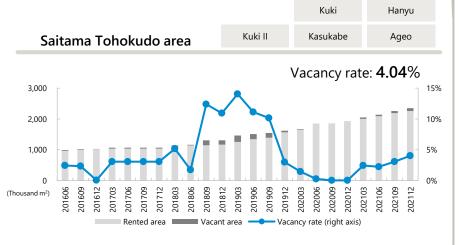
#### Vacancy rate: 2.33% QoQ: Slightly Deteriorated

As presumed in the previous Q, the vacancy rate was 2.33%, increasing 0.19 points from the previous Q. Of new supply with approx. 28,000 tsubo, approx. 15,000 tsubo has yet to be absorbed. Approx. 11,000 tsubo of existing properties was absorbed. New supply for 2021CY was approx. 164,000 tsubo, the second largest since the survey started. The vacancy rate increased 1.73 points throughout the year. New supply for 2022CY is approx. 168,000 tsubo, remaining at the same level. The reservation rate is reportedly approx. 40%. No significant deterioration is likely to occur in the vacancy rate for a while.



Source: Prepared by the Asset Management Company based on data from "LogiSquare Market Report on Warehouses and Logistics Properties December 2021" of CRE, Inc.





## **Market Trends**

### (3) Other Each Area (from LogiSquare Market Report)

#### Southwestern Ibaraki area

Moriya

#### Vacancy rate: 0.58% QoQ: Flat

The vacancy rate was 0.58%, remaining flat from the previous Q. There were no changes in both new supplies and existing properties. New supplies of approx. 47,000 tsubo for 2021CY were absorbed. The vacancy rate increased 0.58 points throughout the year.

New supply for 2022CY is approx. 25,000 tsubo, decreasing almost by half. The reservation rate is reportedly slightly less than 60%. The vacancy rate is likely to remain low for a while.



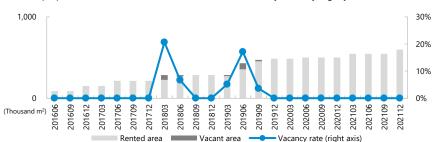
#### Inland Kobe area

Kobe Nishi

#### Vacancy rate: 0.00% QoQ: Flat

The vacancy rate was 0.00%, remaining at an extremely low level for nine consecutive Qs. New supplies of approx. 15,000 tsubo for 2021CY4Q were absorbed. New supply of approx. 29,000 tsubo in all of 2021CY was absorbed.

The vacancy rate is remaining at an extremely low level. New supply for 2022CY is approx. 36,000 tsubo, increasing approx. 25%. The reservation rate is reportedly slightly more than 30%. As there are properties that have not been reserved in 1Q, the vacancy rate may slightly increase.



#### Tosu area

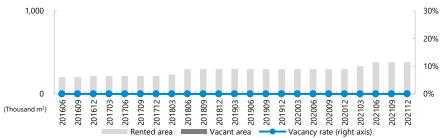
Tosu

#### Vacancy rate: 0.00% QoQ: Flat

The vacancy rate was 0.00%, remaining at an extremely low level. There were no changes in both new supplies and existing properties.

New supply for 2021CY was approx. 25,000 tsubo, the largest since the survey started. It is equivalent to approx. 28% of stock.

New supply for 2022CY is approx. 30,000 tsubo, the largest since the survey started. The reservation rate is reportedly less than approx. 30%. The vacancy rate is likely to remain low for a while.



#### Hokusetsu Higashi-Osaka area

Osaka Katano

#### Vacancy rate: 1.74% QoQ: Improved

As presumed in the previous Q, the vacancy rate was 1.74%, decreasing 1.72 points from the previous Q.

