



# MORI TRUST Sogo Reit, Inc.

Fiscal Period Ended September 2022 (41st Fiscal Period)

## Information Package



(Securities Code: 8961)

<https://www.mt-reit.jp/en/>

(Asset Management Company)

**MORI TRUST Asset Management Co., LTD.**

**MEMO**

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**Disclaimer:**

This document is intended to provide information about the business performance and strategies of MORI TRUST Sogo Reit, Inc. (MTR). It is not intended and should not be construed as an inducement or invitation to purchase or invest in the products or investment units of MTR. We caution readers to contact their securities company representative if intending to acquire or sell any of MTR's investment products or investment units, and to undertake investment decisions subject to individual determination. Statements in this document that are not historical facts are "forward-looking statements." While MTR takes all reasonable care in the preparation of this document, it does not guarantee the accuracy and completeness of its content. Readers are also cautioned that the contents of this document may be changed or deleted without prior notice.

# 1. Overview of the Settlement and Forecasts



# Fiscal Period Ended September 2022 Settlement Highlights

## Distribution Per Unit

**¥3,000** (down ¥195 vs. the fiscal period ended March 2022, ± ¥0 vs. forecast)

Of which, distribution excluding temporary factors is 2,305 yen (up 81 yen from forecast)

\* Temporary factors: appropriation from internal reserves, factors related to gain on sale of real estate properties, etc.

As of September 30, 2022 (change from the previous fiscal period in parentheses)

## Asset

Number of property: **16 properties** (–)

Asset size: **¥324.7 billion** (–) (Note 1)

Occupancy rate: **96.5%** (up 0.5%)

\* Sublease basis **91.6%** (up 1.1%) (Note 2)

Appraisal values of portfolio properties at the fiscal period end: **¥350.0 billion** (up ¥3.8 billion)  
Unrealized profit: **¥44.0 billion** (up ¥4.9 billion) (Note 3)

### Investment ratio:

[by area] **Tokyo metropolitan area 80.2%** (–)

[by use] **Office building 71.2%** (–)

## Debt

Balance of interest-bearing debt: **¥156.0 billion**  
(up ¥2 billion)

Average interest rate for borrowings during fiscal period: **0.48%** (up 0.03%)

LTV: **47.9%** (up 0.5%)

Long-term rating of issuers: **AA (stable)**  
/ Japan Credit Rating Agency, Ltd.

## Equity

Number of units issued: **1,320,000 units** (–)

NAV per unit: **¥150,867** (up 2.2%)  
(Note 4)

\*Starting from the fiscal period under review, calculated based on NAV after deduction of total distributions

Investment unit price: **¥137,700**  
/ closing price on September 30, 2022)

\* The notes on this page constitute an integral part of this presentation. See P.49~P50

# Overview of the Settlement for the Fiscal Period Ended September 2022

1. Overview of the Settlement and Forecasts

## Distribution Per Unit

**¥3,000** (down ¥195 from the previous fiscal period, ± ¥0 vs. forecast)

- Operating revenues exceeded the forecast by 56 million yen, chiefly due to progress with leasing.
- Operating income was 103 million yen more than forecast as brokerage fees and repair expenses were lower than forecast, among other factors.
- Distribution per unit excluding temporary factors exceeded the forecast by 81 yen to become 2,305 yen.

(Unit: Million yen)

	Period ended March 2022 actual (A)	Period ended September 2022 forecast (B)	Period ended September 2022 actual (C)	Vs. previous fiscal period (C-A)	Vs. forecast (C-B)
Operating revenues	8,528	6,845	6,902	- 1,626	56
Rental revenues (a)	7,076	6,845	6,902	- 173	56
Gain on sale of real estate	1,452	—	—	- 1,452	—
Operating expenses	3,486	3,520	3,474	- 12	- 46
Property-related expenses (b)	3,025	3,103	3,057	32	- 46
Property and other taxes	872	880	881	9	0
Overhead expenses	1,027	1,106	1,060	33	- 46
Depreciation (c)	1,125	1,116	1,116	- 9	- 0
Selling, general and administrative expenses	461	416	416	- 44	- 0
Profits and losses from real estate rental business (d)=(a)-(b)	4,051	3,741	3,844	- 206	102
Earnings before depreciation and amortization (NOI) (d)+(c)	5,177	4,858	4,960	- 216	102
Operating income	5,042	3,324	3,428	- 1,614	103
Non-operating revenues	0	0	0	- 0	0
Non-operating expenses	358	388	385	27	- 3
Ordinary income	4,685	2,936	3,043	- 1,641	107
Profit	4,537	3,257	3,331	- 1,206	73
Net increase/decrease of reserve for reduction entry	319	- 702	- 628	- 948	73
Total distribution	4,217	3,960	3,960	- 257	—
Distribution per unit (yen)	3,195	3,000	3,000	- 195	—
Distribution per unit excluding temporary factors (yen) *	2,481	2,224	2,305	- 176	81
Total number of outstanding investment units	1,320,000	1,320,000	1,320,000	—	—

\* Temporary factors: appropriation from internal reserves, factors related to gain on sale of real estate properties, etc.

## Balance of internal reserves

(Unit: Million yen)

Period ended Mar.2022 (Actual)	Period ended Sep.2022 (Actual)	Vs. previous fiscal period (*)
2,553	1,636	- 917

\*Income taxes deferred + net increase/decrease of reserve for reduction entry

## Main factors in change

Vs. previous fiscal period

(Unit: Million yen)

### Operating revenues

&lt;Rental revenues&gt;

- Impact mainly from tenant vacation and new occupancy 94
- Contract cancellation fees 23
- Higher utilities income due to increased consumption by tenants 11
- Full-year impact of tenant vacation at Shinbashi Ekimae MTR Building that occurred in the previous period -229
- Absence of the late surrender fees at Shinbashi Ekimae MTR Building that occurred in the previous period -78

&lt;Gains on sale of real estate&gt;

- Absence of gain on sale of part of Tokyo Shiodome Building -1,452

### Operating expenses

&lt;Property-related expenses&gt;

- Increase in brokerage fee 47
- Growth in utilities expenses due in part to an increase in consumption by tenants and energy adjustment expenses, etc. 43
- Decrease in repair expenses -31
- Decrease in property management fees due to an increase in the return of common charges at Kioicho Building -22

&lt;Selling, general and administrative expenses&gt;

- Decrease in asset management fees due to a decrease in profit resulting from the absence of gain on sale -25
- Decrease in consumption tax not eligible for deduction -22

### Non-operating expenses

- Increase in interest paid 27

Vs. forecast

### Operating revenues

&lt;Rental revenues&gt;

- Impact mainly from tenant vacation and new occupancy 34

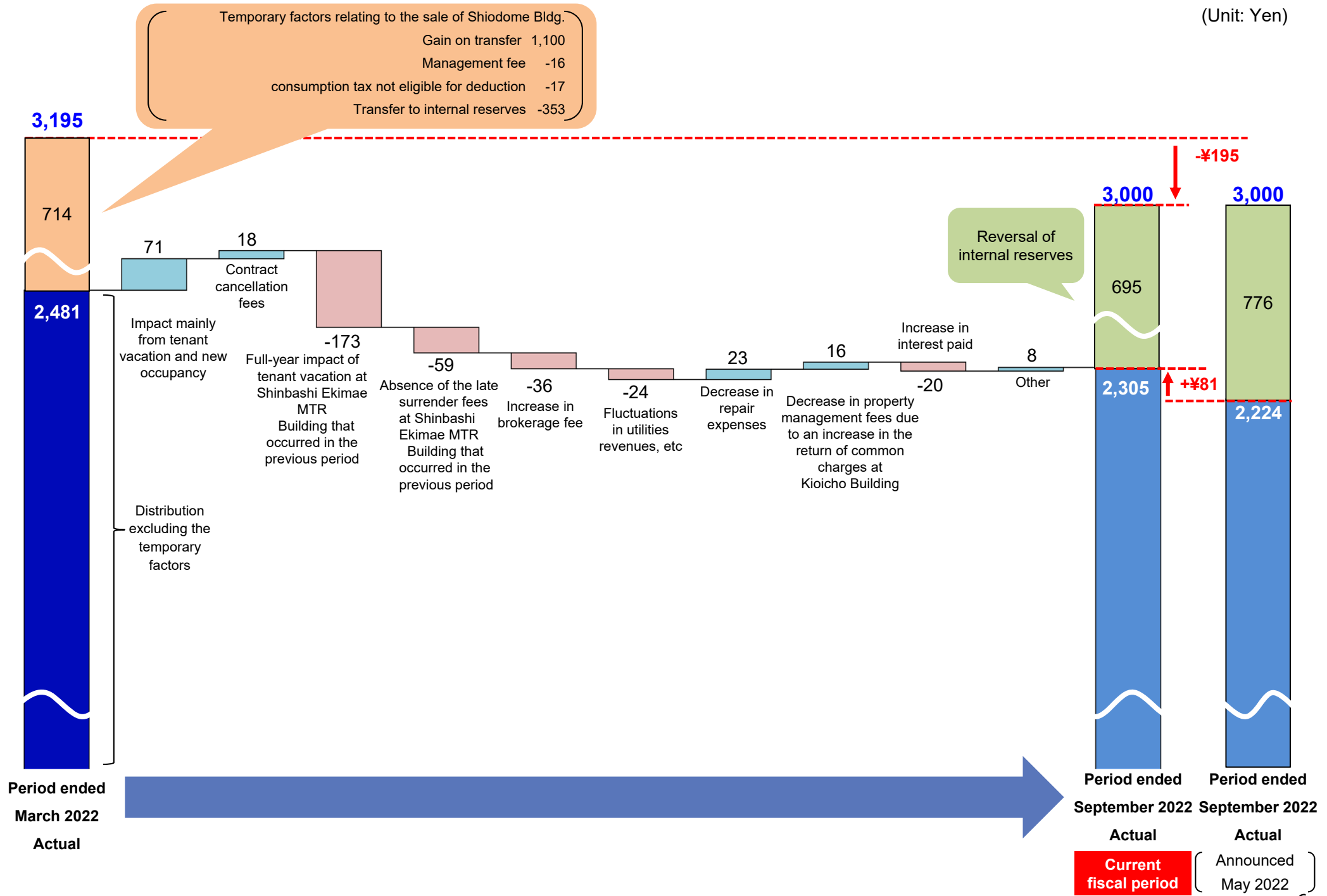
### Operating expenses

&lt;Property-related expenses&gt;

- Decrease in intermediate fees -30
- Repair expenses fell below forecast -13

# Factors for Change in Distributions per Unit (the fiscal period ended September 2022)

(Unit: Yen)



## Forecast Distribution Per Unit

# ¥2,462

- The period ending Feb. 28, 2023 has an irregular length of five months due to the merger with MORI TRUST Hotel Reit, Inc. (dated March 1, 2023).
- Primary factors for the change based on the previous business period (October 2022 - March 2023) are
  1. an upward revision of operating revenues due to progress of leasing, and
  2. an upward revision of operating expenses due to an increase in utilities expenses.

(Unit: Million yen)

	Period ended September 2022 actual	Forecast for the fiscal period ending February 2023 (Five Months)	Vs. previous fiscal period (B-A)	Previous forecast for the fiscal period ending March 2023	(Reference)	Vs. previous fiscal period (D-A)	Vs. previous forecast (D-C)
					Oct.2022 - Mar.2023 (Six Months) Estimate (D)		
Operating revenues	6,902	7,168	266	8,298	8,358	1,455	59
Rental revenues (a)	6,902	5,779	- 1,122	6,909	6,968	66	59
Gain on sale of real estate	—	1,389	1,389	1,389	1,389	1,389	—
Operating expenses	3,474	3,297	- 176	3,563	3,628	153	64
Property-related expenses (b)	3,057	2,794	- 263	3,105	3,166	108	60
Property and other taxes	881	879	- 1	878	879	- 1	1
Overhead expenses	1,060	1,004	- 55	1,133	1,193	132	59
Depreciation (c)	1,116	910	- 206	1,094	1,094	- 21	—
Selling, general and administrative expenses	416	503	87	458	461	45	3
Profits and losses from real estate rental business (d)=(a)-(b)	3,844	2,985	- 859	3,803	3,802	- 42	- 1
Earnings before depreciation and amortization (NOI) (d)+(c)	4,960	3,895	- 1,065	4,897	4,896	- 64	- 1
Operating income	3,428	3,870	442	4,734	4,730	1,301	- 4
Non-operating revenues	0	0	- 0	0	0	- 0	—
Non-operating expenses	385	327	- 58	408	397	11	- 11
Ordinary income	3,043	3,543	500	4,326	4,332	1,289	6
Profit	3,331	3,450	119	4,189			
Net increase/decrease of reserve for reduction entry	- 628	200	829	295			
Total distribution	3,960	3,249	- 710	3,894			
Distribution per unit (yen)	3,000	2,462	- 538	2,950			
Distribution per unit excluding temporary factors (yen) *	2,305	1,742	- 563	2,260			
Total number of outstanding investment units	1,320,000	1,320,000	—	1,320,000			

\* Temporary factors: appropriation from internal reserves, factors related to gain on sale of real estate properties, etc.

## Main factors in change

(Estimate for Oct. 2022 - Mar. 2023)

### Vs. previous fiscal period

(Unit: Million yen)

#### Operating revenues

<Rental revenues>

- Increase due to tenant occupation at Tokyo Shiodome Building 103
  - Absence of contract cancellation fees -23
  - Decrease in utilities revenues due in part to seasonal fluctuations -31
- <Gains on sale of real estate>
- Gain on sale of part of Shinbashi Building 1,389

#### Operating expenses

<Property-related expenses>

- Increase in repair expenses 63
- Increase in property management fees for Kioicho Building due to a decrease in the common-area charges refunded 22
- Increase in utilities expense partly due to an increase in the unit price for electricity 33

<Selling, general and administrative expenses>

- Increase in asset management fee 19
- Increase in consumption tax not eligible for deduction 22

### Vs. previous forecast

#### Operating revenues

- Upward revision due to new tenant occupation 38

#### Operating expenses

- Upward revision of utilities expenses 49

## Balance of internal reserves (million yen)

Period ending Sep. 2022 forecast	Period ending Feb. 2023 forecast	Vs. previous fiscal period (*)
1,636	1,929	292

\*Income taxes deferred + net increase/decrease of reserve for reduction entry



## 2. Operation Status



Leasing market

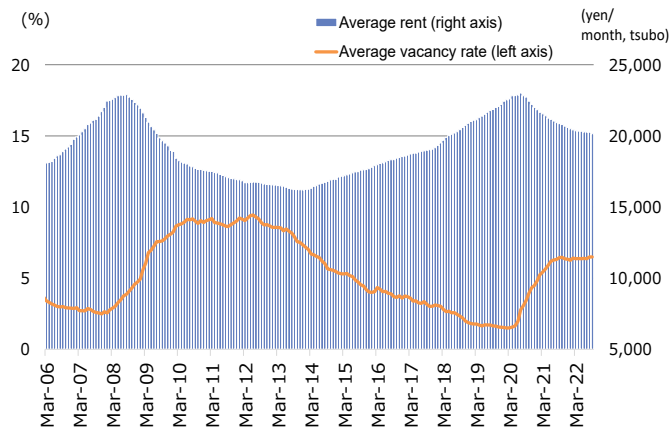
- Demand for property purchases from domestic and foreign investors remains high, and the transaction yields continue to be low.
- Although sales of corporate head offices were seen, information on the sale of high-quality properties from an investment perspective was still limited and the situation in which it was difficult to acquire properties persisted.
- In terms of real estate investors' perception of market cycles, the existence of a certain number of investors who think the market has peaked requires attention.

Selling and buying market

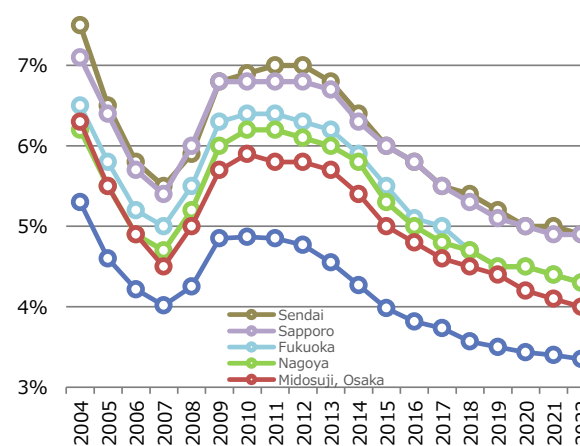
- Demand for property purchases from domestic and foreign investors remains high, and the transaction yields continue to be low.
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Conditions of Investment Market

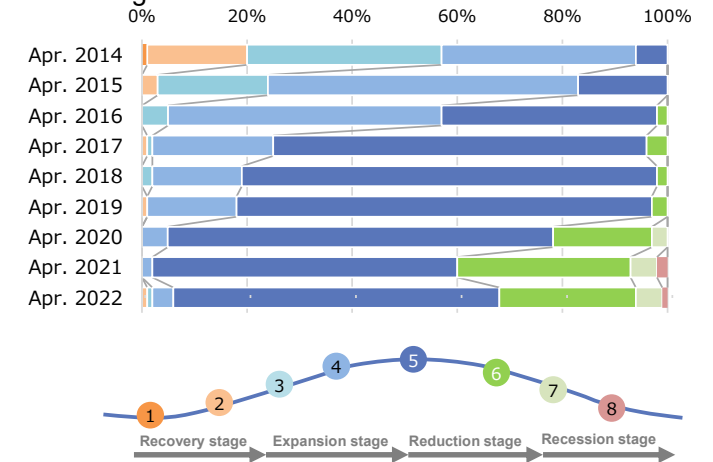
■ Trend in vacancy rates and unit rents in Tokyo business district



■ Trend in transaction yield of standard Class-A buildings



■ Situations of recognition of the market cycle among real estate investors



Source: Prepared by MTR based on data published by Miki Shoji Co., Ltd.  
Tokyo business districts: Chiyoda-ku, Chuo-ku, Minato-ku, Shinjuku-ku, and Shibuya-ku

Source: Prepared by the Company based on Japan Real Estate Institute: The Japanese Real Estate Investor Survey  
The figure for Central Tokyo represents the simple mean value of the data obtained in the survey in Marunouchi-Otemachi, Nihonbashi, Toranomon, Nishi-Shinjuku, Shibuya and Osaka.  
\*The data were current as of October of each year.

Source: Prepared by the Company based on Japan Real Estate Institute: The Japanese Real Estate Investor Survey

\* Recognition of the market cycle (market trends) in relation to Tokyo (Marunouchi/Otemachi districts)

## Management situation of properties owned

### Leasing status of Tokyo Shiodome Building

**Occupancy rates as of the date of earnings announcement (on the basis of contract conclusion (includes offers))**

**All properties: approx. 99% (up 21% from the date of the previous earnings announcement)**

**Office and retail units: approx. 98% (up +30%)**

- **Full occupancy has nearly resumed in light of the recovery in demand for large office buildings in the Tokyo area.**

### Leasing status of Shin-Yokohama TECH Building

**Occupancy rates as of the date of earnings announcement (on the basis of contract conclusion)**

**Approx. 78% (up 8% from the date of the previous earnings announcement)**

- **A certain level of occupancy resumed in the Shin-Yokohama area despite relatively low tenant activity.**  
→ **Continue leasing strategies focusing on occupancy rates**

### Leasing status of Shinbashi Ekimae MTR Building

- **Decided to implement asset replacement with Sendai MT Building, a property developed by a sponsor (divided into three phases)**

# Asset Replacement (Sale of Shinbashi Ekimae MTR Building and Acquisition of Sendai MT Building)

## Overview of asset replacement

Sale	Shinbashi Ekimae MTR Building		
	Period ending Mar.2023	Period ending Aug.2023	Period ending Feb.2024
Asset for Sale	co-ownership interest: 1/3	co-ownership interest: 1/3	co-ownership interest: 1/3
Sale price	¥7,266 million	¥7,266 million	¥7,266 million
	Total ¥21,800 million		
Book value	¥17,240 million (as of September 30, 2022)		
Profit (Note1)	Approx. ¥1,300 million	Approx. ¥1,300 million	Approx. ¥1,400 million
Buyer	MORI TRUST CO., LTD.		

