# Eleventh Fiscal Period (Ended Feb 2024) Investor Presentation Material

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Ticker Symbol: 3493 Advance Logistics Investment Corporation

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# **Top Message**



We would like to take this opportunity to express our sincere appreciation for your continued support of Advance Logistics Fund, Inc.

We have invested carefully in advanced logistics facilities developed by our sponsor, the ITOCHU Group, and have steadily grown our asset scale (based on acquisition price) to 133.2 billion yen and unrealized profit of 32.9 billion yen (as of the end of the 11th fiscal period) while improving the quality of our portfolio. Including the property pipeline, the asset scale of 200 billion yen, which was the initial target at the time of listing, is now within sight.

In addition to external growth, by implementing various measures such as reviewing the distribution policy and management fee rates and improving cost efficiency, we have achieved an average annual distribution growth rate of less than 5% even in the midst of significant changes in the external environment, such as the Corona disaster and international disputes.

Furthermore, we have steadily achieved results in the area of ESG, for which we have strengthened our organization, such as receiving a 5-star rating, the highest ranking in the GRESB evaluation, for two consecutive years.

In the 11th period (fiscal period ending February 2024), we continued stable portfolio management, with an average occupancy rate of 100% during the period, and distributions per unit (including distributions in excess of earnings) of 2,856 yen (initial forecast of 2,830 yen), up 4.9% from the same period of the previous year.

As part of our current efforts, we are striving to shorten downtime based on relationships with tenant companies, and have recently revised rents upward at the time of re-signing contracts, etc. In addition to the long-term stable management to date, we are developing revenue growth in response to the inflationary phase.

In addition, the asset management company is also focusing on sourcing activities utilizing its proprietary channels, and is building up a track record by deciding to acquire new logistics facilities from third parties other than the sponsor group and investing in industrial assets. While our basic policy is to invest in advanced logistics facilities developed by our sponsor, the ITOCHU Group, we will promote our growth strategy with an eye to further growth stages, including expansion of sourcing routes.

We intend to maximize unitholder value by taking full advantage of the management know-how, information and human resources enhanced by the merger of asset management companies in June 2022, and the sponsor support of the ITOCHU Group, as well as by maintaining good relationships with various stakeholders.

We would like to ask our unitholders and other stakeholders for their continued guidance and support.

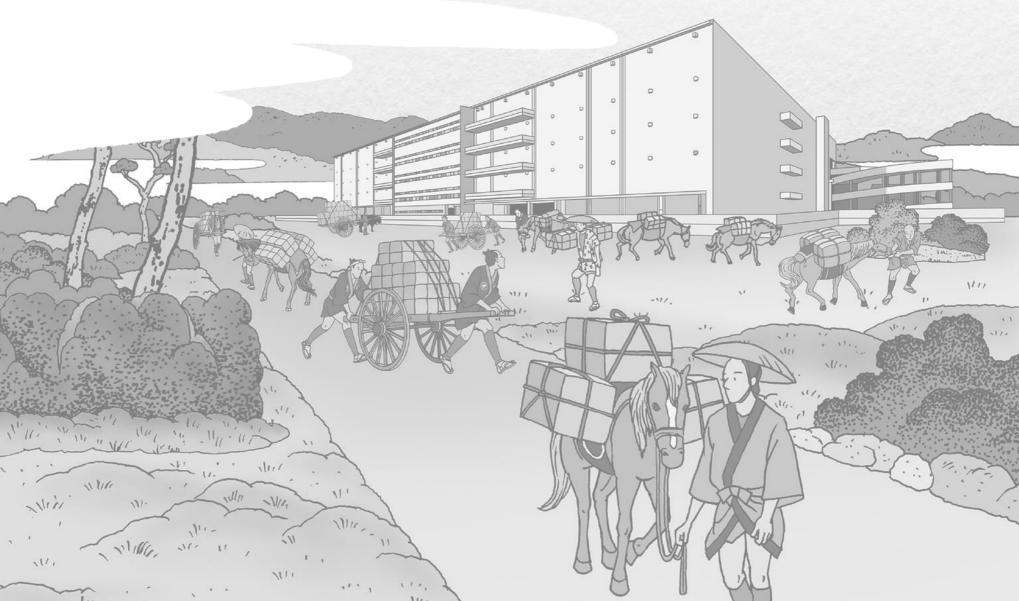
Advance Logistics Investment Corporation Executive Director, Tomoyuki Kimura



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Refer to the notes on page 38 for the statements marked with an asterisk (\*) in this document

# **Financial Highlights**



# **Financial Highlights (1)**

### Achieved annual growth of 4.9% in DPU and steady growth in NAV per unit



1 Growth rate from the 2nd FP to the 11th FP.

2 DPU per unit decreased over the previous FP due to a public offering during the period, properties acquired that were non-performing for the full-year, and unexpected cost. 3 Figures are based on a 7-month accounting period (purple) and 6-month conversion (blue) due to a change in the fiscal period.

# **Financial Highlights (2)**

### **Highlights of Initiatives**



 Property acquisition (LOGITRES Sano) and acquisition of preferential negotiation rights (T&B Maintenance Center Toyama) by strengthening the asset management company's own sourcing route.



LOGITRES Sano

 Sponsor's new development of iMissions Park Neyagawa. Building up pipeline by sponsors

- Signed a purchase agreement for LOGITRES Sano, our first acquisition of a third-party property.
- Completed acquisition of 70% quasi coownership of IMP Ichikawa Shiohama in October 2022 and 30% quasi co-ownership in April 2023 through the third public offering in October 2022.
- Internal Growth
- Re-signed a lease agreement for IMP Ichikawa Shiohama, which expires in September 2024. Achieved rent increase in rent.
- Commenced re-signing of leases with a total of three tenants at IMP Kashiwa and Moriya with a rent increase rate of +7.4%.

IMP Ichikawa-Shiohama

- Re-signed a lease agreement for IMP Kashiwa, whose lease expires in November 2023.
- The only vacant lot in IMP Noda, the office lot, became operational, achieved 100% occupancy rate for both the warehouse and office lots.



IMP Kashiwa



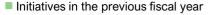
ESG

- New borrowing through the acquisition of LOGITRES Sano.
  - (Invitation of new lender, Chiba Bank)
- Diversify repayment deadlines and maintain a high ratio of long-term debt and fixed-rate debt to total assets in preparation for the risk of rising interest rates.
- No refinancing for the time being until the fiscal year ending February 28, 2025, thus limiting risks from fluctuations in policy and financial environment.
- In conjunction with the 30% quasi-co-ownership interest in the acquisition of IMP Ichikawa Shiohama, the company borrowed 5.2 billion yen in April 2023 at a long-term fixed interest rate.
- Received the highest ranking of 5-star in the GRESB Real Estate Assessment for the second year in a row.



- IMP Ichikawa-Shiohama achieved ZEB Ready, the highest rank in the BELS evaluation.
- Obtained CASBEE S rank (highest rank) at IMP Ichikawa Shiohama and IMP Kashiwa 2.
- Promoted TCFD initiatives and deepened risk analysis.
- Signed an agreement with Tsukubamirai City for cleanup activities, etc. Employees of the Asset Management Company conducted cleanup activities around IMP Moriya and IMP Moriya 2 in Tsukubamirai City.

Measures to be taken this fiscal year



# Financial Results of the 11th Fiscal Period (Feb 2024)

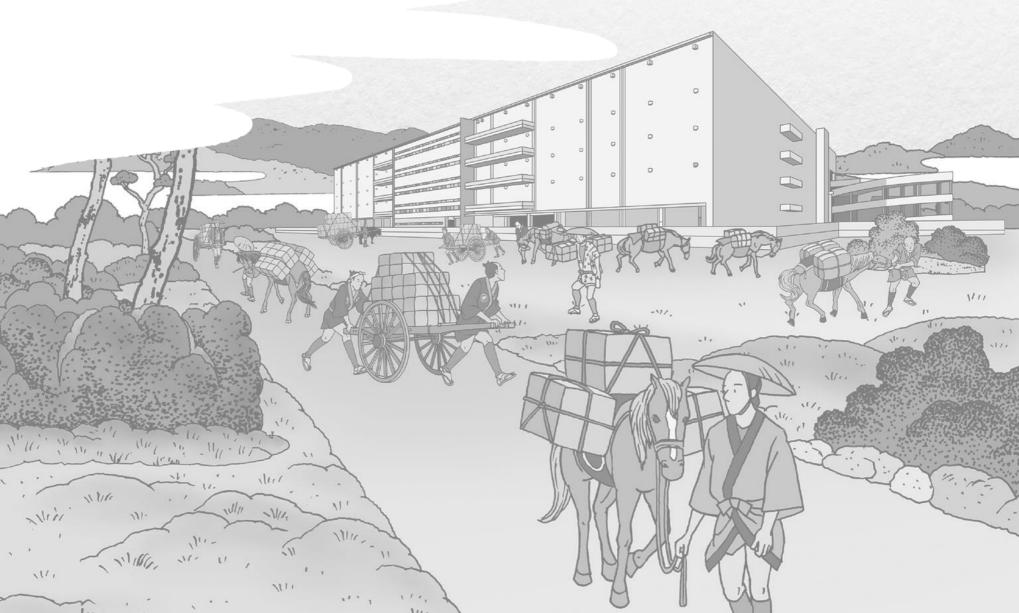
### Net income & DPU increased vs forecast by expenses and utility costs reduction