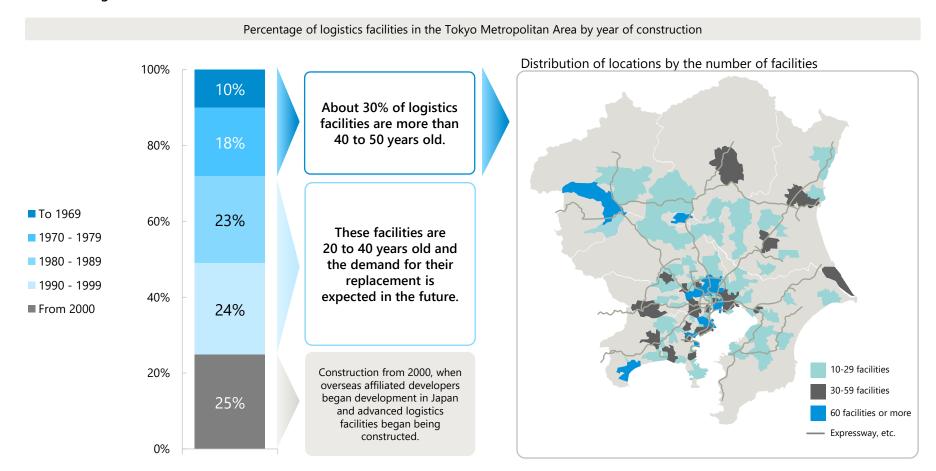
There was no new supply and approx. 11,000 tsubo of existing properties was absorbed. New supply for 2021CY is approx. 178,000 tsubo, equivalent to slightly more than 25% of stock. The vacancy rate increased 1.41 points throughout the year. New supply for 2022CY is approx. 77,000 tsubo, decreasing significantly. The reservation rate is reportedly less than 50%. As there are properties that have not been reserved in 1Q, the vacancy rate may slightly increase.



Source: Prepared by the Asset Management Company based on data from "LogiSquare Market Report on Warehouses and Logistics Properties December 2021" of CRE, Inc.

# Rising Demand for Rental Logistics Facilities (1) Replacement Demand for Logistics Facilities

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



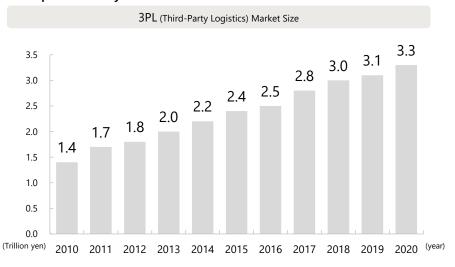
Source: Prepared by the Asset Manager based on data from Tokyo Metropolitan Transportation Planning Association

<sup>1.</sup> Tokyo Metropolitan Area includes Tokyo, Kanagawa, Saitama, Chiba, central and southern Ibaraki, southern Tochigi and southern Gunma

<sup>2.</sup> Steel-reinforced concrete or reinforced concrete structures

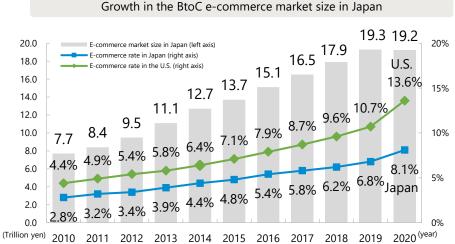
# Rising Demand for Rental Logistics Facilities (2) Expansion of 3PL Market and EC Market

 The market for third-party logistics (3PL) is growing as companies are increasingly outsourcing their logistic operation comprehensively.



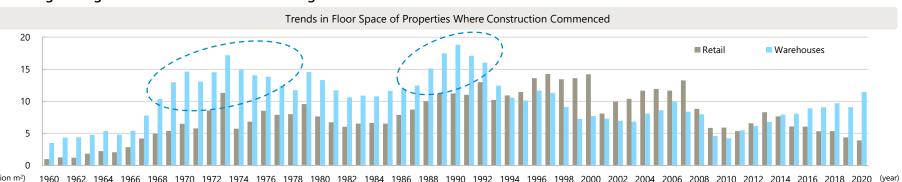
Source: "The monthly Logistics Business" September 2021 issued by Rhinos Publications, Inc.

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



Source: Prepared by the Asset Manager based on data of the Ministry of Economy, Trade and Industry for the BtoC e-commerce market size and the e-commerce rate in Japan and data of the United States Census Bureau for the e-commerce rate in the U.S.