Acquisition	Sendai MT Building		
	Period ending Mar.2023	Period ending Aug.2023	Period ending Feb.2024
Asset for Acquisition	co-ownership interest: 90,845/300,000	co-ownership interest: 90,845/300,000	co-ownership interest: 90,845/300,000
Acquisition price	¥5,266 million	¥5,266 million	¥5,266 million
	Total ¥15,800 million		
Appraisal value	¥15,800 million (as of June 30, 2022)		
Expected NOI (Note2)	¥798 million / year		
Seller	MORI TRUST CO., LTD.		

## Background to and purposes of asset replacement (Background to asset replacement)

### Shinbashi Ekimae MTR Building

After the tenant that leased the entire building left (December 2021), MTR examined both leasing and sale.

### Leasing

Due to COVID-19, MTR was not able to identify demand from any tenant that will lease the entire building or multiple tenants that will occupy the entire building.

### Sale of the property

- MTR intended to achieve stable earnings and primarily examined replacement of the property with other properties.

Although there were a number of inquiries regarding the sale of the property, MTR received no concrete proposals on replacement candidates from any party other than Mori Trust Co., Ltd. (sponsor).

## (Purposes of asset replacement)

- (1) Achieve stable earnings early
- (2) Increase distributions through the realization of an unrealized gain and stabilize the level of distributions by increasing internal reserves
- (3) Stabilize earnings and maintain the portfolio yield
  - Acquire an office building in a core regional city, a building whose occupancy rate is stable and whose yield is higher than the yields of properties in central Tokyo.

\* The notes on this page constitute an integral part of this presentation. See P.49~P50

## New Property Acquisition (Sendai MT Building)

### Summary of Asset for Acquisition

Property name		Sendai MT Building
Location		4-2-3, Tsutsujigaoka, Miyagino-ku, Sendai-shi, Miyagi
Use		Office building
Ownership	Land	Owned
	Building	Owned (co-owned interest: 90.8450%)
Area	Land	5,020.33 m <sup>2</sup> (Land area registered for the entire building lot) 4,491.16 m <sup>2</sup> (Land area registered for exclusively owned space to be owned)
	Building	42,941.53 m <sup>2</sup> (Floor area registered for the entire building)
Number of floors		18 floors above ground, 2 floors below ground
Month/year of completion		March 1999
Seismic risk (PML) (Note1)		4.9%

### Master lease agreement with sponsor

- Will sign a master lease agreement with sponsor

contract type	Building lease (master lease contract)
Lease period	From February 28, 2023 to February 29, 2028
Total rent area	39,010.23m <sup>2</sup> (Note2)
Total rentable area	39,010.23m <sup>2</sup> (Note2)
Remarks	A master lease agreement, under which rent income is linked to rents under sublease agreements, will be used for the property. The number of tenants and the occupancy rate under sublease agreements as of July 29, 2022 are as shown below. (total number of tenants) 45 (occupancy rate) 99.9%

### Characteristics of the property

#### (Location)

- The property is conveniently located in terms of public transportation (a 4-minute walk from JR Sendai Station).
- The JR Sendai Station Eastside Development project is in progress, and the vitality of the area is expected to increase.

#### (Building and facilities)

- The area of the floor spaces on the standard floors is approximately 470 tsubo. These floor spaces, which are regularly shaped and divisible, may be leased flexibly to tenants whether they require large floor spaces or small ones.
- Japan's first high-rise building with a seismic isolation structure. Has a high seismic performance.

**Basically, the Great East Japan Earthquake caused no damage to the property's facilities, interior decorations, office furniture, fixtures or structure.**

- Equipped with emergency power generators that can be operated for longer than 24 hours and various types of emergency supplies, the property supports tenant companies by ensuring that their business contingency plans (BCP) are implemented effectively.



\* The notes on this page constitute an integral part of this presentation. See P.49~P50



### Management results for the fiscal period under review

#### (Results of loans)

Consider the amount, period, and other conditions of borrowings in view of a further interest-rate raise and achieve financing at the optimal balance amid the ongoing rise in the base interest rate.

Repayment summary	
Total amount	20,000 million yen
Average loan term	4.5year
Average interest rate	0.45%

Borrowing summary	
Total amount	20,000 million yen
Average loan term	5.5year
Average interest rate	0.68%

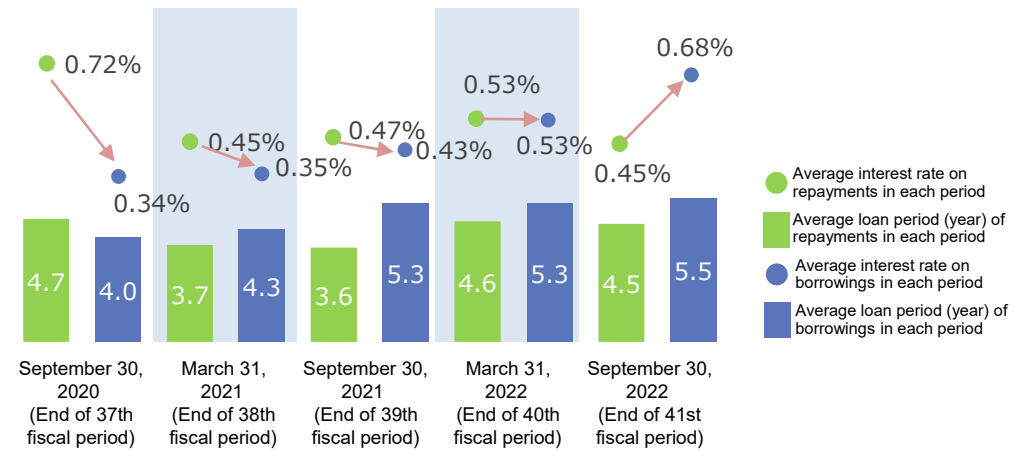
(Note) Average interest rates are weighted rates applied when repayments and borrowings are undertaken.

#### (Issuance of Twelfth Series Investment Corporation Bonds)

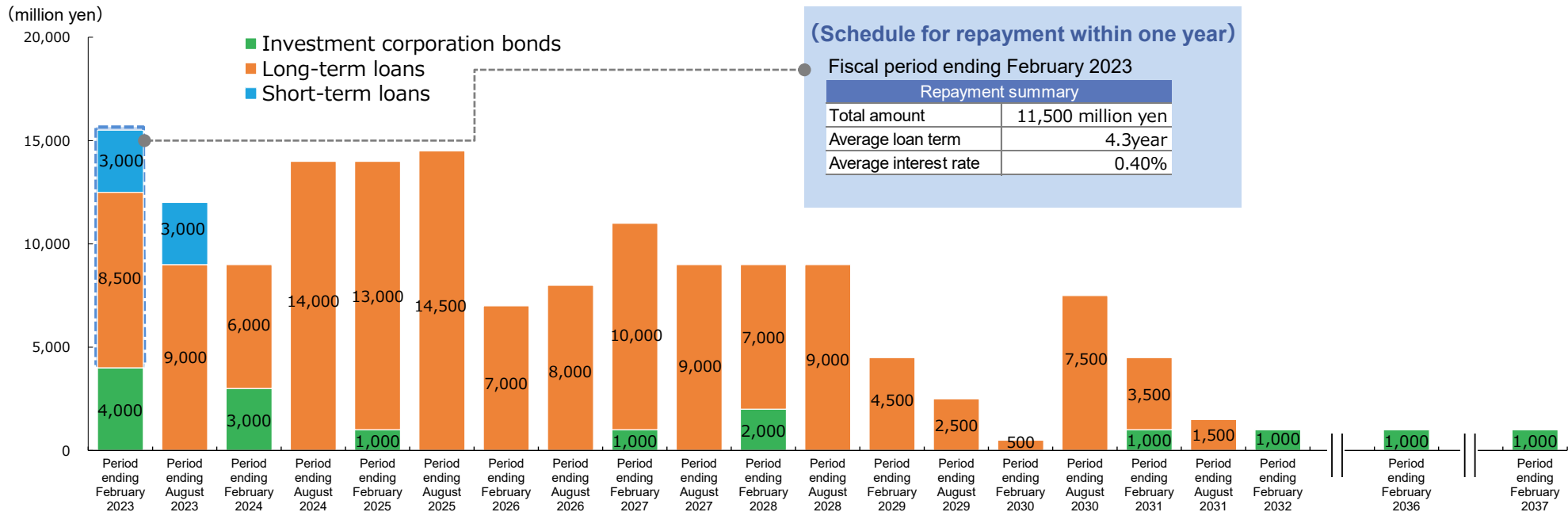
Flexibly respond to investors' demand for medium-term bonds and issue 5-year 8-month bonds for 2 billion yen to prepare for future capital requirements.

Bond name	Term	Issuance amount	Interest rate	Issuance date
18th unsecured investment corporation bonds	5 years and 8 months	2,000 million yen	0.420%	June 20, 2022

#### Changes in borrowings



### Loan repayment schedule diversification



#### (Schedule for repayment within one year)

Fiscal period ending February 2023

Repayment summary	
Total amount	11,500 million yen
Average loan term	4.3year
Average interest rate	0.40%

# Financial Status (Status of Interest-Bearing Liabilities and Rating)

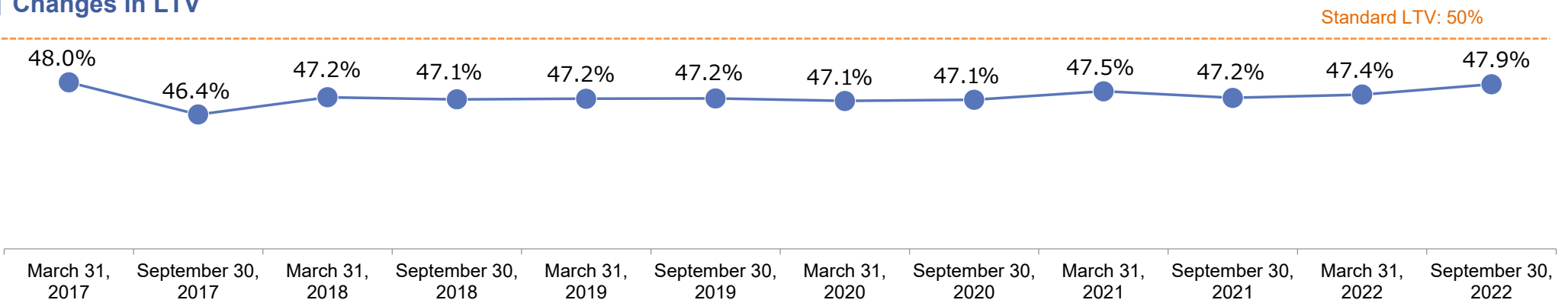
## Interest-bearing liabilities

	(Million yen)		
	March 31, 2022	September 30, 2022	Change
Total interest-bearing liabilities	154,000	156,000	2,000
Short-term loans	6,000	6,000	—
Long-term loans (including long-term loans due within one year)	135,000	135,000	—
Investment corporation bonds (including investment corporation bonds due within one year)	13,000	15,000	2,000
LTV (Loan To Value ratio)	47.3%	47.9%	0.5%
Long-term interest-bearing liabilities ratio (including loans expected to be repaid or redeemed within one year)	96.1%	96.2%	0.0%
Fixed interest-bearing liabilities ratio	96.1%	96.2%	0.0%
Average interest for borrowings during fiscal period	0.45%	0.48%	0.03%
Short-term loans	0.21%	0.21%	0.00%
Long-term loans and investment corporation bonds	0.46%	0.49%	0.03%
Average duration of interest-bearing liabilities	3.3year	3.5year	0.2year

## Rating

Rating agency	Japan Credit Rating Agency, Ltd. (JCR)
Liabilities rated	Long-Term Issuer Rating
Rating (outlook)	AA (stable)

## Changes in LTV



## Breakdown of interest-bearing liabilities (as of the end of September 2022)

Classification	Lender	(Million yen)	
		Balance of borrowings	(%)
Loans	Mizuho Bank, Ltd.	31,000	19.9%
	Sumitomo Mitsui Banking Corporation	27,000	17.3%
	Sumitomo Mitsui Trust Bank, Limited	19,000	12.2%
	MUFG Bank, Ltd.	14,500	9.3%
	Development Bank of Japan Inc.	12,500	8.0%
	Resona Bank, Limited.	6,000	3.8%
	The Bank of Fukuoka, Ltd.	5,500	3.5%
	Aozora Bank, Ltd.	5,500	3.5%
	The Norinchukin Bank	4,500	2.9%
	The Nishi-Nippon City Bank, Ltd.	3,500	2.2%
	Shinkin Central Bank	2,000	1.3%
	Mitsui Sumitomo Insurance Company, Limited	2,000	1.3%
	The 77 Bank, Ltd.	1,500	1.0%
	The Hachijuni Bank, Ltd.	1,000	0.6%
	Mizuho Trust & Banking co., Ltd.	1,000	0.6%
	The Ashikaga Bank, Ltd.	1,000	0.6%
	SUMITOMO LIFE INSURANCE COMPANY	1,000	0.6%
	Shinsei Bank, Limited	1,000	0.6%
	Nippon Life Insurance Company	1,000	0.6%
	The Dai-ichi Life Insurance Company, Limited	500	0.3%
Subtotal	141,000	90.4%	
Investment corporation bonds		15,000	9.6%
Total		156,000	100.0%

### 3. Initiatives Related to ESG





## Sustainability Policy

The asset management company of MTR establishes the "sustainability policy" and proceeds with the initiatives for environmental consideration, contribution to society, strengthening of governance in organizations and others in asset management operations to enhance the value of unitholders of the investment corporation in the medium to long term.

### ■ Sustainability Policy

#### 1. Promoting energy savings and GHG emissions reduction

Promotion of efficient use of energy in assets under management, introduction of facilities conducive to energy saving and low carbonization

#### 2. Contributing to recycling-oriented society

Promotion of initiatives for effective use of limited resources, including 3R for water saving and waste reduction

#### 3. Streamlining the internal management system and strengthening compliance

Establishment of the internal system for the effective promotion of initiatives under this policy, compliance with laws and regulations, educational and awareness-raising activities concerning ESG directed at employees

#### 4. Respect for Human Rights

Respect for human rights based on international norms, and compliance with human rights-related laws and regulations in the countries and regions in which MTR conducts business activities

#### 5. Promoting health and comfort

Asset management that seeks improvement in health, safety, and comfort of tenants and facility users, as well as creation of effective working environments for employees

#### 6. Responding to climate change and improving resilience

Promotion of climate change adaptation and mitigation efforts

#### 7. Collaborating with external stakeholders

Construction of good relationships with tenants, customers, local communities and other external stakeholders

#### 8. Disclosing ESG information

Broad disclosure of this policy and information regarding the situations of initiatives for sustainability, among others

## System for Promotion of Sustainability

### ■ Meeting for Promotion of Sustainability

Meetings for promotion of sustainability are held regularly to ensure that Sustainability Policy is implemented and the sustainability goals are achieved.

#### (Attendees)

- President & Director (Chief Officer with the authority to make final decisions on matters related to the promotion of sustainability)
- Other Directors
- General Managers of the Strategic Management Departments and Investment Departments of the Management Divisions (Operating Officers of matters related to the promotion of sustainability)
- General Manager of the Planning & Finance Department
- Compliance Officer
- Other members whose attendance is considered necessary by operating officers

#### (Details of discussions and reports, frequency of meetings and examination process)

- At meetings, policies regarding sustainability are established, revised or abolished, and a range of measures that should be taken in line with the Sustainability Policy are discussed and reported.
- Meetings are held four times a year. We are working on continuous improvement through the repetition of the PDCA cycle, including the examination and planning of measures, the reporting and evaluation of progress, the analysis of results, and the examination and planning of improvement measures.
- Matters discussed at the meetings are to be decided upon and implemented according to the asset management company's Rules Regarding Administrative Authorities.











### ■ Employee training on sustainability

To spread the awareness of sustainability among employees, employee training on sustainability is provided periodically by inviting outside consulting companies as part of the environmental educational and awareness-raising activities.

### Relevance to materiality and the SDGs

We identify issues, taking into consideration recognized issues in the REIT sector, external organizations' ESG evaluations, current social trends and other factors, and then evaluate materiality from MTR's perspectives by factoring in the main initiatives advanced by MTR as well as the importance and priority of these initiatives.

In addition, we seek to contribute to the achievement of the Sustainable Development Goals (SDGs) through the implementation of these materiality-linked initiatives.

Field	Materiality	Relevance to the SDGs
E	Responding to climate change and improving resilience (Saving energy and reducing greenhouse gas (GHG) emissions)	 
	Contributing to a recycling-oriented society	 
	Reducing environmental load of buildings through collaboration with tenants and suppliers	 
S	Promoting the health and comfort of tenants	  
	Creating comfortable workplace environments for employees	
	Contributing to local areas and communities	
G	Ensuring full-scale implementation of compliance and risk management	
	Initiatives for the disclosure of ESG information	

### GRESB Real Estate Assessment

MTR has earned “Green Star” in this assessment in 2022 designation for the sixth consecutive year by achieving high performance both in “Management Component” that evaluates policies and organizational structure for ESG promotion, and “Performance Component” that assesses environmental performance and tenant engagement of properties owned.

MTR received a “4 Stars” in GRESB Rating, which is based on GRESB Overall Score and its quintile position relative to global participants.



MTR has received the highest “A level” for the five-grade GRESB Public Disclosure”, which assess the width of ESG disclosure practices in connection with sustainability initiatives, for the second consecutive year.



### Issuance of Sustainability Report

MTR and the asset management company issued a sustainability report which provides stakeholders with information about their ESG approach and activities and posted the report on MTR's website.

## Initiatives Related to ESG (Climate Change)

### Initiatives for the TCFD Recommendations

#### Declaration of Support for the TCFD Recommendations

MTR's asset management company (MTAM) declared its support for the recommendations announced in June 2017 by the Task Force on Climate-Related Financial Disclosures (TCFD \*).

In order to secure MTR's sustainable and stable profitability in the long term, it will be essential for MORI TRUST Asset Management to enhance the resilience of its businesses by identifying, assessing and managing risks and opportunities that may be brought about by climate change. We will strive for disclosure of information on these risks and opportunities, in line with the TCFD recommendations.

\* The Task Force on Climate-related Financial Disclosures (TCFD) established by the Financial Stability Board (FSB), an organization that includes the financial authorities of major countries and aims for the stabilization of international financial systems.



#### Governance and Relating to Climate Change

MTAM has established the following organizational governance system to respond to climate change-related risks and opportunities and promote and supervise matters relating to climate change.

##### (Chief executive responsible for response to climate change)

- President & Director

##### (Executive officer responsible for response to climate change)

- General managers of the Planning & Finance Department , and Strategic Management Department, Investment Management Department of Sogo REIT Management Division.

##### (Matters for discussion and reporting at the Meetings for Promotion of Sustainability)

- Identification and classification of impacts of climate change
- Managing risks and opportunities
- Progress of adaptation and mitigation initiatives
- Climate change responses such as setting indicators and targets

Climate-related risk management is integrated into and managed based on the following company-wide risk management programs.

#### Strategies

In order to consider climate-related risks and opportunities, MTAM conducted a scenario analysis for MTR's portfolio.