	DPU			FFO per U	Init	K K
	eb 2024) <b>2,856</b> precast +26 yen	yen	1	1th FP (Feb 2024) vs forecast +2		
	10th FP (Aug 2023)		11th FP (Feb 2024)		Difference	
(MN Yen)	Trial calculation (6months base)	Forecast (announced on Oct. 16, 2023) (A)	Actual (B)	Difference (B) - (A)	Actual(B)-Forecast(A)	
Operating revenues	3,689	3,744	3,728	1 -16	[Operating revenues]	
Operating income	1,848	1,852	1,868	2 +16	Decrease in utilities revenues Total	<u>-16</u> -16
Ordinary income	1,644	1,645	1,662	3 +17		
Net income	1,643	1,644	1,661	+17	2 [Operating income]	
DPU (including surplus cash distribution (SCD))	2,826yen	2,830yen	2,856yen	+26yen	Decrease in utilities expenses Decrease in repair expenses	+24 +6
DPU (excluding SCD)	2,407yen	2,438yen	2,464yen	+26yen	Increase in AM fees Increase in other expenses	-5 +7
SCD per unit relating to ATA	29yen	-	-	-	Total	+32
SCD per unit relating to others	390yen	392yen	392	±0yen	3 [Ordinary income]	
FFO*	2,521	2,527	2,544	+17	Decrease in other expenses	+1
FFO payout ratio*	75.6%	75.5%	75.7%	+0.2pt	Total	+1
Ratio of SCD to depreciation	32.2%	29.9%	30.0%	+0.1pt		
FFO per unit	3,738yen	3,747yen	3,772yen	+25yen		
AFFO*	2,513	2,480	2,533	+53		
AFFO payout ratio*	75.8%	77.0%	76.0%	-1.0%		
AFFO per unit	3,727yen	3,677yen	3,757yen	+80yen	<u>\</u>	
Total number of investment units outstanding	674,400	674,400	674,400	-		

# Forecasts for the 12th FP (Aug 2024) and the 13th FP (Feb 2025)

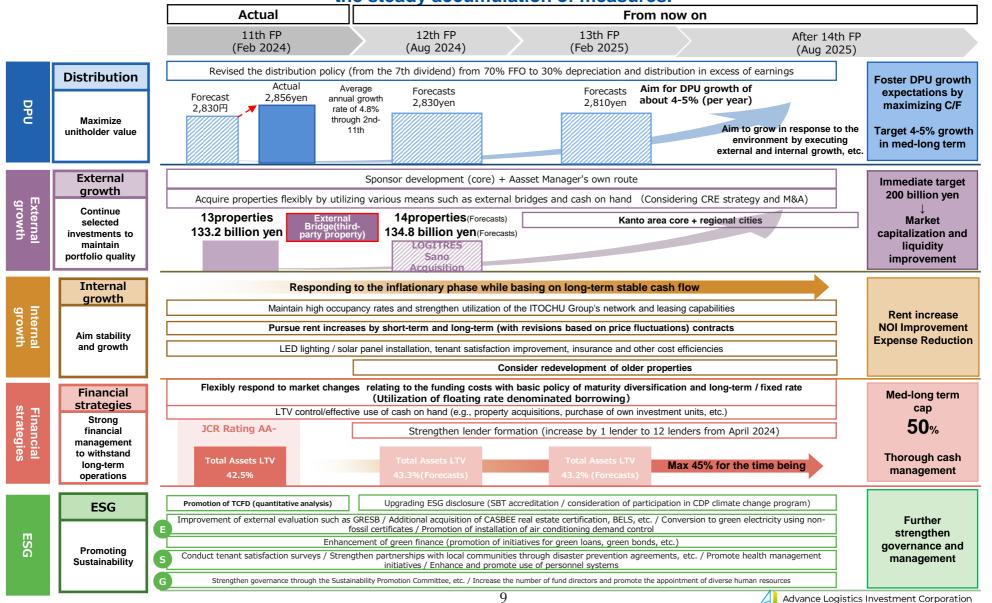
_	11th FP (Feb 2024)		n FP 2024)		13th FP (Feb 2025)	
(MN yen)	Actual (A)	Forecast (announced on Oct. 16, 2023)	Forecast (B)	Difference (B)-(A)	Forecast	Difference 12th FP Forecast (B)- 11th FP Actual(A)
Operating revenues	3,728	3,781	3,785	1 +56	3,766	1 [Operating revenue]
Operating income	1,868	1,855	1,858	2 -10	1,873	Increase in rental revenue +43
Ordinary income	1,662	1,641	1,642	3 -20	1,628	(LOGITRES Sano +34, Other +9)
Net income	1,661	1,640	1,641	-20	1,627	Increase in utilities revenue +5 Increase in other revenues +8
DPU (including surplus cash distribution(SCD))	2,856yen	2,830yen	2,830yen	-26yen	2,810yen	Total +56
DPU (excluding SCD)	2,464yen	2,433yen	2,434yen	-30yen	2,413yen	[Operating income] Increase in utilities expenses -8
SCD per unit relating to ATA	-	-	* -	-	* -	Increase in repair expenses -12 Increase in depreciation expenses -8
SCD per unit relating to others	392yen	397yen	396yen	+4yen	397yen	Increase in rental brokerage commissions -31 Increase in management fees -5
FFO*	2,544	2,533	2,532	-11	2,520	Others -2
FFO payout ratio*	75.7%	75.3%	75.4%	-0.3%	75.2%	3 I otal -66 [Ordinary income]
Ratio of SCD to depreciation	30.0%	30.0%	30.0%		30.0%	Increase in interest expenses -7 (increase in borrowing)
FFO per unit	3,772yen	3,756yen	3,755yen	-17yen	3,737yen	Decrease in other income -3 Total -10
AFFO*	2,533	2,523	2,524	-9	2,506	*Deferred gains (losses) on hedges due to
AFFO payout ratio*	76.0%	75.6%	75.6%	-0.4%	75.6%	interest rate fluctuations are not taken into account.
AFFO per unit	3,757yen	3,741yen	3,743yen	-14yen	3,716yen	
Total number of investment units outstanding	674,400	674,400	674,400	-	674,400	

# **Growth Strategies**



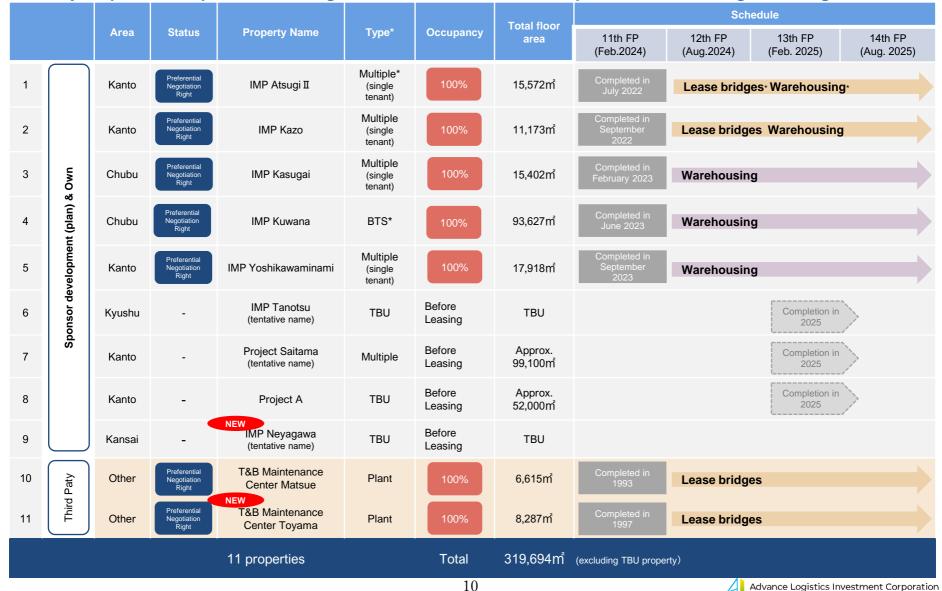
# Strategic Roadmap

# Aiming to achieve long-term stable management that contributes to theenhancement of unitholder value through the steady accumulation of measures.



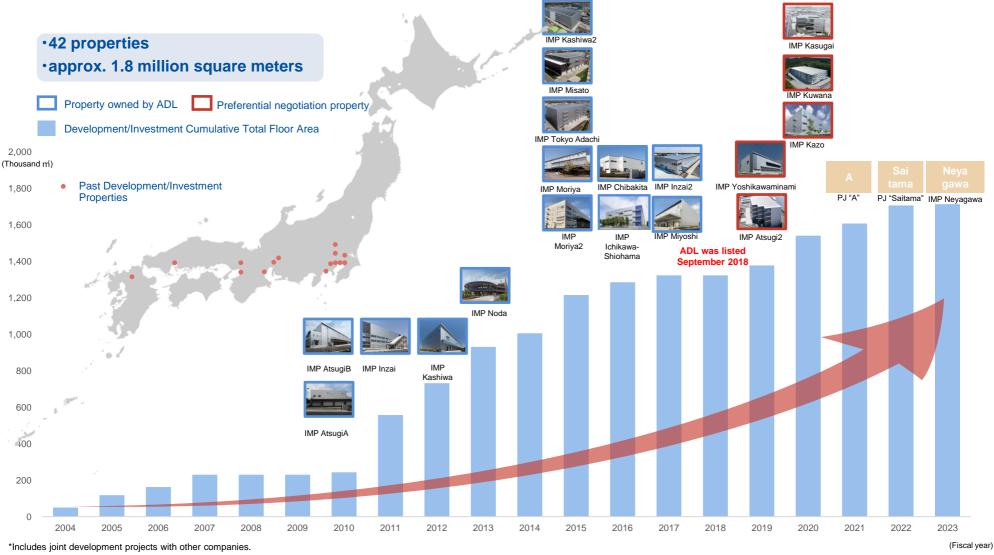
## External Growth Strategy/ Improvement of Portfolio Quality

Invest in selective property utilizing asset manager's channel with sponsor property as core Timely acquisition capabilities through various methods such as sponsor warehousing and bridge schemes