- The ratio of the e-commerce market size to the amount of all commercial transactions (the commercial transaction market size). The e-commerce rate in BtoC e-commerce refers to the value in the field of product sales.
- In recent years, the floor space of properties where construction commenced has been around half the peak level and there has been a shortage of logistics facilities to meet current logistics needs.



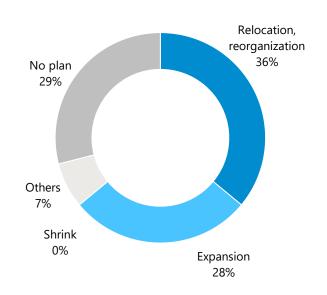
(Million m²) 1960 1962 1964 1966 1968 1970 1972 1974 1976 1978 1980 1982 1984 1986 1988 1990 1992 1994 1996 1998 2000 2002 2004 2006 2008 2010 2012 2014 2016 2018 2020 (year)

Source: Prepared by the Asset Manager based on the Japan Construction Starts Report by the Ministry of Land, Infrastructure, Transport and Tourism and the Statistical Yearbook of Construction by the Ministry of Construction

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

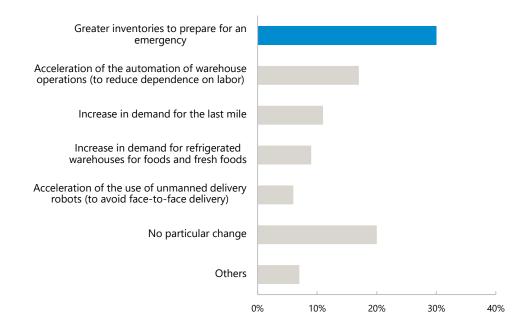
 64% of tenant companies that use logistics facilities have plans to relocate or expand logistics facilities.

Plans for relocation / expansion of logistics facilities



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

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



Number of responses: 336

Survey period: March 4, 2020 to March 19, 2020

Survey targets: Tenant companies using logistics facilities

Source: Prepared by the Asset Manager based Tenant survey on the use of logistics facilities 2020 from CBRE K.K.

Number of responses: 361

Survey period: March 4, 2020 to March 19, 2020

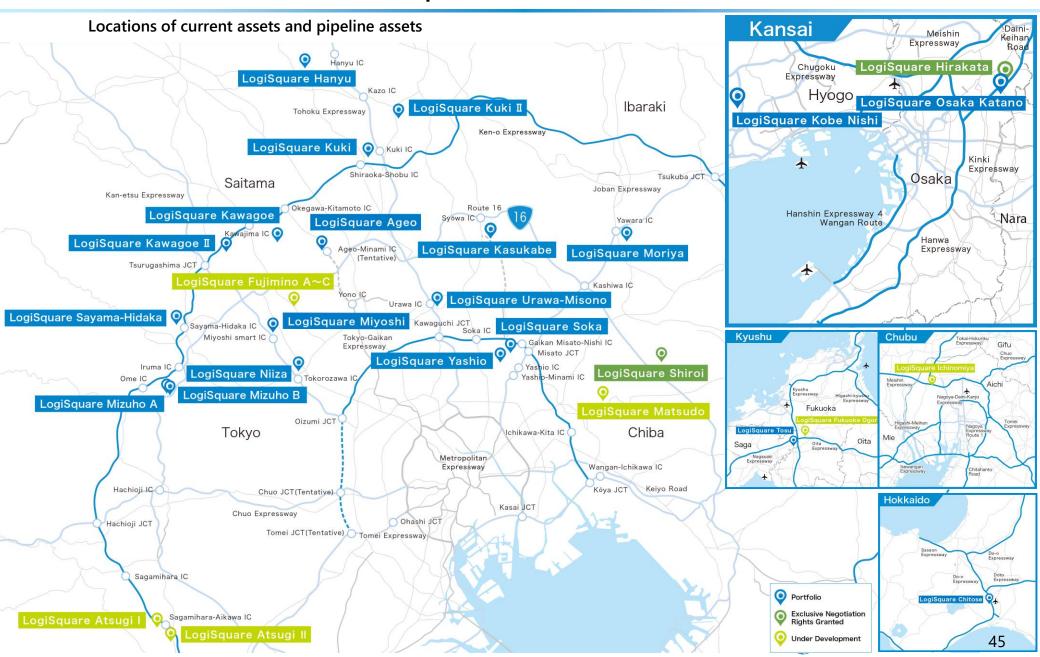
Survey targets: Tenant companies using logistics facilities

Source: Prepared by the Asset Manager based on the Impact of COVID-19 on Logistics from CBRE K.K.