Category	Risk and Opportunity Factors	Risks and Opportunities	Financial Impact				
			4°C Scenario		2-1.5°C Scenario		
			Medium-term	Long-term	Medium-term	Long-term	
Transition	Policy and Law	Risks	Low	Low	Medium	High	
		Risks	Low	Low	Medium	Medium	
	Technology	Opportunities	Low	Low	Low	Medium	
		Risks	Low	Low	Medium	Medium	
	Markets and Reputations	Opportunities	Low	Low	Low	Low	
		Risks	Low	Medium	Medium	Medium	
		Risks	Low	Low	Low	Medium	
		Opportunities	Low	Low	Low	Medium	
	Physical	Acute Risks	Risks	Medium	Medium	Low	Medium
			Risks	Medium	Medium	Low	Medium
Chronic Risks		Risks	Low	Medium	Low	Low	
		Risks	Low	Low	Low	Low	

## Initiatives for the TCFD Recommendations

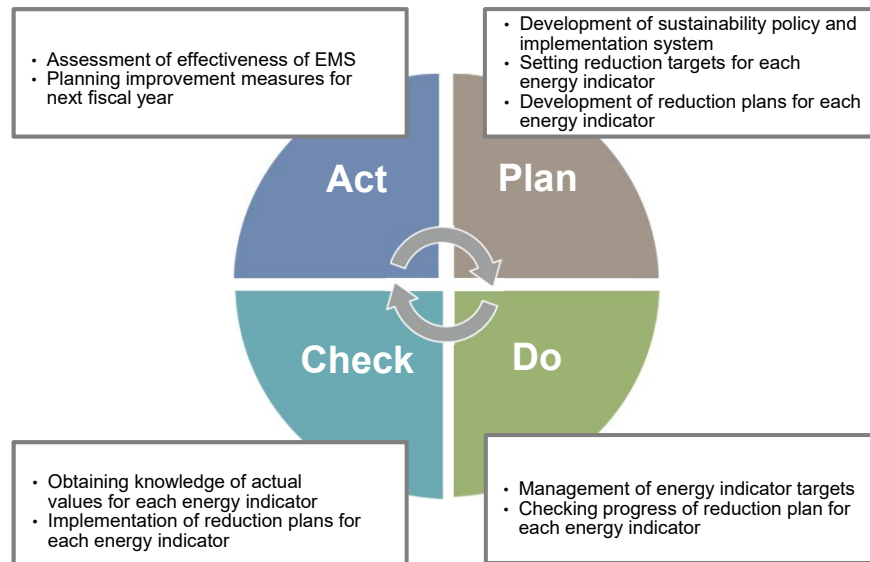
### Metrics and Targets

MTAM uses indicators and targets to monitor its efforts to reduce the impact of climate-related risks and actualize opportunities.

#### <Environmental Management System (EMS)>

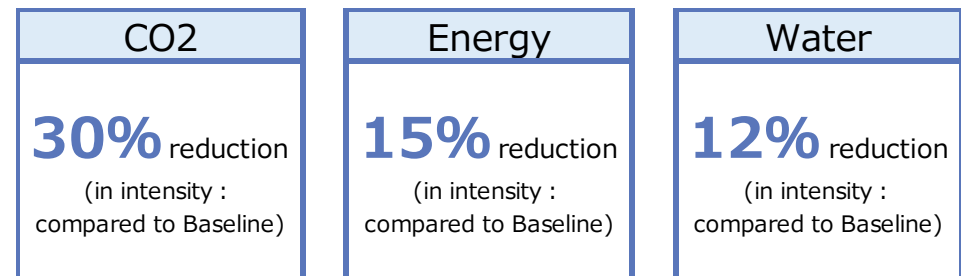
MTR's asset management company has built an environmental management system to promote energy saving, reduction of greenhouse gas (GHG) emissions, and effective use of resources.

MTR sets targets for CO2 emissions, energy consumption and water consumption, observes the results, carries out plan-and-result management, and takes measures to contribute to the creation of a sustainable recycling society through the reduction of the environmental burden.



#### <Environmental Performance Targets>

In FY2021, MTAM has set reduction targets for total CO2 emissions, energy consumption and water consumption across the portfolio for FY2021 to FY2025, as shown below. We have set its targets for CO2 emissions reduction, bearing in mind the Japanese government target of reducing CO2 emissions in fiscal 2030 by 46% from their level in fiscal 2013.



#### <Environmental Performance Data>

Item		unit	Baseline	2019	2020	2021
CO2	Emissions	t-CO2	39,327	36,541	30,254	25,421
	Scope1 (Direct emissions)	t-CO2	-	624	594	604
	Scope2 (Indirect emissions)	t-CO2	-	3,100	2,648	2,598
	Scope3 (Tenant's emissions)	t-CO2	-	32,817	27,012	22,219
	Emissions intensity	t-CO2/m <sup>2</sup>	0.095	0.083	0.069	0.064
Energy	Consumption	MWh	101,814	99,076	84,370	75,540
	Consumption intensity	MWh/m <sup>2</sup>	0.246	0.224	0.191	0.189
Water	Consumption	m <sup>3</sup>	546,827	512,893	325,073	282,065
	Consumption intensity	m <sup>3</sup> /m <sup>2</sup>	1.317	1.161	0.737	0.706

\* The notes on this page constitute an integral part of this presentation. See P.49~P50

## Examples of Environment Initiatives

### <Introduction of LED Lighting>

MTR introduced LED lighting and lighting equipment with human sensors successively in rooms for rent and common areas of the properties held. Energy saving activities for reducing the environmental burden are promoted.

(Examples of introduction) •Tokyo Shiodome Building •ON Building •Kioicho Building  
•Kamiyacho Trust Tower •Osaki MT Building  
•Midosuji MTR Building •Hiroo MTR Building •Tenjin Prime  
•Shin-Yokohama TECH Building •SHIBUYA FLAG  
•Hotel Okura Kobe •Park Lane Plaza etc

### <Introduction of Highly Efficient Heating Systems/ Renewal of air-conditioning systems>

MTR is working on increasing comfort and reducing CO2 through the introduction of highly efficient heating systems whose energy efficiency is excellent and renewal with highly efficient air-conditioning systems whose energy saving performance is high upon the replacement of air-conditioning systems.

(Examples of introduction) •Tokyo Shiodome Building •ON Building  
•Kioicho Building •Osaki MT Building •Midosuji MTR Building  
•Tenjin Prime •Shin-Yokohama TECH Building  
•Ito-Yokado Shonandai •Hotel Okura Kobe etc

### <Utilization of power sources that do not emit CO2>

MTR is promoting the use of CO2-emission free power (virtually zero CO2 emissions) through the utilization of non-fossil certificates, etc.

(Examples of introduction) •SHIBUYA FLAG (RE100 initiatives)

### <Introduction of Building Energy Management Systems (BEMS)>

MTR is working to introduce building energy management systems (BEMS) in the properties it owns to measure the energy efficiency of entire buildings, thereby achieving energy saving and creating optimal indoor environments.

(Examples of introduction) •Kamiyacho Trust Tower

### <Introduction of smart meters>

MTR is focusing on the efficient use of energy by utilizing smart meters to understand details such as the amount of power that is consumed and the time it is consumed.

(Examples of introduction) •Kamiyacho Trust Tower •Osaki MT Building

### <Water-saving through reduction of water consumption and toilet equipment renewal>

MTR is working to conserve water in the common areas of the properties it owns by installing automatic sink faucets and replacing hygiene equipment with products with high water-saving performance.

(Examples of introduction)  
• ON Building, Osaki MT Building, Shin-Yokohama TECH Building etc.

### <Protection of Biodiversity>

The Kamiyacho Trust Tower provides a comfortable green space and a waterfront terrace for waterscape relaxation, among other facilities. We conserved a large camphor tree, which is more than 100 years old, by transplanting it within the premises with the traditional tatebiki (tree sliding) method, creating a biodiversity-conscious biotope in the 5,000-square-meter green space that offers the area's original landscape.

Such activities were highly recognized, and we received the Chairman's Award in the 42nd Green City Award from the Organization for Landscape and Urban Green Infrastructure.

ON Building and Osaki MT Building, which are owned by MTR, have formed Osaki Business Garden, a large-scale redevelopment project. The site has an open space full of greenery, worthy of the name "Garden", and contributes to symbiosis and coexistence with nature and the protection of biodiversity.

### <Properly Dealing with Environmental Issues such as Contamination>

When acquiring real estate, assessing beforehand whether there are harmful substances such as PCBs or asbestos, soil contamination or other environmental issues is an integral part of the process.

We deal with any issues with real estate held such as the presence of harmful substances through appropriate measures, management or treatment in accordance with laws and regulations.

### <Management of waste>

We are working on the continuous reduction of waste by properly managing waste in our portfolio.

Item	2021
Total amount of waste (t)	2,063

## Collaboration with Tenants and Suppliers

### <Reduction of waste>

When carrying out construction work, MTR is continuously working to reduce waste in collaboration with contractors.

### <Supply chain management>

When selecting a property management company, MTR assessed the candidates' activities related to sustainability in addition to their facility operation and management, lease operation and management, and leasing operations.

### <Introduction of green lease>

MTR and tenants of some of the properties owned have concluded a memorandum of understanding for a green lease, aiming to reduce the environmental burden.

Information sharing about electricity, gas and water consumption and discussions on the improvement of environmental performance will be conducted.

In addition, MTR carried out renovations for energy saving (changing lighting to LED lights), paying the costs, and will receive green lease fees, which are calculated based on a reduction in electricity charges the tenants pay after the renovations, from the tenants.

(Examples of introduction) ・Kioicho Building ・Osaki MT Building

## Acquisition of Environmental Certification and Evaluation

MTR has acquired Environmental Certification and Evaluation for eight properties it owns.

The ratio of certified properties in the portfolio, excluding land with leasehold interest, is around 53% on a number of properties basis and around 50% on a leasable area basis.

### ■ DBJ Green Building certification

★★★  
Properties with excellent  
environmental & social awareness

Tokyo Shiodome Building  
Kioicho Building (Office)  
Kioicho Building(Residential)

★★  
Properties with  
high environmental  
& social awareness

ON Building  
Osaki MT Building  
Midosuji MTR Building  
SHIBUYA FLAG (Office)

★  
Properties with  
high environmental  
& social awareness

Shin-Yokohama TECH Building  
SHIBUYA FLAG (Retail)



### ■ Tokyo Metropolitan Government Building Energy-Saving Performance Evaluation System

Property name	Heat insulation capacity of the building	building Energy-saving capability of the equipment systems
Kamiyacho Trust Tower	AAA (Highest rating)	AAA (Highest rating)

## Initiatives Related to ESG (Society)

### Contribution to local communities / Improvement of tenant satisfaction and comfort etc.

#### Contribution to local communities

##### <Installation of Bicycles for the Community / Cooperation with Local Events>

MTR endeavors to contribute to the sustainable development of local communities, including participating in regular community cleaning activities, attending various meetings on town creation, providing a public cycle system (Kioicho Building and Ito-Yokado Shonandai), and joining and cooperating in community events.



Provision of community cycle system  
(Kioicho Building)



Midosuji Illuminations  
(Midosuji MTR Building)

##### <Cooperation in Zero Emission Tokyo Strategy>

To cooperate with the Tokyo government in the Zero Emission Tokyo program targeting zero CO2 emissions by 2050, the Company donated CO2 reduction credit of 15,007 points to the Tokyo government in October 2020 based on Tokyo Cap-and-Trade Program..

##### <Cooperation in the activities of the Japanese Red Cross Society>

Cooperation in the activities of the Japanese Red Cross Society  
As a gesture of its endorsement of the activities of the Japanese Red Cross Society, MTR has been cooperating with the educational activities of the Red Cross by displaying its posters in owned properties.



#### Improvement of tenant satisfaction

##### <Tenant satisfaction surveys>

MTR is constantly seeking to improve tenant satisfaction by conducting surveys of tenants who occupy offices and retail properties, etc. and sharing the survey results with building management companies, etc. for use in improving building operation and management.

##### <Improvement of tenant comfort>

MTR carries out work to renew common areas to improve the comfort of tenants who occupy the properties.



Entrance hall renewal work  
(Shin-Yokohama TECH Building)



Barrier-free renovation construction  
(Tenjin Prime)

##### <Efforts for tenants' safety and security (COVID-19 countermeasures)>

- Placed sanitizer in common areas such as entrances and elevator halls of properties owned
- Janitors and security guards wear face shields, masks and disposable gloves when working and patrolling in the buildings
- Display of documents related to measures to prevent infection

## Initiatives for Employees

### ■ Initiatives for Employees

#### <Employee Training by MTR's asset management company(MTAM) >

MTAM bears the cost of participation in training and examinations and other activities to support all regular employees in gaining qualifications and developing necessary business skills in order to improve their professional skills.

MTAM's employees also take part in diverse human resource development programs prepared by Mori Trust Co. Ltd., which is MTAM's sponsor.

(Asset Management Company's training programs)

- Internal training on compliance, protection of personal information, etc.
- External training on sustainability delivered by ESG experts
- Study meetings on real estate delivered by university professors

(Support for the acquisition of various qualifications and attendance of external seminars)

- Acquisition of real estate-related specialist qualifications such as ARES Certified Master and homebuilder
- External seminars on practical accounting and tax issues
- External seminars on compliance

(Sponsor's human resource programs)

- MT TALK  
Companywide presentation competition on the future vision of MORI TRUST  
Themes: New business, company-wide reform
- MT ACADEMY  
Study meetings and workshops on new business knowledge and approaches  
Themes: Critical thinking, design thinking, SDGs, etc.
- MT meetup future  
Internal lectures delivered by executives, researchers and other experts playing an active part in various fields  
Themes: Tourism-oriented country, AI, IoT, DX, etc.

#### <Personnel Evaluation and Feedback>

We hold meetings with all employees to give them feedback on their latest personnel evaluations once a year. The employee is told of their personnel evaluation, and the employee and evaluator share information on the operational roles that the employee is expected to play and the skills the employee should improve.

All employees meet with their supervisors four times a year to set goals, assess progress, and evaluate achievement.

The employee sets targets to achieve through business operations and personal performance goals quarterly and reviews with their supervisor their progress against their personal goals and the achievement level. The personal goals are changed if needed.

Using the above personnel evaluation feedback system and management-by-objectives system, we increase the transparency and persuasiveness of evaluations and encourage employees to increase their abilities and motivation.

#### <Human Resources with High levels of Expertise>

We seek to achieve even more sophisticated asset management operations by accepting human resources with extensive experience and high levels of expertise from our sponsor and the sponsor group and leveraging their specialist skills.

Status of Employees (as of March 31, 2022)

Male/female employee ratios	Male: 78%	Female: 22%
Regular (*)/Non-regular employee ratios	Regular employees : 78%	Non-regular employees : 22%

\*Regular employees consist of employees seconded from the sponsor group.

#### <Implementation of employee satisfaction surveys>

MTAM conducts an employee satisfaction survey every year. It respects each employee and has been working on the provision of healthy and comfortable workplace environments to ensure that all employees are able to fully demonstrate their capabilities.



## Initiatives for Human Rights / Information Disclosure etc.

### ■ Initiatives for Human Rights

#### <Policy of Respect for Human Rights>

Based on the "Respect for Human Rights" section of its Sustainability Policy, MTAM supports and respects the principles of human rights stipulated by international norms such as the Universal Declaration of Human Rights, the ILO Declaration on Fundamental Principles and Rights at Work, and the Guiding Principles on Business and Human Rights, and engages in initiatives to ensure respect for human rights.

The matters the Asset Management Company must comply with are as follows:

##### (1) Respect for Human Rights

Our internal regulations prohibit all acts that could be construed as discrimination on the grounds of gender, age, nationality, race, ethnicity, creed, religion, Sexual orientation, gender identity, social identity, physical disability or other differences or as sexual harassment and power harassment. We aim to create a workplace environment where the rights and personality of the individual are respected, and diverse human resources can thrive.

##### (2) Prohibition on child labor and forced labor

MTAM support and practice the effective abolition of child labor and forced labor. We observe the minimum working age stipulated by laws and ordinances, and do not force workers to engage in labor contrary to their own free will.

##### (3) Respect for freedom of association and collective bargaining rights

MTAM support and respect freedom of association and collective bargaining rights, and do not discriminate with regard to employment, promotion, dismissal or decisions to transfer workers, in accordance with relevant laws and ordinances.

##### (4) Control excessive work hours and overtime work

MTAM comply with labor-management agreements on overtime work (Article 36 Agreements) and strive to control excessive working hours and overtime work.

##### (5) Payment of wages equal to or above the minimum wage

MTAM pay employees wages equal to or above the minimum wage stipulated by law, to ensure stable lifestyles.

##### (6) Compliance with equal pay for equal work

MTAM prohibit unreasonable differences in treatment between regular (permanent) and irregular (non-permanent) workers, in accordance with relevant laws and ordinances.

#### <Scheme for listening to grievances from officers and employees>

We listen to employees regarding their grievances and frustrations in each workplace, identify organizational or individual violations of laws and regulations, including abuses of human rights and acts of discrimination and harassment, and take appropriate steps through the whistleblowing system applicable to all managers and staff members in the workplace (managers and staff members including part-time employees, contract employees, employees dispatched from other companies and temporary staff).

Under this system, whistleblower are able to make reports anonymously. In addition, dismissal, disciplinary measures, retaliation or any other treatment disadvantageous to the whistleblower on account of such whistleblowing is prohibited.

### ■ Information Disclosure

MTAM has set out the Information Disclosure Regulations and the Detailed Regulations on Fair Disclosure Rules to seek to protect investors and others and help maintain and improve public trust in MTR and MTAM.

We strive to disclose to the public the information which needs to be disclosed and information that has been deemed beneficial in investors' making of investment decisions in a timely and appropriate manner.

### ■ Collaboration with Property Management Companies, Suppliers and Other Business Partners

When selecting and evaluating property management companies, suppliers and other business partners, we assess their environmental policy and corporate framework and their cooperation with MTAM's Sustainability Policy.

# Initiatives Related to ESG (Governance)

## Initiatives for Governance

### Same boat investment by Mori Trust Group

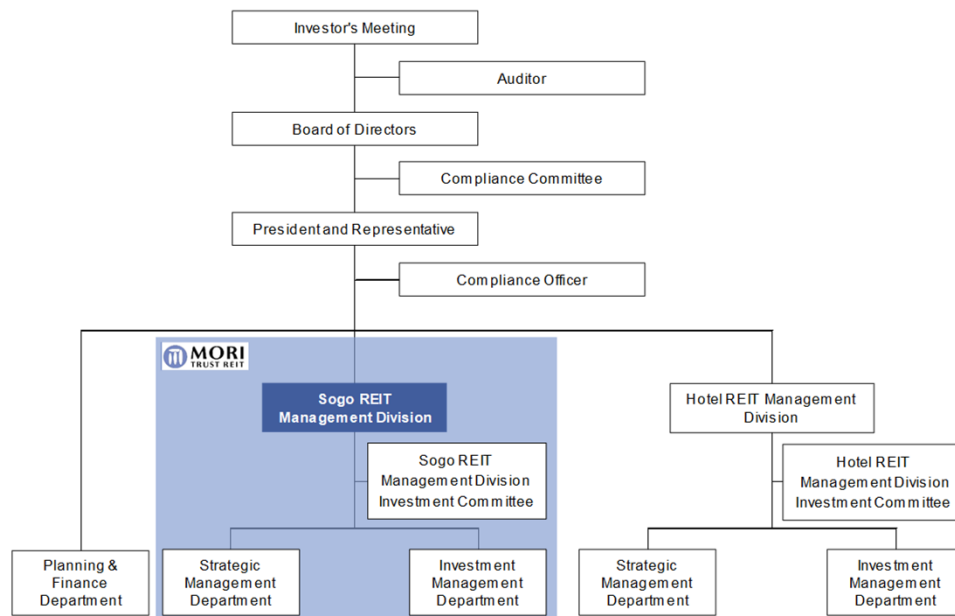
MTR aims to improve unitholder value by aligning sponsor interests with those of unitholders.