# **ITOCHU Corporation's Development Track Record**

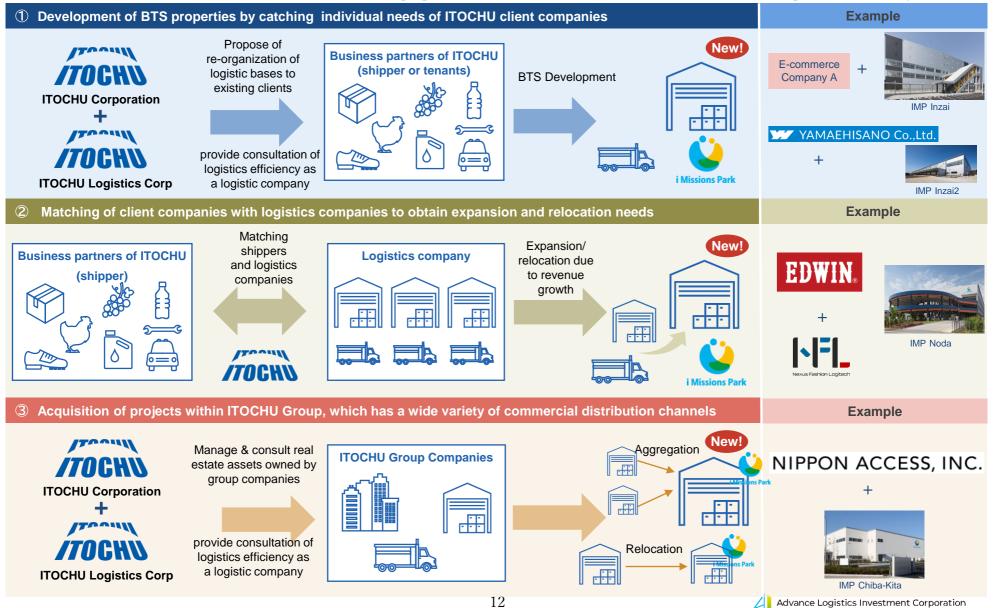
### Accumulated track record of logistics development since the early 2000s. Logistics Facilities Development continues to be a core business of ITOCHU's real estate



\*The above properties include properties that ADL does not plan to acquire as of the date of this document, and there is no guarantee that ADL will be able to acquire them in the future.

# **Examples of ITOCHU Group Initiatives**

### Provide Added Value utilizing group network of General Trading Company



### **External Growth** Acquire third-party property by asset manager's own channels

Expand acquisition of high-yielding local properties while focusing on location, tenants, and contract terms

Expect stable and growing cash flow based on long-term lease contracts with prime tenants

### **LOGITRES Sano**

- First third-party property acquisition through early of information gain and negotiations through the asset manager's own channels
- > Expected to contribute to DPU growth by utilizing cash on hand



Location	Sano City, Tochigi Prefecture
Acquisition date ※	April 2, 2024
Acquisition Price ※	1,670 million yen
Constructed period	March 2023
Total floor space	7,144.20m <sup>2</sup>
Main Structure/ No. of Floors	Steel-framed, alloy- plated steel sheet roofing, 2 stories
Occupancy	100%
Number of tenants	1
Appraisal NOI Yield	4.4%

※ planned date or price, and may change in the future

#### Location

Located approximately 5 km from the Sano Fujioka IC on the Tohoku Expressway via the Sano Bypass on National Route 50, approximately 1 hour and 15 minutes from central Tokyo. Base in the northern Kanto area, it is an ideal location for distribution, covering Tochigi, Ibaraki, Gunma and northern Saitama prefectures.

JR Ryon

Sano Sta

Sanoshi Sta

OGITRES Sano

Tohok

Sano-Fujioka

Sano Premium

- Convenient for commuting, located 110 meters (2 minutes' walk) from Tajima Station on the Tobu Sano Line, advantageous for workforce.
- Located in a semi-industrial zone, surrounded by factories, roadside retail and logistics facilities, allowing for 24-hour, 365-day operations.

### **Characteristics**

- > 2-story box type. Storage space is secured with a pillar span of 10.50-12.00m x 10.50m.
- > 2 cargo elevators on the 1<sup>st</sup> & 2<sup>nd</sup> floors for high capacity transportation and operation.
- LED lighting throughout the building.

### **T&B Maintenance Center Matsue**

Important base for a major truck and bus manufacturing company located in Matsue City, a central city in the San'in region

Preferential	Location	Matsue City, Shimane Prefecture
Negotiation Right	Start of Preferential Negotiation Right	January 30, 2023
	End of Preferential Negotiation Right	December 14, 2026
CARAGE BARANE WARNER WARNER	Acquisition Price%	TBD
	Constructed period	January-July 1993
	Total floor space	6,615.03m <sup>2</sup>
	Main Structure/No. of Floors	Steel-framed with flat roof/3 stories
	Occupancy	100%
	Number of tenants	1

### **T&B Maintenance Center Toyama**

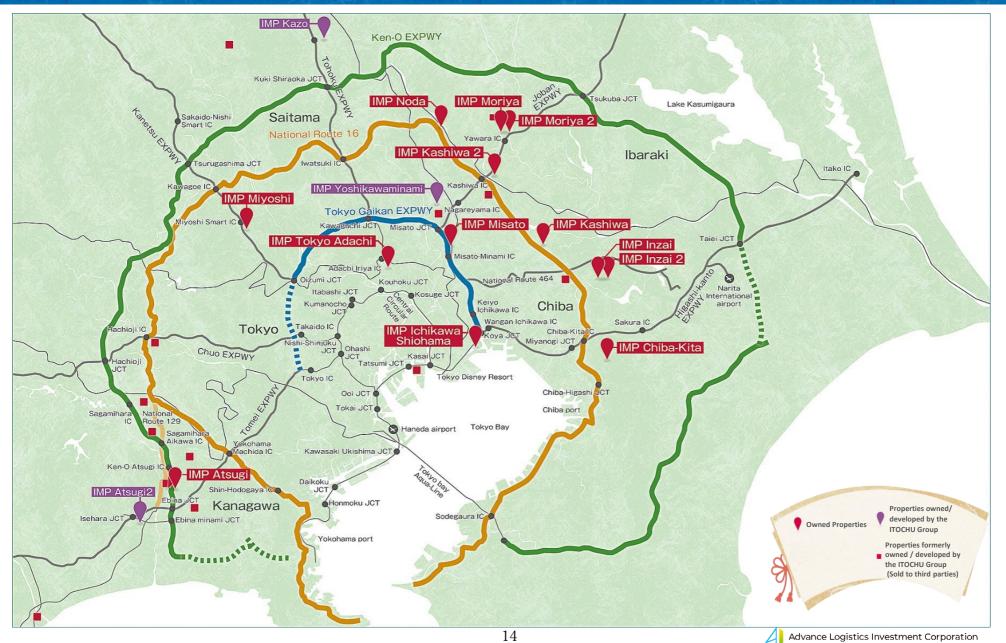
Directly managed service plant of a major truck and bus manufacturing company located in the center of Toyama City, a core city in the Hokuriku area



1.	The second s
ocation	Toyama City, Toyama Prefecture
tart of Preferential egotiation Right	December 28, 2023
nd of Preferential egotiation Right	December 27, 2026
cquisition Price※	TBD
onstructed period	April 1993
otal floor space	8,287.36m <sup>2</sup>
ccupancy	100%
umber of tenants	1

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## **Portfolio Map(1)** (including pipelines and past development by ITOCHU Group)



## **Portfolio Map(2)** (including pipelines and past development by ITOCHU Group)

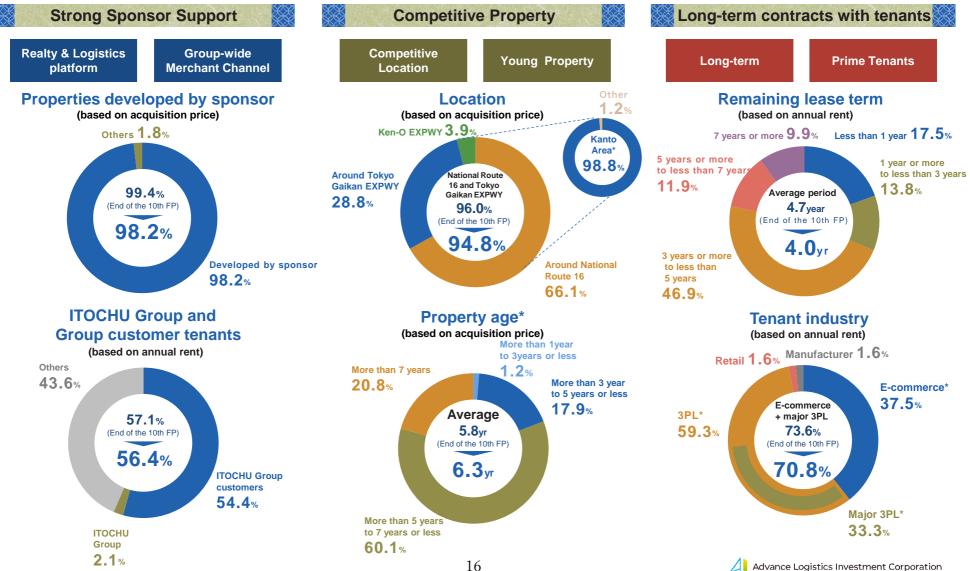


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# Acquisition of prime properties further enhances portfolio quality

### Build a long-term stable portfolio backed by selective investment, tenant stickiness, and sponsor support





## Internal Growth Strategy / Utilization of ITOCHU Group's platform and management company know-how



- Contribution of +55 yen per unit in total from the 3 tenants who started re-signing contracts this term.
- Negotiated rents reflecting price fluctuations in an inflationary environment and market prices in the surrounding area.
- Flexible negotiation based on trust relationship with tenants.
- Good relationships with tenant companies based on the strength of the ITOCHU Group.

