For the Fiscal Period Ended April 30, 2016 (3rd Fiscal Period)

# Earnings Announcement

Securities Code: 3451



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## Overview of Tosei Reit



### Utilization and revitalization of "the vast existing building stock" in Japan's real estate market

### Investment Targets

- Highly advantageous real estate properties located in areas where acquisition competition is relatively low and where high yields can be expected
- Properties with strong potential regardless of the properties' age

### ■ Tosei's Core Competencies



### Investment Criteria

Area

Mainly the Tokyo metropolitan area

Tokyo metropolitan area

Main target

Major regional cities<sup>2</sup>

**20%** or less<sup>3</sup>

Property type

Comprehensive investment in offices, retail facilities and residential properties

Offices/Retail facilities

Collectively 80% or less<sup>3</sup>

Residential properties

**50%** or less<sup>3</sup>

Size

Investments targeting properties priced up to JPY 5 billion<sup>4</sup> in principle

- 1. "Existing building stock" collectively refers to building assets which were constructed in the past and still exist at present. The same applies hereafter.
- 2. "Major regional cities" collectively refers to cities designated by ordinance and prefectural capitals or equivalent cities located outside the Tokyo metropolitan area.
- 3. Ratio on an acquisition price basis. In the case of mixed-use properties that combine two or more different property types, the type of use that accounts for the largest proportion of dedicated floor space shall be deemed to be the property type.
- 4. Acquisition price basis

# Summary



## **Executive Summary**



		Status of Operations
1	Property Acquisition	<ul> <li>Property acquisitions/Preferential negotiating rights</li> <li>In 3rd Fiscal Period, acquired 5 properties for JPY 11.9 BN. In 4th Fiscal Period, expect to acquire Nishidai NC Building for JPY 1.481 BN, for a portfolio with total acquisition price of JPY 30.8 BN</li> <li>Preferential negotiating rights to a total of 4 properties from sponsor support</li> <li>NOI yield/Appraisal value</li> <li>Maintained average appraisal NOI yield of 6.20% for 17 properties held at end of 3rd Fiscal Period</li> <li>Total appraisal value JPY 32.2 BN (unrealized gains +JPY 2.8 BN)</li> </ul>
2	Leasing	<ul> <li>Occupancy rate of portfolio at end of 3rd Fiscal Period</li> <li>Generally firm at 96.5%. However, there are issues with a portion of the residential portfolio         <ul> <li>Avenir Shirotae, Gekkocho Apartment, SEA SCAPE Chiba Minato</li> </ul> </li> <li>Occupancy rate/Master lease of Tama Center Tosei Building</li> <li>End-tenant occupancy rate, which was weak due to a major tenant departure, etc., improved to 66.9%</li> <li>Agreed with sponsor to renew master lease due to end in November with 4-year contract term at a reduction of approx. 5.1% compared with current rent</li> </ul>
3	Financial	<ul> <li>LTV/Interest rates</li> <li>As a result of capital increase from public offering and borrowings for property acquisitions, maintained appropriate LTV level of 44.1% at end of 3rd Fiscal Period and estimate 45.0% at end of 4th Fiscal Period</li> <li>Maintained average loan interest rate at low level of 0.69% as of end of 3rd Fiscal Period</li> </ul>
4	Cash Distributions	<ul> <li>Cash distribution conducted</li> <li>Cash distributions per unit for the 3rd Fiscal Period were JPY 3,208, higher than forecast due to lower expenses related to rent business, lower interest rates, etc.</li> <li>+ JPY 222 compared with previous fiscal period,</li> <li>+ JPY 173 compared with forecast</li> </ul>

### **Future Strategies/Policy Points**

- Increase scale of assets
  - Continue selective acquisition of properties with relatively high expected returns, centered on properties with preferential negotiating rights
- Expand target assets
  - Planned proposal at the Unitholders' Meeting of a revision to the Articles of Incorporation to allow investment in business hotels
- Raise efficiency and maximize earning capacity
  - · Conduct detailed leasing activities
  - Pursue the upside in rent revisions at time of tenant replacement
  - Enhance property competitiveness with effective renovations
- Smooth refinancing of existing borrowings (JPY 3.169 BN/November)
  - Planned refinancing including JPY 0.8 BN bridge financing for Nishidai NC Building
  - · Policy of procurement at long-term, fixed interest rates
- Ongoing policy emphasizing cash distributions
  - 4th Fiscal Period forecast: JPY 3,196
    - Contribution from acquisition of Nishidai NC Building, etc. through borrowings
  - 5th Fiscal Period forecast: JPY 3,256
    - Full-period contribution of acquired properties will cover impact of Tama Center rent decrease

# Overview of 3rd Fiscal Period Financial Results and Earnings Forecast



## 3rd Fiscal Period Financial Highlights



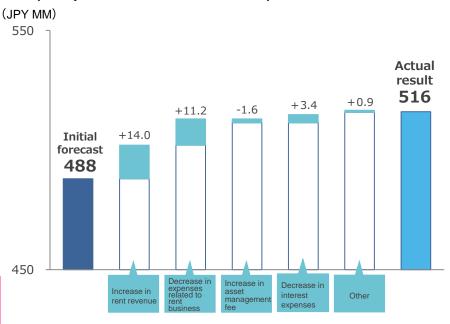
- Compared with initial forecast, operating revenue +1.1% at JPY 1,245 MM and net income +5.7% at JPY 516 MM
- Main factors were increase in rent revenue from offices and residential properties and lower-than-expected expenses related to rent business

#### Results for the 3rd Fiscal Period

(JPY MM)

Main Factors in Change in Net Income (compared with initial forecast)





Increase in rent revenue	+ JPY 14.0 MM
Decrease in expenses related to rent business	+ JPY 11.2 MM
Increase in asset management fee (profit-related)	- JPY 1.6 MM
Decrease in interest expenses	+ JPY 3.4 MM
Other (cost cutting)	+ JPY 0.9 MM

## Changes in Portfolio



- Scale of assets has increased 1.7 times to JPY 29.3 BN since the public offering in November 2015;
   acquisitions expected to total JPY 30.8 BN with acquisition of Nishidai NC Building in August 2016 for a total of JPY 1.481 BN
- JPY 2.8 BN in unrealized gains as of end of 3rd Fiscal Period, 6.6% increase in NAV per unit compared with previous period

		1st Fiscal Period	2nd Fiscal period	3rd Fiscal Period
	Scale of assets			JPY 29.3 BN
	(acquisition price basis)	JPY 17.4 BN	JPY 17.4 BN	
	Total appraisal value	JPY 18.7 BN	JPY 18.7 BN	JPY 32.2 BN
	Appraisal NOI yield	6.26%	6.19%	6.20%
Po	Total leasable area	40,732.76m <sup>2</sup>	40,734.02m <sup>2</sup>	67,576.59m²
Portfolio	Number of properties (Percentage of top 3 properties by acquisition price in the portfolio) (Note 1)	12 properties (44.8%)	12 properties (44.8%)	17 properties (35.0%)
	Number of tenants (Percentage of top 10 tenants) (Note 2)	382 tenants (47.4%)	385 tenants (47.0%)	553 tenants (40.1%)
	NAV per unit	JPY 111,349	JPY 112,420	JPY 119,823
	Unrealized gains (Note 3)	JPY 1,164 MM	JPY 1,277 MM	JPY 2,802 MM

Notes: 1. Calculated based on acquisition price.

<sup>2.</sup> Calculated based on leasable area and number of end tenants at the end of each fiscal period, counting only end tenants of offices and the office or store sections of retail facilities.

<sup>3. &</sup>quot;Unrealized gains" are calculated as (Total appraisal value – Book value of acquired assets at end of period) for each period.

## Earnings Forecast for the 4th and 5th Fiscal Periods



### Earnings Forecast for the 4th and 5th Fiscal Periods

(JPY MM)

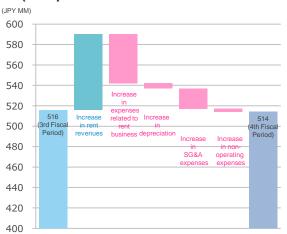
Operating revenue
Operating income
Net income
Cash distribution per unit (JPY)

Results for the Period Ended April 30, 2016 (3rd Fiscal Period)	Forecast for the Period Ending October 31, 2016 (4th Fiscal Period)	Cha (from previous	
1,245	1,320	74	6.0%
613	614	1	0.1%
516	514	-2	-0.4%
3,208	3,196	-12	-0.04%

Forecast for the Period Ending April 30, 2017 (5th Fiscal Period)	Char (from previous	
1,354	34	2.6%
632	18	3.0%
524	10	1.9%
3,256	60	1.9%

Note: Forecasts of cash distributions for the fiscal periods ending October 31, 2016 and April 30, 2017 are based on Tosei Reit's financial report published on June 15, 2016, and are subject to change due to acquisition or sale of real estate, the real estate environment or other circumstances relevant to Tosei Reit. The forecast above does not guarantee the amount of distributions.