Percentage of investment units owned by Mori Trust Group  
**26.5%** (as of September 30, 2022)

### MTR's Operational Structure

MTR entrusts asset management to MORI TRUST Asset Management Co., Ltd., which is the asset management company. The organizational structure of the asset management company is as shown below.

<Organization Chart>



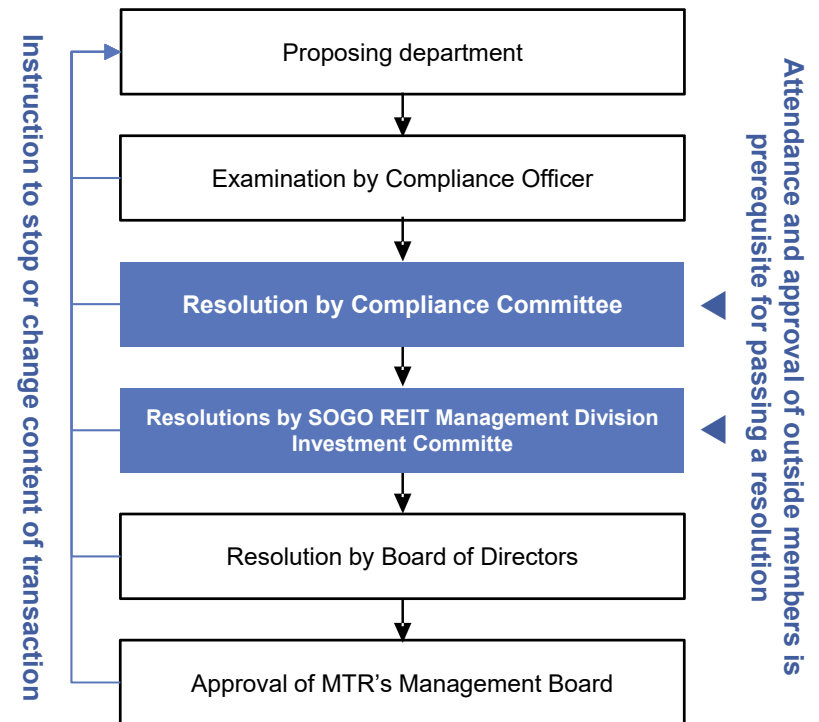
### Provision of regular compliance training

MTAM provides all its officers and employees (including temporary employees, contract employees, and employees on loan or dispatched from other companies) with training mainly aimed at raising compliance awareness on a regular basis.

### Procedural flow for related party transactions

MORI TRUST Asset Management Co., Ltd., which is the asset management company, has established a governance structure that prioritizes compliance to ensure prevention of conflicts of interest, risk management and legal compliance.

The asset management company has established a Compliance Committee and an Investment Committee and elected outside members to both, and if the acquisition of an asset, etc. is classed as a related party transaction, the approval of the outside members of both committees is required.



### Information Security

MTAM enacted the Information Management Rules with the aim of properly utilizing company information and preventing information incidents including unauthorized access and the loss or leak of company information.

The rules aim to ensure information management by providing for training and audits on the management of confidential information, restriction of unauthorized access, prevention of information leaks, maintenance of information systems and information system.

# Initiatives Related to ESG (Sponsor group)

## Vision for promoting sustainability / Mori Trust's personnel system

### Mori Trust Group's vision for promoting sustainability.

Under the slogan "from urban planning to future planning," the Mori Trust Group has identified seven priority themes for the sponsor group's pursuit of sustainability and has set out action plans for realizing harmony between the economy, environment and society.

Seven priority themes	Action Plans
Safety and security	<ul style="list-style-type: none"> <li>Creation of sustainable spaces for activity through the realization of regional disaster management and BCP</li> <li>Provision of peace of mind to meet the needs of the times, including infection control measures using new technologies</li> <li>Promotion of regional and social development and growth in collaboration with various stakeholders</li> </ul>
Environment	<ul style="list-style-type: none"> <li>Urban development through the protection of landscapes and biodiversity and the sustainable use of resources</li> <li>More widespread use and more stable supply of renewable energy</li> <li>Proper collaboration with various stakeholders</li> </ul>
Work/Lifestyles	<ul style="list-style-type: none"> <li>Provision of facilities and services for enhancing work-life balance</li> <li>Creation of lifestyle diversity through new businesses</li> <li>Implementation of new work styles and proposals/giving-back of new work styles to society</li> </ul>
Innovation	<ul style="list-style-type: none"> <li>Development of industry through investments and partnerships</li> <li>Optimization of supply chain through the utilization of digital data and advanced technologies</li> <li>Establishment of group structure which encourages the proposal and implementation of ideas</li> </ul>
Wellness	<ul style="list-style-type: none"> <li>Provision of spaces which contribute to sustainable improvement in people's health and wellbeing</li> <li>Creation of dining and accommodation experiences to nourish mind, body and soul</li> <li>Realization of health and productivity management on a society-wide basis</li> </ul>
Diversity	<ul style="list-style-type: none"> <li>Promotion of international exchanges and multilingual service</li> <li>Establishment of management base which enables diverse human resources to play an active part</li> </ul>
Compliance Governance	<ul style="list-style-type: none"> <li>Continuous improvement in governance to help revitalize the economy</li> <li>Strengthening of risk management to support sustainable corporate activities</li> </ul>

### Mori Trust's personnel system

Mori Trust, the sponsor of the asset management company, considers the work-life balance of its employees to help maximize each employee's abilities and strives to create a comfortable environment for them to work.

#### (1) Promotion of work-life balance and women's participation

MTR has introduced various programs, such as childcare leave, to help employees manage both their work and childcare.

(1) Percentage of female recruitment	33.3%	
(2) Percentage of female employees	27.7%	
(3) Percentage of female managers	6.8%	
(4) Percentage of paid leave taken	79.1%	
(5) Percentage of employees taking childcare leave	Male	90.0%
	Female	100.0%

(Note) Item (1) and (4) and (5): FY2021, items (2) and (3) as of March 31, 2022

#### (2) Certification as a childcare supporting company and start of childcare business

MTR is recognized as a company supporting childcare and promoting women's activities by the Ministry of Health, Labour and Welfare (MHLW) and certified Platinum Kurumin and Eruboshi (two stars).

MTR opened a company-sponsored nursery, Nursery Room Mirai's, in Shiroyama Trust Tower in November 2019, which is available for use of the building's tenants and employees.

#### (3) Implementation of work-style reforms

- Participation in "Time Difference Biz" led by the Tokyo Metropolitan Government
- Uses telecommuting and mobile workplace

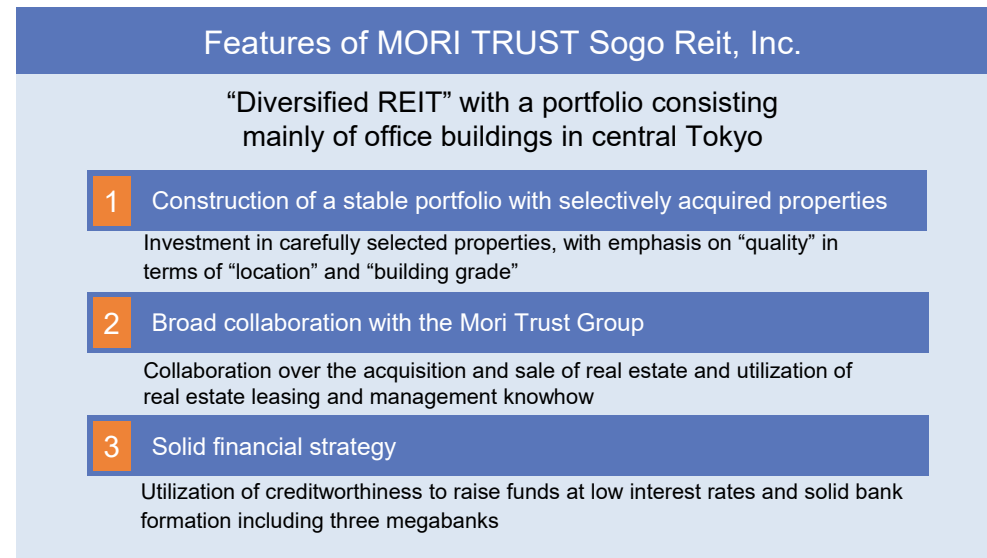
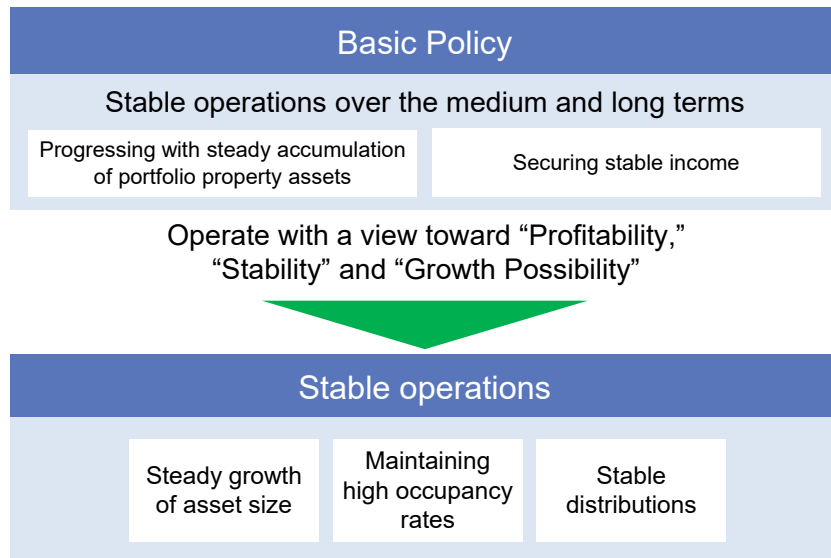
#### (4) Health and productivity management

The company, employees, their families, and the health insurance society work together on health management-related initiatives. These initiatives have been favorably received, and Mori Trust was certified as a "Health and Productivity Management Organization" in 2022 (Ministry of Economy, Trade, and Industry).

## 4. Characteristics of MORI TRUST Sogo Reit, Inc.



# Basic Policy and Characteristics of MORI TRUST Sogo Reit, Inc. (1)

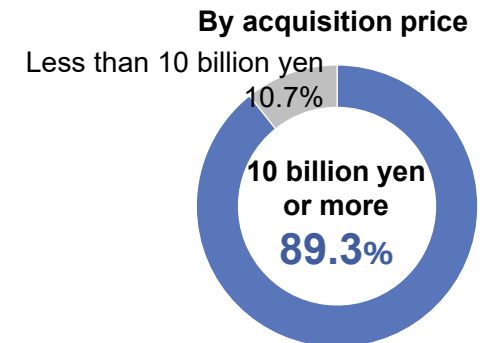
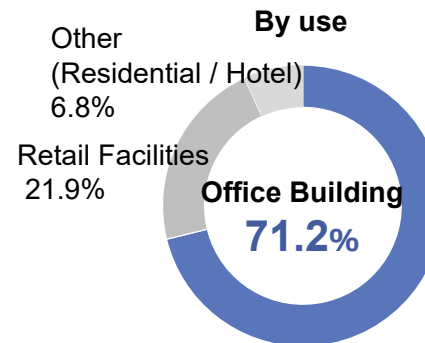
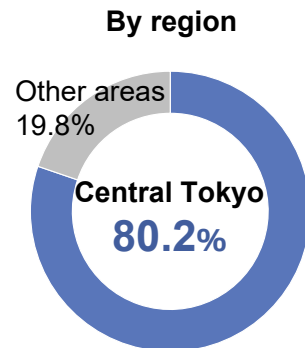


## 1 Construction of a stable portfolio with selectively acquired properties

Investment in carefully selected properties which will contribute to stable operations over the medium and long term rather than pursuing hasty expansion in scale  
 Implementation of an investment strategy focusing on “quality” in terms of “location” and “building grade”

### Investments (as of September 30, 2022)

**Number of properties: 16 properties**  
**Asset size: 324.7 billion yen**  
 (Total acquisition price)



### Target portfolio and actual performance

		Region				Total	
		Central Tokyo (Note 1)		Other areas (Note 2)		Total	
		Target	Actual	Target	Actual	Target	Actual
Use	Office Building	60–70%	63.8%	10–20%	7.4%	70–90%	71.2%
	Retail Facility / Other (Note 3)	0–10%	16.4%	10–20%	12.4%	10–30%	28.8%
Total		60–80%	80.2%	20–40%	19.8%	100%	

\* The notes on this page constitute an integral part of this presentation. See P.49~P50

**2 Broad collaboration with the Mori Trust Group**

**Investment units held by the Mori Trust Group** **350,070 units (26.5%)** held (as of the end of September 2022)

**Pipeline for the acquisition and disposition of real estate**

The Investment Corporation and Mori Trust Co., Ltd. have entered into an agreement on the provision of information on real estate, etc. between the Investment Corporation and three companies of the Mori Trust Group.

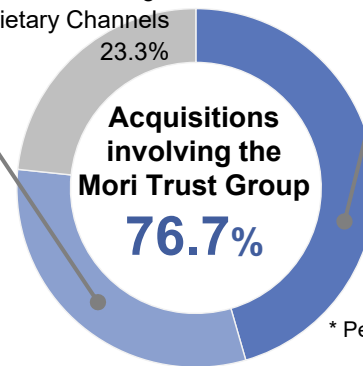
**Acquisitions (as of September, 2022)**

**Acquisitions Based on Information Provided by the Mori Trust Group**



**31.1%**

Acquisitions through Proprietary Channels 23.3%



**Acquisitions from the Mori Trust Group**

**45.6%**



\* Percentage based on acquisition price

**Recent dispositions**

**Acquisitions from the Mori Trust Group:**

Kamiyacho Trust Tower (2021)

**Dispositions to the Mori Trust Group:**

Akasaka-Mitsuke MT Building (2010), Mita MT Building (2014), Tokyo Shiodome Building (2021(Partial Sale))

**Dispositions based on information provided by the Mori Trust Group:**

Ginza MTR Building (2014 and 2015), Osaka Marubeni Building (2015), Ito-Yokado Shin-Urayasu (2017)

**Harnessing the real estate leasing and management knowhow of the Mori Trust Group**

The Investment Corporation seeks to increase the profitability of the portfolio by harnessing the real estate leasing and management knowhow of the Mori Trust Group.

**3 Solid financial strategy**

- Utilization of creditworthiness to raise funds at low interest rates
- Solid bank formation including three megabanks
- Strike a balance between short-term and long-term debt, taking reduction of financing costs and mitigation of the impact of changes in the financial environment into consideration.

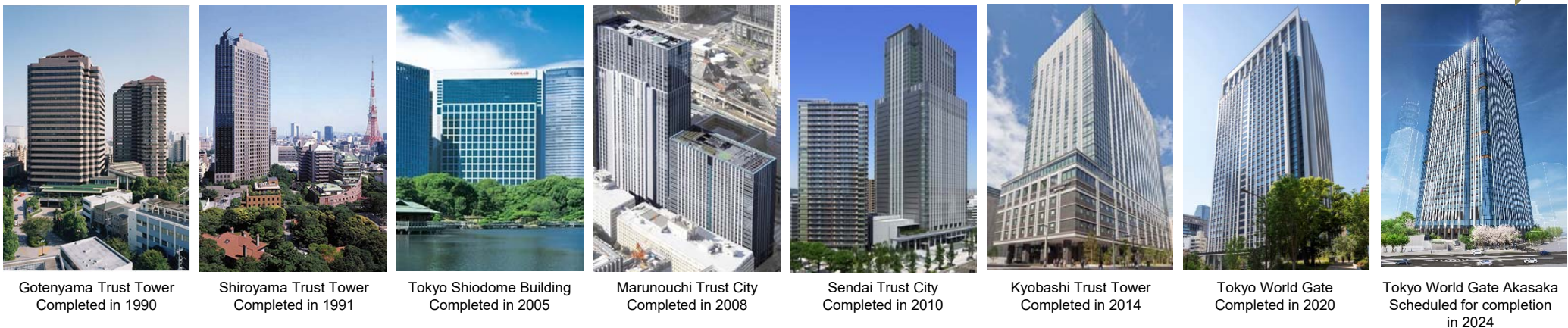
**Rating**

**AA (stable)** JCR / Long-Term Issuer Rating (as of the end of September 2022)

**Bank formation**

Establishment of solid bank formation (20 companies in total), including three megabanks

Since its founding in 1951, the Mori Trust Group has engaged in large urban development projects primarily in the central Tokyo area, with property holding, leasing, operation, and management. Through the success of this core business, in which the Group has envisioned the future of cities and continued to provide functions truly needed by people, the Group ensures high profitability and stable income and is building a strong financial foundation.



**Mori Trust Group facilities**

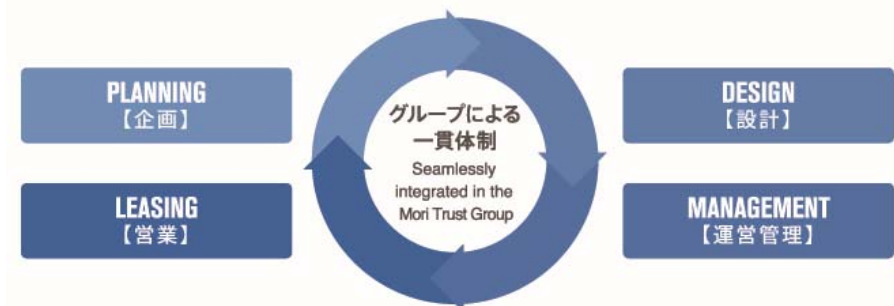
Holds and operates a large number of properties in central Tokyo, central areas of major cities (Sendai and Osaka) and countryside resorts.