# Reduction of over 10 million yen in leasing business expenses from FP Aug. 2024

Reduction of expenses was achieved by reviewing outsourcing vendors and contracts. (Contribution of about +15 yen in terms of distribution per unit)

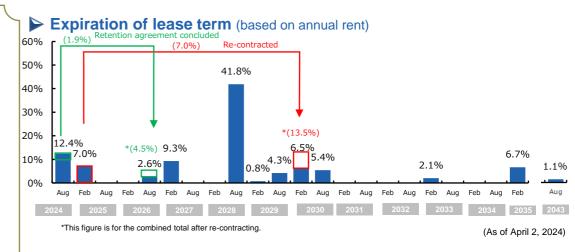
Although some cancellations occurred, demand for re-tenants was strong.

### Focus on leasing IMP Misato and IMP Tokyo Adachi

- June 30, 2024 Scheduled to terminate mid-term. (Ratio to total rentable area of 526,315.75m<sup>\*</sup> Total 9.6%)
- While negotiating the re-signing of the lease agreement for IMP Misato, we are simultaneously conducting negotiations with a potential successor tenant in consideration of the possibility of the tenant vacating the property. Negotiations on lease terms are currently underway with the prospective successor tenant.
- With respect to IMP Tokyo Adachi, an agreement on "succession of status" was reached between the current lessee and the sublessor, who wishes to sublease a portion of the leasable area (approximately 1/4 of the leasable area) to the current lessee and the lessor. The sublessor will be changed to a system to collect rent directly from the sublessor.
- Negotiations were initiated with potential successor tenants regarding lease terms for the remaining approximately 3/4 of the leasable area.

### Negotiations underway to re-sign IMP Moriya 2

- The lease contract is scheduled to expire on July 31, 2024. (Percentage of total rentable area of 526,315.75m Total 1.3%)
- Contacted several potential successor tenants. Negotiations on lease terms have begun.



### Since listing, re-signing and re-tenancy achieved with no downtime

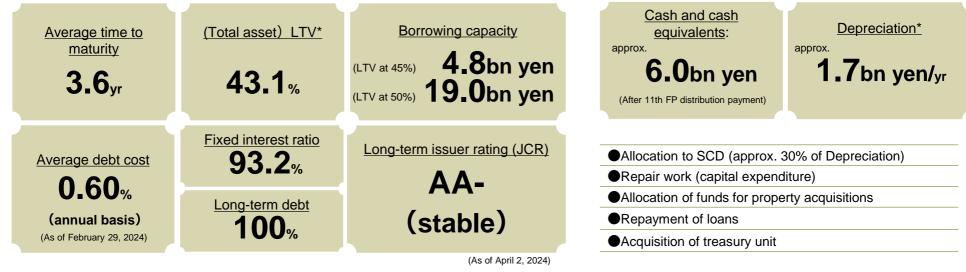


## **Financial Strategy/** Build a strong financial base to withstand long-term operations

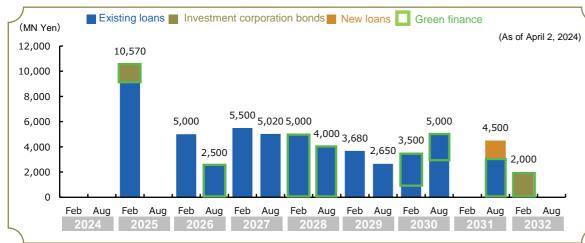
Flexibly respond to market changes concerning funding costs while keeping basic policy of diversifying repayment maturities and long-term and fixed rate.

### Financial Highlights

### Flexible use of cash on hand



### **Diversification of repayment maturities X** All unsecured and unguaranteed

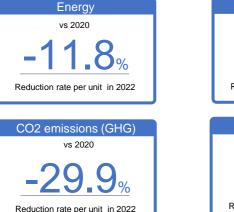


### Debt Outstanding

	Sumitomo Mitsui Banking Corporation	23.0%	
	Sumitomo Mitsui Trust Bank, Ltd.	17.8%	
	Mizuho Bank, Ltd.	15.8%	
	MUFG Bank, Ltd	14.0%	
	Mizuho Trust & Banking Co., Ltd.	5.4%	
58.9	The Norinchukin Bank	3.3%	
30.3	The Bank of Fukuoka	3.3%	
bn yen 🎽	Development Bank of Japan Inc.	3.2%	
Jen Jen	SBI Shinsei Bank, Limited.	2.9%	
	The Chiba Bank, Ltd.(new)	2.5%	
	Nippon Life Insurance Company	1.7%	
	Resona Bank Ltd.	1.1%	
	Investment Corporation bonds	5.9%	

# **Summary of ESG Initiatives**













### **Signing of Disaster Prevention Agreement**

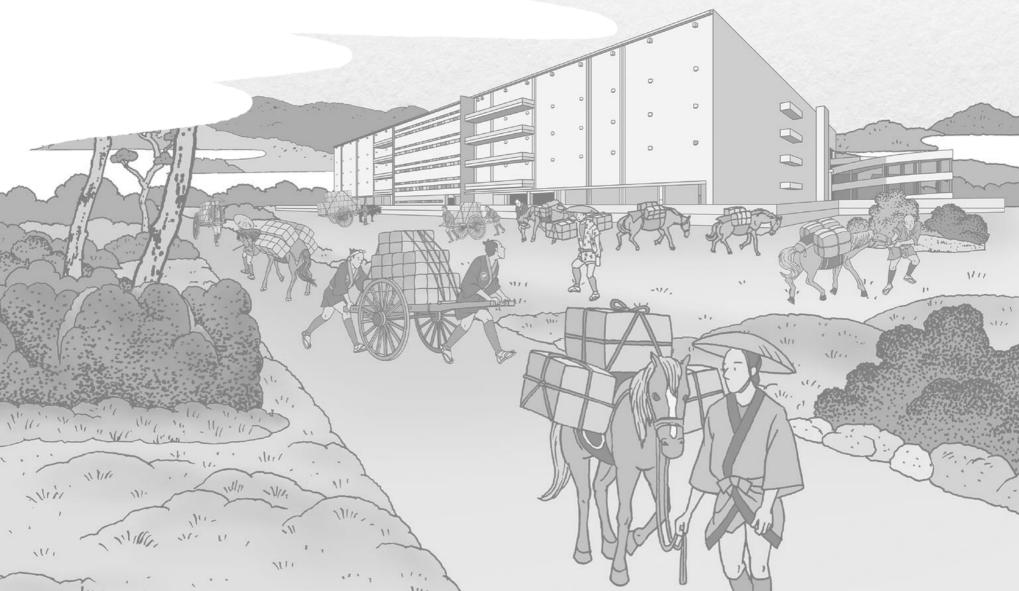
Signed "Agreement on Acceptance of Evacuees and Relief Supplies in the Event of Disaster" with Noda City, Chiba Prefecture .

Conducted emergency drills with the city, tenants, and asset manager.

### Cleanup activities around the property

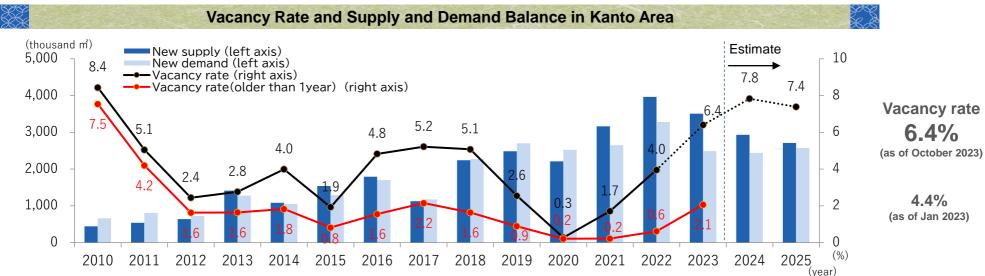
Signed an agreement with Tsukubamirai City for cleanup activities, etc. Employees of the asset manager conducted cleanup activities around IMP Moriya and IMP Moriya 2.

# **Market Overview**

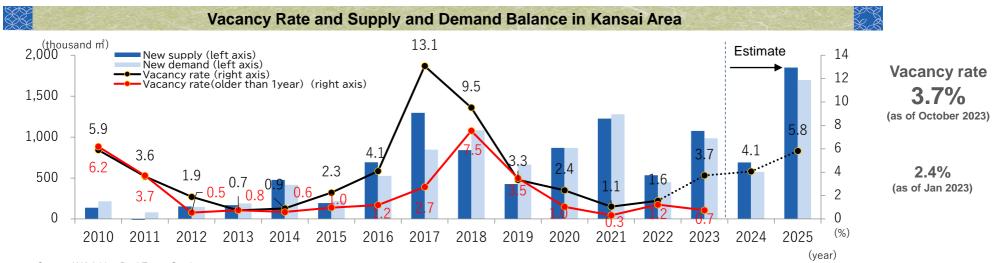


## Market Overview (1) Supply-Demand Balance of Logistics Facilities

In the Kanto area, although demand remains strong, vacancy rates are on an upward trend due to the largest-ever supply of new properties. Vacancy rates for properties more than one year old are also on a slight upward trend, and leasing of new properties is becoming more prolonged.



Kansai area maintains stable supply-demand balance; vacancy rate temporarily rises in 2023 due to increase in supply.



nvestment Corporation

Source: K.K. Ichigo Real Estate Service

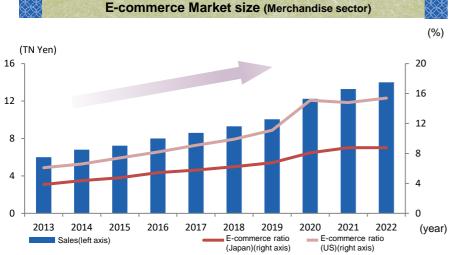
X Vacancy rates are as of the end of October of each year.