## Portfolio Centered on Metropolitan Areas



# Portfolio Consisting of Newly Built, High Occupancy Properties Developed by CRE

| No.  | Property name            | Location                  | Acquisition<br>price<br>(million yen) | Appraisal<br>value<br>(million yen) | Appraisal<br>NOI yield<br>(%) | Total floor area (m²) | Age<br>(years) | Number of tenants | Occupancy ratio(%) | Developer |
|------|--------------------------|---------------------------|---------------------------------------|-------------------------------------|-------------------------------|-----------------------|----------------|-------------------|--------------------|-----------|
| M-1  | LogiSquare Kuki          | Kuki-shi, Saitama         | 9,759                                 | 11,100                              | 4.8                           | 40,907.13             | 5.6            | 1                 | 100.0              | CRE       |
| M-2  | LogiSquare Hanyu         | Hanyu-shi, Saitama        | 6,830                                 | 7,280                               | 5.0                           | 33,999.61             | 5.5            | 1                 | 100.0              | CRE       |
| M-3  | LogiSquare Kuki II       | Kuki-shi, Saitama         | 2,079                                 | 2,340                               | 5.2                           | 11,511.22             | 4.9            | 1                 | 100.0              | CRE       |
| M-4  | LogiSquare Urawa Misono  | Saitama-shi, Saitama      | 13,060                                | 14,900                              | 4.7                           | 48,738.29             | 4.8            | 3                 | 100.0              | CRE       |
| M-5  | LogiSquare Niiza         | Niiza-shi, Saitama        | 6,960                                 | 7,710                               | 4.9                           | 25,355.82             | 4.8            | 1                 | 100.0              | CRE       |
| M-6  | LogiSquare Moriya        | Moriya-shi, Ibaraki       | 6,157                                 | 7,500                               | 5.6                           | 32,904.90             | 4.7            | 2                 | 100.0              | CRE       |
| M-7  | LogiSquare Kawagoe       | Kawagoe-shi, Saitama      | 1,490                                 | 1,700                               | 5.1                           | 7,542.56              | 3.9            | 1                 | 100.0              | CRE       |
| M-8  | LogiSquare Kasukabe      | Kasukabe-shi, Saitama     | 4,900                                 | 5,620                               | 5.1                           | 21,315.54             | 3.6            | 1                 | 100.0              | CRE       |
| M-9  | LogiSquare Soka          | Soka-shi, Saitama         | 8,109                                 | 9,130                               | 4.6                           | 28,817.59             | 8.5            | 1                 | 100.0              | CRE       |
| M-10 | LogiSquare Yashio        | Yashio-shi, Saitama       | 5,073                                 | 5,650                               | 4.6                           | 19,068.60             | 7.9            | 1                 | 100.0              | CRE       |
| M-11 | LogiSquare Mizuho A      | Mizuho-machi, Tokyo       | 2,794                                 | 3,170                               | 4.9                           | 13,755.16             | 14.9           | 1                 | 100.0              | CRE       |
| M-12 | LogiSquare Mizuho B      | Mizuho-machi, Tokyo       | 3,584                                 | 4,010                               | 4.8                           | 16,016.37             | 14.9           | 1                 | 100.0              | CRE       |
| M-13 | LogiSquare Ageo          | Ageo-shi, Saitama         | 4,908                                 | 5,280                               | 4.6                           | 19,142.84             | 2.7            | 2                 | 100.0              | CRE       |
| M-14 | LogiSquare Miyoshi       | Miyoshi-machi,<br>Saitama | 11,700                                | 13,000                              | 4.6                           | 37,931.49             | 1.6            | 1                 | 100.0              | CRE       |
| M-15 | LogiSquare Sayama Hidaka | Hanno-shi,<br>Saitama     | 14,066                                | 14,800                              | 4.4                           | 73,728.44             | 1.6            | 1                 | 100.0              | CRE       |
| M-16 | LogiSquare Kawagoe II    | Kawagoe-shi,<br>Saitama   | 3,244                                 | 3,440                               | 4.8                           | 14,281.38             | 2.5            | 1                 | 100.0              | CRE       |
| O-1  | LogiSquare Tosu          | Tosu-shi, Saga            | 2,823                                 | 3,340                               | 5.3                           | 16,739.40             | 3.9            | 1                 | 100.0              | CRE       |
| O-2  | LogiSquare Chitose       | Chitose-shi, Hokkaido     | 1,300                                 | 1,590                               | 6.6                           | 19,760.00             | 4.1            | 1                 | 100.0              | CRE       |
| O-3  | LogiSquare Kobe Nishi    | Kobe-shi, Hyogo           | 3,479                                 | 3,700                               | 4.7                           | 16,006.20             | 1.7            | 1                 | 100.0              | CRE       |
| 0-4  | LogiSquare Osaka Katano  | Katano-shi, Osaka         | 22,370                                | 23,300                              | 4.4                           | 76,393.17             | 1.0            | 5                 | 100.0              | CRE       |
|      | 20 properties Total/A    | verage                    | 134,686                               | 148,560                             | 4.7                           | 573,915.71            | 4.2            | 28                | 100.0              | _         |