Total number of facilities: <b>91</b>	Buildings for lease: <b>65</b> buildings
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(As of March 31, 2022)

**System of real estate development**

Applies expertise built in property marketing, operation, and management to building planning and design



## 5. Reference





# Balance Sheets

5. Reference

	Thousands of yen	
	As of March 31, 2022	As of September 30, 2022
<b>Assets</b>		
Current assets		
Cash and deposits	14,680,828	16,534,395
Cash and deposits in trust	3,197,268	3,089,760
Operating accounts receivable	41,862	77,534
Accounts receivable - other	1,334	-
Prepaid expenses	47,914	86,346
Other	9,296	15,449
Total current assets	<u>17,978,504</u>	<u>19,803,486</u>
Non-current assets		
Property, plant and equipment		
Buildings	17,209,486	16,770,597
Structures	31,017	30,393
Machinery and equipment	28,642	26,237
Tools, furniture and fixtures	23,807	23,483
Land	114,585,335	114,585,335
Buildings in trust	21,141,169	20,569,225
Structures in trust	75,775	71,277
Machinery and equipment in trust	55,456	58,102
Tools, furniture and fixtures in trust	36,976	33,395
Land in trust	153,797,970	153,798,827
Total property, plant and equipment	<u>306,985,638</u>	<u>305,966,876</u>
Intangible assets		
Other	240	240
Total intangible assets	<u>240</u>	<u>240</u>
Investments and other assets		
Guarantee deposits	10,000	10,000
Long-term prepaid expenses	38,968	66,825
Other	2,815	2,815
Total investments and other assets	<u>51,783</u>	<u>79,640</u>
Total non-current assets	<u>307,037,662</u>	<u>306,046,756</u>
Deferred assets		
Investment corporation bond issuance costs	55,401	58,984
Total deferred assets	<u>55,401</u>	<u>58,984</u>
<b>Total assets</b>	<u>325,071,568</u>	<u>325,909,227</u>
<b>Liabilities</b>		
Current liabilities		
Operating accounts payable	242,061	307,709
Short-term loans payable	6,000,000	6,000,000
Current portion of investment corporation bonds	4,000,000	4,000,000
Current portion of long-term loans payable	25,500,000	18,000,000
Accounts payable – other	110,421	58,604
Accrued expenses	429,156	430,289
Dividends payable	7,185	8,073
Income taxes payable	879	867
Accrued consumption taxes	108,676	233,884
Advances received	913,270	809,224
Deposits received	916	322
Total current liabilities	<u>37,312,567</u>	<u>29,848,976</u>
Non-current liabilities		
Investment corporation bonds	9,000,000	11,000,000
Long-term loans payable	109,500,000	117,000,000
Tenant leasehold and security deposits	7,565,023	7,555,628
Tenant leasehold and security deposits in trust	932,717	918,125
Deferred tax liabilities	803,422	514,820
Total non-current liabilities	<u>127,801,163</u>	<u>136,988,574</u>
<b>Total liabilities</b>	<u>165,113,730</u>	<u>166,837,550</u>
<b>Net assets</b>		
Unitholders' equity		
Unitholders' capital	153,990,040	153,990,040
Surplus		
Voluntary retained earnings		
Reserve for reduction entry	1,430,418	1,750,398
Total voluntary retained earnings	<u>1,430,418</u>	<u>1,750,398</u>
Unappropriated retained earnings	<u>4,537,379</u>	<u>3,331,238</u>
Total surplus	<u>5,967,798</u>	<u>5,081,637</u>
<b>Total unitholders' equity</b>	<u>159,957,838</u>	<u>159,071,677</u>
<b>Total net assets</b>	<u>159,957,838</u>	<u>159,071,677</u>
<b>Total liabilities and net assets</b>	<u>325,071,568</u>	<u>325,909,227</u>

\*The balance of internal reserves as of September 30, 2022 was 2,265 million yen (total amount of deferred tax liabilities and a reserve for reduction entry)

# Statements of Income and Retained Earnings

## Statements of Income

	Thousands of yen	
	For the period from October 1, 2021 to March 31, 2022	For the period from April 1, 2022 to September 30, 2022
<b>Operating revenue</b>		
Lease business revenue	6,739,063	6,603,932
Other lease business revenue	337,252	298,407
Gain on sale of investment property	1,452,077	-
<b>Total operating revenue</b>	<b>8,528,392</b>	<b>6,902,340</b>
<b>Operating expenses</b>		
Expenses related to rent business	3,025,005	3,057,896
Asset management fee	329,091	307,505
Asset custody fee	13,102	12,987
Administrative service fees	45,869	45,076
Directors' compensations	3,600	3,600
Other operating expenses	69,376	46,950
<b>Total operating expenses</b>	<b>3,486,044</b>	<b>3,474,016</b>
<b>Operating income</b>	<b>5,042,348</b>	<b>3,428,323</b>
<b>Non-operating income</b>		
Interest income	104	90
Reversal of dividends payable	753	845
Interest on refund	110	-
<b>Total non-operating income</b>	<b>969</b>	<b>936</b>
<b>Non-operating expenses</b>		
Interest expenses	325,041	345,823
Interest expenses on investment corporation bonds	22,833	27,158
Amortization of investment corporation bond	8,933	8,874
other	1,374	3,886
<b>Total non-operating expenses</b>	<b>358,184</b>	<b>385,741</b>
<b>Ordinary income</b>	<b>4,685,132</b>	<b>3,043,518</b>
<b>Profit before income taxes</b>	<b>4,685,132</b>	<b>3,043,518</b>
Income taxes - current	895	881
Income taxes - deferred	146,858	(288,601)
<b>Total income taxes</b>	<b>147,753</b>	<b>(287,720)</b>
<b>Profit</b>	<b>4,537,379</b>	<b>3,331,238</b>
<b>Unappropriated retained earnings</b>	<b>4,537,379</b>	<b>3,331,238</b>

## (Breakdown of Real Estate Leasing Business Income)

	Thousands of yen	
	For the period from October 1, 2021 to March 31, 2022	For the period from April 1, 2022 to September 30, 2022
<b>A. Rental revenues</b>		
Lease business revenue		
Rent	6,378,952	6,244,322
Common charges	236,502	236,001
Land leasing revenues	123,609	123,609
Other lease business revenue	337,252	298,407
<b>Total rental revenues</b>	<b>7,076,315</b>	<b>6,902,340</b>
<b>B. Property-related expenses</b>		
Property management expenses		
Property management fees	694,543	717,358
Utilities	212,236	255,836
Property and other taxes	872,062	881,367
Casualty insurance	18,494	19,142
Repair expenses	72,707	41,623
Depreciation and amortization	1,125,735	1,116,153
Other expenses	29,225	26,414
<b>Total property-related expenses</b>	<b>3,025,005</b>	<b>3,057,896</b>
<b>C. Profit and losses from real estate rental business (A-B)</b>	<b>4,051,310</b>	<b>3,844,443</b>

# Statement of Cash Distributions / Statements of Cash Flows

5. Reference

## Statement of Cash Distributions

	(yen)	
	For the period from April 1, 2021 to September 30, 2021	For the period from April 1, 2022 to September 30, 2022
I. Unappropriated retained earnings	4,537,379,582	3,331,238,876
II. Reversal of voluntary retained earnings		
Reversal of reserve for reduction entry	134,114,736	628,761,124
III. Distribution amount	4,217,400,000	3,960,000,000
(Distribution amount per unit)	(3,195)	(3,000)
IV. Voluntary retained earnings		
Provision of reserve for reduction entry	454,094,318	-
V. Retained earnings carried forward	-	-

## Statements of Cash Flows

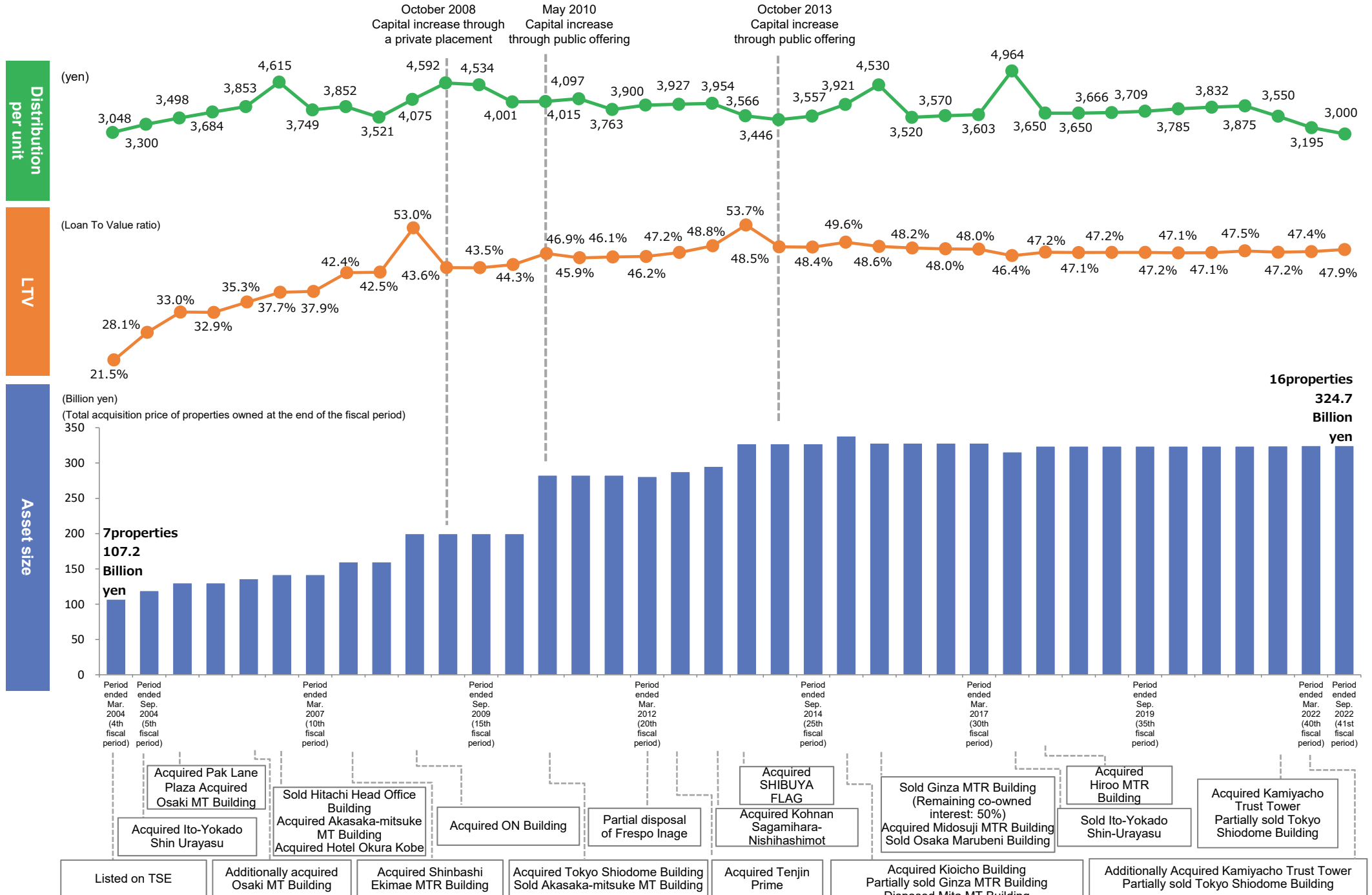
	Thousands of yen	
	For the period from October 1, 2021 to March 31, 2022	For the period from April 1, 2022 to September 30, 2022
<b>Cash flows from operating activities</b>		
Profit before income taxes	4,685,132	3,043,518
Depreciation	1,125,735	1,116,153
Amortization of investment corporation bond issuance costs	8,933	8,874
Interest income	(104)	(90)
Interest expenses	347,875	372,981
Decrease (Increase) in operating accounts receivable	(522)	(35,671)
Increase (Decrease) in operating accounts payable	(80,181)	(10,983)
Increase (Decrease) in accrued consumption taxes	99,050	125,207
Increase (Decrease) in advances received	(86,145)	(104,045)
Decrease due to sale of investment property	12,520,098	-
Other, net	(106,676)	(89,768)
Subtotal	18,513,195	4,426,175
Interest income received	104	90
Interest expenses paid	(346,685)	(353,781)
Income taxes paid	(622)	(892)
Net cash provided by operating activities	18,165,991	4,071,591
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	(34,126)	(69,009)
Purchase of property, plant and equipment in trust	(14,344,757)	(80,198)
Repayments of tenant leasehold and security deposits	(2,385,217)	(90,166)
Proceeds from tenant leasehold and security deposits	326,611	160,283
Repayments of tenant leasehold and security deposits in trust	(16,369)	(25,275)
Proceeds from tenant leasehold and security deposits in trust	5,120	7,804
Other	393	-
Net cash used in investing activities	(16,448,345)	(96,562)
<b>Cash flows from financing activities</b>		
Proceeds from long-term loans payable	14,500,000	17,000,000
Repayments of long-term loans payable	(14,500,000)	(17,000,000)
Proceeds from issuance of investment corporation bonds	2,000,000	2,000,000
Redemption of investment corporation bonds	(3,000,000)	-
Payments for investment corporation bond issuance costs	(15,558)	(12,457)
Dividends paid	(4,687,104)	(4,216,512)
Net cash used in financing activities	(5,072,662)	(2,228,969)
Net increase (decrease) in cash and cash equivalents	(3,985,015)	1,746,059
Cash and cash equivalents at beginning of period	21,863,112	17,878,096
Cash and cash equivalents at end of period	17,878,096	19,624,156

# Changes in Indicators

(Unit: million yen)

	Period ended September 2020 (37th fiscal period)	Period ended March 2021 (38th fiscal period)	Period ended September 2021 (39th fiscal period)	Period ended March 2022 (40th fiscal period)	Period ended September 2022 (41st fiscal period)	Formula
Operating revenues	8,882	8,789	9,202	8,528	6,902	
Gain on sale of real estate	—	—	1,433	1,452	—	
Operating expenses	3,445	3,325	3,638	3,486	3,474	
Operating income	5,437	5,464	5,563	5,042	3,428	
Ordinary income	5,059	5,116	5,205	4,685	3,043	
Profit	5,058	5,115	5,041	4,537	3,331	
Total distribution	5,058	5,115	4,686	4,217	3,960	
Total assets	328,915	330,301	328,288	325,071	325,909	
Interest-bearing liabilities	155,000	157,000	155,000	154,000	156,000	
Total net assets	160,123	160,180	160,106	159,957	159,071	
Unrealized gain/loss	36,215	37,005	35,092	39,124	44,033	
NAV	191,280	192,070	190,512	194,864	199,144	NAV = Total net assets + Unrealized gain/loss - Total distribution
Profits from real estate rental business	5,890	5,909	4,615	4,051	3,844	
Depreciation and amortization	1,308	1,126	1,113	1,125	1,116	
NOI	7,199	7,036	5,729	5,177	4,960	NOI = Profits from real estate rental business + Depreciation and amortization
FFO	6,366	6,242	4,721	4,211	4,447	FFO = Profit + Depreciation and amortization – Gain/loss on sale of real estate
Capital improvements	216	416	287	213	96	
Net cash flows	6,982	6,619	5,442	4,963	4,864	NCF = NOI – Capital improvements
ROA (annualized)	3.1%	3.1%	3.2%	2.9%	1.9%	ROA = (Ordinary income / Total assets) / 6 × 12 * Annualized
ROE (annualized)	6.3%	6.4%	6.3%	5.7%	4.2%	ROE = (Profit / Total net assets) / 6 × 12 * Annualized
LTV ratio	47.1%	47.5%	47.2%	47.4%	47.9%	LTV = Interest-bearing liabilities / Total assets
Total number of outstanding investment units	1,320,000units	1,320,000units	1,320,000units	1,320,000units	1,320,000units	
Distribution per unit	3,832yen	3,875yen	3,550yen	3,195yen	3,000yen	
Total net assets per unit	121,305yen	121,348yen	121,292yen	121,180yen	120,508yen	
NAV per unit	144,909yen	145,507yen	144,327yen	147,624yen	150,867yen	
FFO per unit	4,823yen	4,728yen	3,576yen	3,190yen	3,369yen	

# Changes in Asset Size, LTV and Distribution Per Unit



(Note) Investment units were split at a ratio of 1 to 5 as of April 1, 2014. Distribution per unit before the split is the actual distribution per unit divided by five and rounded down to the nearest yen.

# Property Portfolio List as of the End of the Fiscal Period

5. Reference

(Million yen)

Use	Name	Location	Construction completion	Acquisition date	Acquisition price		Book value at end of 41st fiscal period	Appraisal value at end of 41st fiscal period	NOI	
						Ratio				Yield
Office Building	Tokyo Shiodome Building	Minato Ward, Tokyo	Jan. 2005	Apr. 2010	82,539	25.4%	74,824	81,400	284	0.7%
	ON Building	Shinagawa Ward, Tokyo	Nov. 1990	Aug. 2008	39,900	12.3%	38,812	36,200	622	3.1%
	Kioicho Building	Chiyoda Ward, Tokyo	Nov. 1989	Oct. 2014	34,300	10.6%	32,938	38,300	662	3.9%
	Kamiyacho Trust Tower	Minato Ward, Tokyo	Mar. 2020	Jul. 2021, etc.	27,960	8.6%	27,934	32,300	461	3.3%
	Osaki MT Building	Shinagawa Ward, Tokyo	Jul. 1994	Mar. 2005, etc.	14,386	4.4%	12,886	17,800	311	4.3%
	Midosuji MTR Building	Chuo Ward, Osaka	Mar. 1999	Apr. 2015	10,170	3.1%	9,871	11,100	204	4.0%
	Hiroo MTR Building	Shibuya Ward, Tokyo	Nov. 1992	Jan. 2018	8,100	2.5%	8,329	8,420	140	3.5%
	Tenjin Prime	Chuo Ward, Fukuoka	Oct. 2008	Jul. 2012, etc.	7,050	2.2%	6,659	9,910	195	5.6%
	Shin-Yokohama TECH Building	Kohoku Ward, Yokohama	Feb. 1986, etc.	Nov. 2003	6,900	2.1%	6,653	8,280	130	3.8%
Retail Facility	SHIBUYA FLAG	Shibuya Ward, Tokyo	Aug. 2009	Apr. 2013	32,040	9.9%	32,395	40,700	675	4.2%
	Shinbashi Ekimae MTR Building	Minato Ward, Tokyo	Apr. 1999	Apr. 2007	18,000	5.5%	17,240	21,800	-36	—
	Ito-Yokado Shonandai	Fujisawa City, Kanagawa	Nov. 2002	Mar. 2003	11,600	3.6%	9,663	11,700	332	5.7%
	Kohnan Sagamihara-Nishihashimoto	Midori Ward, Sagamihara	Aug. 2005	Oct. 2012	7,460	2.3%	7,069	8,330	229	6.1%
	Frespo Inage	Inage Ward, Chiba	—	Mar. 2002	2,100	0.6%	2,193	2,610	115	11.0%
Hotel	Hotel Okura Kobe	Chuo Ward, Kobe	Mar. 1989	Sep. 2006	19,000	5.9%	15,395	16,900	543	5.7%
Residential	Park Lane Plaza	Shibuya Ward, Tokyo	Jun. 1988	Dec. 2004	3,200	1.0%	3,097	4,250	87	5.5%
Total		—	—	—	324,705	100.0%	305,966	350,000	4,960	3.1%

\* The notes on this page constitute an integral part of this presentation. See P.49~P50



# Appraisal Values of Portfolio Properties at the Fiscal Period-End

5. Reference

(Million yen)

Use	Name	Acquisition price	End-of-period book value		End-of-period appraisal value			Direct reduction method			Discounted cash flow (DCF) method		Appraiser (Note 3)
			Period ended March 2022	Period ended September 2022	Period ended March 2022	Period ended September 2022	Difference	Cap rate		Comparison with the previous fiscal period	Discount rate	Terminal cap rate	
								Period ended March 2022	Period ended September 2022				
Office Building	Tokyo Shiodome Building	82,539	75,045	74,824	81,400	81,400	—	3.3%	3.2%	-0.1%	3.1%	3.2%	Richi Appraisal
	ON Building	39,900	38,898	38,812	35,100	36,200	1,100	3.4%	3.3%	-0.1%	3.0%	3.4%	Japan Real Estate
	Kioicho Building	34,300	33,080	32,938	38,000	38,300	300	3.2%	3.1%	-0.1%	2.9%	3.3%	Daiwa Real Estate
	Kamiyacho Trust Tower	27,960	28,018	27,934	31,100	32,300	1,200	2.6%	2.5%	-0.1%	2.4%	2.6%	Daiwa Real Estate
	Osaki MT Building	14,386	12,924	12,886	17,300	17,800	500	3.3%	3.2%	-0.1%	2.9%	3.3%	Japan Real Estate
	Midosuji MTR Building	10,170	9,907	9,871	10,500	11,100	600	3.6%	3.5%	-0.1%	3.3%	3.7%	Daiwa Real Estate
	Hiroo MTR Building	8,100	8,338	8,329	8,440	8,420	-20	3.6%	3.6%	—	3.4%	3.8%	Daiwa Real Estate
	Tenjin Prime	7,050	6,690	6,659	9,680	9,910	230	3.7%	3.6%	-0.1%	3.4%	3.7%	Japan Real Estate
	Shin-Yokohama TECH Building	6,900	6,719	6,653	8,170	8,280	110	4.6%	4.5%	-0.1%	4.3%	4.8%	Chuo-Nittochi
Retail Facility	SHIBUYA FLAG	32,040	32,416	32,395	40,700	40,700	—	3.2%	3.2%	—	3.0%	3.4%	Japan Real Estate
	Shinbashi Ekimae MTR Building	18,000	17,257	17,240	21,800	21,800	—	3.6%	3.6%	—	3.4%	3.8%	Chuo-Nittochi
	Ito-Yokado Shonandai	11,600	9,725	9,663	11,700	11,700	—	5.3%	5.3%	—	5.0%	5.5%	Japan Real Estate
	Kohnan Sagamihara-Nishihashimoto	7,460	7,095	7,069	8,500	8,330	-170	5.2%	5.3%	0.1%	5.0%	5.5%	Japan Real Estate
	Frespo Inage	2,100	2,193	2,193	2,610	2,610	—	—(Note1)	—(Note1)	—	7.9%	—(Note2)	Japan Real Estate
Hotel	Hotel Okura Kobe	19,000	15,564	15,395	16,900	16,900	—	4.9%	4.9%	—	4.7%	5.0%	Richi Appraisal
Residential	Park Lane Plaza	3,200	3,110	3,097	4,210	4,250	40	3.3%	3.3%	—	4.0%	3.0%	Chuo-Nittochi