## Market Overview (2) E-commerce and 3PL Market Trends

### Expansion of e-commerce and 3PL market boosts logistics real estate market

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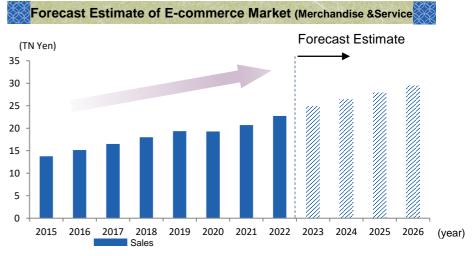
### ■ COVID-19 accelerated spread of e-commerce which is expected to grow further going forward



Source: Compiled by our company based on "2022 Market Survey on Electronic Commerce" (Ministry of Economy, Trade and Industry) and data from the U.S. Census Bureau.

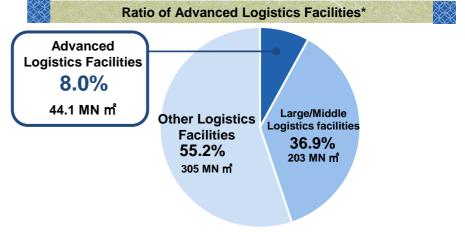
### 3PL expansion boosts advanced facilities demand





Source: Compiled by our company based on the 2022 "Market Survey on Electronic Commerce" (Ministry of Economy, Trade and Industry) and the "IT Navigator 2021 Edition" by Nomura Research Institute, Ltd.

### Older/conventional shift to advanced logistics facilities

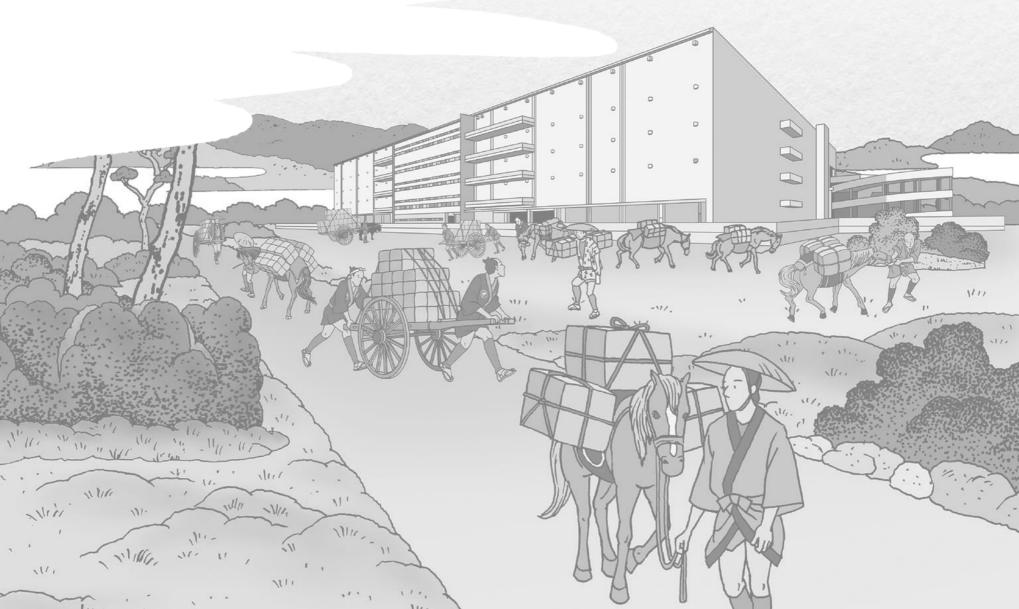


Source: Statistics on Construction Starts (Ministry of Land, Infrastructure, Transport and Tourism), Summary Record of Fixed Asset Prices, etc. (Ministry of Internal Affairs and Communications), prepared by Ichigo Real Estate Information Service Co.



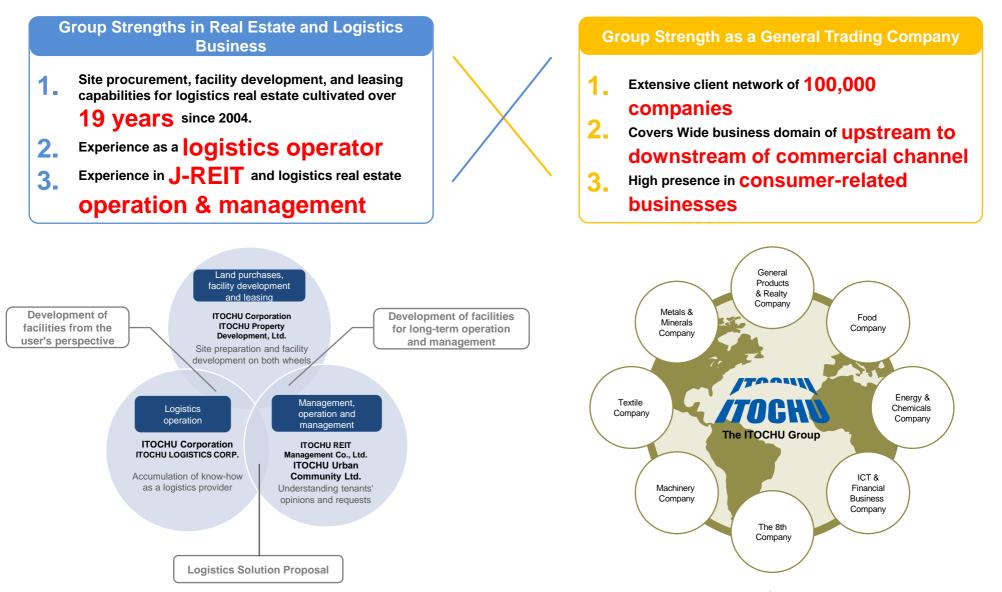
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# Appendix



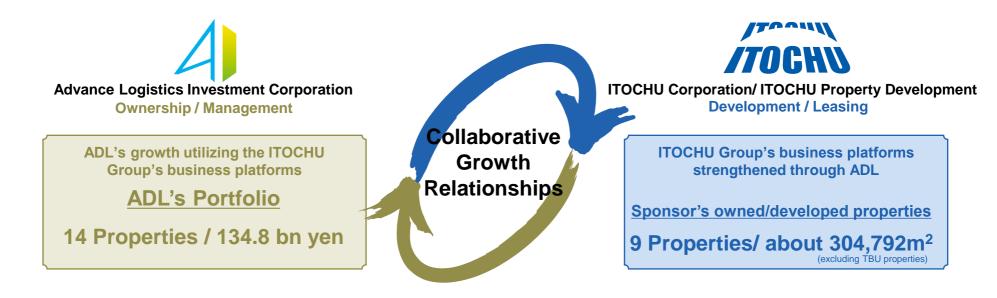
# **ITOCHU Group Functions**

### Utilization of two platforms of the ITOCHU Group, a general trading company



# ITOCHU Group Initiatives – Collaborative Growth Relationships –

### Provide proposals and added value, leveraging group network of a general trading company



### ITOCHU related companies provide diverse solutions

# ITOCHU KENZAI CORPORATION

Trading company specializing in building materials



Capital and business alliance partners with **ITCHU** Corporation construct logistics facilities



ITOCHU Group company

Leading manufacturer of building materials for housing



**ITOCHU Group company** VPP Japan, its subsidiary company, supplies Solar Panels to IMP Ichikawa-Shiohama and IMP Kuwana



#### **ITOCHU Group Company**

Promote opening convenient store in logistics facilities IMP Chibakita is the distribution base for their stores.



Supply Solar Panels to IMP Kazo and IMP Kasugai. Propose renewable diesel fuel to tenant companies in cooperation with ITOCHU Corporation.

# 🖰 Timee

**ITOCHU Corporation's Investment** Partners

Provides matching services for part-time workers. Support tenant's employment.



Investee of ITOCHU's strategic investment fund Matching transient vacant floor space for tenant companies

# **ESG Initiatives** Sustainability Policy and Promotion Structure of Asset Manager

### **Sustainability Policy**

#### 1. Efforts toward achievement of Net Zero by 2050

We will contribute to achieving Net Zero by 2050 and to mitigating climate change by reducing greenhouse gas emissions from the operation of our property by installing energy efficient equipment and adopting renewable energy.

#### 2. Consideration and conservation of the global environment

We will contribute to the preservation of the global environment by analyzing data on environmental impacts, understanding the impact of our business activities on the environment, and giving due consideration to ecosystems and biodiversity

#### 3. Resource conservation and waste reduction

Through collaboration with stakeholders, We will contribute to the achievement of a society that conserves and recycles resources by encouraging tenants to conserve electricity and water and to recycle waste.

### 4. Creating a Great Place to Work

We will promote the creation of a work environment that is healthy and comfortable so that individual executives and employees can fully demonstrate their abilities. We will also promote initiatives that take DEI and human rights into consideration and foster an organizational culture that recognizes and respects diversity.

#### 5. Contribution to tenants and local communities

We will strive to offer high quality properties to tenants and contribute to local communities through collaboration with our employees and other stakeholders including property management companies.

#### 6. Legal compliance and the establishment of an organizational structure

We will establish an appropriate organizational structure to ensure compliance with ESGrelated laws and regulations to prevent risks.

### 7. Transparent disclosure

When disclosing our ESG-related policies and initiatives, we will take the perspective of unitholders and make disclosures easy to understand.



# Organizational Structure for Sustainability Promotion



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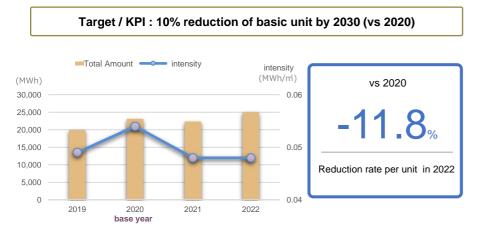
## ESG initiatives Materiality, Targets and KPIs -

ADL and its asset manager have identified materiality as a key sustainability issue. Established targets and KPIs for these issues to achieve medium- to long-term growth.