### Main Factors in Change in 4th Fiscal Period Net Income Forecast (compared with 3rd Fiscal Period results)



- Increase in rent revenues + JPY 74 MN (JPY 24 MM contribution to revenues from property scheduled for acquisition in 4th Fiscal Period)
- Increase in expenses related to rent business

-JPY 48 MM (Includes approx. JPY 12 MM for property and city planning taxes)

- Increase in depreciation -JPY 5 MM
- Increase in SG&A expenses

   JPY 20 MM

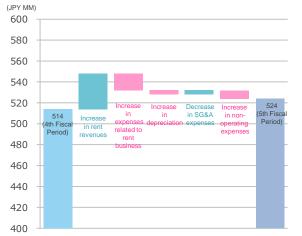
   (Includes approx. JPY 5 MM in expenses for Unitholders' Meeting for 4th Fiscal Period)
- Increase in non-operating

   JPY 3 MM

   (Approx. JPY 1 MM interest payment due to increased borrowing for property acquisition in the 3rd Fiscal Period)

Total -JPY 2 MM

### Main Factors in Change in 5th Fiscal Period Net Income Forecast (compared with 4th Fiscal Period forecast)



- Increase in rent revenues + JPY 34 MM (+JPY 51 MM contribution to revenues from property scheduled for acquisition in 4th Fiscal Period; - JPY 7 MM from amount of reduction in Tamp Center MI)
- Increase in expenses related to rent business
   -JPY 16 M
   (Expenses related to property acquired in the 4h Fiscal Period)
- Increase in depreciation JPY 4 MM
- Decrease in SG&A expenses + JPY 4 MM (aftereffect from expenses for Unitholders' Meeting for4th Fiscal
- Increase in non-operating expenses -JPY 8 MM (Expenses related to loans and interest paid for refinancing, etc.)

Total +JPY 10 MM

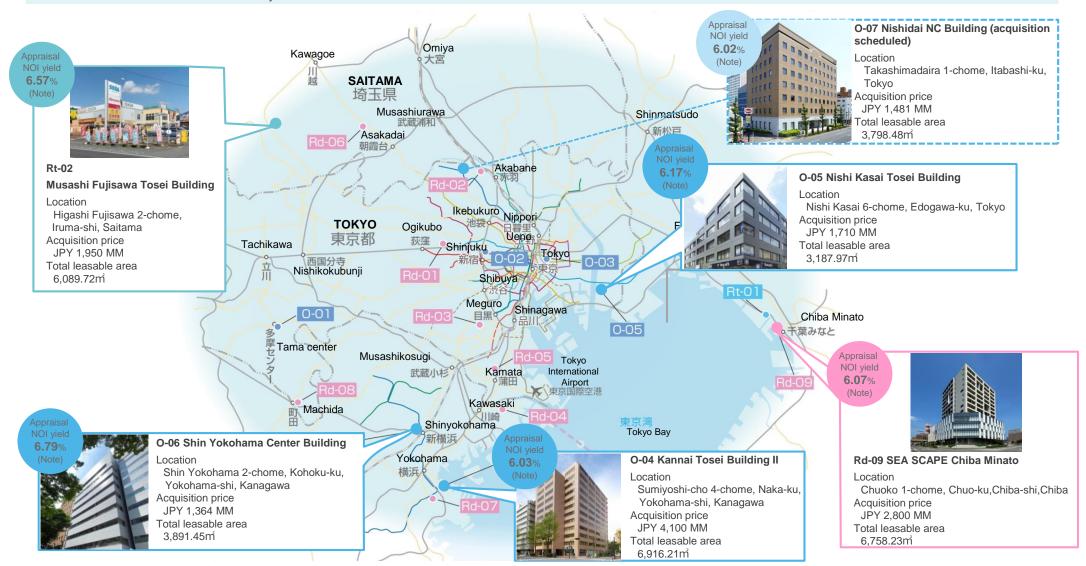
# 3rd Fiscal Period Operating Results



## Acquisition of New Properties (5 Properties/JPY 11.9 BN)



 Careful selection of properties in the Tokyo Metropolitan Area with expected high returns. The 5 properties acquired have an average appraisal NOI yield of 6.24% (6.18% yield for the 12 properties held as of the end of the 2nd Fiscal Period)

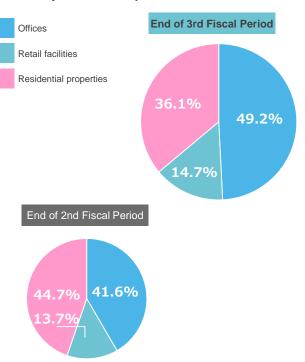


Note: "Appraisal NOI yield" for appraisal value of 3rd Fiscal Period acquisitions (using price as of April 30, 2016) is the NOI of each operating asset divided by the acquisition price, rounded to two decimal places. The figures are calculated by Tosei Asset Advisors, Inc. and are not published in a real estate appraisal report.

## Main Portfolio Indicators 1



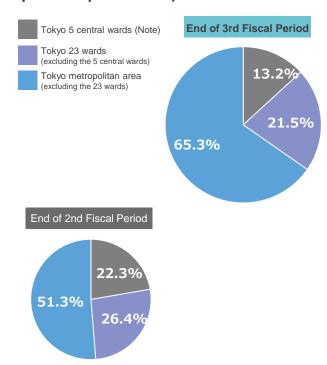
- Conducted strategic property acquisitions that maintain a focus on yield, and the percentage of the portfolio in the Tokyo Metropolitan Area increased
  - Portfolio Composition by Property Type (Acquisition price basis)



Average Appraisal NOI Yield by Property Type

	End of 2nd Fiscal Period	End of 3rd Fiscal Period
Offices	6.34%	6.29%
Retail facilities	6.38%	6.45%
Residential properties	5.98%	5.99%

Portfolio Composition by Area (Acquisition price basis)



### Average Appraisal NOI Yield by Area

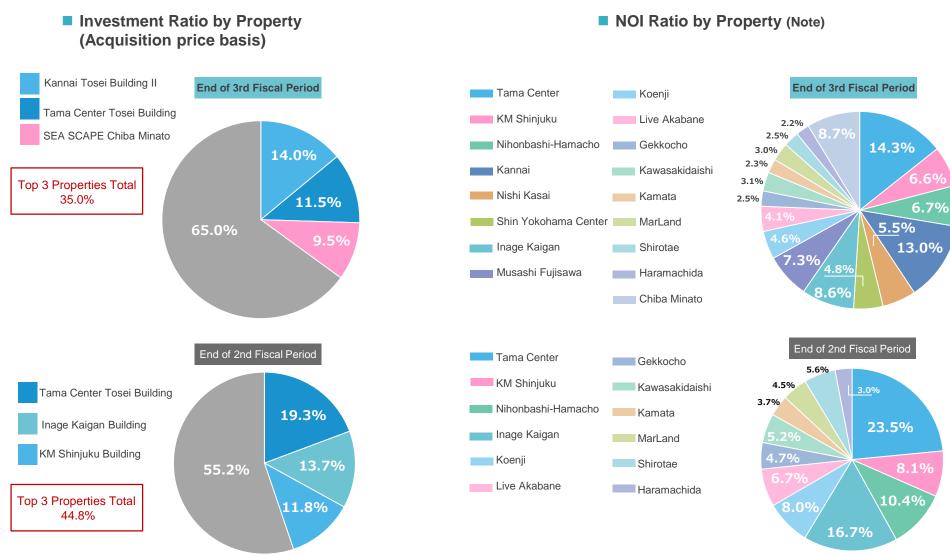
	End of 2nd Fiscal Period	End of 3rd Fiscal Period
Tokyo 5 central wards	5.85%	5.89%
Tokyo 23 wards	5.62%	5.74%
Tokyo metropolitan area	6.62%	6.42%

Note: "Tokyo 5 central wards" collectively refers to Chiyoda, Chuo, Minato, Shinjuku and Shibuya wards. The same applies hereinafter.

## Main Portfolio Indicators 2



- Diversification of portfolio risk (investment ratio, NOI ratio)
  - ~ Reduction of share in Tama Center Tosei Building



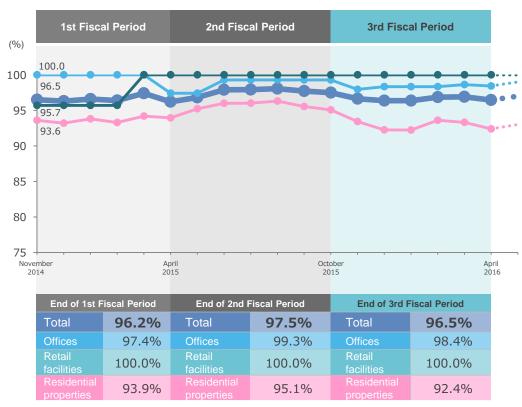
Note: Properties for "NOI Ratio by Property" are listed in the order of the property numbers on the Portfolio List on page 35 of these materials.

## Occupancy Rate



• The occupancy rate is generally firm at 96.5%. There are occupancy rate issues with some residential properties.

### Occupancy Rate



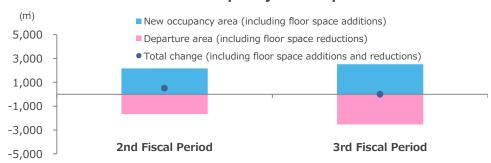
Note: Occupancy rate is the ratio of leased area to leasable area.

### ■ Main Changes in Occupancy Rate

<b>Property Name</b>	Occupancy Rate at End of 2nd Fiscal Period	Occupancy Rate at End of 3rd Fiscal Period	Change in Leased Area
Live Akabane	95.8%	100.0%	163.83m²
Abitato Kamata	92.6%	96.3%	65.49m²
KM Shinjuku Building	96.6%	100.0%	116.38m
Avenir Shirotae	97.9%	91.5%	-159.57m²
Gekkocho Apartment	87.7%	82.4%	-73.85m²
SEA SCAPE Chiba Minato	86.8% <sup>(Note)</sup>	86.4%	-25.95m²

Note: The occupancy rate for SEA SCAPE Chiba Minato is as of October 31, 2015, prior to acquisition.