	Difference		
	Period ended March 2022	Period ended September 2022	Difference
Total	39,124	44,033	4,909

\* The notes on this page constitute an integral part of this presentation. See P.49~P50

# Changes in Occupancy Rate

## Monthly Occupancy Rates for Each Use Category (from end of previous period to end of current period)

Use		(Period ended March 2022) March 31, 2022	April 30,2022	May 31,2022	June 30,2022	July 31,2022	August 31,2022	(Period ended September 2022) September 30, 2022
Office Building	Master lease basis	95.4%	95.7%	95.5%	95.2%	96.4%	96.6%	96.6%
	(Sublease basis)	(81.8%)	(82.1%)	(81.7%)	(81.3%)	(83.4%)	(83.6%)	(84.6%)
Retail Facility		94.5%	94.5%	94.5%	94.5%	94.5%	94.5%	94.5%
Other		100%	100%	100%	100%	100%	99.8%	99.8%
Total	Master lease basis	96.0%	96.1%	96.0%	95.9%	96.4%	96.5%	96.5%
	(Sublease basis)	(90.5%)	(90.6%)	(90.4%)	(90.3%)	(91.1%)	(91.2%)	(91.6%)

## Property-Related Occupancy Rate (Most Recent 5 Fiscal Periods)

Use	Name	September 30, 2020 (End of 37th fiscal period)	March 31, 2021 (End of 38th fiscal period)	September 30, 2021 (End of 39th fiscal period)	March 31, 2022 (End of 40th fiscal period)	September 30, 2022 (End of 41st fiscal period)
Office Building	Tokyo Shiodome Building (Note2)	100%	100%	100%	100% (61.3%)	100% (66.5%)
	ON Building	100%	100%	100%	100%	100%
	Kioicho Building (Note3)	99.9% (98.7%)	90.8% (89.5%)	89.7% (89.7%)	96.3% (95.6%)	94.5% (92.6%)
	Kamiyacho Trust Tower (Note4)	—	—	100%	100% (99.3%)	100% (99.3%)
	Osaki MT Building (Note5)	100% (99.1%)	100% (85.0%)	100% (85.8%)	100% (95.2%)	100% (95.6%)
	Midosuji MTR Building (Note6)	100% (98.4%)	100% (95.6%)	100% (100%)	100% (100%)	100% (96.4%)
	Hiroo MTR Building (Note7)	100%	100%	87.5%	87.5%	100%
	Tenjin Prime (Note7)	100%	100%	100%	100%	100%
	Shin-Yokohama TECH Building	100%	100%	100%	59.9%	71.7%
Retail Facility	SHIBUYA FLAG (Note7)	100%	92.2%	92.2%	100%	100%
	Shinbashi Ekimae MTR Building	100%	100%	100%	0%	0%
	Ito-Yokado Shonandai	100%	100%	100%	100%	100%
	Kohnan Sagamihara-Nishihashimoto	100%	100%	100%	100%	100%
Hotel	Frespo Inage	100%	100%	100%	100%	100%
	Hotel Okura Kobe	100%	100%	100%	100%	100%
Residential	Park Lane Plaza	100%	95.9%	100%	100%	96.8%
Total (Note 8)		99.9% (99.9%)	99.3% (98.6%)	99.1% (91.9%)	96.0% (90.5%)	96.5% (91.6%)

\* The notes on this page constitute an integral part of this presentation. See P.49~P50



# Overview of Occupancy Rate and Lease Contracts at the Fiscal Period-End

Use	Name	Occupancy rate	Total number of tenants	Major tenant/master lessee				
					Type of lease contract		Lease contract expiry	
Office Building	Tokyo Shiodome Building (Note1)	100% (66.5%)	1 (14)	Mori Trust Co., Ltd.	Master lease(Note1)	Fixed-term building lease	(Offices/retailers) March 31, 2026 (Hotel) December 31, 2035	No cancellation
	ON Building	100%	1	Kobe Steel Ltd.	Direct lease	Building lease	March 31, 2023	No cancellation
	Kioicho Building (Note2)	94.5% (92.6%)	38 (70)	–	–	–	–	
	Kamiyacho Trust Tower (Note3)	100.0% (99.3%)	1 (7)	Mori Trust Co., Ltd.	Master lease(Note3)	Building lease	March 31, 2030	No cancellation
	Osaki MT Building (Note4)	100% (95.6%)	1 (13)	Mori Trust Co., Ltd.	Master lease(Note4)	Fixed-term building lease	March 31, 2025	No cancellation
	Midosuji MTR Building (Note5)	100% (96.4%)	1 (31)	Tokyo Capital Management Co., Ltd.	Master lease(Note5)	Building lease	March 31, 2023	
	Hiroo MTR Building (Note6)	100.0%	9	–	–	–	–	
	Tenjin Prime (Note6)	100%	13	–	–	–	–	
	Shin-Yokohama TECH Building	71.7%	17	–	–	–	–	
Retail Facility	SHIBUYA FLAG (Note6)	100%	3	H&M Hennes & Mauritz Japan KK	Direct lease (Note6)	Undisclosed (Note7)	Undisclosed(Note7)	
	Shinbashi Ekimae MTR Building	0%	0	–	–	–	–	
	Ito-Yokado Shonandai	100%	1	Ito-Yokado Co., Ltd.	Master lease	Building lease	November 20, 2042	No cancellation
	Kohnan Sagamihara-Nishihashimoto	100%	1	Kohnan Shoji Co., Ltd.	Master lease	Fixed-term building lease	September 27, 2023	No cancellation
	Frespo Inage	100%	1	Daiwa Lease Co, Ltd.	Direct lease	Land lease	December 2, 2027	No cancellation
Hotel	Hotel Okura Kobe	100%	1	Hotel Okura Kobe	Direct lease	building lease	March 31, 2032	No cancellation
Residential	Park Lane Plaza	96.8%	17	–	–	–	–	
Total (Note8)		96.5% (91.6%)	106 (199)					

\* The notes on this page constitute an integral part of this presentation. See P.49~P50

# Portfolio Summary and Breakdown of Property-Related Revenues/Expenses (1)

Office Building												
	Tokyo Shiodome Building		ON Building		Kioicho Building		Kamiyacho Trust Tower		Osaki MT Building		Midosuji MTR Building	
Location	Minato Ward, Tokyo		Shinagawa Ward, Tokyo		Chiyoda Ward, Tokyo		Minato Ward, Tokyo		Shinagawa Ward, Tokyo		Chuo Ward, Osaka	
Construction completion	January, 2005		November 1990		November 1989		March, 2020		July 1994 (Renovated in 2008)		March 1999	
Acquisition date	April 2010		August 2008		October 2014		July 2021, and other		March 2005, and other		April 2015	
Acquisition price	82,539million yen		39,900million yen		34,300million yen		27,960million yen		14,386million yen		10,170million yen	
Book value	74,824million yen		38,812million yen		32,938million yen		27,934million yen		12,886million yen		9,871million yen	
Appraisal value	81,400million yen		36,200million yen		38,300million yen		32,300million yen		17,800million yen		11,100million yen	
Total floor space	191,394.06㎡(Note1)		32,812.27㎡		63,535.55㎡(Note2)		196,037.12㎡(Note3)		26,980.68㎡(Note4)		15,129.16㎡	
PML (Note 5)	6.0%		8.0%		11.3%		6.5%		11.5%		2.1%	
Rental revenues (thousand yen)	Period ended March 2022	Period ended September 2022	Period ended March 2022	Period ended September 2022	Period ended March 2022	Period ended September 2022	Period ended March 2022	Period ended September 2022	Period ended March 2022	Period ended September 2022	Period ended March 2022	Period ended September 2022
Rental revenues	878,784	916,695			982,049	1,055,109	533,103	536,931	340,037	357,346	318,730	315,848
Rent	878,784	916,695			893,119	928,486	522,272	524,190	339,558	356,770	281,261	274,869
Common charges	—	—			9,274	8,828	—	—	—	—	6,745	6,745
Land leasing revenues	—	—			—	—	—	—	—	—	—	—
Other rental revenues	—	—			79,655	117,794	10,831	12,740	478	575	30,723	34,234
Property-related expenses	832,246	856,047			551,639	544,022	145,357	159,672	99,877	105,262	146,159	156,985
Property and other taxes	361,920	345,981			88,401	90,249	—	9,525	38,148	39,388	40,586	42,179
Property taxes	361,920	345,981	Undisclosed (Note6)	Undisclosed (Note6)	87,076	88,924	—	9,525	38,148	39,388	40,586	42,179
Other taxes	—	—			1,325	1,325	—	—	—	—	—	—
Overhead expenses	246,820	286,589			312,106	301,875	61,291	66,078	3,193	6,471	60,183	69,126
Property management fees	230,440	274,720			240,952	213,956	46,181	44,915	—	1,428	27,306	27,094
Utilities	—	—			56,857	74,499	13,824	19,862	—	—	25,368	30,081
Casualty insurance	3,760	3,508			1,495	1,596	291	283	816	875	572	614
Trust fees	—	—			800	800	750	750	—	—	500	500
Other expenses	12,619	8,360			12,000	11,024	244	266	2,377	4,167	6,436	10,835
Depreciation and amortization	223,504	223,477			151,131	151,896	84,066	84,068	58,534	59,401	45,389	45,679
Profits and losses from real estate rental business	46,538	60,647	535,416	530,225	430,410	511,086	387,746	377,259	240,160	252,084	172,570	158,863
Earnings before depreciation and amortization (NOI)	270,043	284,125	627,655	622,338	581,541	662,983	471,812	461,327	298,695	311,486	217,960	204,542
NOI yield (Note 7)	0.7%		3.1%		3.9%		3.3%		4.3%		4.0%	

\* The notes on this page constitute an integral part of this presentation. See P.49~P50

# Portfolio Summary and Breakdown of Property-Related Revenues/Expenses (2)

	Office Building						Retail Facility					
	Hiroo MTR Building		Tenjin Prime		Shin-Yokohama TECH Building		SHIBUYA FLAG		Shinbashi Ekimae MTR Building		Ito-Yokado Shonandai	
Location	Shibuya Ward, Tokyo		Chuo Ward, Fukuoka		Kohoku Ward, Yokohama		Shibuya Ward, Tokyo		Minato Ward, Tokyo		Fujisawa City, Kanagawa	
Construction completion	November 1992		October 2008		Building A: February 1986 Building B: February 1988		August 2009		April 1999		November 2002	
Acquisition date	January 2018		July 2012, and other		November 2003		April 2013		April 2007		March 2003	
Acquisition price	8,100million yen		7,050million yen		6,900million yen		32,040million yen		18,000million yen		11,600million yen	
Book value	8,329million yen		6,659million yen		6,653million yen		32,395million yen		17,240million yen		9,663million yen	
Appraisal value	8,420million yen		9,910million yen		8,280million yen		40,700million yen		21,800million yen		11,700million yen	
Total floor space	6,709.80㎡		7,722.04㎡		25,187.22㎡		7,766.49㎡		7,820.45㎡		53,393.66㎡	
PML (Note 5)	7.3%		6.4%		8.7%		11.9%		12.2%		14.0%	
Rental revenues (thousand yen)	Period ended March 2022	Period ended September 2022	Period ended March 2022	Period ended September 2022	Period ended March 2022	Period ended September 2022	Period ended March 2022	Period ended September 2022	Period ended March 2022	Period ended September 2022	Period ended March 2022	Period ended September 2022
Rental revenues	177,211	182,598	254,115	256,344	265,490	252,906			308,045	—	375,045	375,068
Rent	135,509	141,788	218,319	218,134	237,024	222,050			229,500	—	375,000	375,000
Common charges	18,408	18,408	19,530	19,476	—	—			—	—	—	—
Land leasing revenues	—	—	—	—	—	—			—	—	—	—
Other rental revenues	23,293	22,400	16,265	18,733	28,465	30,855			78,545	—	45	68
Property-related expenses	52,463	57,752	88,667	91,596	189,575	193,253			52,461	53,769	110,729	104,884
Property and other taxes	11,698	11,962	27,317	28,922	29,702	30,070			34,266	35,612	38,998	39,098
Property taxes	11,575	11,840	27,317	28,922	29,702	30,070	Undisclosed (Note6)	Undisclosed (Note6)	34,266	35,612	38,998	39,098
Other taxes	122	122	—	—	—	—			—	—	—	—
Overhead expenses	25,336	30,325	30,411	31,698	89,121	92,366			1,184	1,146	10,230	3,949
Property management fees	4,995	8,696	7,460	7,827	56,277	57,565			975	924	1,620	1,620
Utilities	15,878	18,467	13,625	16,608	26,046	31,373			—	—	—	—
Casualty insurance	236	254	211	225	827	888			209	222	1,004	1,069
Trust fees	400	400	750	1,250	—	—			—	—	—	—
Other expenses	3,825	2,507	8,364	5,786	5,969	2,539			—	—	7,606	1,260
Depreciation and amortization	15,428	15,463	30,938	30,976	70,752	70,816			17,010	17,010	61,500	61,836
Profits and losses from real estate rental business	124,748	124,845	165,447	164,747	75,914	59,653	645,868	651,808	255,584	▲ 53,769	264,316	270,183
Earnings before depreciation and amortization (NOI)	140,176	140,309	196,385	195,724	146,667	130,469	669,841	675,973	272,595	▲ 36,758	325,816	332,019
NOI yield (Note 7)	3.5%		5.6%		3.8%		4.2%		—		5.7%	

\* The notes on this page constitute an integral part of this presentation. See P.49~P50

# Portfolio Summary and Breakdown of Property-Related Revenues/Expenses (3)

	Retail Facility		Hotel		Residential		Total			
	Kohnan Sagami-hara-Nishihashimoto	Frespo Inage	Hotel Okura Kobe	Park Lane Plaza						
Location	Midori Ward, Sagami-hara	Inage Ward, Chiba	Chuo Ward, Kobe	Shibuya Ward, Tokyo						
Construction completion	August 2005	–	March 1989 (Expanded March 1995)	June 1988						
Acquisition date	October 2012	March 2002	September 2006	December 2004						
Acquisition price	7,460million yen	2,100million yen	19,000million yen	3,200million yen	324,705million yen					
Book value	7,069million yen	2,193million yen	15,395million yen	3,097million yen	305,966million yen					
Appraisal value	8,330million yen	2,610million yen	16,900million yen	4,250million yen	350,000million yen					
Total floor space	40,283.77㎡	(39,556.71㎡) (Note8)	72,246.86㎡	5,246.78㎡	–					
PML (Note 5)	13.5%	–	17.8%	14.9%	5.5% (Note9)					
Rental revenues (thousand yen)	Period ended March 2022	Period ended September 2022	Period ended March 2022	Period ended September 2022	Period ended March 2022	Period ended September 2022	Period ended March 2022	Period ended September 2022	Period ended March 2022	Period ended September 2022
Rental revenues			123,609	123,609	618,490	627,790	109,378	110,427	7,076,315	6,902,340
Rent			–	–	618,490	627,790	99,877	98,839	6,378,952	6,244,322
Common charges			–	–	–	–	9,043	9,043	236,502	236,001
Land leasing revenues			123,609	123,609	–	–	–	–	123,609	123,609
Other rental revenues			–	–	–	–	457	2,543	337,252	298,407
Property-related expenses			8,019	8,020	294,814	284,561	34,927	36,082	3,025,005	3,057,896
Property and other taxes			7,269	7,270	70,244	71,497	7,534	7,784	872,062	881,367
Property taxes	Undisclosed (Note6)	Undisclosed (Note6)	7,269	7,270	70,244	71,497	7,534	7,784	870,611	877,967
Other taxes			–	–	–	–	–	–	1,451	3,399
Overhead expenses			750	750	22,704	13,034	13,838	14,663	1,027,207	1,060,376
Property management fees			–	–	–	–	8,951	9,408	694,543	717,358
Utilities			–	–	–	–	1,507	1,624	212,236	255,836
Casualty insurance			–	–	7,034	7,426	165	176	18,494	19,142
Trust fees			750	750	2,000	2,000	–	–	7,600	8,100
Other expenses			–	–	13,669	3,608	3,214	3,452	94,332	59,938
Depreciation and amortization			–	–	201,865	200,029	13,554	13,634	1,125,735	1,116,153
Profits and losses from real estate rental business	192,871	203,644	115,589	115,588	323,676	343,229	74,451	74,344	4,051,310	3,844,443
Earnings before depreciation and amortization (NOI)	228,716	229,227	115,589	115,588	525,541	543,259	88,005	87,979	5,177,045	4,960,596
NOI yield (Note 7)	6.1%		11.0%		5.7%		5.5%		3.1%	

\* The notes on this page constitute an integral part of this presentation. See P.49~P50

# Interest-Bearing Liabilities

## Short-term loans

(Million yen)

Lender	Outstanding balance at end of period	Average interest rate	Draw down date	Repayment date
Sumitomo Mitsui Banking Corporation	2,500	Floating	October 8, 2021	October 7, 2022
Resona Bank, Limited.	500		October 15, 2021	October 14, 2022
Mizuho Bank, Ltd.	2,000		April 8, 2022	April 7, 2023
Resona Bank, Limited.	1,000		August 31, 2022	August 31, 2023
<b>Total</b>	<b>6,000</b>			

## Long-term loans

(Million yen)