	Materiality	Related SDGs		Targets and KPIs					
Environment	Management and reduction of energy and water consumption, CO2 emissions, and waste generation	6 :::::********************************	[Energy consumption] [CO2 emission (GHG)]	By 2030(vs2020)10%(basic unit)reduction Scope1-3 By 2030(vs2020)10%(basic unit)reduction Scope3 Identify corresponding categories, determine scope	[Water] No increase per unit [Waste] No increase per unit				
Envir	Acquisition of environmental and energy-saving certifications		By FY2030 Ratio of environmental and e	By FY2030 Ratio of environmental and energy-saving certifications acquisition to be 90% or more (based on total floor area)					
	Cooperation with Stakeholders to Promote Environment Friendly Operations		Conduct periodic training and monitoring of suppliers     Conclusion of contracts with green lease clauses for new tenants     Conducted periodic training for employees of asset management companies						
	Improving Tenant's Satisfaction through Engagement		<ul> <li>Distributed Sustainability Guid</li> </ul>	ps in all properties and expand emergency supplies and co	onduct disaster drills and lifesaving drills				
	Contribution to Local Communities		Promote agreements with municipalities for disasters     Install AED equipment in multiple properties and promote installation of donation-type vending machines     Support employees' volunteer activities / make donations to charitable organizations, etc.     Consider holding events to promote local employment						
Social	Pursuit of Unitholders' Profit through Customer-Oriented Business Conduct	8 ***** ****	<ul> <li>Establish system to manage conflicts of interest of multiple funds.</li> <li>Implement honest and transparent information disclosure</li> <li>Pursuit unitholders' interests by management fee linked to investment performance</li> </ul>						
	Promoting Diversity and Talent Development	4 filter 5 filter 6 filter	Average years of service: 5 ye % of female employees: 30% % of female managers: over 1 Training programs & support a	or more					
	Creating a rewarding work environment	3 antenet 	Paid leave utilization rate: over 70%     Zero turnover due to life events, childcare and nursing care.     % of employees using child nursing care leave: 50% or more     Frequency of occupational accidents: Zero     Implementation of employee satisfaction survey						
Governance	Creating a rewarding work environment	16 ****** ***	<ul> <li>Implement internal compliance</li> </ul>	tructure tors / female directors: 25% female directors e training and achieved 100% participation rate reness of the Board of Directors & Board of Corporate Offic	cers.				
Gover	Strengthening Resilience	13 ::::::	Response to severe disasters     Respond to TCFD (climate ch     Conduct BCP training once a	ange risk/opportunity assessment)					
			07		/				



# ESG Initiatives (E) Environmental Initiatives (1)



**Energy consumption** 

### Purchase of non-fossil certificates and installation of renewable energy at IMP Ichikawa-Shiohama

Through the following initiatives, 100% of energy consumption in common areas and a part of tenant areas will be converted to renewable energy,

achieving 100% offset of GHG Scope 2 and 14% of Scope 3 category 13 in FY2022.

Installation of renewable energy at IMP Ichikawa-Shiohama

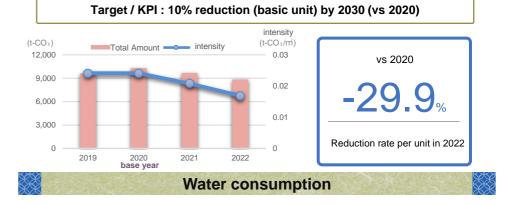
At IMP Ichikawa-Shiohama, electricity is supplied from solar panels provided by VPP Japan Corporation, a group company of ITOCHU Corporation at the site, in addition to the purchase of electricity with non-fossil value from ITOCHU Corporation.

As a result, 100% of the property's electricity consumption in FY2022 was generated from renewable energy sources.

 <u>Purchase of non-fossil certificates (equivalent to electricity consumption in IMP</u> Noda, Moriya, Moriya 2 common areas and some tenant areas)

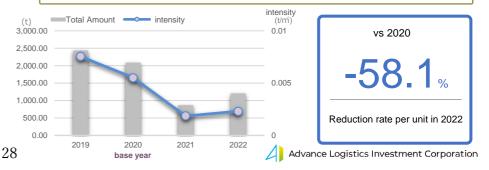


### CO2 emissions (GHG) Scope1 - 3 Category 13





#### Target / KPI : No increase in basic unit (vs 2020)



### Target / KPI : No increase in basic unit (vs 2020)

# ESG Initiatives (E) Environmental Initiatives (2)

Acquisition of external environmental certifications



properties

# **CASBEE**<sup>®</sup> **2** properties



S Rank ★★★★★ IMP Ichikawa-Shiohama IMP Kashiwa 2

★★★★ IMP Moriya IMP Misato IMP Inzai IMP Inzai2 IMP Tokyo Adachi IMP Miyoshi

★★★ IMP Kashiwa IMP Noda

★★★★★ IMP Moriva

IMP Chiba-Kita IMP Inzai

IMP Kashiwa 2 IMP Inzai 2 IMP Tokyo Adachi

# BELS 8 properties

5 **\*\*\***\*

IMP Misato

IMP Miyoshi



### Environmentally Conscious Asset Management

#### Creation of renewable energy

Solar panels are installed on the roof of IMP Ichikawa-Shiohama to generate renewable energy, which is consumed at the site



IMP Ichikawa-Shiohama

### **CO2** Reduction with tenant

Promote CO2 emissions reduction in cooperation among tenants based on applicable law at IMP Chibakita



IMP Chiba-Kita

### Water-saving toilet and sink

Installing water-saving products in the toilets and sinks of the properties for saving water.



TCI

#### Demand Control

Reduced power consumption by installing system that automatically adjusts the operation according to power demand.



Demand control (centralized controller)

### **LED** lighting

Promote LED lighting to reduce energy consumption.



### Greening

Promote greening in the parking lot as part of efforts related to climate change adaptation.



IMP Misato

### Climate Change Initiatives

CLIMATE-RELATED FINANCIAL

- Joined the TCFD consortium
- Identified climate change risks opportunities and developed strategies
- Promote quantitative analysis of scenario



#### Advance Logistics Investment Corporation

# **ESG Initiatives (S)** Initiatives for Tenant Companies and Local Communities

### **Collaboration with tenant companies**

### **Coexistence with local communities**



Conduct annual surveys on facilities and operations so that tenant companies can use the facilities more comfortably.



### Installation of AEDs

AEDs have been installed in some of the properties to ensure that tenant companies can use the facilities with peace of mind.



### Ensure employee safety

IMP Inzai has adopted a distinctive specification where employees approach the second floor by escalator directly from the parking lot to enter the building, ensuring safety by separating pedestrian and truck traffic lines.

### **Coexistence with local communities**



#### stockpile warehouse



emergency power generation equipment

### Maintain logistics functions during emergencies

At IMP Atsugi 2, the following initiatives were implemented for tenant companies to maintain logistics functions even in the event of an emergency.

#### Stockpile Warehouse

Water, food, and simple toilets are stockpiled for tenant companies.

#### Installation of emergency power supply facilities

Power supply can be maintained for a certain period of time even in an emergency so that business continuity is secured.



Signing ceremony (May 2022)



Disaster drill (February 2023)





Participation in cleanup activitie



### **Signing of Disaster Prevention Agreement**

Signed "Agreement on Acceptance of Evacuees and Relief Supplies in the Event of Disaster" with Noda City, Chiba Prefecture in May 2022.

Providing IMP Noda as a storage and management facility for relief supplies and a temporary evacuation site for disaster victims in the event of a disaster

Disaster drill was held at IMP Noda in February 2023 jointly with the city and tenants.

### Participation in "Family Mart Food Drive"

Asset manager and its employees donated in uneaten food to welfare organizations and facilities through "FamilyMart Food Drive" of FamilyMart, an ITOCHU Group company.

### Regular cleanups around the office

As a member of the community, employees actively and continuously participate in a simultaneous cleanup of Chiyoda Ward, where asset manager's office is located.

### Participation in Eco-cap Movement Support people with disabilities Support for ITOCHU Foundation



Advance Logistics Investment Corporation

### ESG Initiatives (G) Governance

### **Management Fees**



·Fee structure that is linked to unitholders' profit

Management fee I	Total assets × <u>0.1%</u> (upper limit) ⇒(From 9th FP) <u>0.05%</u> (upper limit)			
Management fee II	NOI of rental business × 5.0% (upper limit)			
Management fee III	Income before income taxes × Adjusted EPU $\% \times 0.005\%$ (upper limit) $\Rightarrow$ (From 9th FP) <u>0.004%</u> (upper limit)			
Asset acquisition fee	Interested parties: Acquisition price × 0.5% (upper limit)Others: Acquisition price × 1.0% (upper limit)			
Asset disposition fee	Disposition price ×0.5% (upper limit) (0% when loss on asset disposition incurred)			
M&A fee	Appraisal Value of succeeded assets × 1.0% (upper limit)			
* "Adjusted EPU" is the net income before taxes for the relevant fiscal period divided				

by the number of investment units issued and outstanding as of the relevant fiscal period.