## **Portfolio Diversification**

#### Tenant industries (3) Products handled by tenants (3) Diversification of tenants Ratio of logistics Top 5 tenants industry in end users 37.8% 74.7% Warehouse/trans Manufacturing 2.0% portation-related Home appliances Medical 2.1% 6.0% 3.8% Information and Pharmaceuticals 3.9% communications 2.9% Other 4.0% Food and beverage 18.2% Retail 3.1% Packaging material 4.4% Wholesale 9.0% Books 4.5% Number of Entertainment articles and toys 4.6% Daily commodities tenants 15.1% 28 Furniture 6.8% Real estate (CRE) Land 16.1% transportation 58.8% Interior products Machines and parts 13.1% 9.4% Apparel 12.3%

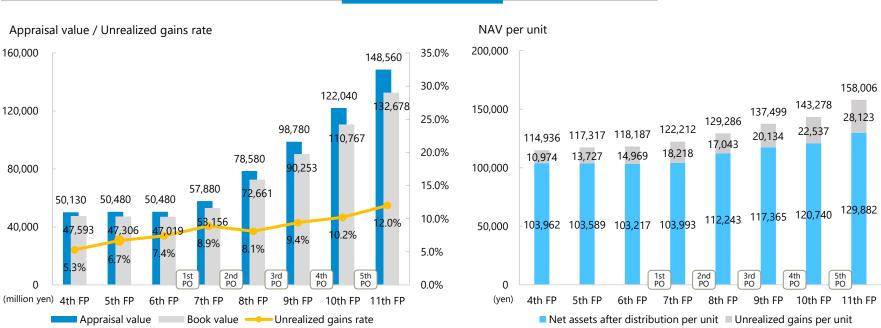
<sup>1.</sup> Based on leased area.

<sup>2.</sup> Outer circle shows the industries of end users (end tenants where a pass-through type agreement or a fixed-rent master lease agreement has been or is shceduled to be executed).

<sup>3.</sup> The classification in each graph is on visual contact or hearing results, and only major items are stated by Asset manager. Therefore, those ratios may differ from actual ratios.