Lender	Outstanding balance at end of period	Average interest rate	Draw down date	Repayment date
Sumitomo Mitsui Trust Bank, Limited	1,500	Fixed	January 19, 2018	January 19, 2023
Mizuho Bank, Ltd.	500		January 19, 2018	January 19, 2023
MUFG Bank, Ltd.	2,500		February 28, 2018	February 28, 2023
Mizuho Bank, Ltd.	2,000		February 28, 2018	February 28, 2023
Sumitomo Mitsui Trust Bank, Limited	1,000		February 29, 2016	February 28, 2023
Mizuho Trust & Banking co., Ltd.	1,000		February 29, 2016	February 28, 2023
Mizuho Bank, Ltd.	3,500		April 12, 2016	April 12, 2023
The Bank of Fukuoka, Ltd.	1,000		April 22, 2016	April 21, 2023
The Nishi-Nippon City Bank, Ltd.	500		April 24, 2018	April 24, 2023
Mizuho Bank, Ltd.	1,500		August 31, 2016	August 31, 2023
Development Bank of Japan Inc.	1,000	Fixed	August 31, 2018	August 31, 2023
Resona Bank, Limited.	1,000		August 31, 2016	August 31, 2023
MUFG Bank, Ltd.	500		August 31, 2018	August 31, 2023
Development Bank of Japan Inc.	500		September 29, 2017	September 29, 2023
Resona Bank, Limited.	1,000		October 18, 2016	October 18, 2023
Mizuho Bank, Ltd.	3,000		August 30, 2019	February 29, 2024
Development Bank of Japan Inc.	1,500		February 28, 2017	February 29, 2024
Aozora Bank, Ltd.	2,000		March 11, 2016	March 11, 2024
Shinkin Central Bank	2,000		March 19, 2018	March 19, 2024
Sumitomo Mitsui Banking Corporation	3,000		October 9, 2020	April 9, 2024
Development Bank of Japan Inc.	2,000	April 11, 2019	April 11, 2024	
Mizuho Bank, Ltd.	1,000	April 11, 2019	April 11, 2024	
Mizuho Bank, Ltd.	3,000	April 24, 2018	April 24, 2024	
The Bank of Fukuoka, Ltd.	1,000	May 31, 2018	May 31, 2024	
Sumitomo Mitsui Banking Corporation	3,000	October 9, 2020	October 9, 2024	
Sumitomo Mitsui Banking Corporation	1,000	April 9, 2021	October 9, 2024	
The Nishi-Nippon City Bank, Ltd.	500	December 26, 2019	December 26, 2024	
Mizuho Bank, Ltd.	1,500	January 19, 2018	January 17, 2025	
MUFG Bank, Ltd.	500	January 19, 2018	January 17, 2025	
Sumitomo Mitsui Trust Bank, Limited	3,000	February 28, 2020	February 28, 2025	
Mizuho Bank, Ltd.	1,000	February 28, 2018	February 28, 2025	
Sumitomo Mitsui Banking Corporation	1,000	February 28, 2018	February 28, 2025	
The Hachijuni Bank, Ltd.	1,000	February 28, 2020	February 28, 2025	
MUFG Bank, Ltd.	500	February 28, 2018	February 28, 2025	
Development Bank of Japan Inc.	1,000	March 19, 2018	March 19, 2025	
Sumitomo Mitsui Banking Corporation	2,500	April 9, 2021	April 9, 2025	
Sumitomo Mitsui Trust Bank, Limited	4,000	April 13, 2020	April 11, 2025	
MUFG Bank, Ltd.	1,000	April 13, 2021	April 11, 2025	
Sumitomo Mitsui Banking Corporation	3,000	April 24, 2019	April 24, 2025	
MUFG Bank, Ltd.	3,000	August 31, 2018	August 29, 2025	
Sumitomo Mitsui Banking Corporation	1,000	January 19, 2022	January 25, 2026	
The Bank of Fukuoka, Ltd.	1,000	January 31, 2020	January 30, 2026	
Sumitomo Mitsui Banking Corporation	1,500	February 28, 2022	February 27, 2026	
Sumitomo Mitsui Banking Corporation	1,000	February 28, 2019	February 27, 2026	
Sumitomo Mitsui Trust Bank, Limited	1,500	February 26, 2021	February 27, 2026	
<b>Sumitomo Mitsui Trust Bank, Limited</b>	<b>1,000</b>	<b>August 31, 2022</b>	<b>February 27, 2026</b>	
Development Bank of Japan Inc.	1,000	March 12, 2021	March 12, 2026	
Nippon Life Insurance Company	500	September 30, 2020	March 31, 2026	
Resona Bank, Limited.	1,000	April 22, 2021	April 22, 2026	
Aozora Bank, Ltd.	500	April 24, 2018	April 24, 2026	
Resona Bank, Limited.	500	May 31, 2021	May 29, 2026	
<b>Sumitomo Mitsui Trust Bank, Limited</b>	<b>2,000</b>	<b>August 31, 2022</b>	<b>August 31, 2026</b>	
Development Bank of Japan Inc.	1,000	August 30, 2019	August 31, 2026	
The Nishi-Nippon City Bank, Ltd.	1,000	August 31, 2020	August 31, 2026	
The 77 Bank, Ltd.	500	August 30, 2019	August 31, 2026	

Nippon Life Insurance Company	500	0.40%	April 23, 2021	September 18, 2026
Mitsui Sumitomo Insurance Company, Limited	500	0.39%	September 30, 2020	September 30, 2026
Sumitomo Mitsui Trust Bank, Limited	1,000	0.42%	December 24, 2021	December 24, 2026
MUFG Bank, Ltd.	1,000	0.40%	December 25, 2020	December 25, 2026
Resona Bank, Limited.	500	0.56%	December 26, 2019	December 25, 2026
The Bank of Fukuoka, Ltd.	500	0.56%	December 26, 2019	December 25, 2026
Mizuho Bank, Ltd.	500	0.50%	January 19, 2022	January 19, 2027
The Bank of Fukuoka, Ltd.	1,000	0.51%	January 31, 2022	January 29, 2027
The NorinchukinBank	3,000	0.38%	February 28, 2020	February 26, 2027
Sumitomo Mitsui Trust Bank, Limited	1,500	0.59%	August 31, 2022	February 26, 2027
The Ashikaga Bank, Ltd.	1,000	0.63%	April 22, 2022	April 22, 2027
Aozora Bank, Ltd.	500	0.45%	December 24, 2021	June 24, 2027
SUMITOMO LIFEINSURANCECOMPANY	500	0.59%	December 26, 2019	June 25, 2027
The Bank of Fukuoka, Ltd.	1,000	0.55%	January 31, 2022	July 30, 2027
<b>Sumitomo Mitsui Trust Bank, Limited</b>	<b>1,500</b>	<b>0.63%</b>	<b>August 31, 2022</b>	<b>August 31, 2027</b>
The NorinchukinBank	1,500	0.38%	August 30, 2019	August 31, 2027
The Nishi-Nippon City Bank, Ltd.	1,500	0.48%	August 31, 2020	August 31, 2027
Resona Bank, Limited.	500	0.48%	August 31, 2020	August 31, 2027
SUMITOMO LIFEINSURANCECOMPANY	500	0.38%	August 30, 2019	August 31, 2027
The Dai-ichi Life Insurance Company, Limited	500	0.56%	February 28, 2022	August 31, 2027
Development Bank of Japan Inc.	1,000	0.43%	March 12, 2020	September 10, 2027
<b>Sumitomo Mitsui Trust Bank, Limited</b>	<b>1,000</b>	<b>0.74%</b>	<b>September 30, 2022</b>	<b>September 30, 2027</b>
MUFG Bank, Ltd.	1,500	0.50%	April 13, 2021	October 13, 2027
Mizuho Bank, Ltd.	1,000	0.63%	December 26, 2019	December 24, 2027
Mizuho Bank, Ltd.	1,000	0.47%	January 19, 2021	January 19, 2028
Mizuho Bank, Ltd.	1,000	0.55%	February 26, 2021	January 19, 2028
Development Bank of Japan Inc.	500	0.47%	January 19, 2021	January 19, 2028
MUFG Bank, Ltd.	1,500	0.53%	March 31, 2021	March 31, 2028
Sumitomo Mitsui Banking Corporation	1,500	0.54%	April 9, 2021	April 7, 2028
Sumitomo Mitsui Banking Corporation	1,500	0.51%	October 11, 2019	April 11, 2028
<b>Aozora Bank, Ltd.</b>	<b>1,000</b>	<b>0.71%</b>	<b>April 11, 2022</b>	<b>April 11, 2028</b>
Mizuho Bank, Ltd.	1,500	0.51%	October 17, 2019	April 17, 2028
The 77 Bank, Ltd.	1,000	0.54%	August 31, 2020	August 31, 2028
Shinsei Bank, Limited	1,000	0.53%	August 31, 2020	August 31, 2028
Mitsui Sumitomo Insurance Company, Limited	1,500	0.59%	October 29, 2021	October 31, 2028
Development Bank of Japan Inc.	3,000	0.71%	February 28, 2022	February 28, 2029
<b>Mizuho Bank, Ltd.</b>	<b>1,000</b>	<b>0.82%</b>	<b>April 11, 2022</b>	<b>April 11, 2029</b>
Aozora Bank, Ltd.	1,500	0.59%	April 23, 2021	April 23, 2029
MUFG Bank, Ltd.	500	0.79%	February 28, 2022	February 28, 2030
<b>Mizuho Bank, Ltd.</b>	<b>1,500</b>	<b>0.90%</b>	<b>April 11, 2022</b>	<b>April 11, 2030</b>
<b>MUFG Bank, Ltd.</b>	<b>2,000</b>	<b>0.92%</b>	<b>April 13, 2022</b>	<b>April 12, 2030</b>
Sumitomo Mitsui Banking Corporation	1,000	0.65%	December 24, 2021	June 24, 2030
Sumitomo Mitsui Banking Corporation	1,500	0.76%	January 19, 2022	July 19, 2030
Mizuho Bank, Ltd.	1,000	0.62%	August 31, 2021	August 31, 2030
Mizuho Bank, Ltd.	500	0.63%	August 30, 2021	August 31, 2030
<b>Sumitomo Mitsui Banking Corporation</b>	<b>2,000</b>	<b>0.98%</b>	<b>April 28, 2022</b>	<b>October 28, 2030</b>
Mizuho Bank, Ltd.	1,500	0.66%	August 31, 2021	February 28, 2031
<b>Mizuho Bank, Ltd.</b>	<b>1,500</b>	<b>0.98%</b>	<b>April 11, 2022</b>	<b>April 11, 2031</b>
<b>Total</b>	<b>135,000</b>			

## Investment corporation bonds

(Million yen)

Issue	Balance at end of period	Interest rate	Issue date	Maturity date
12th unsecured investment corporation bonds	4,000	0.10%	February 20, 2020	February 20, 2023
13th unsecured investment corporation bonds	3,000	0.17%	February 25, 2021	February 22, 2024
16th unsecured investment corporation bonds	1,000	0.11%	February 21, 2022	February 28, 2025
6th unsecured investment corporation bonds	1,000	1.07%	February 26, 2015	February 26, 2027
<b>18th unsecured investment corporation bonds</b>	<b>2,000</b>	<b>0.42%</b>	<b>June 20, 2022</b>	<b>February 29, 2028</b>
14th unsecured investment corporation bonds	1,000	0.50%	February 25, 2021	February 25, 2031
17th unsecured investment corporation bonds	1,000	0.50%	February 21, 2022	February 27, 2032
15th unsecured investment corporation bonds	1,000	0.75%	February 25, 2021	February 25, 2036
9th unsecured investment corporation bonds	1,000	1.08%	February 23, 2017	February 23, 2037
<b>Total</b>	<b>15,000</b>			

(Note) The short-term loans, long-term loans, and investment corporation bonds are all unsecured and unguaranteed.

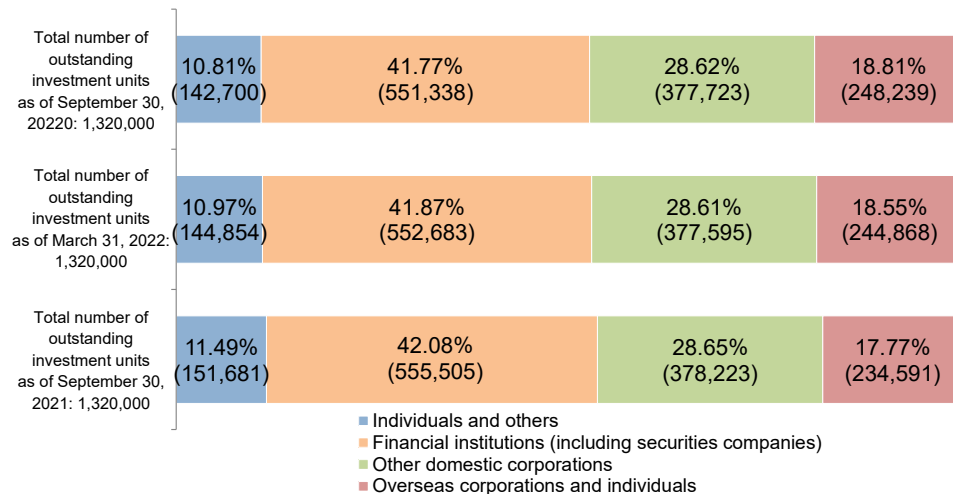
**Total interest-bearing liabilities at the end of the period:**  
**¥156,000 million**

Borrowed and issued during the 41<sup>st</sup> period ended September 2022.

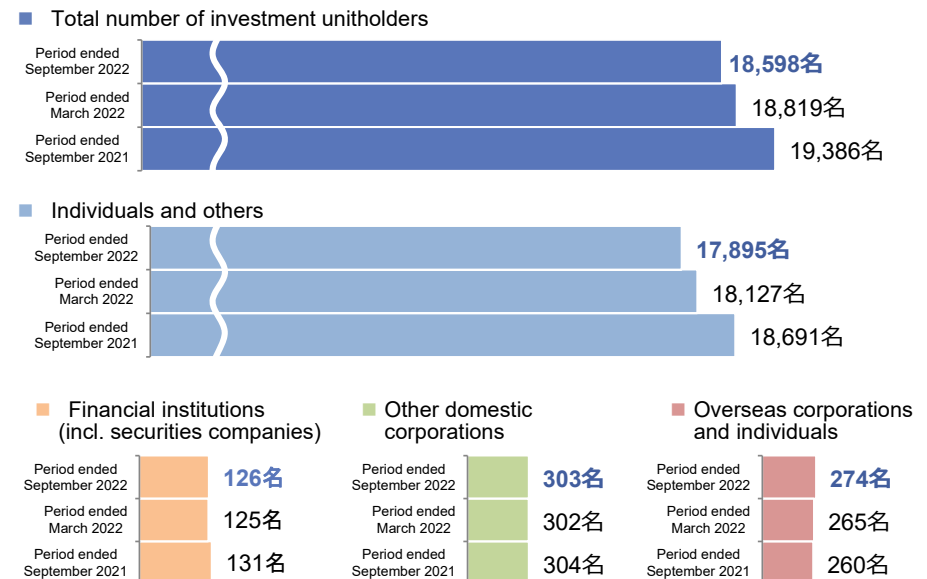
## ■ Top 10 Unitholders (Total number of outstanding investment units: 1,320,000) (As of September 30, 2022)

Unitholders	Number of units held	Ownership ratio
MORI TRUST Holdings, Inc.	350,070	26.52%
Custody Bank of Japan, Ltd.(Trust accounts)	248,970	18.86%
The Master Trust Bank of Japan, Ltd. (trust account)	131,193	9.94%
The Nomura Trust and Banking Co., Ltd. (investment trust)	43,260	3.28%
SSBTC CLIENT OMNIBUS ACCOUNT	17,739	1.34%
STATE STREET BANK WEST CLIENT - TREATY 505234	16,215	1.23%
LEGAL + GENERAL ASSURANCE PENSIONS MANAGEMENT LIMITED	16,057	1.22%
JP MORGAN CHASE BANK 385781	13,669	1.04%
THE HACHIJUNI BANK,LTD.	13,085	0.99%
JP MORGAN CHASE BANK 385771	12,117	0.92%
<b>Total of top 10 unitholders</b>	<b>862,375</b>	<b>65.33%</b>

## ■ Changes in investment unitholder ratio by owner (End of each fiscal period)

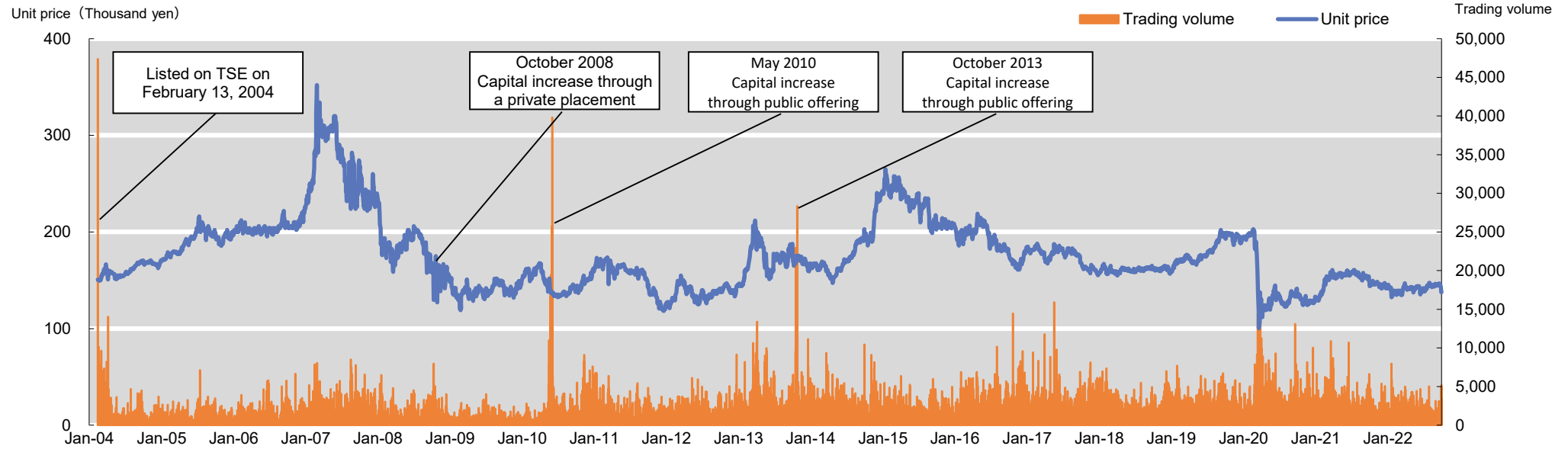


## ■ Changes in number of investment unitholders by owner (End of each fiscal period)



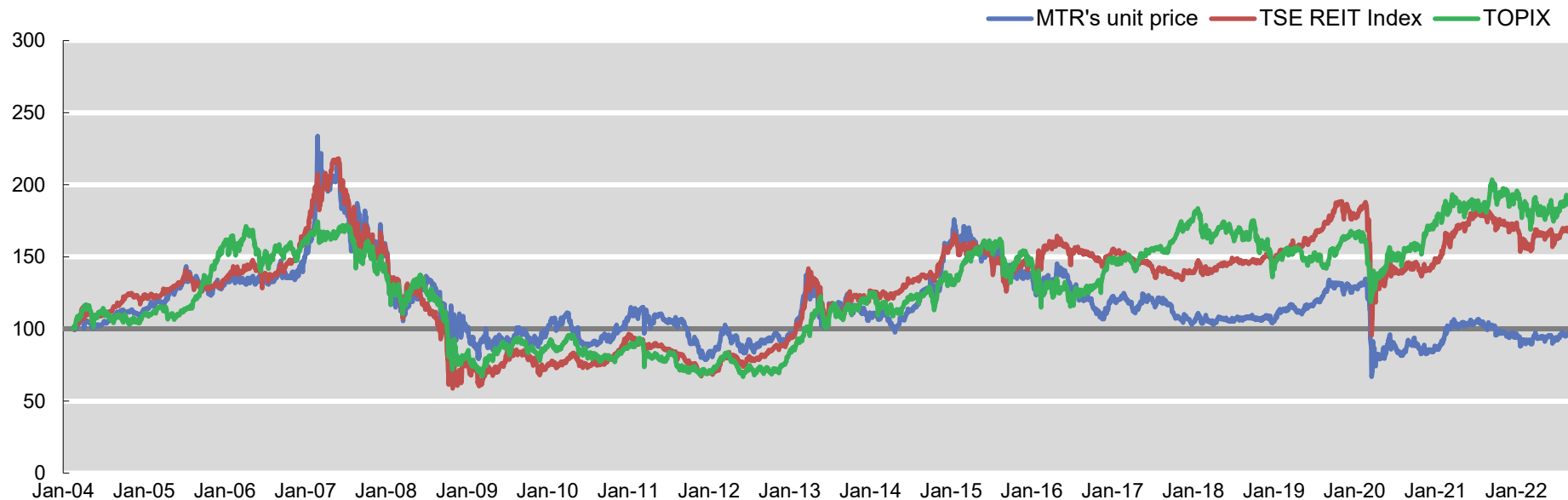
# Changes in Unit Prices

## Closing Unit price and trading volume February 13, 2004 to September 30, 2022



\*Unit price and trading volume take into account the split of investment units (at the ratio of 1 to 5 units) on April 1, 2014, and figures prior to April 1, 2014 are revised accordingly.