#### ■ Status of Tenant New Occupancy and Departure

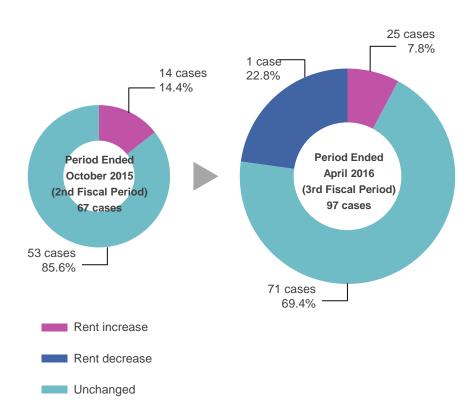


	2nd Fiscal Period	3rd Fiscal Period
New occupancy	+2,169.86m <sup>²</sup>	+2,521.28ml
Departure	-1,651.56m <sup>2</sup>	-2,532.11m <sup>2</sup>
Total	+518.3m <sup>2</sup>	-10.83m <sup>2</sup>

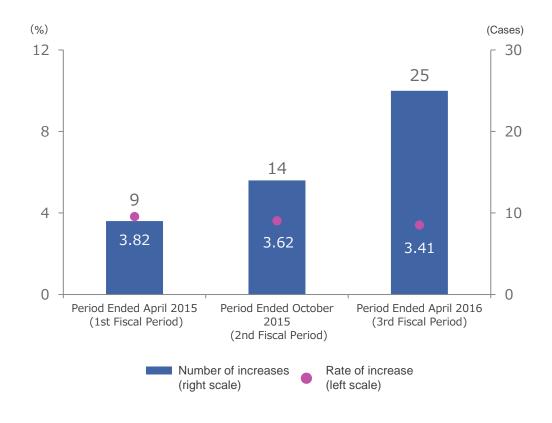
## Rent Revisions (Leased Area Basis, Number of Increases/Rate of Increase)



- In negotiations to increase rent, we were successful in 25 cases. However, a tenant accounting for 22.8% of leased area up for revision in 3rd Fiscal Period negotiated a rent decrease.
- We are pursing the upside in rent revisions, mainly at tenant replacement, backed by the rising rental market.
- Rent Revisions in 3rd Fiscal Period (Leased area basis)



### ■ Rent Increases (Number of Increases/Rate of Increase)



## Measures to Improve Profits and Their Effects



Deployment of measures to increase rents, raise the occupancy rate and reduce costs

### Measures to Increase Revenues

#### KM Shinjuku Building: Measures to Increase Rents





- Substantially improved rent conditions, which were at a low level, upon tenant replacement.
- Succeeded in finding new tenants with no downtime through early leasing of the portion scheduled for tenant replacement.
- Divided into sections to meet tenant needs. Also contributed to increase on a rental unit basis.

# **Measures to Strengthen Competitiveness of Properties in Order to Increase the Occupancy Rate**

- Adopted a special budget, mainly at residential properties MarLandFive and Abitato Kamata, to install air conditioning and furniture as a leasing promotion measure (February-March 2016).
- Constructed an OA floor at Kannai Tosei Building for a prospective occupant. The construction of the OA floor was the deciding factor in the tenant's choice to move in.
- Conducted appropriate measures to enhance property competitiveness in line with occupancy level, including campaigns for gifts of free rent and broker incentives.

### Kannai Tosei Building II: Measures to Increase Garage Rents



	Nov. 2015	April 2016
Parking spaces	56	52
Unit price per vehicle	32.5% ir	ncrease
Monthly rent	JPY 252,000 increase (23.0% increase)	

- Substantially improved revenues at this property from time of purchase (Nov. 2015) to April 2016. Revised unit price of parking spaces through negotiations with garage tenants, and ended some parking space leases.
- Offered the 4 parking spaces where the leases were cancelled for leasing as a set together with a rental office in the building, and approached businesses with company cars. Currently also leasing to internal and external tenants.

### Measures to Reduce Expenditures

Reduction in **Electricity Charges** 

Current charges	New charges (estimate)
JPY 83 MM	JPY 79 MM

 Following the liberalization of retail electricity sales, we concluded a electricity supply contract with a retailer for four office buildings and switched electric companies on April 1, 2016. As a result, we expect to save approximately 4.5%, or JPY 3.7 MM (pre-tax) on electricity charges annually.

## Status of Leasing at Priority Properties



 At properties where the occupancy rate is an issue, we have devised specific improvement measures, which are in progress

### **Avenir Shirotae**



End of 2nd Fiscal Period	End of 3rd Fiscal Period	Change in Occupancy Rate
97.9%	91.5%	-6.4%
Newly Occupied Area (A)	Vacated Area (B)	A — B
265.95m²	425.52m²	-159.57m <sup>2</sup>

- Although the occupancy rate fell to a low level of 87.2% as of March 31, 2016, it improved to 91.5% as of May 31, 2016. We are strengthening leasing for recovery in the occupancy rate.
- Conducting measures to reduce initial costs for prospective tenants (no key transfer charge, reduction in first month's rent equivalent to deposit paid to guaranty company, etc.)

### **Gekkocho Apartment**



End of 2nd Fiscal Period	End of 3rd Fiscal Period	Change in Occupancy Rate
87.7%	82.4%	-5.3%
Newly Occupied Area (A)	Vacated Area (B)	A — B
213.55m <sup>2</sup>	287.40m <sup>2</sup>	-73.85m <sup>2</sup>

- Occupancy rate at end of 2nd Fiscal Period (October 2015) was 87.7%, then recovered to 94.7% in January 2016 but fell to 82.4% at end of 3rd Fiscal Period (April 2016).
- Reasons for cancellations included children attending school, cramped space, etc.
- Conducting campaigns including adding incentives for brokers.
- Received applications for 2 of 3 open apartments in May, and occupancy rate recovered to 94.7% as of May 31.

### **SEA SCAPE Chiba Minato**



End of 2nd Fiscal Period (Note)	End of 3rd Fiscal Period	Change in Occupancy Rate
86.8%	86.4%	-0.4%
Newly Occupied Area (A)	Vacated Area (B)	A — B
354.48m <sup>2</sup>	426.09m <sup>2</sup>	-71.61m <sup>2</sup>

Note: The occupancy rate for SEA SCAPE Chiba Minato is as of October 31, 2015, prior to acquisition.

- Eight leases (84.60 *tsubo*) cancelled in April 2016, and the occupancy rate fell to 86.4% as of April 30.
- The residential portion of this property continues to maintain more than 90% occupancy, but the immediate issue is improving the occupancy rate in the retail/office section.
- Divided a 67.3 tsubo office into 6 sections, leased 2 and found prospective tenants for another 2. Also received 3 retail/office section applications as of May 31, 2016.
- Focusing on finding tenants by cooperating with the local government and promoting the features of the high-spec offices.

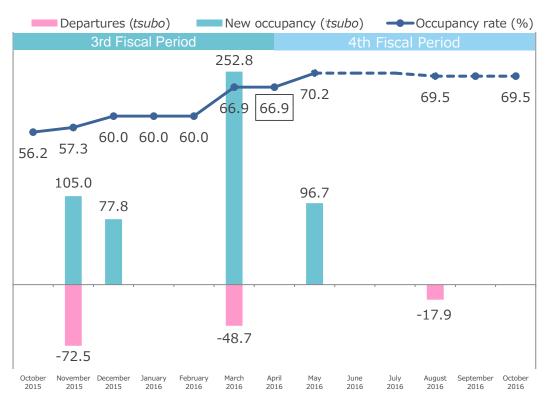
## Leasing Status/Master Lease of Tama Center Tosei Building



- Occupancy rate improved from 56.2% at end of 2nd Fiscal Period to 66.9% at end of 3rd Fiscal Period (70.2% in May)
  - Entered into contracts with 5 companies for 435.6 tsubo in 3rd Fiscal Period by conducting various leasing measures (strengthened sales organization, expanded sales area, offered layouts to meet needs, etc.)
  - Entered into contracts with 2 companies for 96.7 tsubo in May; including notification of cancellations in August, occupancy rate is expected to be 69.5% at end of 4th Fiscal Period.
  - Concluding contracts by understanding and offering a detailed response to needs for setting up a business base in the Tama area
    - Auto sales (office), publisher (office), precision equipment maintenance (head office), financial (office), etc.

- Agreement to renew fixed-rent master lease with sponsor whose term ends in November 2016 for 4 years with rent revisions
  - Despite obtaining contracts for approx. 835 tsubo (equivalent to 27.8% of leasable area) since acquisition, decided that a certain amount of time for leasing activity is necessary to cover the impact of the departure of a major tenant, etc., and improve the occupancy rate.
  - Despite aiming to find new tenants quickly, renewed for a 4-year term to ensure stable cash flow.
  - Reduced master lease rent by approx. 5.1% after revision as a result of negotiations with the sponsor; confirmed that the property will continue to contribute to Tosei Reit's revenues, with an expected high-level 6.00% (estimated) NOI yield after depreciation.
  - Introduced an arrangement to trigger additional rent if the sponsor secures earnings on a cumulative basis from quickly finding new tenants.