Publication of ESG Report

ESG Report 2023.10 issued by Asset Manager. Discloses the overall sustainability initiatives of ADL and Asset Manager. For details, please refer to the following URL.

https://www.itc-rm.co.jp/files/uploads/ESG%20report% 202023.10\_ENG\_1.pdf

### ITOCHU Corporation's same-boat investment

# ITOCHU Corporation continues "same-boat investment" since IPO of ADL



### Increase in the number of supervisory directors

Plans to change the number of supervisory directors from two to three in order to further enhance and strengthen the supervisory system(After approval at the general meeting of unitholders scheduled to be held on May 27, 2024)



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### Align interests with unitholders

- Introduced "Investment System" for board members.
  - Introduced "Investment System" for employees

Facilitate the alignment of interests of unitholders with directors and employees of Asset Manager

### **Expansion of compliance rules**

- Raise awareness of compliance among employees, focusing on in-house training and comprehension tests
- Regular meetings with corporate auditors and the internal audit department to exchange opinions and share awareness of compliance issues

# **Implemented Initiatives and Unit Price Trend**

_												
		1st FP	2nd FP	3nd FP	4th FP	5nd FP	6th FP	7th FP	8th FP	9th FP	10th FP	11th FP
		Jan. 2019	Jul. 2019	Jan. 2020	Jul. 2020	Jan. 2021	Jul. 2021	Jan. 2022	Jul. 2022	Feb. 2023	Aug. 2023	Feb. 2024
	NAV per unit	¥109,848	¥113,026	¥116,026	¥118,511	¥126,473	¥132,085	¥137,944	¥143,911	¥149,818	¥155,632	¥156,253
	Price / NAV	0.80	0.91	1.09	1.36	1.03	1.21	1.13	1.07	0.91	0.85	0.75



Changes in TSE REIT Index and J-REITs specializing in logistics facilities are indexed based on ADL's initial public offering price, 103,000 yen, with ADL's listing day as the start date. J-REITs specializing in logistics facilities are weighted for market capitalization.
 Advance Logistics Investment Corporation

# **Income Statement and Balance Sheet**

### 11th Fiscal Period (Feb. 2024)

Income Statement	(Thousands of Yen) 11th Fiscal Period From September 1, 2023 to February 29, 2024
Operating revenues Rental revenues Other rental revenues Dividends received Total operating revenue	3,662,149 66,106 <u>167</u> 3,728,423
Operating expenses Property related expenses Asset management fees Asset custody fees /	1,365,650 417,319 14,331
Administrative service fees Directors' compensation	2,640
Other operating expenses Total operating expenses Operating income	59,484 1,859,426 1,868,997
Non-operating income Interest income	35
Reversal of distributions payable	219
Interest on refund Subsidy income Other	326
Total non-operating income Non-operating expenses	580
Interest expenses on loans payable	166,051
Interest expenses on investment corporation bonds Amortization of investment	6,933
corporation bond issuance Borrowing related expenses Other	2,127 30,599 
Total non-operating expenses	206,707
Ordinary income Income before income taxes	1,662,870 1,662,870
Income taxes-current Income taxes-deferred	958 <u>7</u>
Total income taxes Net income	<u>966</u> 1,661,904
Accumulated earnings brought forward	20,257
Unappropriated retained earnings	1,682,162

Balance Sheet	(Thousands of Yen)			
Dalance Sheet	11th Fiscal Period			
	As of February 29, 2024			
Assets				
Current assets				
Cash and deposits	3,539,129			
Cash and deposits in trust	4,434,549			
Operating accounts receivable	26,308			
Accounts receivable	326 72,735			
Prepaid expenses	72,735			
Prepaid money	167,000			
Total current assets	8,240,048			
Non-current assets				
Property, plant and equipment				
Buildings in trust	66,544,768			
Accumulated depreciation	-6,826,074			
Buildings in trust, net	59.718.694			
Structures in trust	2,365,053			
Accumulated depreciation	-570,904			
Structures in trust, net	1,794,148			
Machinery and equipment in				
trust	1,857,632			
Accumulated depreciation	-313,013			
Machinery and equipment	1,544,619			
in trust, net	1,544,019			
Tools, furniture and fixtures	9,203			
in trust	,			
Accumulated depreciation Tools, furniture and fixtures	-3,039			
in trust. net	6,163			
Land in trust	63,677,308			
Total property, plant and	126,740,934			
equipment	120,740,934			
Intangible assets				
Software				
Total intangible assets				
Investments and other assets				
Investment in anonymous	11 000			
association	11,233			
Lease and guarantee	10.000			
Long-term prepaid expenses	163.315			
Deferred tax asset	17			
Total investments and other				
assets	184,566			
Total noncurrent assets	126,925,501			
Deferred assets				
Investment corporation bond	15,396			
issuance costs				
Total deferred assets	15,396			
Total assets	135,180,946			
0.0				

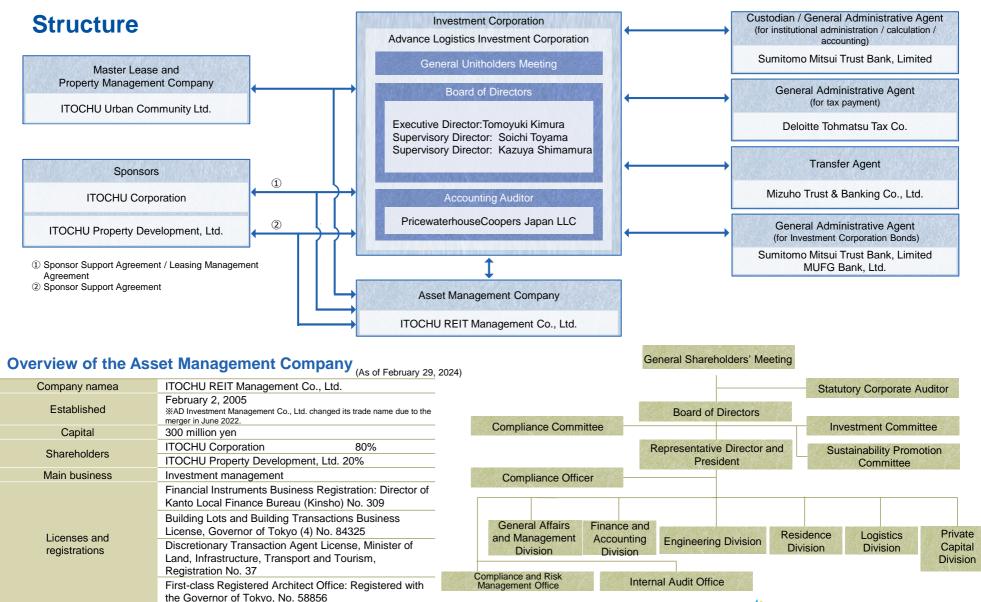
(Thousands of Yen)

	(Thousands of Yen)
	11th Fiscal Period
	As of February 29, 2024
Liabilities	
Current Liabilities	
Accounts payable	45,254
Arrears	-
Accounts payable-other	534,237
Current portion of long-term	9,070,000
debt	0,010,000
Current portion of investment	1,500,000
corporation bonds Income taxes payable	919
Consumption taxes payable	236,827
Advances received	677,741
Other	13,365
Total current liabilities	12,078,345
Noncurrent liabilities	
Investment Corporation Bonds	2,000,000
Long-term loans payable Tenant leasehold and security	44,850,000
deposits in trust	1,928,914
Derivative liabilities	14.561
Other	1,932
Total noncurrent liabilities	48,795,408
Total liabilities	60,873,753
Net assets	
Unitholders' equity	
Unitholders' capital	74,666,554
Adjustments for time	-19,557
differences, etc.	-19,557
Other deductions for total	-2,007,405
investments	_,,
Total deductible amount of capital contribution	-2,026,963
Unitholders' capital, net	72,639,591
Surplus	12,000,001
Unappropriated retained	1 692 162
earnings (undisposed loss)	1,682,162
Total surplus	1,682,162
Total unitholders' equity	74,321,754
Deferred gains (losses) on	-14,561
hedges	,
Total valuation and translation	-14,561
adjustments Total net assets	74,307,192
Total liabilities and net assets	135,180,946
	133,100,940



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# **Investment Corporation and the Asset Management Company**



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Advance Logistics Investment Corporation

# Portfolio Further strengthen the portfolio by incorporating superior properties

Property No.	Property name	Location	Acquisition price (MN Yen)	Book value (MN Yen)	Appraisal value (MN Yen)	Unrealized gains (MN Yen)	Appraisal NOI yield (%)	Direct cap rate (%)	Total floor space (m2)	Property age (years)	Occupancy rate (%)	PML (%)	As of February 29, 2024
L-1	IMP Atsugi	Atsugi City, Kanagawa	5,300	5,058		1,771	5.0%		A:3,909.97 B:15,387.63	11.5		A棟8.9% B棟8.2%	
L-2	IMP Kashiwa	Kashiwa City, Chiba	6,140	5,691	7,890	2,198	5.4%	4.0%	31,976.44	9.0	100.0	5.4%	
L-3	IMP Noda	Noda City, Chiba	12,600	11,702	15,700	3,997	4.8%	3.8%	62,750.90	8.1	100.0	1.8%	
L-4	IMP Moriya	Tsukuba Mirai City, Ibaraki	3,200	2,903	3,920	1,016	5.3%	4.2%	18,680.16	6.9	100.0	5.4%	
L-5	IMP Misato	Misato City, Saitama	6,100	5,716	7,630	1,913	5.0%	3.9%	22,506.53	6.6	100.0	4.4%	
L-6	IMP Chiba-Kita	Chiba City, Chiba	2,600	2,446	3,260	813	5.3%	4.1%	9,841.24	6.3	100.0	4.9%	
L-7	IMP Inzai	Inzai City, Chiba	27,810	25,480	33,200	7,719	5.1%	4.1%	110,022.51	6.0	100.0	1.5%	
L-8	IMP Moriya 2	Tsukuba Mirai City, Ibaraki	750	723	947	223	6.7%	4.4%	6,779.95	29.2	100.0	7.3%	
L-9	IMP Kashiwa 2	Kashiwa City, Chiba	28,320	27,021	34,200	7,178	4.6%	3.7%	117,435.21	5.5	100.0	2.9%	
L-10	IMP Inzai 2	Inzai City, Chiba	5,367	5,186	6,260	1,073	5.1%	4.2%	26,938.75	5.0	100.0	2.7%	
L-11	IMP Tokyo-Adachi	Adachi ward, Tokyo	10,915	10,796	12,100	1,303	4.1%	3.7%	27,872.43	5.8	100.0	5.0%	
L-12	IMP Miyoshi	Miyoshi Town, Iruma County, Saitama	2,320	2,266	2,800	533	5.0%	4.0%	10,300.66	4.4	100.0	5.6%	
L-13		Chidoricho, Ichikawa City, Chiba Prefecture	21,800	21,746	25,000	3,253	4.1%	3.5%	57,724.00	4.6	100.0	3.4%	
			133,222	126,734	159,737	32,990	4.7%	3.8%	522,126.38	6.3	100.0	2.6%	
L-14	LOGITRES Sano	Sano City, Tochigi	1,670	-	<b>※</b> 1,770	100	X 4.4%	<b>※</b> 4.1%	7,144.20	1.0	100.0	1.9%	XAs of September 1,2023