## **Overview of Appraisal Value**

|                       | 10th FP<br>(2021/6) | 11th FP<br>(2021/12) | Compared to<br>10th FP  |  |
|-----------------------|---------------------|----------------------|-------------------------|--|
| Appraisal value       | 122,040 million yen | 148,560 million yen  | + 26,520 million yen —  | By the acquisition of assets                       |
| Book value            | 110,767 million yen | 132,678 million yen  | + 21,910 million yen    | acquired in the 11th FP<br>+23,300 million yen     |
| Unrealized gains      | 11,272 million yen  | 15,881 million yen   | + 4,609 million yen     | By appraisal of existing assets +3,220 million yen |
| Unrealized gains rate | 10.2 %              | 12.0 %               | + 1.8 %                 |  |
| NAV per unit          | 143,278 yen         | 158,006 yen          | + 14,727 <sub>yen</sub> |  |



# **Overview of Appraisal Value**

| В.   |                                | Acquisition Acq   | Acquisition | Book value at the end of     | At the end of the<br>11th FP        |                                      | At the end of the<br>10th FP        |                                      | Changes                             |                                      | Unrealized             | Unrealized        |
|------|--------------------------------|-------------------|-------------|------------------------------|-------------------------------------|--------------------------------------|-------------------------------------|--------------------------------------|-------------------------------------|--------------------------------------|------------------------|-------------------|
| No.  | Property name                  | month and<br>year | price       | the 11th FP<br>(million yen) | Appraisal<br>value<br>(million yen) | Direct<br>capitalization<br>rate (%) | Appraisal<br>value<br>(million yen) | Direct<br>capitalization<br>rate (%) | Appraisal<br>value<br>(million yen) | Direct<br>capitalization<br>rate (%) | gains<br>(million yen) | gains rate<br>(%) |
| M-1  | LogiSquare Kuki                | Jul. 2016         | 9,759       | 9,090                        | 11,100                              | 4.2                                  | 10,800                              | 4.3                                  | + 300                               | - 0.1                                | 2,009                  | 22.1              |
| M-2  | LogiSquare Hanyu               | Jul. 2016         | 6,830       | 6,363                        | 7,280                               | 4.6                                  | 7,130                               | 4.7                                  | + 150                               | - 0.1                                | 916                    | 14.4              |
| M-3  | LogiSquare Kuki II             | Feb. 2018         | 2,079       | 1,995                        | 2,340                               | 4.5                                  | 2,270                               | 4.6                                  | + 70                                | - 0.1                                | 344                    | 17.3              |
| M-4  | LogiSquare Urawa Misono        | Feb. 2018         | 13,060      | 12,690                       | 14,900                              | 4.1                                  | 14,600                              | 4.2                                  | + 300                               | - 0.1                                | 2,209                  | 17.4              |
| M-5  | LogiSquare Niiza               | Feb. 2018         | 6,960       | 6,738                        | 7,710                               | 4.4                                  | 7,520                               | 4.5                                  | + 190                               | - 0.1                                | 971                    | 14.4              |
| M-6  | LogiSquare Moriya              | Feb. 2018         | 6,157       | 5,938                        | 7,500                               | 4.5                                  | 6,930                               | 4.5                                  | + 570                               | _                                    | 1,561                  | 26.3              |
| M-7  | LogiSquare Kawagoe             | Jul. 2019         | 1,490       | 1,474                        | 1,700                               | 4.3                                  | 1,620                               | 4.4                                  | + 80                                | - 0.1                                | 225                    | 15.3              |
| M-8  | LogiSquare Kasukabe            | Jul. 2019         | 4,900       | 4,833                        | 5,620                               | 4.2                                  | 5,480                               | 4.3                                  | + 140                               | - 0.1                                | 786                    | 16.3              |
| M-9  | LogiSquare Soka                | Feb. 2020         | 8,109       | 8,151                        | 9,130                               | 3.9                                  | 8,890                               | 4.0                                  | + 240                               | - 0.1                                | 978                    | 12.0              |
| M-10 | LogiSquare Yashio              | Feb. 2020         | 5,073       | 5,109                        | 5,650                               | 3.9                                  | 5,500                               | 4.0                                  | + 150                               | - 0.1                                | 540                    | 10.6              |
| M-11 | LogiSquare Mizuho A            | Feb. 2020         | 2,794       | 2,834                        | 3,170                               | 4.1                                  | 3,100                               | 4.2                                  | + 70                                | - 0.1                                | 335                    | 11.8              |
| M-12 | LogiSquare Mizuho B            | Feb. 2020         | 3,584       | 3,612                        | 4,010                               | 4.1                                  | 3,930                               | 4.2                                  | + 80                                | - 0.1                                | 397                    | 11.0              |
| M-13 | LogiSquare Ageo                | Jul. 2020         | 4,908       | 4,894                        | 5,280                               | 4.2                                  | 5,150                               | 4.3                                  | + 130                               | - 0.1                                | 385                    | 7.9               |
| M-14 | LogiSquare Miyoshi             | Jul. 2020         | 11,700      | 11,612                       | 13,000                              | 4.1                                  | 12,700                              | 4.2                                  | + 300                               | - 0.1                                | 1,387                  | 11.9              |
| M-15 | LogiSquare Sayama Hidaka       | Jan. 2021         | 14,066      | 14,098                       | 14,800                              | 4.0                                  | 14,600                              | 4.1                                  | + 200                               | - 0.1                                | 701                    | 5.0               |
| M-16 | LogiSquare Kawagoe II          | Jan. 2021         | 3,244       | 3,255                        | 3,440                               | 4.3                                  | 3,380                               | 4.4                                  | + 60                                | - 0.1                                | 184                    | 5.7               |
| 0-1  | LogiSquare Tosu                | Apr. 2018         | 2,823       | 2,714                        | 3,340                               | 4.4                                  | 3,260                               | 4.5                                  | + 80                                | - 0.1                                | 625                    | 23.0              |
| 0-2  | LogiSquare Chitose             | Jul. 2020         | 1,300       | 1,302                        | 1,590                               | 5.2                                  | 1,560                               | 5.3                                  | + 30                                | - 0.1                                | 287                    | 22.1              |
| O-3  | LogiSquare Kobe Nishi          | Jan. 2021         | 3,479       | 3,499                        | 3,700                               | 4.3                                  | 3,620                               | 4.4                                  | + 80                                | - 0.1                                | 200                    | 5.7               |
| 0-4  | LogiSquare Osaka Katano        | Sep. 2021         | 22,370      | 22,468                       | 23,300                              | 4.2                                  | -                                   | -                                    | + 23,300                            | _                                    | 831                    | 3.7               |
| Е    | End of 11th FP Total / Average | _                 | 134,686     | 132,678                      | 148,560                             | _                                    | 122,040                             | -                                    | + 26,520                            | _                                    | 15,881                 | 12.0              |