### Occupancy Rate



### Property Earnings Performance and Forecast (Actual Basis)

Fiscal Period	1st Fiscal	2nd Fiscal	3rd Fiscal	Total of 2nd	Assumed
i iscai Fei iou	Period	Period	Period	and 3rd	annual NOI*
Days	154	184	182	Fiscal Periods	after ML
Rental business revenue	168	203	201	403	385
Rental business expenses (MM	46	77	74.5	151	150
NOI (MM	122	126	126	252	233
NOI yield (Annual) %	8.55%	7.39%	7.52%	7.47%	6.91%
NOI yield after depreciation %	7.37%	6.39%	6.56%	6.49%	6.00%

<sup>\*</sup> Assumed Annual NOI: Calculated using revised property manager remuneration and other expenses after reduction of master lease rent

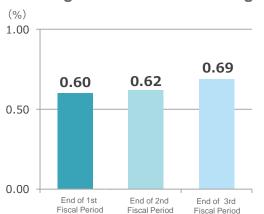
## Financing Data



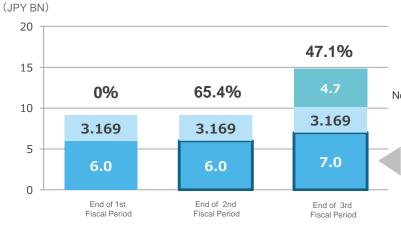
- Borrowed JPY 5.7 BN (including JPY 0.2 BN in short-term borrowings) for property acquisitions in 3rd Fiscal Period. Long-term borrowings were JPY 1.0 BN (7 years), JPY 1.0 BN (6 years), JPY 1.5 BN (5 years) and JPY 2.0 BN (3.5 years), with the intention of diversifying and lengthening terms.
- Took a wait-and-see attitude to switching to fixed interest rates through interest rate swaps based on negative interest rates and other factors in the financing environment.
- LTV at end of 3rd Fiscal Period was 44.1%, securing an appropriate level based on our operating policies.

	Period Ended October 31, 2015 (2nd Fiscal Period) (A)	Period Ended April 30, 2016 (3rd Fiscal Period) (B)	Rate of Change or Difference (B)-(A)
Interest-bearing debt	JPY 9,169 MM	JPY 14,869 MM	JPY 5,700 MM
Average loan interest rate	0.62%	0.69%	0.07%
Ratio of fixed rates	65.4%	47.1%	-18.3%
Ratio of long-term borrowings	100.0%	98.7%	-1.3%
Average remaining maturity	2.4 years	2.8 years	0.4 years
LTV	45.9%	44.1%	-1.8%

#### Average Interest on Borrowings



### Ratio of Fixed-Interest Borrowings



Note: JPN 4.7 BN at left includes JPN 0.2 BN in short-term borrowings. The repayment date of JPY 3.169 BN is November 2016, making it effectively short-term borrowings.

**Fixed interest** 

# **Future Initiatives**



## **Expanding Investment Targets and External Growth Target**



- Scheduled addition of hotels as investment targets (change in Articles of Incorporation at Unitholders' Meeting to be held in July)
- Expand scale of assets using sponsor pipeline



### Investment Targets

Property Type	Size	Target	Yield
Offices	Floor area of over 1,000m	Small-and medium-sized office buildings not exposed to excessive buying competition, located as focal points of the neighborhood, instead of in limited, high-demand commercial areas	
Retail facilities	Floor area of over 1,000㎡	Urban retail facilities located in smaller commercial districts that are highly visible and attract traffic because of their location close to a major station and busy entertainment districts	NOI after depreciation from the mid to latter half of 4%
Residential properties	Over 20m floor area per unit	Small-and medium-sized residential properties in heavily populated suburbs and marginal areas with comparatively easy access to downtown Tokyo	

Use sponsor pipeline
Enhance our own acquisition channels
Increase investment opportunities with the addition of hotels

Investment in hotels

## Sponsor Support 1 (New Property)



- Plan to acquire new property (Nishidai NC Building) under favorable conditions. Appraisal NOI yield is 6.02%.
- Average appraisal NOI yield of the portfolio including this property will be 6.19%, maintaining a high level.











Overview of Property (Nishidai NC Building)

Date of sale contract:
June 15, 2016

Scheduled acquisition date: August 31, 2016

Seller: Tosei Corporation

Scheduled acquisition price: JPY 1,481 MM

Appraised value: JPY 1,580 MM

Appraisal NOI yield: 6.02%

Estimated NOI:
JPY 93 MM/year

Address	83-1, Takashimadaira 1-chome, Itabashi-ku, Tokyo	
Property type	Office	
Site area	1,394.73m	
Total Leasable area	3,798.48m <sup>d</sup>	
Construction/Floors	S, SRC, flat roof, B1/7F	
Completion of construction	March 1992	

## Sponsor Support ② (Properties with Preferential Negotiating Rights)



- Obtained preferential negotiating rights for 2 office properties on June 15, 2016
- Declined a portion of preferential negotiating rights obtained from sponsor as of December 17,
   2015
- Currently, we have preferential negotiating rights for a total of 4 properties



Property name	JPT Motomachi Building
Address	Yamashita-cho, Naka-ku, Yokohama-shi, Kanagawa
Property type	Office
Site area	1,130.08ന്
Floor space	7,924.98m
Construction/ Floors	S, SRC, RC, flat roof, B2/8F
Completion of construction	October 1991



Property name	T's garden Shinkoiwa	
Address	Nishi-shinkoiwa, Katsushika-ku, Tokyo	
Property type	Residential	
Site area	488.61m <sup>2</sup>	
Floor space	1,976.9m <sup>2</sup>	
Construction/ Floors	SRC, flat roof, 10F	
Completion of construction	March 1998	



Property name	Hakusan Asanomi Building	
Address	Hakusan, Bunkyo-ku, Tokyo	
Property type	Office	
Site area	473.72m <sup>2</sup>	
Floor space	2,367.80m²	
Construction/ Floors	S, SRC, flat roof, B1/10F	
Completion of construction	July 1993	



Property name	T's garden Nichi-hachioji EAST	
Address	Daimachi, Hachioji-shi, Tokyo	
Property type	Residential	
Site area	1,886.27m	
Floor space	1,997.62m <sup>2</sup> 742.50m <sup>2</sup>	
Construction/ Floors	RC, flat roof, 6F RC, flat roof, 5F	
Completion of construction	March 1994	

## Overview of Sponsor Support in the 4th Fiscal Period



- Prompt agreement to renew fixed-rent master lease for Tama Center due to sponsor support in 4th Fiscal Period
- Nishidai NC Building acquisition in August, 2016 will cover the impact of the above rent reduction on cash distributions

### Tama Center Tosei Building

Agreement to renew master lease (4-year term, 5.1% decrease in rent)

- Agreement to renew
- × Decrease in master lease rent
- △ 4-year contract term

### Nishidai NC Building

Support for acquisition in 4th Fiscal Period (Appraisal NOI yield 6.02%)

- External growth
- Rent revenues

**Preferential Negotiating Rights** 

Newly offered for 2 properties (Total of 4 properties)

External growth

Cash distribution (excluding extraordinary expenses): Decrease of approx. JPY 55

External growth: JPY 1.48 BN
Cash distribution
(excluding extraordinary expenses):
Increase of approx. JPY 165\*

\* Estimate taking account of interest rates/expenses

External growth: To JPY 50.0 BN scale (Medium-term target)

### Measures for Internal Growth

occupancy rate on an end tenant basis



- Devise and steadily implement measures to increase earning capacity of properties
- Contribute to increasing unitholder value by achieving internal growth

### Measures to increase earning efficiency Detailed leasing activities Flexible response to prospective tenant needs Thoroughly manage lease renewal deadlines at residential properties Maintain/increase occupancy rate Gain an early understanding of risk of tenant departure at renewal time Shorten vacancy periods Reduce management costs Improve profitability Consider measures to reduce water, light and heating charges Measures to maximize earning capacity Rent negotiations Pursue upside in rent revisions at tenant replacement, mainly for office and retail tenants Maximize NOI Bring out the potential of properties with Display latent earning capacity renovations of properties Consider costs vs. benefits to effectively deploy renovation expenses Tama Center Tosei Building Enjoy upside at end of master lease term Cooperate with sponsor to increase

### **Expected Results**

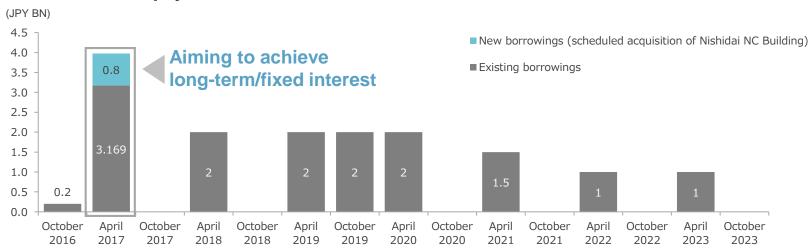
- Maintain a high occupancy rate on a portfolio basis
- Achieve highly efficient asset management to further increase renewal rate
- Aim to further increase unitholder value by maintaining/increasing portfolio quality
- Strengthen earning capacity and pursue greater profit on an individual property basis

## Financial Strategy

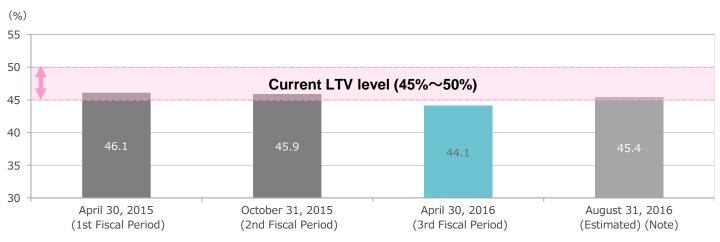


- Fix interest rates and reduce financing costs when acquiring properties with borrowings or refinancing
- Policy of maintaining LTV level between 45~50%

### Diversified Repayment Dates



#### LTV



Note: Estimated LTV for August 31, 2016 is calculated as [Total borrowings/ (Total assets at end of 3rd Fiscal Period + Planned acquisition price (Nishidai NC Building) - Cash in hand)].