,2023

# **Individual Property Income and Expenses**

### 11th Fiscal Period (Feb. 2024)

(As of February 29, 2024)

Property No.	L-1	L-2	L-3	L-4	L-5	L-6	L-7	L-8	L-9	L-10	L-11	L-12	L-13	
Property name	IMP Atsugi	IMP Kashiwa	IMP Noda	IMP Moriya	IMP Misato	IMP Chiba-Kita	IMP Inzai	IMP Moriya 2	IMP Kashiwa 2	IMP Inzai 2	IMP Tokyo- Adachi	IMP Miyoshi	IMP Ichikawa- Shiohama	Total
Number of operating days in the 11th fiscal period	182days	182days	182days	182days	182days	182days	182days	182days	182days	182days	182days	182days	182days	-
(A)Total revenues from property leasing			416,863											3,728,256
Rental revenues			397,389											3,662,149
Other rental revenues			19,473											66,106
(B)Total property-related expenses			182,331										-	1,365,650
Taxes and public dues			39,748										-	336,609
Property management fees	-	-	21,318	-	-	-	-	-	-	-	-	-	-	63,506
Utility expenses			18,554										-	61,756
Repair expenses			580											7,055
Insurance expenses			1,040											8,574
Trust fees			450											5,500
Others			5											130
Depreciation	28,689	45,500	100,633	29,941	39,064	16,554	249,301	8,390	202,794	32,507	36,039	13,615	79,483	882,517
(C)Income from property leasing(=(A) - (B))	101,568	116,313	234,531	66,126	113,698	52,387	463,051	19,095	478,766	104,878	191,780	44,027	376,378	2,362,605
(D)NOI(=(C)+depreciation)	130,258	161,813	335,165	96,068	152,762	68,941	712,352	27,486	681,561	137,386	227,820	57,643	455,861	3,245,123

1 Depreciation, rental income (loss) and NOI are not disclosed for each property except for IMP Noda, because the tenants have not given their consent for disclosure.



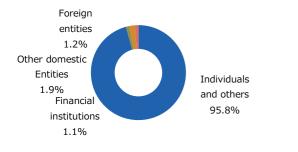
# **Status of Unitholders**

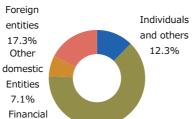
### 11th Fiscal Period (Feb. 2024)

### Number of unitholders and units by type of unitholders

	Unit holders	Ratio	Investment units (unit)	Ratio
Individuals and others	12,830	95.8%	83,063	12.3%
Financial institutions (including securities companies)	153	1.1%	427,078	63.3%
Other domestic entities	253	1.9%	47,554	7.1%
Foreign entities	160	1.2%	116,705	17.3%
Total	13,396	100.0%	674,400	100.0%

### Breakdown by number of unitholders





institutions 63.3%

Breakdown by number of units

### Major unitholders (Top 10 unitholders)

	Name	No. of units held	Percentage of units issued and outstanding
1	Custody Bank of Japan, Ltd. (Trust Account)	140,904	20.89%
2	The Master Trust Bank of Japan, Ltd. (Trust Account)	105,066	15.57%
3	ITOCHU Corporation	33,635	4.98%
4	The Nomura Trust and Banking Co., Ltd. (Investment Trust)	33,089	4.90%
5	JP MORGAN CHASE BANK 385771	14,374	2.13%
6	The Shinkumi Federation Bank	12,999	1.92%
7	AICHI BANK, LTD.	10,606	1.57%
8	The Hachijuni Bank, Ltd.	10,568	1.56%
9	STATE STREET BANK WEST CLIENT - TREATY 505234	10,124	1.50%
1 0	SSBTC CLIENT OMNIBUS ACCOUNT	8,322	1.23%
	Total (Top 10 unitholders)	379,687	56.29%
× P	ercentages are rounded down to the second decimal place		

※ Percentages are rounded down to the second decimal place.

# **Notes to the Statement**

\* Unless otherwise noted, figures expressed in whole numbers are rounded down to the nearest unit, and figures expressed in decimal numbers are rounded off to the nearest digit.

\* The "IMP" in the property name is an abbreviation for " I Missions Park ," a logistics facility developed by the ITOCHU Group.

\*Page 4

- "Actual NOI yield" is the ratio of the total actual NOI of each owned asset to the total acquisition price of each owned asset as of the end of the fiscal year ending February 29, 2024 (the end of the 11th fiscal peroiod). The acquisition price of the property is calculated by prorating the holding period during the current fiscal year.
- · "Occupancy rate" is the ratio of leased area to leasable area. The same applies hereafter.
- •"NAV per unit" means the amount obtained by dividing the Net Asset Value (=NAV), which takes into account the appraisal value of assets held by the Investment Corporation, by the number of investment units issued and outstanding. The same applies hereafter.
- "DPU" stands for Distribution Per Unit.
- •"EPU" stands for Earnings Per Unit.

### \*Page 6,7

- •"FFO" is calculated as Net income (excluding gain (loss) on sales of real estate, etc.) + Depreciation and amortization. The same applies hereafter.
- The calculation method has been changed from the 10th fiscal year (abolition of addition of profit/loss carried forward from the previous fiscal year).
- •"FFO payout ratio" is calculated as (Total distributions on earnings + Total distributions in excess of earnings). The same applies hereafter.
- "AFFO" is calculated as FFO Capital Expenditures.
- •"AFFO payout ratio" is calculated as (Total distributions on earnings + Total distributions in excess of earnings) / AFFO
- \*Page 10
- •"Preferential negotiating rights" means the right to negotiate with the holder of such property for the acquisition of such property in preference to competitors.
- •"Multi" stands for"multi-tenant" property and refers to a logistics facility that is expected to be occupied by multiple tenants.
- •"BTS" stands for "Build To Suit" and refers to logistics facility properties that are built and leased on a made-to-order basis according to specific tenant requests.
- •"Lease bridge" refers to the practice of having a leasing company hold real estate, etc. scheduled for inclusion in the portfolio at the request of the investment management company for a certain period of time until the property is purchased by the investment corporation.
- "Warehousing" refers to having a sponsor company, etc. acquire and hold properties that are originally acquired directly by the investment corporation in advance for reasons such as stabilizing income and adjusting the timing of the investment sorroration's acquisitions.

# **Notes to the Statement**

\*Page 16

- •"Kanto Area" refers to Tokyo, Kanagawa, Chiba, Saitama and Ibaraki prefectures. The same applies hereafter.
- •The "Property age" on this page indicates the age of the property from the date of new construction in the real estate or real estate in trust registry to April 2, 2024.
- •"3PL" stands for Third Party Logistics, and refers to a form of logistics in which a third party, an outside specialist, proposes comprehensive logistics reforms to the shipper, from product ordering and inventory management to computerization, and undertakes the entire logistics operation on a lump-sum basis.
- •"Major 3PL" refers to a 3PL operator whose consolidated group sales, including such operator, exceed 100 billion yen.
- •"E-commerce" stands for "Electric Commerce" and refers to electronic commerce (e.g., online shopping).

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•"Percentage of rent increase" is a weighted average of the increase in actual rents before and after the contract renewal, taking into account free rent, etc., for the lease contracts that have expired or are scheduled to expire in each fiscal period and for which contract renewal has been completed or a new contract has been agreed to be concluded.

### \*Page 18

- •"LTV on total assets" is calculated as (total interest-bearing debt as of April 2, 2024) / (total assets as of the end of February 2024 + LOGITRES Sano's acquisition price).
- "Depreciation" is based on the total of depreciation expense for the 12th fiscal period (ending August 2024) and the 13<sup>th</sup> fiscal period (ending February 2025). \*Page 19
- "Total floor area" is calculated as follows: (Total floor area of properties that have obtained CASBEE, DBJ Green Building, or BELS certification) / (Total floor area of each property) The same applies hereafter.

### \*Page 21

•"Kansai Area" refers to Osaka, Kyoto, Hyogo, Nara and Shiga prefectures. The same applies hereafter.

### \*Page 22

- Calculated based on the following criteria (as of December 2022)
- ·Logistics facilities: All logistics warehouses located in Japan (including those not leased)
- •Medium to large logistics facilities: Logistics facilities with a total floor area of 5,000 m or more but less than 10,000 m
- ·Advanced logistics facilities: Leased logistics facilities with a total floor area of 10,000m or more and less than 20 years old



This material is for informational purpose only, and is not intended to solicit, or recommend the purchase or sale of specific securities, financial instruments, or transactions.

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# Ticker Symbol : 3493 Advance Logistics Investment Corporation

Contact	Asset management company ITOCHU REIT Management Co., Ltd. Logistics Strategy Department
TEL	0120-300-780 +81-3-6821-5484
Business hours	11:00 – 17:00 (Excluding weekends, national holidays, and days off at the end and beginning of the year)
Address	1-105 Kanda-Jinbocho, Chiyoda-ku, Tokyo 101-0051, Japan