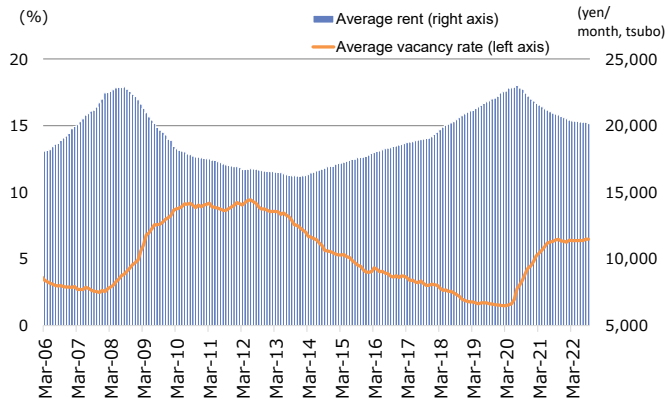
## Comparative performance of closing Unit price February 13, 2004 to September 30, 2022



\*A base of 100 is used to compare MTR's unit price at IPO with the TSE REIT Index and TOPIX.

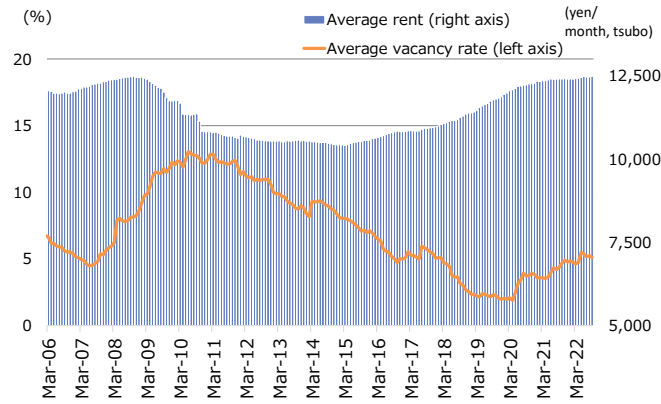
# Changes in Vacancy Rate and Rent per Unit in Major Cities

## Tokyo business districts



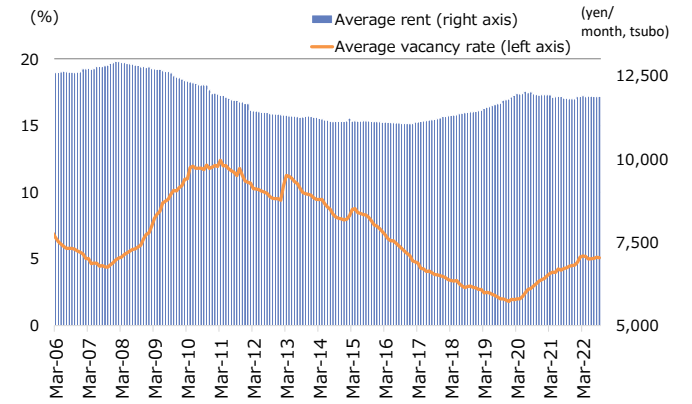
Tokyo business districts: Chiyoda-ku, Chuo-ku, Minato-ku, Shinjuku-ku, and Shibuya-ku

## Yokohama business districts



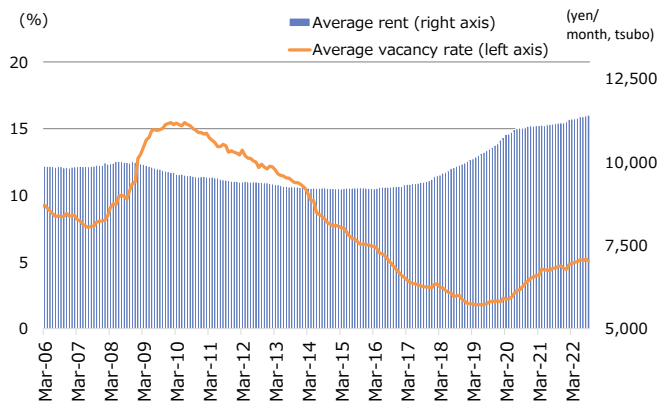
Yokohama business districts: Kannai, Yokohama Station, Shin-Yokohama, and Minato Mirai 21

## Osaka business districts



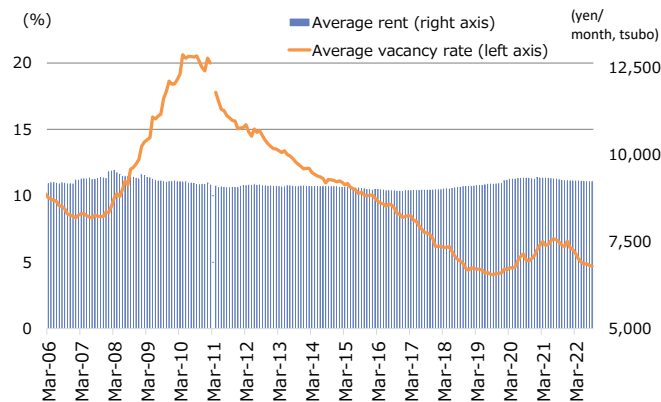
Osaka business districts: Umeda, Minami-Morimachi, Yodoyabashi and Honmachi, Senba, Shinsaibashi and Namba, and Shin-Osaka

## Fukuoka business districts



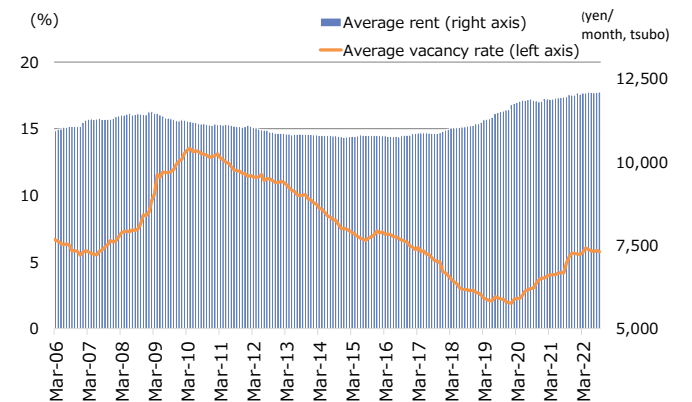
Fukuoka business districts: Akasaka Daimyo, Tenjin, Yakuin and Watanabe Dori, Gion and Gofukumachi, Hakata Station front, Hakata Station East and South

## Sendai business districts



Sendai business districts: Station front area, area around Ichibancho, area around prefectural government and city hall, area east of the station, and neighboring office

## Nagoya business districts



Nagoya business districts: Meieki, Fushimi, Sakae, and Marunouchi

Source: Prepared by MTR based on data published by Miki Shoji Co., Ltd.





## Asset Management Company Remuneration Methods

(The end of the fiscal period ended September 2022)

Agreement		Calculation rate for remuneration	Calculation method
Remuneration Method 1	For each operation period, the average amount of the total appraisal value of assets at the end of the settlement period under review and the total appraisal value of assets at the end of the previous settlement period shall be multiplied by up to 0.2%, being the percentage determined by the Board of Management meeting, multiplied by one half.	0.15% (Note 1)	$(\text{Total appraisal value of assets at relevant fiscal period-end} + \text{Total appraisal value of assets at prior fiscal period-end}) \div 2 \times 0.15\% \times 1/2$
Remuneration Method 2	As determined at the Board of Management meeting, the amount of remuneration shall equal a maximum rate of 3% of distributable income for the relevant fiscal period. Based on standard accounting principles generally accepted in Japan, distributable income is determined as the sum of profit before income taxes and losses carried forward.	1.5% (Note 2)	Distributable income x 1.5%
Remuneration Method 3	In the event MTR acquires specified assets stipulated in the agreement, the rate of remuneration shall be a set percentage of the acquisition price of each property (excluding consumption tax, local consumption tax and transaction-related expenses), as listed below.  In the event that MTR implements a merger and, as a result, succeeds to specified assets stipulated in the agreement from the merger partner, the rate of remuneration shall be a set percentage of the appraisal value as of the date of acceptance of the merger for each specified asset, as listed below.  The percentages below may be reduced depending on the surrounding circumstances. - For acquisitions up to ¥15 billion, remuneration is 0.4% of the amount - For acquisitions from ¥15 billion to ¥30 billion, remuneration is 0.1% of the amount - For acquisitions above ¥30 billion, remuneration is 0.05% of the amount	Refer to left column	Total amount of the acquisition price percentage listed in the left column
Remuneration Method 4	In the event MTR transfers specified assets stipulated in its agreement, the rate of remuneration shall be 0.05% of the transfer amount of each asset transferred (excluding consumption tax, local consumption tax and transaction-related expenses).	Refer to left column	Transfer amount x 0.05%

\* The notes on this page constitute an integral part of this presentation. See P.49~P50

# Notes (1)

## P4

(Note 1) Asset size is the total acquisition price.

(Note 2) For the properties that adopt the master lease contract with the system of linking rental revenue with rents under the sublease contract or the master lease contract of the pass-through type, the occupancy rate calculated based on the occupancy rate under the sublease contract is stated.

(Note 3) Unrealized profit is the difference between total appraisal value at the end of the fiscal period and total book value at the end of the fiscal period.

(Note 4) NAV per unit:  $(\text{Year-end net asset value} + \text{Unrealized profit and loss} - \text{Total distribution}) \div \text{Number of investment units issued}$

## P11

(Note 1) The amounts include expenses for construction scheduled to be undertaken by the time of sale and expenses for this sale. The amounts are estimates because all expenses have not been finalized.

(Note 2) The above figure is the annual NOI (after the completion of acquisition in three parts) for the Property for Acquisition and excludes special factors in the fiscal year of acquisition. The expected NOI is calculated based on the assumed occupancy rate (95.0%).

## P12

(Note 1) Probable Maximum Loss (PML) refers to the expected maximum loss ratio caused by an earthquake based on a loss confidence value of 90%. The expected maximum-level earthquake refers to an earthquake that occurs once every 50 years with a 10% excess-probability. This means that an earthquake of this magnitude statistically occurs once every 475 years.

(Note 2) Total rent area and total rentable area are indicated as an area calculated by multiplying the floor area of the whole building (42,941.53m<sup>2</sup>) by MTR's co-ownership interest (90.854%) as of February 29, 2024 (after the completion of the acquisition in three parts)

## P19

<Environmental Management System (EMS)>

\* The confirmation of a third party (Yasui Architects & Engineers, Inc.) has been obtained regarding total CO<sub>2</sub> emissions, energy consumption and water consumption across the portfolio (excluding land with leasehold interest).

<Environmental Performance Targets>

\* Energy: Electricity, gas, fuel, DHC, etc./Water: Water supply and recycled water

\* Baseline: Average in FY2014 and FY2015

\* Rate is consumption rate or emissions rate per unit floor area. Adjusted based on the period of holding and utilization rate of each property.

<Environmental Performance Data>

\* All real estate held by MTR at the time the baseline was determined (except sold properties and land with leasehold interest) is included in the aggregation of data. However, areas for which it is difficult to understand data (exclusive use areas of residential properties, etc.) are excluded.

\* Aggregation period is one year from April 1 each year to March 31 of the following year.

## P20

<Management of waste>

\*Excluding properties (residential houses, etc.) whose data cannot be easily assessed.

\*Aggregation period is one year from April 1 each year to March 31 of the following year.

## P28

(Note 1) "Central Tokyo" refers to Chiyoda, Chuo, Minato, Shinagawa, Shibuya and Shinjuku wards.

(Note 2) "Other Areas" refers to greater Tokyo (Kanagawa, Chiba and Saitama Prefectures, and the Tokyo Metropolitan Area (excluding central Tokyo) and other major regional cities.

(Note 3) Restricted to investments in residential properties and hotels for the foreseeable future.

(Note 4) The investment ratios are based on acquisition prices.

## P37

(Note 1) For details, please refer to "Appraisal Value of Portfolio Properties at the Fiscal Period-End" and "Portfolio Summary and Breakdown of Property-Related Revenues/Expenses" described below.

(Note 2) NOI earnings yield:  $\text{NOI in the fiscal period ended September 2022 (annual basis)} / \text{Acquisition price}$

## P38

(Note 1) For Frespo Inage, the direct reduction method is not adopted.

(Note 2) For Frespo Inage, the cap rate and the terminal cap rate have not been established.

(Note 3) Richi Appraisal: Richi Appraisal Institute, Japan Real Estate: Japan Real Estate Institute, Daiwa Real Estate: Daiwa Real Estate Appraisal Co., Ltd., Chuo-Nittochi: Chuo-Nittochi Solutions Co., Ltd.

## Notes (2)

### P39

- (Note 1) The occupancy rate for each asset, such as real estate, is the percentage of the total rented area out of the total rentable area. The total occupancy rate is based on assets, such as real estate, held by MTR as of the end of each fiscal period. If the result of rounding is 100.0%, however, the rate is indicated as 99.9% by rounding down the second decimal place to the nearest first decimal place.
- (Note 2) A master lease agreement, under which rent income is linked to rents under sublease agreements, has been used for the office and store sections, and a master lease agreement specifying a fixed rent has been used for the hotel section of Tokyo Shiodome Building. Therefore, the numbers in parentheses of the occupancy rates of the properties, represent occupancy rates based on sublease agreements for the office and store section and occupancy rates based on the master lease agreement for the hotel section.
- (Note 3) Regarding the office portion of the Kioicho Building, MTR leases the building portion of the Kioicho Building from a fiduciary trust company under a master lease agreement and subleases it to tenants. For the residential section, MTR enters into a pass-through master lease agreement. The occupancy rates stated above are those under the sublease agreement for the office portion and the master lease agreement for the residential portion. The figure in brackets for the occupancy rate of the building is the occupancy rate based on the sublease agreements of the office and residential portions of the building.
- (Note 4) A master lease agreement, under which rent income is linked to the rents for joint management units, is used for Kamiyacho Trust Tower, and the number in parentheses of the occupancy rate of the property is the occupancy rate of the entire joint management units.
- (Note 5) A master lease agreement under which rent income is linked to rents under a sublease agreement has been concluded for Osaki MT Building, and the figure in brackets for the occupancy rate of the building is the occupancy rate based on the sublease agreement.
- (Note 6) The agreement used for the Midosuji MTR Building is the master lease pass-through model, and the occupancy rate in brackets for the building is that based on the sublease agreement.
- (Note 7) MTR leases the land and building of Hiroo MTR Building, Tenjin Prime and SHIBUYA FLAG from a fiduciary trust company under a master lease agreement and subleases it to tenants. The occupancy rates of the above properties are for those under the sublease agreements.
- (Note 8) The numbers in parentheses of subtotal and total occupancy rates represent occupancy rates based on sublease agreements for Kioicho Building, Osaki MT Building, and Midosuji MTR Building and the occupancy rate calculated based on the occupancy rate of the entire joint management units for Kamiyacho Trust Tower. The occupancy rate of Tokyo Shiodome Building, was calculated according to Note 2.

### P40

- (Note 1) A master lease agreement, under which rent income is linked to rents under sublease agreements, is used for the office and store sections, and a master lease agreement specifying a fixed rent is used for the hotel section of Tokyo Shiodome Building. The numbers in parentheses of the occupancy rates of the properties and the total number of tenants of the property represent those based on sublease agreements for the office and store section and those based on the master lease agreement for the hotel section.
- (Note 2) Regarding the office portion of the Kioicho Building, MTR leases the office portion of the Kioicho Building from a fiduciary trust company under a master lease agreement and subleases it to tenants. Regarding the residential portion, the agreement used is the master lease pass-through model. The occupancy rate and the total number of tenants stated above are those under the sublease agreement for the office portion and the master lease agreement for the residential portion.
- (Note 3) A master lease agreement, under which rent income is linked to the rents for joint management units, is used for Kamiyacho Trust Tower, and the number in parentheses of the occupancy rate of the property are those of the entire joint management units.
- (Note 4) A master lease agreement under which rent income is linked to rents under a sublease agreement has been concluded for Osaki MT Building.
- (Note 5) The agreement used for the Midosuji MTR Building is the master lease pass-through model.
- (Note 6) For Hiroo MTR Building, Tenjin Prime and SHIBUYA FLAG, MORI TRUST Sogo Reit has adopted a scheme under which it subleases the land and the building it rents to tenants in accordance with the master lease contract with the trustee. The types of contracts with major tenants represent the types of sublease contracts.
- (Note 7) Lease contract expiry is not shown, as consent from tenants has not been obtained.
- (Note 8) The numbers in parentheses of the occupancy rates of the properties and the total number of tenants represent those based on sublease agreements for Kioicho Building, Osaki MT Building, and Midosuji MTR Building and the overall number of tenants in all joint management units for Kamiyacho Trust Tower. The occupancy rates of the properties and the total number of tenants in Tokyo Shiodome Building represent that based on Note 1.

### P41~43

- (Note 1) The Tokyo Shiodome Building is a co-owned building and the floor area of 71,806.84m<sup>2</sup> is calculated by multiplying MTR's co-owned interest (ratio of 375,178/1,000,000) with the total floor space.
- (Note 2) MTR has acquired sectional ownership of the Kioicho Building. The total floor space stated is the total floor space for the portion of one building that represents the sectional ownership. The exclusive portion of the floor space owned by a fiduciary of the trust in which MTR is the sole beneficiary is 24,598.85 m<sup>2</sup>.
- (Note 3) The building of Kamiyacho Trust Tower is sectionally owned and the building area indicated is the total floor area of one building. The floor area for exclusive use owned by the trust fiduciary having MTR as the only trust beneficiary is 7,595.44 m<sup>2</sup>.
- (Note 4) The Osaki MT Building is a co-owned building, and the floor area of 24,495.21m<sup>2</sup> is calculated by multiplying MTR's co-owned interest (ratio of 907,880/1,000,000) with the total floor space.
- (Note 5) Probable Maximum Loss (PML) refers to the expected maximum loss ratio caused by an earthquake based on a loss confidence value of 90%. The expected maximum-level earthquake refers to an earthquake that occurs once every 50 years with a 10% excess-probability. This means that an earthquake of this magnitude statistically occurs once every 475 years.
- (Note 6) The rental revenues and property-related expenses of ON Building, SHIBUYA FLAG and Kohnan Sagami-hara-Nishihashimoto are not disclosed because tenants' consent to disclosure has not been obtained.
- (Note 7) NOI earnings yield is calculated by converting NOI in the fiscal period ended September 2022 to an annual basis.
- (Note 8) The floor area of Frespo Inage is the area of the real estate trust associated with the real estate trust's beneficiary rights.
- (Note 9) Portfolio PML is calculated by assuming an earthquake with an epicenter close to Tokyo's Minato Ward out of multiple earthquake scenarios.

### P48

- (Note 1) At a Board of Management meeting held on September 29, 2003, it was decided that the calculation rate for remuneration in the rate stated above will be reduced.
- (Note 2) At a Board of Management meeting held on November 27, 2003, it was decided that the calculation rate for remuneration in the rate

## Disclaimer / Contact Information

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### Contact Information

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Tel.	03-6435-7011