# **APPENDIX**



## **Income Statements**



	(JP:	
	Period Ended October 31, 2015 (2nd Fiscal Period)	Period Ended April 30, 2016 (3rd Fiscal Period)
Operating revenue		
Rent revenue – real estate	716,173	1,139,845
Other lease business revenue	82,316	105,772
Total operating revenue	798,490	1,245,618
Operating expenses		
Expenses related to rent business	355,355	522,192
Asset management fee	45,230	66,000
Asset custody fee	1,044	1,049
Administrative service fees	6,170	9,383
Directors' compensations	3,900	3,900
Other operating expenses	44,454	29,532
Total operating expenses	456,155	632,059
Operating income	342,334	613,559
Non-operating income		
Interest income	176	295
Miscellaneous income	554	54
Total non-operating income	730	349
Non-operating expenses		
Interest expenses	28,159	51,548
Deferred organization expenses	27,353	40,447
Investment unit issuance expenses	55,513	96,330
Ordinary income	287,552	517,578
Income before income taxes	287,552	517,578
Income taxes - current	889	960
Income taxes - deferred	4	(3)
Total income taxes	894	957
Net income	286,657	516,621
Retained earnings at the beginning of period	37	39
Unappropriated retained earnings (undisposed loss)	286,695	516,660

## **Balance Sheets**



	As of October 31, 2015 (2nd Fiscal Period)	As of April 30, 2016 (3rd Fiscal Period)
Assets		
Current assets		
Cash and deposits	1,084,031	1,427,661
Cash and deposits in trust	1,282,488	2,338,098
Operating accounts receivable	2,989	3,334
Prepaid expenses	51,453	81,294
Deferred tax assets	13	16
Consumption taxes receivable	-	251,596
Total current assets	2,420,976	4,102,003
Non-current assets		
[ Property, plant and equipment ]	[17,495,938]	[29,416,703]
Buildings in trust	5,455,102	9,212,530
Accumulated depreciation	(161,002)	(302,064)
Buildings in trust, net	5,294,099	8,910,465
Structures in trust	84,104	116,282
Accumulated depreciation	(4,968)	(9,784)
Structures in trust, net	79,135	106,497
Machinery and equipment in trust	151,049	243,783
Accumulated depreciation	(11,720)	(21,141)
Machinery and equipment in trust, net	139,328	222,641
Tools, furniture and fixtures in trust	60,006	91,358
Accumulated depreciation	(4,473)	(8,432)
Tools, furniture and fixtures in trust, net	55,532	82,926
Land in trust	11,927,842	20,092,132
[ Investments and other assets ]	[79,120]	[154,967]
Long-term prepaid expenses	69,120	144,967
Lease and guarantee deposits	10,000	10,000
Total non-current assets	17,575,059	29,571,671
Total Assets	19,996,035	33,695,348

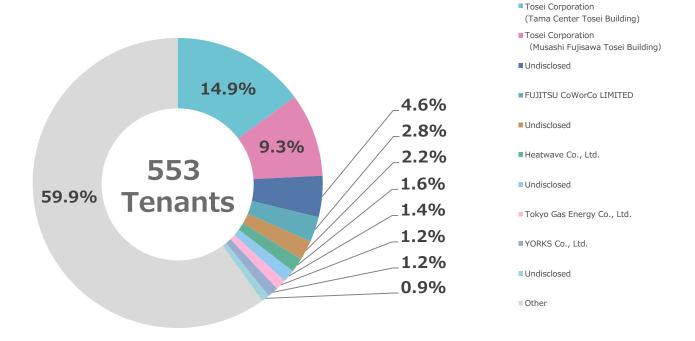
		(JPY K)
	As of October 31, 2015 (2nd Fiscal Period)	As of April 30, 2016 (3rd Fiscal Period)
Liabilities		
Current liabilities		
Operating accounts payable	48,726	48,739
Short-term borrowings	-	200,000
Long-term loans due within one year	-	3,169,000
Accounts payable - other	47,596	58,012
Income taxes payable	853	915
Consumption taxes payable	22,887	-
Advances received	124,954	217,519
Other	1,117	42,529
Total current liabilities	246,135	3,736,715
Non-current liabilities		
Long-term loans payable	9,169,000	11,500,000
Tenant leasehold and security deposits in trust	768,767	1,420,650
Other	10,172	31,306
Total non-current liabilities	9,947,940	12,951,956
Total liabilities	10,194,075	16,688,672
	As of October 31, 2015 (2nd Fiscal Period)	As of April 30, 2016 (3rd Fiscal Period)
Net assets		
Unitholders' equity		
Unitholders' capital	9,525,436	16,521,321
Surplus	286,695	516,660
Unappropriated retained earnings (undisposed loss)	286,695	516,660
Total unitholders' equity	9,812,132	17,037,982
Valuation and translation adjustments		
Deferred gains (losses) on hedges	(10,172)	(31,306)
Total valuation and translation adjustments	(10,172)	(31,306)
Total net assets	9,801,960	17,006,676
Total liabilities and net assets	19,996,035	33,695,348

## **Distribution of Tenants**



### ■ Top 10 Tenants (leased floor area)

	Name	Leased Area (m²)	Tenanted Property	%
1	Tosei Corporation	9,737.49	Tama Center Tosei Building	14.9%
2	Tosei Corporation	6,089.72	Musashi Fujisawa Tosei Building	9.3%
3	Undisclosed	2,989.01	Inage Kaigan Building	4.6%
4	FUJITSU CoWorCo LIMITED	1,822.20	Shin Yokohama Center Building	2.8%
5	Undisclosed	1,420.46	Undisclosed	2.2%
6	Heatwave Co., Ltd.	1,032.11	KM Shinjuku Building	1.6%
7	Undisclosed	926.41	Nishi Kasai Tosei Building	1.4%
0	Tokyo Gas Energy Co., Ltd.	756.21	Nihonbashi- Hamacho Building	1.2%
8	YORKS Co., Ltd.	755.29	Nihonbashi- Hamacho Building	1.2%
10	Undisclosed	577.59	Kannai Tosei Building II	0.9%



## Appraisal Value at the End of 3rd Fiscal Period



### Status at the End of 3rd Fiscal Period

Appraisal value Total book value Unrealized gains JPY 32,218 MM JPY 29,416 MM JPY 2,802 MM

### Appraisal Value by Property

(JPY MM)

Property Name	Acquisition Price	Book Value at End of 3rd Fiscal Period
O-01 Tama Center Tosei Building	3,370	3,346
O-02 KM Shinjuku Building	2,057	2,046
O-03 Nihonbashi-Hamacho Building	1,830	1,827
O-04 Kannai Tosei Building II	4,100	4,107
O-05 Nishi Kasai Tosei Building	1,710	1,715
O-06 Shin Yokohama Center Building	1,364	1,389
Offices subtotal	14,431	14,433
Rt-01 Inage Kaigan Building	2,380	2,357
Rt-02 Musashi Fujisawa Tosei Building	1,950	1,957
Retail facilities subtotal	4,330	4,314
Rd-01 T's garden Koenji	1,544	1,550
Rd-02 Live Akabane	1,227	1,230
Rd-03 Gekkocho Apartment	1,000	1,006
Rd-04 T's garden Kawasakidaishi	980	983
Rd-05 Abitato Kamata	836	845
Rd-06 MarLandFive	830	833
Rd-07 Avenir Shirotae	780	782
Rd-08 Dormitory Haramachida	600	606
Rd-09 SEA SCAPE Chiba Minato	2,800	2,828
Residential properties subtotal	10,597	10,668
Total	29,358	29,416

Period Ended October 31, 2015 (2nd Fiscal Period) (A)					
Appraisal Value at End of Period	Unrealized Gains (Book Value Basis)				
3,410	48				
2,270	214				
1,990	156				
4,380 <sub>(Note)</sub>	-				
1,860 <sub>(Note)</sub>	-				
1,550 <sub>(Note)</sub>	-				
15,460	419				
2,490	112				
2,060 <sub>(Note)</sub>	-				
4,550	112				
1,820	264				
1,380	145				
1,090	80				
1,050	61				
898	51				
864	25				
864	76				
647	41				
3,010 (Note)	-				
11,623	744				
31,633	1,277				

Period Ended (3rd Fiscal	April 30, 2016 Period) (B)		Diffe (B)	rence -(A)
Appraisal Value at End of Period	Unrealized Gains (Book Value Basis)		Appraisal Value at End of Period	Unrealized Gains (Book Value Basis)
3,430	83		80	35
2,370	323		100	108
2,030	202		40	46
4,540	432		160	-
1,880	164		20	-
1,570	180		20	-
15,820	1,384		420	189
2,530	172		40	59
2,090	132		30	-
4,620	304		70	59
1,860	309		40	45
1,400	169		20	24
1,100	93		10	13
1,080	96		30	35
900	54		2	3
866	32		2	6
874	91		10	15
658	51		11	10
3,040	211		30	-
11,778	1,106		155	151
32,218	2,802		645	459
		t !!		