### **Status of Investors**

#### Major investors (as of December 31, 2021)

| Name  | Number of investment units(units) | Ratio<br>(%) |
|---|-----------------------------------|--------------|
| The Master Trust Bank of Japan ,Ltd. (Trust Account)              | 108,085                           | 19.1         |
| Custody Bank of Japan, Ltd. (Trust Account)                       | 95,231                            | 16.9         |
| The Nomura Trust and Banking Co., Ltd. (Investment Trust Account) | 27,001                            | 4.8          |
| Custody Bank of Japan, Ltd. (Securities Investment Trust Account) | 25,293                            | 4.5          |
| CRE, Inc.   | 20,390                            | 3.6          |
| The Bank of Yokohama,Ltd.   | 10,199                            | 1.8          |
| Mitsubishi UFJ Trust and Banking Corporation                      | 8,884                             | 1.6          |
| JP MORGAN CHASE BANK 380684                                       | 8,364                             | 1.5          |
| STATE STREET BANK WEST CLIENT - TREATY 505234                     | 7,431                             | 1.3          |
| SSBTC CLIENT OMNIBUS ACCOUNT                                      | 6,896                             | 1.2          |
| Total   | 317,774                           | 56.3         |

#### Number of investors by type of owner (as of December 31, 2021)

|                             | Number of investors (person) | Ratio<br>(%) |
|-----------------------------|------------------------------|--------------|
| Individuals/others          | 8,943                        | 95.1         |
| Financial institutions      | 75                           | 0.8          |
| Other domestic corporations | 173                          | 1.8          |
| Overseas investors          | 193                          | 2.1          |
| Securities companies        | 21                           | 0.2          |
| Total                       | 9,405                        | 100.0        |

#### Number of investment units by type of owner