# Earnings Performance of Properties 1



Property Name	O-01 Tama Center Tosei Building	O-02 KM Shinjuku Building	O-03 Nihonbashi-Hamacho Building	O-04 Kannai Tosei Building II	O-05 Nishi Kasai Tosei Building	O-06 Shin Yokohama Center Building
Rental and other operating revenue ①	200,803	86,974	88,524	154,555	61,980	59,448
Rent revenue	176,836	78,588	76,489	143,841	56,629	56,155
Other operating revenue	23,966	8,386	12,035	10,714	5,351	3,293
Property-related expenses ②	74,490	28,963	28,950	39,483	13,040	17,398
Property management fees	24,325	6,624	7,659	16,450	5,974	7,055
Trust fees	300	300	300	274	274	274
Utilities expenses	26,655	8,565	10,861	11,871	5,433	4,282
Insurance premiums	564	183	178	307	134	192
Repair and maintenance expenses	3,631	223	649	1,205	142	598
Property taxes	18,151	9,900	7,890	6,509	0	3,522
Other expenses	862	3,166	1,411	2,863	1,081	1,472
NOI 3 (1-2)	126,312	58,010	59,573	115,071	48,940	42,050
Depreciation ④	16,022	8,976	9,740	20,337	7,199	7,030
Rental operating income ⑤ (③-④)	110,290	49,034	49,833	94,734	41,741	35,020
Capital expenditures ⑥	628	0	1,675	641	0	20,187
NCF ⑦ (③-⑥)	125,684	58,010	57,898	114,430	48,940	21,863

# Earnings Performance of Properties 2



Property Name   Inage Kalgan Building   Musashi Fujisawa Tosei Building   Property Ro-0   Live Akabane   Gekkocho Apartment   Rewasakid   Rental and other operating   125,793   65,909   52,182   50,522   31,877   34,7							(JPY K
Rent revenue         125,733         65,909         50,487         48,739         30,551         34,1           Other operating revenue         22,793         0         1,694         1,782         1,326         6           Property-related expenses         2         49,638         1,369         11,357         13,934         9,372         7,4           Property management fees         8,116         984         3,878         4,851         2,845         2,2           Trust fees         300         274         300         300         300         3           Utilities expenses         25,607         0         406         736         394         1           Insurance premiums         290         99         74         136         56         6           Repair and maintenance expenses         2,894         0         1,987         2,783         1,309         1,6           Property taxes         11,753         0         2,611         3,337         2,122         2,0           Other expenses         675         11         2,099         1,789         2,342         9           NOI ⑤ (⑤-2)         76,154         64,540         40,824         36,587         22,504 </th <th>Property Name</th> <th></th> <th>Musashi Fujisawa</th> <th></th> <th></th> <th></th> <th>Rd-04 T's garden Kawasakidaishi</th>	Property Name		Musashi Fujisawa				Rd-04 T's garden Kawasakidaishi
Other operating revenue         22,793         0         1,694         1,782         1,326         6           Property-related expenses         2         49,638         1,369         11,357         13,934         9,372         7,4           Property management fees         8,116         984         3,878         4,851         2,845         2,2           Trust fees         300         274         300         300         300         30         3           Utilities expenses         25,607         0         406         736         394         1           Insurance premiums         290         99         74         136         56         6           Repair and maintenance expenses         2,894         0         1,987         2,783         1,309         1,6           Property taxes         11,753         0         2,611         3,337         2,122         2,0           Other expenses         675         11         2,099         1,789         2,342         9           NOI ③ (④-②)         76,154         64,540         40,824         36,587         22,504         27,3           Depreciation ④         19,966         9,167         5,765         4,205		125,793	65,909	52,182	50,522	31,877	34,781
Property-related expenses ②       49,638       1,369       11,357       13,934       9,372       7,4         Property management fees       8,116       984       3,878       4,851       2,845       2,2         Trust fees       300       274       300       300       300       300       3         Utilities expenses       25,607       0       406       736       394       1.         Insurance premiums       290       99       74       136       56       56         Repair and maintenance expenses       2,894       0       1,987       2,783       1,309       1,6         Property taxes       11,753       0       2,611       3,337       2,122       2,0         Other expenses       675       11       2,099       1,789       2,342       9         NOI ③ (①→②)       76,154       64,540       40,824       36,587       22,504       27,3         Depreciation ③       19,966       9,167       5,765       4,205       3,302       5,2         Rental operating income ⑤       56,188       55,372       35,058       32,382       19,201       22,1	Rent revenue	102,999	65,909	50,487	48,739	30,551	34,150
Property management fees         8,116         984         3,878         4,851         2,845         2,2           Trust fees         300         274         300         300         300         3           Utilities expenses         25,607         0         406         736         394         1           Insurance premiums         290         99         74         136         56         6           Repair and maintenance expenses         2,894         0         1,987         2,783         1,309         1,6           Property taxes         11,753         0         2,611         3,337         2,122         2,0           Other expenses         675         11         2,099         1,789         2,342         9           NOI ③ (①-②)         76,154         64,540         40,824         36,587         22,504         27,3           Depreciation ④         19,966         9,167         5,765         4,205         3,302         5,2           Rental operating income ⑤         56,188         55,372         35,058         32,382         19,201         22,11	Other operating revenue	22,793	0	1,694	1,782	1,326	631
Trust fees         300         274         300         300         300         3           Utilities expenses         25,607         0         406         736         394         1           Insurance premiums         290         99         74         136         56         6           Repair and maintenance expenses         2,894         0         1,987         2,783         1,309         1,6           Property taxes         11,753         0         2,611         3,337         2,122         2,0           Other expenses         675         11         2,099         1,789         2,342         9           NOI ③ (①-②)         76,154         64,540         40,824         36,587         22,504         27,3           Depreciation ④         19,966         9,167         5,765         4,205         3,302         5,2           Rental operating income ⑤         56,188         55,372         35,058         32,382         19,201         22,1	Property-related expenses ②	49,638	1,369	11,357	13,934	9,372	7,432
Utilities expenses         25,607         0         406         736         394         1           Insurance premiums         290         99         74         136         56         6           Repair and maintenance expenses         2,894         0         1,987         2,783         1,309         1,6           Property taxes         11,753         0         2,611         3,337         2,122         2,0           Other expenses         675         11         2,099         1,789         2,342         9           NOI ③ (①-②)         76,154         64,540         40,824         36,587         22,504         27,3           Depreciation ④         19,966         9,167         5,765         4,205         3,302         5,2           Rental operating income ⑤         56,188         55,372         35,058         32,382         19,201         22,1	Property management fees	8,116	984	3,878	4,851	2,845	2,229
Insurance premiums 290 99 74 136 56 Repair and maintenance 2,894 0 1,987 2,783 1,309 1,6 Property taxes 11,753 0 2,611 3,337 2,122 2,0 Other expenses 675 11 2,099 1,789 2,342 9 NOI ③ (①-②) 76,154 64,540 40,824 36,587 22,504 27,3 Depreciation ④ 19,966 9,167 5,765 4,205 3,302 5,2 Rental operating income ⑤ 56,188 55,372 35,058 32,382 19,201 22,11	Trust fees	300	274	300	300	300	300
Repair and maintenance expenses       2,894       0       1,987       2,783       1,309       1,6         Property taxes       11,753       0       2,611       3,337       2,122       2,0         Other expenses       675       11       2,099       1,789       2,342       9         NOI ③ (①-②)       76,154       64,540       40,824       36,587       22,504       27,3         Depreciation ④       19,966       9,167       5,765       4,205       3,302       5,2         Rental operating income ⑤       56,188       55,372       35,058       32,382       19,201       22,10	Utilities expenses	25,607	0	406	736	394	182
expenses       2,894       0       1,987       2,783       1,309       1,60         Property taxes       11,753       0       2,611       3,337       2,122       2,0         Other expenses       675       11       2,099       1,789       2,342       9         NOI ③ (③-②)       76,154       64,540       40,824       36,587       22,504       27,3         Depreciation ④       19,966       9,167       5,765       4,205       3,302       5,2         Rental operating income ⑤       56,188       55,372       35,058       32,382       19,201       22,11	Insurance premiums	290	99	74	136	56	66
Other expenses       675       11       2,099       1,789       2,342       9         NOI ③ (①-②)       76,154       64,540       40,824       36,587       22,504       27,3         Depreciation ④       19,966       9,167       5,765       4,205       3,302       5,2         Rental operating income ⑤       56,188       55,372       35,058       32,382       19,201       22,13		2,894	0	1,987	2,783	1,309	1,607
NOI ③ (①-②)       76,154       64,540       40,824       36,587       22,504       27,3         Depreciation ④       19,966       9,167       5,765       4,205       3,302       5,2         Rental operating income ⑤       56,188       55,372       35,058       32,382       19,201       22,13	Property taxes	11,753	0	2,611	3,337	2,122	2,071
Depreciation ④     19,966     9,167     5,765     4,205     3,302     5,2       Rental operating income ⑤     56,188     55,372     35,058     32,382     19,201     22,13	Other expenses	675	11	2,099	1,789	2,342	975
Rental operating income ⑤ 56,188 55,372 35,058 32,382 19,201 22,13	NOI 3 (1)-2)	76,154	64,540	40,824	36,587	22,504	27,349
(③-④) 50,188 55,372 35,058 32,382 19,201 22,15	Depreciation ④	19,966	9,167	5,765	4,205	3,302	5,218
Capital expenditures (6) 590 0 387 156 164		56,188	55,372	35,058	32,382	19,201	22,130
	Capital expenditures ⑥	590	0	387	156	164	0
NCF ⑦ (③-⑥) 75,564 64,540 40,437 36,431 22,340 27,3-6	NCF ⑦ (③-⑥)	75,564	64,540	40,437	36,431	22,340	27,349

# Earnings Performance of Properties ③



Property Name         Rd-05 Abitato Kamata         Rd-06 MarLandFive         Rd-07 Avenir Shirotae         Rd-08 Dormitory Haramachida           Rental and other operating revenue ①         26,954         37,482         35,368         30,456           Rent revenue         26,212         35,191         33,541         28,702           Other operating revenue         742         2,290         1,827         1,753           Property-related expenses ②         6,777         10,990         13,404         11,306           Property management fees         2,258         3,559         2,766         2,638           Trust fees         300         300         300         300	Rd-09
Rent revenue       26,212       35,402       30,430         Other operating revenue       742       2,290       1,827       1,753         Property-related expenses ②       6,777       10,990       13,404       11,306         Property management fees       2,258       3,559       2,766       2,638	SEA SCAPE Chiba Minato
Other operating revenue         742         2,290         1,827         1,753           Property-related expenses ②         6,777         10,990         13,404         11,306           Property management fees         2,258         3,559         2,766         2,638	102,002
Property-related expenses ②         6,777         10,990         13,404         11,306           Property management fees         2,258         3,559         2,766         2,638	94,820
Property management fees 2,258 3,559 2,766 2,638	7,182
	25,023
Trust fees 300 300 300 300	9,010
	274
Utilities expenses         570         2,598         741         847	5,383
Insurance premiums 61 100 85 80	270
Repair and maintenance expenses 950 1,433 5,383 3,380	2,873
Property taxes 1,545 2,592 2,067 2,458	4,742
Other expenses 1,089 406 2,060 1,600	2,468
NOI ③ (①-②) 20,177 26,492 21,964 19,149	76,978
Depreciation ④ 3,164 4,803 6,253 4,543	23,561
Rental operating income ⑤ 17,012 21,689 15,711 14,606	53,417
Capital expenditures ⑥         1,798         0         678         5,266	0
NCF ⑦ (③-⑥) 18,378 26,492 21,286 13,883	76,978

## Portfolio List



Property No.	Acquired during 3rd Fiscal Period	Property Name	Age of Building (Years)	Address	Acquisition Price (JPY MM)	Investment Ratio (%)	Appraisal Value (JPY MM)	Appraisal NOI Yield (%)	Total Leasable Area (㎡)	Occupancy Rate (%)	PML (%)
O-01		Tama Center Tosei Building	26.8	Tama-shi, Tokyo	3,370	11.5	3,430	6.91	9,737.49	100.0 (66.9)	4.36
O-02		KM Shinjuku Building	24.6	Shinjuku-ku, Tokyo	2,057	7.0	2,370	5.73	3,403.95	100.0	5.52
O-03		Nihonbashi-Hamacho Building	25.5	Chuo-ku, Tokyo	1,830	6.2	2,030	6.08	3,334.40	100.0	6.11
O-04	•	Kannai Tosei Building II	32.2	Yokohama-shi, Kanagawa	4,100	14.0	4,540	6.03	6,917.45	97.4	11.54
O-05	•	Nishi Kasai Tosei Building	22.2	Edogawa-ku, Tokyo	1,710	5.8	1,880	6.17	3,187.97	100.0	3.84
O-06	•	Shin Yokohama Center Building	25.4	Yokohama-shi, Kanagawa	1,364	4.6	1,570	6.79	3,888.28	92.3	6.47
Offices su	ıbtotal		_	_	14,431	49.2	15,820	6.29	30,469.54	98.4	_
Rt-01		Inage Kaigan Building	23.4	Chiba-shi, Chiba	2,380	8.1	2,530	6.35	5,890.92	100.0	6.49
Rt-02	•	Musashi Fujisawa Tosei Building	18.7	Iruma-shi, Saitama	1,950	6.6	2,090	6.57	6,089.72	100.0 (100.0)	5.85
Retail faci	Retail facilities subtotal		_	_	4,330	14.7	4,620	6.45	11,980.64	100.0	_
Offices/Retail facilities subtotal		_	_	18,761	63.9	20,440	6.33	42,450.18	98.9	_	
Rd-01		T's garden Koenji	5.3	Suginami-ku, Tokyo	1,544	5.3	1,860	5.35	2,169.38	95.6	7.91
Rd-02		Live Akabane	27.1	Kita-ku, Tokyo	1,227	4.2	1,400	6.22	3,876.34	100.0	7.45
Rd-03		Gekkocho Apartment	8.1	Meguro-ku, Tokyo	1,000	3.4	1,100	5.15	1,392.13	82.4	8.98
Rd-04		T's garden Kawasakidaishi	7.3	Kawasaki-shi, Kanagawa	980	3.3	1,080	5.84	2,067.77	98.6	7.38
Rd-05		Abitato Kamata	24.9	Ota-ku, Tokyo	836	2.8	900	5.62	1,768.23	96.3	7.82
Rd-06		MarLandFive	26.0	Fujimi-shi, Saitama	830	2.8	866	6.93	2,727.21	90.5	4.00
Rd-07		Avenir Shirotae	21.2	Yokohama-shi, Kanagawa	780	2.7	874	6.67	2,499.93	91.5	7.57
Rd-08		Dormitory Haramachida	23.8	Machida-shi, Tokyo	600	2.0	658	6.71	1,866.90	95.5	5.29
Rd-09	•	SEA SCAPE Chiba Minato	8.1	Chiba-shi, Chiba	2,800	9.5	3,040	6.07	6,758.52	86.4	7.30
Residenti	al propert	ies subtotal	_	_	10,597	36.1	11,778	5.99	25,126.41	92.4	_
Total/Ave	rage		21.7	_	29,358	100.0	32,218	6.20	67,576.59	96.5	3.71

Note: "Occupancy Rate" figures in parentheses are the percentage of total area for which leases have been concluded between the master lease company and the end tenants, and are actually being rented.

# List of Properties ①



Property Name	O-01 Tama Center Tosei Building	O-02 KM Shinjuku Building	O-03 Nihonbashi-Hamacho Building
			資都高での 抗管なら GBRは
Address	Ochiai, Tama-shi, Tokyo	Kabuki-cho, Shinjuku-ku, Tokyo	Nihonbashi-hamacho, Chuo-ku, Tokyo
Access	Approx. 4-min. walk from Odakyu Tama Center Sta., Odakyu Tama Line	Approx. 1-min. walk from Seibu-Shinjuku Sta., Seibu Shinjuku Line	Approx. 3-min. walk from Hamacho Sta., Toei Subway Shinjuku Line
Acquisition price	JPY 3,370 MM	JPY 2,057 MM	JPY 1,830 MM
Construction	S, SRC, B1/7F	SRC, B1/9F	SRC, S, 9F
Building	16,212.96㎡	5,240.41ml	4,583.48㎡
Property Name	O-04 Kannai Tosei Building II	O-05 Nishi Kasai Tosei Building	O-06 Shin Yokohama Center Building
Address	Sumiyoshi-cho, Naka-ku, Yokohama-shi, Kanagawa	Nishi Kasai, Edogawa-ku, Tokyo	Shin Yokohama, Kohoku-ku, Yokohama-shi, Kanagawa
Access	Approx. 3-min. walk from Kannai Sta., Yokohama Municipal Subway	Approx. 2-min. walk from Nishi-kasai Sta., Tokyo Metro Tozai Line	Approx. 5-min. walk from Shin-Yokohama Sta., JR Shinkansen/Yokohama Line
Acquisition price	JPY 4,100 MM	JPY 1,710 MM	JPY 1,364 MM
Construction	SRC, B1/12F	SRC, B1/8F	SRC, RC, B2/9F
Building	9,383.81m²	4,271.38m <sup>2</sup>	5,809.25m²

# List of Properties 2



Property Name	Rt-01 Inage Kaigan Building	Rt-02 Musashi Fujisawa Tosei Building	Rd-01 T's garden Koenji
Address	Takasu, Mihama-ku, Chiba-shi, Chiba	Higashi Fujisawa, Iruma-shi, Saitama	Koenjikita, Suginami-ku, Tokyo
Access	Approx. 1-min. walk from Inagekaigan Sta., JR Keiyo Line	Approx. 9-min. walk from Musashi-fujisawa Sta., Seibu Ikebukuro Line	Approx. 5-min. walk from Koenji Sta., JR Chuo Line
Acquisition price	JPY 2,380 MM	JPY 1,950 MM	JPY 1,544 MM
Construction	SRC, 7F	Steel frame structure, galvanized steel roof, 2F	RC, 6F
Building	7,175.12㎡	6,131.07m <sup>2</sup>	2,445.31m <sup>2</sup>
Property Name	Rd-02 Live Akabane		Rd-04 T's garden Kawasakidaishi
Address	Ukima, Kita-ku, Tokyo	Shimomeguro, Meguro-ku, Tokyo	Ise-cho, Kawasaki-ku, Kawasaki-shi, Kanagawa
Access	Approx. 4-min. walk from Kita-Akabane Sta., JR Saikyo Line	Approx. 13-min. walk from Musashi-Koyama Sta., Tokyu Meguro Line	Approx. 8-min. walk from Suzukicho Sta., Keikyu Daishi Line
Acquisition price	JPY 1,227 MM	JPY 1,000 MM	JPY 980 MM
Construction	SRC, 12F	RC, 6F	S, 3F
Building	4,484.24m²	1,547.03m <sup>2</sup>	2,105.59m²

# **List of Properties** ③



Property Name	Rd-05 Abitato Kamata	Rd-06 MarLandFive	Rd-07 Avenir Shirotae
Address	Chuo, Ota-ku, Tokyo	Nishimizuhodai, Fujimi-shi, Saitama	Shirotae-cho, Minami-ku, Yokohama-shi, Kanagawa
Access	Approx. 18-min. walk from Kamata Sta., JR Keihin-Tohoku Line	Approx. 2-min. walk from Mizuhodai Sta., Tobu Tojo Line	Approx. 4-min. walk from Bandobashi Sta., Yokohama Municipal Subway Blue Line
Acquisition price	JPY 836 MM	JPY 830 MM	JPY 780 MM
Construction	RC, 6F	SRC, B1/9F	SRC, 11F
Building	2,062.09m²	3,688.54m <sup>2</sup>	3,001.81m²
Property Name	Rd-08 Dormitory Haramachida	Rd-09 SEA SCAPE Chiba Minato	
Address	Haramachida, Machida-shi, Tokyo	Chuoko, Chuo-ku, Chiba-shi, Chiba	
Access	Approx. 6-min. walk from Machida Sta., JR Yokohama Line	Approx. 1-min. walk from Chiba Minato Sta., JR Keiyo Line	
Acquisition price	JPY 600 MM	JPY 2,800 MM	
Construction	SRC, S, B1/12F	RC, B1/13F	
Building	2,239.50m²	7,571.58m²	

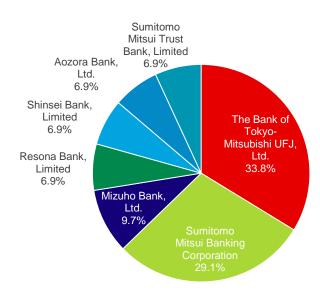
## **Financial Data**



### ■ List of Borrowings

Classification	Lender	Fixed/ Floating	Interest Rate	Balance (JPY MM)	Drawdown Date	Average Remaining Maturity
Long-term	Syndicate of lenders with The Bank of Tokyo-Mitsubishi UFJ, Ltd. as arranger	Floating	Base rate (JBA 1 month JPY TIBOR) +0.300%	3,169	Nov. 30, 2016	
		Fixed	0.5260%	2,000	Nov. 30, 2017	
		Fixed	0.7435%	2,000	Nov. 30, 2018	
		Fixed	0.8860%	2,000	Nov. 29, 2019	
		Floating	Base rate (JBA 1 month JPY TIBOR) +0.500%	2,000	May 31, 2019	2.8 years
		Floating	Base rate (JBA 1 month JPY TIBOR) +0.700%	1,500	Nov. 30, 2020	
		Floating	Base rate (JBA 1 month JPY TIBOR) +0.900%	1,000	Nov. 30, 2021	
		Fixed	1.58567%	1,000	Nov. 30, 2022	
Short-term		Floating	Base rate (JBA 1 month JPY TIBOR) +0.300%	200	Oct. 31, 2016	

### **■** Breakdown of Lenders

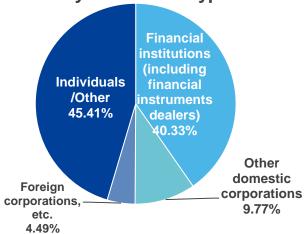


Lender			Balance of Borrowings (JPY MM)
1		The Bank of Tokyo- Mitsubishi UFJ, Ltd.	5,019
2		Sumitomo Mitsui Banking Corporation	4,325
3		Mizuho Bank, Ltd.	1,445
4		Resona Bank, Limited	1,020
5		Shinsei Bank, Limited	1,020
6		Aozora Bank, Ltd.	1,020
7		Sumitomo Mitsui Trust Bank, Limited	1,020
		Total	14,869

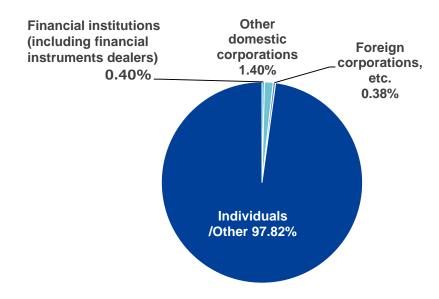
## **Unitholder Information**



### ■ Number of Units by Unitholder Type



### ■ Number of Unitholders by Unitholder Type



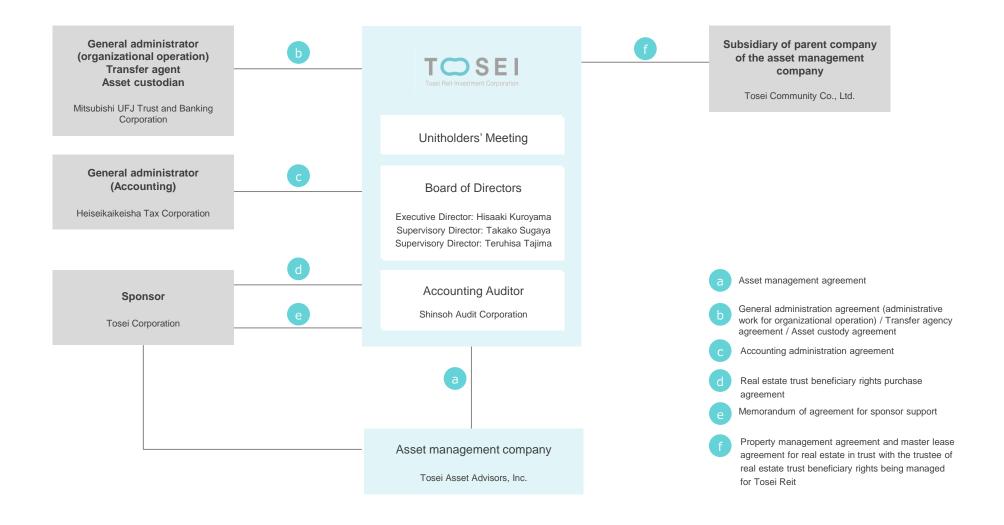
### ■ Top 10 Unitholders

	Name	Number of Investment Units Owned (Units)	Number of Investment Units Owned as a Percentage of Total Number of Investment Units Issued and Outstanding (%)
1	Japan Trustee Services Bank, Ltd. (Trust Account)	29,133	18.09%
2	The Master Trust Bank of Japan, Ltd. (Trust Account)	10,122	6.28%
3	Tosei Corporation	9,600	5.96%
4	Trust & Custody Services Bank, Ltd. (Securities Investment Trust Account)	8,463	5.25%
5	The Nomura Trust and Banking Co., Ltd. (Investment Trust Account)	5,586	3.46%
6	STATE STREET BANK AND TRUST COMPANY 505001	2,400	1.49%
7	SBI SECURITIES Co., Ltd.	2,219	1.37%
8	BNYM SA/NV FOR BNYM FOR BNYGCM CLIENT ACCOUNTS M LSCB RD	1,857	1.15%
9	Aozora Bank, Ltd.	1,610	1.00%
10	Matsui Securities Co., Ltd.	1,504	0.93%
	Total	72,494	45.02%

Note: Based on the unitholder registry as of April 30, 2016.

## Profile of Tosei Reit





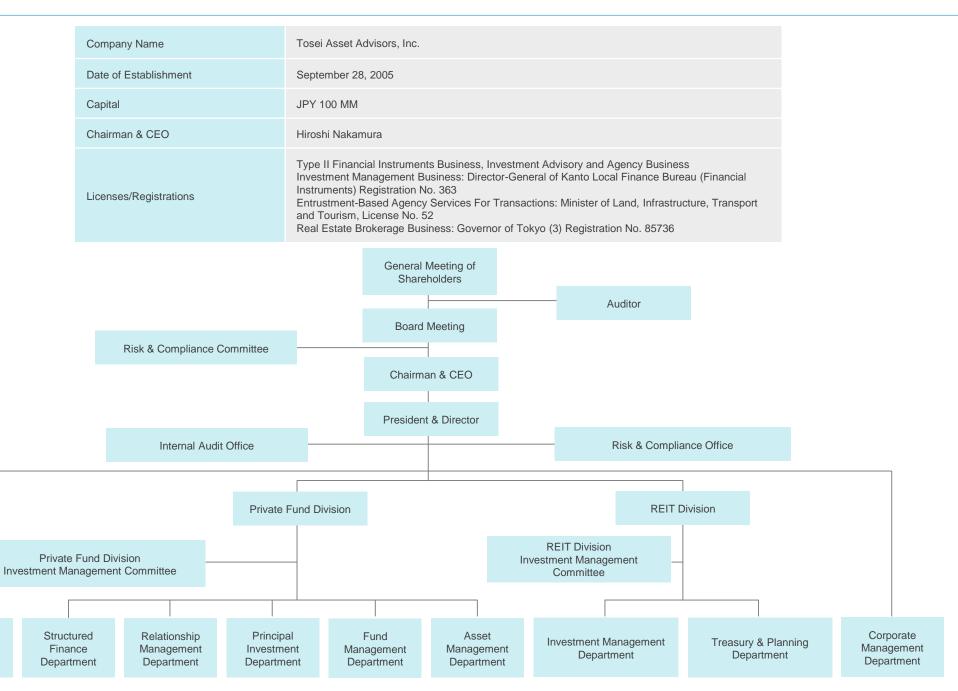
## Profile of Tosei Asset Advisors, Inc.

Business

Development

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